

Investor Presentation

**Beyond Engineering** 

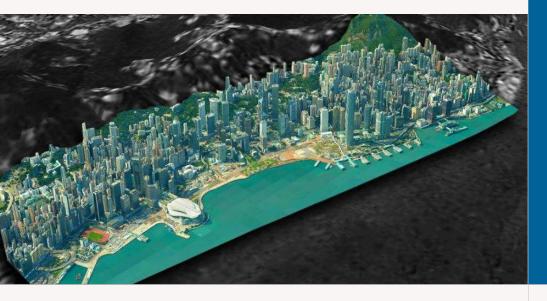


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This presentation includes, and our officers and representatives may from time to time make, certain estimates and other forward-looking statements within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act 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 30, 2023. 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.



# A Leading Provider of Technology, Conformity Assessment & Consulting Solutions



Broad Diversification of Clients Globally Providing Stability

Global Headquarters in Hollywood, FL

Specializing in Tech-Enabled Solutions to Meet Global Infrastructure Demand

Focus on Mandated, Infrastructure Services

5,000 Employees in Over 100 Global Locations

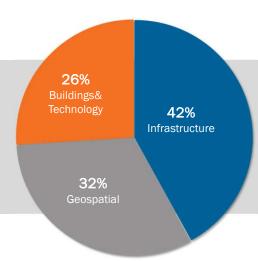


#24 - Top 500 Design Firms #14 - Top 100 Pure Design Firms



#20 - 2023 MEP Giants

#10 - 2023 Commissioning Giants



# \$1B Gross Revenue Projection for 2025

(Figures are only a representation of projections and should not be considered guidance by NV5)

16-18%

2025 Projected EBITDA Margin (on gross revenues)

6-10% 2025 Projected Organic Growth \$1.7B Market Cap

16.2M

Average Shares Outstanding

# TECHNICAL & LICENSED PROFESSIONAL STAFF

5,000 FTEs

25 - 30 Yrs Average Employee Age 7 - 10 Yrs Employee Tenure

Certified Specialists in All Disciplines

#### **Licensed Engineers**

- Civil
- Mechanical
- Electrical
- Geotechnical
- Structural
- Environmental

**Licensed Surveyors** 

**Geologists** 

Audiovisual/Technology Designers

Energy Efficiency & Sustainability Experts

Geospatial Data Analysts

**Environmental Scientists** 

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# Four Pillars Driving Growth & Margins That Exceed the Industry Average

# High-Growth, Mandated Segment Focus

Increased Market Share from Competitors

Data Centers

**Utility Services** 

Infrastructure Focus

Geospatial Data Acquisition & Analysis

### High-Margin Technology Offerings

Terrestrial & Oceanographic Geospatial Lidar, Imaging & Data Analytics

Electrical Grid Reliability & Efficiency

Subscription-Based Geospatial Software

Data Center Engineering & Commissioning

Subscription-Based Energy Efficiency

# Mergers & Acquisitions

Selective

Strengthens Platform

High-Barrier of Entry Sectors

Technology Focus

# Scale & Synergy

Integration of Acquisitions
Unified NV5 Brand & Shared Services Scale

Cross-Selling Across Verticals Increased Margins of Work Brought In-House Expanded Client Relationships Employee Inclusion Across All Verticals

Technology Investments/ Resource Sharing
Offshoring Analytics & Design for Margin Improvement
Resources Sharing Improves Utilization & Capabilities
Adaptability & Continuity of Operations

NV5



# INDUSTRY OUTLOOK

Macroeconomic Factors
Driving Sustainable Growth



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GROWING WORLD POPULATION.

AGING INFRASTRUCTURE.

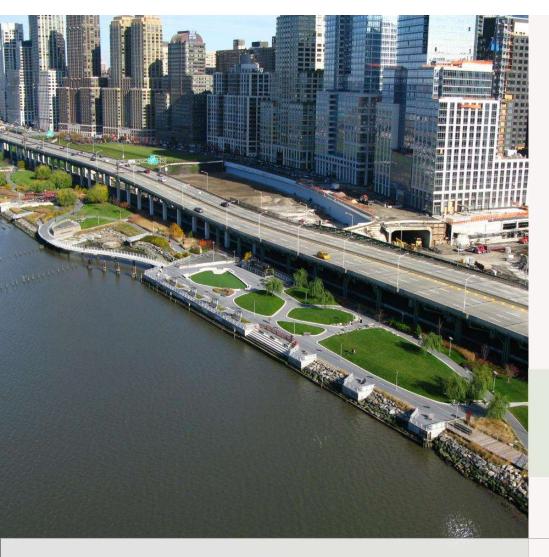
LIMITED RESOURCES.

