



# INVESTOR PRESENTATION

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Energy Services of America

Prepared for  
East Cost IDEAS Conference  
June 11, 2025

NASDAQ: ESOA



# Forward Looking Statements

Certain statements contained in this presentation including, without limitation, the words "believes," "anticipates," "intends," "expects" or words of similar import, constitute "forward-looking statements" within the meaning of section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance, or achievements of the Company to be materially different from any future results, performance or achievements of the Company expressed or implied by such forward-looking statements. Such factors include, among others, general economic and business conditions, changes in business strategy or development plans, the integration of acquired business and other factors referenced in this presentation, risks and uncertainties related to the restatement of certain of our historical consolidated financial statements. Given these uncertainties, prospective investors are cautioned not to place undue reliance on such forward-looking statements. The Company disclaims any obligation to update any such factors or to publicly announce the results of any revisions to any of the forward-looking statements contained herein to reflect future events or developments.

## **Use of Non-GAAP Financial Measures**

In addition to the financial measures prepared in accordance with U.S. generally accepted accounting principles (GAAP), this presentation contains certain non-GAAP financial measures. The reconciliations of these non-GAAP financial measures to the most directly comparable GAAP measures and other information relating to these measures are included herein. We include these measurements to enhance the understanding of our operating performance. Non-GAAP financial measures have limitations as analytical tools and should not be considered in isolation or as a substitute for our financial results prepared in accordance with GAAP.

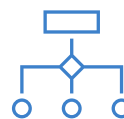


# Energy Services of America Corporation

[www.energyservicesofamerica.com](http://www.energyservicesofamerica.com)



Founded in 2006



Seven subsidiary companies

- › CJ Hughes Construction Company Inc.
- › Nitro Construction Services Inc.
- › West Virginia Pipeline Inc.
- › SQP Construction Group, Inc.
- › Tri-State Paving & Sealcoating, Inc.
- › Ryan Construction Services, Inc.
- › Tribute Contracting & Consultants, Inc.



\$351.9 million revenue and \$28.8 million adjusted EBITDA for the fiscal year ended September 30, 2024 <sup>(1)</sup>



1,200 employees as of December 31, 2024



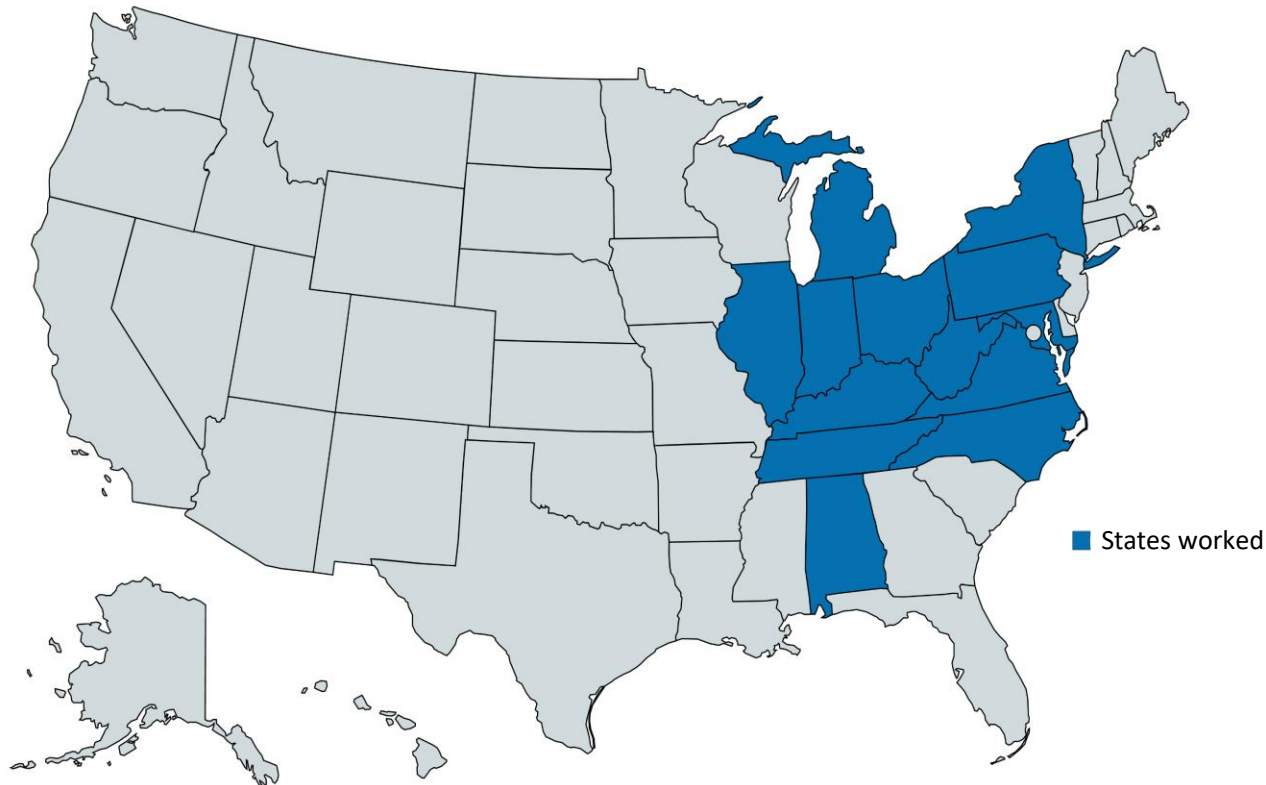
Services the natural gas, petroleum, chemical, automotive, water/wastewater, broadband and power industries in addition to commercial construction and solar capabilities

