



# Public Company Report | US Q1 2022 | AEC

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# Executive Summary



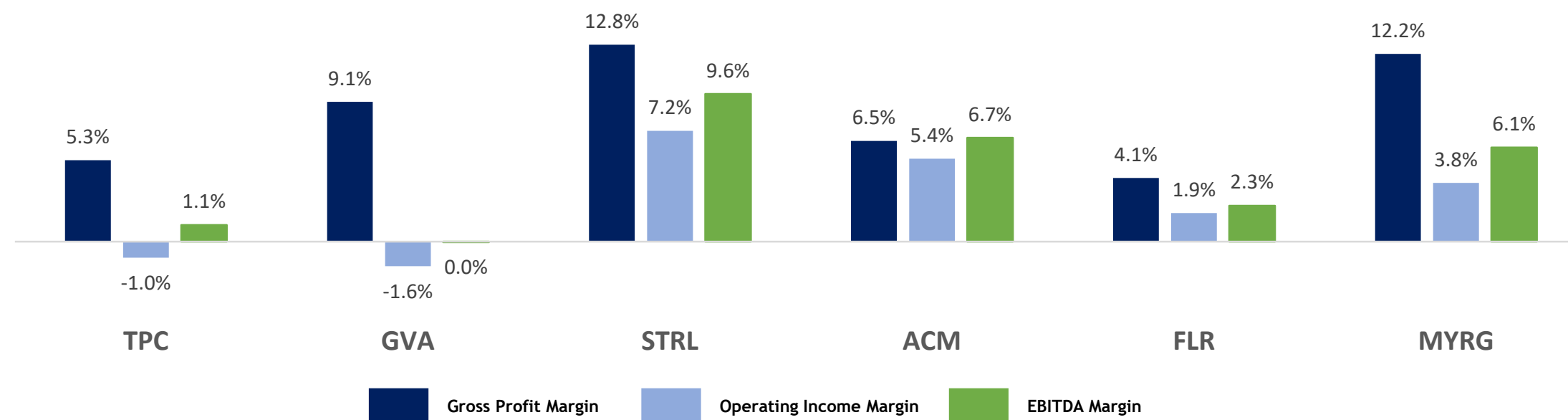
This report conveys publicly available financial information for six public companies, including Tutor Perini Corporation, Granite Construction Inc., Sterling Construction Co., AECOM, Fluor Corporation, and MYR Group Inc. From the Companies reviewed it was observed that:

- 5 of 6 companies posted decreased revenues from Q4 2021 to Q1 2022. Sterling Construction Company, Inc. was the only one to post positive revenue growth for Q1 2022 at 2.2%, with Granite Construction posting the largest revenue decrease at 19.9% from the previous quarter.
- The operating income margin averaged 2.6% across the 6 companies, with a range of 7.2% (STRL) to -1.6% (GVA). 4 of 6 companies posted positive operating income margins.
- EBITDA multiples averaged 4.3x across the 6 companies, with a range of 9.6x (STRL) to 0x (GVA).
- 3 of 6 companies saw positive cash flow from operations, with Tutor Perini posting highest Q1 2022 cash flow from operations at 120.75M. Fluor recorded the lowest cash flow from operations at negative 188M.
- Impacts from COVID-19, the war in Ukraine, supply chain, and labor continue to be industry movers discussed by executives in the Q1 2022 earnings reports.

# Company Comparison



	<b>Tutor Perini</b> CORPORATION	<b>GRANITE</b>	<b>Sterling</b> Construction Company, Inc.	<b>AECOM</b>	<b>FLUOR</b>	<b>MYR</b> GROUP
<u>Operating Metrics*</u>						
Revenue	952,150	547,590	410,320	3,210,000	3,120,000	636,620
Gross Profit Margin	5.3%	9.1%	12.8%	6.5%	4.1%	12.2%
Operating Income Margin	-1.0%	-1.6%	7.2%	5.4%	1.9%	3.8%
EBITDA Margin	1.1%	0.0%	9.6%	6.7%	2.3%	6.1%
Cash Flow From Operations	120,750	(50,180)	19,180	(1,630)	(188,000)	21,470
<u>Trading Metrics**</u>						
Enterprise Value	1,622,025	1,761,997	1,060,990	11,345,064	1,996,001	195,153
Market Cap.	762,735	1,738,117	666,730	9,406,814	2,745,031	251,753
Enterprise Value-To-Revenue	0.35	0.59	0.67	0.85	0.16	0.08
Enterprise Value-To-EBITDA	4.70	14.32	8.02	14.01	7.59	1.21
Price-To-Book	0.46	1.75	1.85	3.32	1.75	0.48



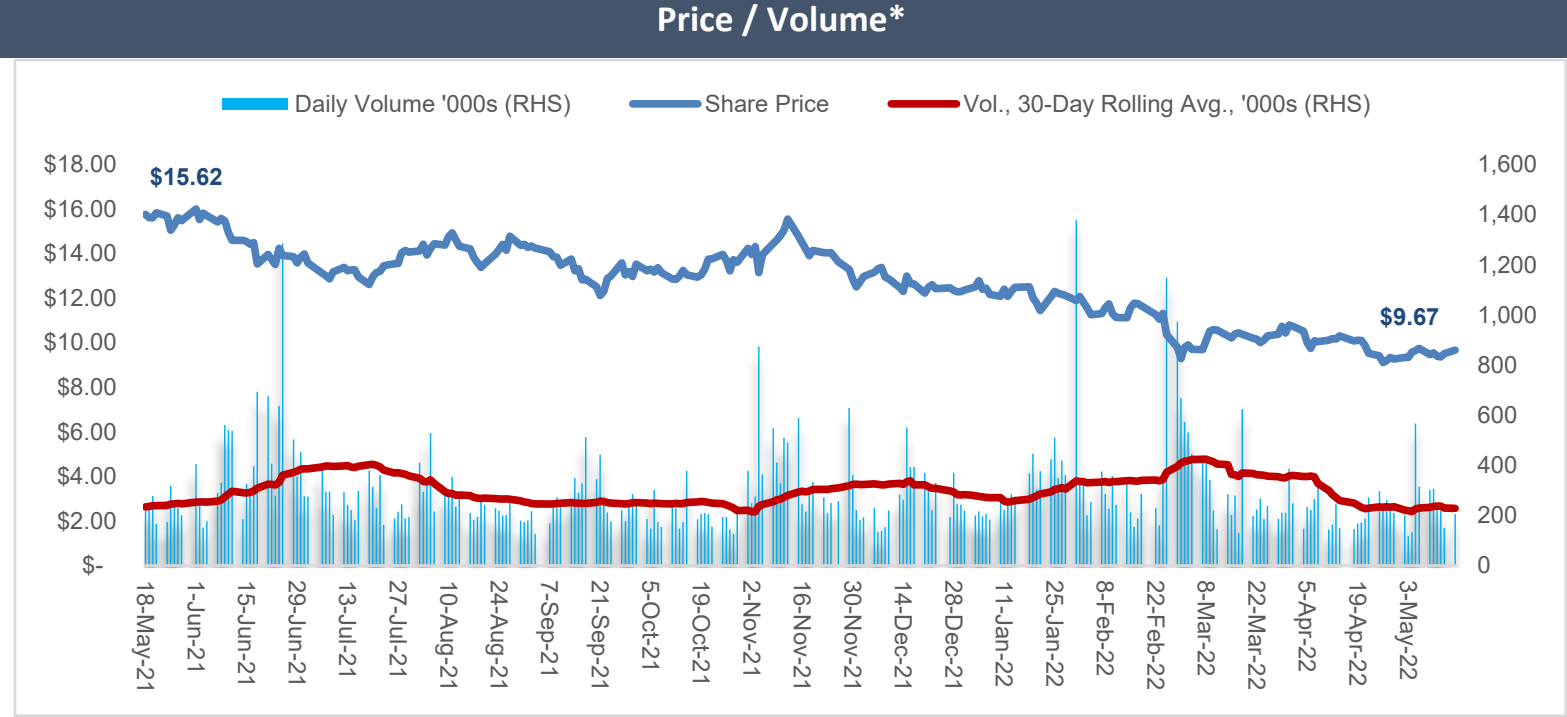
\* Operating Metrics based on 3/31/2022 data  
 \*\* Trading Metrics based on 30 day average as of 12/31/2021

# Company Snapshot

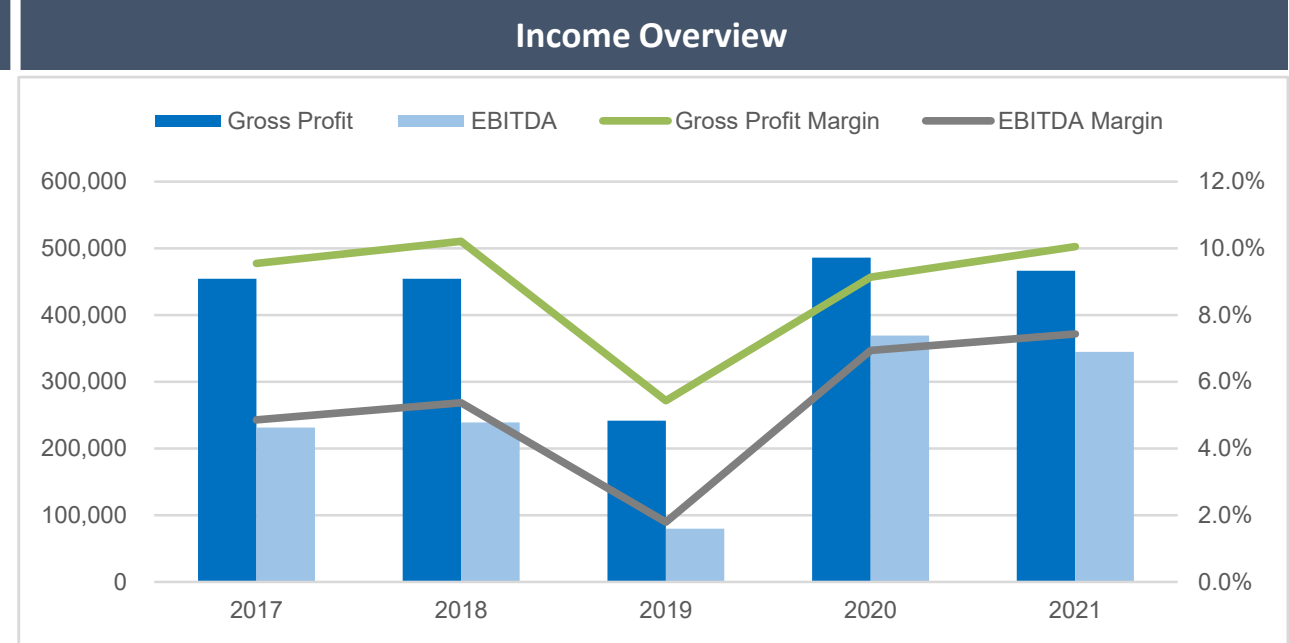


Tutor Perini Corporation, a construction company, provides diversified general contracting, construction management, and design-build services to private customers and public agencies worldwide. It operates through three segments: Civil, Building, and Specialty Contractors.

