



SMITH-MIDLAND[®]
EXCELLENCE IN PRECAST CONCRETE

INVESTOR PRESENTATION

NASDAQ: SMID

JUNE 2024

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, 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

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

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

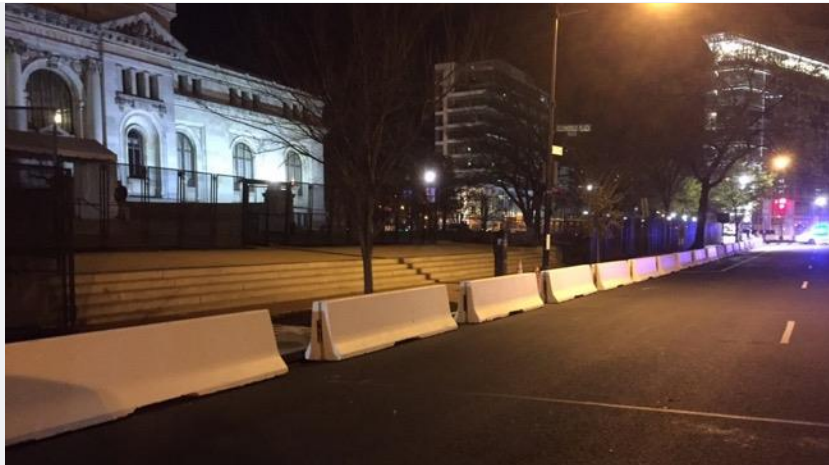
Concrete Safety Barrier Rental Division

Construction, Highway, & Event Security

250K linear feet fleet

Expansion to **575K** linear feet

Estimated cost **\$5 million**



