



**2020**

SECOND QUARTER

**INVESTOR  
PRESENTATION**

**NIV|5**



## DISCLAIMER

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This presentation includes, and our officers and representatives may from time to time make, certain estimates and other forward-looking statements within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995, including, among others, statements with respect to the Company's (i) ability to drive organic growth, create cross-selling opportunities and synergies, improving bottom line performance, growing revenues and maintaining strong backlog, (ii) ability to pursue profitable and accretive acquisitions, (iii) strategy for acquisitions and organic growth, market position and financial results, (iv) ability to build and target higher-margin sector clients, (v) anticipated revenue growth (vi) ability to invest in human capital, implement process improvement, and ability to drive scalability; (vii) guidance relating to gross revenues by vertical, gross revenues, annual revenues, earnings per share and target EBITDA margins, (viii) ability to increase liquidity, and (ix) other statements of expectation. Words such as "expects," "anticipates," "intends," "plans," "believes," "assumes," "seeks," "estimates," "should," "expect," "strategy," "future," "will" and variations of these words and similar expressions, are intended to identify these forward-looking statements. While we believe these statements are accurate, forward-looking statements are not historical facts and are inherently uncertain. We cannot assure you that these expectations will occur and our actual results may be significantly different. These statements by the Company and its management are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions and are not guarantees of future performance. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control, and actual results could differ materially from those presented in the forward-looking statements. Important factors that could cause actual results to differ from those in the forward-looking statements include, among others, the factors described in the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections of the Company's most recent SEC filings, including the Annual Report on Form 10-K for the fiscal year ended December 28, 2019. Any forward-looking statement made by us in this presentation is based only on information currently available to us and speaks only as of the date on which it is made. The Company disclaims any obligation to update or revise any forward-looking statement, whether written or oral, that may be made from time to time, based on the occurrence of future events, the receipt of new information, or otherwise.

ABOUT

## Leading Provider of Professional Engineering and Consulting Solutions

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- ▶ Global Headquarters in Hollywood, FL
- ▶ Broad Diversification of  
Clients Globally Providing Stability



## ABOUT

► Global Projects

► 100 Locations Worldwide

► 4,000 Employees







# INDUSTRY OUTLOOK



**NIV5**

## MACROECONOMIC FACTORS DRIVING SUSTAINABLE GROWTH

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### 1. Population Growth

Key NV5 geographies of Southeast and Western US

### 2. Utility Safety & Reliability

Mitigation of Fire Risk & Service Interruption

### 3. Technological Innovation

Service Delivery & Data Management in Surveying, Asset Management, Design & Commissioning















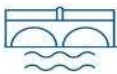

### 4. Energy Efficiency

Green Energy Conversion & Private Sector Investment

### 5. Aging Infrastructure

Transportation & Water Infrastructure Investments

## ENGINEERING & CONSTRUCTION INFRASTRUCTURE CONDITION REPORT CARD

	<b>Aviation</b>	<b>D</b>		<b>Parks and Recreation</b>	<b>↓ D+</b>
	<b>Bridges</b>	<b>C</b>		<b>Ports</b>	<b>↑ C+</b>
	<b>Dams</b>	<b>D</b>		<b>Rail</b>	<b>↑ B</b>
	<b>Drinking Water</b>	<b>D</b>		<b>Roads</b>	<b>D</b>
	<b>Energy</b>	<b>D+</b>		<b>Schools</b>	<b>↑ D+</b>
	<b>Hazardous Waste</b>	<b>↑ D+</b>		<b>Solid Waste</b>	<b>↓ C+</b>
	<b>Inland Waterways</b>	<b>↑ D</b>		<b>Transit</b>	<b>↓ D-</b>
	<b>Levees</b>	<b>↑ D</b>		<b>Wastewater</b>	<b>↑ D+</b>



Source: American Society of Civil Engineers 2017 Infrastructure Report Card





**DELIVERING RESULTS  
THROUGH SECTOR DIVERSIFICATION**

**NIV|5**



## INTEGRATED DELIVERY PLATFORM

► **Five Service Verticals, Plus the North America's Largest Full-Service Geospatial Services Provider**

