



Disclosures

Forward-Looking Statements

Certain statements in this release may be deemed “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, all of which are based upon various estimates and assumptions that the Company believes to be reasonable as of the date hereof. In some cases, you can identify forward-looking statements by terminology such as “may,” “will,” “could,” “should,” “expect,” “plan,” “project,” “intend,” “anticipate,” “believe,” “seek,” “estimate,” “predict,” “potential,” “pursue,” “target,” “continue,” the negative of such terms or other comparable terminology. These statements involve risks and uncertainties that could cause the Company’s actual future outcomes to differ materially from those set forth in such statements. Such risks and uncertainties include, but are not limited to, the impact of the COVID-19 outbreak or future pandemics on our business, including the potential for job site closures or work stoppages, supply chain disruptions, delays in awarding new projects, construction delays, reduced demand for our services, delays in our ability to collect from our customers, the impact of third party vaccine mandates on employee recruiting and retention, or illness of management or other employees; the ability of our controlling shareholder to take action not aligned with other shareholders; the possibility that certain tax benefits of our net operating losses may be restricted or reduced in a change in ownership or a change in the federal tax rate; the potential recognition of valuation allowances or write-downs on deferred tax assets; the inability to carry out plans and strategies as expected, including our inability to identify and complete acquisitions that meet our investment criteria in furtherance of our corporate strategy, or the subsequent underperformance of those acquisitions; competition in the industries in which we operate, both from third parties and former employees, which could result in the loss of one or more customers or lead to lower margins on new projects; fluctuations in operating activity due to downturns in levels of construction or the housing market, seasonality and differing regional economic conditions; the possibility of inaccurate estimates used when entering into fixed-price contracts and our ability to successfully manage projects, as well as other risk factors discussed in this document, in the Company’s annual report on Form 10-K for the year ended September 30, 2022 and in the Company’s other reports on file with the SEC. You should understand that such risk factors could cause future outcomes to differ materially from those experienced previously or those expressed in such forward-looking statements. The Company undertakes no obligation to publicly update or revise any information, including information concerning its controlling shareholder, net operating losses, borrowing availability, or cash position, or any forward-looking statements to reflect events or circumstances that may arise after the date of this release.

Forward-looking statements are provided in this document pursuant to the safe harbor established under the Private Securities Litigation Reform Act of 1995 and should be evaluated in the context of the estimates, assumptions, uncertainties, and risks described herein.

Non-GAAP Financial Measures and Other Adjustments

This document includes adjusted net income attributable to IES, adjusted diluted earnings per share attributable to common stockholders, and backlog, and, in the non-GAAP reconciliation tables included herein, adjusted net income attributable to common stockholders, adjusted EBITDA and adjusted net income before taxes, each of which is a financial measure not calculated in accordance with generally accepted accounting principles in the U.S. (“GAAP”). Management believes that these measures provide useful information to our investors by, in the case of adjusted net income attributable to common stockholders, adjusted earnings per share attributable to common stockholders, adjusted EBITDA and adjusted net income before taxes, distinguishing certain nonrecurring events such as litigation settlements or significant expenses associated with leadership changes, or noncash events, such as impairment charges or our valuation allowances release and write-down of our deferred tax assets, or, in the case of backlog, providing a common measurement used in IES’s industry, as described further below, and that these measures, when reconciled to the most directly comparable GAAP measures, help our investors to better identify underlying trends in the operations of our business and facilitate easier comparisons of our financial performance with prior and future periods and to our peers. Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information calculated in accordance with GAAP. Investors are encouraged to review the reconciliation of these non-GAAP measures to their most directly comparable GAAP financial measures, which has been provided in the financial tables included in this document. Remaining performance obligations represent the unrecognized revenue value of our contract commitments. While backlog is not a defined term under GAAP, it is a common measurement used in IES’s industry and IES believes this non-GAAP measure enables it to more effectively forecast its future results and better identify future operating trends that may not otherwise be apparent. IES’s remaining performance obligations are a component of IES’s backlog calculation, which also includes signed agreements and letters of intent which we do not have a legal right to enforce prior to work starting. These arrangements are excluded from remaining performance obligations until work begins. IES’s methodology for determining backlog may not be comparable to the methodologies used by other companies.

