

# *Analyst Day*

October 4, 2023



# ***Today's Agenda***

## **Welcome**

Rick Black  
Investor Relations

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## **An Enduring Growth Story**

Ned Fleming  
Executive Chairman

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## **ROAD-Map 2027**

Jule Smith  
Chief Executive Officer

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## **Executing a Proven Strategy**

Greg Hoffman  
Chief Financial Officer

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## **Growth: A Core Competency**

Nelson Fleming  
VP of Strategy & Business Development

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## **Panel Discussion**

Mike Crenshaw, David Ferebee, Robert Baugnon, Nelson Fleming  
Platform Company Presidents, VP of Personnel, VP of Strategy & BD

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## **Summary Statements**

Jule Smith  
Chief Executive Officer

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## **Q&A**

Jule Smith, Greg Hoffman



# ***Forward-Looking Statements***

Certain statements contained herein that are not statements of historical or current fact constitute “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and 21E of the Securities Exchange Act of 1934. These statements may be identified by the use of words such as “seek” “continue,” “estimate,” “predict,” “potential,” “targeting,” “could,” “might,” “may,” “will,” “expect,” “should,” “anticipate,” “intend,” “project,” “outlook,” “believe,” “plan” and similar expressions or their negative. These forward-looking statements include, among others, statements regarding the Company’s expected revenue, net income, Adjusted EBITDA, Adjusted EBITDA Margin, Cash Flow from Operations, Return on Capital Employed (ROCE) and Net Debt to Adjusted EBITDA for the fiscal year ended September 30, 2023, the Company’s fiscal year 2024 outlook and the Company’s business strategy. These and other forward-looking statements are based on management’s current views and assumptions and involve risks and uncertainties that could significantly affect expected results. Important factors could cause actual results to differ materially from those expressed in the forward-looking statements, including, among others: the preliminary financial information remaining subject to changes and finalization based upon management’s ongoing review of results for the fiscal year ended September 30, 2023 and the completion of all year-end closing procedures; the Company’s ability to successfully manage and integrate acquisitions; failure to realize the expected economic benefits of acquisitions, including future levels of revenues being lower than expected and costs being higher than expected; failure or inability to implement growth strategies in a timely manner; declines in public infrastructure construction and reductions in government funding, including the funding by transportation authorities and other state and local agencies; risks related to the Company’s operating strategy; competition for projects in our local markets; risks associated with the Company’s capital-intensive business; government requirements and initiatives, including those related to funding for public or infrastructure construction, land usage and environmental, health and safety matters; unfavorable economic conditions and restrictive financing markets; the Company’s ability to obtain sufficient bonding capacity to undertake certain projects; the Company’s ability to accurately estimate the overall risks, requirements or costs when it bids on or negotiate contracts that are ultimately awarded to the Company; the cancellation of a significant number of contracts or the Company’s disqualification from bidding for new contracts; risks related to adverse weather conditions; the Company’s substantial indebtedness and the restrictions imposed on the Company by the terms thereof; the Company’s ability to maintain favorable relationships with third parties that supply the Company with equipment and essential supplies; the Company’s ability to retain key personnel and maintain satisfactory labor relations; property damage, results of litigation and other claims and insurance coverage issues; risks related to the Company’s information technology systems and infrastructure; the Company’s ability to maintain effective internal control over financial reporting; and the other risks, uncertainties and factors set forth in the Company’s most recent Annual Report on Form 10-K, its subsequent Quarterly Reports on Form 10-Q, its Current Reports on Form 8-K and other reports the Company files with the Securities and Exchange Commission. Forward-looking statements speak only as of the date they are made. The Company assumes no obligation to update forward-looking statements to reflect actual results, subsequent events, or circumstances or other changes affecting such statements, except to the extent required by applicable law.

The Company’s independent registered public accounting firm has not audited, reviewed, compiled or performed any procedures with respect to the preliminary financial information for the year ended September 30, 2023 presented herein or its audit of the Company’s financial statements for the year ended September 30, 2023. The Company’s actual results may differ from these estimates as a result of the Company’s year-end closing procedures, review adjustments and other developments that may arise between now and the time the Company’s financial results for the year ended September 30, 2023 are finalized.



# *An Enduring Growth Story*

**CONSTRUCTION PARTNERS INC.**



**Ned Fleming**  
Executive Chairman

# An Enduring Growth Story: 2001 to 2018

## Founded in 2001 with a Simple, 3-Point Thesis:

- 1** Partnered with experienced operators that knew how to build a great company...
- 2** ...Offering services that meet an essential and growing societal need...
- 3** ...In a large, highly fragmented industry with an endless runway of growth opportunities.

**D**  
Average Road Grade<sub>(1)</sub>

**10-15 Years**  
Cycle for Routine Road  
Maintenance<sub>(2)</sub>

**94%**  
Roads in the U.S. Made  
with Asphalt<sub>(3)</sub>



(1) American Society of Civil Engineers Road Grade, 2021 Infrastructure Report Card  
(2) NCAT Report 13-06  
(3) U.S. Department of Transportation - Federal Highway Administration

## Founding to IPO Statistics

**0** → **4**  
State Footprint

**0** → **27**  
Distinct Local Markets

**2** → **1,800**  
Headcount

# *In 2022 Exceeded 5-year Targets from IPO*

✓ Achieve revenue above \$1 billion

**\$1.3bn**  
In FY 22

✓ Annual revenue growth: single to low double digits

**17.6%**  
FY 18-FY 22  
CAGR

✓ Continue to grow relative market share and expand geographic footprint

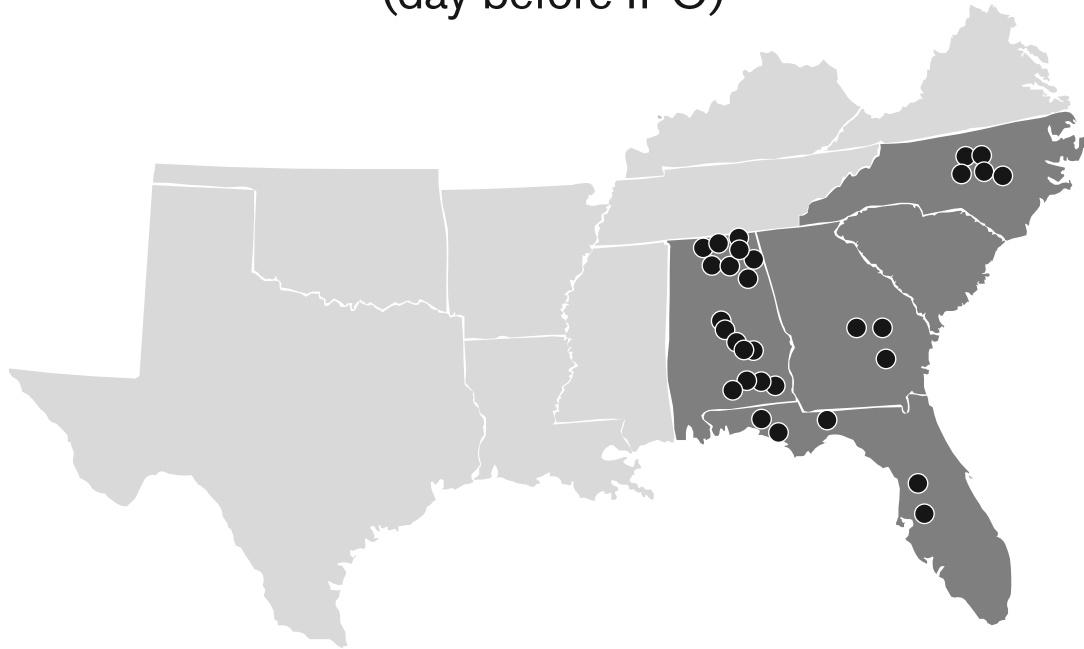
**122%**  
Growth in Number of  
Distinct Local Markets

**19**  
Acquisitions  
(FY 18 - FY 22)

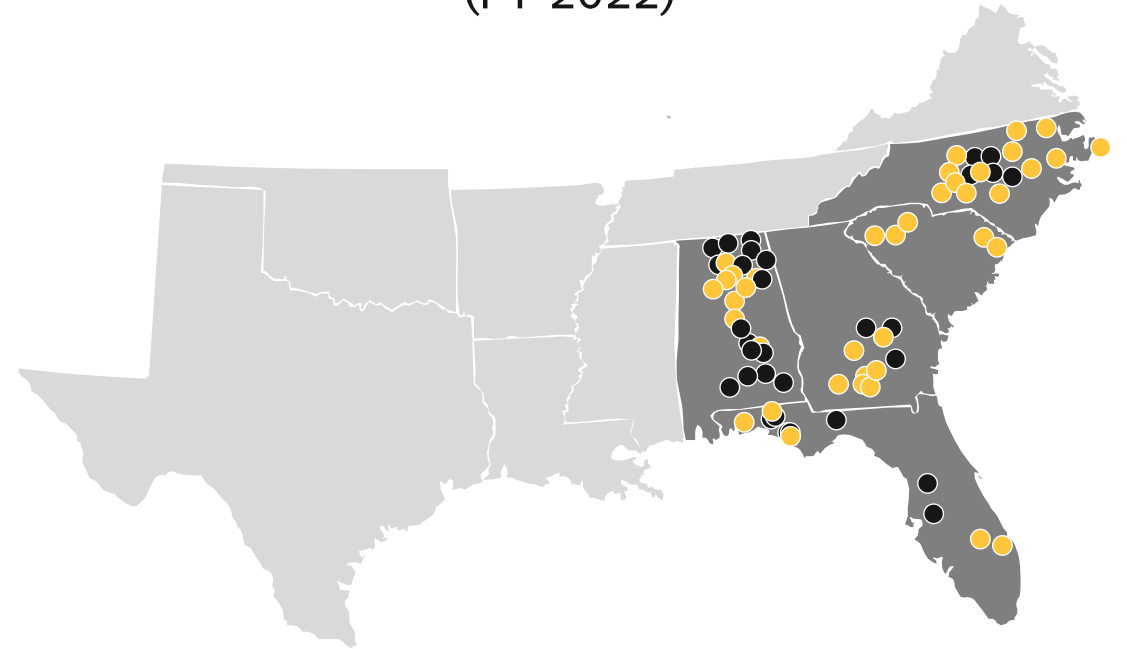


# 2018 IPO to 2022

May 3, 2018  
(day before IPO)



September 30, 2022  
(FY 2022)