Valuation	
30-Day Avg. Share Price	10.02
52-Week High	16.70
52-Week Low	9.11
Market Cap	762,735
Total Debt	1,051,890
Noncontrolling Interest	18,800
Total Cash	211,400
Enterprise Value	1,622,025
Goodwill & Intangibles	290,210
Tangible Book Value	1,379,790



Valuation Multiples	2017	2018	2019	2020	2021
Enterprise Value / Revenue	0.39	0.35	0.32	0.23	0.35
Enterprise Value / EBITDA	8.04	6.56	18.04	3.24	4.70
Enterprise Value / EBIT	10.37	8.17	97.05	4.57	7.15
Price / Earnings	8.97	11.36	-2.00	5.32	8.30
Price / Book Value	0.78	0.53	0.54	0.37	0.46
Price / Tangible Book Value	1.30	0.85	0.72	0.48	0.55

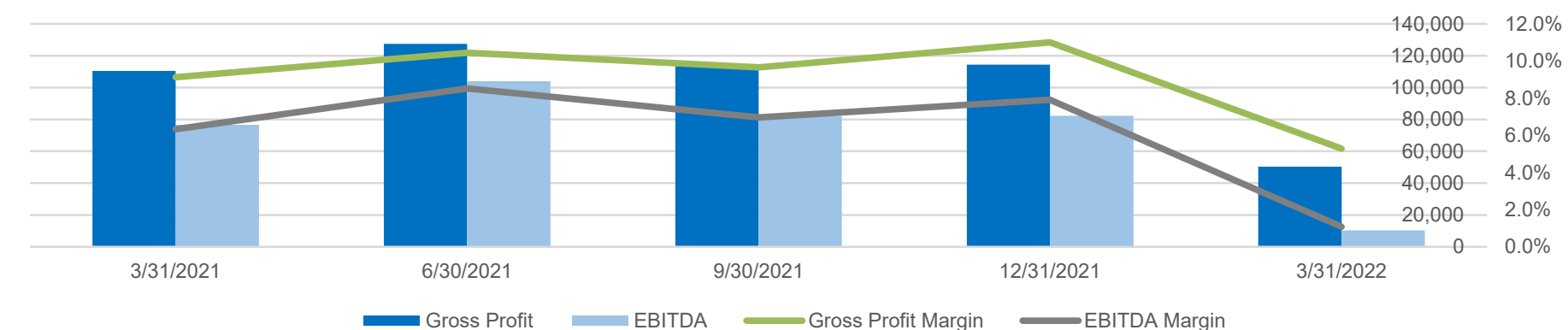


\*Data as of 5/17/2022

# Q1 2022 | TPC



## Income Overview – Quarterly



Financial Statements	3/31/2021	6/30/2021	9/30/2021	12/31/2021	3/31/2022
<b>Income Statement</b>					
Sales/Revenue	1,210,000	1,220,000	1,180,000	1,040,000	952,150
Sales Growth	0.0%	1.0%	-3.4%	-12.0%	-8.2%
Net Income	16,030	31,170	15,390	29,330	-21,630
Net Income Growth	0.0%	94.4%	-50.6%	90.5%	-173.8%
EPS (Basic)	0.31	0.61	0.30	0.57	-0.42
EPS (Basic) Growth	0.0%	94.1%	-50.7%	90.5%	-173.7%
EBITDA	76,580	104,010	82,150	82,290	10,330
EBITDA Growth	0.0%	35.8%	-21.0%	0.2%	-87.5%
<b>Balance Sheet</b>					
Total Assets	4,950,000	4,890,000	4,830,000	4,720,000	4,790,000
Total Assets Growth	0.0%	-1.1%	-1.3%	-2.1%	1.4%
Total Liabilities	3,370,000	3,280,000	3,200,000	3,050,000	3,150,000
Total Liabilities / Total Assets	0.68	0.67	0.66	0.65	0.66
<b>Cash Flow</b>					
Net Operating Cash Flow	(46,700)	(84,600)	(21,320)	4,160	120,750
Net Operating Cash Flow Growth	0.0%	-81.1%	74.8%	119.5%	2799.8%
Net Operating Cash Flow / Sales	-3.9%	-6.9%	-1.8%	0.4%	12.7%
Net Investing Cash Flow	(1,420)	(17,420)	(5,190)	(6,320)	(10,910)
Net Investing Cash Flow Growth	0.0%	-1128.4%	70.2%	-21.7%	-72.7%
Net Investing Cash Flow / Sales	-0.1%	-1.4%	-0.4%	-0.6%	-1.2%
Free Cash Flow	(56,540)	(93,620)	(29,620)	(7,270)	108,720
Free Cash Flow Growth	0.0%	-65.6%	68.4%	75.5%	1595.9%
Free Cash Flow Yield	0.0%	0.0%	0.0%	0.0%	-2944.0%

## Recent News & 1Q 2022 Conference Call Notes

### Recent News

- **May 17, 2022** – Tutor Perini's (NYSE:TPC), Guam-based subsidiary, Black Construction, received a \$83.7M firm-fixed-price contract by the Naval Facilities Engineering Systems Command, Pacific District, for design and construction of wharf improvements at Naval Base Guam.
- **Feb. 28, 2022** - Subsidiary, Frontier-Kemper Constructors ("Frontier-Kemper"), has been awarded a contract valued at approximately CAD \$341 million (USD \$267 million) by FortisBC Energy, Inc. for the tunnel component of the Eagle Mountain - Woodfibre Gas Pipeline project.

### Conference Call Notes

- Revenue for the first quarter for 2022 was \$1 billion down from \$1.2 billion, for the same quarter of last year. Civil segment revenue for the first quarter was \$391 million compared to \$476 million for the comparable prior-year quarter. Building segment revenue was \$331 million compared to \$407 million for the first quarter of last year. Specialty contractor revenue was \$231 million compared to \$325 million.
- Backlog stands at \$8.3 billion demand for services, and [TPC] preparing to bid and hopefully win a majority share of various large new civil projects
- New awards this year mostly come in the civil and building segments and the most significant first-quarter awards included the \$260 million Eagle Mountain Wood fire gas pipeline in British Columbia, Canada, and a \$121 of additional work for mass-transit, California high-speed rail project.

