



***SMITH-MIDLAND***<sup>®</sup>  
*EXCELLENCE IN PRECAST CONCRETE*

# **INVESTOR PRESENTATION**

NASDAQ: SMID

***JUNE 2024***

# Safe Harbor Statement

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**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, 2023. 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.

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# Safe Harbor Statement

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## Non-GAAP Financial Measures

To supplement its consolidated financial statements, which are prepared and presented in accordance with Generally Accepted Accounting Principles (GAAP) the Company uses EBITDA as a non-GAAP financial measure. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. The Company uses this non-GAAP financial measure for financial and operational decision making and to evaluate period-to-period comparisons. The Company believes that it provides useful information about operating results, enhances the overall understanding of past financial performance and future prospects, and allows for greater transparency with respect to key metrics used by management in its financial and operational decision making. The non-GAAP financial measure used by the Company in the presentation may be different from the methods used by other companies.



# Smith-Midland at a Glance

**SMID**

(Nasdaq)

**Founded  
1960**

Headquartered in  
Midland, Virginia



**\$33.42**

Share Price\*

\* As of 06/06/24

**\$176M**

Market Cap

**\$59.6M**

Revenue (FY23)

**\$60.8M**

Backlog

**LEADER**  
In Highway &  
Infrastructure Products

**INNOVATIVE**  
Commercial  
Construction Building  
Products

**THREE**  
Production Facilities  
Servicing NY to FL

# Investment Highlights

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## **Leading precast concrete manufacturer**

Patented products include J-J Hooks and EASI-SET

## **Most widely used highway safety barrier connection in the U.S.**

Approved in 42 states, mandated replacement in 2030

## **Strategic shift to barrier rental model**

Higher margin, favorable cash flow model

## **Growing licensee base expanding geographic reach**

75 licensees across seven countries

## **Macro-economic tailwind from increased infrastructure spending**

Transportation and commercial construction

## **Strong backlog of \$60 million**

Doubled since end of 2021

# Proprietary Products



**JJ-Hook  
Highway Barriers**



**SlenderWall  
Cladding System**



**Easi-Set  
Concrete Buildings**



**SoftSound  
Absorptive Noise Wall**



# Customized Products



# Strategically Located Manufacturing Plants

**VIRGINIA**  
(Midland)



**45 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 FL/AL



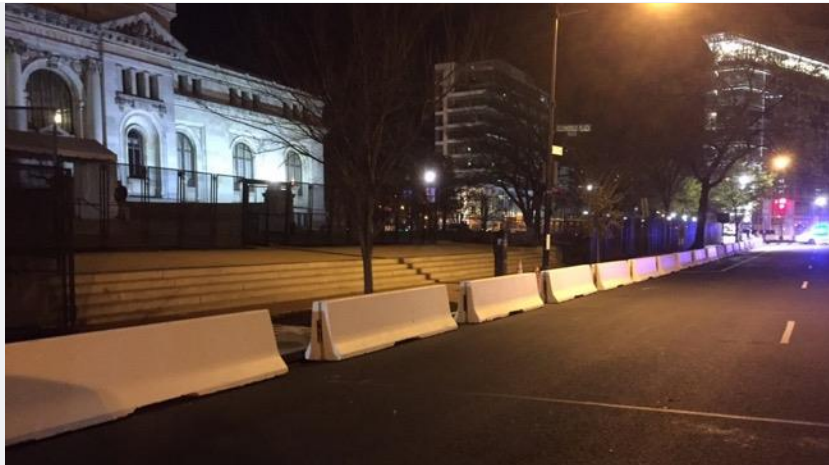
# Concrete Safety Barrier Rental Division

