

ORION

Investor Presentation

2021 Annual Results



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 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 not be regarded as a representation by the Company's plans, estimates, forecasts, goals, intentions, or objectives will be achieved or realized. Readers are cau

Please refer to the Company's Annual Report on Form 10-K, filed on March 7, 2022, 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

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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





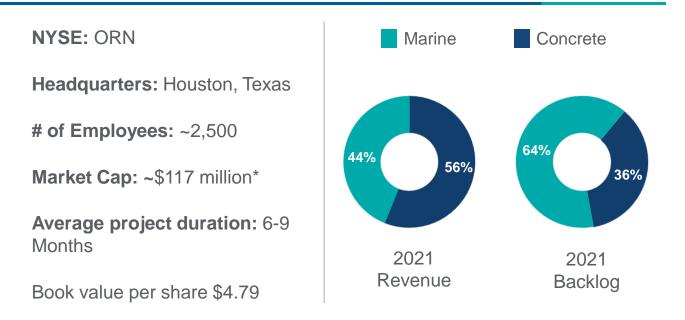
We are committed to performing assigned tasks in the most efficient, timely and cost effective manner; we expect employees to safeguard company assets; and we always act in the best interest of the company



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.





Services

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

*as of 12/31/21



Customers

- Federal, State, Municipal Governments (30% of Revenue in 2021)
- Private commercial and industrial clients (70% of Revenue in 2021)



Competition

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



Financials (2021)

- \$601.4 MM Revenue
- \$17.3 MM Adj. EBITDA
- \$590.0 MM Backlog (12/31/21)

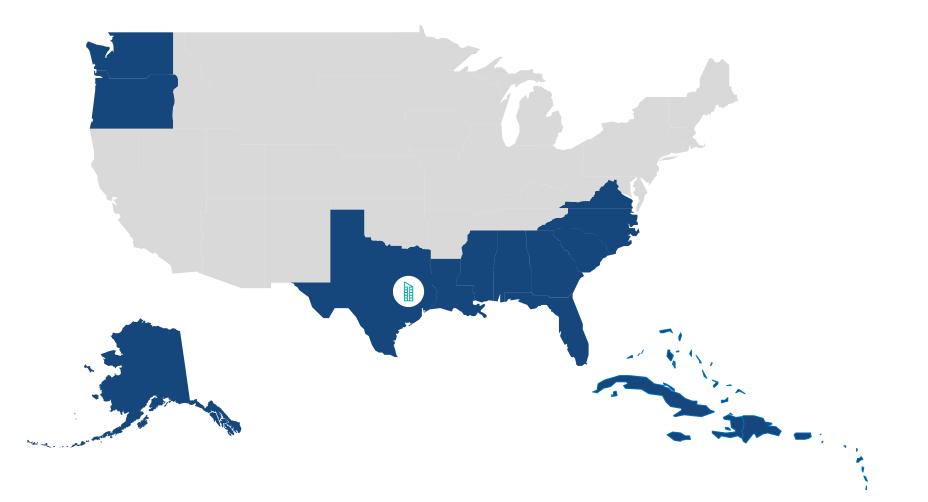
Investment Highlights

- 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







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

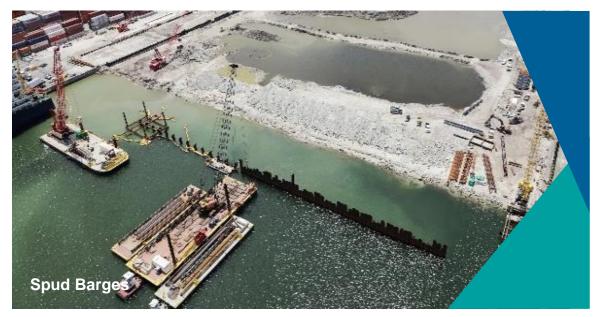
Marine Transportation Facility Construction	Port FacilityWharvesCruise Ship Terminals	BulkheadsMilitary InstallationsLiquid Cargo Terminals	PiersDry Bulk TerminalsContainer Terminals	DocksMarinas
Dredging Services	 Marine Construction Wildlife Refuge Creation Electric Capabilities 	 Intracoastal Waterway Maintenance Reclamation Hurricane Restoration 	Port ExpansionPort DeepeningBeach Nourishment	
Marine Environmental Structures	 Shoreline Protection Environmental Remediation GeoTube® Installation 	 Wetlands Creation Concrete Mattress Installation Sea-Grass Bed Creation 	Erosion ControlLevee Installation	
Marine Pipeline Construction	 Pipeline Anchoring Communication Pipeline Tie-ins 	 Cool Water Intakes Effluent Discharge Outfalls Intakes 	 Velocity Control Structures Transmission Pipelines Risers 	OutfallsHot-tapsJetting
Specialty Services	Heavy LiftDivingTowing	InspectionsDemolitionSurveying	EncapsulationRepairSalvage	