(1) See slide 23 for Non-GAAP Financial Measure Reconciliation

# INVESTMENT HIGHLIGHTS

- Consistent organic revenue growth
- Long-standing relationships with the leading customers in our markets
- Customer spending on infrastructure and manufacturing construction projects continues to be strong
- Backlog increased from \$72.2 million (FY 2021) to \$243.2 million at September 30, 2024 and \$280.7 million at March 31, 2025
- Successful integration of acquired companies and start-up operations have resulted in expanded services and geographical reach
- Over 200 years of combined construction experience between the Company's subsidiaries
- Strong insider ownership (~26% of shares outstanding)
- Doubled annual dividend payment to \$0.12 (paid quarterly) from \$0.06 annual dividend prior two fiscal years (approx. \$500,000 total per quarter)
- Repurchase authorization for up to 1 million shares (786,000 shares remaining) at May 12, 2025

# PRIMARY SERVICE AREA



- Water and natural gas distribution services operate primarily in West Virginia, Ohio, and Kentucky.
- Petroleum and natural gas transmission services are customer driven and range from the northeast to the central United States.
- Electrical, mechanical, and HVAC/R services operate primarily in West Virginia, Virginia, and Ohio, but we also service our existing customer's other facilities in Alabama, Tennessee, and North Carolina. A newly formed subsidiary is headquartered in Michigan.
- general contracting services operate primarily in West Virginia.
- Broadband drilling services are provided in West Virginia, Ohio, and Pennsylvania.
- Satellite offices are being established to better assist crews in our footprint but also aid in expansion efforts. Our most recent satellite offices are located in Battle Creek, MI and Lexington, KY.

# STRATEGIC OBJECTIVES



- Continue to grow newer subsidiaries added to diversify our capabilities and expand opportunities
  - West Virginia Pipeline, a gas and water distribution contractor working in southern West Virginia
  - SQP Construction Group, a general contractor working in West Virginia
  - Tri-State Paving & Sealcoating, a utility paving contractor working in West Virginia, Kentucky, and Tennessee
  - Ryan Construction Services, a broadband, corrosion services, and natural gas distribution contractor working in West Virginia and Pennsylvania
  - Tribute Contracting, a water/wastewater contractor located in South Point, Ohio
  - Nitro Electric, an electrical contractor located in Battle Creek, Michigan. Subsidiary of Nitro Construction
- Increase infrastructure and manufacturing construction opportunities in the water, gas distribution, general contracting, steel manufacturing, power, automotive (EV battery), and broadband industries through geographical expansion, strengthening relationships with existing customers, and forging new relationships
- Explore strategic inorganic growth opportunities

# CUSTOMER PORTFOLIO



# CJ HUGHES CONSTRUCTION

## OVERVIEW

[www.cjhughes.com](http://www.cjhughes.com)

\$ \$156.7 million revenue for the fiscal year ended September 30, 2024



380+ employees

**Safety, Quality, and Production** has been the CJ Hughes way since 1946.

- Primarily engaged in the construction, replacement and repair of natural gas pipelines, water, petroleum and storage facilities for utility companies and private natural gas companies
- Based in Huntington, West Virginia and licensed to service 15+ states primarily across the mid-Atlantic and Central United States
- Performs both distribution and transmission projects as well as station and facility work along with industrial and mechanical services





NITRO CONSTRUCTION SERVICES™

# NITRO CONSTRUCTION OVERVIEW

[www.nitroconstructionservices.com](http://www.nitroconstructionservices.com)



\$104.1 million revenue for fiscal year  
ended September 30 , 2024



523 employees

## Safety, Accountability, and Quality Assurance

- First started serving customers as Nitro Electric in 1959
- Primarily an electrical, mechanical, and HVAC/R contractor that provides its services to the power, chemical and automotive industries along with commercial capabilities
- Based in Nitro, West Virginia and services customers across 7+ states and has a wide profile of customers within this industry
- Provides a full range of electrical and mechanical services including substation and switchyard services, site preparation, equipment setting, pipe fabrication and installation, packaged buildings, and transformers in addition to commercial and industrial HVAC/R, and fire protection systems

Industrial HVAC/R installation

# SQP CONSTRUCTION GROUP OVERVIEW

[www.sqpgc.com](http://www.sqpgc.com)