## Construction, Highway, & Event Security

**250K** linear feet fleet

Expansion to **575K** linear feet

Estimated cost **\$5 million**



Shift to **barrier rentals** vs sales

Higher margins of **25-35%**

**Recurring** revenues

**Stability** of earnings and income

**Improved** cash-flow cycle

# Expanded Geographic Reach through Licensing



**75**  
Licenses

**Award-Winning  
Products**

**6%**  
Royalty

# Infrastructure Spend Tailwinds Benefit Smith-Midland



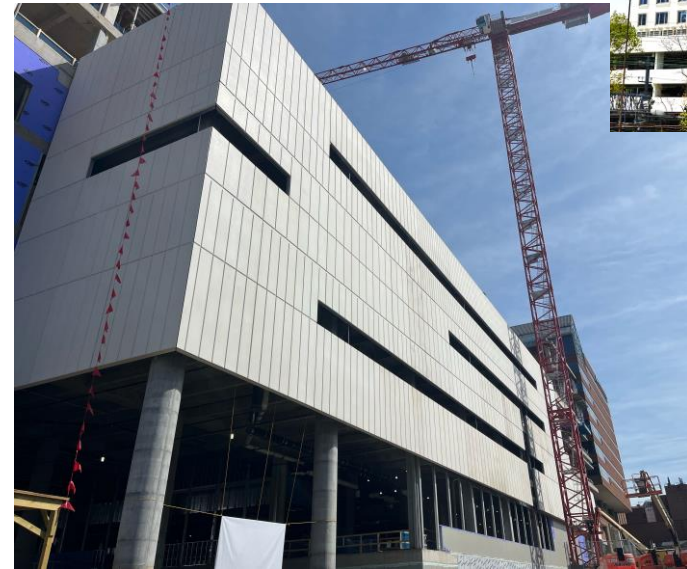
- New **MASH TL3** standard - all U.S. highway barrier **mandated replacement** over the next 4-6 years
- J-J Hooks **approved in California**— 2<sup>nd</sup> most highway miles in U.S.
- **Low-profile barrier** offers lower cost and easier installation
- **Accelerated spend** through Public / Private Partnerships



# Trends Favoring Off-Site Precast Modular Construction

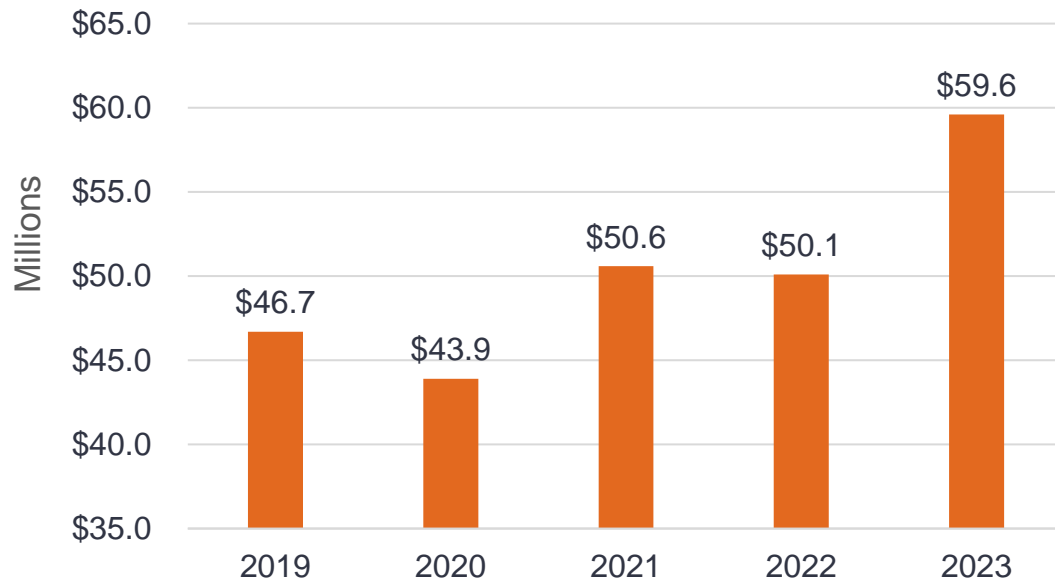
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- **Macro trend to off-site** modular construction
- **Shortened** lead times
- **Reduced** subcontractors
- **Minimization** of carrying costs
- **Increased** quality
- **Speed** of installation
- **Aging** construction workforce
- **Developer** saves **Time & Money**
  - Less labor and equipment

