



IES HOLDINGS, INC. (NASDAQ: IESC) | Third Quarter Fiscal 2025 Update | June 30, 2025

Disclosures

Forward-Looking Statements

Certain statements in this release may be deemed "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, all of which are based upon various estimates and assumptions that the Company believes to be reasonable as of the date hereof. In some cases, you can identify forward-looking statements by terminology such as "may," "will," "could," "should," "expect," "plan," "project," "intend," "anticipate," "believe," "seek," "estimate," "predict," "potential," "pursue," "target," "continue," the negative of such terms or other comparable terminology. These statements involve risks and uncertainties that could cause the Company's actual future outcomes to differ materially from those set forth in such statements. Such risks and uncertainties include, but are not limited to, a general reduction in the demand for our products or services; changes in general economic conditions, including supply chain constraints, high rates of inflation, changes in consumer sentiment, elevated interest rates, and market disruptions resulting from a number of factors, including geo-political events; competition in the industries in which we operate, which could result in the loss of one or more customers or lead to lower margins on new projects; our ability to successfully manage and execute projects, the cost and availability of qualified labor and the ability to maintain positive labor relations, and our ability to pass along increases in the cost of commodities used in our business; supply chain disruptions due to our suppliers' access to materials and labor, their ability to ship products timely, or credit or liquidity problems they may face; inaccurate estimates used when entering into fixed-price contracts, the possibility of errors when estimating revenue and progress to date on percentage-of-completion contracts, and complications associated with the incorporation of new accounting, control and operating procedures; our ability to enter into, and the terms of, future contracts; the existence of a small number of customers from whom we derive a meaningful portion of our revenues; reliance on third parties, including subcontractors and suppliers, to complete our projects; the inability to carry out plans and strategies as expected, including the inability to identify and complete acquisitions that meet our investment criteria, or the subsequent underperformance of those acquisitions; challenges integrating new businesses into the Company or new types of work, products or processes into our segments; backlog that may not be realized or may not result in profits; failure to adequately recover on contract change orders or claims against customers; closures or sales of our facilities resulting in significant future charges or a significant disruption of our operations; the impact of future epidemics or pandemics on our business; an increased cost of surety bonds affecting margins on work and the potential for our surety providers to refuse bonding or require additional collateral at their discretion; the impact of seasonality, adverse weather conditions, and climate change; fluctuations in operating activity due to factors such as cyclical, downturns in levels of construction or the housing market, and differing regional economic conditions; difficulties in managing our billings and collections; accidents resulting from the physical hazards associated with our work and the potential for accidents; the possibility that our current insurance coverage may not be adequate or that we may not be able to obtain policies at acceptable rates; the effect of litigation, claims and contingencies, including warranty losses, damages or other latent defect claims in excess of our existing reserves and accruals; costs and liabilities under existing or potential future laws and regulations, including those laws and regulations related to the environment and climate change, as well as the inability to transfer, renew and obtain electrical and other professional licenses; interruptions to our information systems and cyber security or data breaches; expenditures to conduct environmental remediation activities required by certain environmental laws and regulations; loss of key personnel, ineffective transition of new management, or general labor constraints; credit and capital market conditions, including changes in interest rates that affect the cost of construction financing and mortgages, and the inability of some of our customers to obtain sufficient financing at acceptable rates, which could lead to project delays or cancellations; limitations on our ability to access capital markets and generate cash from operations to fund our capital needs; the impact on our effective tax rate or cash paid for taxes from changes in tax positions we have taken or changes in tax laws; difficulty in fulfilling the covenant terms of our revolving credit facility, which could result in a default and acceleration of any indebtedness under such revolving credit facility; reliance on certain estimates and assumptions that may differ from actual results in the preparation of our financial statements; uncertainties inherent in the use of percentage-of-completion accounting, which could result in the reduction or elimination of previously recorded revenues and profits; the recognition of potential goodwill, long-lived assets and other investment impairments; the existence of a controlling shareholder, who has the ability to take action not aligned with other shareholders or to dispose of all or a significant portion of the shares of our common stock it holds, which may trigger certain change of control provisions in a number of our material agreements; the relatively low trading volume of our common stock, which could increase the volatility of our stock price and could make it more difficult for shareholders to sell a substantial number of shares for the same price at which shareholders could sell a smaller number of shares; the possibility that we issue additional shares of common stock, preferred stock or convertible securities that will dilute the percentage ownership interest of existing stockholders and may dilute the value per share of our common stock; the potential for substantial sales of our common stock, which could adversely affect our stock price; the impact of increasing scrutiny and changing expectations from investors and customers, or new or changing regulations, with respect to environmental, social and governance practices; the cost or effort required for our shareholders to bring certain claims or actions against us, as a result of our designation of the Court of Chancery of the State of Delaware as the sole and exclusive forum for certain types of actions and proceedings; and the possibility that our internal controls over financial reporting and our disclosure controls and procedures may not prevent all possible errors that could occur, as well as other risk factors discussed in this document, in the Company's annual report on Form 10-K for the year ended September 30, 2024 and in the Company's other reports on file with the SEC. You should understand that such risk factors could cause future outcomes to differ materially from those experienced previously or those expressed in such forward-looking statements. The Company undertakes no obligation to publicly update or revise any information or any forward-looking statements to reflect events or circumstances that may arise after the date of this release.