For further details on the Company’s financial results, please refer to the Company’s annual report on Form 10-K for the fiscal year ended September 30, 2022, to be filed with the Securities and Exchange Commission (“SEC”) by December 6, 2022, and any amendments thereto.

General information about IES Holdings, Inc. can be found at <http://www.ies-co.com> under “Investor Relations.” The Company’s annual report on Form 10-K, quarterly reports on Form 10-Q and current reports on Form 8-K, as well as any amendments to those reports, are available free of charge through the Company’s website as soon as reasonably practicable after they are filed with, or furnished to, the SEC.

Fourth Quarter 2022 Highlights

- Revenue of \$617 million, an increase of 28% year-over-year
- Operating income of \$25.0 million
- Net income per Share of \$0.72 and adjusted net income per Share* of \$0.95
- Remaining performance obligations of \$1.0 billion, a GAAP measure of future revenue to be recognized from current contracts with customers, and record backlog* of \$1.3 billion
- Board replaced our existing share repurchase program with a new \$40 million share repurchase authorization

* Non-GAAP financial measure; see reconciliation table

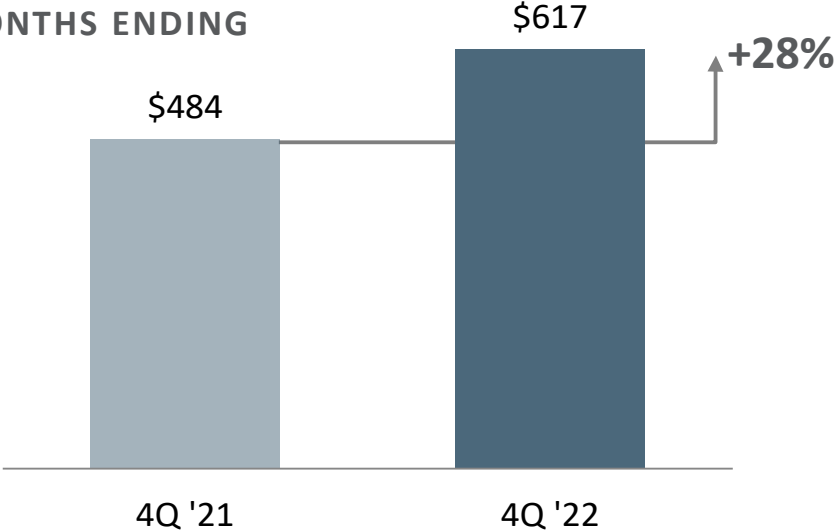
Fiscal Year 2022 Highlights

- Revenue of \$2.2 billion, an increase of 41% year-over-year (“y-o-y”)
- Operating income of \$56.0 million
- Earnings per share of \$1.44 and adjusted earnings per share* of \$1.88

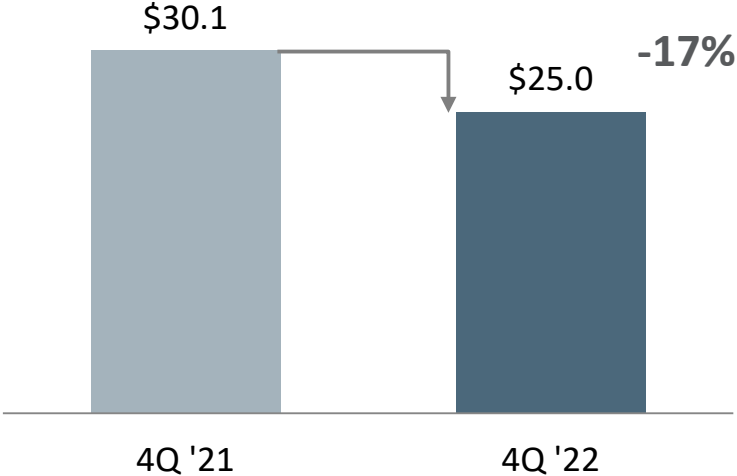
* Non-GAAP financial measure; see reconciliation table