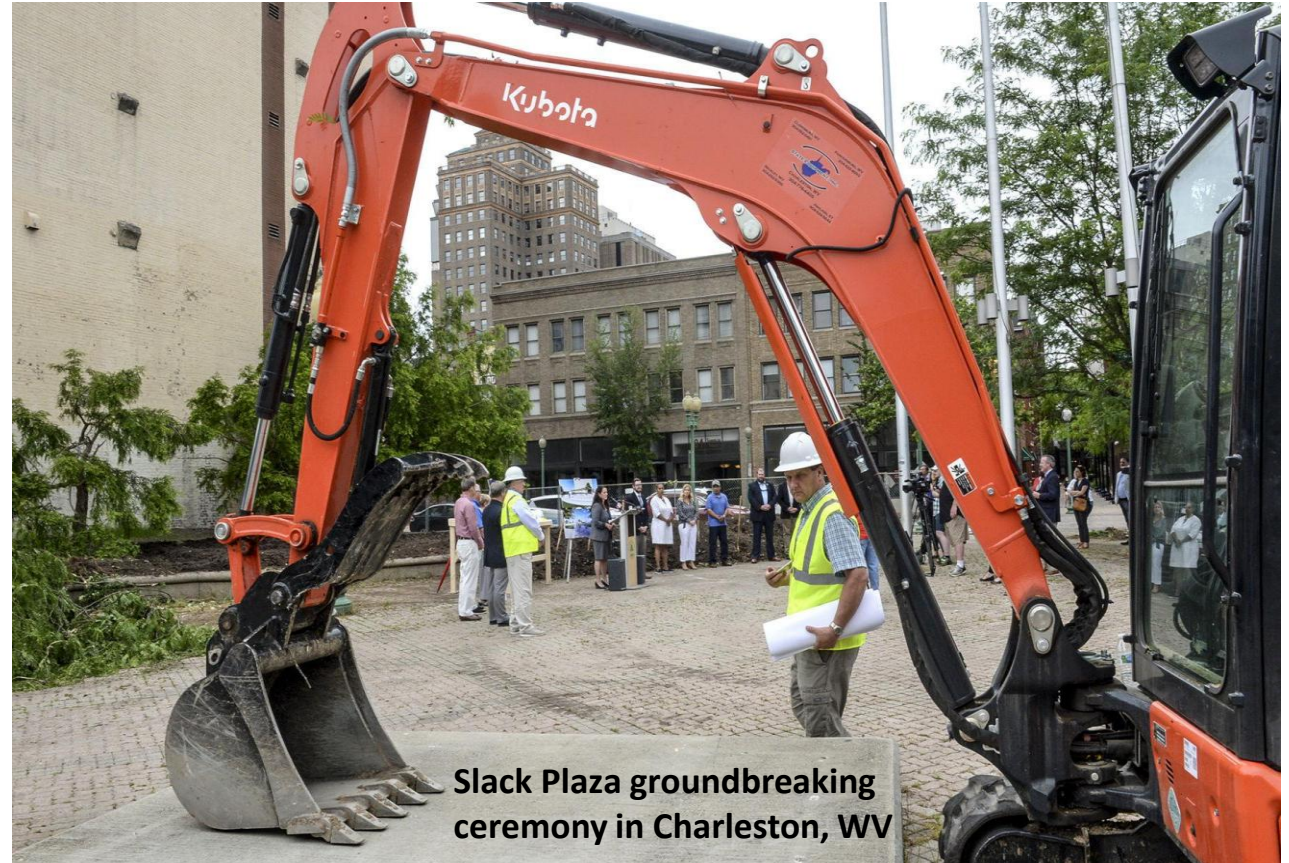
\$ \$58.7 million revenue for the  
Fiscal year ended September 30, 2024



58 Employees

## Safety, Quality, and Performance

- General contractor with focus on commercial and industrial buildings and civil work for private/public companies and state and local governments
- Located in St. Albans, West Virginia and growing geographically within West Virginia



Slack Plaza groundbreaking  
ceremony in Charleston, WV



# TRI-STATE PAVING & SEALCOATING OVERVIEW

[www.tristatepavingwv.com](http://www.tristatepavingwv.com)

\$ \$14.5 million revenue for the fiscal  
year ended September 30, 2024



89 employees

## Reliable. Responsive. Results-Driven.

- Has been providing quality work for over 15 years
- Located in Hurricane, West Virginia and primarily serving utility companies in Charleston, West Virginia, Lexington, Kentucky, and Chattanooga, Tennessee



# WEST VIRGINIA PIPELINE

## OVERVIEW

[www.westvirginiapipe.com](http://www.westvirginiapipe.com)



\$11.6 million revenue for the fiscal year ended September 30, 2024



76 employees

### Excellence and Proficiency in the Pipeline Industry Since 1963

- Primarily engaged in the construction, replacement and repair of natural gas distribution and water pipelines for utility companies and private companies
- Located in Princeton, West Virginia
- Has shown revenue growth each fiscal year since being acquired by Energy Services

V.P. Amy Belcher with one of the crews



# RYAN CONSTRUCTION SERVICES

## OVERVIEW

<http://www.ryan-cs.com>

\$ \$6.3 million revenue for the fiscal year  
Ended September 30, 2024



59 employees

- Located in Bridgeport, West Virginia and primarily serving natural gas distribution and broadband telecommunication customers in northern West Virginia and Pennsylvania.
- Ryan Construction offers pipeline construction, horizontal directional drilling, and corrosion prevention services.




Directional drilling for a fiber optic installation



# TRIBUTE CONTRACTING OVERVIEW



\$ \$40.0+ million annual revenue expected  90 employees

Acquired December 2, 2024

- Located in South Point, Ohio and primarily serving public water and wastewater customers in Ohio, West Virginia, and Kentucky



## Mission

Our mission is to provide a wide range of superior construction services to customers throughout the mid-Atlantic and Central United States with a focus on safety, quality, and production.

## Vision

Our goal is to improve the everyday lives of the people in the communities we work while providing superior services to our customers, great jobs for our employees, and maximizing value for our shareholders.

