

# Bowman

*Delivering innovative engineering solutions*



**Bowman Consulting Group Ltd.**

Q3 2021 Earnings Call | November 11, 2021 | Nasdaq: BWMN

BUILDING INFRASTRUCTURE

TRANSPORTATION

POWER & UTILITIES

ENERGY

WATER RESOURCES

# Disclaimer

Please note that many of the comments made today are considered forward-looking statements under federal securities laws.

As described in our filings with the SEC, these statements are subject to numerous risks and uncertainties that could cause future results to differ from those expressed, and we are not obligated to publicly update or revise these forward-looking statements. In addition, on today's call, we will discuss certain non-GAAP financial information such as Adjusted EBITDA and Net Service Billing.

You can find this information, together with the reconciliations to the most directly comparable GAAP information in yesterday's earnings press release and our 8-K filed with the SEC and on our website at [bowman.com](http://bowman.com).

# Hosts for Today's Call

## **Gary Bowman**

Chairman & CEO

## **Bruce Labovitz**

Chief Financial Officer

## Third Quarter Highlights

- Record revenue
- Organic and inorganic growth
- Acquisition momentum continued
- Solid M&A integration
- Double digit backlog growth
- Strong cash position

# Established Markets Highlights



## BUILDING INFRASTRUCTURE

- Demand for buildable lots & construction readiness
- Data Centers, mixed use, retail, industrial



## TRANSPORTATION SERVICES

- City of Chicago, Ferrovial, Cook County and FDOT
- Solid backlog of projects



## POWER & UTILITIES

- Utility fortification – FPL undergrounding
- Gas line replacement – NiSource & Peoples Gas



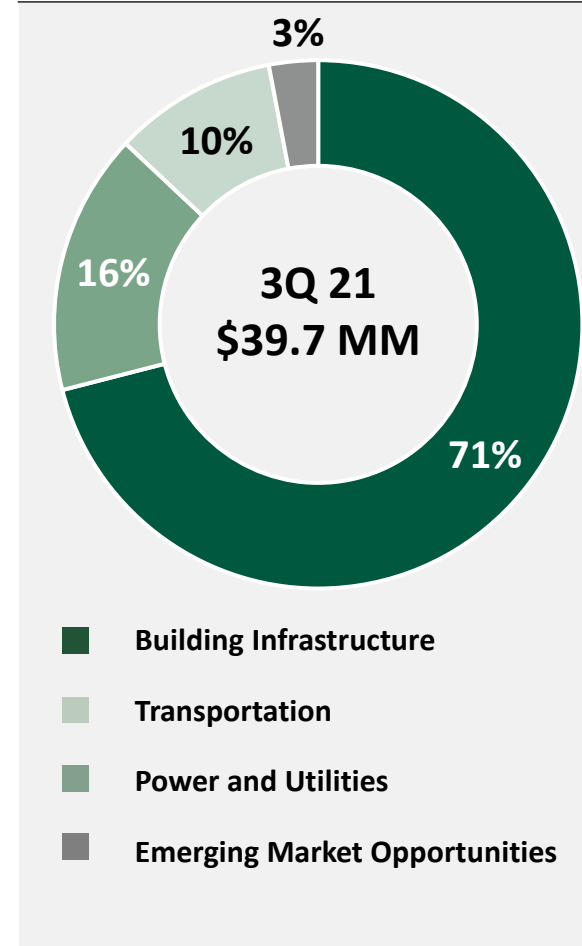
## ENERGY & MINING

- UC Berkeley – Microgrid calculator pilot project
- Mining – Asarco & FMI



## WATER RESOURCES

- Brezack & Associates
- Town of Exmore & Hampton Roads Sanitation



# Acquisition Pipeline is Fully Operational



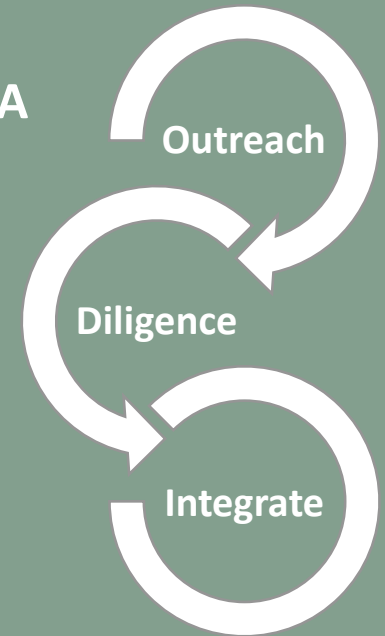
**Closed BTM Engineering, PCD Engineering, and  
Triangle Site Design in October  
Integrations in process**

