



# Disclosures

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## **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, 2021 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 quarterly report on Form 10-Q for the quarter ended December 31, 2021, to be filed with the Securities and Exchange Commission (“SEC”) by February 2, 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.

# First Quarter 2022 Highlights

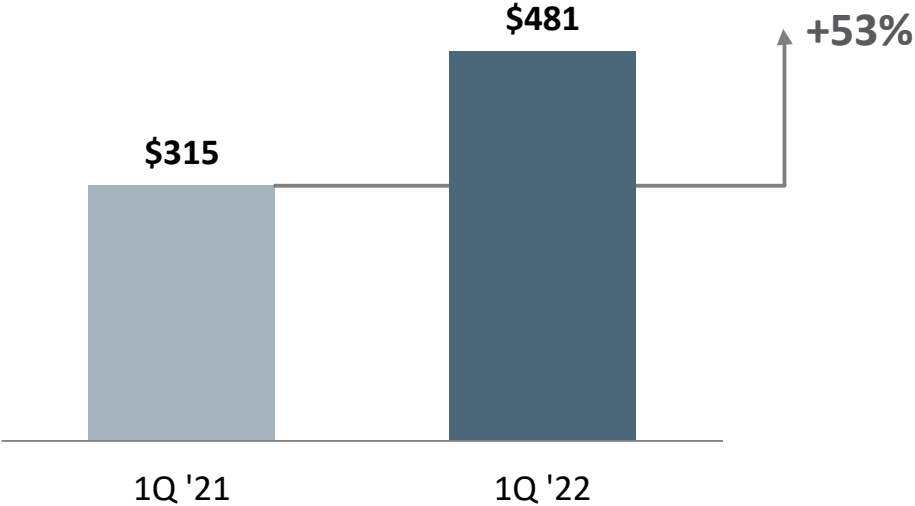
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- Revenue of \$481 million, an increase of 53% year-over-year (“y-o-y”)
- Operating Income of \$20.3 million, an increase of 27% y-o-y
- Earnings per Share of \$0.69 (+19%) and Adjusted Earnings per Share\* of \$0.83 (+17%)
- Remaining Performance Obligations of \$721 million, a GAAP measure of future revenue to be recognized from current contracts with customers, and record Backlog\* of \$948 million

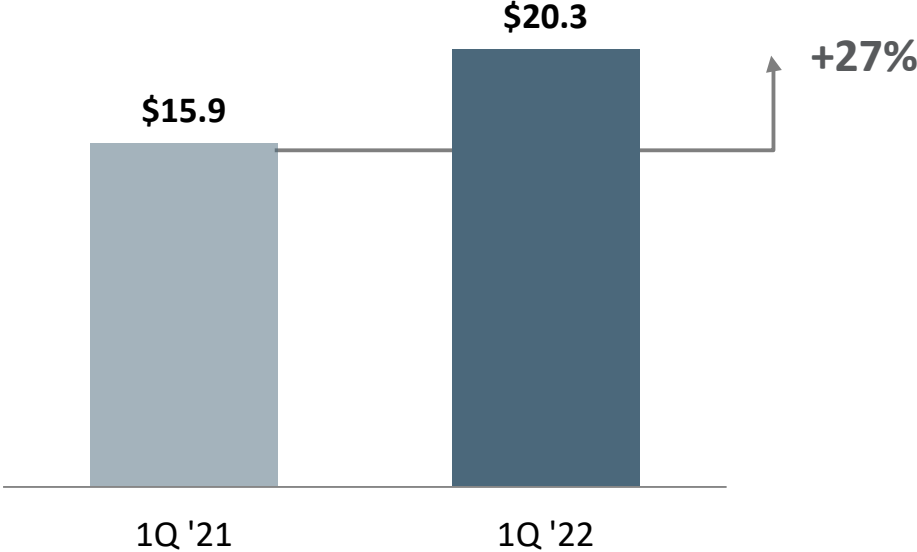
\* Non-GAAP financial measure; see reconciliation table