## Values

Safety

Quality

Production

Environment

# ENVIRONMENTAL HIGHLIGHTS

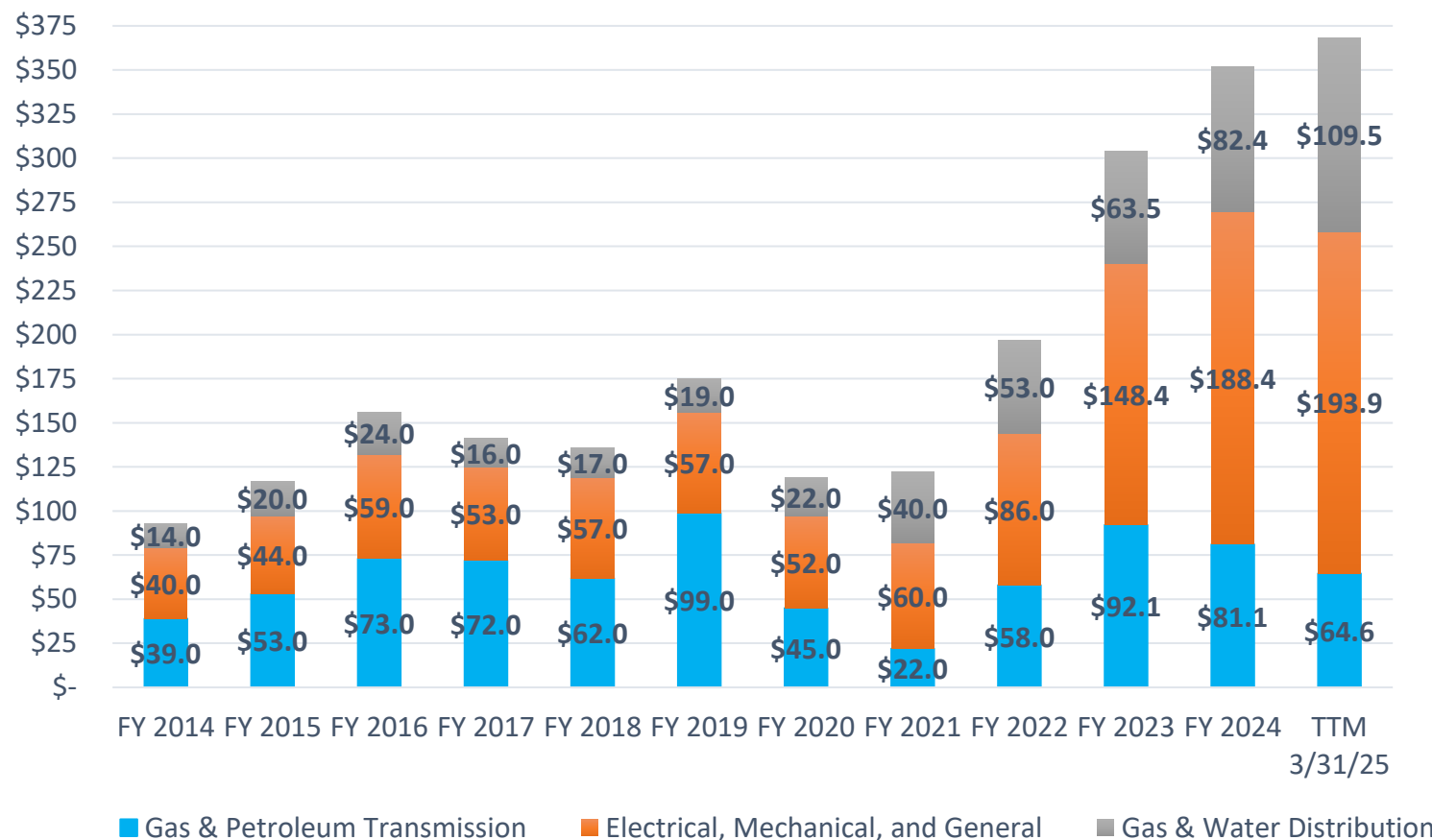


- Providing integrity maintenance and corrosion prevention services for the natural gas and petroleum industries
- Providing slip repair services to ensure pipeline integrity and land restoration
- Providing electrical and mechanical services to the electric vehicle (EV) battery plant industry
- Providing new installation, replacement, and repair services to the water and wastewater industries
- Initiating processes to track and reduce our carbon footprint

# CORPORATE PHILOSOPHY



## Revenue by End Market (\$ in millions)



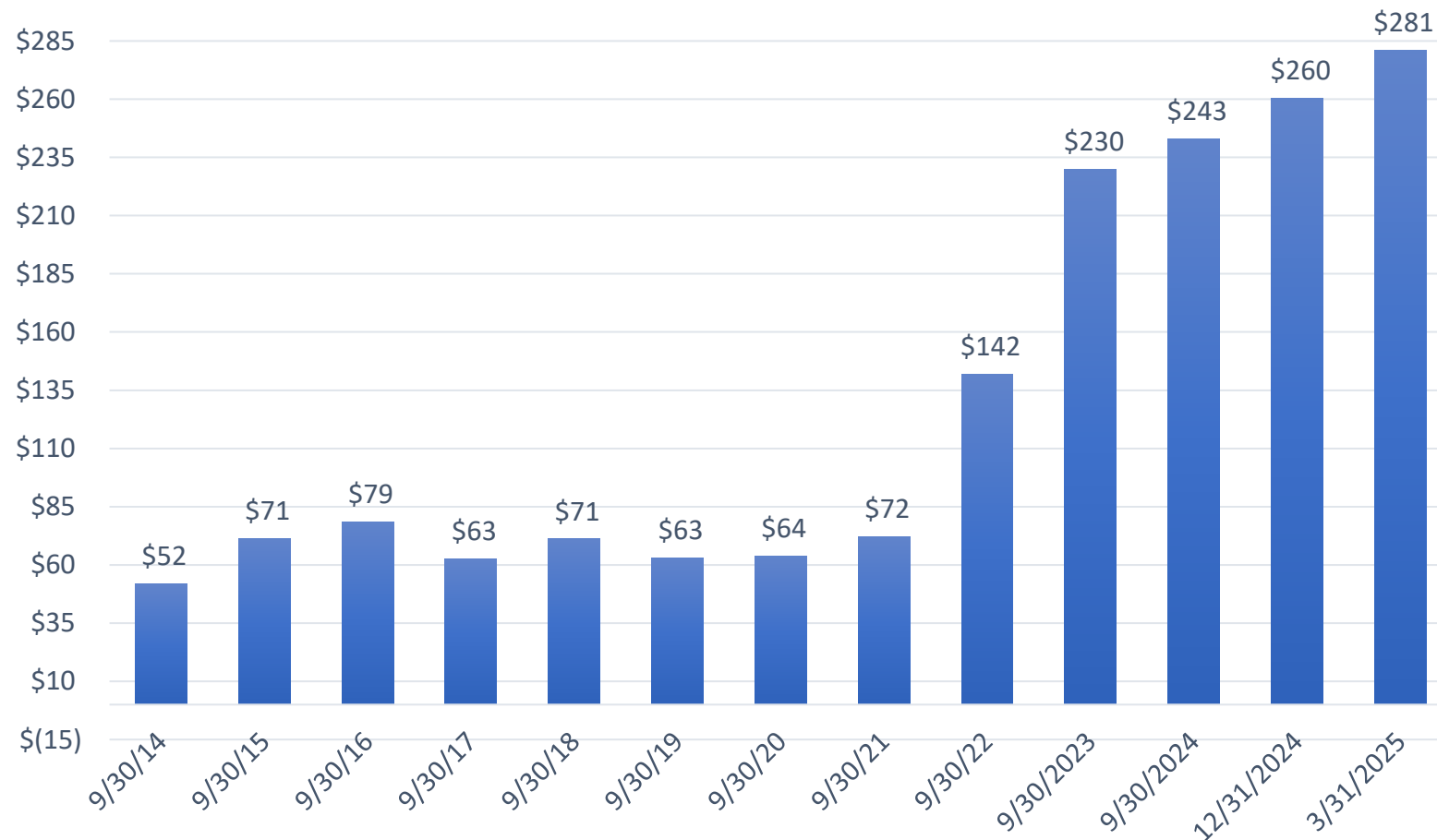
Revenue reached an ESA record of \$351.9 million for the fiscal year ended September 30, 2024