Revenue and Operating Income: 4Q & FY'22

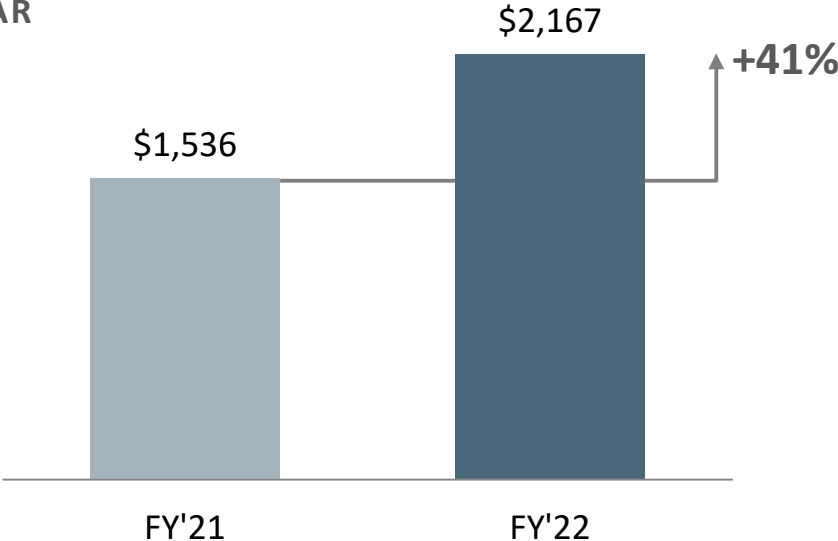
REVENUE:
THREE MONTHS ENDING
(\$ in millions)



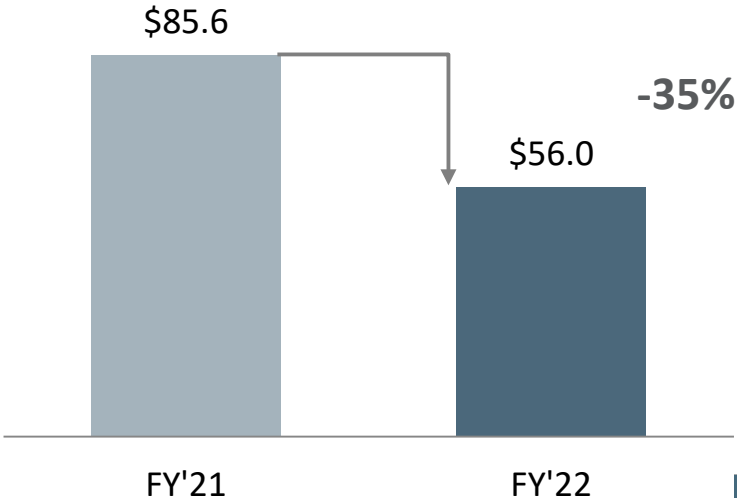
OPERATING INCOME:
THREE MONTHS ENDING
(\$ in millions)



REVENUE:
FISCAL YEAR
(\$ in millions)

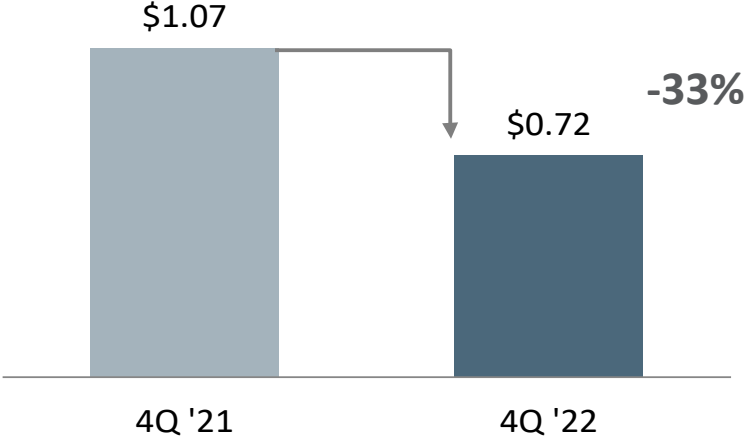


OPERATING INCOME:
FISCAL YEAR
(\$ in millions)