# Revenue and Operating Income: 1Q FY'22

## REVENUE: *(\$ in millions)*

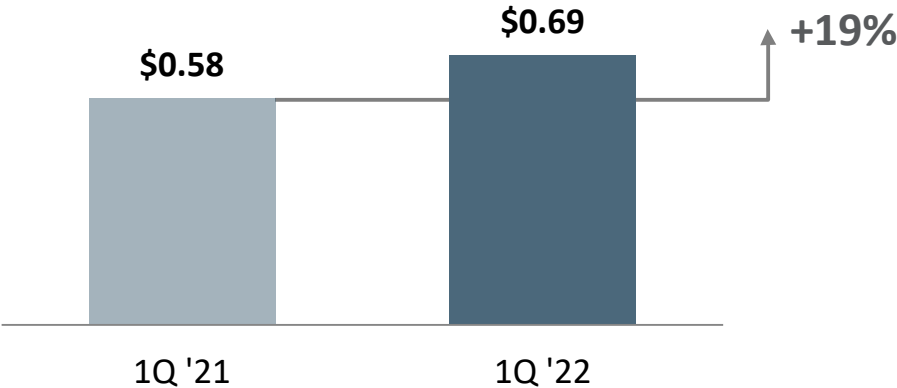


## OPERATING INCOME: *(\$ in millions)*

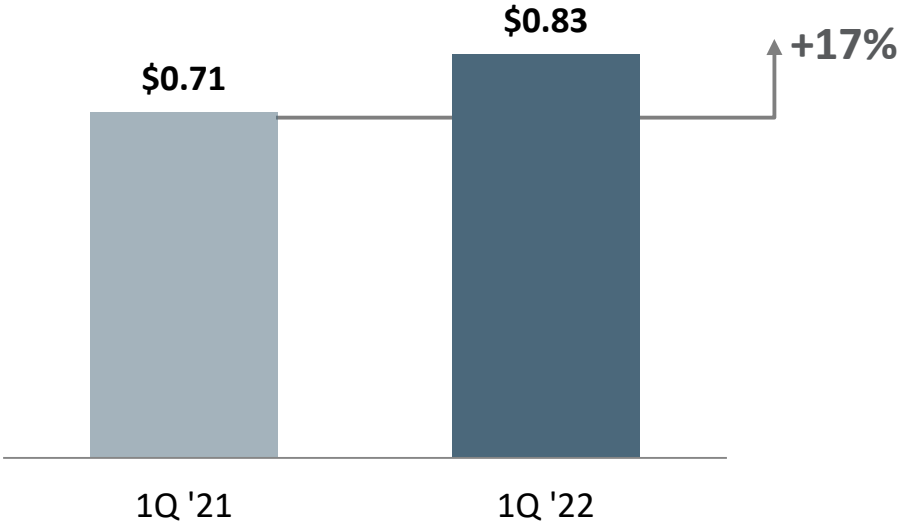


# Earnings per Share and Adjusted Earnings per Share\*: 1Q FY'22

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



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



\* Non-GAAP financial measure; see reconciliation table

# Segment Results: 1Q FY'22

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## FIRST QUARTER

### Communications

- **Revenue:** \$127.4 million (+30% from 1Q FY'21)
  - **Operating Income:** \$9.1 million (-1%)
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### Residential

- **Revenue:** \$241.8 million (+102%)
  - **Operating Income:** \$11.6 million (+87%)
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### Infrastructure Solutions

- **Revenue:** \$42.1 million (+22%)
  - **Operating Income:** \$1.7 million (-69%)
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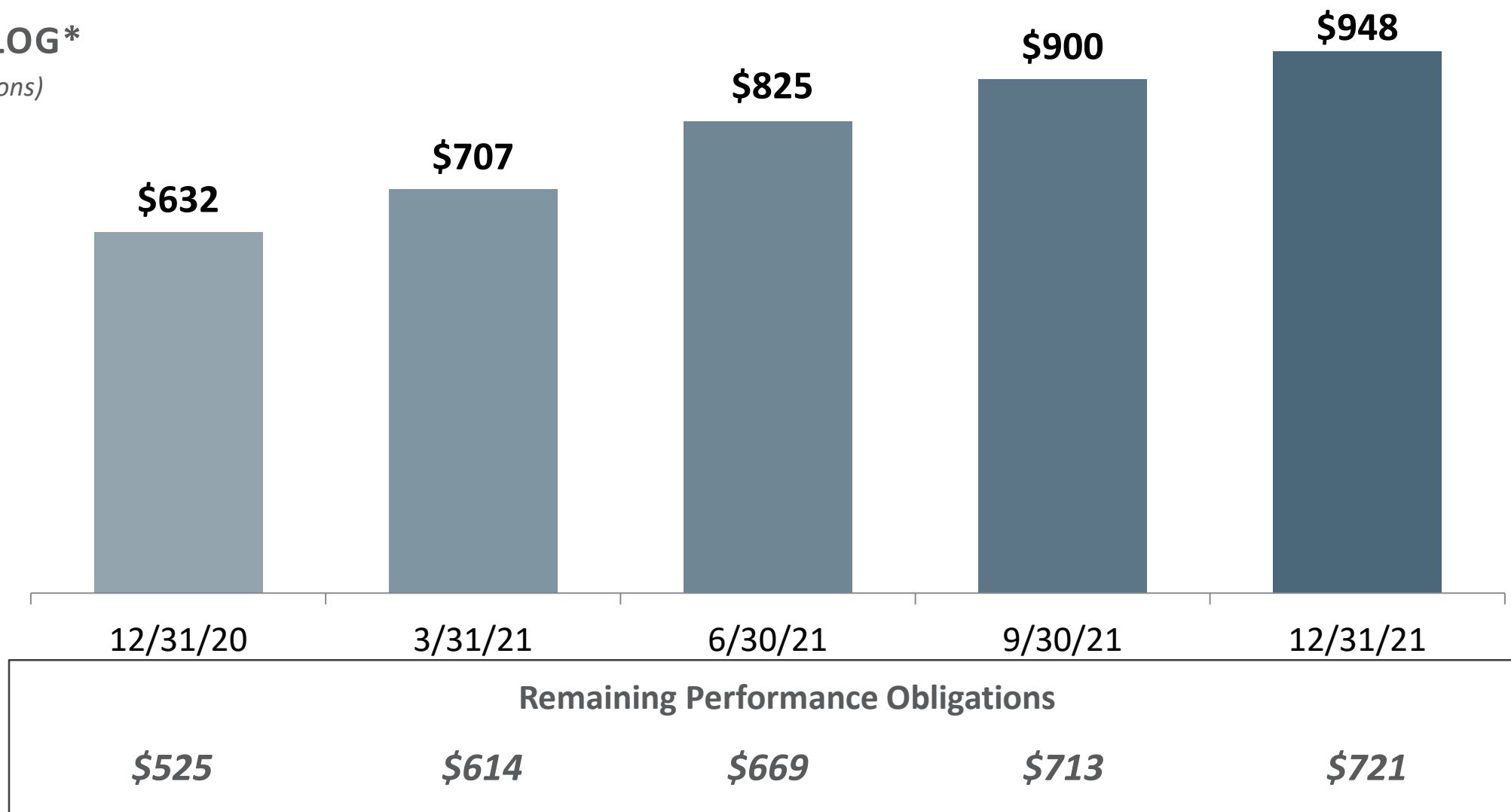
### Commercial & Industrial