# ***Successful Management Transition***



**Jule Smith**  
Chief Executive Officer



**Greg Hoffman**  
Chief Financial Officer



# Experienced Leadership Team



Jule Smith  
Chief Executive Officer



Greg Hoffman  
Chief Financial Officer



Bob Flowers  
President CW Roberts



John Harper  
President Wiregrass



Ty Johnson  
President Fred Smith



David Ferebee  
President Ferebee



Mike Crenshaw  
President King Asphalt



Reece Akins  
President Scruggs



Brett Armstrong  
SVP Operations



Robert Baugnon  
VP Personnel &  
Administration



Nelson Fleming  
VP Strategy & Business  
Development



Ryan Brooks  
SVP Legal



John Walker  
SVP Operations



Heather Dylla  
VP Sustainability &  
Innovation

# ***ROAD-Map 2027***

***CONSTRUCTION PARTNERS INC.***



**Jule Smith**

**Chief Executive Officer**

**CONSTRUCTION PARTNERS INC.**

A LEADING INFRASTRUCTURE COMPANY

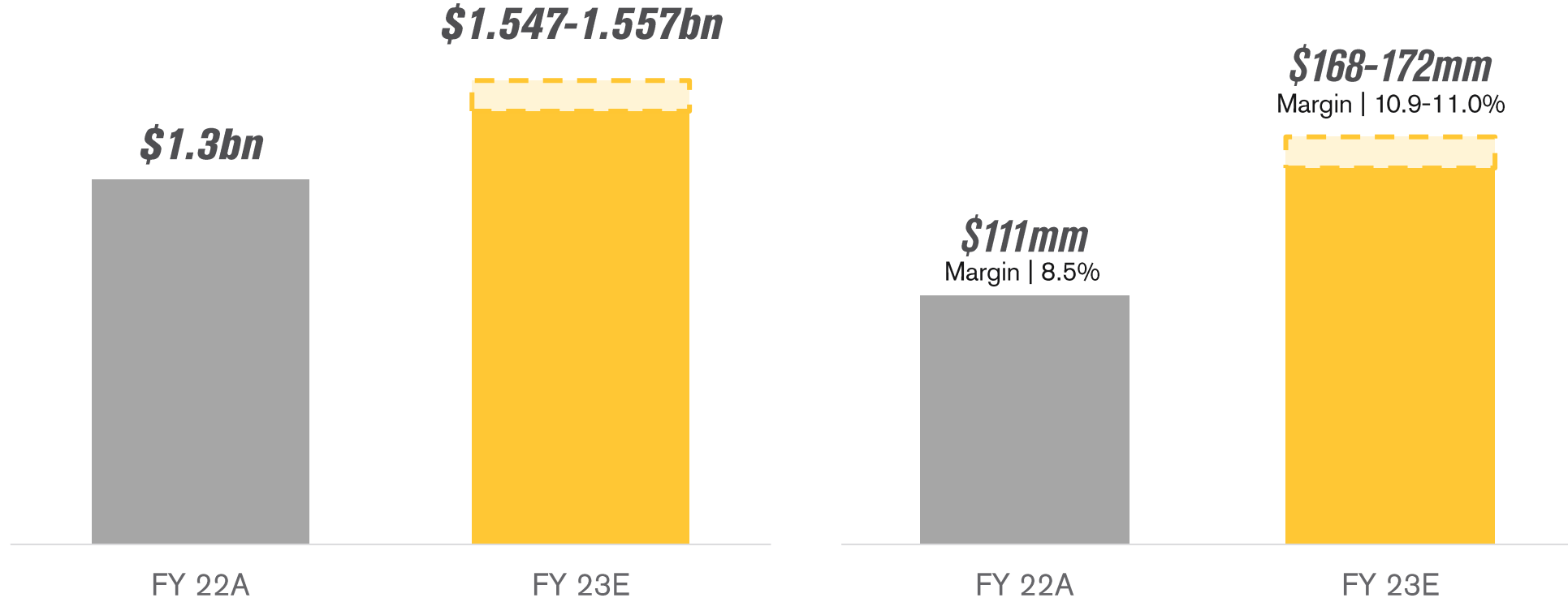
# **ROAD-Map 2027**



# Financial Outlook Update: FY 23

**Revenue<sup>(1)</sup>**  
+19-20% YoY Growth

**Adjusted EBITDA<sup>(1) (2)</sup>**  
+51-55% YoY Growth



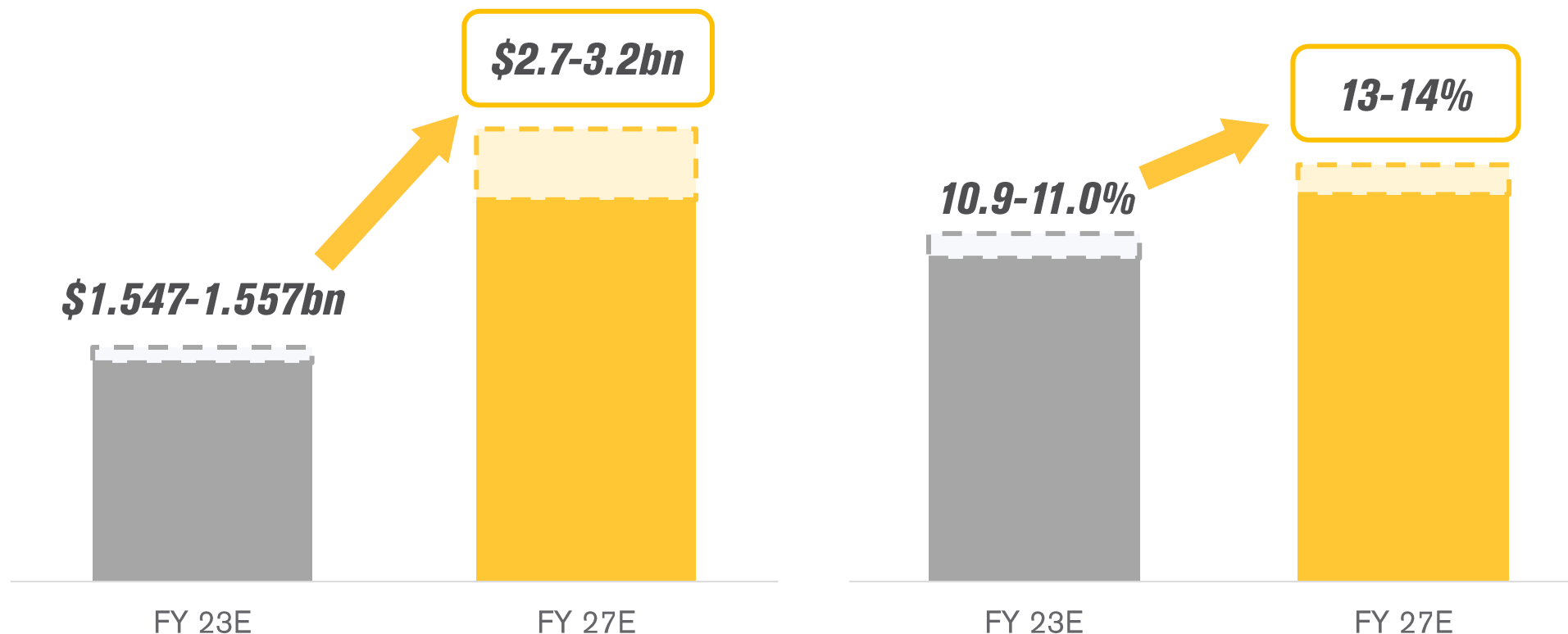
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(2) Adjusted EBITDA and Adjusted EBITDA Margin are non-GAAP financial measures. For a reconciliation of Adjusted EBITDA to Net Income, the most directly comparable GAAP financial measure, and the resulting calculation of Adjusted EBITDA Margin, see the appendix.

# ROAD-Map 2027 - Where We're Going

**Revenue**<sup>(1)</sup>  
+15-20% CAGR

**Adjusted EBITDA Margin**<sup>(1)(2)</sup>  
+50-75 bps annually



(1) FY 23 represents a range of management guidance for fiscal year 2023. FY 27 represents a range of management targets for fiscal year 2027. Key assumptions underlying FY 27 target results include a normal economic and funding environment and M&A activity consistent with recent levels.  
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# ***Same Proven Strategy***



**Asphalt-centered Infrastructure Company**



**Regionally Focused in Sunbelt**



**Local Markets & Workforce**



**Reoccurring Public & Private Revenue**



**Short Duration, Low Risk Projects**



**Multiple Avenues for Growth in Fragmented Industry**



# Asphalt-centered Infrastructure Company

**4000+**

Employees

**~60%**

Revenue from Publicly-funded Projects

**6**

State Footprint

**67**

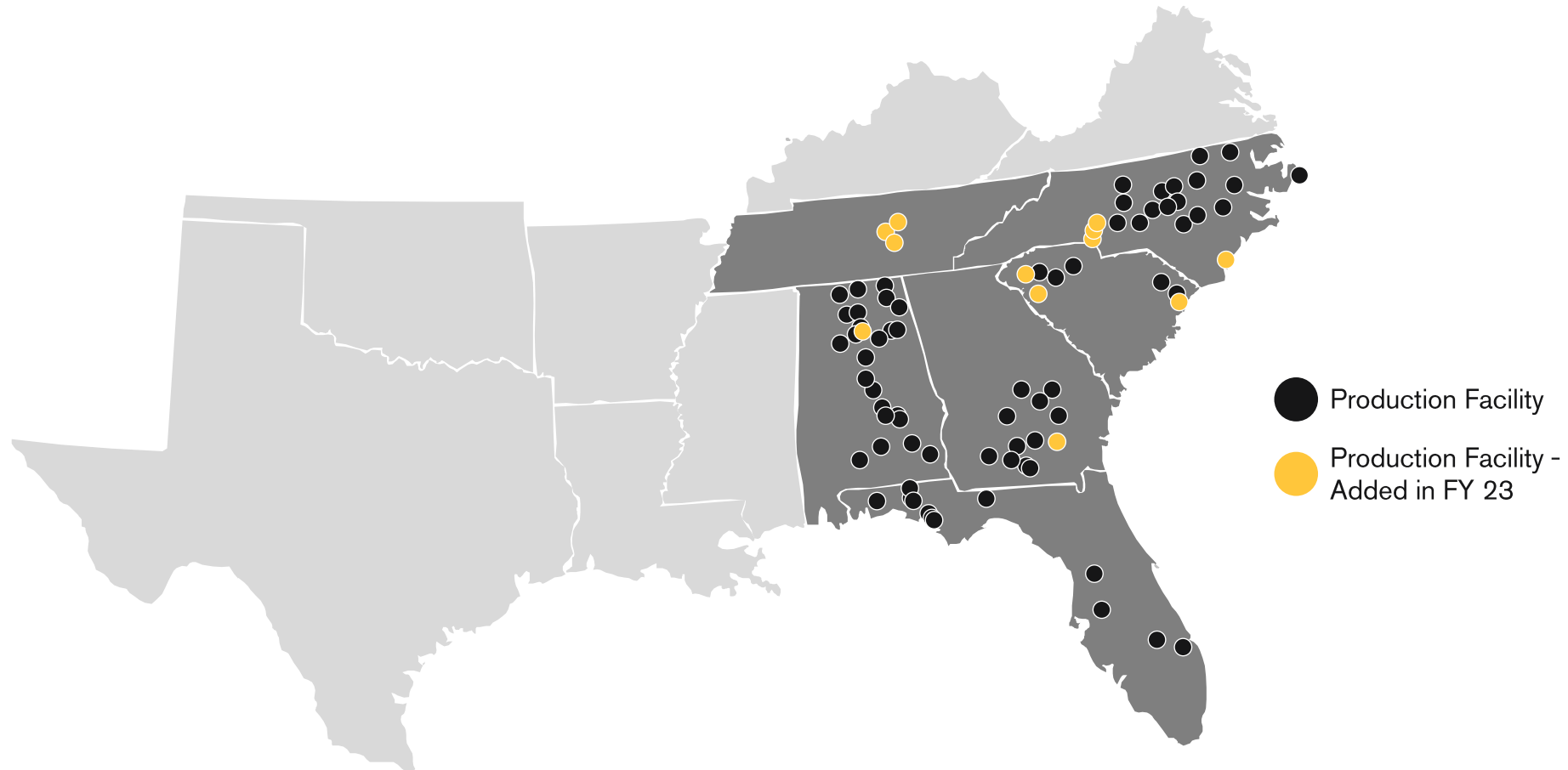
Hot Mix Asphalt (HMA) Plants

**13**

Aggregate Plants

**2**

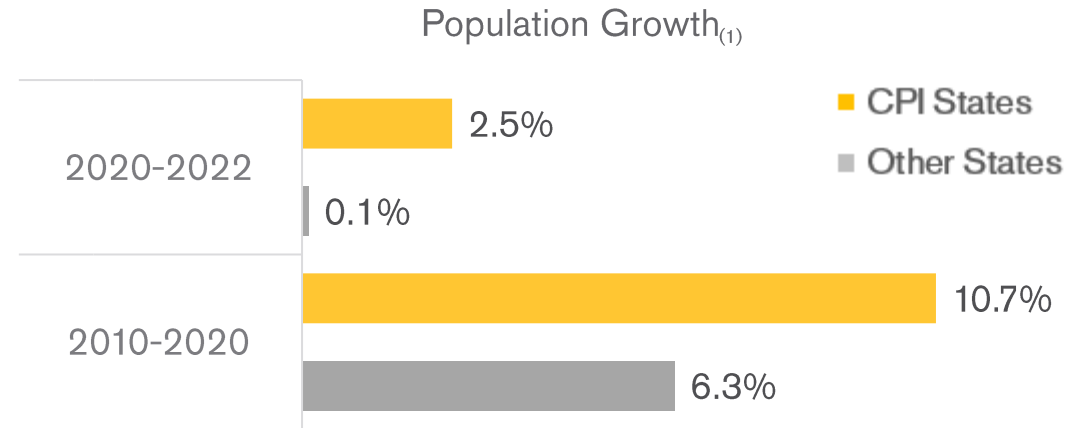
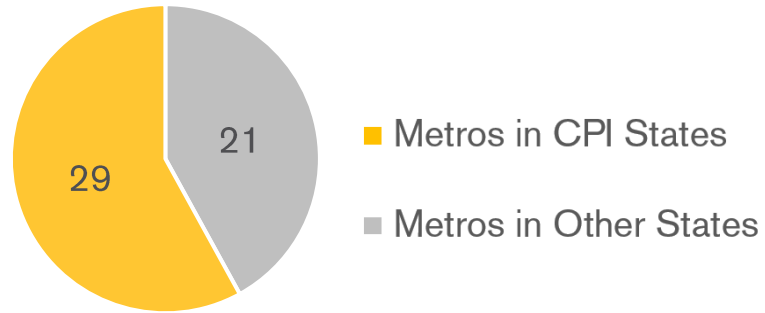
Liquid AC Terminals



# Regionally Focused in Sunbelt

## Meaningful population migration ...

Top 50 Fastest Growing Metros 2020-2022<sup>(1)</sup>



(1) U.S. Census Bureau, Population Division

## Leading to growth in ...

Public Infrastructure



Industrial Development



Commercial Development





# Regionally Focused in Sunbelt

Meaningful business migration ...



