

News Release

FOR: EMCOR GROUP, INC.

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### EMCOR GROUP, INC. REPORTS FOURTH QUARTER AND FULL-YEAR 2017 RESULTS

- Record 4th Quarter and Full-Year Revenues of \$2.0 billion and \$7.7 billion, respectively -

- Record 4th Quarter Diluted EPS from Cont. Operations of \$0.90, 30.4% Increase Year-over-Year -
  - Record Full-Year Diluted EPS from Cont. Operations of \$3.83, 26.8% Increase Year-over-Year -
    - Record Full-Year Operating Cash Flow of \$366.1 million, 38.4% Increase Year-over-Year -
      - Announces 2018 Revenue and Diluted EPS Guidance -

NORWALK, CONNECTICUT, February 22, 2018 - EMCOR Group, Inc. (NYSE: EME) today reported results for the fourth quarter and fiscal year ended December 31, 2017.

For the fourth quarter of 2017, net income from continuing operations attributable to EMCOR was \$53.3 million, or \$0.90 per diluted share, compared to \$42.2 million, or \$0.69 per diluted share, for the fourth quarter of 2016. Net income from continuing operations attributable to EMCOR for the fourth quarter of 2017 included after-tax goodwill and identifiable intangible asset impairment charges, primarily related to the U.S Industrial Services segment, partially offset by a tax benefit resulting from the revaluation of the Company's U.S. net deferred tax liabilities due to the enactment of the Tax Cuts and Jobs Act (the "Tax Act") detailed below. Excluding these items, non-GAAP net income from continuing operations attributable to EMCOR for the fourth quarter of 2017 was \$67.0 million, or \$1.13 per diluted share. This compares to non-GAAP net income from continuing operations attributable to EMCOR of \$43.7 million, or \$0.72 per diluted share, in the prior year period, which excluded an after-tax intangible asset impairment charge. Revenues for the fourth quarter of 2017 totaled \$2.01 billion, an increase of 3.2% over the fourth quarter of 2016.

Operating income for the fourth quarter of 2017 was \$48.5 million, or 2.4% of revenues, which included pretax impairment charges of \$57.8 million, compared to operating income of \$74.5 million, or 3.8% of revenues, for the fourth quarter of 2016. Excluding such pre-tax impairment charges, non-GAAP operating income for the fourth quarter of 2017 was \$106.3 million, or 5.3% of revenues. This compares to non-GAAP operating income for the fourth quarter of 2016 of \$76.9 million, or 3.9% of revenues, which excluded a pre-tax impairment charge of \$2.4 million.

Please see the attached tables for a reconciliation of non-GAAP operating income, non-GAAP net income from continuing operations and non-GAAP diluted earnings per share from continuing operations to the comparable GAAP figures.



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Selling, general and administrative expenses for the fourth quarter of 2017 were \$204.2 million, or 10.1% of revenues, compared to \$194.9 million, or 10.0% of revenues, for the fourth quarter of 2016.

The Company's income tax rate in the fourth quarter of 2017 was a benefit of 17.1%, which included a non-cash, tax benefit of \$39.3 million, or \$0.66 per diluted share, resulting from the revaluation of the Company's U.S. net deferred tax liabilities due to the enactment of the Tax Act. This compares to an income tax provision rate of 40.3% in the fourth quarter of 2016.

Backlog as of December 31, 2017 was \$3.79 billion, compared to \$3.90 billion at the end of 2016. Domestic backlog fell \$142.5 million year-over-year, while backlog in our U.K. Building Services segment increased \$29.6 million, partially as a result of changes in the foreign exchange rate. Backlog growth in our U.S. Building Services segment, our U.K. Building Services segment and our U.S. Industrial Services segment was more than offset by declines in our U.S. Mechanical Construction segment and our U.S. Electrical Construction segment. From an end-market perspective, backlog growth in the commercial, hospitality and institutional sectors was more than offset by declines in the industrial, transportation, water and wastewater, and healthcare sectors.

Tony Guzzi, President and Chief Executive Officer of EMCOR, commented, "The Company had a strong finish to a fantastic year with record annual revenues and diluted earnings per share from continuing operations driven by exceptional project execution and strong demand across multiple end markets. This was underscored by growth in non-GAAP operating income of over 38% in the fourth quarter and over 23% for the full year, representing operating margin expansion of 140 basis points and 90 basis points, respectively. This solid performance extended to our operating cash flow, which was a record \$366 million in 2017, an increase of 38% year-over-year."

Mr. Guzzi added, "Our U.S. Construction segments were standouts, delivering 6% revenue growth for the quarter and double-digit revenue growth for the year, the majority of which was organic. Strong top-line growth in our U.S. Construction segments converted to robust profit growth of over 60% in the fourth quarter and over 54% for the year. We are also pleased with the performance in our U.S. Building Services segment, as strong operational execution drove a 6% increase in its annual operating income. As we expected, our U.S. Industrial services segment returned to profitability in the fourth quarter. However, the segment remained pressured by weak capital spending and the lingering impact of Hurricane Harvey, which further delayed turnaround work. Finally, our U.K. Building Services segment continued to see top-line momentum, with nearly a 30% increase in fourth quarter revenues resulting in strong operating income performance."