# Company Snapshot



# FLUOR®

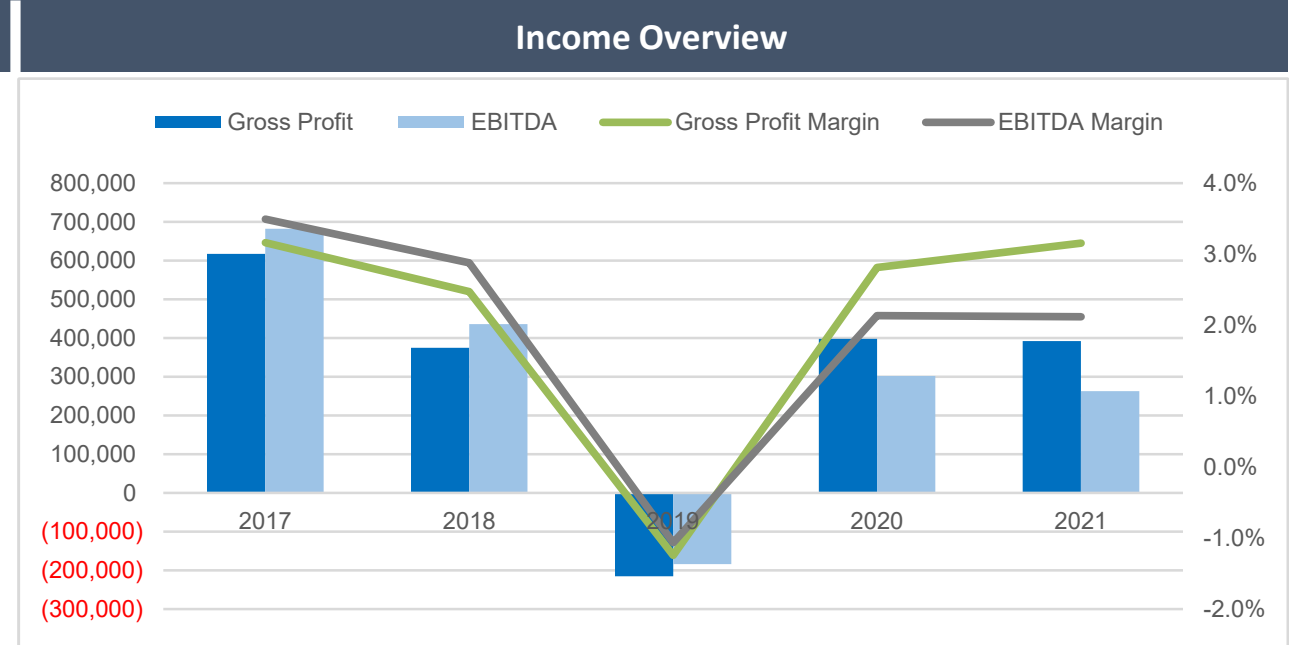
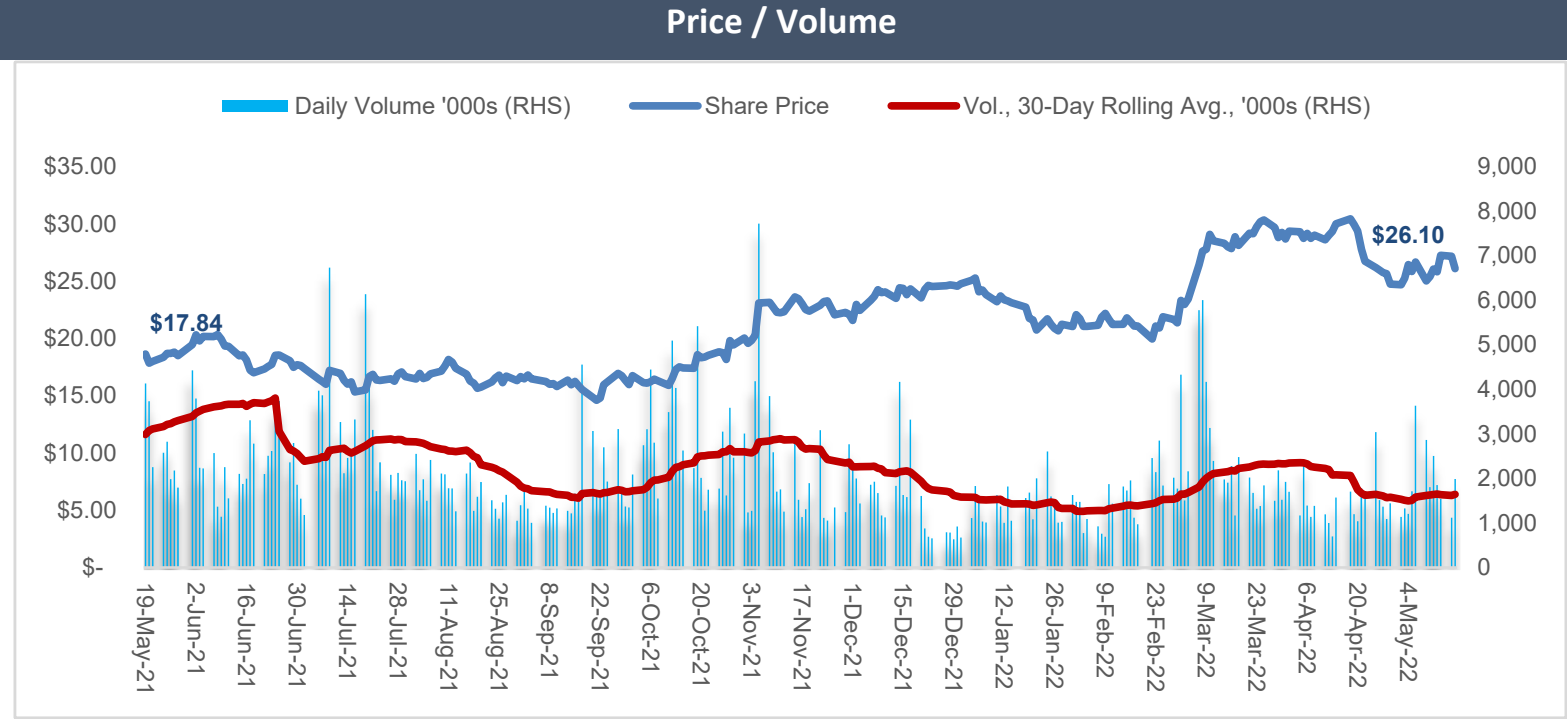
Fluor Corporation provides engineering, procurement, and construction (EPC); fabrication and modularization; operation and maintenance; asset integrity; and project management services worldwide. It operates through four segments: Energy Solutions, Urban Solutions, Mission Solutions, and Other.

**Employees** 40,582

**Founded** 1912

Valuation	
30-Day Avg. Share Price	27.23
52-Week High	30.44
52-Week Low	14.60
Market Cap	2,745,031
Total Debt	1,286,740
Noncontrolling Interest	174,230
Total Cash	2,210,000
Enterprise Value	1,996,001
Goodwill & Intangibles	1,570,000
Tangible Book Value	206,510

Valuation Multiples	2017	2018	2019	2020	2021
Enterprise Value / Revenue	0.30	0.46	0.22	0.11	0.16
Enterprise Value / EBITDA	8.46	16.01	-20.98	5.37	7.59
Enterprise Value / EBIT	12.63	31.80	-10.90	8.25	10.58
Price / Earnings	30.31	752.20	-2.48	-21.76	-15.10
Price / Book Value	1.66	2.32	2.40	1.37	1.75
Price / Tangible Book Value	1.98	2.75	3.54	1.63	2.01



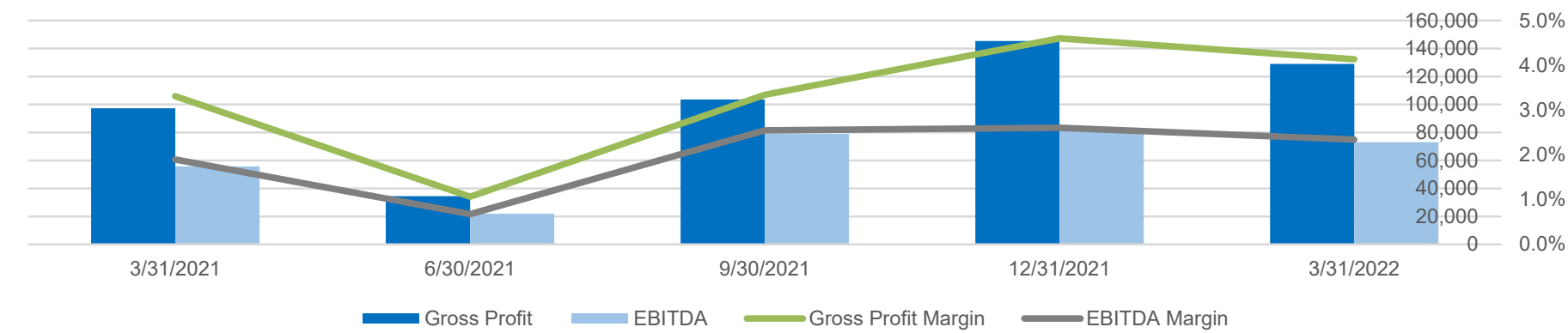
\*Data as of 5/17/2022



# Q1 2022 | FLR



## Income Overview – Quarterly



Financial Statements	3/31/2021	6/30/2021	9/30/2021	12/31/2021	3/31/2022
<b>Income Statement</b>					
Sales/Revenue	2,940,000	3,240,000	3,100,000	3,160,000	3,120,000
Sales Growth	0.0%	10.1%	-4.1%	1.7%	-1.1%
Net Income	-60,970	-6,670	46,730	-160,830	48,000
Net Income Growth	0.0%	89.1%	800.8%	-444.2%	129.9%
EPS (Basic)	-0.62	-0.67	0.22	-2.03	0.27
EPS (Basic) Growth	0.0%	-8.2%	132.5%	-1034.6%	113.2%
EBITDA	55,710	21,920	78,920	82,280	73,000
EBITDA Growth	0.0%	-60.7%	260.0%	4.3%	-11.3%
<b>Balance Sheet</b>					
Total Assets	7,020,000	7,860,000	7,260,000	7,280,000	6,490,000
Total Assets Growth	0.0%	11.9%	-7.6%	0.3%	-10.8%
Total Liabilities	5,780,000	6,090,000	5,410,000	5,710,000	4,850,000
Total Liabilities / Total Assets	0.82	0.77	0.75	0.78	0.75
<b>Cash Flow</b>					
Net Operating Cash Flow	(230,550)	76,680	(65,670)	243,380	(188,000)
Net Operating Cash Flow Growth	0.0%	133.3%	-185.7%	470.6%	-177.3%
Net Operating Cash Flow / Sales	-7.9%	2.4%	-2.1%	7.7%	-6.0%
Net Investing Cash Flow	(22,400)	128,390	30,590	(56,590)	(105,000)
Net Investing Cash Flow Growth	0.0%	673.1%	-76.2%	-285.0%	-85.5%
Net Investing Cash Flow / Sales	-0.8%	4.0%	1.0%	-1.8%	-3.4%
Free Cash Flow	(260,690)	60,540	(73,950)	222,860	(198,000)
Free Cash Flow Growth	0.0%	123.2%	-222.1%	401.4%	-188.9%
Free Cash Flow Yield	0.0%	0.0%	0.0%	0.0%	-201.0%

## Recent News & 1Q 2022 Conference Call Notes

### Recent News

- May 17, 2022**– Fluor falls sharply as government cancels a large \$28B Nuclear contract. National Nuclear Security Administration will rebid as separate contracts the management and operations of two large-footprint nuclear waste management sites in Texas and Tennessee after canceling a 10-year award made last year, worth up to \$28 billion, to Fluor.
- May 03, 2022**- Fluor (NYSE:FLR) was selected by the U.S. Army Corps of Engineers (USACE) Engineering and Support Center for a position on the Facility Repair & Renewal Multiple Award Task Order VI contract. The IDIQ contract has a combined value not to exceed \$450M during the 5-year period of performance.

### Conference Call Notes

- For the first quarter of 2022, revenue of \$3.1 billion was less than anticipated as we saw some impact from seasonality and COVID-related slowdowns.
- Q1 new awards for the quarter were \$1.9 billion, in line with expectations. Starting in Q2, Fluor is seeing a significant improvement in optimism and momentum from clients that will drive a significant upswing in new awards over the balance of 2022.
- Bookings were 120 bps above gross margin plan. In this quarter, Fluor was 470 points above expectations. Fluor remains confident that the '24 guidance of \$2.50 to \$2.90 per share set last year is achievable.
- Ending cash for the quarter was \$2.1 billion, with 24% of this amount domestically available. As a reminder, the rest of our cash is tied up in VIEs, and projects are in foreign accounts. Fluor anticipates cash to reach \$2.4 billion by the end of 2022.

