



## **Investor Presentation**

Q2 2021



### Safe Harbor Statement

The matters discussed in this presentation may constitute or include projections or other forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, the provisions of which the Company is availing itself. Certain forward-looking statements can be identified by the use of forward-looking terminology, such as 'believes', 'expects', 'may', 'will', 'could', 'should', 'seeks', 'approximately', 'intends', 'plans', 'estimates', or 'anticipates', or the negative thereof or other comparable terminology, or by discussions of strategy, plans, objectives, intentions, estimates, forecasts, outlook, assumptions, or goals. In particular, statements regarding future operations or results, including those set forth in this presentation, and any other statement, express or implied, concerning future operating results or the future generation of or ability to generate revenues, income, net income, profit, EBITDA, EBITDA margin, or cash flow, including to service debt, and including any estimates, forecasts or assumptions regarding future revenues or revenue growth, are forward-looking statements. Forward looking statements also include estimated project start date, anticipated revenues, and contract options which may or may not be awarded in the future. Forward looking statements involve risks, including those associated with the Company's fixed price contracts that impacts profits, unforeseen productivity delays that may alter the final profitability of the contract, cancellation of the contract by the customer for unforeseen reasons, delays or decreases in funding by the customer, levels and predictability of government funding or other governmental budgetary constraints and any potential contract options which may or may not be awarded in the future, and are the sole discretion of award by the customer. Past performance is not necessarily an indicator of future results. In light of these and other uncertainties, the inclusion of forward-looking statements in this presentation should

Please refer to the Company's Annual Report on Form 10-K, filed on March 2, 2021, which is available on its website at www.oriongroupholdingsinc.com or at the SEC's website at www.sec.gov, for additional and more detailed discussion of risk factors that could cause actual results to differ materially from our current expectations, estimates or forecasts.





### **Core Values Consistent with Strategy**



We take pride in our personal workmanship and that of the entire organization; we are committed to ensuring that each task is properly performed the first time and we will continuously improve upon everything we do every day



We are responsible and accountable for our own personal safety; we are equally responsible for the safety of all our coworkers and any others we come into contact with; and we are authorized to and obligated to stop work whenever an unsafe condition, or situation is observed





We are committed to performing assigned tasks in the most efficient, timely and cost effective manner; we expect employees to safeguard company assets; and we always act in the best interest of the company



The foundation of our success rests upon integrity; we view integrity as our ability to be honest, ethical, sincere and forthright in our dealings with others; we will apply the foundation of integrity in everything we do; and when the Company makes a commitment, that commitment must be kept



### **Company Overview**

Orion Group Holdings, Inc., a leading specialty construction company, provides services in the Infrastructure, Industrial, and Building sectors through its marine construction segment and its concrete construction segment in the continental United States, Alaska, Canada and the Caribbean Basin.

**NYSE:** ORN

Headquarters: Houston, Texas

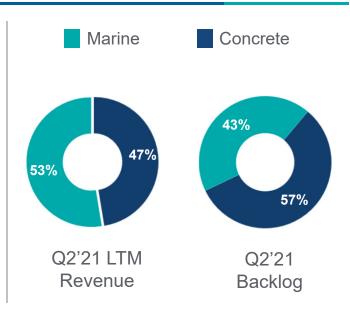
# of Employees: ~2,500

Market Cap: ~\$178 million\*

**Average project duration:** 6-9

Months

Book value per share \$5.44







#### **Services**

- Broad range of marine construction including marine transportation facility construction and dredging services
- Concrete construction services including light commercial, structural and industrial services



#### **Customers**

- Federal, State, Municipal Governments (36% of Revenue in LTM Q2'21)
- Private commercial and industrial clients (64% of Revenue in LTM Q2'21)



#### Competition

- · Highly fragmented market
- Barriers to entry
- Local, regional, and national competitors