Fleet of Specialized Marine Equipment

Around 800 Vessels & Pieces of Equipment

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





\$1.76

Marine 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



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Avg. Projects Annually*

4,000+

Completed Projects

12 Yr.

Avg. Customer Tenure

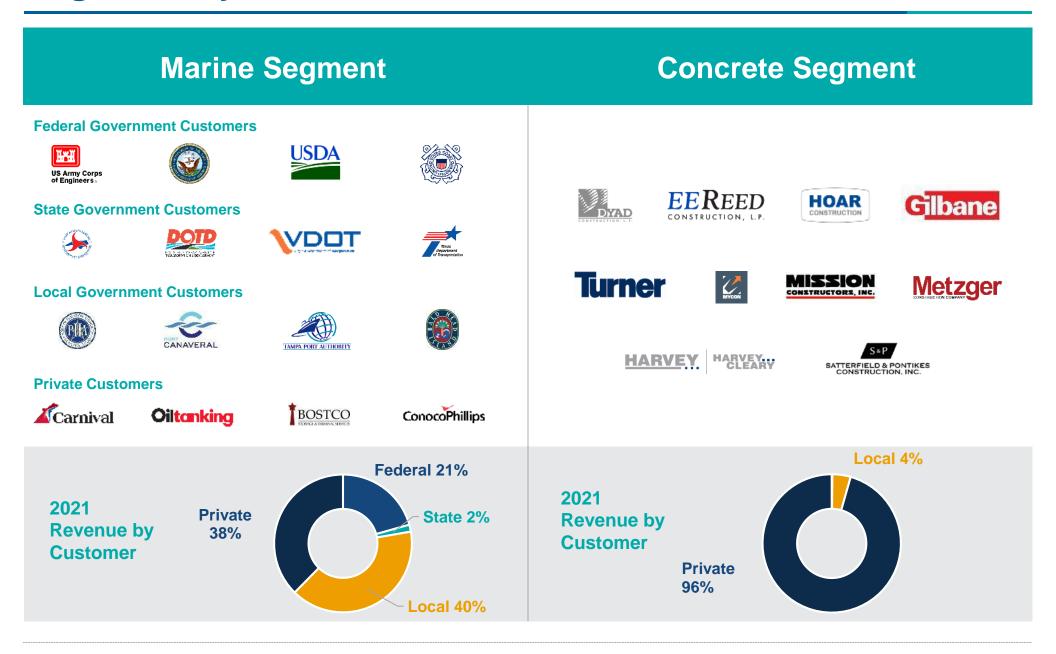
85%

Repeat Business

*calculated over most recent 5-year period



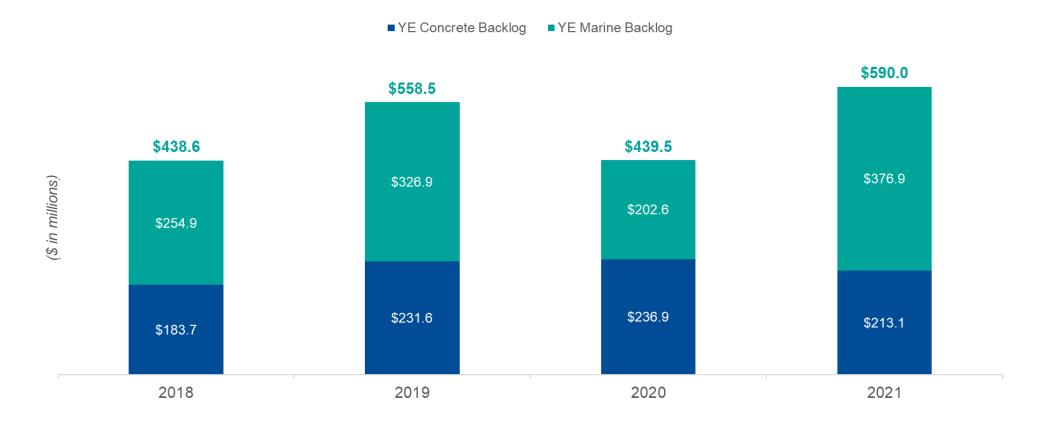
High Quality Customer Base



Recent Projects Won

Project	Segment	Location	Value	Start Date
Design and Construction	Marine	Bahamas	\$28 Million	Q2'22
Mixed Use Construction	Concrete	Texas	\$9 Million	Q1'22
Channel Dredge	Marine	Texas	\$7 Million	Q1'22
Storage Construction	Concrete	Texas	\$6 Million	Q1'22
Bulkhead Wall Install	Marine	Florida	\$5 Million	Q1'22
Rehabilitate Barge	Marine	Texas	\$4 Million	Q1'22

Year Ending Back Log Levels



Expansion in Industrial Sector

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

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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.