*Water Resources*  
*Survey*  
*Transportation*  
*Heavy Utility*

*MEP Services*  
*Oil & Gas*  
*Ports Infrastructure*

*Land Planning*

Bowman M&A



<sup>1</sup> subject to change as new opportunities present themselves

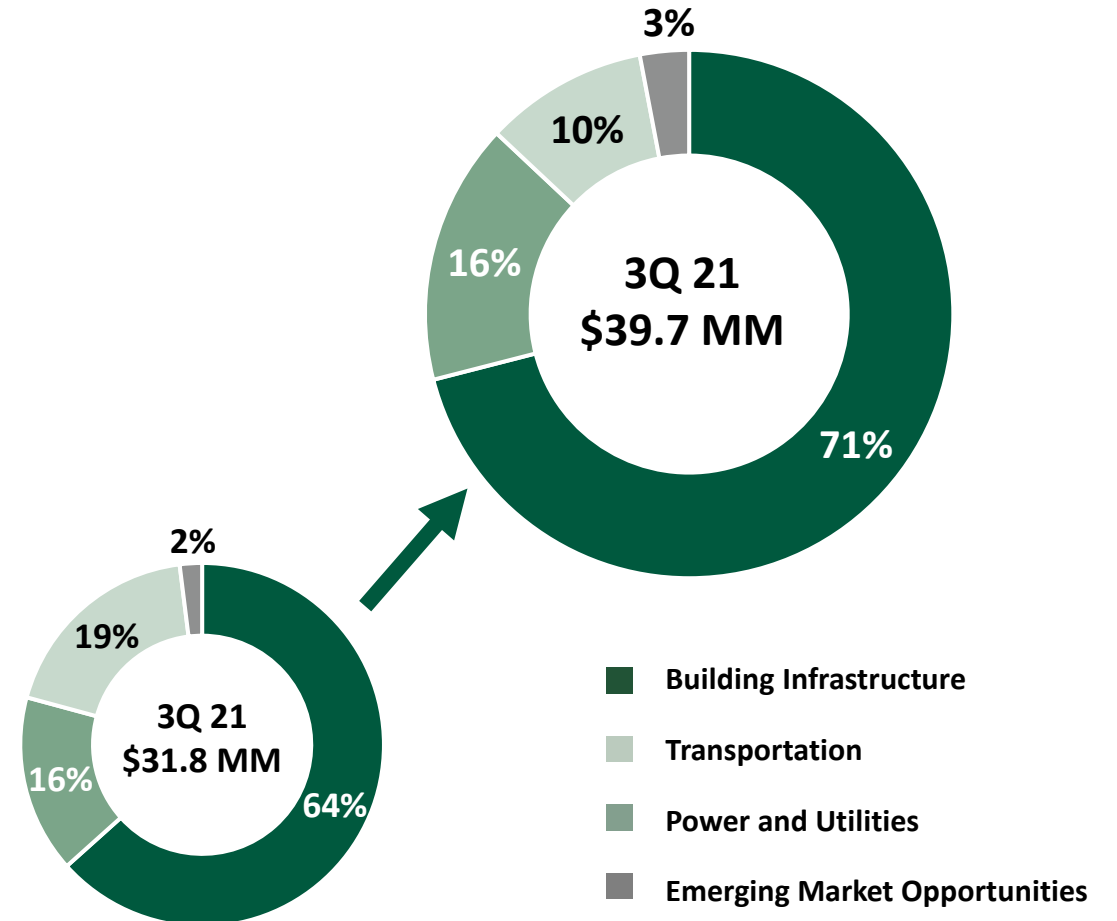
# Financial Highlights – Q3

Dollars in thousands

For the three months ended September 30

	2021	2020	% Change
Gross Contract Revenue	\$ 39,715	\$ 31,766	+25%
Net Service Billing <sup>1</sup>	\$ 35,748	\$ 25,412	+41%
Adjusted EBITDA <sup>1</sup>	\$ 4,426	\$ 3,850	+15%
Adjusted EBITDA Margin, net <sup>1</sup>	12.4%	15.2%	- 280 bps

1- Non-GAAP financial metrics – See Non-GAAP tables in the corresponding press release for reconciliations