► **Organic Growth through Cross-Selling & Synergies**

► **Revenue Geographically Dispersed**

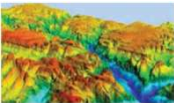

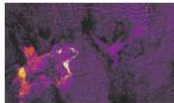



<b>INFRASTRUCTURE</b>	Civil Engineering Construction Management Land Planning	Landscape Architecture Structures Surveying	Transportation Water Resources
<b>CQA</b>	Code Compliance Geotechnical Drilling Geotechnical Engineering	Forensics Materials Testing Mining Services	Special Inspections Transactional Services
<b>UTILITY SERVICES</b>	Commissioning Services Environmental Permitting Inspections	MEP Planning and Design Nuclear Services Program Management	Power Delivery Surveying
<b>PROGRAM MANAGEMENT</b>	Civil and Facilities Program Management Construction Management	Owners Representative Pre-Construction Services	Vertical Construction Horizontal Construction
<b>ENVIRONMENTAL</b>	Archaeological Studies Cultural Resources Environmental Permitting	Environmental Risk Management Emergency Response Hydrogeology	Occupational Health and Safety Wetland Studies
<b>TECHNOLOGY/ GEOSPATIAL</b>	Topographic LiDAR Topobathymetric LiDAR Nadir Imagery	Oblique Imagery Thermal Imagery Hyperspectral Imagery	Data Analytics Technology Solutions









**The nation's leading provider of geospatial data solutions**

Full-spectrum geospatial data analytics capabilities leveraging leading-edge remote sensing technology and proprietary solutions

**Data Collection**

LIDAR	Imagery	Multispectral Imagery
 Topographic LiDAR	 Nadir Imagery	 Thermal Imagery
 Topobathymetric LiDAR	 Oblique Imagery	 Hyperspectral Imagery

**Fully- Scalable, Proprietary Software & Analytic Solutions**

Autonomous Solutions	Subscription Software	Automated Enrichment	Proprietary Algorithms	Predictive Modeling	Cloud-Based Data Engagement
					

**QSI by the Numbers**

<b>\$21.6 Billion</b> Total Addressable Market ("TAM") <sup>1</sup>	<b>46%</b> 2016A-2019E Adj. EBITDA CAGR	<b>360</b> Active Clients with Multi-Year Tenure
<b>All 50 States + BC</b> Geographic Breadth of Solutions Delivered	<b>~600</b> Geospatial, Data Science, & Technology Professionals	<b>96%</b> Annual Reoccurring Revenue <sup>2</sup>

1. Source: 2018 LEK Consulting Report. Total Addressable Market for six of the geospatial use cases that are core to QSI's current business and three growth use cases in which QSI has already demonstrated its solutions.  
 2. Reoccurring revenue defined as the percentage of 2019 revenue from clients that have been QSI clients for 2+ years.

## GROWTH THROUGH PROCESS IMPROVEMENT & STRATEGIC INTEGRATION

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### 1. DYNAMIC LEADERSHIP

Balanced governance focused on global company and team member growth to maximize shareholder value while minimizing risk.

### 2. PROCESS IMPROVEMENT

Successful integration of best-practices continue to deliver synergistic scalability across the platform.

### 3. ORGANIC GROWTH

Focused expansion on organic opportunities continue to deliver industry-exceeding performance.

### 4. ACQUIRE

Emphasis on best in class acquisitions will continue to drive a robust pipeline of strategic opportunities.

### 5. SYNERGY

Leveraging platform cross-selling provides an elevated level of synergy between existing and new business integrations.