Revenues for the 2017 full-year period increased 1.8% to \$7.69 billion, compared to \$7.55 billion for the 2016 full-year period. Net income from continuing operations attributable to EMCOR for the 2017 full-year period was \$228.1 million, or \$3.83 per diluted share, compared to \$185.1 million, or \$3.02 per diluted share, for the 2016 full-year period. Excluding the previously discussed after-tax impairment charges and the tax benefit related to the revaluation of the Company's U.S. net deferred tax liabilities, both incurred in the fourth quarter, non-GAAP net income from continuing operations attributable to EMCOR for the 2017 full-year period was \$241.8 million, or \$4.06 per diluted share. This compares to non-GAAP net income from continuing operations attributable to EMCOR for the 2016 full-year period of \$188.9 million, or \$3.09 per diluted share, which excluded after-tax transaction expenses related to the acquisition of Ardent Services, L.L.C. and Rabalais Constructors, LLC (collectively, "Ardent") and an after-tax impairment charge.



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Operating income for the 2017 full-year period was \$330.6 million, or 4.3% of revenues, compared to \$308.5 million, or 4.1% of revenues, for the 2016 full-year period. Excluding pre-tax impairment charges incurred in the fourth quarter, non-GAAP operating income for the 2017 full-year period was \$388.4 million, or 5.1% of revenues. This compares to non-GAAP operating income for the 2016 full-year period of \$314.7 million, or 4.2% of revenues, which excluded the pre-tax transaction expenses and impairment charge.

Please see the attached tables for a reconciliation of non-GAAP operating income, non-GAAP net income from continuing operations and non-GAAP diluted earnings per share from continuing operations to the comparable GAAP figures.

For the 2017 full-year period, selling, general and administrative expenses were \$757.1 million, or 9.8% of revenues, compared to \$725.5 million, or 9.6% of revenues, for the 2016 full-year period.

Based on the current size and mix of backlog and assuming the continuation of current market conditions, EMCOR expects full-year 2018 revenues to be between \$7.6 billion and \$7.7 billion, and full-year 2018 diluted earnings per share from continuing operations to be in the range of \$4.10 to \$4.70, assuming an annual effective tax rate of approximately 28%.

Mr. Guzzi concluded, "Coming off a successful year, we believe that our solid and diverse backlog will drive continued strength in our business. The robust operational platform that we have built puts us in an excellent position to further capitalize on the ongoing strength that we expect in the non-residential market in 2018. Additionally, our healthy balance sheet will allow us to continue to pursue strategic acquisitions, while maintaining our commitment to returning capital to our shareholders."

EMCOR Group, Inc. is a Fortune 500 leader in mechanical and electrical construction services, industrial and energy infrastructure and building services. This press release and other press releases may be viewed at the Company's website at <a href="https://www.emcorgroup.com">www.emcorgroup.com</a>.

EMCOR Group's fourth quarter conference call will be available live via internet broadcast today, Thursday, February 22, at 10:30 AM Eastern Standard Time. The live call may be accessed through the Company's website at <a href="https://www.emcorgroup.com">www.emcorgroup.com</a>.

### Forward Looking Statements:

This release contains certain forward-looking statements within the meaning of the Private Securities Reform Act of 1995. Any such comments speak only as of this date and EMCOR assumes no obligation to update any such forward-looking statements. These forward-looking statements may include statements regarding anticipated future operating and financial performance, the nature and impact of our backlog, our ability to pursue acquisitions, our ability to return capital to shareholders, market opportunities, and market growth. These forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from the forward-looking statements. Accordingly these statements are no guarantee of future performance. Such risk and uncertainties include, but are not limited to, adverse effects of general economic conditions, changes in the political environment, changes in the specific markets for EMCOR's services, adverse business conditions, availability of adequate levels of surety bonding, increased competition, unfavorable labor productivity and mix of 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 2017 Form 10-K and in other reports filed from time to time with the Securities and Exchange Commission and available at <a href="www.sec.gov">www.sec.gov</a> and <a href="www.emcorgroup.com">www.emcorgroup.com</a>. Such risk factors should be taken into account in evaluating any forward-looking statements.



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#### Non-GAAP Measures:

This release also includes 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 this release. 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 historical 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 GROUP, INC. FINANCIAL HIGHLIGHTS

(In thousands, except share and per share information)

### **CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**

(Unaudited)