Shift to **barrier rentals** vs sales

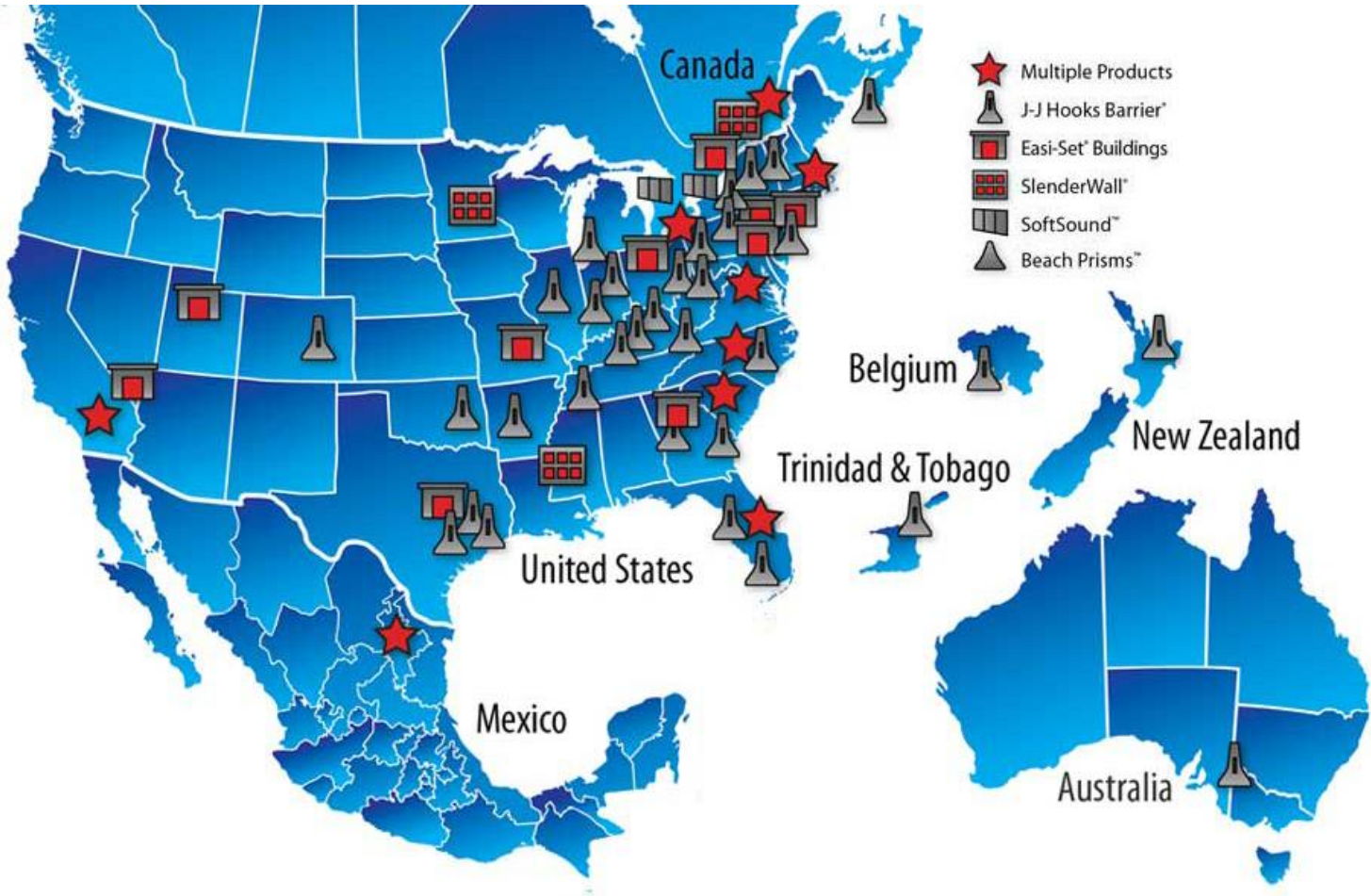
Higher margins of **25-35%**

Recurring revenues

Stability of earnings and income

Improved cash-flow cycle

Expanded Geographic Reach through Licensing



75
Licenses

**Award-Winning
Products**

6%
Royalty

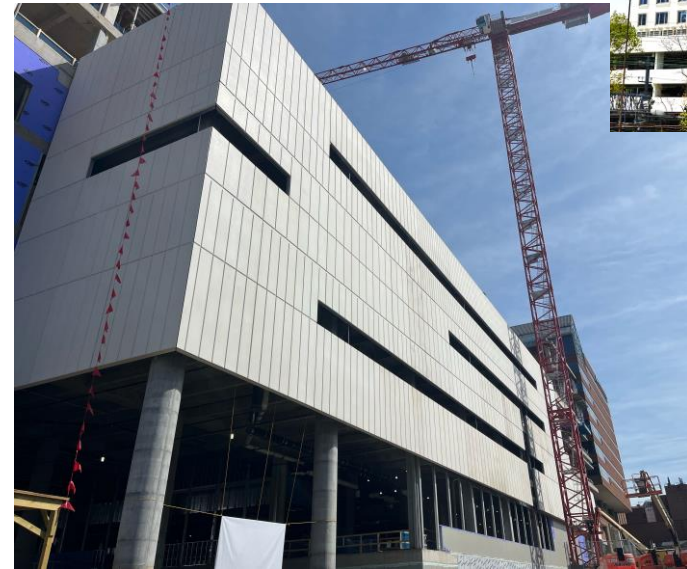
Infrastructure Spend Tailwinds Benefit Smith-Midland



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

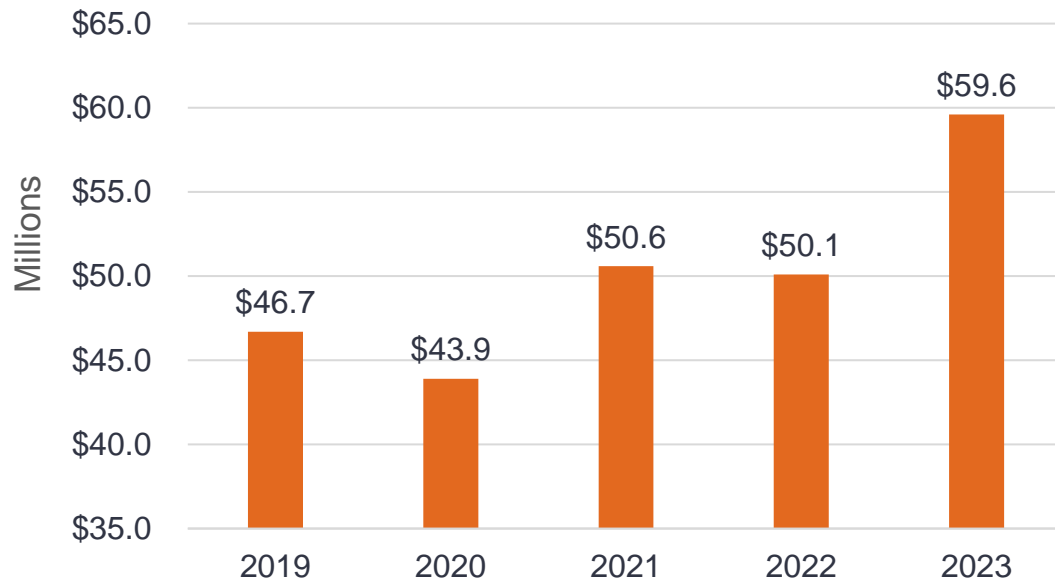
Trends Favoring Off-Site Precast Modular Construction