Non-GAAP Financial Measures and Other Adjustments

This document includes adjusted net income attributable to IES, adjusted diluted earnings per share attributable to common stockholders, and backlog, and, in the non-GAAP reconciliation tables included herein, adjusted net income attributable to common stockholders, adjusted EBITDA and adjusted net income before taxes, each of which is a financial measure not calculated in accordance with generally accepted accounting principles in the U.S. ("GAAP"). Management believes that these measures provide useful information to our investors by, in the case of adjusted net income attributable to common stockholders, adjusted earnings per share attributable to common stockholders, adjusted EBITDA and adjusted net income before taxes, distinguishing certain nonrecurring events such as litigation settlements, significant expenses associated with leadership changes, or gains or losses from the sale of a business, or noncash events, such as impairment charges or our valuation allowances release and write-down of our deferred tax assets, or, in the case of backlog, providing a common measurement used in IES's industry, as described further below, and that these measures, when reconciled to the most directly comparable GAAP measures, help our investors to better identify underlying trends in the operations of our business and facilitate easier comparisons of our financial performance with prior and future periods and to our peers. Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information calculated in accordance with GAAP. Investors are encouraged to review the reconciliation of these non-GAAP measures to their most directly comparable GAAP financial measures, which has been provided in the financial tables included in this press release. Remaining performance obligations represent the unrecognized revenue value of our contract commitments. While backlog is not a defined term under GAAP, it is a common measurement used in IES's industry and IES believes this non-GAAP measure enables it to more effectively forecast its future results and better identify future operating trends that may not otherwise be apparent. IES's remaining performance obligations are a component of IES's backlog calculation, which also includes signed agreements and letters of intent which we do not have a legal right to enforce prior to work starting. These arrangements are excluded from remaining performance obligations until work begins. IES's methodology for determining backlog may not be comparable to the methodologies used by other companies.

For further details on the Company's financial results, please refer to the Company's quarterly report on Form 10-Q for the fiscal quarter ended June 30, 2025, to be filed with the Securities and Exchange Commission ("SEC") by August 1, 2025, and any amendments thereto.

IES designs and installs integrated electrical and technology systems and provides infrastructure products and services to a variety of end markets, including data centers, residential housing, and commercial and industrial facilities. Our more than 9,000 employees serve clients in the United States. For more information about IES, please visit www.ies-co.com.

