

QUARTER THREE 2023 FINANCIAL RESULTS

OCTOBER 26, 2023



FORWARD-LOOKING STATEMENTS AND NON-GAAP FINANCIAL DISCLOSURES

Forward-Looking Statements

This material and related presentation contain forward-looking statements. Such statements speak only as of the date on the cover of this slide deck, and EMCOR assumes no obligation to update any such forward-looking statements, unless required by law. These forward-looking statements may include statements regarding anticipated future operating and financial performance, including financial guidance and projections underlying that guidance; the nature and impact of our remaining performance obligations; our ability to pursue acquisitions; our ability to return capital to shareholders; market opportunities; market growth prospects; customer trends; project mix; and projects with varying profit margins and contractual terms. These forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those anticipated (whether expressly or implied) by the forward-looking statements. Accordingly, these statements do not guarantee future performance or events. Applicable risks and uncertainties include, but are not limited to, adverse effects of general economic conditions; changes in interest rates; domestic and international political developments; changes in the specific markets for EMCOR's services; adverse business conditions, including labor market tightness and/or disruption, productivity challenges, the nature and extent of supply chain disruptions impacting availability and pricing of materials, and inflationary trends more generally, including fluctuations in energy costs; the impact of legislation and/or government regulations; the availability of adequate levels of surety bonding; increased competition; and unfavorable developments in the mix of our business. Certain of the risk factors associated with EMCOR's business are also discussed in Part I, Item 1A "Risk Factors," of the Company's 2022 Form 10-K, and in other reports we file from time to time with the Securities and Exchange Commission and available at www.sec.gov and www.emcorgroup.com. Such risk factors should be taken into account in evaluating our business, including any forward-looking statements.

Non-GAAP Measures

This presentation and the related press release also include certain financial measures that were not prepared in accordance with U.S. generally accepted accounting principles (GAAP). Reconciliations of those non-GAAP financial measures to the most directly comparable GAAP financial measures are included in the press release that accompanies this presentation. The Company uses these non-GAAP measures as key performance indicators for the purpose of evaluating performance internally. We also believe that these non-GAAP measures provide investors with useful information with respect to our ongoing operations. Any non-GAAP financial measures presented are not, and should not be viewed as, substitutes for financial measures required by GAAP, have no standardized meaning prescribed by GAAP, and may not be comparable to the calculation of similar measures of other companies.

EMCOR PARTICIPANTS

- » Tony Guzzi Chairman, President & Chief Executive Officer
- » Mark Pompa EVP & Chief Financial Officer
- » Maxine Mauricio EVP & General Counsel
- » Kevin Matz EVP, Shared Services
- » Andy Backman VP, Investor Relations

2023 QTR. 3 – EXECUTIVE SUMMARY

» Excellent operating performance in Qtr. 3

- Record quarterly revenues, gross profit, operating income, operating margin, and diluted EPS

(\$ Millions, except per share information)

	<u>2023</u>	<u>2022</u>	<u>\$ Δ</u>
Revenues:	\$3,207	\$2,826	\$381
Operating Income:			
– GAAP	\$235.0 7.3%	\$150.1 5.3%	\$84.9
– Non-GAAP*	\$237.3 7.4%	\$150.1 5.3%	\$87.2
Diluted EPS:			
– GAAP	\$3.57	\$2.16	\$1.41
– Non-GAAP*	\$3.61	\$2.16	\$1.45

» Remaining Performance Obligations increased by \$1.53 billion or 21.6% from 9/30/22; Broad-based growth with a strong mix of work and projects

2023 QTR. 3 – EXECUTIVE SUMMARY

- » Outstanding volume growth and improved profitability driven by solid execution
- » Continued strength in:
 - Network & communications (data centers and low voltage), high-tech manufacturing (semiconductor, EV value chain, biotech, life sciences, and pharmaceutical) and healthcare market sectors
 - Projects supporting the onshoring of supply chain and domestic capacity expansion
 - Demand for energy efficiency and retrofit projects, building automation and controls, IAQ upgrades, and maintenance and repair service
 - Demand for our nationwide fire & life safety projects and services
- » Balance sheet remains strong and liquid to support organic growth and prudent capital allocation model

2023 QTR. 3 – REMAINING PERFORMANCE OBLIGATIONS

» RPOs total \$8.64 billion, up 21.6% compared to 9/30/22

- U.S. RPOs UP \$1.52 billion or 21.9%

- Combined U.S. Construction Segments UP
- U.S. Building Services Segment UP
- U.S. Industrial Services Segment UP