OFFICE OF THE GOVERNOR

BMW Investing \$1.7 Billion to Expand S.C. Manufacturing Capacity and Footprint

October 2022

THE WALL STREET JOURNAL

Corporate Tax Breaks Surge in Push for and Electric-Vehicle Factories

opped \$1 billi  
sought U.S.

WJCL



ENR

Engineering News-Record

Wolfspeed Commits \$5B to NC Materials Facility, Research Partnersh

April 20

THE WALL STREET JOURNAL

America Is Back in the Factory Business

d spending on manufacturing construction heralds a made-in-S. rebound, stoked by green-energy incentives and concerns foreign supply chains; 'this is here to stay'

April 2023



nce \$4.3B plant in Bryan  
es for electric vehicles

May 2023

vel.' Electric carmaker Vinfast breaks  
ring plant

July 2023

The Verge

Redwood Materials announces \$3.5 billion EV battery recycling plant in South Carolina

December 2022

# Local Markets & Workforce

Local markets defined as ~50-mile radius around plants given temperature sensitivity of HMA

## Favorable Local Market Dynamic

- Local market knowledge and relationships provides competitive moat
- Hiring and retention advantage as a local operator building jobs where our employees live
- Flexibility to optimize utilization of crews & equipment within adjacent markets
- Strategically positioned to win routine, maintenance-related projects; no out-of-market mega projects



Leading to High Relative Market Share



# Reoccurring Public & Private Revenue

## Public

- Steady stream of maintenance-related contracts let by state DOTs and municipalities throughout the year
- City, county, military base annual resurfacing contracts



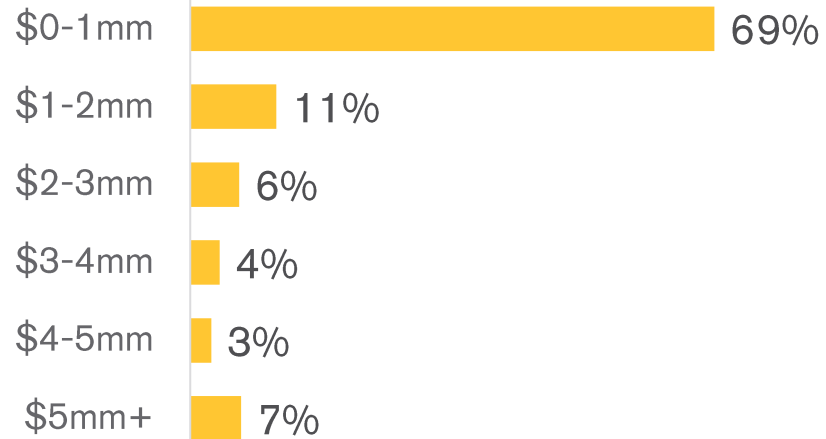
## Private

- Long-standing relationships with GCs and developers of all sizes in high-growth markets
- Turnkey capabilities and reputation for quality provide advantage on negotiated work



# Short Duration, Low Risk Projects

## Completed Projects by Size FY 18 - FY 22



**6-9 Months**

Average Project  
Duration



# Multiple Avenues for Growth in Fragmented Industry

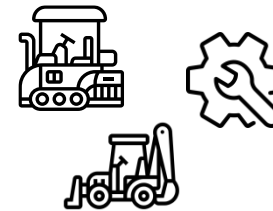
Continuing historical annual revenue growth rate of 15-20% to achieve the targeted \$2.7-3.2bn revenue by 2027

## Organic

~3x Multiple of EBITDA

Expansion of services or facilities in existing markets

- Paving crews
- Utilities crews
- Grading crews
- Facility upgrades

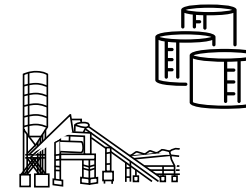


## Greenfield

~4x Multiple of EBITDA

Establishment of manufacturing facility to enter new market or increase vertical integration

- HMA plants
- AC terminals



## Acquisitive

~5-6x Multiple of EBITDA

Acquiring businesses within and complementary to our core business

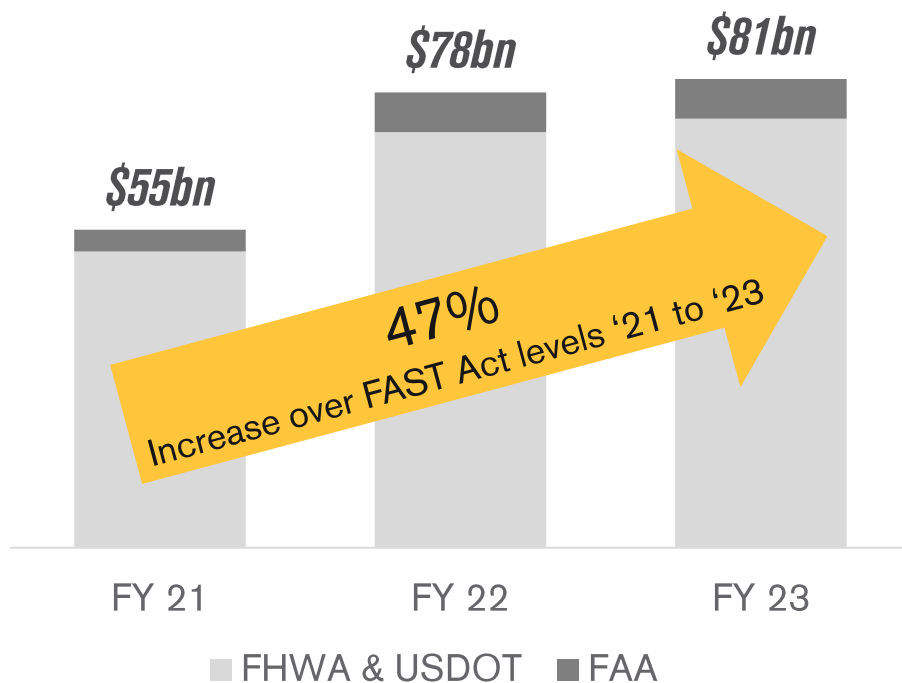
- Platforms
- Bolt-ons
- Vertical integration



# Investment in Aging Infrastructure

## Funding for Pavement-Related Infrastructure

by DOT Fiscal Year<sup>(1)</sup>



## Accelerating State Investment in 2023

**\$7bn**

Florida - Transportation infrastructure investment over four years with Moving Forward Florida legislation<sup>(2)</sup>

**32%**

Tennessee - Budget increase over four years with \$3.3bn Transportation Modernization Act<sup>(3)</sup>

**\$850mm**

South Carolina - Additional dollars in '23-'24 budget to expedite start and completion of projects<sup>(4)</sup>

**\$1.2bn**

CPI States - "Bonus," unused highway funds reallocated by FHWA to CPI states in August 2023 and committed to projects by September 2023



(1) Consolidated Appropriations Act, 2023 and Infrastructure Investment & Jobs Act (IIJA)  
 (2) Florida Department of Transportation  
 (3) Tennessee Department of Transportation  
 (4) South Carolina Executive Budget Summary FY 2023-24  
 (5) U.S. Department of Transportation, Federal Highway Administration

# ROAD-Map 2027 - Margin Expansion

Utilizing three levers of margin growth to increase Adjusted EBITDA Margin by 50-75 bps annually and achieve 13-14% Adjusted EBITDA Margin by 2027

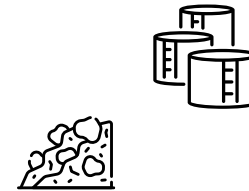
## Building Better Markets

- #1 or #2 player in each of our local markets
- Leveraging technology to provide improved market intelligence



## Vertical Integration

- Capturing increased margin through self-managed material supply and expansion of construction service capabilities



## Scale

- Revenue and cost synergies as topline growth outpaces fixed costs – 10-15 bps impact per year
- Increased purchasing power & cost savings



# ***Building A Sustainable Future***

***Safety As Our #1 Priority***



***Representation in Regulation***



***Workforce Mobility***



***Sustainable Production***





# ***FAMILY***

We are a family of companies but, more importantly, a company of families.



# ***OPPORTUNITY***

We provide opportunities to build better lives.



## **OUR MOTTO**

# ***BUILDING CONNECTED COMMUNITIES***

## **OUR PURPOSE**

We are a family of companies dedicated to building better lives and the infrastructure that keeps our communities connected.



# ***RESPECT***

We respect each of our employees, customers, and communities.



# ***EXCELLENCE***

We strive to do ordinary things extraordinarily well.



# *Executing a Proven Strategy*

**CONSTRUCTION PARTNERS INC.**



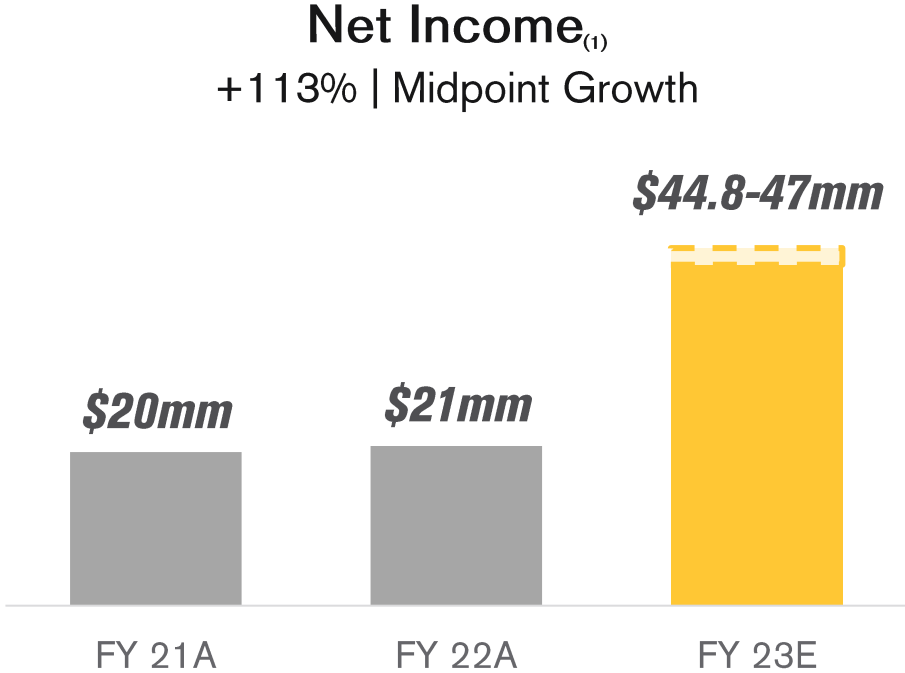
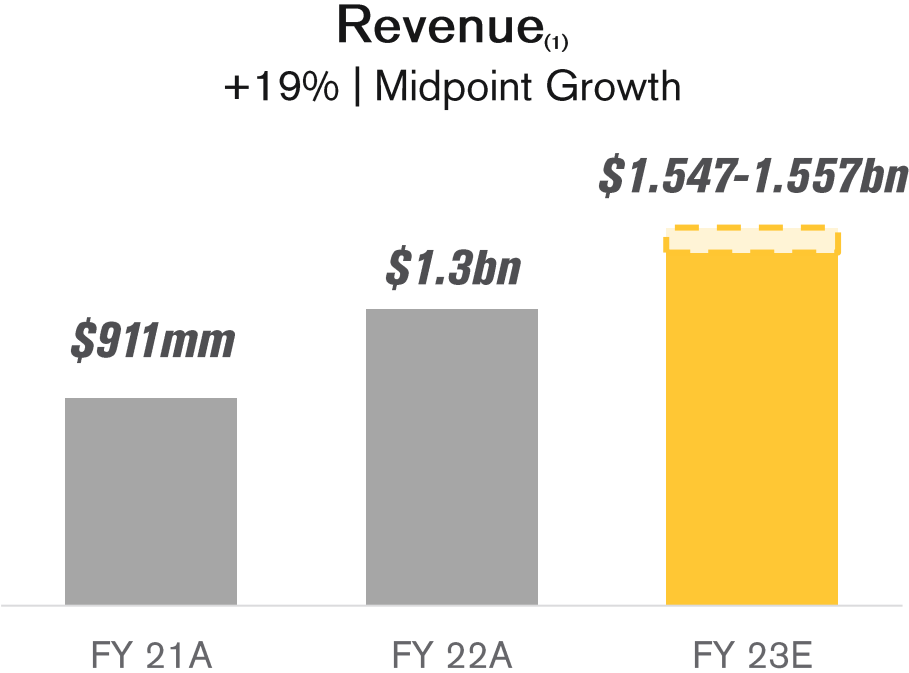
**Greg Hoffman**  
Chief Financial Officer

# ***Executing a Proven Strategy***

- 1** Track Record of Sustainable Growth
- 2** Proven Strategy with Consistent Visibility
- 3** Seasonal, Not Cyclical Operations
- 4** Compelling Outlook and Long-Term Targets
- 5** Strong Financial Flexibility for Growth



