

## Imperial Capital – Global Opportunities Conference September 17, 2015











## Safe Harbor Statement

The matters discussed in this presentation may make projections and other forward-looking statements regarding, among other things, estimates for the remainder of fiscal year revenues, gross profit, gross margin, EBITDA, backlog, projects in negotiation and pending awards, as well as our estimates and assumptions regarding future revenue growth, EBITDA, gross margins, administrative expenses and capital expenditures. These statements are predictions that are subject to risks and uncertainties that may cause actual results to differ materially. Moreover, past performance is not necessarily an indicator of future results. By providing this information, Orion Marine Group undertakes no obligation to update or revise any projections or forward-looking statements, whether as a result of new developments or otherwise.

Please refer to the Company's Form 10-K filed on February 27, 2015, which is available on Orion Marine Group's website at www.orionmarinegroup.com, for additional discussion of risk factors that could cause actual results to differ materially from our current expectations.

# Investment Highlights



Focuses on returning value to shareholders



Diverse end markets with improving market demand



Unique turnkey project capabilities



Diversification of services through accretive acquisitions

# Segment Overview

Ticker: ORN (NYSE)

**Headquarters:** 

Houston, Texas

Founded: 1994, IPO in 2007

Employees: ~ 2,400

**Shares Outstanding: 27.4MM** 

**Geographies:** 

Continental United States, Alaska, Canada and the Caribbean Basin **Two Operating Segments** 

Heavy Civil Marine Construction Segment

TTM\* Revenue \$ 381.9 MM

TTM\* EBITDA \$ 32.6 MM

TTM\* EBITDA % 8.5%

6/30/15 Backlog \$ 223.0 MM



Commercial Concrete Segment

**Acquisition Date** 8/05/2015

**Acquisition Price** \$ 115.0 MM

2014 Revenue \$ 236.2 MM

**2014 EBITDA** \$ 24.2 MM

**2014 EBITDA %** 10.3%

6/30/15 Backlog \$ 174.3 MM





Heavy Civil Marine Construction

## **Extensive Suite of Marine Capabilities**











## **Marine Transportation Facility Construction**

- Port Facilities
- Wharves
- Cruise Ship Terminals
- Bulkheads
- Military Installations
- Liquid Cargo Terminals
- Piers
- Dry Bulk Terminals
- **Container Terminals**
- Docks
- Marinas

### **Dredging Services**

- Marine Construction Wildlife Refuge Creation
- **Electric Capabilities**
- Intracoastal Waterway Maintenance
- Reclamation
- **Hurricane Restoration**
- Port Expansion
- Port Depending
- **Beach Nourishment**

### **Marine Environmental Structures**

- Shoreline Protection
- **Environmental Remediation**
- GeoTube® Installation
- · Wetlands Creation
- Concrete Mattress Installation
- Sea-Grass Bed Creation
- **Erosion Control**
- Levee installation

### **Marine Pipeline** Construction

- Pipeline Anchoring
- Communication Pipeline
- Tie-ins

- Cool Water Intakes
- Effluent Discharge Outfalls
- Intakes

- Velocity Control Structures
- Transmission Pipelines
- Risers

- Outfalls
- Hot-taps
- Jetting

### **Specialty Services**

- Heavy Lift
- Diving
- Towing

- Inspections
- Demolition
- Surveying

- Encapsulation
- Repair
- Salvage

## Large, Diverse Fleet

- Orion operates and maintains a diverse equipment fleet, substantially all of which is owned, that includes the following:
  - Barges (62) Spud barges, material barges, deck barges, anchor barges, hopper barges, and fuel barges. These vessels are used to provide work platforms for cranes and other equipment, to transport materials to the project site, and to provide support for the project at the project site



 Tugs & Dayboats (60) - Larger pushboats and tug boats are used to transport barges and other support equipment to and from project site. Small pushboats, dredge tenders, and skiffs are used to shift barges at the project site, to move personnel, and to provide general support to the project site



Dredges (14) – 24 inch cutter head suction dredges (diesel), 20 inch cutter head suction dredge (diesel/electric), 20 inch cutter head suction dredges (diesel), 16 inch cutter head suction dredges, and 12 inch portable cutter head suction dredges are used to provide dredging services at project sites



 Cranes (74) - Crawler lattice boom cranes with lift capability from 50 tons to 400 tons and hydraulic rough terrain cranes with lift capability from 15 tons to 60 tons are used to provide lifting and pile driving capabilities on project sites as well as to provide bucket work, including mechanical dredging and dragline work, to project sites



• The Company also utilizes approximately 130 pieces of other equipment for its services

## Strengthening Demand Environment

- Strong Market Fundamentals
- Capital Projects Providing bid opportunities in the private sector
- Healthy list of potential bid opportunities from the Corp of Engineers in Q3 2015
- Pricing pressure on marine construction projects has stabilized – seeing some pockets of improvement