# Company Snapshot



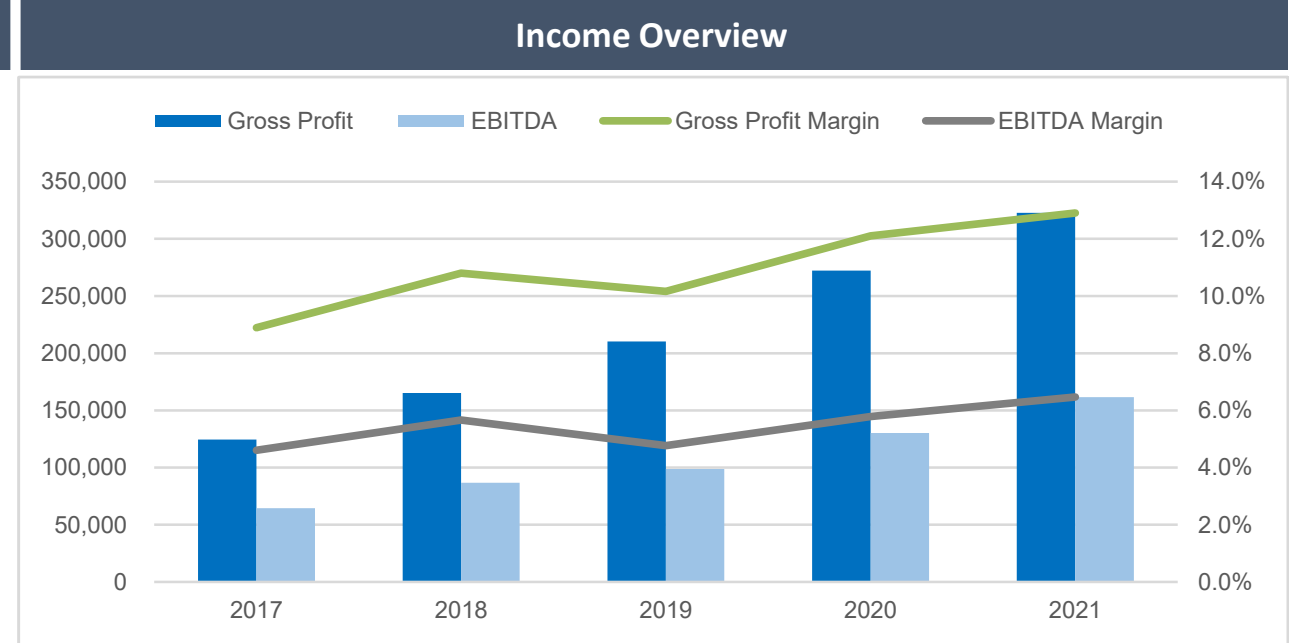
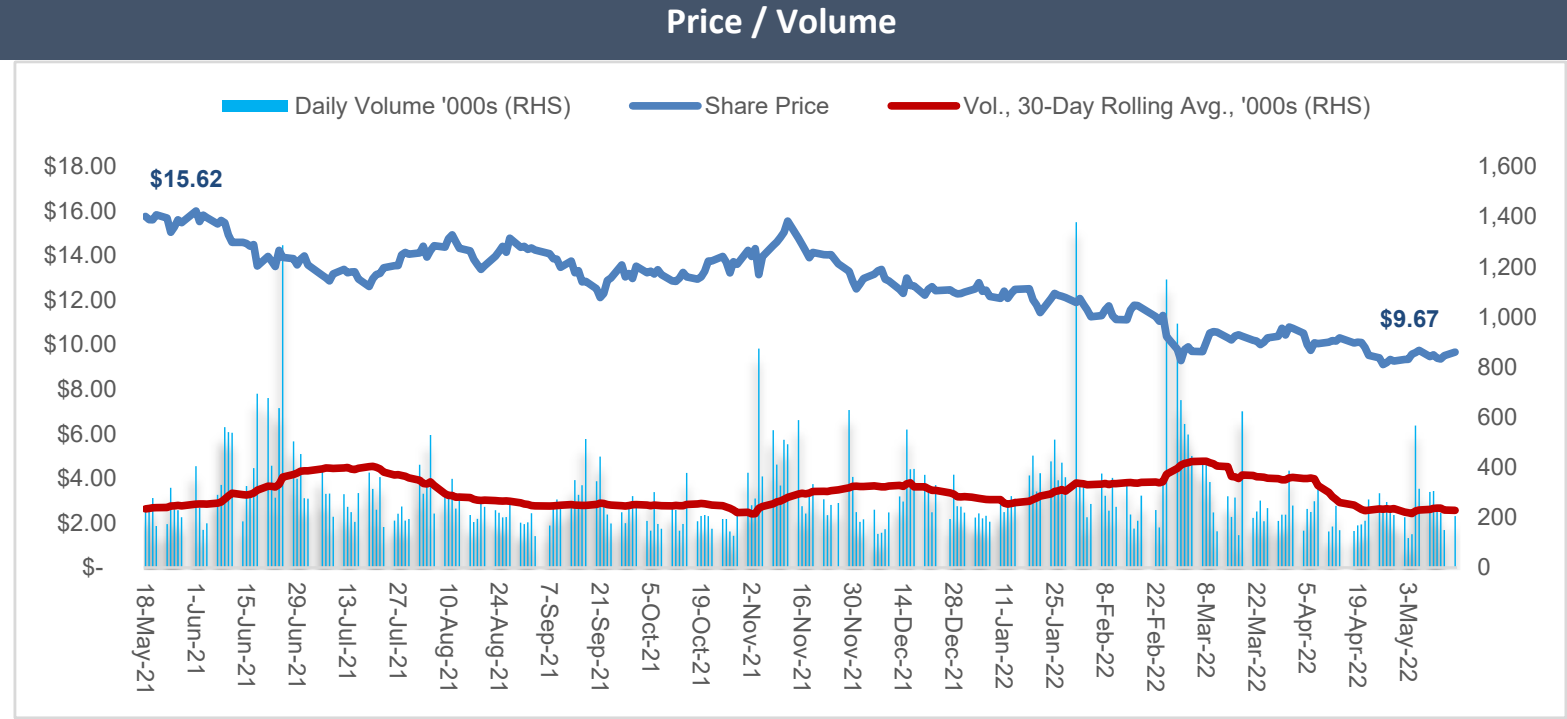
MYR Group Inc., through its subsidiaries, provides electrical construction services in the United States and Canada. It operates in two segments, Transmission and Distribution, and Commercial and Industrial.

**Employees** 7,600

**Founded** 1891

Valuation	
30-Day Avg. Share Price	9.73
52-Week High	16.01
52-Week Low	9.11
Market Cap	251,753
Total Debt	25,490
Noncontrolling Interest	0
Total Cash	82,090
Enterprise Value	195,153
Goodwill & Intangibles	519,100
Tangible Book Value	115,120

Valuation Multiples	2017	2018	2019	2020	2021
Enterprise Value / Revenue	0.37	0.27	0.21	0.10	0.08
Enterprise Value / EBITDA	7.95	4.83	4.40	1.68	1.21
Enterprise Value / EBIT	19.79	8.95	8.00	2.62	1.69
Price / Earnings	20.57	10.69	6.79	3.23	2.96
Price / Book Value	1.52	1.02	0.70	0.44	0.48
Price / Tangible Book Value	1.90	1.42	1.05	0.61	0.62

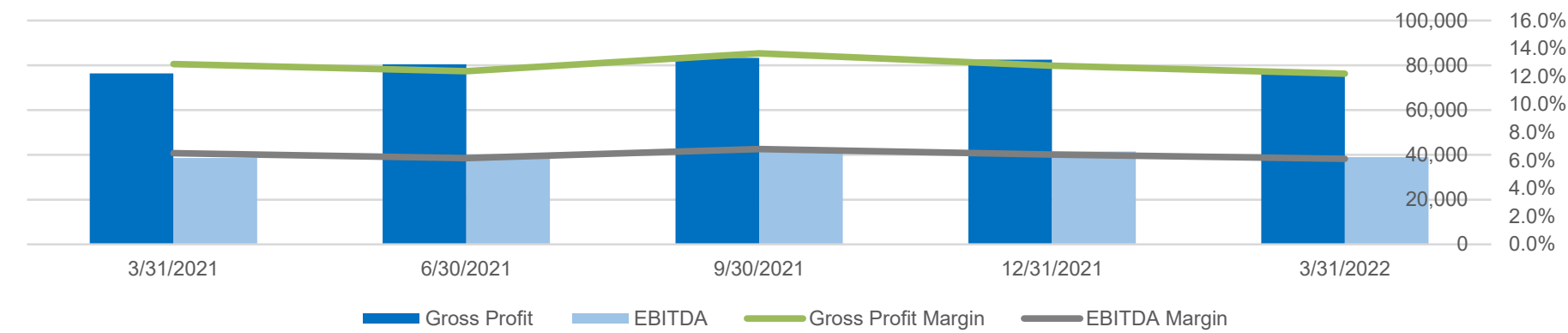


\*Data as of 5/17/2022

# Q1 2022 | MYRG



## Income Overview – Quarterly



Financial Statements	3/31/2021	6/30/2021	9/30/2021	12/31/2021	3/31/2022
<b>Income Statement</b>					
Sales/Revenue	592,490	649,570	610,180	646,050	636,620
Sales Growth	0.0%	9.6%	-6.1%	5.9%	-1.5%
Net Income	19,930	21,220	23,170	20,690	20,690
Net Income Growth	0.0%	6.5%	9.2%	-10.7%	0.0%
EPS (Basic)	1.19	1.26	1.37	1.23	1.22
EPS (Basic) Growth	0.0%	5.9%	9.1%	-10.7%	-0.3%
EBITDA	38,600	40,010	41,560	41,490	38,930
EBITDA Growth	0.0%	3.7%	3.9%	-0.2%	-6.2%
<b>Balance Sheet</b>					
Total Assets	1,020,000	1,050,000	1,060,000	1,150,000	1,210,000
Total Assets Growth	0.0%	3.1%	1.2%	7.8%	5.2%
Total Liabilities	570,780	579,200	567,650	627,280	669,300
Total Liabilities / Total Assets	0.56	0.55	0.53	0.55	0.56
<b>Cash Flow</b>					
Net Operating Cash Flow	59,390	29,170	19,650	29,010	21,470
Net Operating Cash Flow Growth	0.0%	-50.9%	-32.6%	47.6%	-26.0%
Net Operating Cash Flow / Sales	10.0%	4.5%	3.2%	4.5%	3.4%
Net Investing Cash Flow	(6,380)	(12,980)	(10,850)	(19,090)	(123,590)
Net Investing Cash Flow Growth	0.0%	-103.5%	16.4%	-75.9%	-547.5%
Net Investing Cash Flow / Sales	-1.1%	-2.0%	-1.8%	-3.0%	-19.4%
Free Cash Flow	52,360	15,210	7,950	9,350	7,430
Free Cash Flow Growth	0.0%	-71.0%	-47.7%	17.7%	-20.6%
Free Cash Flow Yield	0.0%	0.0%	0.0%	0.0%	447.0%