NITRO CONSTRUCTION SERVICES™

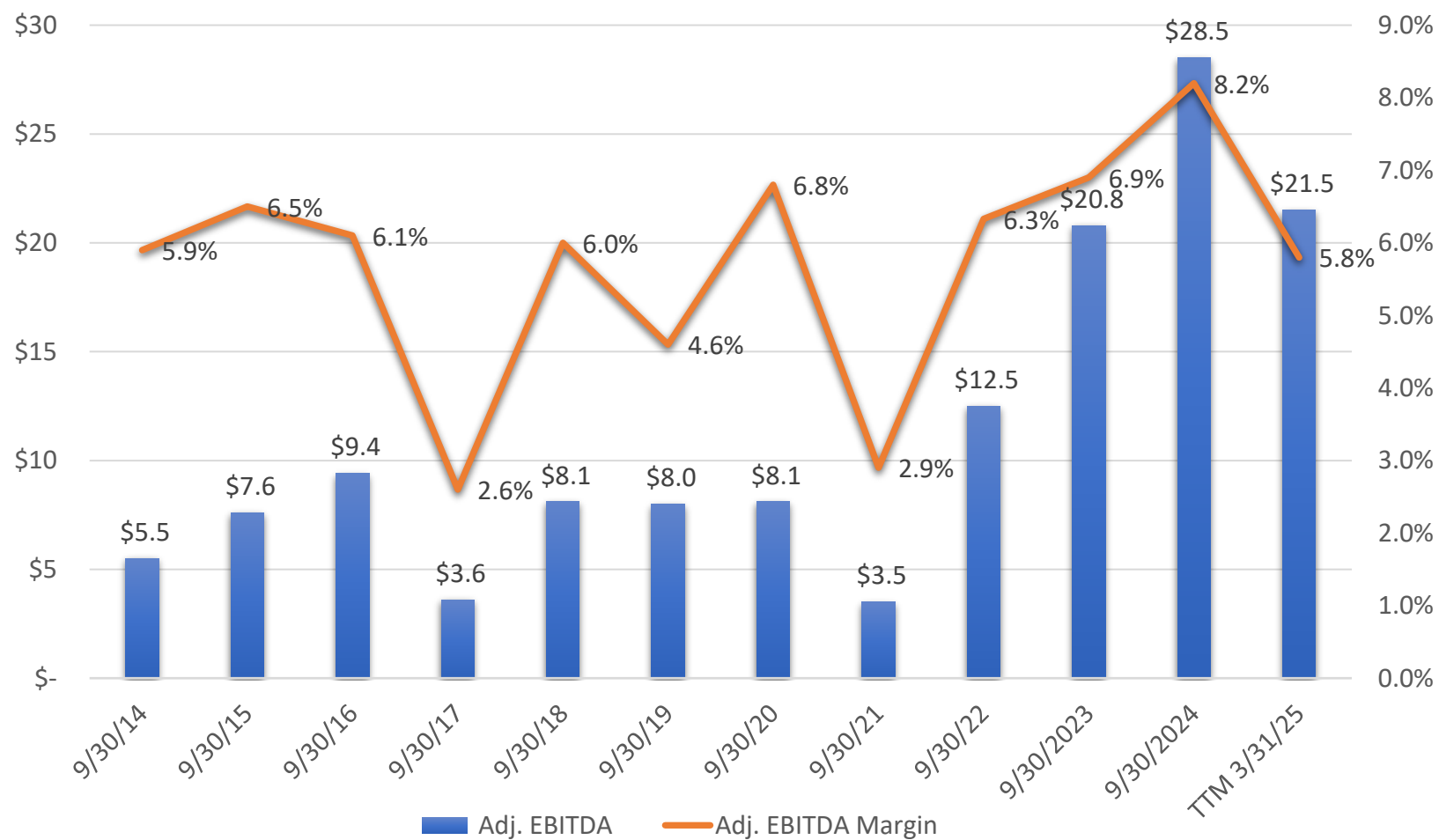


## Backlog (\$ in millions)



The Company's backlog includes uncompleted lump sum and unit price projects under contract as well as twelve months of expected revenues from unit price, time & material, and costs plus blanket contracts.