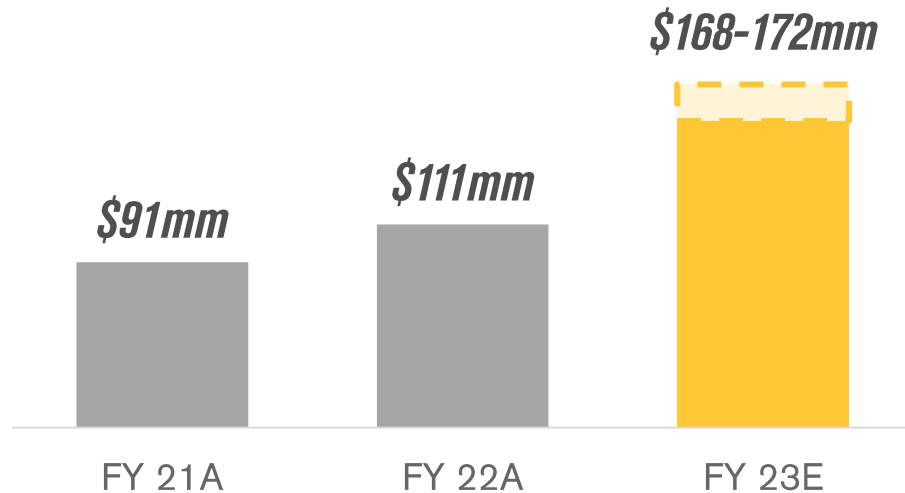
# Track Record of Sustainable Growth: FY 23



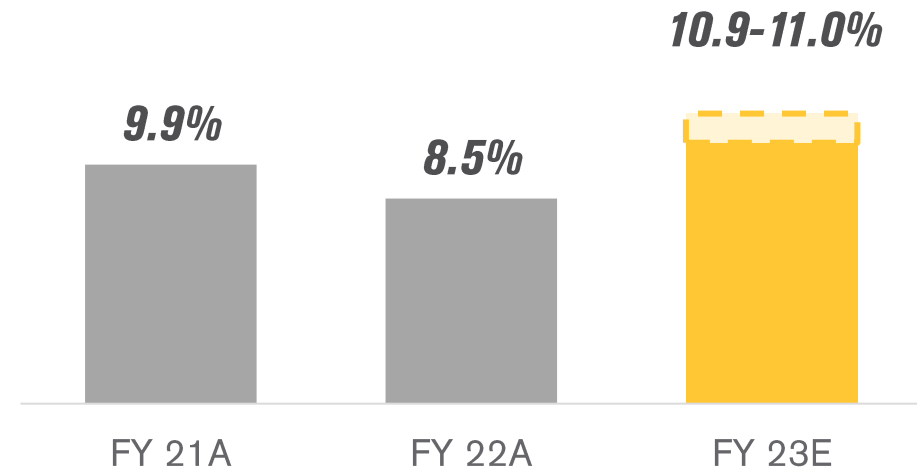
(1) FY 23 represents a range of management guidance for fiscal year 2023.

# Track Record of Sustainable Growth: FY 23

Adjusted EBITDA<sub>(1)</sub>  
+53% | Midpoint Growth



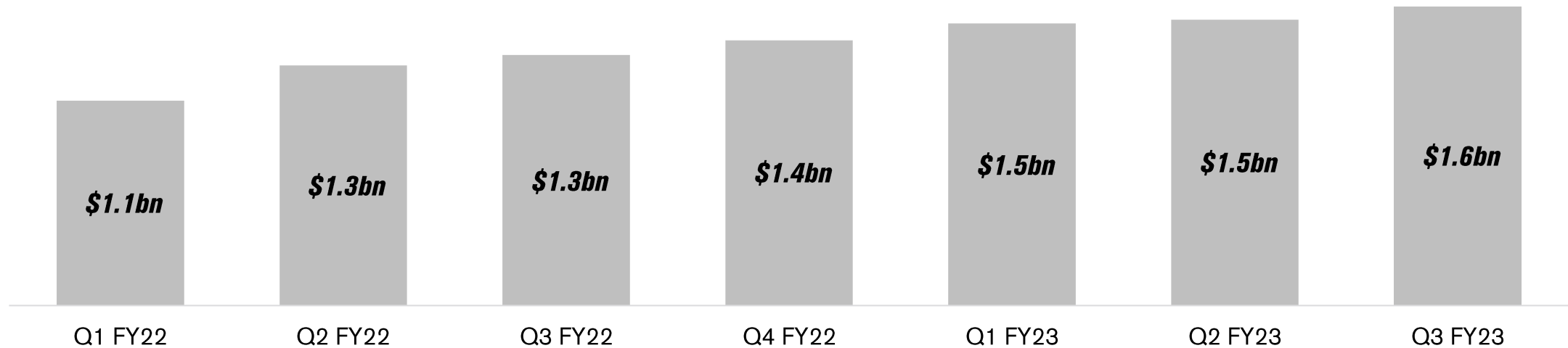
Adjusted EBITDA Margin<sub>(1)</sub>  
+28% | Midpoint Growth



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# Proven Strategy with Consistent Visibility

## Construction Project Backlog



### Historic Rise in Project Backlog

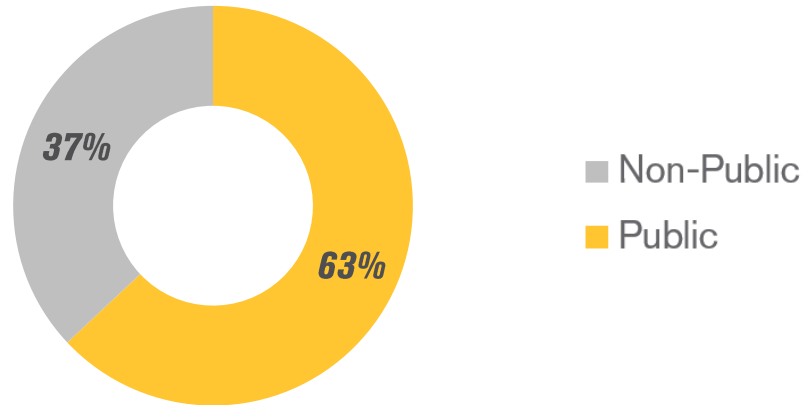
- Approximately 75-85% of backlog is expected to be completed in the next 12 months
- 11 consecutive quarters of growth; generally, however, there is seasonality to the burn/build

# Seasonal, Not Cyclical

Historical Revenue Split<sup>(1)</sup>  
by Public vs Non-Public

## Not Cyclical -

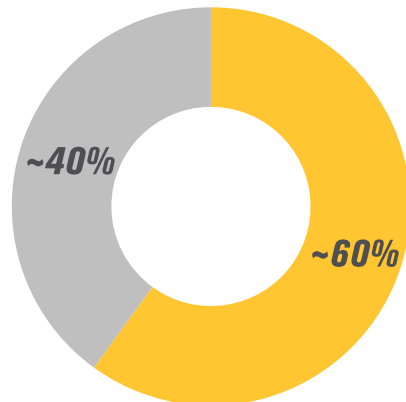
Opportunity to pivot  
to high-demand  
markets



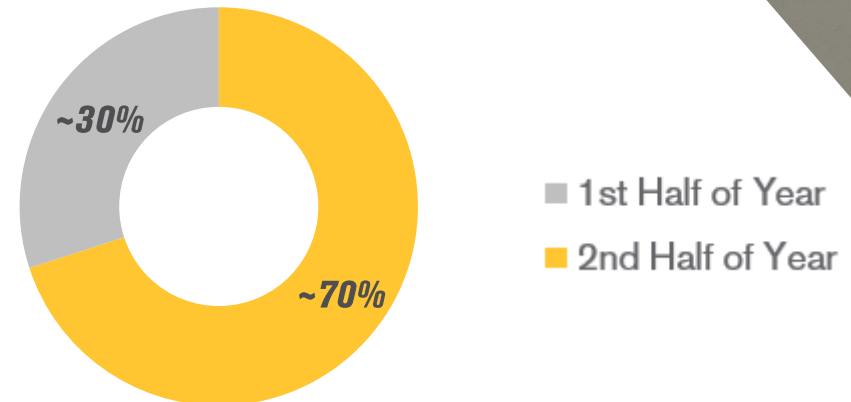
Historical Revenue Split<sup>(2)</sup>  
by Half Year

## Seasonal -

Outdoor operations  
impacted by daylight  
duration and weather  
conditions



Historical Adj. EBITDA Split<sup>(2)</sup>  
by Half Year



(1) Average of FY 20, FY 21, and FY 22  
(2) Based on historical average of internal company data

# Strong Cash Flow Conversion Model

Expected record-high FY 23 operating cash flow highlights operational efficiency and organizational emphasis on cash flow generation

## Investing in Growth

	Adjusted EBITDA <sub>(1)</sub>	Stable and growing cash flow base with reoccurring revenue sources. Progressing back to double-digit EBITDA margins.
(-)	Maintenance Capex (3.25% of Revenue)	
(-)	Interest	Predictable maintenance capital requirements on existing asset base; systematic preventative and predictive maintenance program provides for continued spend visibility.
(-)	Taxes	
(=)	Retained Cash Flow	
	<b>Cash Flow Conversion Rate</b> <b>52% to 60%</b>	High return capital investments to expand margins and grow relative market share.
(-)	Cash Flow for Growth Initiatives	

**Preliminary FY 23 Cash Flow from Operations**

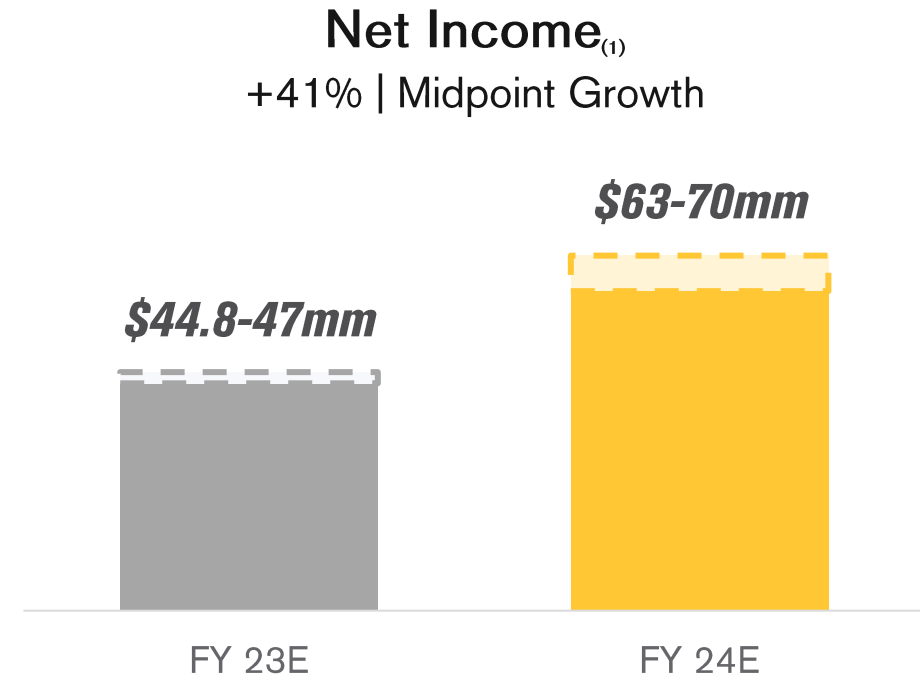
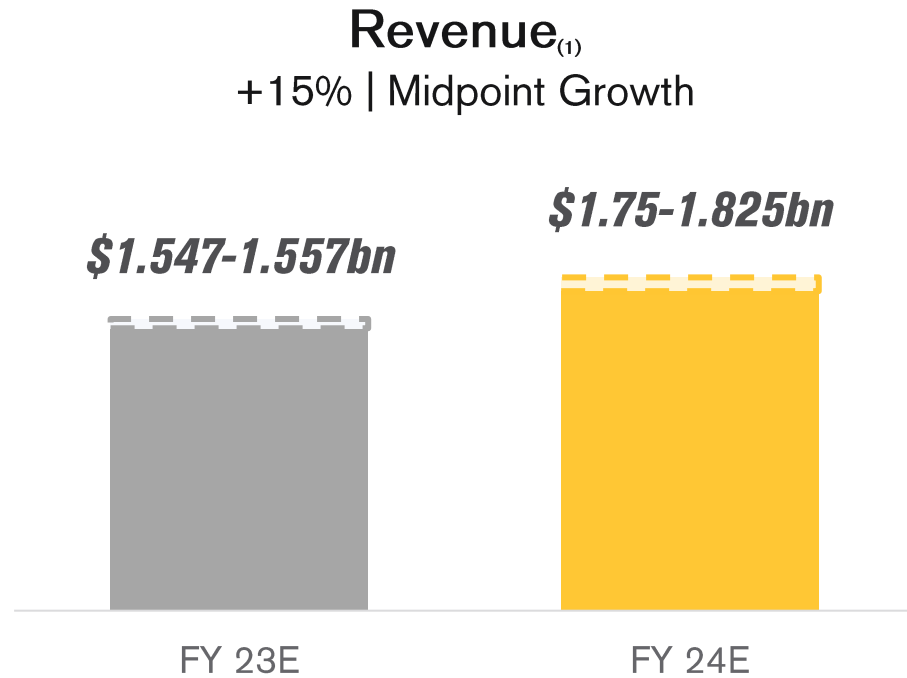
**\$155-160mm**