	For the three months ended December 31,			For the twelve months ended December 31,				
		2017		2016		2017		2016
Revenues	\$	2,012,639	\$	1,949,964	\$	7,686,999	\$	7,551,524
Cost of sales		1,701,538		1,677,995		6,539,987		6,513,662
Gross profit		311,101		271,969		1,147,012		1,037,862
Selling, general and administrative expenses		204,159		194,884		757,062		725,538
Restructuring expenses		623		167		1,577		1,438
Impairment loss on goodwill and identifiable intangible assets		57,819		2,428		57,819		2,428
Operating income		48,500		74,490		330,554		308,458
Interest expense		(3,306)		(3,654)		(12,770)		(12,627)
Interest income		358		145		965		663
Income from continuing operations before income taxes		45,552		70,981		318,749		296,494
Income tax (benefit) provision		(7,774)		28,536		90,699		111,199
Income from continuing operations		53,326		42,445		228,050		185,295
Loss from discontinued operation, net of income taxes		(128)		(1,558)		(857)		(3,142)
Net income including noncontrolling interests		53,198		40,887		227,193		182,153
Less: Net loss (income) attributable to noncontrolling interests		3		(211)		3		(218)
Net income attributable to EMCOR Group, Inc.	\$	53,201	\$	40,676	\$	227,196	\$	181,935
Basic earnings (loss) per common share:								
From continuing operations	\$	0.91	\$	0.70	\$	3.85	\$	3.05
From discontinued operation	\$	(0.00)	\$	(0.03)	\$	(0.01)	\$	(0.05)
Diluted earnings (loss) per common share:								
From continuing operations	\$	0.90	\$	0.69	\$	3.83	\$	3.02
From discontinued operation	\$	(0.00)	\$	(0.03)	\$	(0.01)	\$	(0.05)
Weighted average shares of common stock outstanding:								
Basic		58,903,875		60,479,635		59,254,256		60,769,808
Diluted		59,314,187		60,956,004		59,618,969		61,206,792
Dividends declared per common share	\$	0.08	\$	0.08	\$	0.32	\$	0.32



## EMCOR GROUP, INC. CONDENSED CONSOLIDATED BALANCE SHEETS

(In thousands)