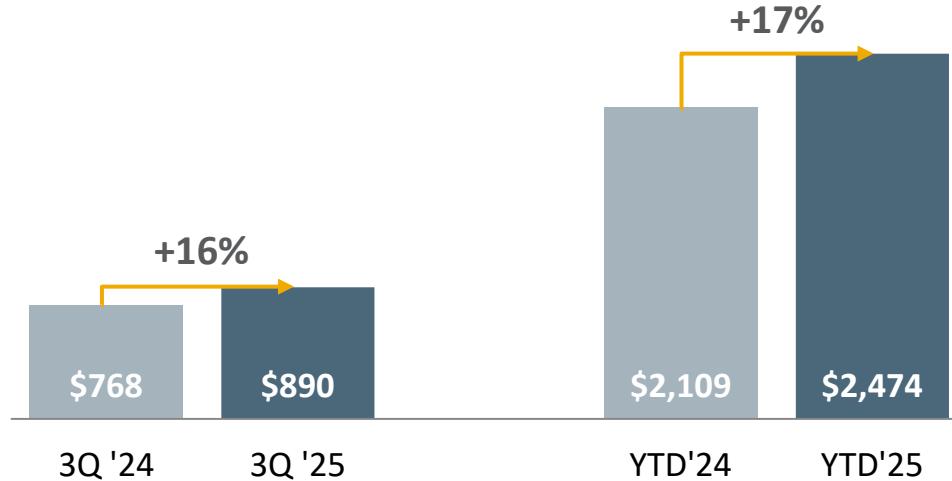
Third Quarter 2025 Highlights

- Revenue of \$890 million, an increase of 16% year-over-year
- Operating income of \$111.9 million, an increase of 24% year-over-year
- Earnings per share of \$3.81 and adjusted earnings per share* of \$3.95
- Remaining performance obligations of \$1.3 billion, a GAAP measure of future revenue to be recognized from current contracts with customers, and record backlog* of \$2.1 billion

Financial Highlights: 3Q & YTD'25

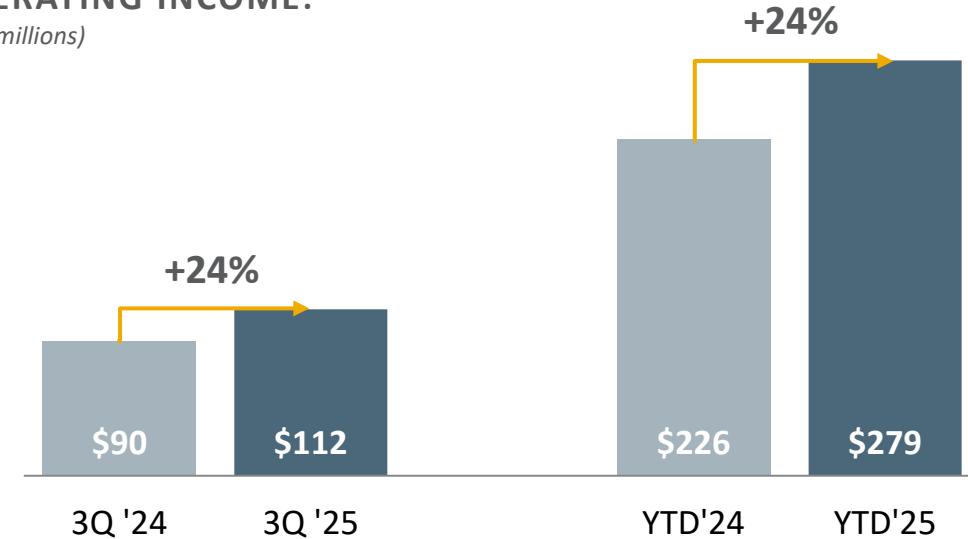
REVENUE:

(\$ in millions)



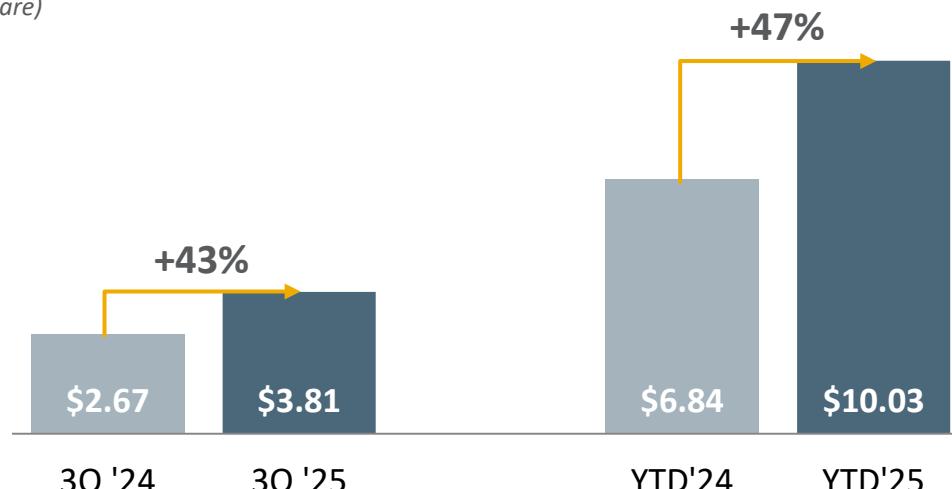
OPERATING INCOME:

(\$ in millions)



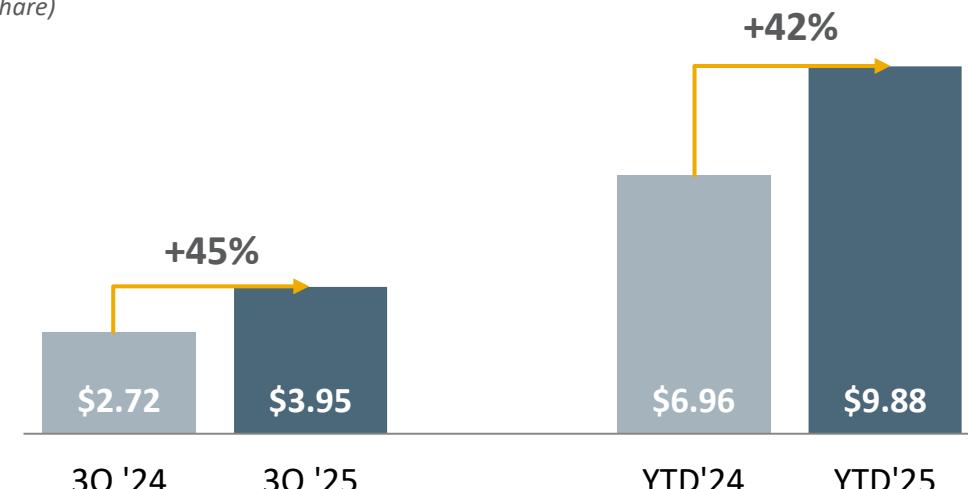
EARNINGS PER SHARE:

(\$ / share)



ADJ. EARNINGS PER SHARE*:

(\$ / share)



* Non-GAAP financial measure; see reconciliation table

Segment Results: 3Q & YTD'25

Communications

Residential

Infrastructure Solutions

Commercial & Industrial

THIRD QUARTER

- **Revenue:** \$299.2 million (+56% from 3Q FY'24)
- **Operating Income:** \$47.8 million (+128%)

YEAR to DATE

- **Revenue:** \$805.2 million (+45% from YTD'24)
- **Operating Income:** \$116.0 million (+80%)

- **Revenue:** \$346.1 million (-8%)
- **Operating Income:** \$33.4 million (-24%)

- **Revenue:** \$984.0 million (-5%)
- **Operating Income:** \$79.9 million (-22%)

- **Revenue:** \$129.5 million (+27%)
- **Operating Income:** \$32.6 million (+65%)

- **Revenue:** \$355.2 million (+48%)
- **Operating Income:** \$82.4 million (+76%)