## Recent News & 1Q 2022 Conference Call Notes

### Recent News

- **May 4, 2022**– MYR (NASDAQ:MYRG) on Wednesday announced a new \$75M share repurchase program.
- **May 2, 2022**- announced the appointment of Ajoy H. Karna to the Company's Board of Directors, effective May 2, 2022.
- **Apr. 14, 2022**- Executed a contract with Con Edison Clean Energy Businesses, Inc. (ConEdison CEB) for the Timberland Solar Project located in Georgia. The project consists of 194MWdc/140MWac utility-scale photovoltaic (PV) solar development and new 345kV substation. The contract is valued in excess of \$100 million.

### Conference Call Notes

- First quarter 2022 revenues were \$636.6 million, representing an increase of \$44.1 million or 7.4% compared to the same period last year
- Slight decrease in gross margin was due to cost increases associated with supply chain disruptions and the impacts from the COVID-19 pandemic, some of which also caused labor and material inefficiencies on certain projects as well as inclement weather experienced on certain projects. These margin decreases were partially offset by favorable job closeouts and net favorable change order adjustments on certain projects.
- First quarter results included net income of \$20.7 million, along with increases in revenues and gross profit as compared to the same period of 2021. Backlog at the end of the first quarter was \$2.4 billion, reflecting ongoing resilience and strong customer relationships.

# Company Snapshot



Granite Construction Incorporated operates as an infrastructure contractor and a construction materials producer in the United States. It operates through two segments, Construction and Materials segments.

**Employees** 1,900

**Founded** 1922

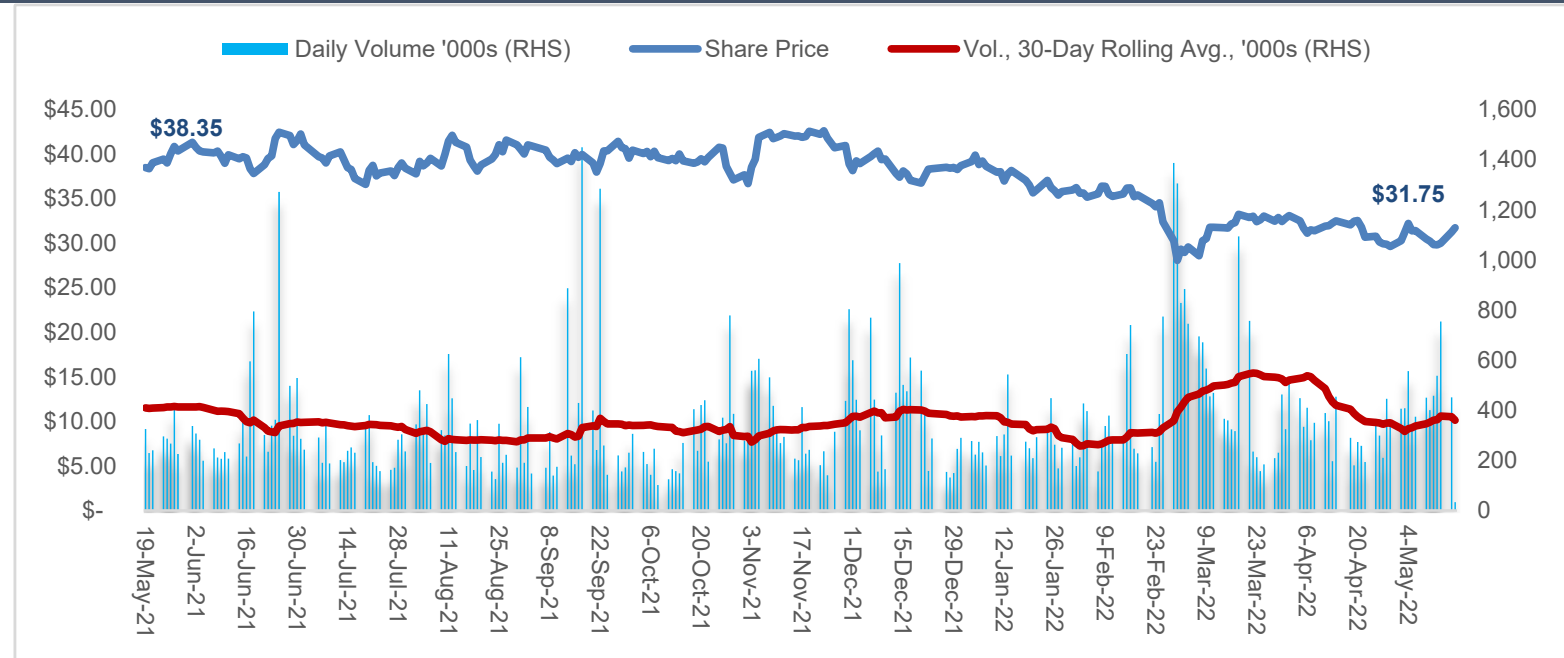
## Valuation

30-Day Avg. Share Price	31.15
52-Week High	42.32
52-Week Low	27.96
Market Cap	1,738,117
Total Debt	391,650
Noncontrolling Interest	27,880
Total Cash	395,650
Enterprise Value	1,761,997
Goodwill & Intangibles	995,560
Tangible Book Value	63,220

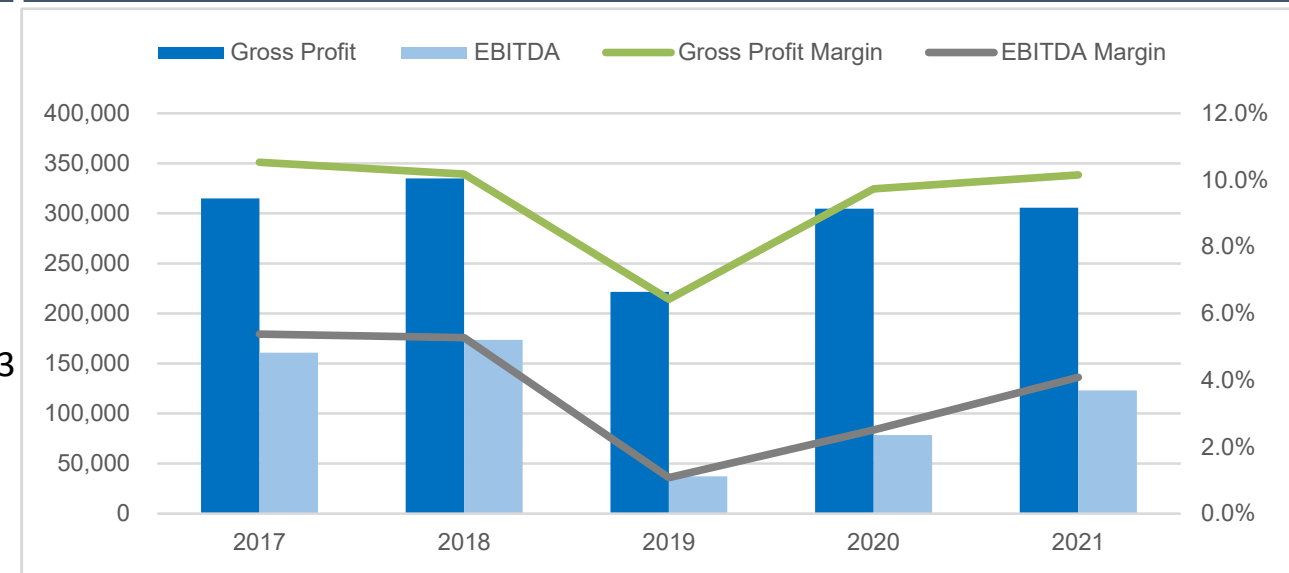
## Valuation Multiples

	2017	2018	2019	2020	2021
Enterprise Value / Revenue	0.70	0.70	0.54	0.27	0.59
Enterprise Value / EBITDA	13.04	13.34	49.95	10.94	14.32
Enterprise Value / EBIT	22.19	37.33	-21.49	16.60	28.20
Price / Earnings	29.80	3713.41	-27.59	46.16	3012.33
Price / Book Value	2.07	1.68	1.41	0.90	1.75
Price / Tangible Book Value	2.23	2.24	1.91	0.95	1.86