(1) Adj. EBITDA is used as this already has stock-based compensation, management fees, and other nonrecurring/noncash expenses added back

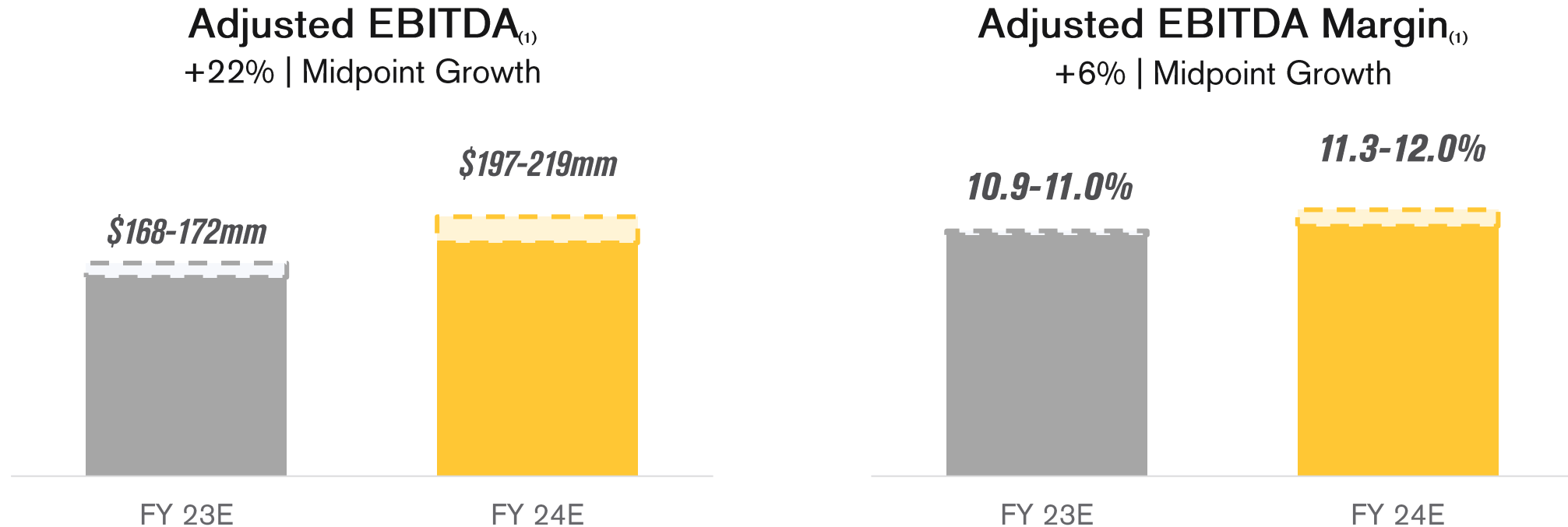


# Initial Guidance - FY 24



(1) FY 23 and FY 24 represent ranges of management guidance for fiscal years 2023 and 2024.

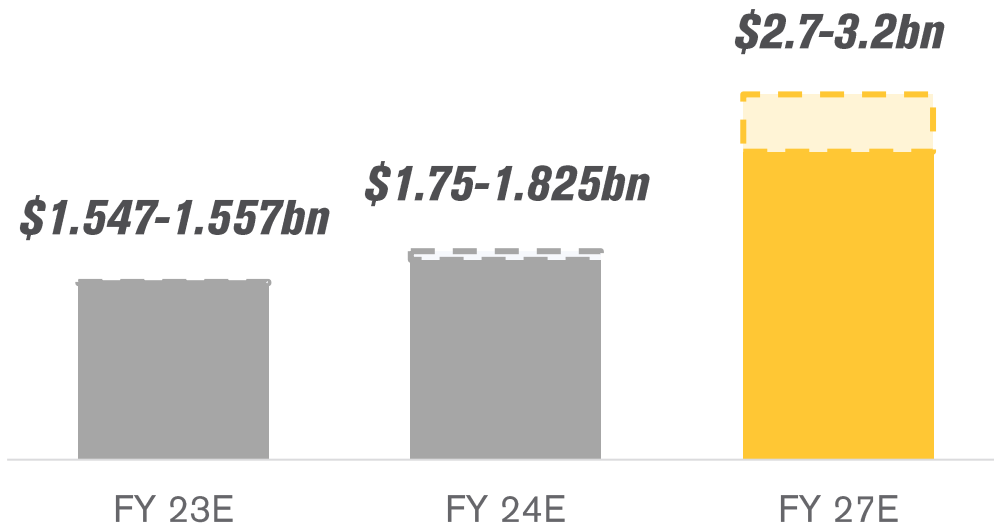
# Initial Guidance - FY 24



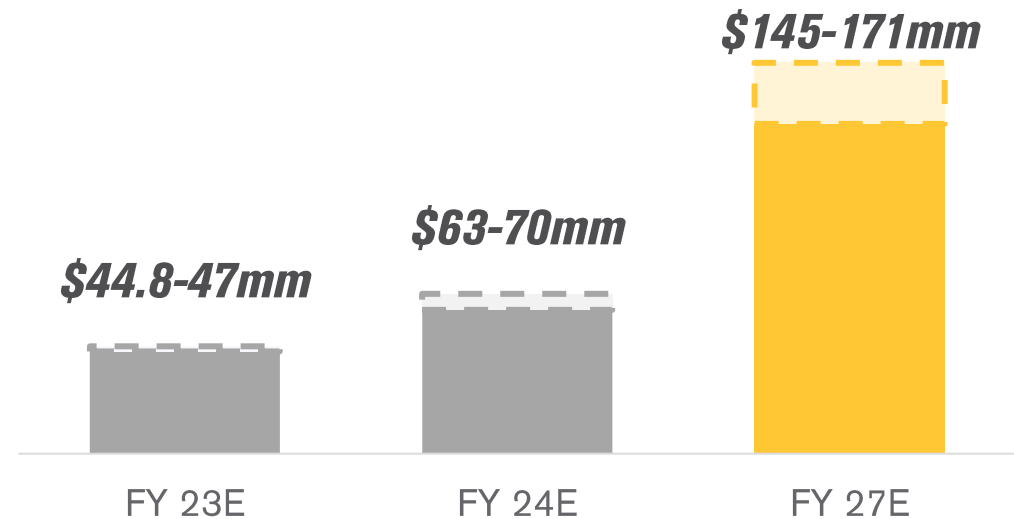
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# ROAD-Map 2027

**Revenue<sub>(1)</sub>**  
+15-20% | FY 23-27 CAGR



**Net Income<sub>(1)</sub>**  
+34-38% | FY 23-27 CAGR

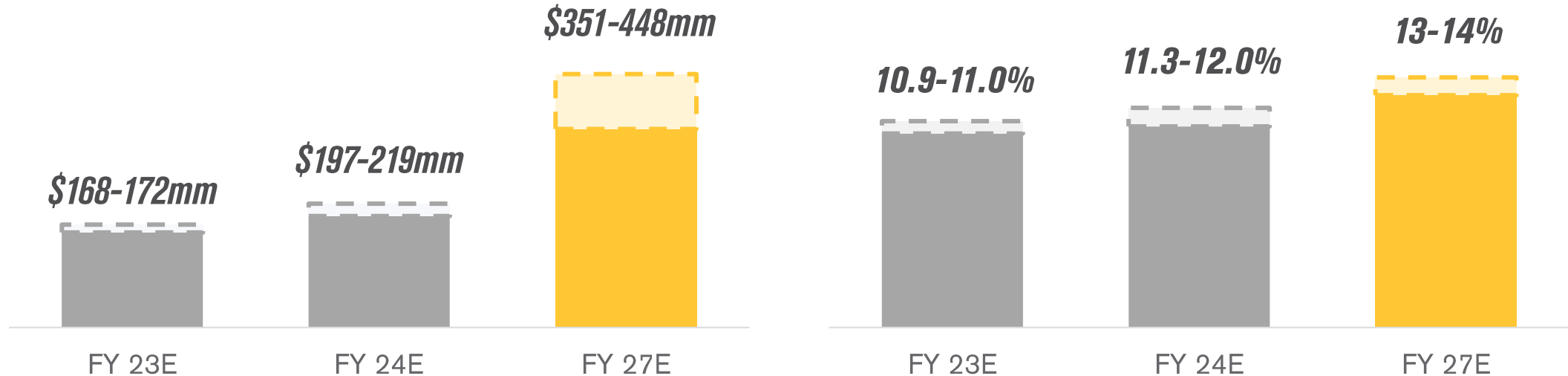


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# ROAD-Map 2027

**Adjusted EBITDA<sub>(1)</sub>**  
+20-27% | FY 23-27 CAGR

**Adjusted EBITDA Margin<sub>(1)</sub>**  
+50-75 | Annual bps



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# Strong Financial Flexibility for Growth

We see 1.5-2.5x as a healthy leverage ratio for sustained, profitable growth

**~\$55mm**

Cash – As of 9/30/23

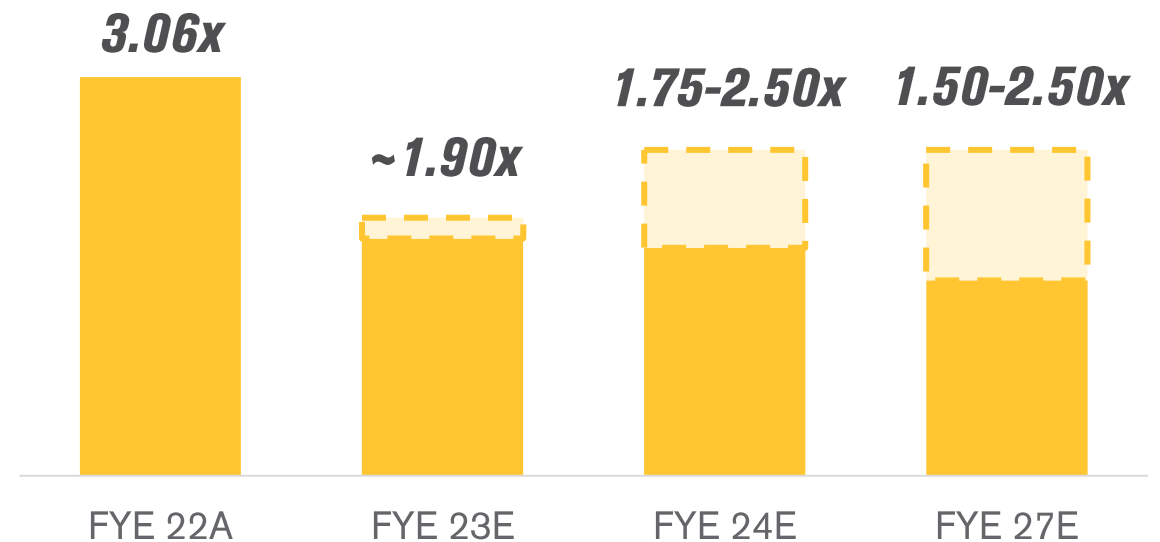
**\$300mm**

Interest Rate Swap – Fixing the Company's rate at 3.6% on \$300mm of term debt; swap matures in 2027

**\$448mm**

Dry Powder – Available under Incremental and Revolver Credit Facilities (net of reduction for outstanding letters of credit)

## Net Debt to Adjusted EBITDA<sup>(1)</sup>



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***Break***



# ***Growth: A Core Competency***

**CONSTRUCTION PARTNERS INC.**



**Nelson Fleming**

**VP of Strategy & Business  
Development**

# Three Levers of Growth - Case Studies

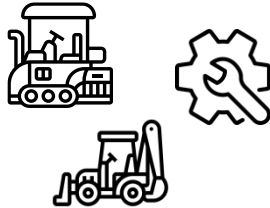
Continuing historical annual revenue growth rate of 15-20% to achieve the targeted \$2.7-3.2bn revenue by 2027

## Organic

~3x Multiple of EBITDA

Expansion of services or facilities in existing markets

- Paving crews
- Utilities crews
- Grading crews
- Facility upgrades

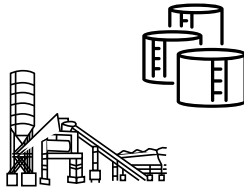


## Greenfield

~4x Multiple of EBITDA

Establishment of manufacturing facility to enter new market or increase vertical integration

- HMA plants
- AC terminals



## Acquisitive

~5-6x Multiple of EBITDA

Acquiring businesses within and in complement to our core business

- Platforms
- Bolt-ons
- Vertical integration





# Case Study: Organic

CPI can increase or enhance its service offerings by developing new crews and adding the necessary equipment to capture more revenue and margin in our existing markets

## Typical Mainline Paving Crew

~\$2.5mm Investment

~\$8mm Annual Revenue

10-12 Crew Members

~3x Return Multiple



# Case Study: Greenfield

HMA greenfields allow CPI to leverage local leadership, market knowledge, and back-office infrastructure to expand into underserved, adjacent geographies at an attractive rate of return

## Typical HMA Plant Greenfield

\$4-8mm

Investment

~4x

Return Multiple

Plant City Annual Revenue<sup>(1)</sup>



(1) FY 23 and FY 24 represent midpoint of management guidance for fiscal years 2023 and 2024.