- **Revenue:** \$69.2 million (+11%)
- **Operating Income:** \$1.6 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	
	December 31,	
	2020	2021
Revenue	\$314.8	\$480.5
Operating income	15.9	20.3
Interest expense & other	0.1	1.2
Provision for income taxes	3.6	4.0
Net income attributable to noncontrolling interest	(0.1)	(0.6)
Net income attributable to IES Holdings, Inc.	\$12.1	\$14.5
Adjusted net income attributable to common stockholders <sup>(1)</sup>	\$14.9	\$17.5
Earnings per share attributable to common stockholders	\$0.58	\$0.69
Adjusted earnings per share attributable to common stockholders <sup>(1)</sup>	\$0.71	\$0.83
Diluted shares used to calculate earnings per share	21.1	21.0

<sup>(1)</sup> 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	
	December 31,	
	2020	2021
Net income attributable to IES Holdings, Inc.	\$12.1	\$14.5
Provision for income taxes	3.6	4.0
Adjusted net income before taxes	\$15.7	\$18.5
Current tax expense <sup>(1)</sup>	(0.9)	(0.9)
Adjusted net income attributable to common stockholders <sup>(2)</sup>	\$14.8	\$17.6
Adjustments for computation of earnings per share:		
(Increase) decrease in noncontrolling interest	0.1	(0.1)
Net income attributable to restricted stockholders	–	–
Adjusted net income attributable to common stockholders <sup>(2)</sup>	\$14.9	\$17.5
Adjusted earnings per share attributable to common stockholders <sup>(2)</sup>	\$0.71	\$0.83
Diluted shares used to calculate adjusted earnings per share	21.1	21.0

<sup>(1)</sup> Represents the tax expense for the current period which will be paid in cash and not offset by the utilization of net operating losses

<sup>(2)</sup> Adjusted net income attributable to common stockholders, 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)	Period Ended		
	12/31/20	9/30/21	12/31/21
Cash	\$27.3	\$23.1	\$7.8
Other Current Assets	331.6	461.1	488.7
Deferred Tax Assets	29.8	19.0	16.8
Non-Current Assets	220.7	263.4	271.9
<b>Total Assets</b>	<b>\$609.4</b>	<b>\$766.6</b>	<b>\$785.2</b>
Current Liabilities	\$249.0	\$311.6	\$298.8
Other Liabilities	37.8	44.8	38.1
Debt	14.5	39.7	67.8
<b>Total Liabilities</b>	<b>\$301.3</b>	<b>\$396.1</b>	<b>\$404.7</b>
Noncontrolling interest	12.6	24.6	24.1
Equity	295.5	346.0	356.5
<b>Total Liabilities &amp; Equity</b>	<b>\$609.4</b>	<b>\$766.6</b>	<b>\$785.2</b>
<b>Net Cash / (Debt)</b>	<b>\$12.8</b>	<b>(\$16.6)</b>	<b>(\$60.0)</b>