#### **Financials (LTM)**

- \$658.8 MM Revenue
- **\$46.5 MM** Adj. EBITDA
- \$394.4 MM Backlog (6/30/21)

\*as of 7/26/2021



### **Investment Highlights**

- Diverse end markets with favorable macro trends
- Unique turnkey project capabilities
- Specialized fleet of equipment creates barriers to entry and a competitive advantage
- Results reflect impact of operational transformation improvements in labor efficiency and equipment utilization





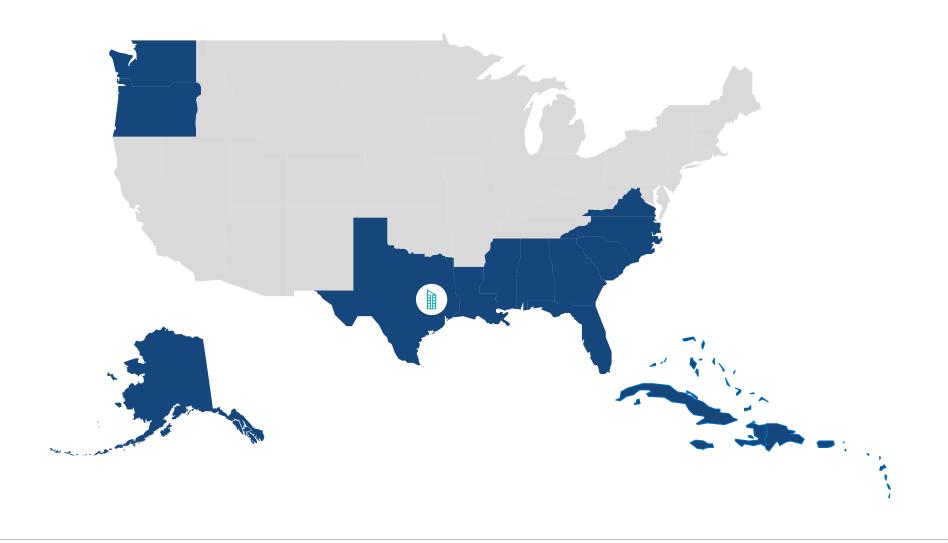




## **Attractive Geographic Footprint**



= Headquarters





## **Favorable Macro Drivers Across Business Segments**



#### **Marine**

- Port expansions and maintenance
- Downstream energy
- Bridges and causeways
- Marine infrastructure
- Coastal rehabilitation



#### **Concrete**

- Distribution center development
- Institutional developments and expansion
- Structural developments
- Recreational developments
- Industrial developments



## **Marine Segment Capabilities**













- **Marine Transportation Facility Construction**
- Port Facility
- Wharves
- Cruise Ship Terminals
- Bulkheads
- Military Installations
- Liquid Cargo Terminals
- Piers
- Dry Bulk Terminals
- **Container Terminals**
- Docks
- Marinas

- **Dredging Services**
- Marine Construction
- Wildlife Refuge Creation
- **Electric Capabilities**
- Intracoastal Waterway Maintenance
- Reclamation
- **Hurricane Restoration**
- Port Expansion
- Port Deepening
- **Beach Nourishment**

#### **Marine Environmental Structures**

- Shoreline Protection
- **Environmental Remediation**
- GeoTube® Installation
- Wetlands Creation
- **Concrete Mattress** Installation
- Sea-Grass Bed Creation
- **Erosion Control**
- Levee Installation

#### **Marine Pipeline** Construction

- Pipeline Anchoring
- Communication Pipeline
- Tie-ins

- Cool Water Intakes
- Effluent Discharge Outfalls
- Intakes

- Velocity Control Structures
- Transmission Pipelines
- Outfalls
- Hot-taps Jetting

