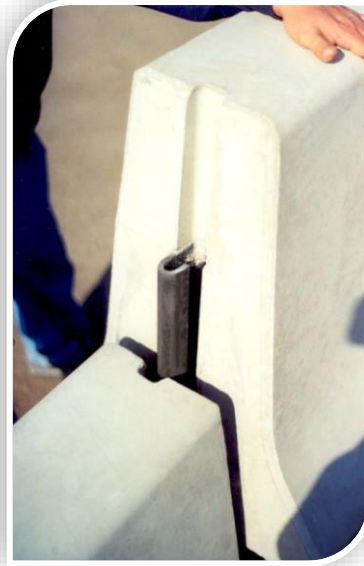


# INVESTOR PRESENTATION



***SMITH-MIDLAND***®  
***EXCELLENCE IN PRECAST CONCRETE***

**November 2022**  
**NASDAQ: SMID**

# Safe Harbor Statement

**These slides and the accompanying oral presentation contain forward-looking statements.** All statements other than statements of historical fact contained in this presentation, including statements regarding the future financial position of Smith-Midland Corporation (“SMID” or the “Company”), including financial targets, business strategy, and plans and objectives for future operations, are forward-looking statements. SMID has based these forward-looking statements on its estimates and assumptions and its current expectations and projections about future events. These forward-looking statements are subject to a number of risks, uncertainties and assumptions, including those that may be described in greater detail in the Company’s publicly filed documents, including its Annual Report on Form 10-K for the fiscal year ended December 31, 2021. In light of these risks, uncertainties and assumptions, the forward-looking statements discussed in this presentation are inherently uncertain and may not occur, and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements. Accordingly, you should not rely upon forward-looking statements as predictions of future events. SMID undertakes no obligation to update publicly or revise any forward-looking statements for any reason after the date of this presentation, to conform these statements to actual results or to changes in SMID’s expectations.

This presentation may contain forward-looking statements about Smith-Midland Corporation within the meaning of the Securities Act of 1933, the Securities Exchange Act of 1934, the Private Securities Litigation Reform Act of 1995 and all rules and regulations issued there under. Such statements are based upon management’s current expectations, projections, estimates and assumptions. Words such as will, expect, believe, anticipate, think, outlook, hope and variations of such words and similar expressions identify such forward-looking statements, which includes statements on the impact of COVID-19 on the Company’s business, including financial targets, business strategy, and plans and objectives for future operations.

Certain data in this presentation was obtained from various external sources, and neither the Company nor its affiliates, advisers, or representatives has verified such data with independent sources. Accordingly, neither the Company nor any of its affiliates, advisers, or representatives makes any representations as to the accuracy of completeness of that data or to update such data. Such data involves risks and uncertainties and is subject to change based on various factors.

# Smith-Midland at a Glance

- Innovative precast concrete manufacturer
- Founded 1960, headquartered in Midland, Virginia
- Leader in highway & infrastructure products
- Innovative commercial construction building products
- Three production facilities servicing NY to GA



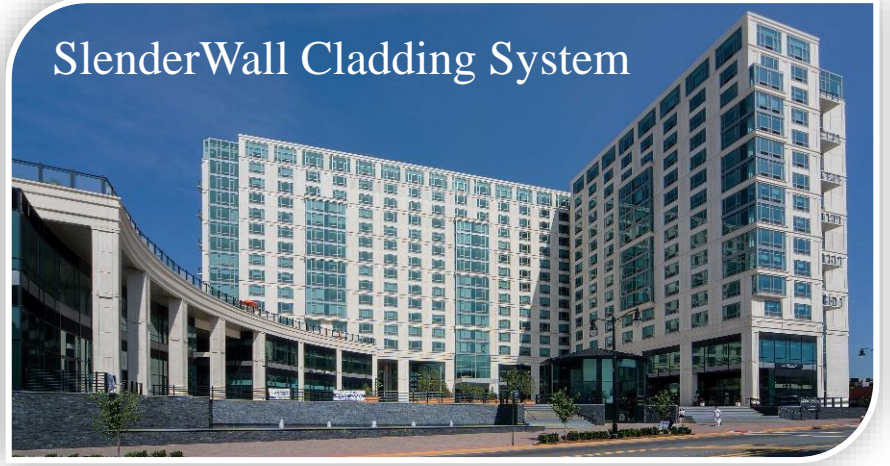
- Shares Outstanding 5.3 million\*
- Market Cap \$115 million\*
- 200 Employees
- Backlog of \$51.4 million\*