# 1 Billion

Annual World Population Growth Every 12 Years

NV5 delivers transformative solutions for tomorrow's challenges through essential technology & innovation to meet growing demands.

40% increase in energy demands, over a shorter timeframe



ACHIEVING DEVELOPMENT & SUSTAINABILITY GOALS.

UPGRADING TRANSPORT & WATER INFRASTRUCTURE.

ADDRESSING AGING INFRASTRUCTURE & POPULATION SHIFT.

# \$6.9 Trillion

Annual Infrastructure Investment

NV5 shapes tomorrow's landscape through designing and implementing resilient and sustainable infrastructure to accommodate a growing population.



ENSURING DATA INTEGRITY AND ACCESSIBILITY.

ENHANCING DATA CENTER RELIABILITY.

MINIMIZING CYBERSECURITY VULNERABILITIES.

337,080 PB

(Petabytes)

World's Daily Data Creation

NV5 pioneers solutions that support cloud service providers and technology giants to meet AI and global tech adoption demands.



UPDATING AGING GRID.

IMPROVING SERVICE RELIABILITY.

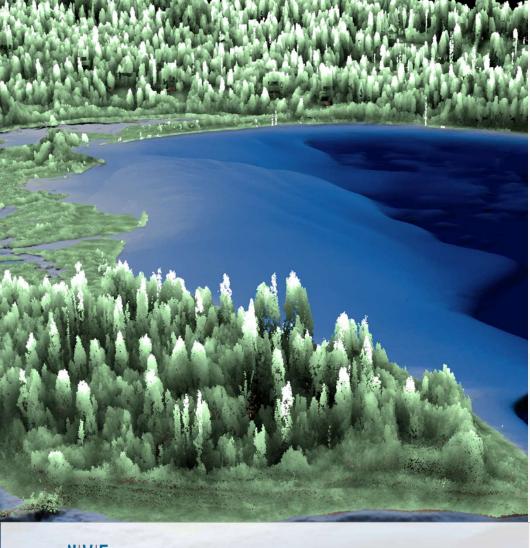
MITIGATING SAFETY AND FIRE RISKS.

# 47,300 GW-miles

(Gigawatt)

New Electrical Transmission Capacity by 2035 (2023 Capacity ~150,000 GW-miles)

NV5 powers progress through tech-enabled proprietary solutions to meet the growing demand for reliable, efficient, and safe energy.



GROWING DEPENDENCE ON GEOSPATIAL DATA.
ENHANCING DATA ACCURACY AND PRECISION.
MINIMIZING ENVIRONMENTAL IMPACT.

# 20 Million People

at Risk in U.S. from Rising Sea Levels by 2030

NV5 is a leading geospatial technology provider, delivering critical data and software solutions for asset management and natural & water resources.

Geospatial data is integral to shoreline measurement and shoreline erosion monitoring



# DELIVERING RESULTS

Through Sector Diversification & Integrated Delivery Platform



### COMMON STOCK PERFORMANCE

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1120		uala
1144	IIII	Dutu

NVEEU @ IPO = 1 COMMON SHARE & 1 WARRANT

\$1.50

(MAR 27, 2013)

MARKET CAP @ IPO

\$25.2M

(MAR 27, 2013)

Valuation Measures (Common Stock)

**NV5 COMMON** 

\$23.35

(November 11, 2024)

\$1.5B

MARKET CAP
(November 11, 2024)

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**Net Gain** 

\$21.85

#### March 15, 2021

\$150 million public offering accretively added ~1.6 million shares and working capital for acquisitions. (Book-Running Manager: ROTH Capital Partners and BofA Merrill Lynch acted as joint book-running Managers)

#### 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  $\sim$ 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  $\sim 1.6$  million shares and working capital for acquisitions. (Book-Running Manager: ROTH Capital Partners)