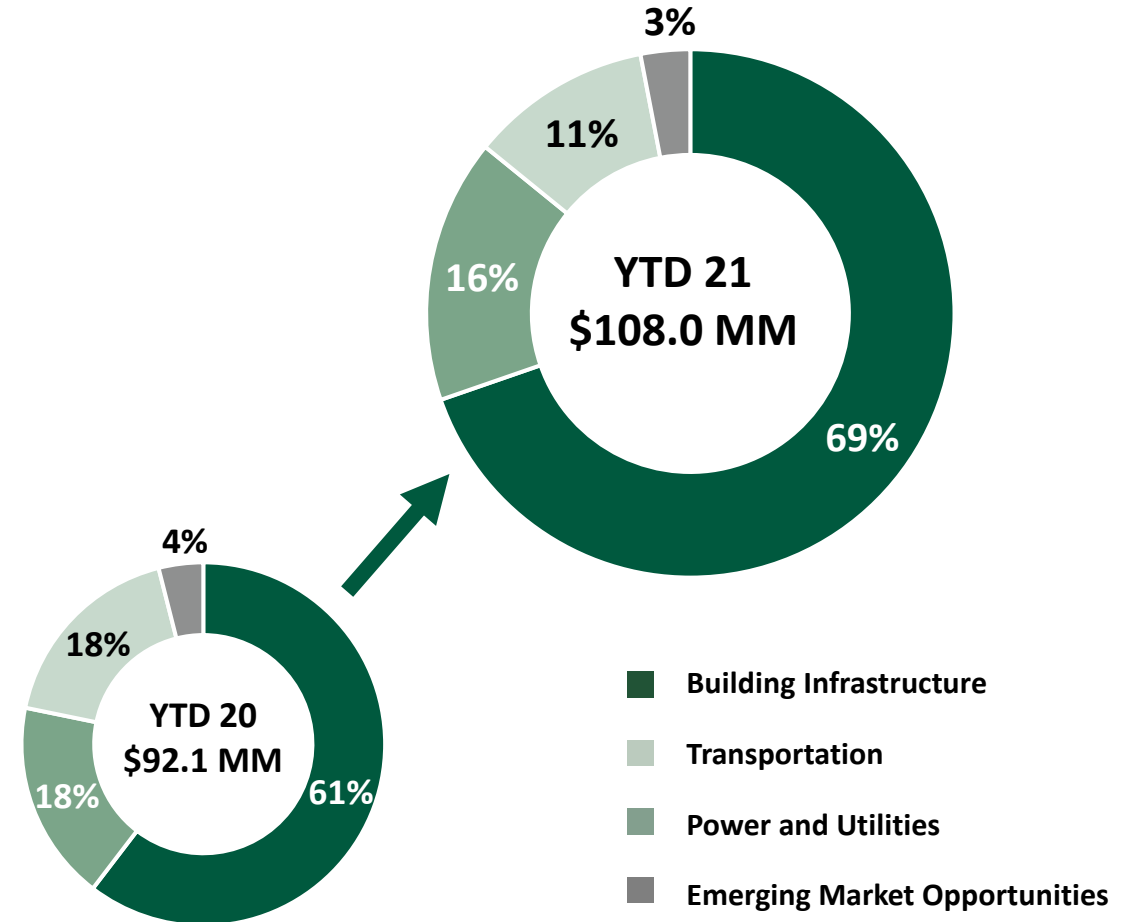
# Financial Highlights - YTD

Dollars in thousands

For the nine months ended September 30

	2021	2020	% Change
Gross Contract Revenue	\$ 108,041	\$ 92,126	+17%
Net Service Billing <sup>1</sup>	\$ 97,074	\$ 77,312	+26%
Adjusted EBITDA <sup>1</sup>	\$ 12,697	\$ 10,553	+20%
Adjusted EBITDA Margin, net <sup>1</sup>	13.1%	13.6%	- 50 bps

1- Non-GAAP financial metrics – See Non-GAAP tables in the corresponding press release for reconciliations



# Margins

*For the three months ended September 30*

*Dollars in thousands*

	<b>2021</b>	<b>2020</b>	<b>% Chg</b>
Gross Margin, net	57%	49%	+ 800 bps
SG&A as % of net revenue	56%	52%	+ 400 bps
One-time IPO Costs	\$ 0	\$ 0	N/A
Adjusted SG&A as % of net revenue	51%	57%	-600 bps