*\* As of November 2022*





# Proprietary Products





# Customized Products



**DECORATIVE • SECURITY • MILITARY TRAINING**

# Strategically Located Manufacturing Plants



## **VIRGINIA (Midland)**

77 acres, 59K sf

reaches NY to NC/WV

## **NORTH CAROLINA (Reidsville)**

46 acres, 15K sf

reaches NC to TN/KY

\*New in 2020, double capacity from prior plant



## **SOUTH CAROLINA (Columbia)**

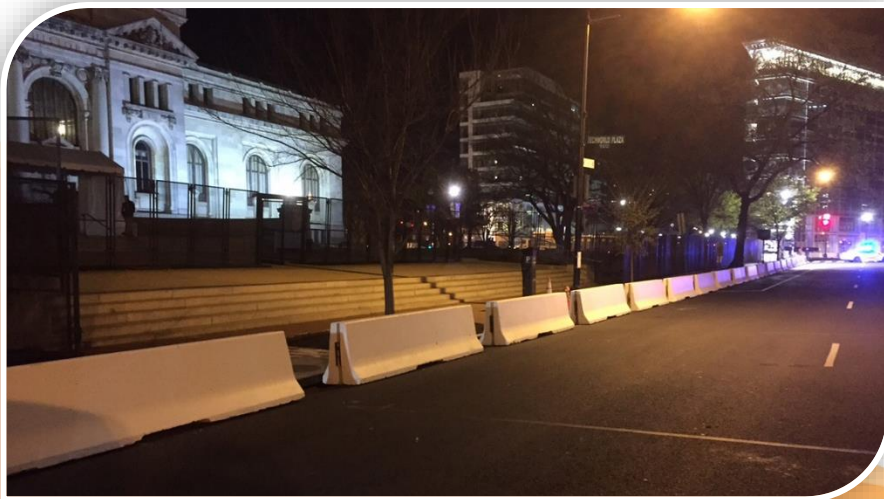
39 acres, 29K sf

reaches NC to GA/AL



# Concrete Safety Barrier Rental Division

- Construction, Highway, & Event Security
- 250K linear feet fleet
- Expansion to 575K linear feet by end of 2022
- Estimated cost \$5 million



- Shift to barrier rentals vs barrier sales
- Higher margins of 25-35%
- Recurring revenues
- Stability of earnings and income
- Improved cash-flow cycle

# Expanded Geographic Reach through Licensing



**70+ Licenses • 6% Royalty**



# Trends Favoring Off-Site Precast Modular Construction

- Macro trend to off-site modular construction
- Shortened lead times
- Reduced subcontractors
- Minimization of carrying costs
- Increased quality
- Speed of installation
- Aging construction workforce
- **DEVELOPER** saves **TIME & MONEY**



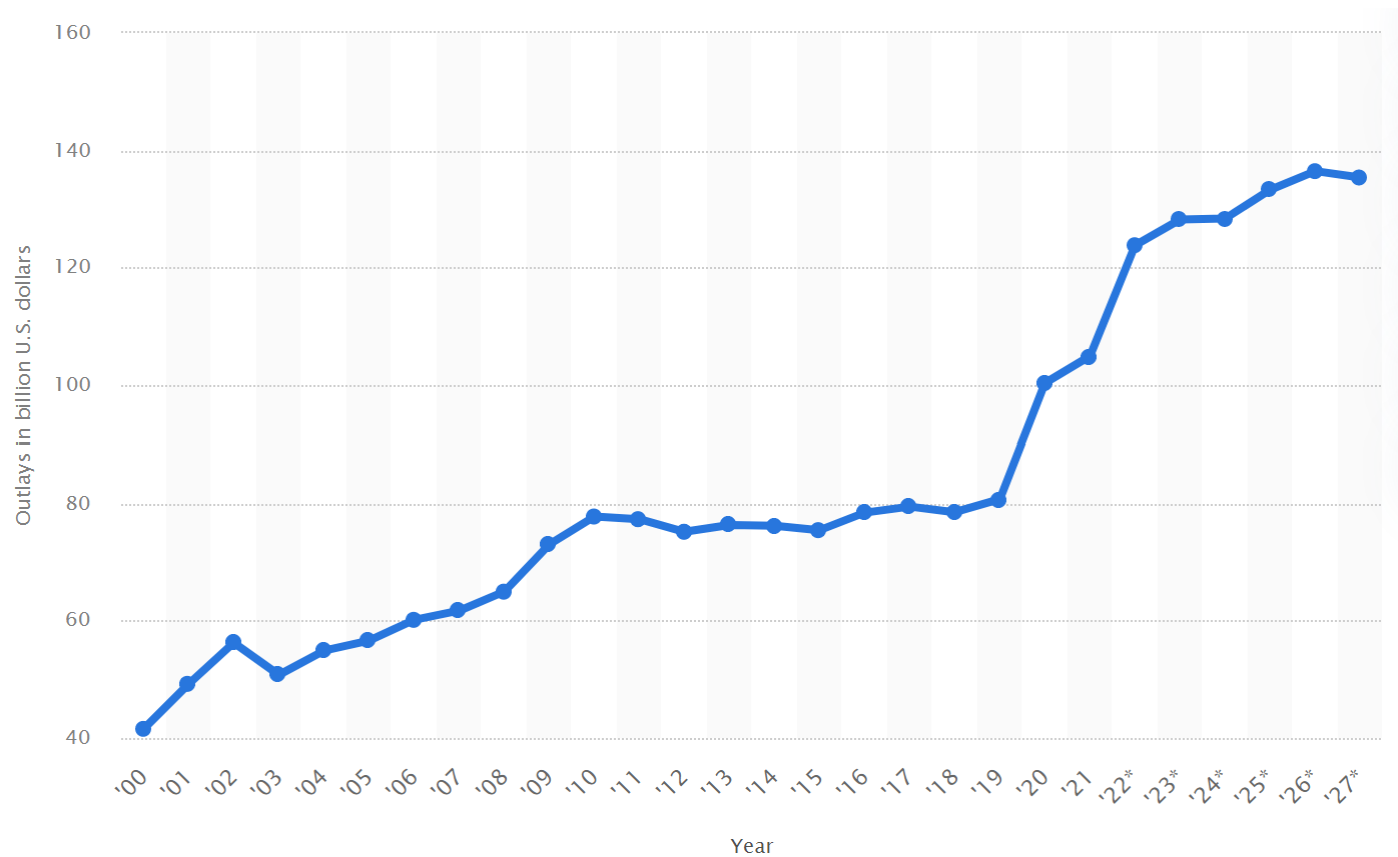
# Infrastructure Spend Tailwinds Benefit Smith-Midland