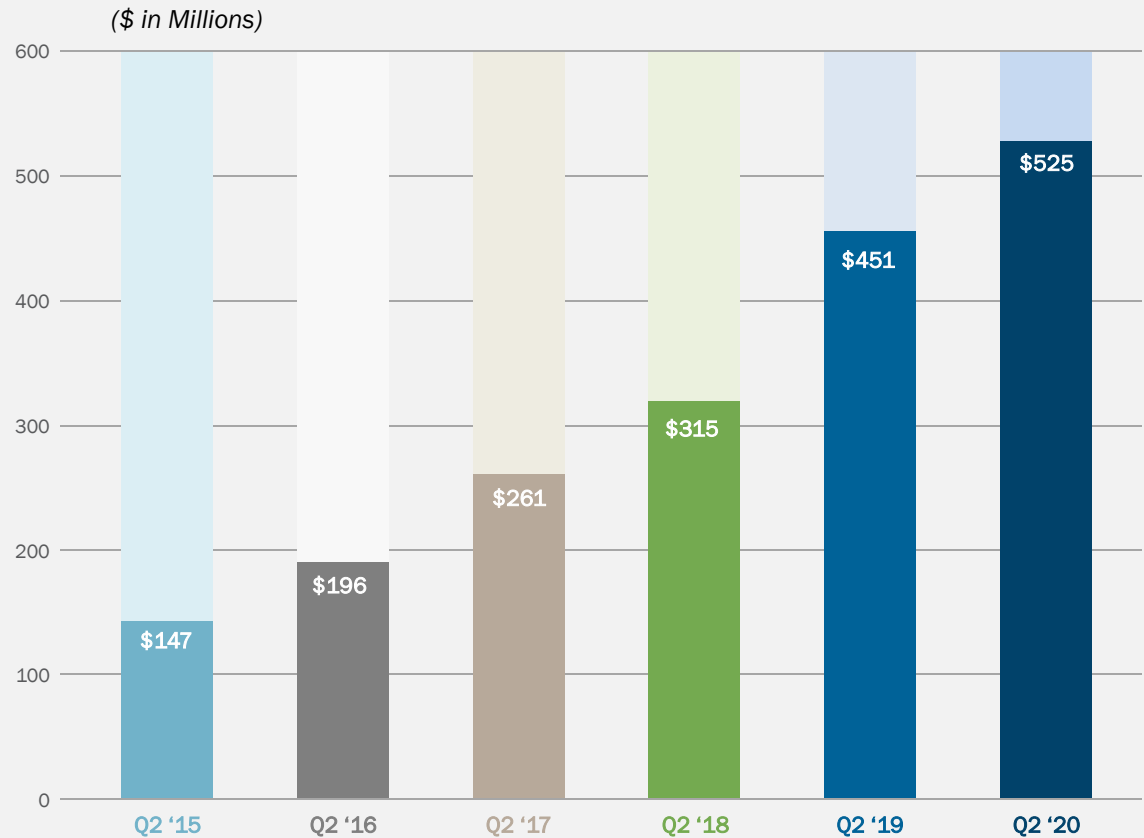
### 6. SCALABILITY

Use of NV5's Shared Services delivers up to a 10% savings for newly acquired companies.