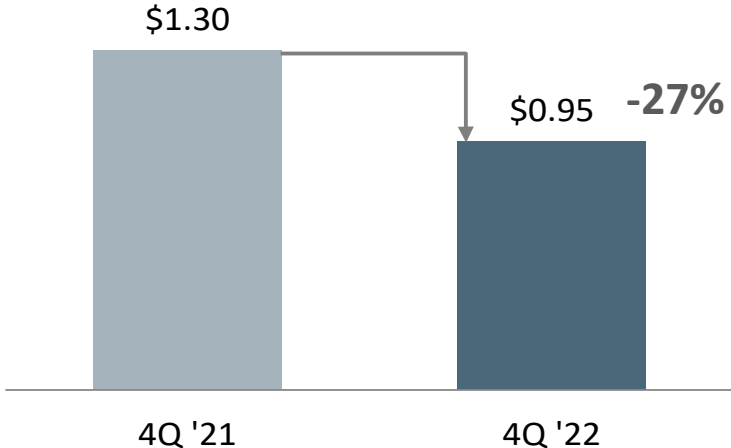


Earnings per Share and Adjusted Earnings per Share*: 4Q & FY'22

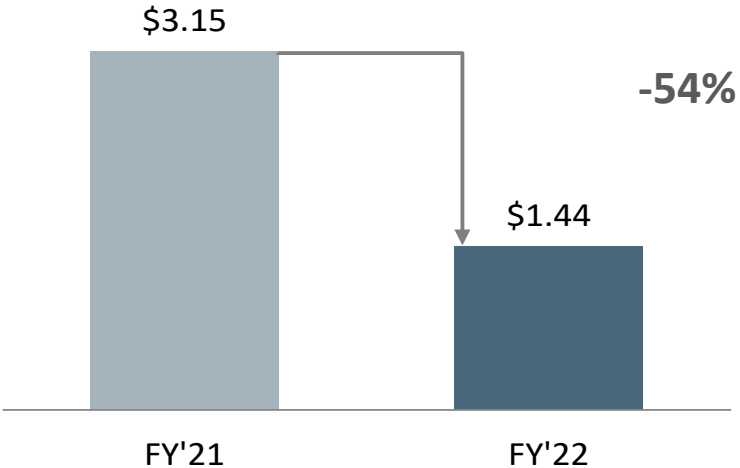
**EARNINGS PER SHARE:
THREE MONTHS ENDING**
(\$ / share)



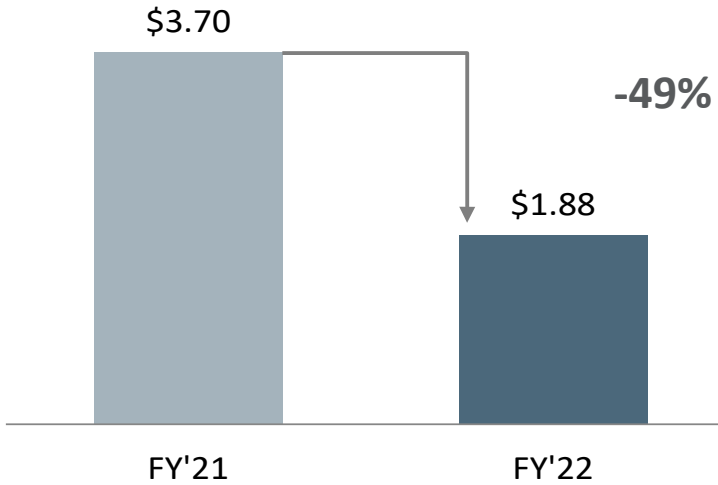
**ADJ. EARNINGS PER SHARE*:
THREE MONTHS ENDING**
(\$ / share)