## Adjusted EBITDA (in millions) and Adjusted EBITDA Margin



See slide 22 for Non-GAAP Financial Measure Reconciliation

# CAPITAL ALLOCATION



- Acquisitions
  - Purchase companies we are familiar with
  - West Virginia Pipeline, Tri-State Paving & Sealcoating, Heritage Painting, Tribute Contracting
- Dividend
  - Paid annual dividend past two years
  - Announced doubling of annual rate (\$0.12 vs \$0.06)
  - Switched to quarterly vs annual payment (\$0.03 per quarter)
- Stock repurchase
  - 786,000 shares remaining on authorization

## Q&A

**Investor Contact**

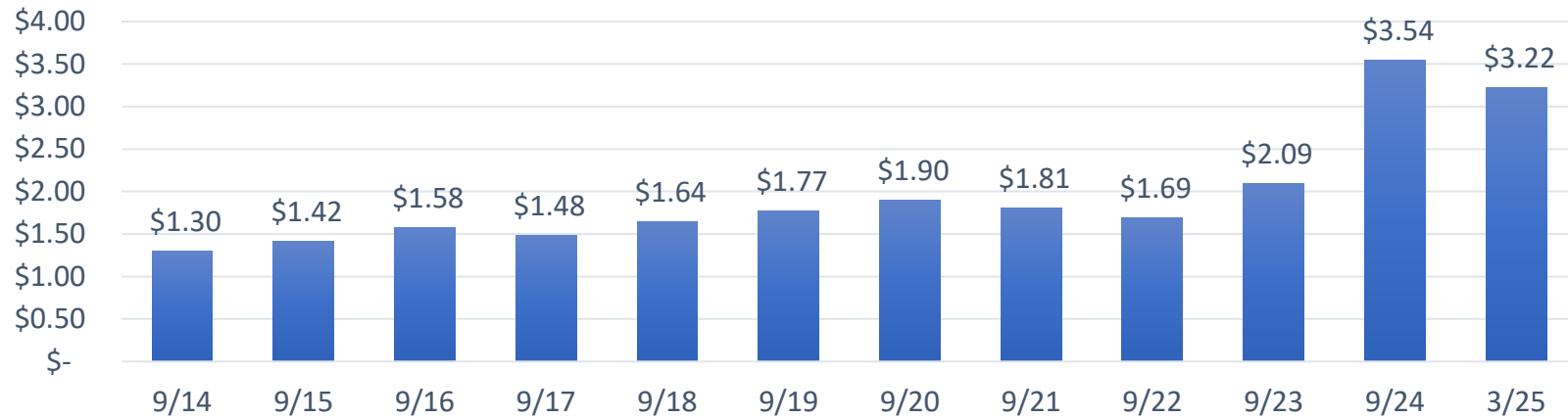
**Three Part Advisors  
Steven Hooser or John Beisler  
(214) 872-2710**

# Appendix

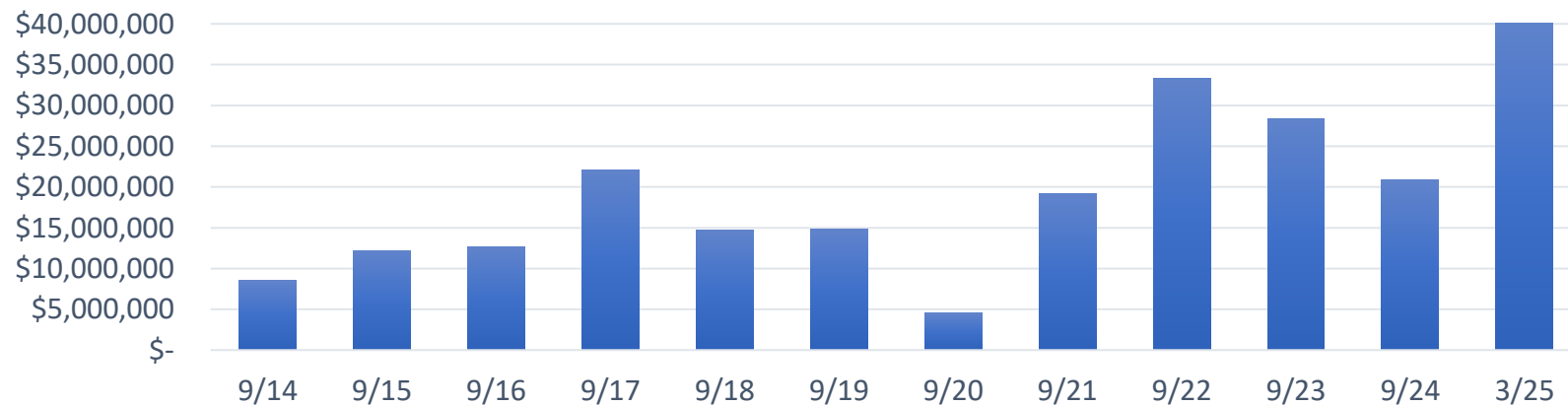
# Reconciliation of Adjusted EBITDA and Adjusted EBITDA Margin