Risers

#### **Specialty Services**

- Heavy Lift
- Diving
- Towing

- Inspections
- Demolition
- Surveying

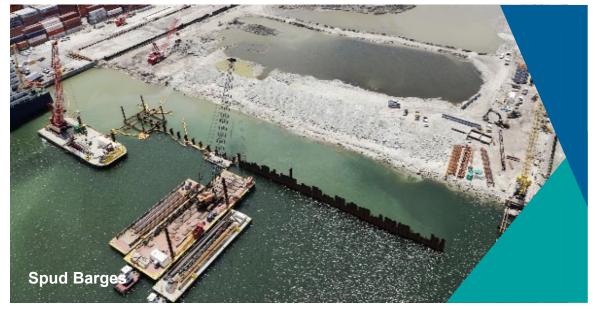
- Encapsulation
- Repair
- Salvage



### Fleet of Specialized Marine Equipment

### **Over 800 Vessels & Pieces of Equipment**

- 41 spud and material barges
- 19 tug and push boats
- 34 crawler and hydraulic cranes
- 5 operational cutter suction dredges
- ~700 pieces of other equipment









\$1.71

Book Value per Share

Estimated Replacement Value of Over

\$200 million



### **Commercial Concrete Construction Overview**

# One of the Largest Texas-based Concrete Contractors

- Concrete construction primarily driven by population growth
- Houston, Dallas and Austin are three of top ten growing metro cities in the US
  - Significant market share in Houston
  - Expanded to Dallas/Ft. Worth market in 1995
  - Expanded to Austin market in 2017
- Provides turnkey services covering all phases of commercial concrete construction
- Acquired in 2015





### **Breadth of Concrete Services**

#### **Provides Services Across Three Avenues:**

- Light Commercial Horizontally poured concrete, tilt-walls, trenches, rebar installation, and pumping services
- Structural Elevated concrete structures, with columns, elevated beams, walls, and slabs
- Industrial Warehouses, distribution, manufacturing facilities, water treatment plants