**EARNINGS PER SHARE:
FISCAL YEAR**
(\$ / share)



**ADJ. EARNINGS PER SHARE*:
FISCAL YEAR**
(\$ / share)



* Non-GAAP financial measure; see reconciliation table

Segment Results: 4Q & FY'22

FOURTH QUARTER

FISCAL YEAR

Communications

- **Revenue:** \$157.0 million (+15% from 4Q FY'21)
- **Operating Income:** \$8.6 million (-41%)
- **Revenue:** \$559.8 million (+26% from FY'21)
- **Operating Income:** \$22.1 million (-49%)

Residential

- **Revenue:** \$327.5 million (+42%)
- **Operating Income:** \$19.9 million (+31%)
- **Revenue:** \$1,131.4 million (+65%)
- **Operating Income:** \$58.9 million (+44%)

Infrastructure Solutions

- **Revenue:** \$43.4 million (+12%)
- **Operating Income:** \$1.6 million (-55%)
- **Revenue:** \$167.1 million (+14%)
- **Operating Income:** \$3.6 million (-79%)

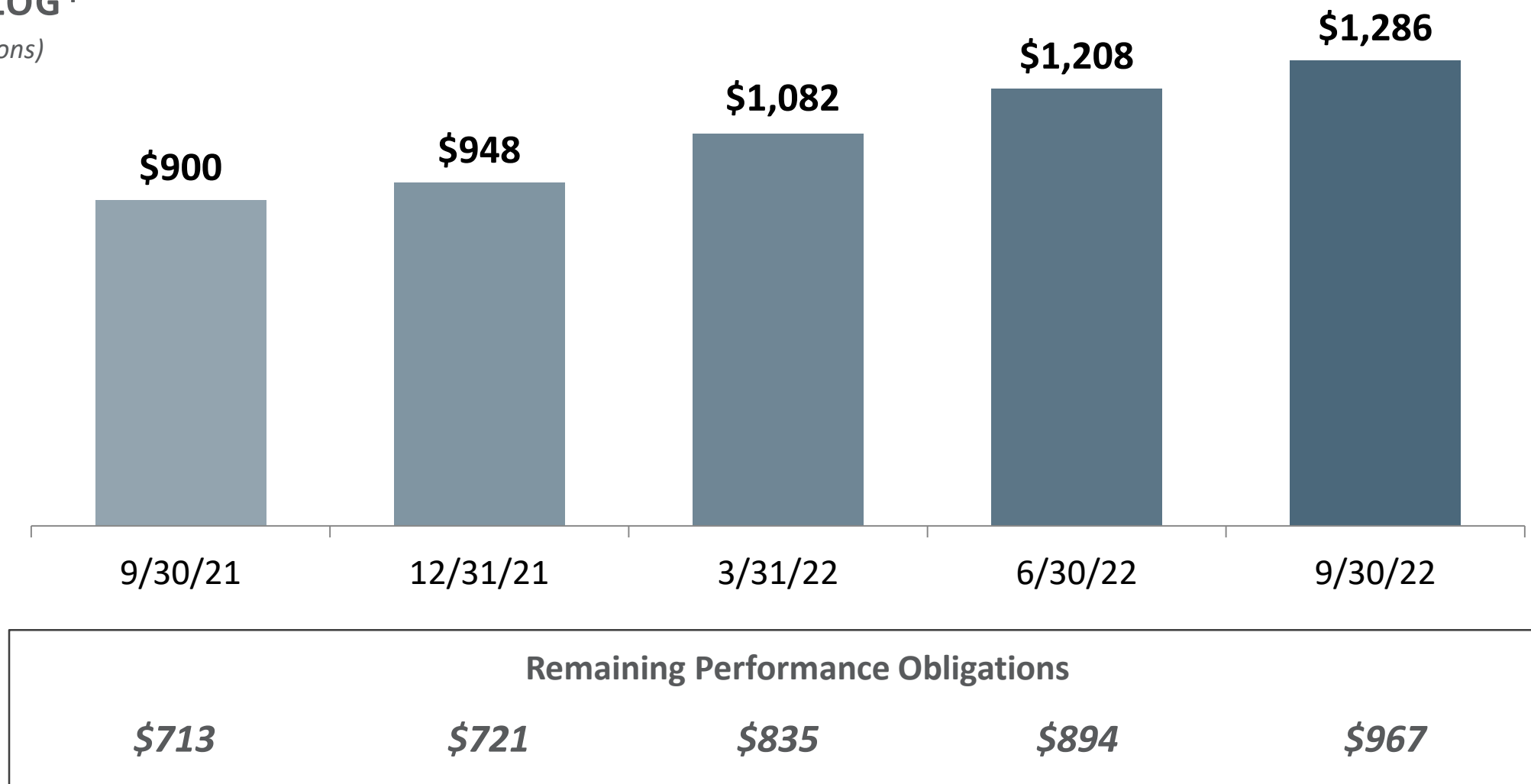
Commercial & Industrial

- **Revenue:** \$89.5 million (+15%)
- **Operating Loss:** \$0.6 million
- **Revenue:** \$308.5 million (+20%)
- **Operating Loss:** \$12.3 million

Quarterly Backlog* Trend

BACKLOG*

(\$ in millions)



* Non-GAAP financial measure; see reconciliation table

Appendix



Income Statement

(in millions, except earnings per share)	Three Months Ended September 30,		Fiscal Year September 30,	
	2021	2022	2021	2022
Revenue	\$483.8	\$617.4	\$1,536.5	\$2,166.8
Operating income	30.1	25.0	85.6	56.0
Interest expense & other	0.3	0.4	0.7	3.0
Provision for income taxes	6.3	6.5	16.2	12.8
Net income attributable to noncontrolling interest	(1.1)	(1.8)	(2.0)	(5.4)