	Fiscal Year 2014	Fiscal Year 2015	Fiscal Year 2016	Fiscal Year 2017	Fiscal Year 2018	Fiscal Year 2019	Fiscal Year 2020	Fiscal Year 2021	Fiscal Year 2022	Fiscal Year 2023	Fiscal Year 2024	TTM March 31, 2025
Net income (loss) available to common shareholders	\$ 3,261,947	\$ 1,831,530	\$ 2,932,423	\$ (696,756)	\$ 2,200,023	\$ 1,683,910	\$ 2,124,017	\$ (1,171,756)	\$ 3,750,315	\$ 7,401,420	\$ 25,105,010	\$ 18,226,958
Add (less): Income tax (benefit) expense	(2,287,478)	1,570,992	2,898,205	(80,368)	910,034	968,571	1,143,186	(29,129)	2,262,646	2,975,250	8,415,667	5,979,979
Add: Dividends on preferred stock	386,250	309,000	309,000	309,000	309,000	309,000	309,000	284,238	-	-	-	-
Add: Interest expense, net of interest income	841,975	761,079	875,254	833,424	916,675	1,064,222	486,246	702,993	987,689	2,406,643	2,188,609	2,323,797
(Less) Add: Non-operating (income) expense	(47,085)	(192,730)	(110,202)	16,847	(414,660)	(203,291)	(392,796)	(909,556)	(508,040)	253,124	(239,541)	(65,099)
Less: Income from lawsuit judgement	-	-	-	-	-	-	-	-	-	-	(15,634,499)	(15,634,499)
Add: Depreciation and intangible asset amortization expense	3,384,504	3,291,386	2,503,471	3,235,362	4,209,056	4,157,849	4,395,362	4,661,789	6,013,494	7,807,185	8,978,023	10,677,365
Adjusted EBITDA	<u>\$ 5,540,113</u>	<u>\$ 7,571,257</u>	<u>\$ 9,408,151</u>	<u>\$ 3,617,509</u>	<u>\$ 8,130,128</u>	<u>\$ 7,980,261</u>	<u>\$ 8,065,015</u>	<u>\$ 3,538,579</u>	<u>\$ 12,506,104</u>	<u>\$ 20,843,622</u>	<u>\$ 28,813,269</u>	<u>\$ 21,508,501</u>
Revenue	\$ 93,273,139	\$ 116,800,046	\$ 155,481,145	\$ 140,495,726	\$ 135,482,771	\$ 174,541,155	\$ 119,194,440	\$ 122,465,826	\$ 197,590,000	\$ 304,104,492	\$ 351,876,861	\$ 367,911,284
Adjusted EBITDA Margin	<u>5.9%</u>	<u>6.5%</u>	<u>6.1%</u>	<u>2.6%</u>	<u>6.0%</u>	<u>4.6%</u>	<u>6.8%</u>	<u>2.9%</u>	<u>6.3%</u>	<u>6.9%</u>	<u>8.2%</u>	<u>5.8%</u>

## Book Value Per Common Share



## Debt Net of Cash



Outstanding shares: 16,705,457 at December 31, 2024

The Company has paid a total of \$4.4 million in common dividends through January 2025.

The Company paid \$1.2 million in preferred share dividends between beginning fiscal year 2013 to 2020.

The Company paid \$1.3 million for the redemption of preferred shares in October 2021.

A preferred share conversion resulted in the issuance of 2.6 million common shares in October 2021.

The Company has repurchased approximately 807,000 common shares over the years

The debt net of cash increase between the fiscal years ended September 30, 2020 and December 31, 2024 was primarily related to \$34.0 million in total financing for companies acquired and \$9.8 million in PPP loans in which final loan forgiveness has not been determined.

# Reconciliation of Book Value per Common Share

	Reconciliation of Book Value per Common Share											
	9/30/2014	9/30/2015	9/30/2016	9/30/2017	9/30/2018	9/30/2019	9/30/2020	9/30/2021	9/30/2022	9/30/2023	9/30/2024	3/31/2025
Total shareholders' equity	\$18,455,106	\$20,286,636	\$22,523,692	\$21,130,819	\$23,281,047	\$24,664,357	\$25,824,029	\$24,652,273	\$28,240,544	\$34,588,989	\$58,694,144	\$53,779,549
Common shares outstanding	14,239,836	14,239,836	14,239,836	14,239,836	14,194,517	13,924,789	13,621,406	13,621,406	16,667,185	16,567,185	16,570,685	16,716,809
Book value per share	\$ 1.30	\$ 1.42	\$ 1.58	\$ 1.48	\$ 1.64	\$ 1.77	\$ 1.90	\$ 1.81	\$ 1.69	\$ 2.09	\$ 3.54	\$ 3.22