ASSETS           Current assets:         467,403         \$ 460,401         460,401<		De	December 31, 2017		cember 31, 2016
Cash and cash equivalents         467,430         464,617           Accounts receivable, net         1,607,922         1,495,431           Costs and estimated earnings in excess of billings on uncompleted contracts         122,621         130,697           Inventories         42,724         37,426           Prepaid expenses and other         43,321         40,944           Total current assets         2,284,509         2,169,115           Investments, notes and other long-term receivables         2,309         8,792           Property, plant & equipment, net         127,156         127,951           Goodwill         964,893         979,628           Identifiable intangible assets, net         495,036         487,398           Other assets         92,001         79,554           Total assets         92,001         79,554           Identifiable intangible assets, net         92,001         79,554           Uter assets         92,001         79,554           Vibra assets         92,001         79,554           Votal assets         52,606         83,52,438           Value of the stand capital lease obligations         15,364         \$15,000           Accounts payable         567,840         501,213           Billing	ASSETS				
Accounts receivable, net         1,607,922         1,495,431           Costs and estimated earnings in excess of billings on uncompleted contracts         122,621         130,697           Inventories         42,724         37,426           Prepaid expenses and other         43,812         40,944           Total current assets         2,284,509         2,169,115           Investments, notes and other long-term receivables         2,284,509         8,792           Property, plant & equipment, net         127,756         127,951           Goodwill         964,893         979,628           Identifiable intangible assets, net         495,036         487,398           Other assets         92,001         79,554           Total assets         92,001         79,554           Total assets         92,001         79,554           Total assets         92,001         79,554           Total assets         92,001         79,554           Current liabilities         50,754         50,152           Current maturities of long-term debt and capital lease obligations         51,536         51,536           Billings in excess of costs and estimated earnings on uncompleted contracts         524,156         489,242           Accrued payroll and benefits         220,727	Current assets:				
Costs and estimated earnings in excess of billings on uncompleted contracts         122,621         130,697           Inventories         42,724         37,426           Prepaid expenses and other         43,812         40,944           Total current assets         2,284,509         2,169,115           Investments, notes and other long-term receivables         2,309         8,792           Property, plant & equipment, net         96,893         979,628           Goodwill         96,893         979,628           Identifiable intangible assets, net         495,036         487,398           Other assets         92,001         79,554           Total assets         15,003         8,365,438           LABILITIES AND EQUITY         15,000         15,004           Current liabilities         15,034         15,034           Gurrent maturities of long-term debt and capital lease obligations         524,156         489,242           Accrued payroll and benefits         322,865         31,514           Other accrued	Cash and cash equivalents	\$	467,430	\$	464,617
Inventories         42,724         37,426           Prepaid expenses and other         43,812         40,944           Total current assets         2,284,509         2,169,115           Investments, notes and other long-term receivables         2,309         8,792           Property, plant & equipment, net         127,156         127,951           Goodwill         964,893         979,628           Identifiable intangible assets, net         90,001         79,554           Other assets         92,001         79,554           Otal assets         92,001         79,554           Total assets         93,059,004         3,852,438           ***********************************	Accounts receivable, net		1,607,922		1,495,431
Prepaid expenses and other         43,812         40,944           Total current assets         2,284,509         2,169,115           Investments, notes and other long-term receivables         2,309         8,792           Property, plant & equipment, net         127,156         127,951           Goodwill         964,893         979,628           Identifiable intangible assets, net         495,036         487,398           Other assets         9,001         79,554           Otal assets         3,965,004         8,385,438           Total assets         9,001         79,554           Itabilities         2         3,965,004         8,385,248           Current flabilities         5         3,965,004         5,012,01           Current maturities of long-term debt and capital lease obligations         15,364         15,030           Accounts payable         567,840         501,213           Billings in excess of costs and estimated earnings on uncompleted contracts         524,156         489,242           Accrued payroll and benefits         322,865         310,514           Other accrued expenses and liabilities         2,007,27         195,775           Total current liabilities         2,500         15,11,774           Drong-term debt and	Costs and estimated earnings in excess of billings on uncompleted contracts		122,621		130,697
Total current assets         2,284,509         2,169,115           Investments, notes and other long-term receivables         2,309         8,792           Property, plant & equipment, net         127,156         127,951           Goodwill         964,893         979,628           Identifiable intangible assets, net         495,036         487,398           Other assets         92,001         79,554           Total assets         3,365,904         \$ 3,852,438           LABILITIES AND EQUITY           Current liabilities         567,804         515,364         515,304           Current maturities of long-term debt and capital lease obligations         15,364         501,213           Accounts payable         567,804         501,213           Billings in excess of costs and estimated earnings on uncompleted contracts         524,156         489,242           Accrued payroll and benefits         322,865         310,514           Other accrued expenses and liabilities         2,207,27         195,775           Total current liabilities         1,650,952         1,511,774           Borrowings under revolving credit facility         25,000         283,296           Other long-term obligations         346,049         394,426           Total liabilities	Inventories		42,724		37,426
Investments, notes and other long-term receivables         2,309         8,792           Property, plant & equipment, net         127,156         127,951           Goodwill         964,803         979,628           Identifiable intangible assets, net         495,003         487,308           Other assets         92,001         79,554           Total assets         3,365,904         \$ 3,852,438           LABILITIES AND EQUITY           Current liabilities:           Current maturities of long-term debt and capital lease obligations         15,364         501,213           Accounts payable         567,840         501,213           Billings in excess of costs and estimated earnings on uncompleted contracts         524,156         489,242           Accrued payroll and benefits         322,865         310,514           Other accrued expenses and liabilities         220,727         195,775           Total current liabilities         1,650,952         1,511,774           Borrowings under revolving credit facility         25,000         125,000           Long-term debt and capital lease obligations         269,786         283,296           Other long-term obligations         346,049         394,426           Total liabilities         2,291,787         2,314	Prepaid expenses and other		43,812		40,944
Property, plant & equipment, net         127,156         127,951           Goodwill         964,893         979,628           Identifiable intangible assets, net         495,036         487,398           Other assets         92,001         79,554           Total assets         3,965,904         3,852,438           LIABILITIES AND EQUITY           Current liabilities:         507,804         15,030           Accounts payable         567,840         501,213           Billings in excess of costs and estimated earnings on uncompleted contracts         524,156         489,242           Accrued payroll and benefits         322,865         310,514           Other accrued expenses and liabilities         220,727         195,775           Total current liabilities         1,650,952         1,511,774           Borrowings under revolving credit facility         25,000         125,000           Long-term debt and capital lease obligations         269,786         283,296           Other long-term obligations         346,049         394,426           Total liabilities         2,291,787         2,314,496           Equity:         2         2,314,496           Equity:         3,57,089         3,537,898           Total EMCOR Group, In	Total current assets		2,284,509		2,169,115
Goodwill         964,893         979,628           Identifiable intangible assets, net         495,036         487,398           Other assets         92,001         79,554           Total assets         3,965,904         3,852,438           LIABILITIES AND EQUITY           Current liabilities:           Current maturities of long-term debt and capital lease obligations         15,364         15,030           Accounts payable         567,840         501,213           Billings in excess of costs and estimated earnings on uncompleted contracts         524,156         489,242           Accrued payroll and benefits         322,865         310,514           Other accrued expenses and liabilities         220,727         195,775           Total current liabilities         1,650,952         1,511,774           Borrowings under revolving credit facility         25,000         125,000           Long-term debt and capital lease obligations         269,786         283,296           Other long-term obligations         346,049         394,426           Total liabilities         2,291,787         2,314,496           Equity         1,673,267         1,537,089           Noncontrolling interests         850         853           Total lequity	Investments, notes and other long-term receivables		2,309		8,792
Identifiable intangible assets, net         495,036         487,398           Other assets         92,001         79,554           Total assets         \$3,965,904         \$3,852,438           LIABILITIES AND EQUITY           Current liabilities           Current maturities of long-term debt and capital lease obligations         \$15,364         \$15,030           Accounts payable         567,840         501,213           Billings in excess of costs and estimated earnings on uncompleted contracts         524,156         489,242           Accrued payroll and benefits         322,865         310,514           Other accrued expenses and liabilities         220,727         195,775           Total current liabilities         1,650,952         1,511,774           Borrowings under revolving credit facility         25,000         125,000           Long-term debt and capital lease obligations         269,786         283,296           Other long-term obligations         346,049         394,426           Total liabilities         2,291,787         2,314,496           Equity:         1,673,267         1,537,089           Total EMCOR Group, Inc. stockholders' equity         1,673,267         1,537,089           Total equity         1,674,117	Property, plant & equipment, net		127,156		127,951