Net income attributable to IES Holdings, Inc.	\$22.4	\$16.2	\$66.7	\$34.8
Adjusted net income attributable to common stockholders ⁽¹⁾	\$27.4	\$19.7	\$78.0	\$39.4
Earnings per share attributable to common stockholders	\$1.07	\$0.72	\$3.15	\$1.44
Adjusted earnings per share attributable to common stockholders ⁽¹⁾	\$1.30	\$0.95	\$3.70	\$1.88
Diluted shares used to calculate earnings per share	21.1	20.7	21.1	20.9

⁽¹⁾ Adjusted net income attributable to common stockholders and Adjusted earnings per share attributable to common stockholders are non-GAAP financial measures; see reconciliation table

Non-GAAP Reconciliation of Adjusted Net Income Attributable to IES Holdings, Inc.

(in millions, except earnings per share)	Three Months Ended September 30,		Fiscal Year September 30,	
	2021	2022	2021	2022
Net income attributable to IES Holdings, Inc.	\$22.4	\$16.2	\$66.7	\$34.8
Provision for income taxes	6.3	6.5	16.2	12.8
Adjusted net income before taxes	\$28.8	\$22.8	\$82.9	\$47.6
Current tax expense ⁽¹⁾	(1.5)	(1.8)	(4.5)	(3.5)
Adjusted net income attributable to IES Holdings, Inc. ⁽²⁾	\$27.3	\$20.9	\$78.4	\$44.1
Adjustments for computation of earnings per share:				
(Increase) decrease in noncontrolling interest	0.1	(1.2)	(0.3)	(4.7)
Net income (loss) attributable to restricted stockholders	–	–	(0.1)	–
Adjusted net income attributable to common stockholders ⁽²⁾	\$27.4	\$19.7	\$78.0	\$39.4
Adjusted earnings per share attributable to common stockholders ⁽²⁾	\$1.30	\$0.95	\$3.70	\$1.88
Diluted shares used to calculate adjusted earnings per share	21.1	20.7	21.1	20.9