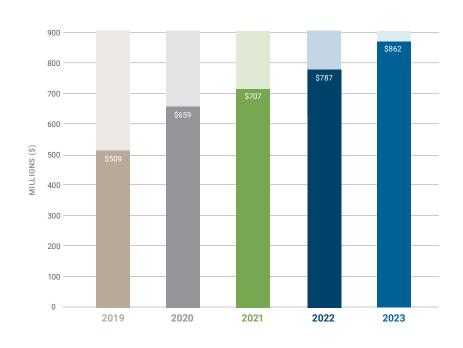
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## REVENUE GROWTH & PROFITABILITY EXCEEDING INDUSTRY AVERAGE



2023 GROSS REVENUES

\$862 MILLION

2023 ADJUSTED EBITDA MARGIN

16.0%

(On Gross Revenues)









# \$1 Billion

### Gross Revenue Run Rate by End of 2024

Higher Margins Driven by Platform Scalability & High-Margin Services

Compliance, Technology & Engineering Model

#### **Target Continued Organic Growth**

- 1. Expand International Footprint
- 2. Introduce New Services
- 3. Support Domestic Platform

#### Strategic Acquisition Approach

- 1. Strengthen Core Verticals
- 2. Expand High-Margin Technology & Compliance Services

# INTEGRATED DELIVERY PLATFORM



#### Infrastructure

Civil design, program management, and surveying services to support the safety and reliability of the nation's transportation, water, and other infrastructure



# Construction Quality Assurance

Geotechnical engineering, materials testing, third-party construction inspection & plan review, and forensics engineering to identify defects during planning, construction, or operation of infrastructure and buildings



#### **Utility Services**

Services to support the safety and reliability of energy transmission and distribution, including fire mitigation, design of underground power lines, LNG conversion, and geospatial asset and vegetation management



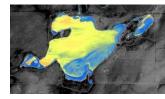
#### Buildings & Technology

Design and monitoring of building systems to enhance the comfort, energy efficiency, and performance of facilities, including MEP & technology design, clean energy conversion, intelligent building systems, and owner representation



# Environmental Health Sciences

Environmental risk management consulting solutions to assess environmental risk factors and adhere to local, state, and federal regulatory requirements during business operations and as due diligence for real estate transactions



#### Geospatial

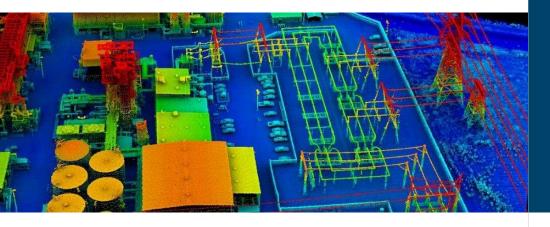
Geospatial data acquisition, data analytics, and subscription-based software solutions to deliver actionable lidar, sonar, and imagery data to support utility asset management, natural and water resources management, and defense and intelligence applications

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# **GEOSPATIAL**

# The nation's leading provider of geospatial data solutions.

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



# Geospatial by the Numbers

\$21.6 Billion 2024 Total Addressable Market ("TAM")1

46% 2016A-2019E Adj. EBITDA CAGR

360 Active Clients with Multi-Year Tenure

All 50 States + BC Geographic Breadth of Solutions Delivered

~600 Geospatial, Data Science, & Technology Professionals

96% Annual Recurring Revenue<sup>2</sup>

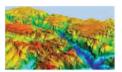
- 1. Source: 2018 LEK Consulting Report. Total Addressable Market for six of the geospatial use cases that are core to QSI's current business and thre growth use cases in which NV5 Geospatial has already demonstrated its solutions.
- 2.Reoccurring revenue defined as the percentage of 2019 revenue from clients that have been NV5 clients for 2+ years





### **Data Collection**

#### **LiDAR**



Topographic LiDAR



Topobathymetric LiDAR

### Imagery



Nadir Imagery



Oblique Imagery

### Multispectral Imagery



Thermal Imagery



Hyperspectral Imagery

# Fully-Scalable, Proprietary Software & Analytic Solutions

Autonomous Solutions

Proprietary Algorithms

Subscription Software

Predictive Modeling

Automated Enrichment

Cloud-Based Data Engagement

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# **GEOSPATIAL**

### Building a Leading World-Class Remote Sensing Platform

2017

### skyscene

Recognizing the growing demand for geospatial LiDAR, imagery, and remote sensing applications, NV5 acquires Skyscene and enters the geospatial sector providing low-altitude data acquisition using unmanned aerial vehicles

2019



Through the acquisition of Quantum Spatial, NV5 becomes the nation's leading provider of geospatial data analytics and enters the high-altitude data acquisition field, serving utilities and federal, state, and local governments

2021

### geodynamics c

With its acquisition of Geodynamics, NV5 gains in-house capability to deliver on-shore, nearshore, and full-ocean depth LiDAR, topobathy, and sonar for the federal government and offshore wind applications 2022



By acquiring GEO1, NV5 expands low to medium altitude remote sensor offerings, multiple sensor integrations, and proprietary pole top inspection capabilities to grow asset inspection, vegetation encroachment, and wildfire risk mitigation for utilities

2023





NV5 becomes a leader in proprietary software applications, enhances its portfolio with the world's leading software platforms and strengthens ties with the federal government in defense and intelligence sectors.