- Infrastructure Investment and Jobs Act
- New MASH TL3 standard
- All U.S. highway barrier mandated replacement over the next 5-7 years
- J-J Hooks approved in California for the first time in Company history – 2<sup>nd</sup> most highway miles in U.S.
- Accelerated spend through Public Private Partnerships



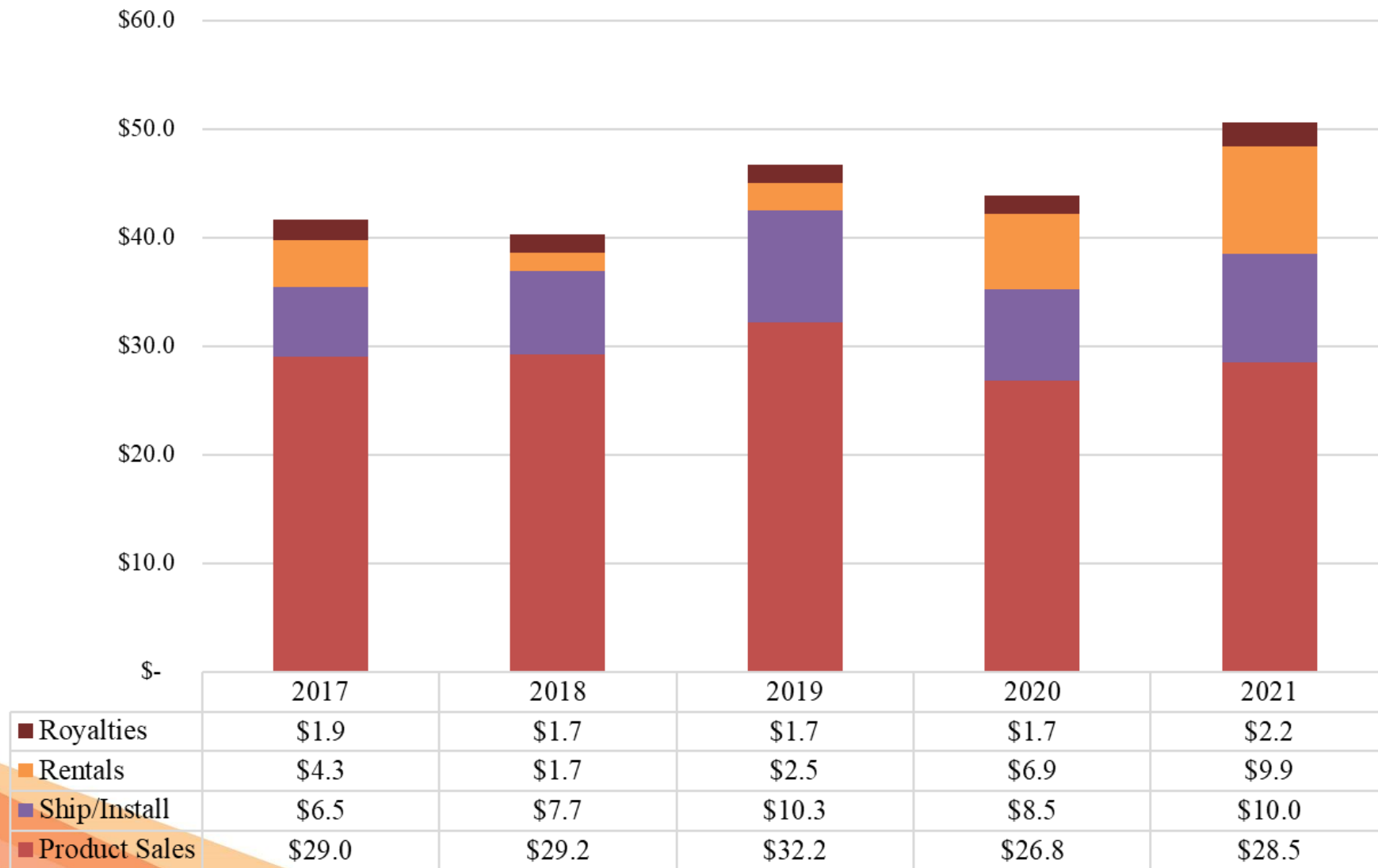
# Outlays of the US Department of Transportation