## Price / Volume



## Income Overview

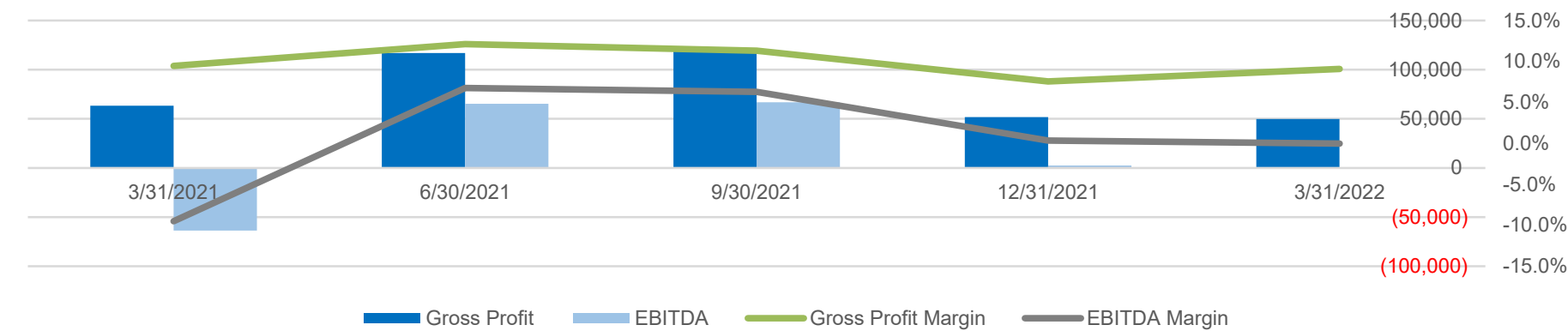


\*Data as of 5/17/2022

# Q1 2022 | GVA



## Income Overview – Quarterly



Financial Statements	3/31/2021	6/30/2021	9/30/2021	12/31/2021	3/31/2022
<b>Income Statement</b>					
Sales/Revenue	669,910	964,170	1,060,000	683,200	547,590
Sales Growth	0.0%	43.9%	10.2%	-35.7%	-19.9%
Net Income	-66,200	54,460	35,040	6,810	-19,040
Net Income Growth	0.0%	182.3%	-35.7%	-80.6%	-379.4%
EPS (Basic)	-1.45	1.19	0.76	-0.29	-0.28
EPS (Basic) Growth	0.0%	182.1%	-35.7%	-137.7%	1.9%
EBITDA	-63,660	65,200	66,730	2,360	-203
EBITDA Growth	0.0%	202.4%	2.4%	-96.5%	-108.6%
<b>Balance Sheet</b>					
Total Assets	2,370,000	2,480,000	2,560,000	2,490,000	2,280,000
Total Assets Growth	0.0%	4.4%	3.3%	-2.6%	-8.5%
Total Liabilities	1,440,000	1,490,000	1,540,000	1,500,000	1,320,000
Total Liabilities / Total Assets	0.61	0.60	0.60	0.60	0.58
<b>Cash Flow</b>					
Net Operating Cash Flow	38,090	(69,090)	90,930	(37,990)	(50,180)
Net Operating Cash Flow Growth	0.0%	-281.4%	231.6%	-141.8%	-32.1%
Net Operating Cash Flow / Sales	5.7%	-7.2%	8.6%	-5.6%	-9.2%
Net Investing Cash Flow	(7,940)	20,950	(14,690)	328	95,720
Net Investing Cash Flow Growth	0.0%	363.8%	-170.1%	102.2%	29083.2%
Net Investing Cash Flow / Sales	-1.2%	2.2%	-1.4%	0.1%	17.5%
Free Cash Flow	19,310	(96,750)	64,400	(59,840)	(81,450)
Free Cash Flow Growth	0.0%	-601.0%	166.6%	-192.9%	-36.1%
Free Cash Flow Yield	0.0%	0.0%	0.0%	0.0%	-546.0%

## Recent News & 1Q 2022 Conference Call Notes

### Recent News

- May 5, 2022-** Won an ~\$36M Navy-Commercial Tie-In Hardening (P661) project at the Joint Region Marianas naval base in Guam.
- Mar. 30, 2022-** Awarded a major road improvement project by the City of Chandler, Arizona. The ~\$20M award will be federally funded and managed by the city. It is the largest contract so far for GVA's newly established Phoenix Area office and will improve road safety and features along Chandler Heights Road from McQueen Road to Gilbert Road.
- Mar. 23, 2022-** Awarded the ~\$75M contract for the I-515 and Charleston Boulevard Interchange improvement project by the Nevada Dept. of Transportation. Located in Las Vegas, this project is being completed via the Construction Manager at Risk (CMAR) project delivery method. The project is expected to start in Aug. and projected to be completed in Q2 2024.
- Mar. 16, 2022-** Closed the sale of its trenchless and pipe rehabilitation services business to Inland Pipe Rehabilitation, a portfolio firm of investment affiliates of J.F. Lehman, for \$159.7M. We expect to use the proceeds from the sales to strengthen and grow our vertically-integrated businesses, pay down debt, and return value to shareholders through share repurchases," said GVA CEO Kyle Larkin.

### Conference Call Notes

- Made substantial progress in de-risking project portfolio by narrowing the footprint of the former Heavy Civil Group and introducing rigorous project selection criteria. This represents a transition away from mega-design build and P3 projects to project delivery methods that more appropriately share project risk.

# Company Snapshot



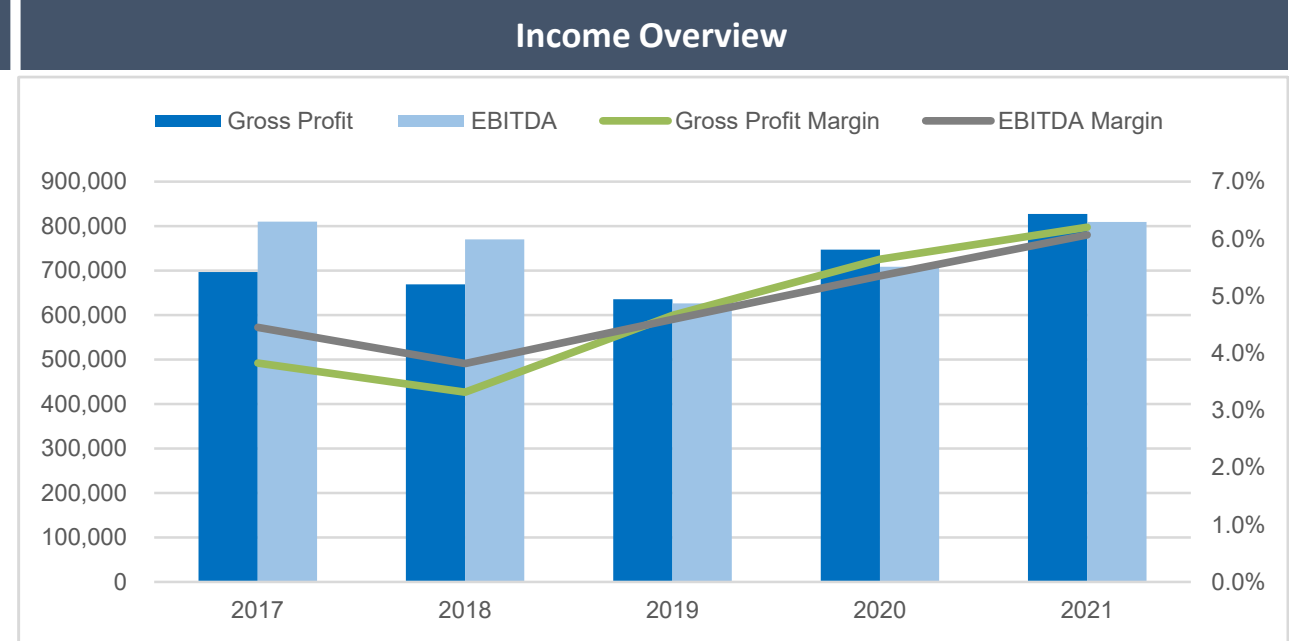
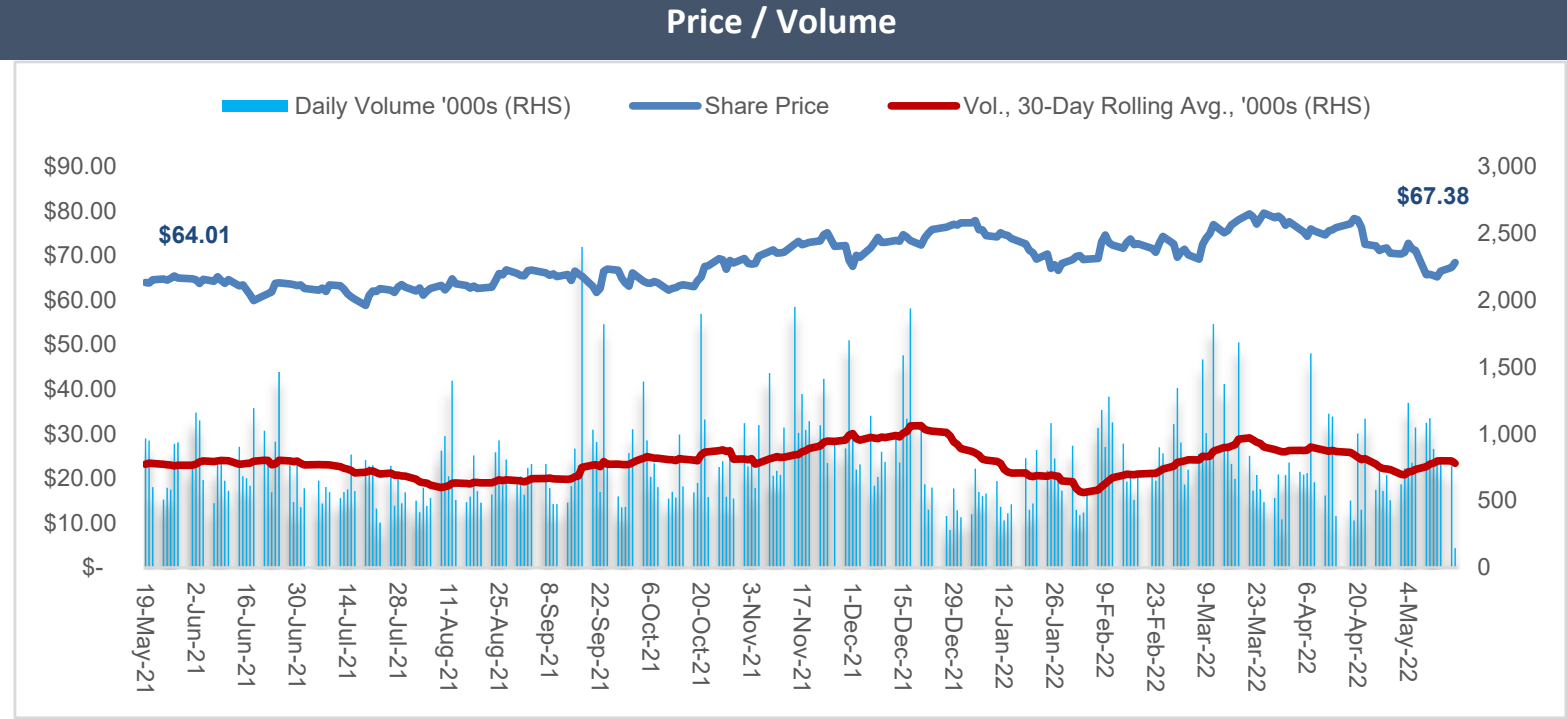
AECOM, together with its subsidiaries, provides professional infrastructure consulting services for governments, businesses, and organizations in the Americas, Europe, the Middle East, Africa, and the Asia Pacific. It operates through three segments: Americas, International, and AECOM Capital.