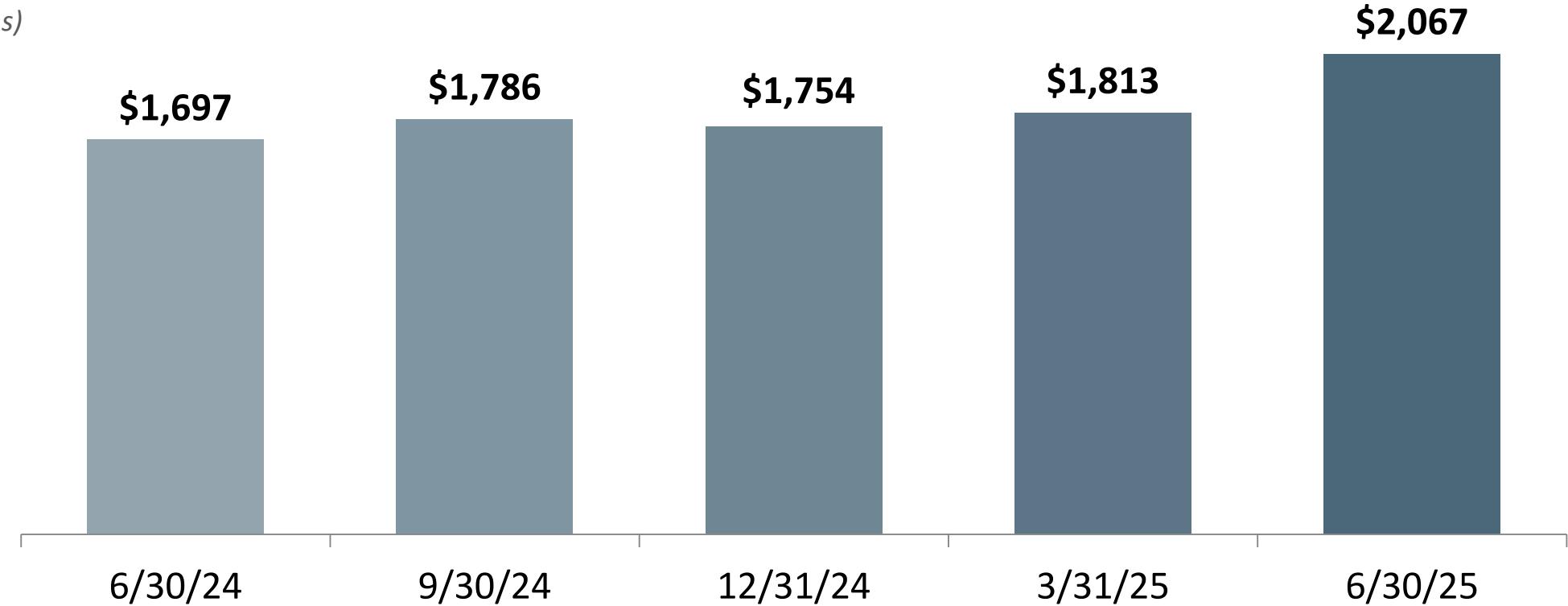
- **Revenue:** \$115.4 million (+19%)
- **Operating Income:** \$12.9 million (-1%)

- **Revenue:** \$329.3 million (+18%)
- **Operating Income:** \$35.8 million (+13%)

Quarterly Backlog* Trend

BACKLOG*

(\$ in millions)



Remaining Performance Obligations

\$1,177	\$1,176	\$1,215	\$1,226	\$1,295
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Remaining Performance Obligations

\$1,177	\$1,176	\$1,215	\$1,226	\$1,295
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Appendix



Income Statement

(in millions, except per share data)	Three Months Ended		Nine Months Ended	
	June 30,		June 30,	
	2024	2025	2024	2025
Revenue	\$768.4	\$890.2	\$2,108.6	\$2,473.7
Operating income	90.2	111.9	225.9	279.2
Interest expense & other	1.0	3.2	1.5	(5.9)
Provision for income taxes	22.6	29.4	57.4	75.5
Net income attributable to noncontrolling interest	(4.5)	(2.1)	(11.0)	(5.4)
Net income attributable to IES Holdings, Inc.	\$62.1	\$77.2	\$156.0	\$204.2
Computation of EPS:				
Net income attributable to IES Holdings, Inc.	\$62.1	\$77.2	\$156.0	\$204.2
Increase in noncontrolling interest	(\$7.4)	(\$0.5)	(\$16.1)	(\$1.6)
Net income attributable to common stockholders of IES Holdings, Inc.	\$54.7	\$76.7	\$139.9	\$202.6
Adjusted net income attributable to common stockholders ⁽¹⁾	\$55.8	\$79.3	\$142.4	\$199.5
Earnings per share attributable to common stockholders	\$2.67	\$3.81	\$6.84	\$10.03
Adjusted earnings per share attributable to common stockholders ⁽¹⁾	\$2.72	\$3.95	\$6.96	\$9.88
Diluted shares used to calculate earnings per share	20.5	20.1	20.5	20.2

⁽¹⁾ Adjusted net income attributable to common stockholders and Adjusted earnings per share attributable to common stockholders are non-GAAP financial measures; see reconciliation table