## EXPANDING BACKLOG

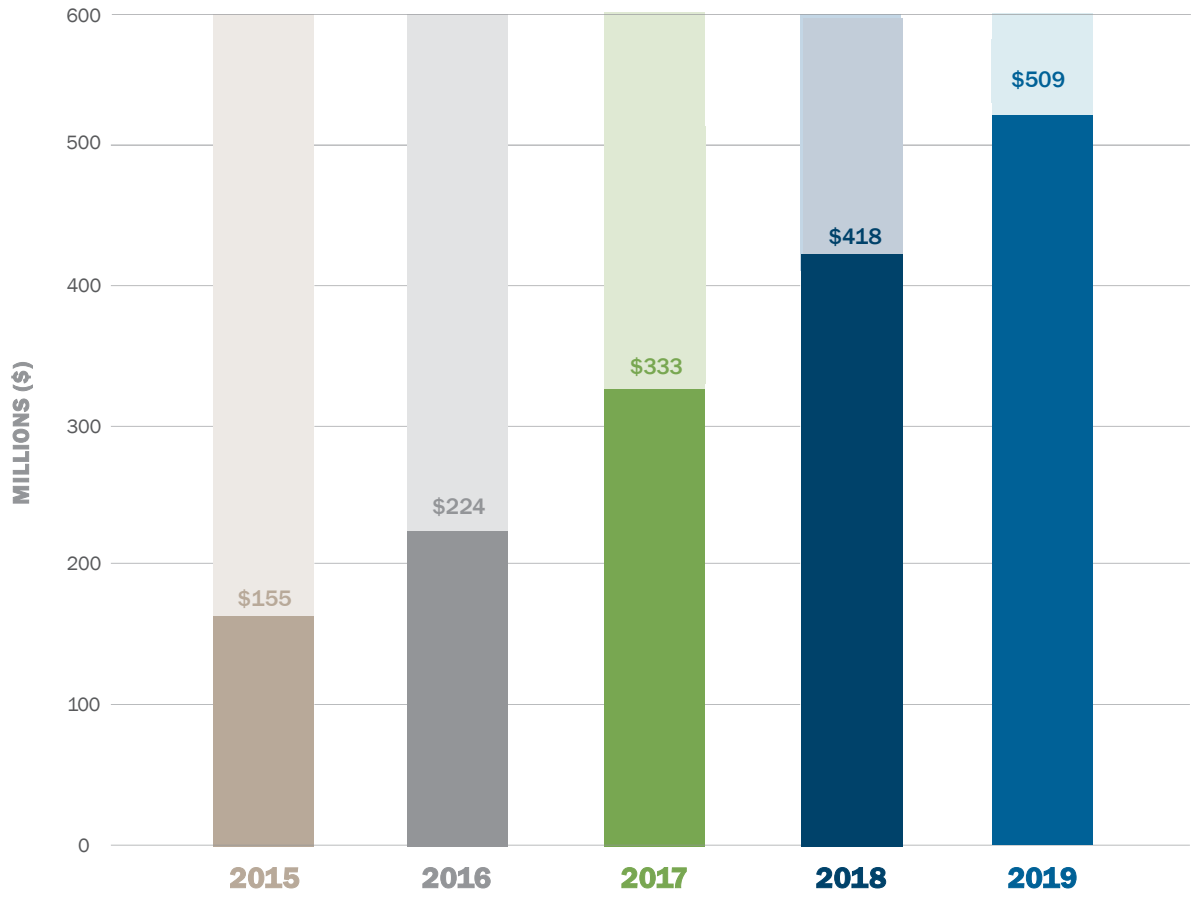
+16%  
Q2 20 vs. Q2 19

- Continued to secure key wins in Q2
- Strong pipeline
- Longer sales cycle for government and utilities contract execution
- Seasonality of federal and utility geospatial awards





## REVENUE GROWTH



► **2019 GROSS REVENUES**  
22% Growth YoY

## COMMON STOCK PERFORMANCE

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### Trading Data

NVEEU @ IPO = 1 COMMON SHARE & 1 WARRANT

**\$6.00**

(MAR 27, 2013)

MARKET CAP @ IPO

**\$25.2M**

(MAR 27, 2013)

### Valuation Measures (Common Stock)

NV5 COMMON

**\$59.33**

(May 7, 2020)

MARKET CAP

**\$766.9M**

(May 7, 2020)

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**Net Gain**

**\$53.33**

▶ **December 20, 2018**

Received Senior Credit Facility from Bank of America for up to \$225 million

▶ **August 13, 2018**

\$100.3 million public offering accretively added ~1.3 million shares and working capital for acquisitions.

(Book-Running Manager: ROTH Capital Partners and BofA Merrill Lynch acted as joint book-running Managers)

▶ **May 18, 2016**

\$51.3 million public offering accretively added ~1.9 million shares and working capital for acquisitions.

(Book-Running Manager: ROTH Capital Partners; Co-Manager: Seaport Global Securities)

▶ **May 28, 2015**

\$32.1 million public offering accretively added ~1.6 million shares and working capital for acquisitions.

(Book-Running Manager: ROTH Capital Partners)

▶ **February 5, 2015**

Successful warrant redemption.

NV5 redeemed 99% of outstanding public warrants



**NV5 INSIGHTS**



**NV5**

## WE CULTIVATE EQUITY PARTNERSHIPS

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### **Partner**

We promote NV5 share ownership deep within the organization.

### **Grow**

We motivate acquired firms to organically grow all of our service offerings.

### **Engage**

We stay in direct contact with key employees and offer direct access to ownership and leadership.





## SUCCESSFUL COMPANIES CHOOSE NV5 FOR THEIR FUTURE

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### OPPORTUNITY

We are a Flat Organization  
with Upward Mobility.



### PARTNERS

A Firm of Inclusion: Our  
Employees Succeed as Our  
Firm Succeeds.

### ENTREPRENEURIAL

Demonstrated Ability for  
Continued Growth.



### FINANCIAL SUCCESS

Proven Ability to  
Achieve Well-Above  
Industry Performance.



## INDUSTRY OUTLOOK: DEMAND, STABILITY, CONTINUITY

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### DEMAND

Driven By Population Growth.



### LONG-TERM INDUSTRY NEEDS

Resilient Industry.



### CONTINUITY

Historic Financial Returns  
Since NV5's Inception.



N|V|5

## THANK YOU

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