146

Avg. Projects Annually\*

4,000+

**Completed Projects** 

12 Yr.

Avg. Customer Tenure

90%

Repeat Business

\*calculated over most recent 5-year period



## **High Quality Customer Base**

### **Marine Segment**

### **Concrete Segment**

#### **Federal Government Customers**









#### **State Government Customers**









#### **Local Government Customers**









#### **Private Customers**



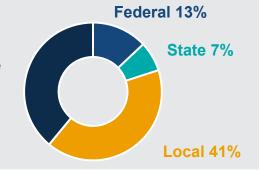






#### 2020 Revenue by Customer





### DYAD



















2020 Revenue by Customer



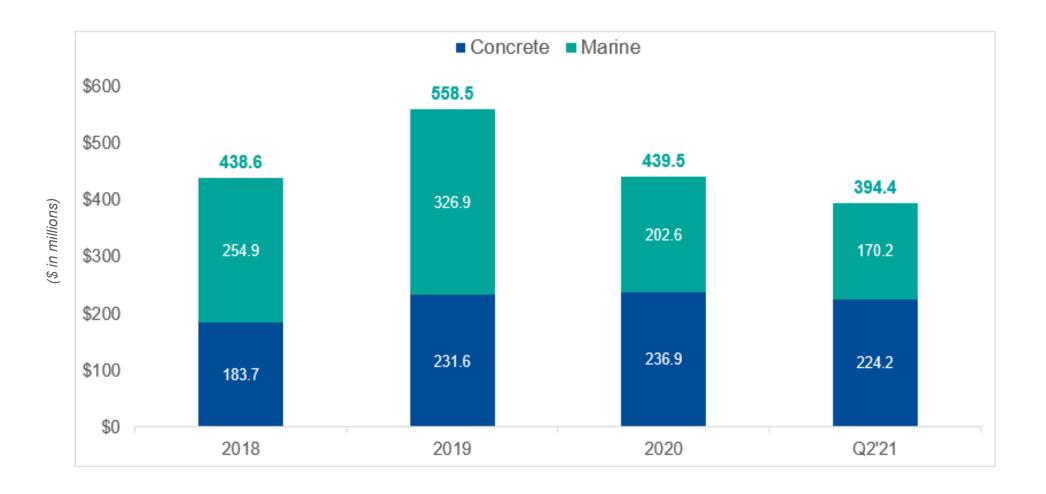


## **Recent Projects Won**

Project	Segment	Location	Value	Start Date	
Tilt Wall with Paving - PDC	Concrete	Texas	\$ 32 Million	Q3'21	
Demolition and Construction	Marine	Washington	\$29 Million	Q2'21	
Design and Construction	Marine	Florida	\$9 Million	Q2'21	
Tilt Wall with Paving	Concrete	Texas	\$6 Million	Q3'21	
Concrete Services	Concrete	Texas	\$5 Million	Q2'21	
Tilt Wall with Paving	Concrete	Texas	\$5 Million	Q3'21	



## **Backlog Levels**





## **Expansion in Industrial Sector**

Orion Capabilities
--------------------

Service	Existing	New	
Structural Excavations & Backfill	✓		
Foundations (Drive, Piles, Pile Caps, Footings, Piers)	<b>√</b>		
Form/Concrete/Rebar	✓		
Columns/Pipe Supports/Walls	✓		
Slab-on-grade and Paving	✓		
Elevated Concrete	✓		
Hoisting	✓		
Utilities, Waterproofing & Coatings		<b>√</b> *	



The industrial sector represents a broad range of opportunities for our company. By leveraging our skill sets and customer base, we are expanding our addressable markets to provide high-quality services to meet more of our customers needs.

<sup>\*</sup>represents scopes of work that will be subcontracted.





### **Recent Annual Results**

(\$ in thousands except EPS data)	2018	2019	2020		
Contract Revenues	\$520,894	\$708,390	\$709,942		
Operating Income	(\$36,505)*	\$2,193	\$26,586		
Adjusted EBITDA	\$26,276	\$39,550	\$54,432		
Adjusted EPS	(\$0.37)	\$0.00	\$0.47		
Operating Cash Flows	\$21,931	(\$716)	\$46,032		



### **Recent Quarterly Results**

(\$ in thousands)	Q2 2021	Q2 2020	Variance
Contract Revenues	\$145,875	\$183,713	(21%)
Operating Income	\$5,566	\$4,084	36%
Adjusted EBITDA	\$7,398	\$12,642	(41%)
Adjusted EBITDA Margin (%)	5.1%	6.9%	(180 bps)

#### **Contract Revenues were down due to:**

- Decreased production volumes in our Concrete segment due to weather related impacts in Texas
- Marine decrease mainly related to timing and mix of projects comparative to the prior year

#### **Operating Income increased due to:**

- Favorable results partially attributed to the sale of the Tampa Property
- Partial driver of lower SG&A, driven by timing of project pursuits, travel costs and decrease of bonus expense year over year



### **Liquidity to Fund Operations**

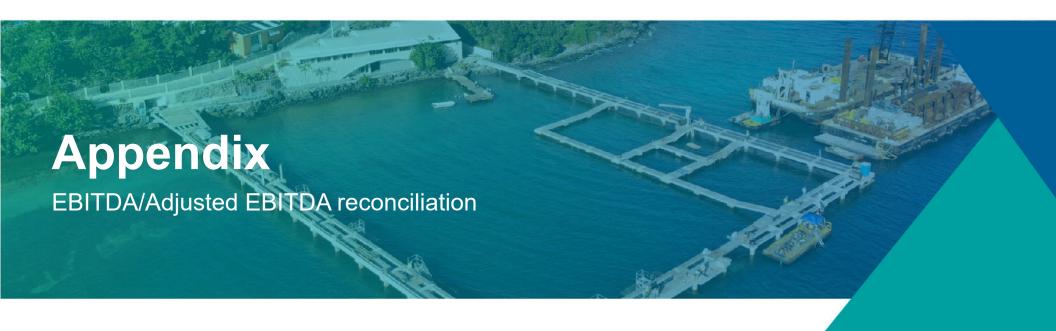
As of June 30, 2021 (\$ in millions)					
Cash and equivalents	\$2.4				
Current Assets	\$230.7				
Working Capital	\$60.8				
Total Assets	\$383.2				
<b>Current Liabilities</b>	\$169.9				
Total Debt*	\$6.4				
Total Liabilities	\$216.2				
Shareholder's Equity	\$167.0				