**Employees** 51,000

**Founded** 1980

Valuation	
30-Day Avg. Share Price	72.16
52-Week High	79.40
52-Week Low	58.60
Market Cap	9,406,814
Total Debt	3,051,140
Noncontrolling Interest	117,110
Total Cash	1,230,000
Enterprise Value	11,345,064
Goodwill & Intangibles	2,830,000
Tangible Book Value	3,560,000

Valuation Multiples	2017	2018	2019	2020	2021
Enterprise Value / Revenue	0.47	0.41	0.60	0.58	0.85
Enterprise Value / EBITDA	10.58	10.72	13.01	10.92	14.01
Enterprise Value / EBIT	15.57	16.03	17.58	14.85	17.63
Price / Earnings	15.65	39.06	26.11	38.22	31.92
Price / Book Value	1.26	1.25	1.41	1.91	3.32
Price / Tangible Book Value	-2.41	-2.72	17.21	-43.43	-12.89

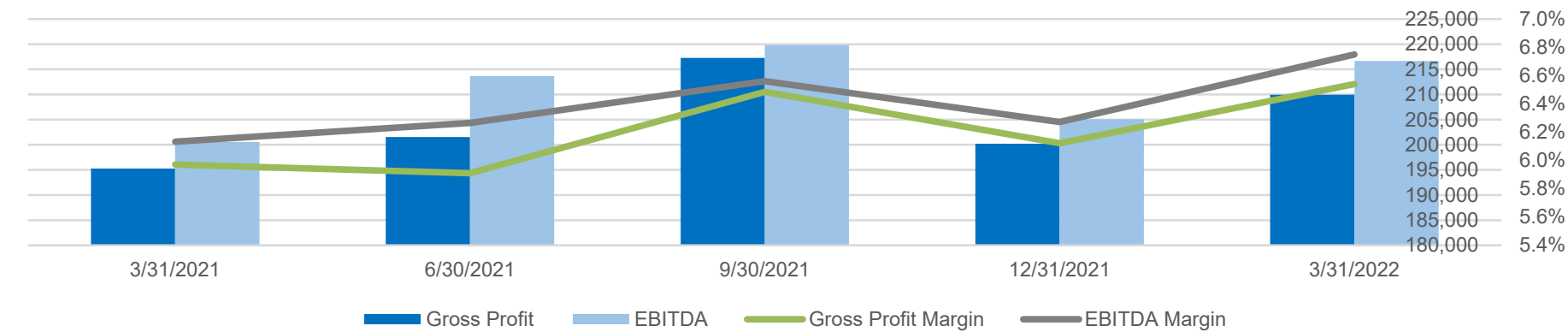


\*Data as of 5/17/2022

# Q1 2022 | ACM



## Income Overview – Quarterly



Financial Statements	3/31/2021	6/30/2021	9/30/2021	12/31/2021	3/31/2022
<b>Income Statement</b>					
Sales/Revenue	3,270,000	3,410,000	3,350,000	3,270,000	3,210,000
Sales Growth	0.0%	4.4%	-1.6%	-2.6%	-1.6%
Net Income	88,350	27,970	95,000	117,760	49,030
Net Income Growth	0.0%	-68.3%	239.6%	24.0%	-58.4%
EPS (Basic)	0.27	0.08	0.67	0.43	0.29
EPS (Basic) Growth	0.0%	-70.4%	747.5%	-35.1%	-32.1%
EBITDA	200,560	213,650	219,790	205,080	216,660
EBITDA Growth	0.0%	6.5%	2.9%	-6.7%	5.7%
<b>Balance Sheet</b>					
Total Assets	11,980,000	11,960,000	11,730,000	11,440,000	11,200,000
Total Assets Growth	0.0%	-0.2%	-1.9%	-2.5%	-2.2%
Total Liabilities	9,060,000	9,150,000	8,900,000	8,820,000	8,550,000
Total Liabilities / Total Assets	0.76	0.76	0.76	0.77	0.76
<b>Cash Flow</b>					
Net Operating Cash Flow	59,150	320,330	318,080	194,860	(1,630)
Net Operating Cash Flow Growth	0.0%	441.6%	-0.7%	-38.7%	-100.8%
Net Operating Cash Flow / Sales	1.8%	9.4%	9.5%	6.0%	-0.1%
Net Investing Cash Flow	(221,220)	(39,180)	(19,420)	(48,570)	(45,320)
Net Investing Cash Flow Growth	0.0%	82.3%	50.5%	-150.2%	6.7%
Net Investing Cash Flow / Sales	-6.8%	-1.2%	-0.6%	-1.5%	-1.4%
Free Cash Flow	2,790	295,000	294,420	162,190	(17,450)
Free Cash Flow Growth	0.0%	10484.7%	-0.2%	-44.9%	-110.8%
Free Cash Flow Yield	0.0%	0.0%	0.0%	0.0%	601.0%

## Recent News & 1Q 2022 Conference Call Notes

### Recent News

- May 3, 2022**– Selected by the City of Austin's Transportation Department to continue to serve as engineering consultant augmenting the latter's existing workforce. The company will deliver comprehensive engineering design, review, and coordination with City of Austin transportation staff, guided by the priorities of ATD to provide an accessible and reliable transportation network that meets the community's diverse needs.
- Mar. 2, 2022**- Received a sole-source indefinite delivery, indefinite quantity contract to provide master planning, architecture, and engineering services to the U.S. Air Force Academy.

### Conference Call Notes

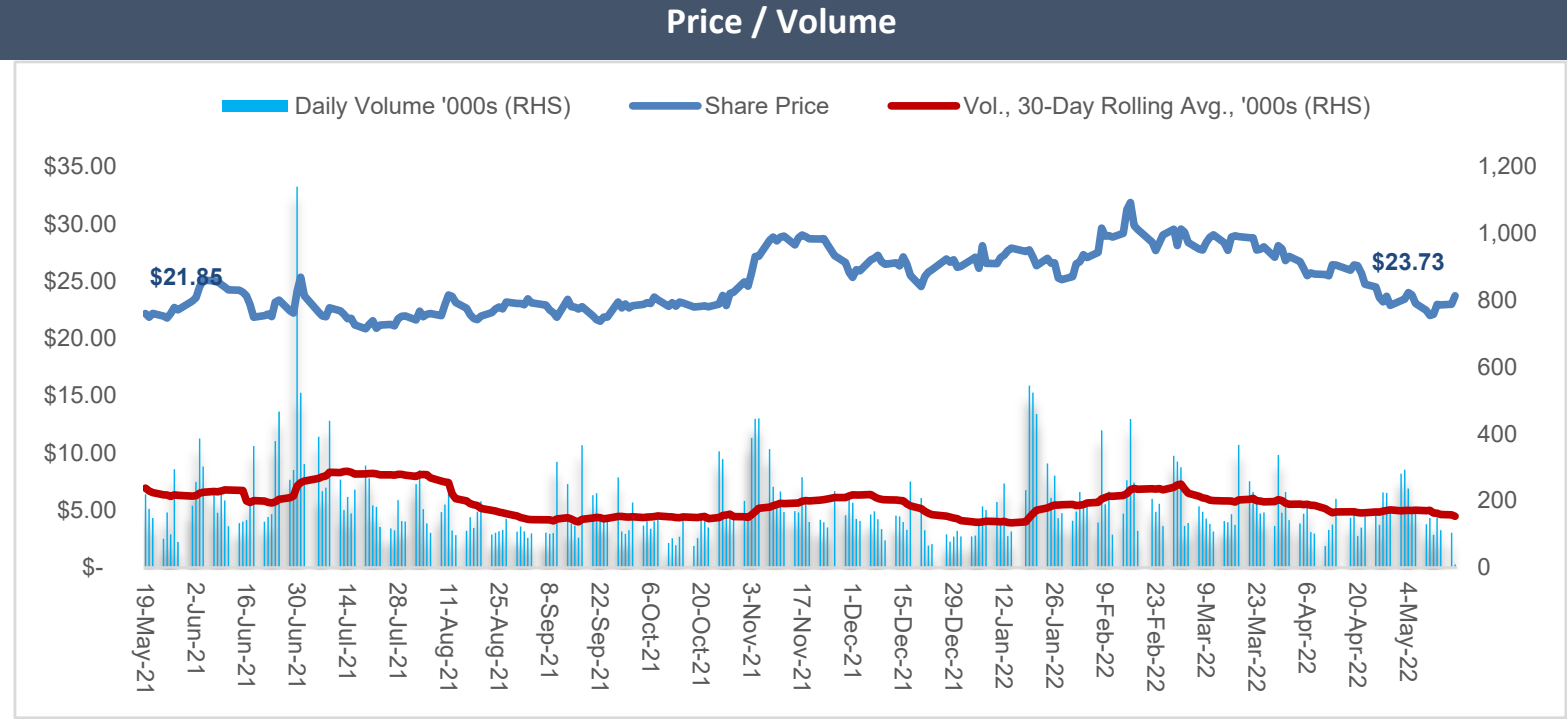
- Growth and strong margins are translating to the bottom line. For the quarter, adjusted EBITDA increased by 10%, and adjusted EPS increased by 24%. Across the business, our end markets are strengthening, and our win rate remains at an all-time high. Book-to-burn ratio was 1.6 and was highlighted by strength across the entire business.
- Contracted backlog, one of the best leading indicators for future growth, increased by 20%, and the total backlog increased by 4%. Realizing the benefits of Think and Act Globally strategy, which emphasizes collaboration and focuses time and capital on the highest-returning opportunities
- During the quarter, announced immediate exit from Russia, and incurred a \$69 million pretax impact, which is excluded from adjusted earnings results. The expected cash impact from Russia's exit is approximately \$10 million.