- U.K. Building Services Segment UP

(\$ Millions)
Sept. 2023
vs.
Sept. 2022

\$1,329 ↑
 23.3%

\$184 ↑
 16.3%

\$11 ↑
 9.1%

\$10 ↑
 7.2%

2023 QTR. 3 – REVENUES

» Consolidated quarterly revenues of \$3.21 billion

(\$ Millions) (Unaudited)	Qtr. 3 2023	Change from Qtr. 3 2022	
		\$	%
U.S. Electrical Construction & Facilities Services	\$ 697.4	\$ 64.0	10.1%
U.S. Mechanical Construction & Facilities Services	1,329.6	221.0	19.9%
Total U.S. Construction	2,027.0	285.0	16.4%
U.S. Building Services	817.7	98.3	13.7%
U.S. Industrial Services	252.2	4.9	2.0%
Total U.S. Operations	3,096.9	388.2	14.3%
U.K. Building Services	110.7	(7.0)	-5.9%
Total EMCOR	\$ 3,207.6	\$ 381.2	13.5%

2023 QTR. 3 – OPERATING INCOME

» Operating income of \$235.0 million or 7.3% of revenues

Operating Income (Loss) For the Quarter Ended September 30, 2023: (Unaudited)	Operating Margin For the Quarter Ended September 30,	
	2023	2022
<ul style="list-style-type: none"> U.S. Electrical Construction and Facilities Services of \$63.1 million: \$27.6 million or 77.5% increase U.S. Mechanical Construction and Facilities Services of \$138.5 million: \$48.0 million or 53.0% increase 	9.1%	5.6%
Total U.S. Construction	9.9%	7.2%
<ul style="list-style-type: none"> U.S. Building Services of \$57.2 million: \$11.1 million or 24.1% increase U.S. Industrial Services of \$(0.2) million: \$1.2 million improvement U.K. Building Services of \$8.9 million: \$0.5 million or 6.0% increase 	7.0%	6.4%
Total EMCOR Operating Margin	7.3%	5.3%
Non-GAAP Operating Margin*	7.4%	5.3%

KEY FINANCIAL DATA – INCOME STATEMENT

(\$ Thousands, except per share information) (Unaudited)

	For the Quarter Ended September 30,		Variance	
	2023	2022	\$	%
Revenues	\$ 3,207,598	\$ 2,826,361	\$ 381,237	13.5%
Gross Profit	545,472 17.0%	413,231 14.6%	132,241	32.0%
Selling, General and Administrative Expenses	308,139	263,137	45,002	17.1%
Impairment Loss on Long-Lived Assets	2,350	-	2,350	N/M
Operating Income	\$ 234,983 7.3%	\$ 150,094 5.3%	\$ 84,889	56.6%
Net Income Attributable to EMCOR Group, Inc.	\$ 169,409	\$ 105,772	\$ 63,637	60.2%
Diluted Earnings per Common Share	\$ 3.57	\$ 2.16	\$ 1.41	65.3%
Non-GAAP Operating Income *	\$ 237,333 7.4%	\$ 150,094 5.3%	\$ 87,239	58.1%
Non-GAAP Net Income *	\$ 171,108	\$ 105,772	\$ 65,336	61.8%
Non-GAAP Diluted Earnings per Common Share *	\$ 3.61	\$ 2.16	\$ 1.45	67.1%

KEY FINANCIAL DATA – INCOME STATEMENT

(\$ Thousands, except per share information) (Unaudited)

	For the Nine Months Ended September 30,		Variance	
	2023	2022	\$	%
Revenues	\$ 9,143,652	\$ 8,126,298	\$ 1,017,354	12.5%
Gross Profit	1,471,594 16.1%	1,148,794 14.1%	322,800	28.1%
Selling, General and Administrative Expenses	882,684	761,099	121,585	16.0%
Impairment Loss on Long-Lived Assets	2,350	-	2,350	N/M
Operating Income	\$ 586,560 6.4%	\$ 387,695 4.8%	\$ 198,865	51.3%
Net Income Attributable to EMCOR Group, Inc.	\$ 421,477	\$ 279,822	\$ 141,655	50.6%
Diluted Earnings per Common Share	\$ 8.85	\$ 5.50	\$ 3.35	60.9%
Non-GAAP Operating Income *	\$ 588,910 6.4%	\$ 387,695 4.8%	\$ 201,215	51.9%
Non-GAAP Net Income *	\$ 423,176	\$ 279,822	\$ 143,354	51.2%
Non-GAAP Diluted Earnings per Common Share *	\$ 8.88	\$ 5.50	\$ 3.38	61.5%