## **Second Quarter 2015 Bidding Activity**

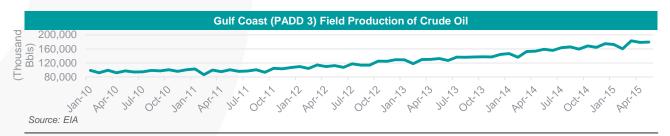


## **TTM Bidding Activity**



## Attractive End Markets - Private Sector

- Recreational Marine Increase in the number and size of cruise ships in operation has generated demand for substantial port development
  - Orion currently serves several popular cruise line destinations, including the ports of Miami, Galveston, Tampa, New Orleans, Canaveral, Juneau, Seattle, and the Caribbean Basin
- Energy and Energy Related Majority of opportunities lie in midstream or downstream sectors that have not been impacted by the recent decline in oil prices
  - These businesses are dependent largely on production volume which remains at near record highs



- Continued expansion of waterside infrastructure related to storage, transportation, and refining
- In May 2015, the Company announced two major contract awards for private energy related customers with a combined value of approximately \$64.0 million



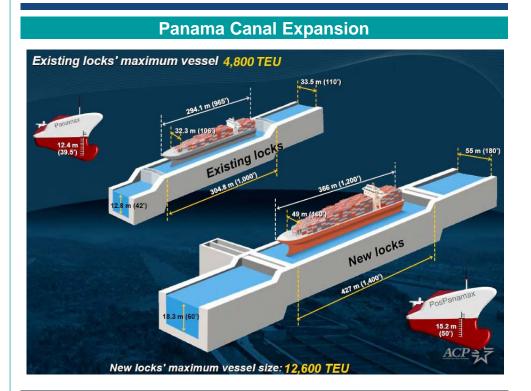




# Panama Canal Expansion

## Gulf and East Coast Ports deepening channels and expanding facilities to handle larger ships

- Expected increases in cargo volume and future demands from larger ships transiting the Panama Canal will require ports along the Gulf Coast and Atlantic Seaboard to expand port infrastructure as well as perform additional dredging services
- Recent Survey by the AAPA predicts \$22.1 Billion in capital spending by ports along the Gulf Coast
- Expected Completion: 2016



# Favorable Government Funding Outlook

### **US Army Corp of Engineers (USACE)**

- USACE is the primary funding source for the nation's waterways
- Focused on expanding the usability of the Gulf Intracoastal Waterways
- Annual budget: \$2.9 Billion (Operations and Maintenance) and \$1.7 Billion (Construction)

#### **RESTORE Act**

- Focus on coastal rehabilitation along the Gulf Coast following the 2010 oil spill
- Long term driver of coastal restoration work
- Opportunity: \$10 \$15 billion over the next 15 years

### **Transportation Bill**

- Stop gap bill passed in June 2013, expired in May 2015; currently operating under 2 month extension
- Authorizes expenditures for bridge construction. Steady source of bid opportunities
- Historically 15%, or \$4.5 billion from the last multiyear Highway Bill, is allocated towards bridge construction
- Longer term bill could improve bid pricing by providing market visibility

### **Water Resources Reform and Development Act**

- Passed in May 2014 and authorizes \$12.3 billion of projects
- Authorizes but does not appropriate expenditures for the conservation and development of the nation's waterways
- Corrects gap between what is collected by the Harbor Maintenance Tax and what is spent on maintenance dredging over the next 10 years