# Segment Results

(in millions)	Three Months Ended	
	December 31,	
	2020	2021
Revenue		
Communications	\$98.4	\$127.4
Residential	119.5	241.8
Infrastructure Solutions	34.4	42.1
Commercial & Industrial	62.6	69.2
<b>Total Revenue</b>	<b>\$314.8</b>	<b>\$480.5</b>
Operating Income (Loss)		
Communications	\$9.2	\$9.1
Residential	6.2	11.6
Infrastructure Solutions	5.3	1.7
Commercial & Industrial	(0.7)	1.6
Corporate	(4.1)	(3.7)
<b>Total Operating Income</b>	<b>\$15.9</b>	<b>\$20.3</b>

# Non-GAAP Reconciliation of Remaining Performance Obligations to Backlog

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(in millions)	<u>December 31, 2020</u>	<u>September 30, 2021</u>	<u>December 31, 2021</u>
Remaining performance obligations	\$525	\$713	\$721
Agreements without an enforceable obligation <sup>(1)</sup>	<u>107</u>	<u>187</u>	<u>227</u>
Backlog	\$632	\$900	\$948

<sup>(1)</sup> 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.

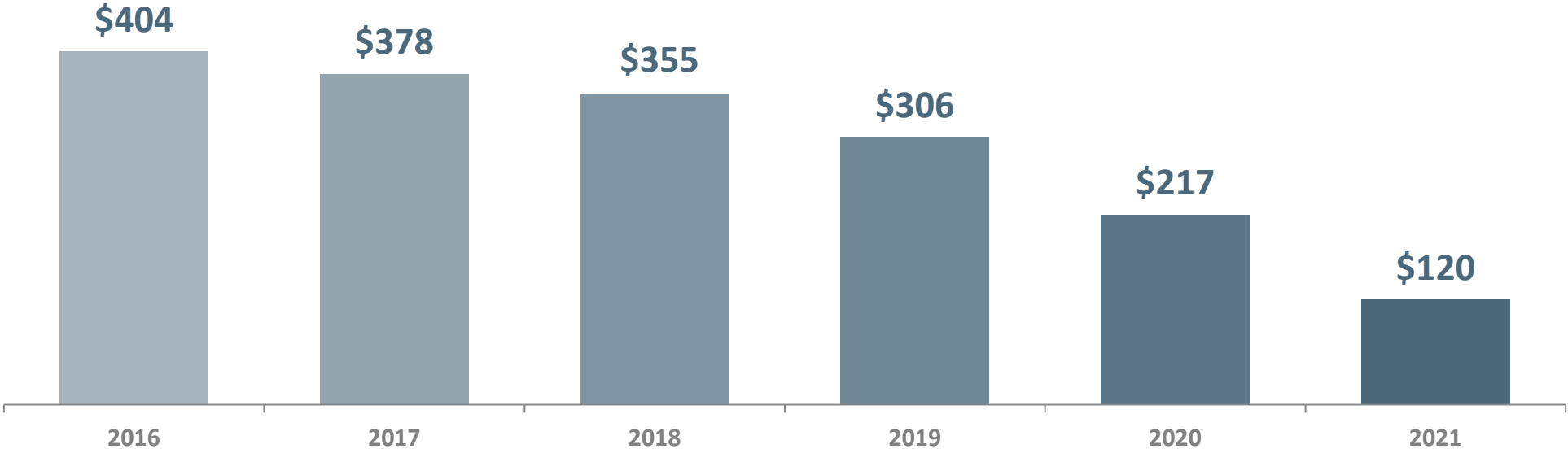
# Non-GAAP Reconciliation of Adjusted EBITDA

(in millions)	Three Months Ended December 31,	
	2020	2021
Net income attributable to IES Holdings, Inc.	\$12.1	\$14.5
Provision for income taxes	3.6	4.0
Interest & other expense, net	0.1	1.2
Depreciation and amortization	4.0	6.2
EBITDA	\$19.8	\$25.9
Non-cash equity compensation expense	0.8	0.9
Adjusted EBITDA	\$20.7	\$26.8

# \$120 Million of NOLs as of September 30, 2021

NOL Utilization Expected to Result in Cash Tax Savings of ~\$25 million\*

## REMAINING NOL BALANCES AS OF FY ENDING DATES



Estimated net operating loss carry forwards (“NOLs”) of approximately \$120 million as of September 30, 2021, including approximately \$104 million resulting from net operating losses on which a deferred tax asset is not recorded

\* Assumes tax rate of 21% and utilization of entire remaining NOL balance including approximately \$22 million from NOLs on which a deferred tax asset is not recorded