Non-GAAP Reconciliation of Adjusted Net Income

(in millions, except per share data)	Three Months Ended June 30,		Nine Months Ended June 30,	
	2024	2025	2024	2025
Net income attributable to IES Holdings, Inc.	\$62.1	\$77.2	\$156.0	\$204.2
Unrealized (gain)/loss on trading securities ⁽¹⁾	1.5	3.7	3.3	(4.1)
Provision for income taxes	22.6	29.4	57.4	75.5
Adjusted net income before taxes	\$86.2	\$110.3	\$216.7	\$275.6
Adjusted tax expense ⁽²⁾	(23.0)	(30.5)	(58.2)	(74.5)
Adjusted net income attributable to IES Holdings, Inc. ⁽³⁾	\$63.2	\$79.8	\$158.5	\$201.1
Adjustments for computation of earnings per share:				
Increase in noncontrolling interest	(7.4)	(0.5)	(16.1)	(1.6)
Adjusted net income attributable to common stockholders ⁽³⁾	\$55.8	\$79.3	\$142.4	\$199.5
Adjusted earnings per share attributable to common stockholders ⁽³⁾	\$2.72	\$3.95	\$6.96	\$9.88
Diluted shares used to calculate adjusted earnings per share	20.5	20.1	20.5	20.2

⁽¹⁾ Included in Other income on our Condensed Consolidated Statement of Operations

⁽²⁾ Adjusted for the tax impact of adjustments to pretax income above

⁽³⁾ Adjusted net income attributable to IES Holdings Inc., Adjusted net income attributable to common stockholders, and Adjusted earnings per share attributable to common stockholders are non-GAAP financial measures

Select Balance Sheet Data

(in millions)	Period Ended		
	6/30/2024	9/30/2024	6/30/2025
Cash & Marketable securities	\$44.9	\$135.8	\$175.2
Other Current Assets	743.7	735.9	837.6
Deferred Tax Assets	22.5	22.4	22.4
Non-Current Assets	344.2	349.9	434.5
Total Assets	\$1,155.3	\$1,244.0	\$1,469.7
Current Liabilities	\$474.2	\$522.6	\$546.6
Other Liabilities	74.7	69.3	80.7
Debt	0.0	0.0	20.0
Total Liabilities	\$548.9	\$591.9	\$647.3
Noncontrolling interest	38.9	41.0	41.0
Equity	567.5	611.1	781.4
Total Liabilities & Equity	\$1,155.3	\$1,244.0	\$1,469.7
Net Cash & Marketable securities less Debt	\$44.9	\$135.8	\$155.2

Segment Results

(in millions)	Three Months Ended		Nine Months Ended	
	June 30,		June 30,	
	2024	2025	2024	2025
Revenue				
Communications	\$192.3	\$299.2	\$556.6	\$805.2
Residential	377.5	346.1	1,032.7	984.0
Infrastructure Solutions	102.0	129.5	240.7	355.2
Commercial & Industrial	96.6	115.4	278.6	329.3
Total Revenue	\$768.4	\$890.2	\$2,108.6	\$2,473.7
Operating Income (Loss)				
Communications	\$21.0	\$47.8	\$64.3	\$116.0
Residential	43.7	33.4	102.5	79.9
Infrastructure Solutions	19.8	32.6	46.8	82.4
Commercial & Industrial	13.0	12.9	31.7	35.8
Corporate	(7.3)	(14.8)	(19.4)	(34.9)
Total Operating Income	\$90.2	\$111.9	\$225.9	\$279.2

Non-GAAP Reconciliation of Adjusted EBITDA

(in millions)	Three Months Ended		Nine Months Ending	
	June 30,		June 30,	
	2024	2025	2024	2025
Net income attributable to IES Holdings, Inc.	\$62.1	\$77.2	\$156.0	\$204.2
Provision for income taxes	22.6	29.4	57.4	75.5
Interest & other expense, net	1.0	3.1	1.5	(5.9)
Depreciation and amortization	10.6	11.7	26.0	34.7
EBITDA	\$96.3	\$121.4	\$240.9	\$308.5
Non-cash equity compensation expense	1.4	4.3	4.3	9.4
Adjusted EBITDA	\$97.7	\$125.7	\$245.2	\$317.9

Non-GAAP Reconciliation of Remaining Performance Obligations to Backlog

(in millions)	June 30, 2024	September 30, 2024	June 30, 2025
Remaining performance obligations	\$1,177	\$1,176	\$1,295
Agreements without an enforceable obligation ⁽¹⁾	520	610	772
Backlog	\$1,697	\$1,786	\$2,067

⁽¹⁾ Our backlog contains signed agreements and letters of intent which we do not have a legal right to enforce prior to work starting. These arrangements are excluded from remaining performance obligations until work begins.