Other assets         92,001         79,554           Total assets         \$ 3,965,904         \$ 3,852,438           LIABILITIES AND EQUITY           Current liabilities:           Current maturities of long-term debt and capital lease obligations         \$ 15,364         \$ 15,030           Accounts payable         567,840         501,213           Billings in excess of costs and estimated earnings on uncompleted contracts         524,156         489,242           Accrued payroll and benefits         322,865         310,514           Other accrued expenses and liabilities         220,727         195,775           Total current liabilities         1,650,952         1,511,774           Borrowings under revolving credit facility         25,000         125,000           Long-term debt and capital lease obligations         269,786         283,296           Other long-term obligations         346,049         394,426           Total liabilities         2,291,787         2,314,496           Equity:         1,673,267         1,537,089           Noncontrolling interests         850         853           Total equity         1,674,117         1,537,942	Goodwill		964,893		979,628
Total assets         \$ 3,965,904         \$ 3,852,438           LIABILITIES AND EQUITY           Current liabilities:           Current maturities of long-term debt and capital lease obligations         \$ 15,364         \$ 15,030           Accounts payable         567,840         501,213           Billings in excess of costs and estimated earnings on uncompleted contracts         524,156         489,242           Accrued payroll and benefits         322,865         310,514           Other accrued expenses and liabilities         220,727         195,775           Total current liabilities         1,650,952         1,511,774           Borrowings under revolving credit facility         25,000         125,000           Long-term debt and capital lease obligations         269,786         283,296           Other long-term obligations         346,049         394,426           Total liabilities         2,291,787         2,314,496           Equity:         Total EMCOR Group, Inc. stockholders' equity         1,673,267         1,537,089           Noncontrolling interests         850         853           Total equity         1,674,117         1,537,942	Identifiable intangible assets, net		495,036		487,398
LIABILITIES AND EQUITY           Current liabilities:           Current maturities of long-term debt and capital lease obligations         \$ 15,364         \$ 15,030           Accounts payable         567,840         501,213           Billings in excess of costs and estimated earnings on uncompleted contracts         524,156         489,242           Accrued payroll and benefits         322,865         310,514           Other accrued expenses and liabilities         220,727         195,775           Total current liabilities         1,650,952         1,511,774           Borrowings under revolving credit facility         25,000         125,000           Long-term debt and capital lease obligations         269,786         283,296           Other long-term obligations         346,049         394,426           Total liabilities         2,291,787         2,314,496           Equity:         1,673,267         1,537,089           Noncontrolling interests         850         853           Total equity         1,674,117         1,537,942	Other assets		92,001		79,554
Current liabilities:       Current maturities of long-term debt and capital lease obligations       \$ 15,364       \$ 15,030         Accounts payable       567,840       501,213         Billings in excess of costs and estimated earnings on uncompleted contracts       524,156       489,242         Accrued payroll and benefits       322,865       310,514         Other accrued expenses and liabilities       220,727       195,775         Total current liabilities       1,650,952       1,511,774         Borrowings under revolving credit facility       25,000       125,000         Long-term debt and capital lease obligations       269,786       283,296         Other long-term obligations       346,049       394,426         Total liabilities       2,291,787       2,314,496         Equity:         Total EMCOR Group, Inc. stockholders' equity       1,673,267       1,537,089         Noncontrolling interests       850       853         Total equity       1,674,117       1,537,942	Total assets	\$	3,965,904	\$	3,852,438
Current maturities of long-term debt and capital lease obligations       \$ 15,364       \$ 15,030         Accounts payable       567,840       501,213         Billings in excess of costs and estimated earnings on uncompleted contracts       524,156       489,242         Accrued payroll and benefits       322,865       310,514         Other accrued expenses and liabilities       220,727       195,775         Total current liabilities       1,650,952       1,511,774         Borrowings under revolving credit facility       25,000       125,000         Long-term debt and capital lease obligations       269,786       283,296         Other long-term obligations       346,049       394,426         Total liabilities       2,291,787       2,314,496         Equity:         Total EMCOR Group, Inc. stockholders' equity       1,673,267       1,537,089         Noncontrolling interests       850       853         Total equity       1,674,117       1,537,942	LIABILITIES AND EQUITY		_		
Accounts payable       567,840       501,213         Billings in excess of costs and estimated earnings on uncompleted contracts       524,156       489,242         Accrued payroll and benefits       322,865       310,514         Other accrued expenses and liabilities       220,727       195,775         Total current liabilities       1,650,952       1,511,774         Borrowings under revolving credit facility       25,000       125,000         Long-term debt and capital lease obligations       269,786       283,296         Other long-term obligations       346,049       394,426         Total liabilities       2,291,787       2,314,496         Equity:         Total EMCOR Group, Inc. stockholders' equity       1,673,267       1,537,089         Noncontrolling interests       850       853         Total equity       1,674,117       1,537,942	Current liabilities:				
Billings in excess of costs and estimated earnings on uncompleted contracts       524,156       489,242         Accrued payroll and benefits       322,865       310,514         Other accrued expenses and liabilities       220,727       195,775         Total current liabilities       1,650,952       1,511,774         Borrowings under revolving credit facility       25,000       125,000         Long-term debt and capital lease obligations       269,786       283,296         Other long-term obligations       346,049       394,426         Total liabilities       2,291,787       2,314,496         Equity:         Total EMCOR Group, Inc. stockholders' equity       1,673,267       1,537,089         Noncontrolling interests       850       853         Total equity       1,674,117       1,537,942	Current maturities of long-term debt and capital lease obligations	\$	15,364	\$	15,030
Accrued payroll and benefits       322,865       310,514         Other accrued expenses and liabilities       220,727       195,775         Total current liabilities       1,650,952       1,511,774         Borrowings under revolving credit facility       25,000       125,000         Long-term debt and capital lease obligations       269,786       283,296         Other long-term obligations       346,049       394,426         Total liabilities       2,291,787       2,314,496         Equity:       1,673,267       1,537,089         Noncontrolling interests       850       853         Total equity       1,674,117       1,537,942	Accounts payable		567,840		501,213
Other accrued expenses and liabilities         220,727         195,775           Total current liabilities         1,650,952         1,511,774           Borrowings under revolving credit facility         25,000         125,000           Long-term debt and capital lease obligations         269,786         283,296           Other long-term obligations         346,049         394,426           Total liabilities         2,291,787         2,314,496           Equity:         Total EMCOR Group, Inc. stockholders' equity         1,673,267         1,537,089           Noncontrolling interests         850         853           Total equity         1,674,117         1,537,942	Billings in excess of costs and estimated earnings on uncompleted contracts		524,156		489,242
Total current liabilities       1,650,952       1,511,774         Borrowings under revolving credit facility       25,000       125,000         Long-term debt and capital lease obligations       269,786       283,296         Other long-term obligations       346,049       394,426         Total liabilities       2,291,787       2,314,496         Equity:       Total EMCOR Group, Inc. stockholders' equity       1,673,267       1,537,089         Noncontrolling interests       850       853         Total equity       1,674,117       1,537,942	Accrued payroll and benefits		322,865		310,514
Borrowings under revolving credit facility       25,000       125,000         Long-term debt and capital lease obligations       269,786       283,296         Other long-term obligations       346,049       394,426         Total liabilities       2,291,787       2,314,496         Equity:       1,673,267       1,537,089         Noncontrolling interests       850       853         Total equity       1,674,117       1,537,942	Other accrued expenses and liabilities		220,727		195,775
Long-term debt and capital lease obligations       269,786       283,296         Other long-term obligations       346,049       394,426         Total liabilities       2,291,787       2,314,496         Equity:       Total EMCOR Group, Inc. stockholders' equity       1,673,267       1,537,089         Noncontrolling interests       850       853         Total equity       1,674,117       1,537,942	Total current liabilities		1,650,952		1,511,774
Other long-term obligations         346,049         394,426           Total liabilities         2,291,787         2,314,496           Equity:         Total EMCOR Group, Inc. stockholders' equity         1,673,267         1,537,089           Noncontrolling interests         850         853           Total equity         1,674,117         1,537,942	Borrowings under revolving credit facility		25,000		125,000
Total liabilities         2,291,787         2,314,496           Equity:         Total EMCOR Group, Inc. stockholders' equity         1,673,267         1,537,089           Noncontrolling interests         850         853           Total equity         1,674,117         1,537,942	Long-term debt and capital lease obligations		269,786		283,296
Equity:       1,673,267       1,537,089         Total EMCOR Group, Inc. stockholders' equity       850       853         Noncontrolling interests       1,674,117       1,537,942	Other long-term obligations		346,049		394,426
Total EMCOR Group, Inc. stockholders' equity         1,673,267         1,537,089           Noncontrolling interests         850         853           Total equity         1,674,117         1,537,942	Total liabilities		2,291,787		2,314,496
Noncontrolling interests         850         853           Total equity         1,674,117         1,537,942	Equity:				
Total equity 1,674,117 1,537,942	Total EMCOR Group, Inc. stockholders' equity		1,673,267		1,537,089
	Noncontrolling interests		850		853
Total liabilities and equity \$ 3,965,904 \$ 3,852,438	Total equity		1,674,117		1,537,942
	Total liabilities and equity	\$	3,965,904	\$	3,852,438