- Conservative Balance Sheet
- Low Leverage; <1x</li>
- Strong Liquidity Position
- Access to Capital Markets
- Bonding capacity at least \$500 million

\*net of debt issuance cost







## Adjusted EBITDA and EBITDA Margin Reconciliation

(\$ in thousands)	2042	2044	2045	2046	2047	2049	2040	2020	VTD 2024
	2013	2014	2015	2016	2017	2018	2019	2020	YTD 2021
Contract Revenue	354,544	385,818	466,498	578,236	578,553	520,894	708,390	709,942	299,184
Net income (loss)	\$331	\$6,877	(\$8,060)	(\$3,620)	\$400	(\$94,422)	(\$5,359)	\$20,220	\$4,458
Income tax	(\$937)	\$3,175	(\$2,519)	\$1,581	(\$4,541)	(\$12,233)	\$1,868	\$1,976	(\$660)
Interest expense, net	\$512	\$677	\$3,116	\$6,172	\$5,720	\$7,807	\$6,455	\$4,737	\$3,932
Depreciation and amortization	\$21,538	\$23,451	\$28,083	\$34,162	\$29,491	\$31,799	\$28,407	\$27,217	\$12,915
EBITDA <sup>(1)</sup>	\$21,444	\$34,180	\$20,620	\$38,295	\$31,070	(\$67,049)	\$31,371	\$54,150	\$20,645
Stock-based compensation	\$2,141	\$1,594	\$2,277	\$2,280	\$2,303	\$2,240	\$2,753	\$1,998	\$1,628
Changes in cost estimate						\$22,770			
Reserve on disputed AR						\$4,280		(\$898)	
Goodwill impairment charges						\$69,483			
Legal settlement						(\$5,448)			
ERP implementation								\$1,488	\$1,439
ISG initiative							\$4,781	\$369	
Severance							\$645	\$175	
Insurance recovery on disposal of asset								(\$2,859)	
Tampa Property Sale									(6.767)
Adjusted EBITDA	\$23,585	\$35,774	\$22,897	\$40,575	\$33,373	\$26,276	\$39,550	\$54,423	\$16,945
Profit margin <sup>(2)</sup>	0.09%	1.78%	(1.73%)	(0.63%)	0.07%	(1.81%)	(0.76%)	2.85%	1.49%
Impact of income taxes	(0.26%)	0.82%	(0.54%)	0.27%	(0.78%)	(2.34%)	0.26%	0.28%	(.22%)
Impact of interest expense, net	0.14%	0.18%	0.67%	1.07%	1.00%	1.50%	0.91%	0.67%	1.31%
Impact of depreciation and amortization	6.07%	6.08%	6.02%	5.91%	5.10%	6.10%	4.01%	3.83%	4.32%
Adjusted EBITDA margin <sup>(1)</sup>	6.65%	9.27%	4.91%	7.02%	5.77%	5.04%	5.58%	7.67%	5.66%



<sup>(1)</sup> EBITDA and Adjusted EBITDA are non-GAAP measures that represents earnings before interest, taxes, depreciation and amortization. Adjusted EBITDA margin is a non-GAAP measure calculated by dividing Adjusted EBITDA by contract revenues.

<sup>(2)</sup> Profit margin is calculated by dividing Net income (loss) by contract revenue