Recent Annual Results

(\$ in thousands except EPS data)	2019	2020	2021	
Contract Revenues	\$708,390	\$709,942	\$601,360	
Operating Income	\$2,193	\$26,586	(\$9,317)	
Adjusted EBITDA	justed EBITDA \$39,550		\$17,299	
Adjusted EPS	\$0.00	\$0.47	(\$0.35)	
Operating Cash Flows	(\$716)	\$46,032	\$69	



(\$ in thousands)	Q4 2021	Q4 2020	Variance	
Contract Revenues	\$162,269	\$170,176	(5%)	
Operating Income	(\$8,195)	\$5,052	(262%)	
Adjusted EBITDA	\$815	\$12,651	(94%)	
Adjusted EBITDA Margin (%)	0.5%	7.4%	(688 bps)	

Contract Revenues were down due to:

• Lag effects from COVID-19 pandemic in the marine segment as well as impacts from Omicron variant in the latter part of the quarter

Operating Income decreased due to:

- Volume of work decline in marine business as a result of the COVID-19 pandemic
- Lag effect from COVID-19 pandemic which pressured project margins in concrete segment

Liquidity to Fund Operations

As of December 31, 2021 (\$ in millions)					
Cash and equivalents	\$12.3				
Current Assets	\$197.9				
Working Capital	\$36.2				
Total Assets	\$351.8				
Current Liabilities	\$161.7				
Total Debt*	\$39.4				
Total Liabilities	\$203.7				
Shareholder's Equity	\$148.1				



- Conservative Balance Sheet
- Strong Liquidity Position
- Access to Capital Markets
- Bonding capacity at least \$750 million

*net of debt issuance cost



Appendix EBITDA/Adjusted EBITDA reconciliation

Adjusted EBITDA and EBITDA Margin Reconciliation

(\$ in thousands)	2013	2014	2015	2016	2017	2018	2019	2020	2021
Contract Revenue	354,544	385,818	466,498	578,236	578,553	520,894	708,390	709,942	601,360
Net income (loss)	\$331	\$6,877	(\$8,060)	(\$3,620)	\$400	(\$94,422)	(\$5,359)	\$20,220	(\$14,560)
Income tax	(\$937)	\$3,175	(\$2,519)	\$1,581	(\$4,541)	(\$12,233)	\$1,868	\$1,976	\$502
Interest expense, net	\$512	\$677	\$3,116	\$6,172	\$5,720	\$7,807	\$6,455	\$4,737	\$4,940
Depreciation and amortization	\$21,538	\$23,451	\$28,083	\$34,162	\$29,491	\$31,799	\$28,407	\$27,217	\$25,430
EBITDA ⁽¹⁾	\$21,444	\$34,180	\$20,620	\$38,295	\$31,070	(\$67,049)	\$31,371	\$54,150	\$16,312
Stock-based compensation	\$2,141	\$1,594	\$2,277	\$2,280	\$2,303	\$2,240	\$2,753	\$1,998	\$2,401
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	\$4,925
ISG initiative							\$4,781	\$369	
Severance							\$645	\$175	\$96
Insurance recovery on disposal of asset								(\$2,859)	
Tampa Property Sale									(6,435)
Adjusted EBITDA	\$23,585	\$35,774	\$22,897	\$40,575	\$33,373	\$26,276	\$39,550	\$54,423	\$17,299
Profit margin ⁽²⁾	0.09%	1.78%	(1.73%)	(0.63%)	0.07%	(1.81%)	(0.76%)	2.85%	(2.42%)
Impact of income taxes	(0.26%)	0.82%	(0.54%)	0.27%	(0.78%)	(2.34%)	0.26%	0.28%	0.08%
Impact of inte <u>r</u> est expense, net	0.14%	0.18%	0.67%	1.07%	1.00%	1.50%	0.91%	0.67%	0.82%
Impact of depreciation and amortization	6.07%	6.08%	6.02%	5.91%	5.10%	6.10%	4.01%	3.83%	4.23%
Adjusted EBITDA margin ⁽¹⁾	6.65%	9.27%	4.91%	7.02%	5.77%	5.04%	5.58%	7.67%	2.88%



(1) 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.

(2) Profit margin is calculated by dividing Net income (loss) by contract revenue