## EMCOR GROUP, INC. CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

For the Twelve Months Ended December 31, 2017 and 2016 (In thousands)

	2017	2016
Cash flows - operating activities:		
Net income including noncontrolling interests	\$ 227,19	3 \$ 182,153
Depreciation and amortization	39,91	5 38,881
Amortization of identifiable intangible assets	48,59	4 40,908
Deferred income taxes	(53,35	8) (8,108)
Excess tax benefits from share-based compensation	(1,61	6) (2,546)
Equity income from unconsolidated entities	(86	4) (1,569)
Non-cash expense for impairment of goodwill and identifiable intangible assets	57,81	9 2,428
Other non-cash items	11,21	9 15,361
Distributions from unconsolidated entities	5,50	6 1,247
Changes in operating assets and liabilities, excluding the effect of businesses acquired	31,72	6 (4,194)
Net cash provided by operating activities	366,13	4 264,561
Cash flows - investing activities:		
Payments for acquisitions of businesses, net of cash acquired	(107,22	3) (232,947)
Proceeds from sale of property, plant and equipment	4,01	4 2,023
Purchase of property, plant and equipment	(34,68	4) (39,648)
Investments in and advances to unconsolidated entities	(67	5) (99)
Distributions from unconsolidated entities	47	5 —
Net cash used in investing activities	(138,09	3) (270,671)
Cash flows - financing activities:		
Proceeds from revolving credit facility	_	- 220,000
Repayments of revolving credit facility	(100,00	0) (95,000)
Borrowings from long-term debt	_	- 400,000
Repayments of long-term debt and debt issuance costs	(15,20	2) (417,990)
Repayments of capital lease obligations	(1,44	5) (1,384)
Dividends paid to stockholders	(18,97	1) (19,454)
Repurchase of common stock	(93,16	6) (94,221)
Proceeds from exercise of stock options	_	- 741
Taxes paid related to net share settlements of equity awards	(3,46	2) (4,225)
Issuance of common stock under employee stock purchase plan	4,79	3 4,814
Payments for contingent consideration arrangements	(1,01	7) —
Distributions to noncontrolling interests	_	- (2,710)
Net cash used in financing activities	(228,47	0) (9,429)
Effect of exchange rate changes on cash and cash equivalents	3,24	2 (6,675)
Increase (decrease) in cash and cash equivalents	2,81	3 (22,214)
Cash and cash equivalents at beginning of year	464,61	7 486,831
Cash and cash equivalents at end of period	\$ 467,43	9 464,617