2024



Responding to the increasing demand for geospatial solutions, NV5 acquires GIS Solutions, Inc., experts in creating web-enabled geospatial database applications to support state transportation and utility departments.

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# SUSTAINABLE INFRASTRUCTURE

# Using advanced technology to create sustainable solutions.

Offering end-to-end infrastructure services, from planning to construction for private and public clients, driving transformative community impact.



# Infrastructure in 2024

**CHW Acquisition** densifies service offerings in Florida, home to four of the nation's top five fastest-growing metro areas.

**Real Estate Transaction Services** sees dynamic growth, with 14% organic rise, steady rates, and high demand.

**\$80 Million** awarded to California infrastructure group, with \$65 million related to transportation; national trend across agencies.

**Continued Growth** driven by utility electrical grid hardening investments; increase in natural gas design services for distribution infrastructure improvement.



# Tech-Enabled Engineering & Proprietary Engineering Services

# Electrical Transmission & Distribution

Specialized Undergrounding Design Methodologies

Geospatial Survey & Siting

Geospatial Asset & Vegetation Management

Remote Inspection

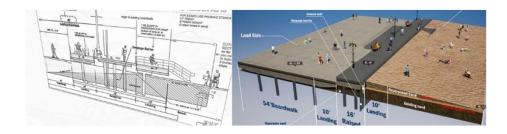
#### Visualization

Asset Management

Engineering Design to Mitigate Sea Level Rise

Grid Hardening

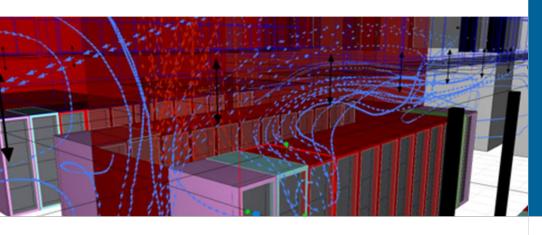
### 2D Drawing to 3D Visualization Conversion



# DATA CENTERS

# Always Reliable. Always Dependable.

Providing outstanding engineering services, ensuring reliability and dependability for critical business assets in the data center and mission critical sector.



# Leading Provider of Engineering Services for Data Centers

27% Organic Growth in Q1 2024 vs. Q1 2023

Working with Majority of Hyperscalers

**Building Teams** in Existing Locations

**Expanding** in High-Growth Geographies

**Reducing Data Center Electrical Demand** through Energy Efficiency & Clean Energy Offerings



# Tech-Enabled Engineering & Proprietary Engineering Services

#### Al Data Center Environmental Design

Ideal AI computing environment through airflow and cooling design

Unlock captured data center power load through energy efficiency

Electrical utility delivery for high density data centers

#### A Trusted Partner

NV5 stands as a trusted partner amid the Al-driven transformation led by cloud providers and tech giants.

Our commitment goes beyond technology, focusing on trust and reliability. We recognize the critical role of data centers and mission-critical facilities, ensuring uninterrupted functionality and safeguarding clients' assets throughout the digital evolution.

### A CLOSER LOOK

### Success of NV5's Proven Business Model

- 1. NV5 History of Profitability
- 2. 40 Years of Success as a Consolidator of Engineering Firms
- 3. Strong Free Cash Flows
- 4. Strategy for Acquisitions
- 5. Integration with Improvement
  - For Target & NV5
  - Profitability & Organic Growth
- 6. Low Leverage

  Acquisitions Out of NV5 Profitability
- 7. Scalable Support Services

### **GROWTH & GUIDANCE**

\$939M - \$943M

2024 GROSS REVENUES GUIDANCE



\$0.48 - \$0.54

2024 ADJUSTED EPS GUIDANCE

\$1.15 - \$1.19

2024 ADJUSTED EPS GUIDANCE



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