# Long Acquisitive Runway in Core Business

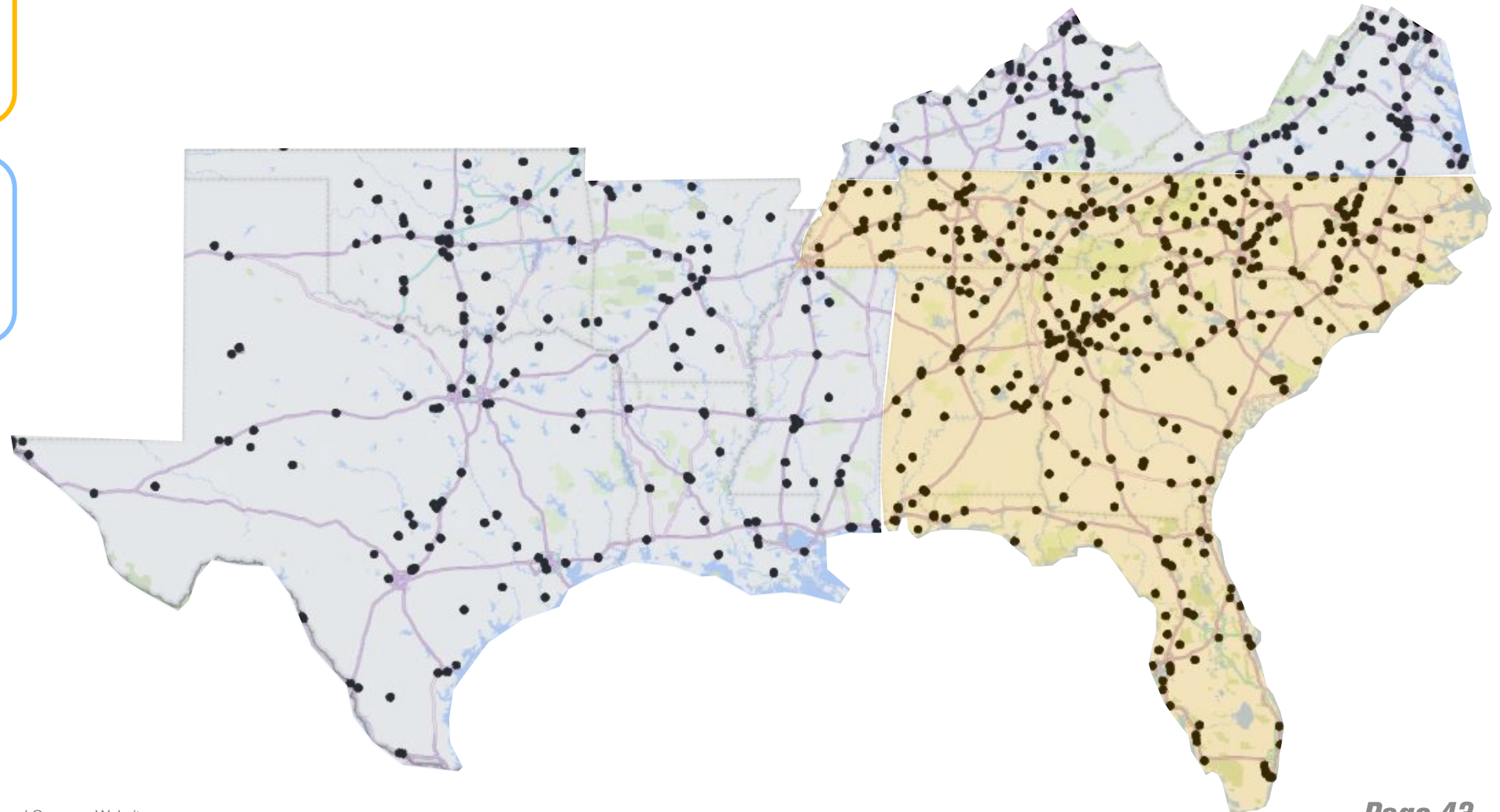
**145**

Privately Owned Asphalt Producers in CPI States<sup>(1)</sup>

**151**

Privately Owned Asphalt Producers in Nearby States<sup>(1)</sup>

Privately Owned HMA Plants<sup>(1)</sup>



(1) State DOT Qualified Producer Lists and Company Websites

# Case Study: Acquisitive

Platform  
Acquisition

Bolt-on #1

Bolt-on #2

Bolt-on #3

Bolt-on #4

- Acquired South Carolina-based company with a strong management team and well-funded DOT program in the growing Upstate region

**158**

Headcount

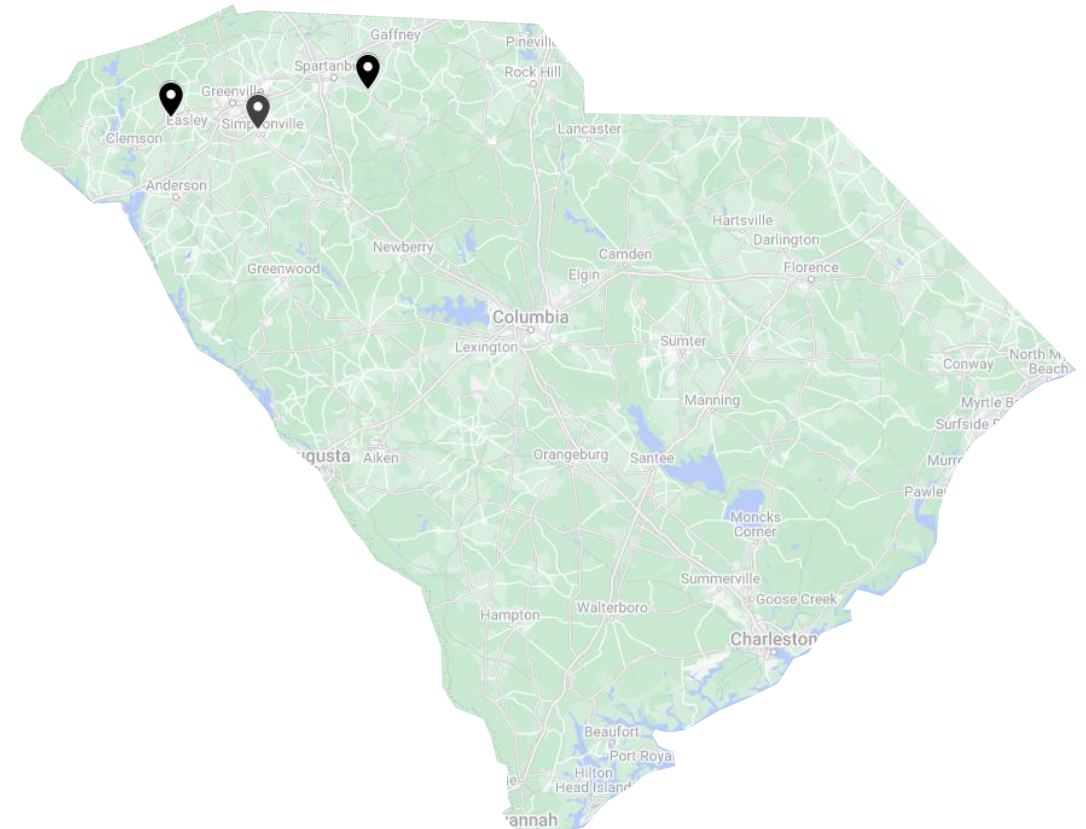
**3**

HMA Plants

**King Asphalt**



HMA Footprint  
October 2021



# Case Study: Acquisitive



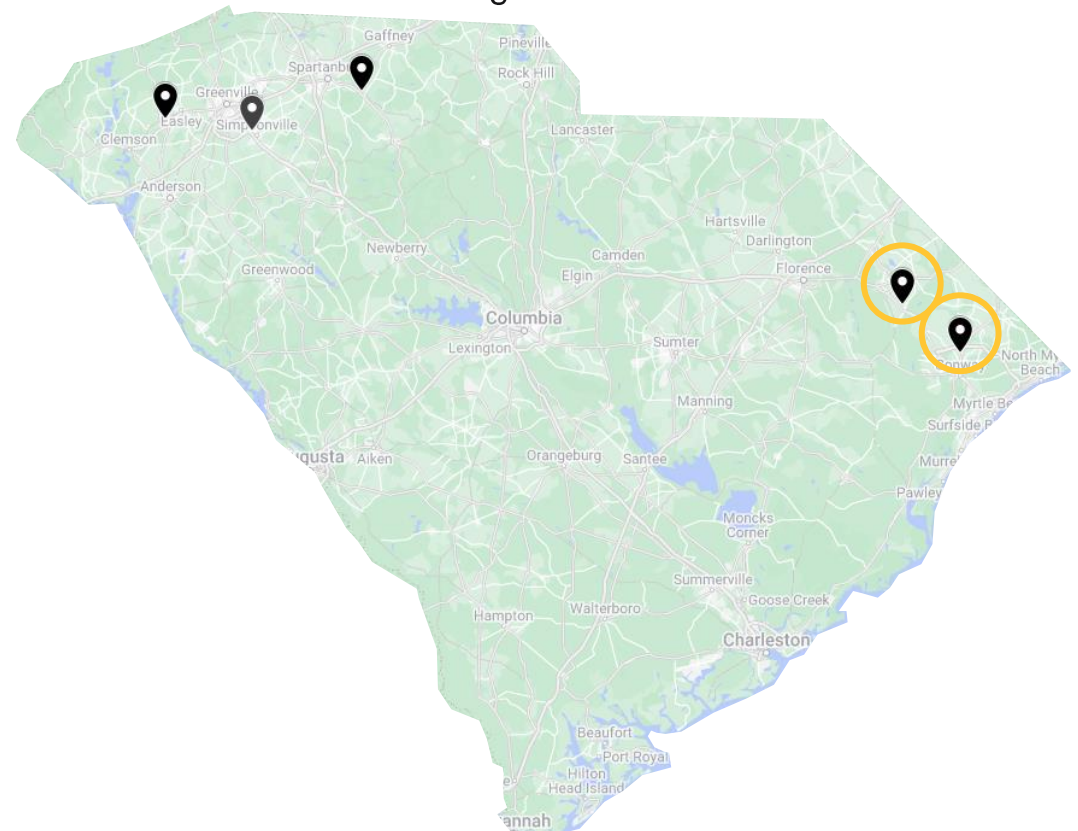
- Geographic expansion of newly-acquired platform company into the fast-growing Myrtle Beach market

**5**  
HMA Plants

**Southern Asphalt**



HMA Footprint  
August 2022

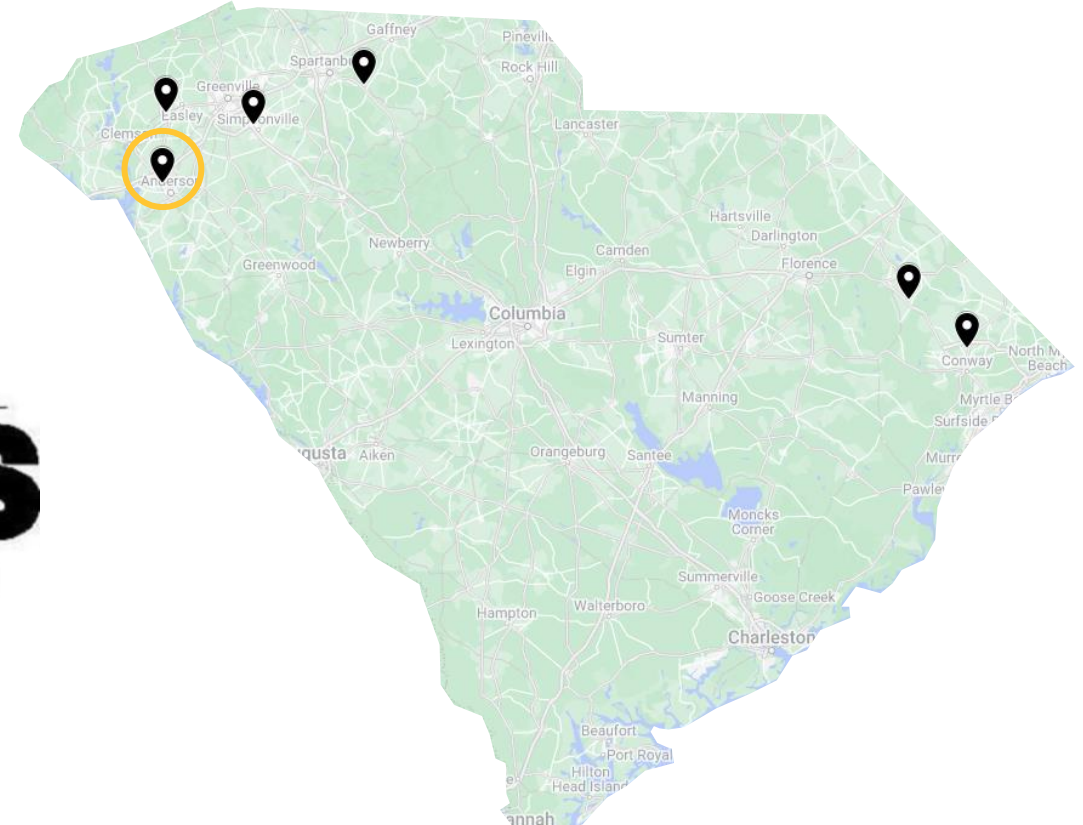


# Case Study: Acquisitive



- Geographic expansion in the Upstate with the addition of one HMA plant and multiple crews