## EMCOR GROUP, INC. SEGMENT INFORMATION

(In thousands)

(Unaudited)

	F	For the three months ended December 31,					
		2017		2016			
Revenues from unrelated entities:							
United States electrical construction and facilities services	\$	479,410	\$	476,929			
United States mechanical construction and facilities services		790,785		717,528			
United States building services		438,302		443,256			
United States industrial services		207,475		237,251			
Total United States operations		1,915,972		1,874,964			
United Kingdom building services		96,667		75,000			
Total worldwide operations	\$	2,012,639	\$	1,949,964			
	F	or the twelve Decem					

		December 31,				
		2017		2016		
Revenues from unrelated entities:		_				
United States electrical construction and facilities services	\$	1,829,567	\$	1,704,403		
United States mechanical construction and facilities services		2,963,815		2,643,321		
United States building services		1,753,703		1,810,229		
United States industrial services	-	799,169		1,067,315		
Total United States operations		7,346,254		7,225,268		
United Kingdom building services		340,745		326,256		
Total worldwide operations	\$	7,686,999	\$	7,551,524		



Income from continuing operations before income taxes

## EMCOR GROUP, INC. SEGMENT INFORMATION

(In thousands)

(Unaudited)

318,749 \$

296,494

	F	For the three months ende December 31,			
		2017	2016		
Operating income (loss):					
United States electrical construction and facilities services	\$	40,266 \$	31,116		
United States mechanical construction and facilities services		61,349	32,060		
United States building services		21,129	21,187		
United States industrial services		2,511	11,245		
Total United States operations		125,255	95,608		
United Kingdom building services		5,740	2,786		
Corporate administration		(24,053)	(21,309		
Restructuring expenses		(623)	(167		
Impairment loss on goodwill and identifiable intangible assets		(57,819)	(2,428		
Total worldwide operations		48,500	74,490		
Other corporate items:					
Interest expense		(3,306)	(3,654		
Interest income		358	145		
	¢	45 552 ¢	70.091		
Income from continuing operations before income taxes	\$	45,552 \$			
		or the twelve mo December	31,		
Income from continuing operations before income taxes		or the twelve mo	nths ended		
Income from continuing operations before income taxes  Operating income (loss):		or the twelve mo December	nths ended 31,		
Income from continuing operations before income taxes		or the twelve mo December 2017 150,001 \$	nths ended 31, 2016		
Income from continuing operations before income taxes  Operating income (loss):	F:	or the twelve mo December 2017	nths ended 31,		
Income from continuing operations before income taxes  Operating income (loss):  United States electrical construction and facilities services	F:	or the twelve mo December 2017 150,001 \$	nths ended 31, 2016 101,761 132,667		
Operating income (loss): United States electrical construction and facilities services United States mechanical construction and facilities services	F:	2017  150,001 \$ 212,320	nths ended 31, 2016 101,761 132,667 76,845		
Operating income (loss): United States electrical construction and facilities services United States mechanical construction and facilities services United States building services	F:	2017  150,001 \$ 212,320 81,504	nths ended 31, 2016 101,761 132,667 76,845 77,845		
Operating income (loss): United States electrical construction and facilities services United States mechanical construction and facilities services United States building services United States industrial services	F:	2017  150,001 \$ 212,320 81,504 19,084	nths ended 31, 2016 101,761 132,667 76,845 77,845 389,118		
Operating income (loss): United States electrical construction and facilities services United States mechanical construction and facilities services United States building services United States industrial services Total United States operations	F:	2017  150,001 \$ 212,320 81,504 19,084 462,909	nths ended 31, 2016 101,761 132,667 76,845 77,845 389,118 11,946		
Operating income (loss): United States electrical construction and facilities services United States mechanical construction and facilities services United States building services United States industrial services United States industrial services United States operations United Kingdom building services	F:	2017  150,001 \$ 212,320 81,504 19,084 462,909 14,849	nths ended 31, 2016 101,761 132,667 76,845 77,845 389,118 11,946 (88,740		
Operating income (loss): United States electrical construction and facilities services United States mechanical construction and facilities services United States building services United States industrial services United States industrial services United States operations United Kingdom building services Corporate administration	F:	150,001 \$ 212,320 81,504 19,084 462,909 14,849 (87,808)	nths ended 31, 2016 101,761 132,667 76,845 77,845 389,118 11,946 (88,740 (1,438		
Operating income (loss): United States electrical construction and facilities services United States mechanical construction and facilities services United States building services United States building services United States industrial services Total United States operations United Kingdom building services Corporate administration Restructuring expenses	F:	2017  150,001 \$ 212,320 81,504 19,084 462,909 14,849 (87,808) (1,577)	nths ended 31, 2016 101,761 132,667 76,845 77,845 389,118 11,946 (88,740 (1,438 (2,428		
Operating income (loss): United States electrical construction and facilities services United States mechanical construction and facilities services United States building services United States building services United States industrial services United States industrial services Total United States operations United Kingdom building services Corporate administration Restructuring expenses Impairment loss on goodwill and identifiable intangible assets	F:	150,001 \$ 212,320 81,504 19,084 462,909 14,849 (87,808) (1,577) (57,819)	nths ended 31, 2016 101,761 132,667 76,845 77,845 389,118 11,946 (88,740 (1,438 (2,428		
Operating income (loss): United States electrical construction and facilities services United States mechanical construction and facilities services United States building services United States building services United States industrial services Total United States operations United Kingdom building services Corporate administration Restructuring expenses Impairment loss on goodwill and identifiable intangible assets Total worldwide operations	F:	150,001 \$ 212,320 81,504 19,084 462,909 14,849 (87,808) (1,577) (57,819)	nths ended 31, 2016		