\*Forecast

Source: Statista, U.S. Department of Transportation Federal Highway Administration Outlays

# Revenues by Type



(in millions)

**\*2018 – Excludes \$6.6M in Product Sales Deferred  
due to Buy-Back Obligation**



# Income Statement

	<u>12/31/2017</u>	<u>12/31/2018</u>	<u>12/31/2019</u>	<u>12/31/2020</u>	<u>12/31/2021</u>
Revenue	\$41,717	\$40,220	\$46,691	\$43,862	\$50,643
COGS	30,253	29,730	36,722	32,820	36,222
Gross Profit	11,464	10,490	9,969	11,042	14,421
Operating Expenses	7,749	8,274	7,423	7,283	8,252
Operating Income	3,715	2,216	2,546	3,759	6,168
Other Expenses (Income)	(26)	(43)	48	(33)	(2,926)
Pre-Tax Income	3,741	2,259	2,498	3,792	9,094
Tax Expense	1,057	572	549	1,127	1,524
<b>Net Income</b>	<b>\$2,684</b>	<b>\$1,687</b>	<b>\$1,949</b>	<b>\$2,665</b>	<b>\$7,570</b>
EPS	\$0.53	\$0.33	\$0.38	\$0.51	\$1.45
Interest	147	134	139	182	155
Taxes	1,057	572	549	1,127	1,524
Depreciation/Amortization	926	1,247	1,793	2,412	2,668
<b>EBITDA</b>	<b>\$4,814</b>	<b>\$3,640</b>	<b>\$4,430</b>	<b>\$6,386</b>	<b>\$11,917</b>
EBITDA Percent	11.5%	9.1%	9.5%	14.6%	23.5%

(in thousands, except EPS)

# YTD Income Statement

	Nine Months Ended September 30,			
	2022		2021	
Product Sales	\$ 19,714		\$ 21,868	
Barrier Rentals	4,816		8,667	
Royalty Income	2,031		1,788	
Shipping & Installation	<u>9,083</u>		<u>8,302</u>	
Total Revenue	35,644		40,625	
COGS	<u>28,683</u>		<u>28,388</u>	
Gross Profit	6,961	20%	12,237	30%
Operating Expenses	<u>6,033</u>		<u>5,890</u>	
Operating Income	928	3%	6,347	16%
Other Income (Expense)	<u>124</u>		<u>2,910</u>	
Pre-Tax Income	1,052		9,257	
Tax	<u>256</u>		<u>1,711</u>	
Net Income	<u>\$ 796</u>	2%	<u>\$ 7,546</u>	19%
EPS	\$ 0.15		\$ 1.45	

(in thousands, except EPS)

\*2021 included PPP Loan Forgiveness of \$2.7M



# Balance Sheet

	<u>12/31/2017</u>	<u>12/31/2018</u>	<u>12/31/2019</u>	<u>12/31/2020</u>	<u>12/31/2021</u>
Cash & Investments	\$ 4,488	\$ 3,053	\$ 2,540	\$ 9,992	\$ 13,492
Current Assets	19,032	21,596	19,031	23,341	27,751
Total Assets	29,225	41,369	42,115	46,499	53,325
Current Liabilities	7,834	11,860	9,602	8,900	13,909
Total Debt	3,533	4,503	5,011	4,936	4,192
Total Liabilities	12,020	22,522	21,294	22,850	21,576
Shareholders Equity	17,205	18,847	20,821	23,649	31,749
Capital Expenditures	2,741	5,234	4,513	2,627	5,367

(in thousands)

# Management Team



**Ashley Smith**  
President & CEO



**AJ Krick, CPA**  
Chief Financial Officer



**Arthur Miles**  
President Easi-Set



**Matthew Smith**  
VP Sales & Marketing





540-439-3266

investors@smithmidland.com

www.SmithMidland.com