KEY FINANCIAL DATA – BALANCE SHEET

(\$ Thousands)

	(Unaudited) 09/30/23	12/31/22
Cash	\$ 523,632	\$ 456,439
Working Capital	\$ 836,093	\$ 708,451
Goodwill	\$ 953,359	\$ 919,151
Identifiable Intangible Assets, Net	\$ 600,790	\$ 593,975
Total Debt (excludes operating leases)	\$ 103,962	\$ 247,192
Stockholders' Equity	\$2,279,969	\$1,974,291
Total Debt / Total Capitalization	4.4%	11.1%

DRIVING PROFITABLE ORGANIC GROWTH

Electrification / EV Value Chain

- » Energy Transition / Expansion
- » Electric Vehicle and Battery Plant Construction
- » EV Charging Stations
- » Government Incentives Support Continued Momentum

High-Tech Manufacturing / Life Sciences

- » Semiconductor Manufacturing
- » Pharmaceutical / Biotech / Life Sciences / R&D Facilities
- » Government Incentives Support Continued Momentum

Data Centers /Connectivity

- » Continued Demand Drivers
- » Increased Power Requirements
- » AI Accelerated Buildout / Retrofit / Remodel

Healthcare

- » New / More Flexible Hospitals
- » Sophisticated Outpatient Facilities

Reshoring / Nearshoring

- » Critical Supply Chain Resilience
- » Capacity Shifting / Expansion
- » Automation

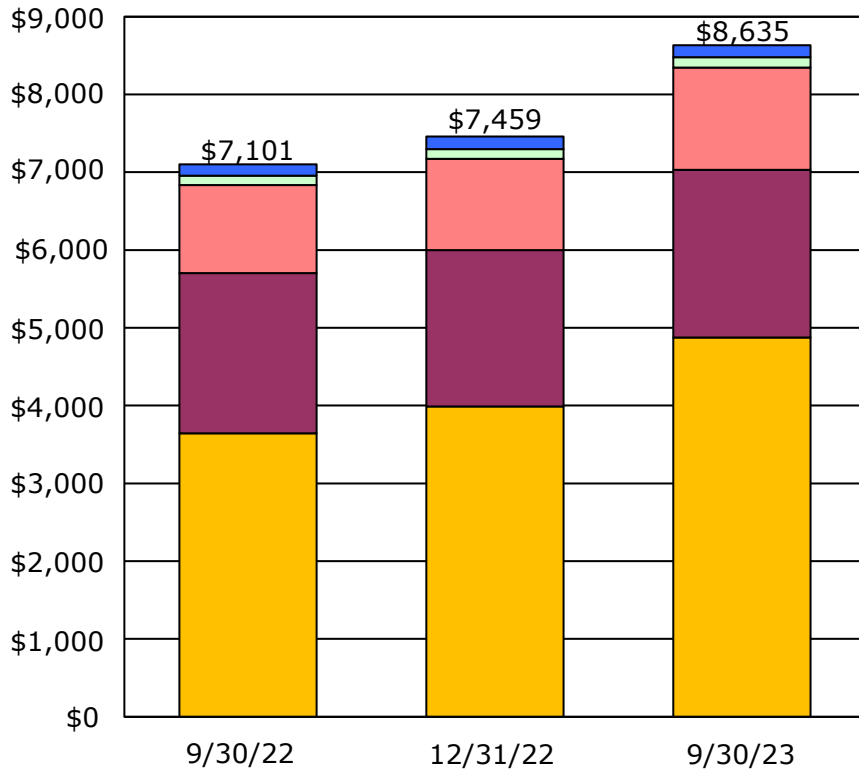
Energy Efficiency (Sustainability)

- » HVAC / Control Systems / Lighting Retrofits
- » Water / Waste Reduction
- » Facilities Footprint Adjustment / Rationalization
- » Alternative Energy Solutions
- » Government Incentives Support Continued Momentum