## EMCOR GROUP, INC. RECONCILIATION OF 2017 AND 2016 OPERATING INCOME

(In thousands) (Unaudited)

In our press release, we provide actual 2017 and 2016 fourth quarter and year-to-date December 31, 2017 and 2016 operating income. The following table provides a reconciliation between 2017 and 2016 operating income based on non-GAAP measures to the most directly comparable GAAP measures.

	For the three months ended December 31,				F		the twelve months end December 31,	
		2017		2016		2017		2016
GAAP operating income	\$	48,500	\$	74,490	\$	330,554	\$	308,458
Transaction expenses related to the acquisition of Ardent		_		_		_		3,838
Impairment loss on goodwill and identifiable intangible assets		57,819		2,428		57,819		2,428
Non-GAAP operating income, excluding Ardent transaction expenses and impairment loss on goodwill and identifiable intangible assets	\$	106,319	\$	76,918	\$	388,373	\$	314,724



### EMCOR GROUP, INC. RECONCILIATION OF 2017 AND 2016 NET INCOME

(In thousands) (Unaudited)

In our press release, we provide actual 2017 and 2016 fourth quarter and year-to-date December 31, 2017 and 2016 net income from continuing operations attributable to EMCOR Group, Inc. The following table provides a reconciliation between 2017 and 2016 net income from continuing operations attributable to EMCOR Group, Inc. based on non-GAAP measures to the most directly comparable GAAP measures.

	For the three months ended December 31,				For the twelve Decem	 	
		2017		2016	2017	2016	
GAAP net income from continuing operations attributable to EMCOR Group, Inc. (1)	\$	53,329	\$	42,234	\$ 228,053	\$ 185,077	
Transaction expenses related to the acquisition of Ardent $^{(2)}$		_		_	_	2,328	
Impairment loss on goodwill and identifiable intangible assets (3)		53,054		1,473	53,054	1,473	
Impact of change in tax rate on net deferred tax liability balance		(39,343)		_	(39,343)	_	
Non-GAAP net income from continuing operations attributable to EMCOR Group, Inc., excluding Ardent transaction expenses, impairment loss on goodwill and identifiable intangible assets and impact of change in tax rate on net deferred tax liability balance	\$	67,040	\$	43,707	\$ 241,764	\$ 188,878	

<sup>(1)</sup> Amount is income from continuing operations less net income attributable to noncontrolling interest.

Amount is net of tax effect of \$1.0 million in the 2016 quarter and year-to-date periods.

<sup>(2)</sup> Amount is net of tax effect of \$1.5 million in the 2016 year-to-date period.

<sup>(3)</sup> Amount is net of tax effect of \$4.8 million in the 2017 quarter and year-to-date periods.



# EMCOR GROUP, INC. RECONCILIATION OF 2017 AND 2016 DILUTED EARNINGS PER SHARE FIGURES (Unaudited)

In our press release, we provide actual 2017 and 2016 fourth quarter and year-to-date December 31, 2017 and 2016 diluted earnings per share from continuing operations. The following table provides a reconciliation between 2017 and 2016 EPS based on non-GAAP measures to the most directly comparable GAAP measures.

	For the three months ended December 31,				For the twelve months ended December 31,				
		2017		2016		2017		2016	
GAAP diluted earnings per common share from continuing operations	\$	0.90	\$	0.69	\$	3.83	\$	3.02	
Transaction expenses related to the acquisition of Ardent <sup>(1)</sup>		_		_		_		0.04	
Impairment loss on goodwill and identifiable intangible assets (2)		0.89		0.02		0.89		0.02	
Impact of change in tax rate on net deferred tax liability balance		(0.66)		_		(0.66)		_	
Non-GAAP diluted earnings per common share from continuing operations, excluding Ardent transaction expenses, impairment loss on goodwill and identifiable intangible assets and impact of change in tax rate on net deferred tax liability balance	\$	1.13	\$	0.72	\$	4.06	\$	3.09	

<sup>(1)</sup> Amount is net of tax effect of 1.5 million in the 2016 year-to-date period.

Amount is net of tax effect of \$1.0 million in the 2016 quarter and year-to-date periods.

<sup>(2)</sup> Amount is net of tax effect of \$4.8 million in the 2017 quarter and year-to-date periods.