*For the nine months ended September 30,*

*Dollars in thousands*

	<b>2021</b>	<b>2020</b>	<b>% Chg</b>
Gross Margin, net	56%	52%	+ 400 bps
SG&A as % of net revenue	50%	50%	+0 bps
One-time IPO Costs	\$ 1,440	\$ 0	N/A
Adjusted SG&A as % of net revenue	48%	50%	-200 bps

Cash: \$38.7 million  
Bank LOC: \$0 balance

Available LOC: \$17 million

Positive Operating  
Cash Flow

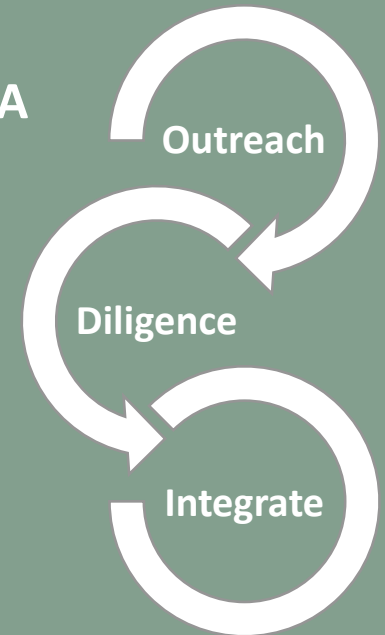
# Acquisition Pipeline is Fully Operational



**Closed BTM Engineering, PCD Engineering, and  
Triangle Site Design in October  
Integrations in process**

Pipeline includes opportunities ranging in size and valuation  
Variety of professional services concentrations  
Anticipate additional acquisitions in 2021 and 2022  
Sufficient capital for near term acquisition needs<sup>1</sup>

Bowman M&A

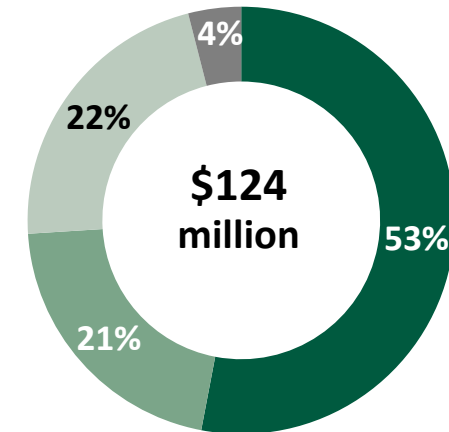


<sup>1</sup> subject to change as new opportunities present themselves

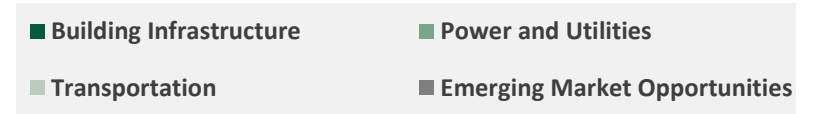
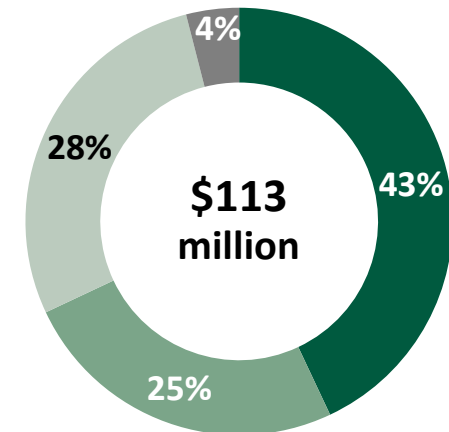
# Financial Highlights - Backlog

Civil & Site Engineering	Construction Management	Energy Efficiency	Electrical Engineering
Facility Commissioning	Geospatial Engineering	Landscape Architecture	Land/Easement Procurement
Plumbing Engineering	Structural Engineering	Surveying	Transportation Engineering
Environmental Consulting	Mechanical Engineering	Water Resources	Right-of-Way

September 30, 2021  
Backlog



December 31, 2020  
Backlog



# Guidance – FY 2021 and FY22

Bowman is increasing guidance for FY 2021 and introducing FY22 guidance

FY21 Net Service Billing \$130 to \$133 million

FY21 Adjusted EBITDA ~\$16.5 million

FY22 Net Service Billing \$150 to \$170 million

FY22 Adjusted EBITDA \$20 to \$24 million

*Guidance does not include benefit of future acquisitions*

# Questions

---

Nasdaq  
**BWMMIN**

---

**Bowman Consulting Group Ltd.** | Thank-you.