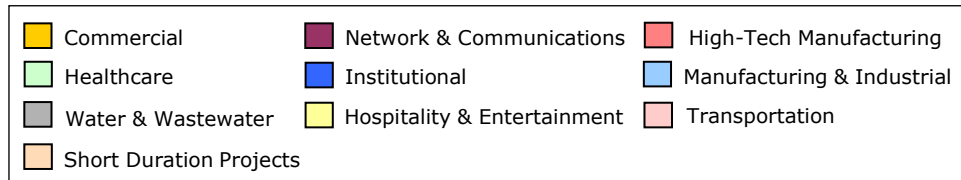
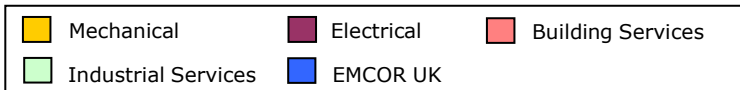
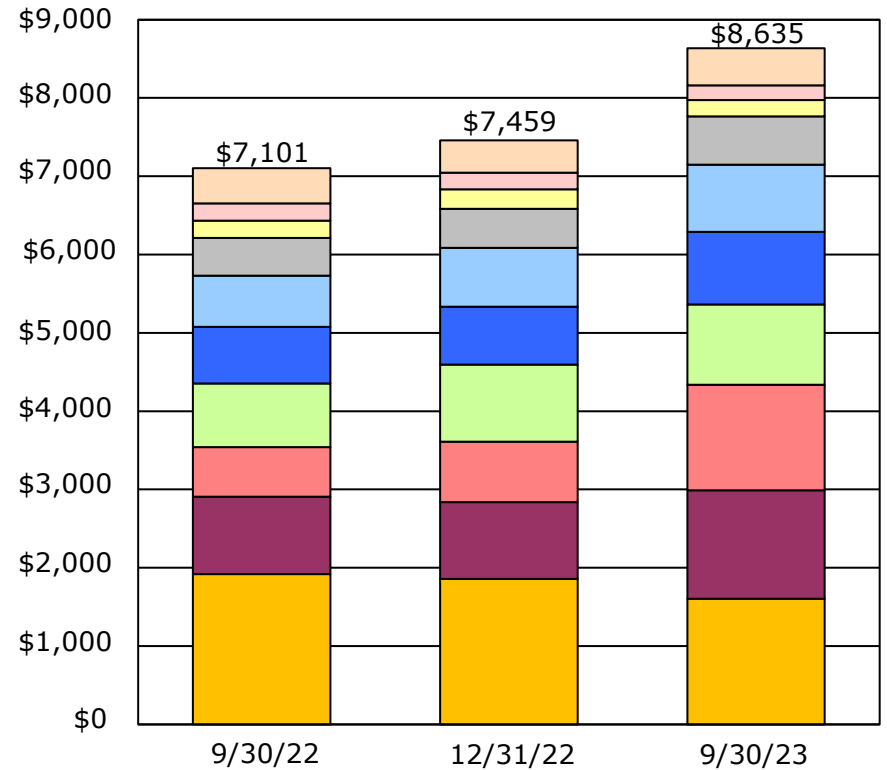
REMAINING PERFORMANCE OBLIGATIONS

» Diverse RPOs of \$8.64 billion

By Segment (\$ Millions) (Unaudited)



By Market Sector (\$ Millions) (Unaudited)



2023 - OUTLOOK FOR REMAINDER OF YEAR

- » Our target markets continue to show resiliency
 - Continued demand and growth in network & communications (data centers) and high-tech manufacturing projects (semiconductor and EVs / EV value chain / batteries)
 - Strength in onshoring of supply chain and domestic capacity expansion
 - Robust demand for Fire Life Safety projects and services across most sectors
 - Continuing growth in healthcare, pharmaceutical, biotech, life sciences and R&D facilities sectors
- » Strong demand for energy efficiency and retrofit projects, as well as repair service
- » Navigate the macro uncertainties of supply chain disruption, energy markets, inflation, rising interest rates, UAW strike, and international conflicts
- » Maintain the flexibility provided by our strong and liquid balance sheet

2023 GUIDANCE - REVISED

Revenues

~\$12.5 Billion

Non-GAAP Diluted EPS*

\$12.25 - \$12.65

Was \$10.75 - \$11.25

* Assumes 27.5% to 28.0% effective tax rate and excludes impact of impairment loss on long-lived assets



BUILD POWER SERVICE PROTECT