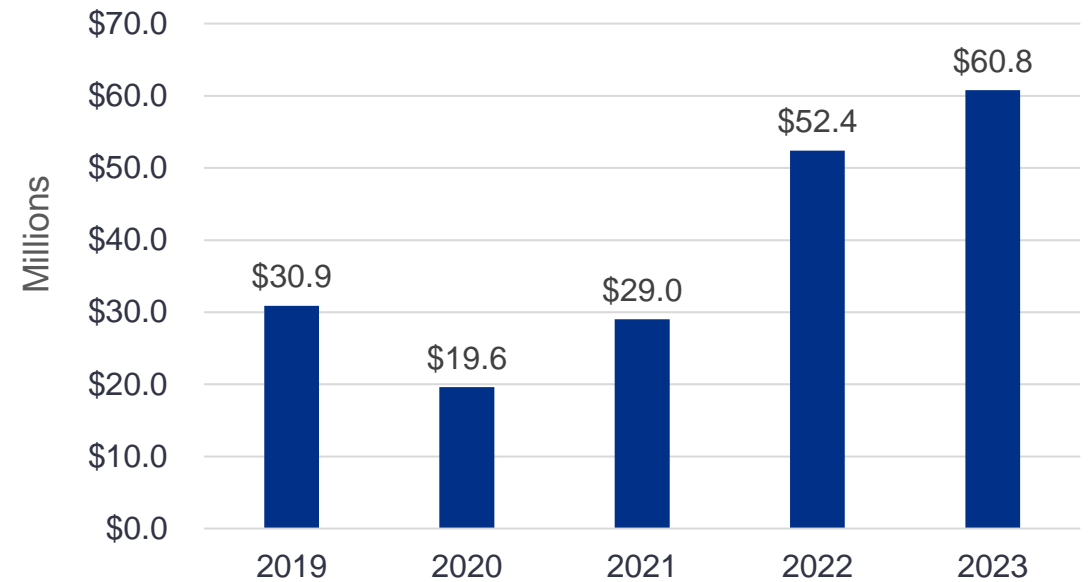


# Annual Revenue, Backlog

## REVENUE (in millions)

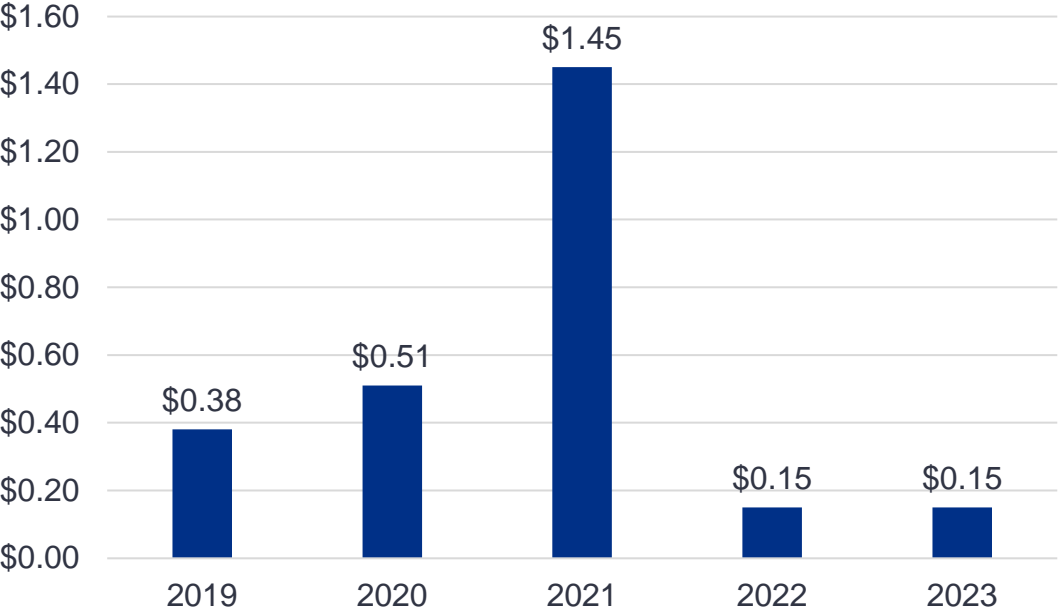


## BACKLOG (in millions)



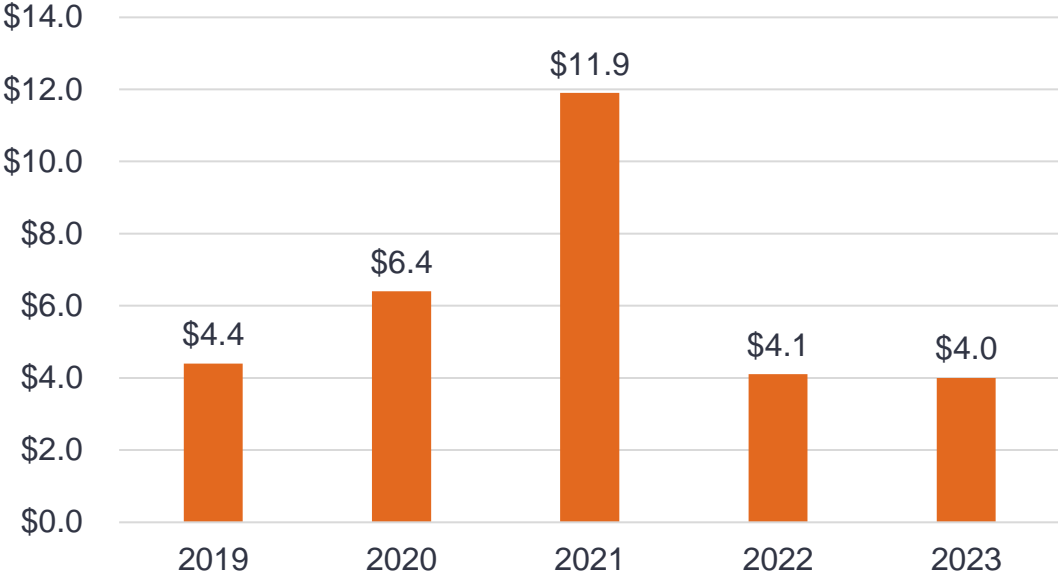
# Earnings per Share & EBITDA

### Earnings per Share



### EBITDA

(in millions)





# 1Q24 Summary

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- Revenue increased 28 percent to \$16.4 million
- Product sales increased 26 percent; service revenue increased 30 percent
- Operating income of \$1.2 million compared to \$54,000 in prior-year quarter
- Net income of \$1.1 million (\$0.21 per diluted share vs \$0.02 in 1Q23)

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# APPENDIX

**540-439-3266**

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

# Balance Sheet

ASSETS	December 31, 2023	December 31, 2022
<b>Current assets</b>		
Cash	\$ 9,175	\$ 6,726
Other current assets	24,150	22,214
<b>Total current assets</b>	<b>33,325</b>	<b>28,940</b>
<hr/>		
Property and equipment, net	27,680	25,124
Other assets	343	249
<b>Total assets</b>	<b>\$ 61,348</b>	<b>\$ 54,313</b>
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<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
<b>Current liabilities</b>		
Current maturities of notes payable	636	618
Other current liabilities	15,382	10,606
<b>Total current liabilities</b>	<b>16,018</b>	<b>11,224</b>
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Notes payable - less current maturities	5,092	5,730
Other liabilities	6,077	4,304
<b>Total liabilities</b>	<b>27,187</b>	<b>21,258</b>
<hr/>		
<b>Total stockholders' equity</b>	<b>34,161</b>	<b>33,055</b>
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<b>Total liabilities and stockholders' equity</b>	<b>\$ 61,348</b>	<b>\$ 54,313</b>