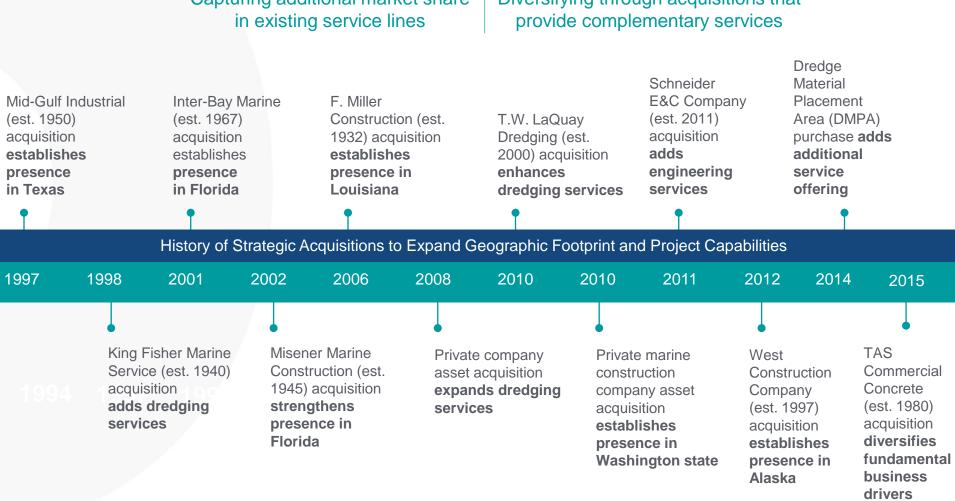
**Commercial Concrete** 

# Accretive Acquisitions to Enhance Growth

## Pursuing strategic growth opportunities via acquisition:

Capturing additional market share in existing service lines

Diversifying through acquisitions that provide complementary services



## Commercial Concrete Segment

 Founded in 1980 and headquartered in Houston, Texas, TAS Commercial Concrete is the second largest Texas-based concrete contractor and provides turnkey services covering all phases of commercial concrete construction



- TAS provides its services across three business lines:
  - Light Commercial Horizontally poured concrete, including sidewalks, ramps, tilt-walls, and trenches
  - Structural Elevated concrete pouring, including columns, elevated beams, and structural walls
  - Other Services Labor related to concrete pouring, such as rebar installation and pumping services

## Proven, Capable Management Team







- TAS's executive team, led by President and founder Mark Scully, is an experienced group committed to growing the Target with a strong track record of doing so, as evidenced by a 30-year revenue CAGR of 16.0%. Since 2011, TAS has performed exceptionally well and is positioned for continued growth under this well-regarded management team
- Furthermore, TAS has received numerous awards for its outstanding work, including:
  - 13 Awards for Project Excellence in Houston
  - 9 Quoin awards from the AGC in the Dallas
  - 3 Subcontractor of the Year Awards
- TAS's management team possesses an average of 30 years of direct industry experience and an average tenure at TAS of 27 years

# Owned Equipment Fleet

Similar to Orion, TAS owns the majority of its operational equipment, enabling TAS to reduce its
dependence on the equipment rental market to provide a full suite of services. TAS's asset base is
comprised of essential equipment that is well maintained and whose useful life generally exceeds the
depreciable life

TAS Equipment Base							
Pump Trucks	15	Trailer Pump	1				
Pour and Finish Trucks	13	Dozers	6				
Laser Screeds	4	Box Blades	29				
Motorgraders	5	Man Lifts	9				
Backhoes	57	Excavators	3				
Long-reach Forklifts	18	Placing Boom	1				

The ability to offer all services with TAS owned equipment enables TAS to achieve greater profit
margins while also instilling confidence in the customer that a job will not be due to unavailable
equipment

TAS Improving Profit Margins								
(\$ in millions)	2012	2	201	3	201	4		
Revenue	\$	153.4	\$	195.5	\$	236.2		
% Growth		-		27.4%		20.9%		
EBITDA	\$	9.5	\$	18.3	\$	24.2		
% EBITDA		6.2%		9.4%		10.3%		

## Long-Term, Diverse Customer Mix

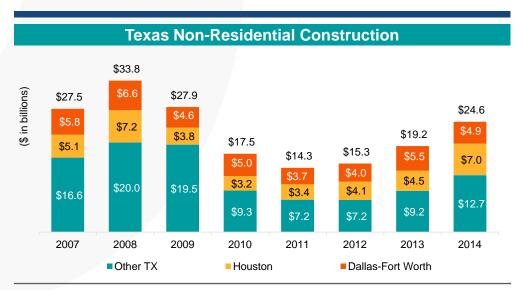
- TAS has developed a reputation for safely delivering reliable, quality work, that when combined with its leading market position, distinguishes the Target as a premier provider of concrete contracting services
- Over 90.0% of TAS's business is generated through repeat customers. Furthermore, TAS maintains an average relationship tenure of 12 years with its top ten customers
- TAS's customers are primarily in the private sector, reducing the impact of inconsistent government funding
- TAS and Orion do not have any customer overlap, adding substantial diversity
- Furthermore, the largest customer will account for only 5.6% of revenue on a pro forma basis

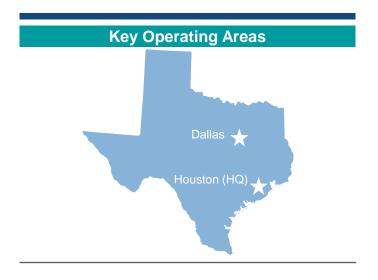


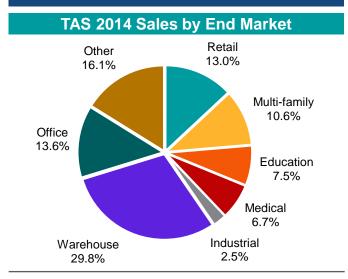


## Diversified End Markets With Favorable Trends

- TAS's end markets are primarily driven by population growth, which leads to increased investments in residential and non-residential construction to provide a larger and more efficient infrastructure
- Since 2007, Texas has consistently ranked 1st or 2nd as the state with the highest amount of private nonresidential construction expenditures
- More specifically to TAS, Dallas-Fort Worth and Houston markets accounted for a combined \$10.0 billion, or 52.1% of Texas' total nonresidential construction starts