# Energy Services of America Leadership

Douglas Reynolds, President and CEO, Energy Services of America

Charles Crimmel, CFO

Troy Taylor, Chief Operations Manager

Hayden Blazer, SOX Compliance Officer

Chuck Austin, President, CJ Hughes Construction

Matt Hill, Vice President

Kelly Nissenbaum, Vice President

Ralph Long, General Manager

Gabe Holstein, President, Nitro Construction Services

Jennifer Kelly, Vice President

Michael Bolton, President, West Virginia Pipeline

Amy Belcher, Vice President

Don Gatewood, President, SQP Construction

Bill Corns, President, Tri-State Paving & Sealcoating

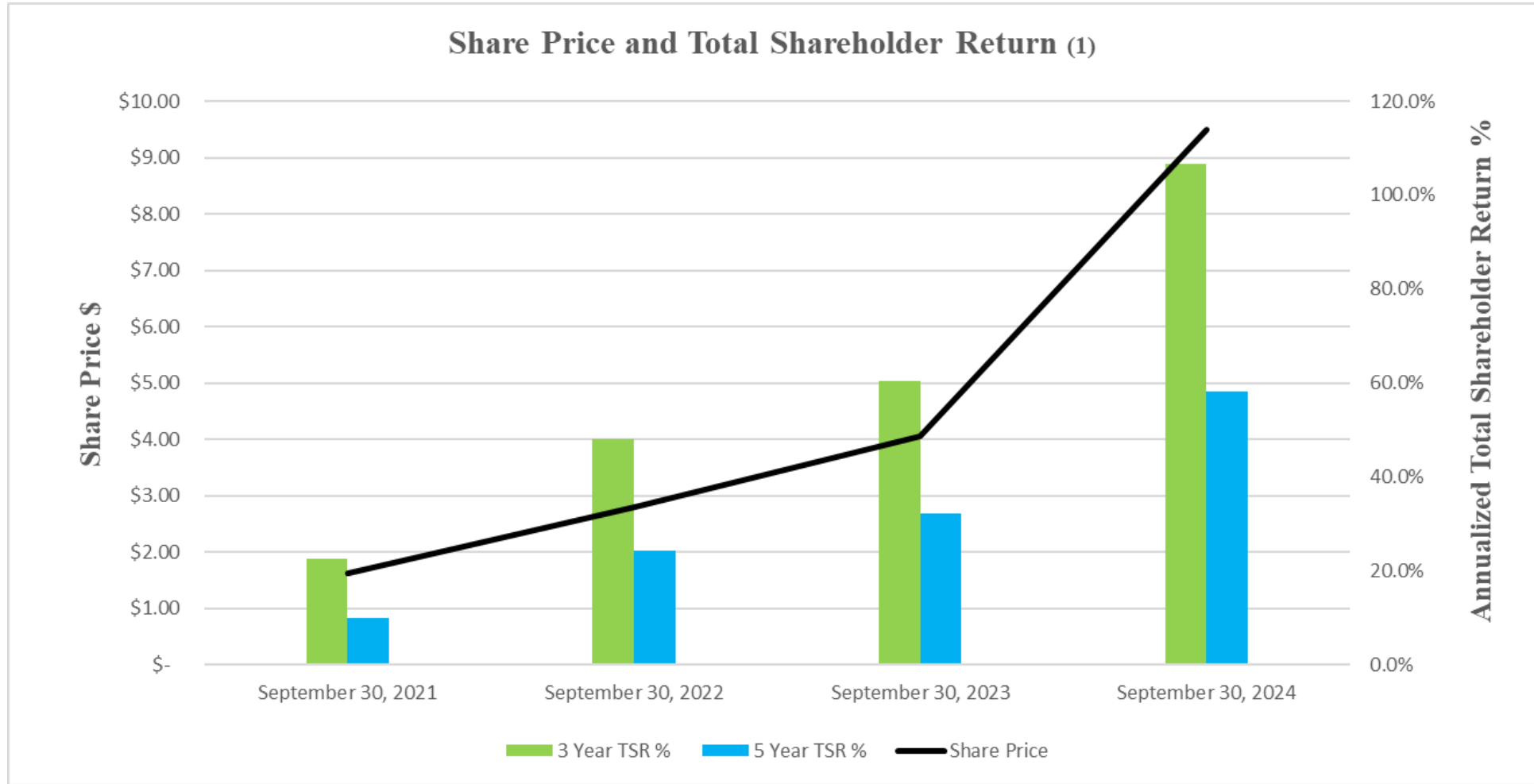
Charles Cochran, President, Ryan Construction Services



# Board of Directors

- Marshall Reynolds, Chairman
  - Douglas Reynolds, President and CEO
  - Mark Prince, Audit Committee Chairman
  - Jack Reynolds
  - Joseph Williams
  - Frank Lucente
  - Amy Abraham
  - Patrick Farrell
- 
- **Energy Services is compliant with NASDAQ's Board Diversity Rule**

# Increasing Shareholder Value



(1) See slide 30

# Annualized Shareholder Return (TSR) %

	years	Current price	purchase price	dividends	TSR	Annualized
9/30/2024	3	9.50	1.85	0.16	422.2%	106.5%
9/30/2024	5	9.50	0.75	0.16	1188.0%	58.2%
9/30/2023	3	4.05	1.03	0.10	302.9%	60.3%
9/30/2023	5	4.05	1.10	0.10	277.3%	32.3%
9/30/2022	3	2.89	0.69	0.05	326.1%	48.1%
9/30/2022	5	2.89	0.97	0.05	203.9%	24.3%
9/30/2021	3	1.85	1.06	0.05	79.2%	22.5%
9/30/2021	5	1.85	1.29	0.05	47.3%	10.0%

# Debt Schedule

	March 31, 2025	September 30, 2024
Line of credit payable to bank, monthly interest at 7.5%, final payment due by June 28, 2026, guaranteed by certain directors of the Company.	\$ 5,750,000	\$ 4,500,000
Equipment line of credit with a total of \$9.3 million with payments of \$202,809 due in monthly installments, including fixed interest at 7.25% and final payment due February 2028, secured by equipment, guaranteed by certain directors of the Company.	6,857,224	\$ 7,802,313
Paycheck Protection Program loans from Small Business Administration, 1.0% simple interest, initially forgiven in the fiscal year ended September 30, 2021. Final forgiveness decision has not been determined.	10,342,414	10,292,676
Term note payable to United Bank, WV Pipeline acquisition, due in monthly installments of \$64,853, including fixed interest at 4.25%, final payment due by March 25, 2026, secured by receivables and equipment, guaranteed by certain directors of the Company.	766,096	1,134,185
Notes payable to finance companies, due in monthly installments totaling \$192,000 at March 31, 2025 and \$76,000 at September 30, 2024, including interest ranging from 0.00% to 6.0%, final payments due April 2025 through September 2028, secured by equipment.	4,871,454	1,787,009
Notes payable to United Bank, Tribute acquisition finance, due in monthly installments totaling \$272,016, including fixed interest at 6.9%, final payment due December 2030 secured by receivables and equipment, guaranteed by certain directors of the Company.	15,276,678	-
Notes payable to bank, due in monthly installments totaling \$7,848, including interest at 4.82%, final payment due November 2034 secured by building and property.	737,025	762,670
Notes payable to bank, due in monthly installments totaling \$59,932, including fixed interest at 6.0%, final payment due October 2027 secured by receivables and equipment, guaranteed by certain directors of the Company.	1,722,592	2,024,847
Notes payable to David Bolton and Daniel Bolton, due in annual installments totaling \$500,000, including interest at 3.25%, final payment due December 31, 2025, unsecured.	465,000	940,000
Note payable to United Bank, Tri-State Paving acquisition, due in monthly installments of \$129,910, including fixed interest at 4.50%, final payment due by June 1, 2027, secured by receivables and equipment, guaranteed by certain directors of the Company.	3,667,402	4,359,883
Notes payable to Corns Enterprises, \$1,000,000 with fair value of \$936,000, due in annual installments totaling \$250,000, including interest at 3.50%, final payment due April 29, 2026, unsecured.	250,000	250,000
Total debt	\$ 50,705,885	\$ 33,853,583
Less current maturities	20,090,997	16,665,591
Total long term debt	\$ 30,614,888	\$ 17,187,992