⁽¹⁾ Represents the tax expense related to the current period earnings which will be considered in the computation of tax to be paid in cash for the year, and not offset by the utilization of net operating loss carryforwards

⁽²⁾ Adjusted net income attributable to IES Holdings Inc. Adjusted net income attributable to common stockholders, and Adjusted earnings per share attributable to common stockholders are non-GAAP financial measures

Select Balance Sheet Data

(in millions)	Fiscal Year			
	September 30,			
	2019	2020	2021	2022
Cash	\$18.9	\$53.6	\$23.1	\$24.8
Other Current Assets	277.5	317.9	461.1	599.5
Deferred Tax Assets	40.9	33.8	19.0	20.5
Non-Current Assets	107.9	155.3	263.4	289.8
Total Assets	\$445.3	\$560.5	\$766.6	\$934.7
Current Liabilities	\$193.5	\$242.4	\$311.6	\$401.9
Other Liabilities	1.9	32.7	44.8	60.7
Debt	0.3	0.2	39.7	81.6
Total Liabilities	\$195.7	\$275.4	\$396.1	\$544.2
Noncontrolling interest	3.3	1.8	24.6	29.2
Equity	246.2	283.3	346.0	361.3
Total Liabilities & Equity	\$445.3	\$560.5	\$766.6	\$934.7
Net Cash / (Debt)	\$18.6	\$53.4	(\$16.6)	(\$56.8)

Segment Results

(in millions)	Three Months Ended		Fiscal Year	
	September 30,		September 30,	
	2021	2022	2021	2022
Revenue				
Communications	\$136.5	\$157.0	\$446.0	\$559.8
Residential	231.1	327.5	687.3	1,131.4
Infrastructure Solutions	38.7	43.4	147.0	167.1
Commercial & Industrial	77.5	89.5	256.2	308.5
Total Revenue	\$483.8	\$617.4	\$1,536.5	\$2,166.8
Operating Income (Loss)				
Communications	\$14.4	\$8.6	\$43.4	\$22.1
Residential	15.1	19.9	40.7	58.9
Infrastructure Solutions	3.5	1.6	17.0	3.6
Commercial & Industrial	1.3	(0.6)	0.4	(12.3)
Corporate	(4.2)	(4.4)	(16.0)	(16.2)
Total Operating Income	\$30.1	\$25.0	\$85.6	\$56.0

Non-GAAP Reconciliation of Adjusted EBITDA

(in millions)	Three Months Ended		Fiscal Year	
	September 30,		September 30,	
	2021	2022	2021	2022
Net income attributable to IES Holdings, Inc.	\$22.4	\$16.2	\$66.7	\$34.8
Provision for income taxes	6.3	6.5	16.2	12.8
Interest & other expense, net	0.3	0.4	0.7	3.0
Depreciation and amortization	6.0	6.8	21.9	25.5
EBITDA	\$35.1	\$30.0	\$105.5	\$76.1
Non-cash equity compensation expense	0.8	0.9	3.5	3.8
Adjusted EBITDA	\$35.9	\$30.9	\$109.0	\$79.9

Non-GAAP Reconciliation of Remaining Performance Obligations to Backlog

(in millions)	<u>September 30, 2021</u>	<u>June 30, 2022</u>	<u>September 30, 2022</u>
Remaining performance obligations	\$713	\$894	\$967
Agreements without an enforceable obligation ⁽¹⁾	<u>187</u>	<u>314</u>	<u>319</u>
Backlog	\$900	\$1,208	\$1,286

⁽¹⁾ Our backlog contains signed agreements and letters of intent which we do not have a legal right to enforce prior to work starting. These arrangements are excluded from remaining performance obligations until work begins.