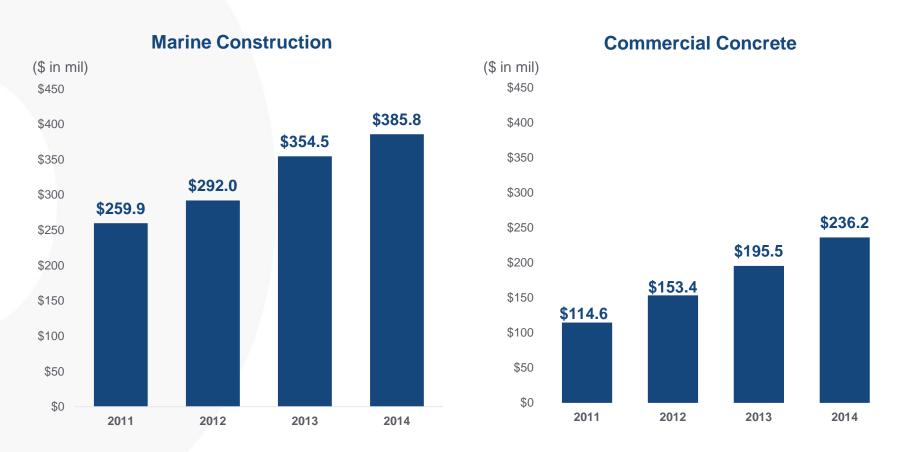






Financial Review

# Growing Revenue



# Growing EBITDA



# Solid Backlog



# Compelling Growth Outlook

Pursuing acquisitions to enhance diversification and organic growth

Expanding market opportunities

Strengthening demand environment

Robust backlog



# Investment Highlights



Focuses on returning value to shareholders



Diverse end markets with improving market demand



Unique turnkey project capabilities



Diversification of services through accretive acquisitions



Appendix

## Reconciliation: EBITDA

# Orion Marine Group EBITDA and EBITDA Margin Reconciliations

(In thousands, except margin data)

	Twelve months ended December 31			Three months ended				
	2011	2012	2013	2014	9/30/2014	12/31/2014	3/31/2015	6/30/2015
Net income	(13,114)	(11,866)	331	6,877	2,962	5,288	(258)	(1,845)
Income tax benefit (loss)	(6,347)	(4,640)	(937)	3,175	1,876	2,169	(161)	(1,115)
Interest expense, net	318	708	512	677	198	171	226	248
Depreciation and amortization	22,092	5,396	21,538	23,451	6,368	5,820	5,445	5,209
EBITDA	\$2,949	\$5,772	\$21,444	\$34,180	\$11,404	\$13,448	\$5,252	\$2,497

<sup>1.</sup> EBITDA is a non-GAAP measure that represents earnings before interest, taxes, depreciation and amortization. EBITDA margin is a non-GAAP measure calculated by dividing EBITDA by contract revenues.

## Reconciliation: EBITDA

# TAS Commercial Concrete EBITDA and EBITDA Margin Reconciliations

(In thousands, except margin data)

	Twelve months ended December 31					
	2011	2012	2013	2014		
Net income	(3,622)	4,143	10,644	14,479		
Income tax benefit (loss)	(1,674)	1,914	4,917	6,689		
Interest expense, net	1,089	1,192	1,118	973		
Depreciation and amortization	2,670	2,109	1,633	2,090		
EBITDA	\$(1,537)	\$9,357	\$18,312	\$24,231		

<sup>1.</sup> EBITDA is a non-GAAP measure that represents earnings before interest, taxes, depreciation and amortization. EBITDA margin is a non-GAAP measure calculated by dividing EBITDA by contract revenues.

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#### **Common Stock**

NYSE ticker symbol ORN

#### **Auditor**

Grant Thornton, LLP

www.orionmarinegroup.com

Orion Marine Group, Inc., a leading construction company, provides services both on and off the water in the continental United States, Alaska, Canada and the Caribbean Basin through its heavy civil marine construction segment and its commercial concrete segment. The Company's heavy civil marine construction segment services includes marine transportation facility construction, marine pipeline construction, marine environmental structures, dredging of waterways, channels and ports, environmental dredging, design, and specialty services. Its commercial concrete segment provides turnkey concrete construction services including pour and finish, dirt work, layout, forming, rebar, and mesh across the light commercial, structural and other associated business areas. The Company is headquartered in Houston, Texas with offices throughout its operating areas.