# Company Snapshot

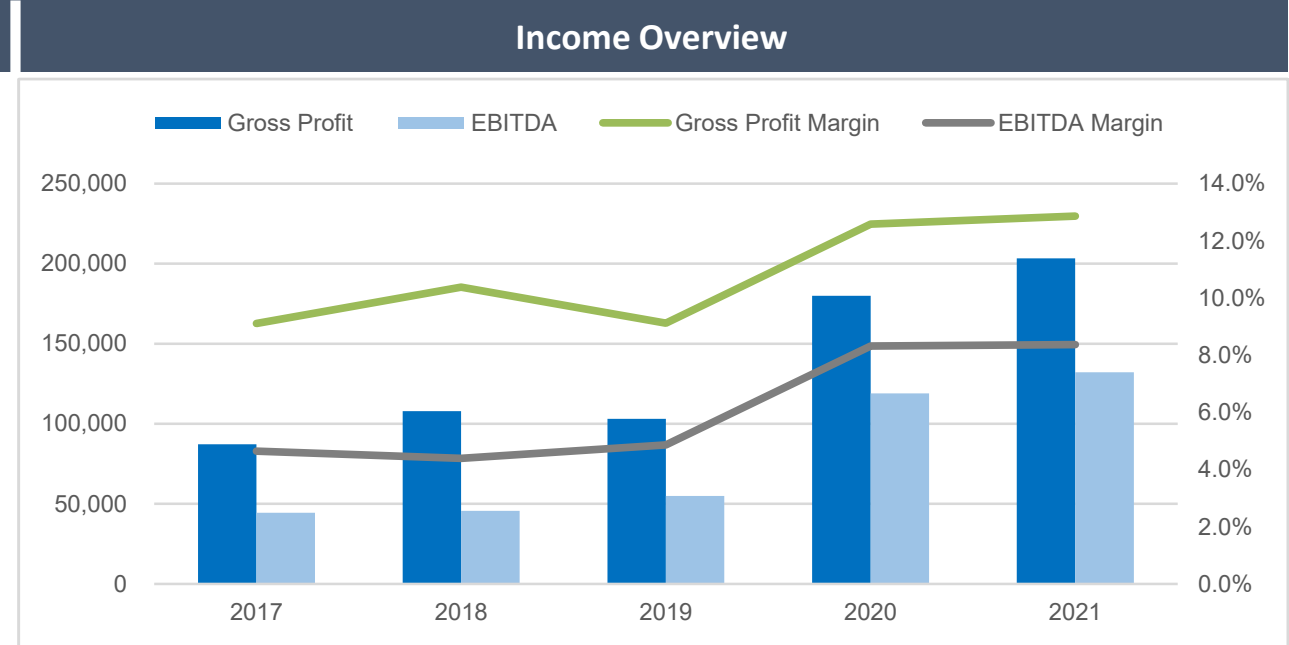


Sterling Construction Company, Inc. engages in the transportation, e-infrastructure, and building solutions primarily in the Southern United States, the Northeastern and Mid-Atlantic United States, the Rocky Mountain states, California, and Hawaii.

Valuation	
30-Day Avg. Share Price	24.36
52-Week High	31.87
52-Week Low	20.85
Market Cap	666,730
Total Debt	481,490
Noncontrolling Interest	1,460
Total Cash	88,690
Enterprise Value	1,060,990
Goodwill & Intangibles	360,230
Tangible Book Value	563,010



Valuation Multiples	2017	2018	2019	2020	2021
Enterprise Value / Revenue	0.39	0.33	0.67	0.47	0.67
Enterprise Value / EBITDA	8.43	7.50	13.78	5.69	8.02
Enterprise Value / EBIT	9.20	5.73	14.05	6.24	8.50
Price / Earnings	31.53	13.91	9.00	8.59	10.64
Price / Book Value	2.51	2.03	1.62	1.35	1.85
Price / Tangible Book Value	22.70	7.85	-1.58	-2.16	-3.29



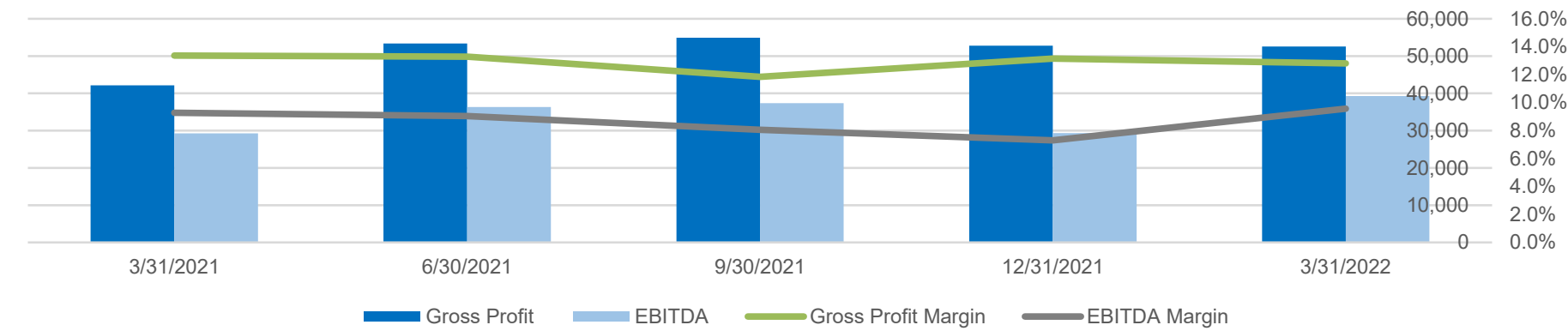
\*Data as of 5/17/2022



# Q1 2022 | STRL



## Income Overview – Quarterly



Financial Statements	3/31/2021	6/30/2021	9/30/2021	12/31/2021	3/31/2022
<b>Income Statement</b>					
Sales/Revenue	315,320	401,670	463,450	401,340	410,320
Sales Growth	0.0%	27.4%	15.4%	-13.4%	2.2%
Net Income	10,560	20,060	21,130	10,910	19,250
Net Income Growth	0.0%	90.0%	5.3%	-48.4%	76.5%
EPS (Basic)	0.37	0.70	0.74	0.38	0.64
EPS (Basic) Growth	0.0%	88.0%	4.9%	-48.6%	69.8%
EBITDA	29,260	36,320	37,360	29,320	39,290
EBITDA Growth	0.0%	24.1%	2.9%	-21.5%	34.0%
<b>Balance Sheet</b>					
Total Assets	947,220	1,030,000	1,060,000	1,230,000	1,240,000
Total Assets Growth	0.0%	8.4%	3.6%	15.7%	1.0%
Total Liabilities	671,520	728,420	741,220	870,770	865,090
Total Liabilities / Total Assets	0.71	0.71	0.70	0.71	0.70
<b>Cash Flow</b>					
Net Operating Cash Flow	38,720	52,770	44,250	15,850	19,180
Net Operating Cash Flow Growth	0.0%	36.3%	-16.2%	-64.2%	21.0%
Net Operating Cash Flow / Sales	12.3%	13.1%	9.6%	4.0%	4.7%
Net Investing Cash Flow	(11,000)	(10,460)	(15,760)	(186,230)	(14,560)
Net Investing Cash Flow Growth	0.0%	4.9%	-50.7%	-1081.5%	92.2%
Net Investing Cash Flow / Sales	-3.5%	-2.6%	-3.4%	-46.4%	-3.6%
Free Cash Flow	27,510	41,830	27,090	8,520	4,210
Free Cash Flow Growth	0.0%	52.1%	-35.3%	-68.6%	-50.5%
Free Cash Flow Yield	0.0%	0.0%	0.0%	0.0%	1371.0%

## Recent News & 1Q 2022 Conference Call Notes

### Recent News

- Apr. 25, 2022**– Announces that its E-Infrastructure Solutions segment reported new awards totaling \$278M during Q1 2022. Sterling's E-Infrastructure projects include large-scale site development services for e-commerce distribution centers, data centers and warehouses..
- Jan. 5, 2022**- Acquired specialty site development company Petillo. The aggregate consideration of \$195M paid of \$175M of cash and 759,447 shares of Sterling common shares valued at \$20M.

### Conference Call Notes

- Sterling segments reported strong first quarter organic revenue growth of 26% from E-Infrastructure, 13% from Building Solutions, and 9% organic growth from Transportation Solutions. The current quarter E-Infrastructure organic growth of \$25 million over the prior year quarter reflects a continuing strong demand for distribution centers, data centers, and warehouse within the East Coast footprint.
- Combined backlog grew to over \$1.6 billion, and cash balance ended at just over \$80 million. These great results are a direct tribute to the power of linking customer centric, entrepreneurial culture with strategic focus, on improving margins, reducing risk and building a platform per future growth.
- Strategic transformation focused on improving margins, reducing risks, and diversification into value added services continues to pay-off.



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