HMA Footprint  
April 2023



**6**  
HMA Plants

**Pickens Construction**

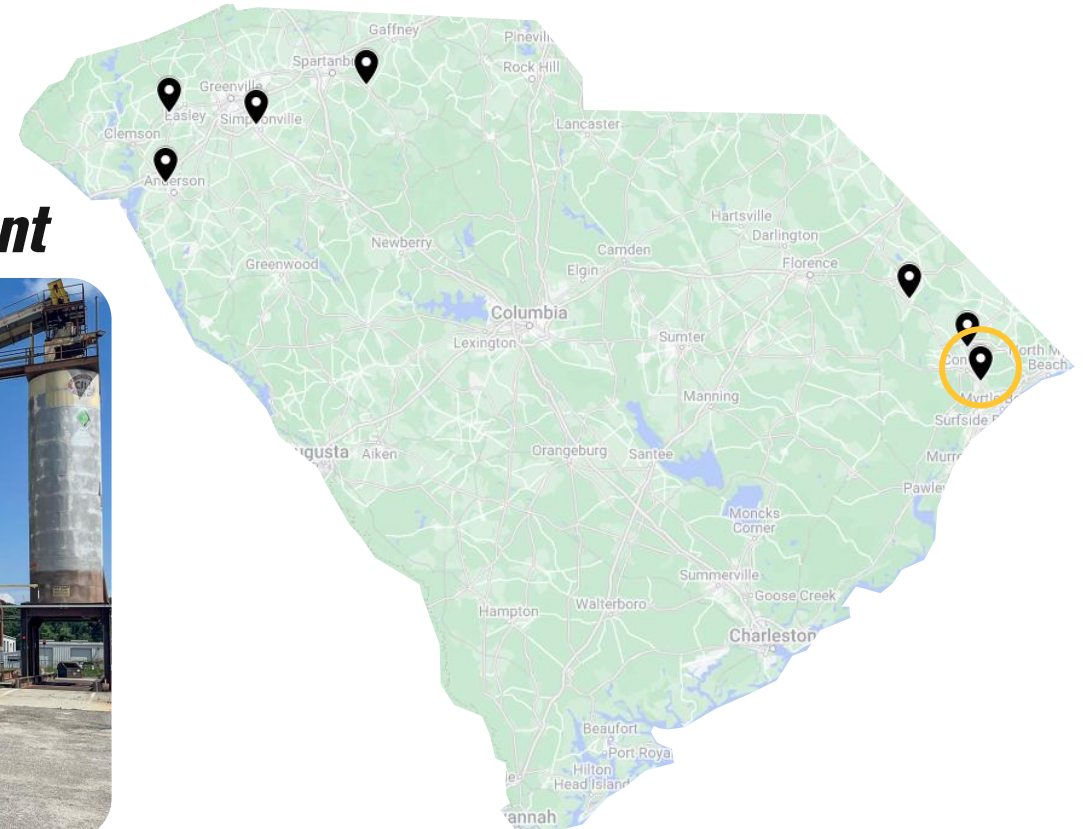


# Case Study: Acquisitive



- Acquisition of one HMA plant, providing additional capacity to meet significant local demand in the fastest-growing county in South Carolina<sup>(1)</sup>

HMA Footprint  
August 2023



## Myrtle Beach HMA Plant



**7**  
HMA Plants



(1) US Census Bureau (2020-2022)

# Case Study: Acquisitive

Platform Acquisition

Bolt-on #1

Bolt-on #2

Bolt-on #3

**Bolt-on #4**

- One-plant operation added on October 2<sup>nd</sup>, expanding footprint in the Upstate further west

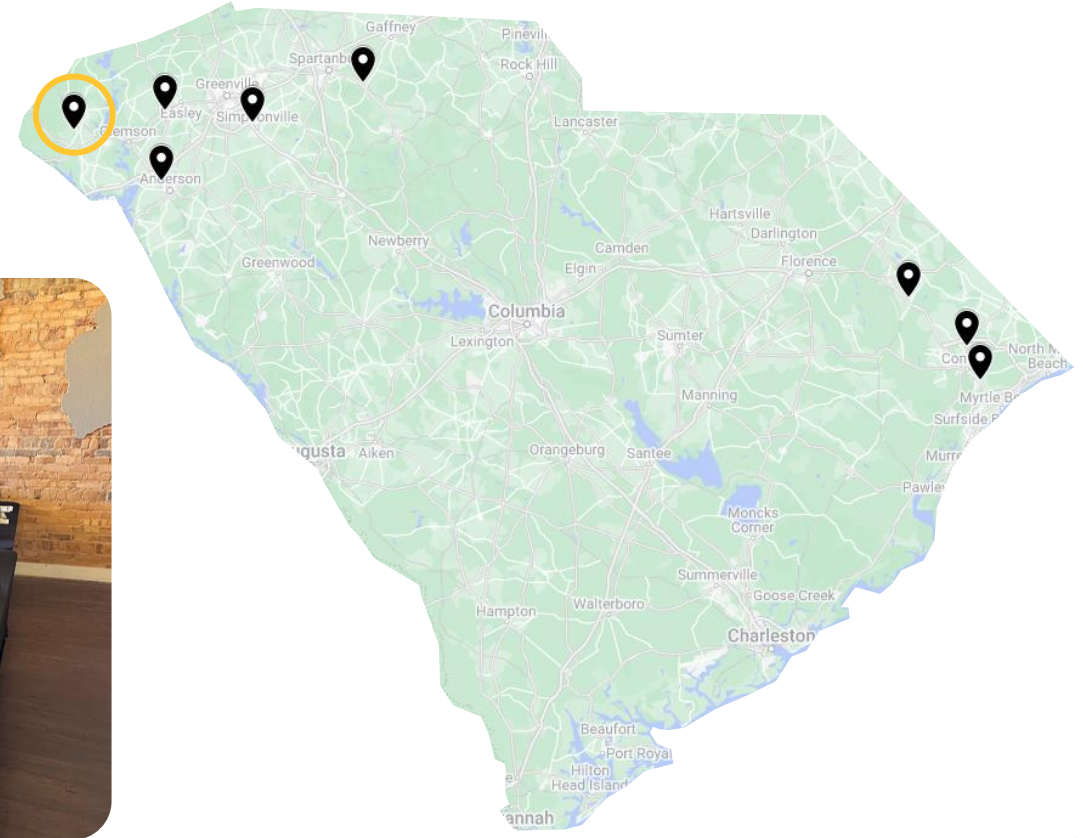
## Hubbard Paving & Grading

**8**

HMA Plants



## HMA Footprint October 2023

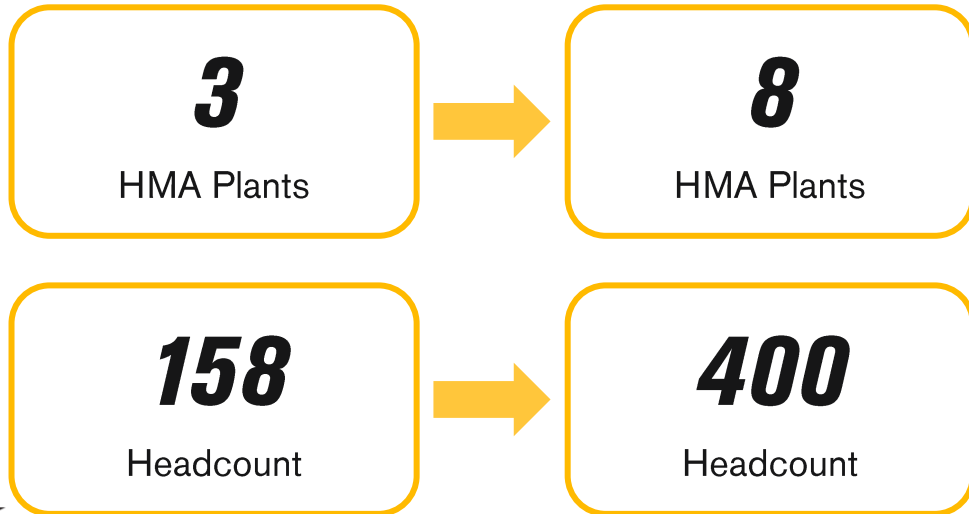




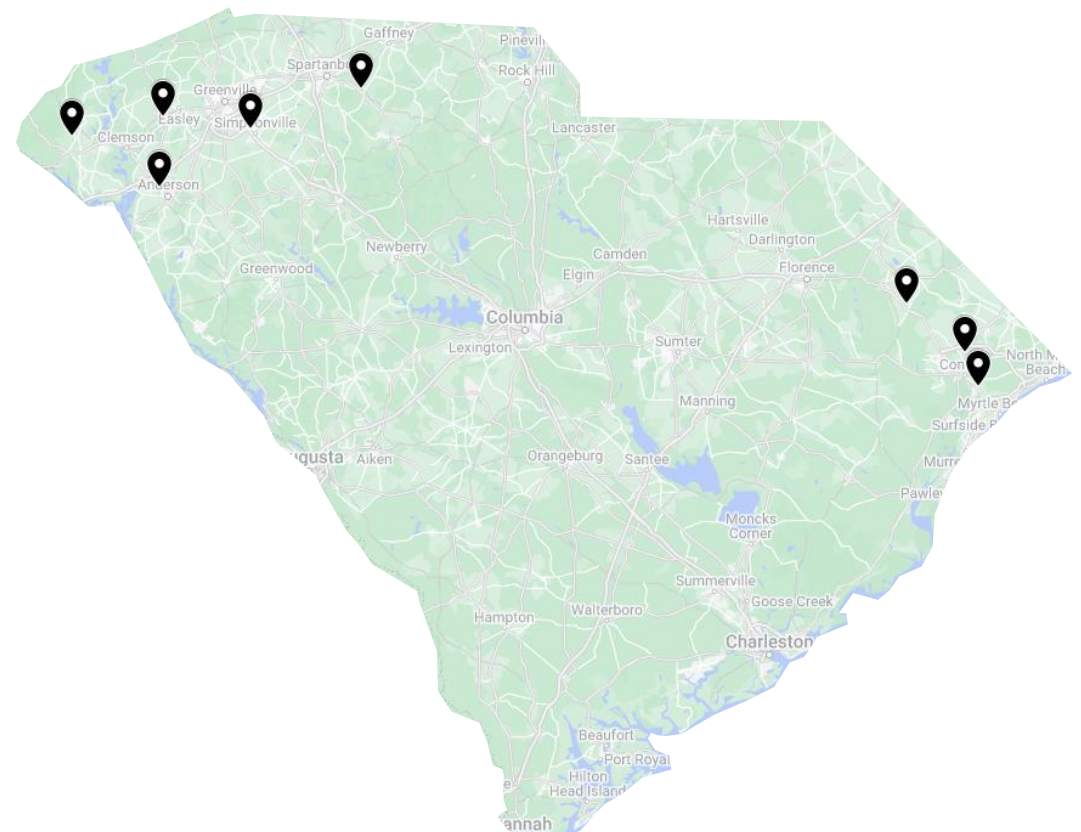
# Case Study: Acquisitive



- Within two years, King added five plants to expand to an eight-plant footprint with meaningful white-space and untapped, high-growth metros remaining



HMA Footprint  
Current



# Additional Acquisition Opportunities

**2,000+**

Non-Asphalt Producers  
in CPI States<sup>(1)</sup>

Non-Asphalt Producing Highway, Street,  
Bridge, and Utility Companies<sup>(1)</sup>

Sample Company Types for Vertical Integration



**Trucking**



**Striping**



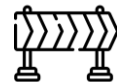
**Utilities**



**Bridges**



**Earth work**



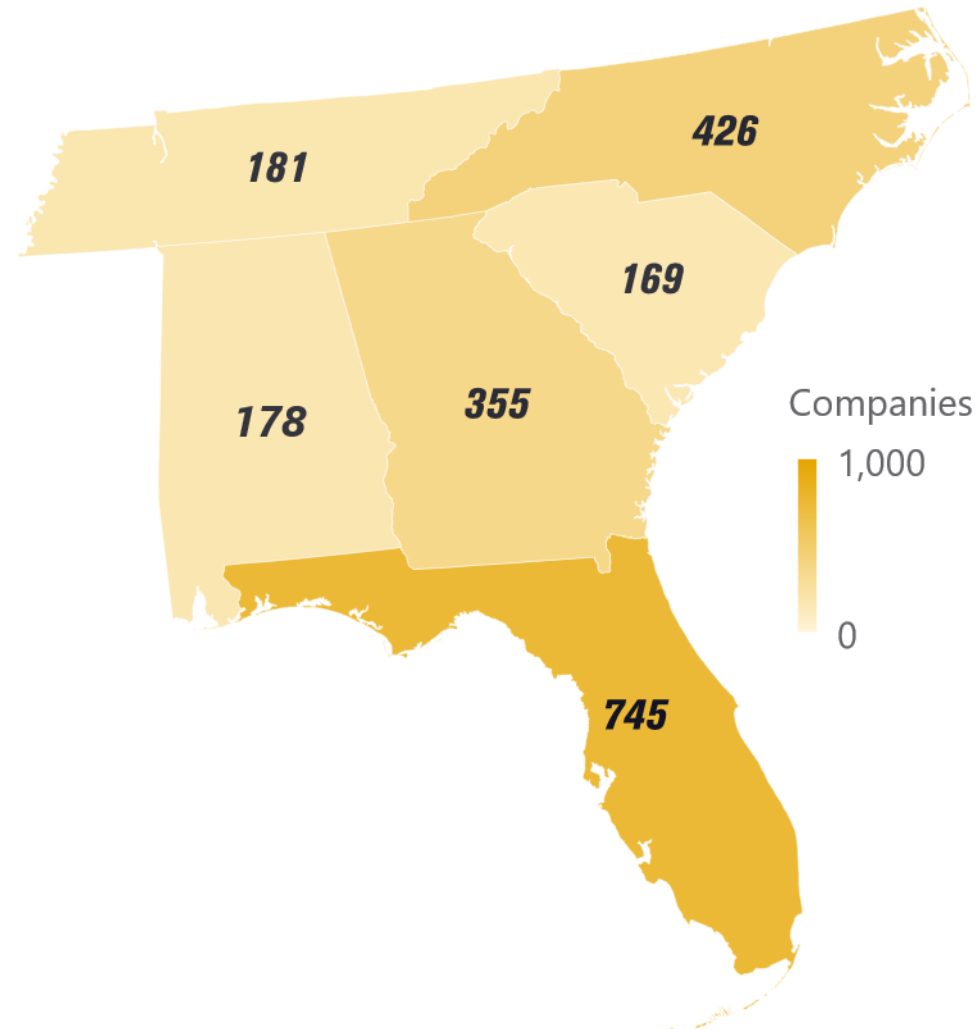
**Barriers**



**Traffic control**



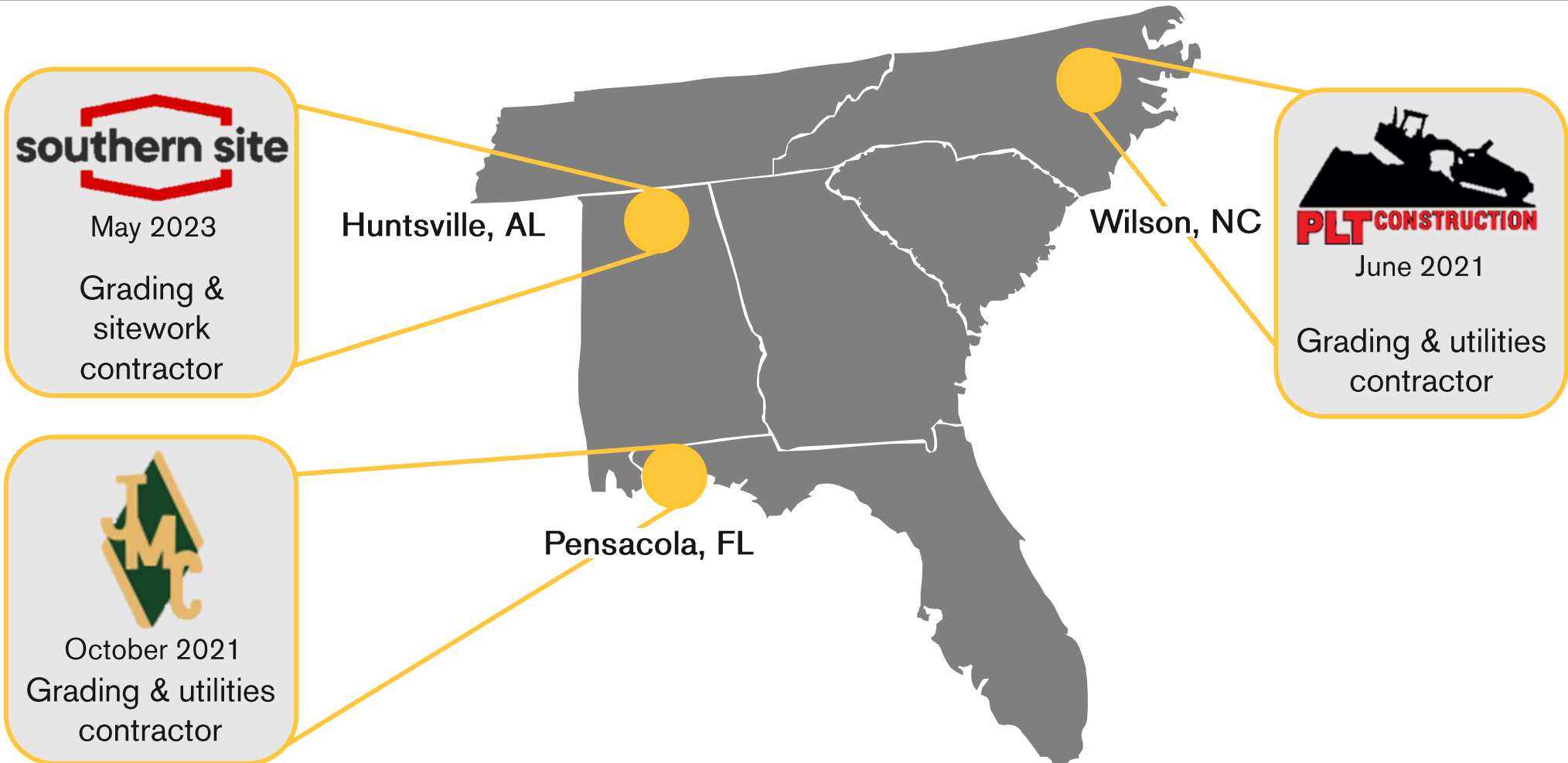
**Guard rail**



(1) U.S. Census Bureau, Annual Business Survey Company Summary

# Case Study: Vertical Integration - Services

CPI can enhance its service capabilities in existing markets and augment revenue and margin by acquiring “construction-only” contractors at attractive valuations



# *Panel Discussion*

**CONSTRUCTION PARTNERS INC.**



**Mike Crenshaw**  
President King Asphalt



**David Ferebee**  
President Ferebee



**Robert Baugnon**  
VP Personnel &  
Administration



**Nelson Fleming**  
VP Strategy & Business  
Development

**CONSTRUCTION PARTNERS INC.**

A LEADING INFRASTRUCTURE COMPANY

# **ROAD-Map 2027**



# Q&A

**CONSTRUCTION PARTNERS INC.**



**Jule Smith**

Chief Executive Officer



**Greg Hoffman**

Chief Financial Officer

# Thank You

A Family of Companies



# *Appendix*





# ***Non-GAAP Financial Measures***

Adjusted EBITDA represents net income before, as applicable from time to time, (i) interest expense, net, (ii) provision (benefit) for income taxes, (iii) depreciation, depletion, accretion and amortization, (iv) equity-based compensation expense, (v) loss on the extinguishment of debt and (vi) certain management fees and expenses. Periods commencing subsequent to September 30, 2023 do not include an adjustment for management fees and expenses, which have historically related to the Company's management services agreement with an affiliate of SunTx Capital Partners. Effective October 1, 2023, the term of the management services agreement has been extended to October 28, 2028. As a result of the term extension, the Company no longer views the management fees and expenses paid under the management services agreement as a non-recurring expense. Adjusted EBITDA Margin represents Adjusted EBITDA as a percentage of revenues for each period. Net Debt represents total long-term debt less cash.

These metrics are supplemental measures of the Company's operating performance that are neither required by, nor presented in accordance with, GAAP. These measures have limitations as analytical tools and should not be considered in isolation or as an alternative to net income or any other performance measure derived in accordance with GAAP as an indicator of the Company's operating performance. The Company presents these metrics because management uses these measures as key performance indicators and believes that securities analysts, investors and others use these measures to evaluate companies in our industry. The Company's calculation of these metrics may not be comparable to similarly named measures reported by other companies. Potential differences may include differences in capital structures, tax positions and the age and book depreciation of intangible and tangible assets.

Except as otherwise set forth herein, we are unable to reconcile forward-looking non-GAAP guidance measures to their nearest GAAP measure because we are unable to predict the timing of these adjustments with a reasonable degree of certainty. By their very nature, special and other non-core items are difficult to anticipate with precision because they are generally associated with unexpected and unplanned events that impact our company and its financial results.

The following tables present a reconciliation of net income, the most directly comparable measure calculated in accordance with GAAP, to Adjusted EBITDA and the calculation of Adjusted EBITDA Margin for the periods presented.



# ***Total Long-Term Debt to Net Debt Reconciliation***

## ***Fiscal Year Ended September 30, 2023***

(Unaudited, in thousands)	Fiscal Year Ended September 30, 2023 Preliminary Results	
	Low	High
Total long-term debt	\$ 376,850	\$ 376,850
Less: Cash	55,000	55,000
Net Debt	321,850	321,850
Adjusted EBITDA	\$ 165,000	\$ 170,000
Leverage Ratio	1.92x	1.87x



# ***Net Income to Adjusted EBITDA Reconciliation***

## ***Fiscal Years Ended September 30, 2022 and 2021***

(In thousands)	For the Fiscal Year Ended September 30,	
	2022	2021
Net income	\$ 21,376	\$ 20,177
Interest expense, net	7,701	2,404
Provision for income taxes	6,915	8,349
Depreciation, depletion, accretion and amortization	65,730	49,806
Equity-based compensation expense	8,000	3,549
Management fees and expenses <sup>(1)</sup>	1,451	1,935
Settlement of legal claim and associated legal expenses <sup>(2)</sup>	—	4,362
Adjusted EBITDA	\$ 111,173	\$ 90,582
Adjusted EBITDA Margin	8.5%	9.9%



- (1) Reflects fees and reimbursement of certain out-of-pocket expenses under a management services agreement with an affiliate of SunTx Capital Partners, the Company's controlling stockholder.
- (2) Reflects a \$3.2 million legal settlement and associated legal expenses unrelated to the Company's core operations.

# ***Net Income to Adjusted EBITDA Reconciliation***

## ***Fiscal Year 2023 Updated Outlook***

(Unaudited, in thousands)	Fiscal Year Ended September 30, 2023 Preliminary Results	
	Low	High
Net income	\$ 44,800	\$ 47,000
Interest expense, net	18,400	18,600
Provision for income taxes	15,000	15,800
Depreciation, depletion, accretion and amortization	78,200	78,600
Equity-based compensation expense	10,100	10,400
Management fees and expenses <sup>(1)</sup>	1,500	1,600
Adjusted EBITDA	\$ 168,000	\$ 172,000
Adjusted EBITDA Margin	10.9%	11.0%



(1) Reflects fees and reimbursement of certain out-of-pocket expenses under a management services agreement with an affiliate of SunTx Capital Partners, the Company's controlling stockholder.

# ***Net Income to Adjusted EBITDA Reconciliation***

## ***Fiscal Year 2024 Outlook***

	For the Fiscal Year Ended September 30, 2024	
	Low	High
	(Unaudited, in thousands)	
Net income	\$ 63,000	\$ 70,000
Interest expense, net	18,000	20,500
Provision for income taxes	21,200	23,600
Depreciation, depletion, accretion and amortization	83,600	93,100
Equity-based compensation expense	11,200	11,800
Adjusted EBITDA	\$ 197,000	\$ 219,000
Adjusted EBITDA Margin	11.3%	12.0%