- **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

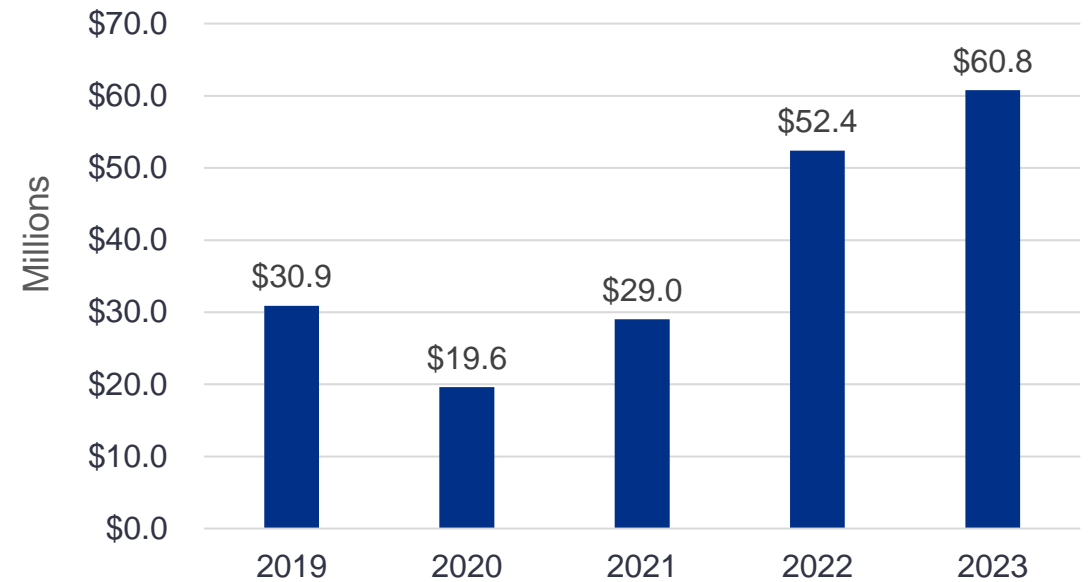


Annual Revenue, Backlog

REVENUE (in millions)

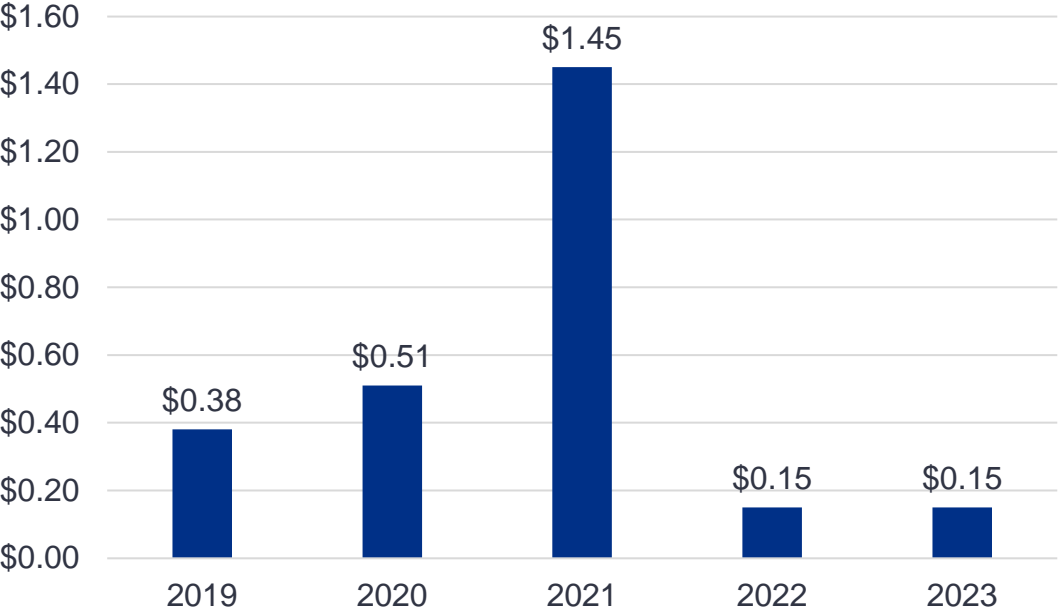


BACKLOG (in millions)



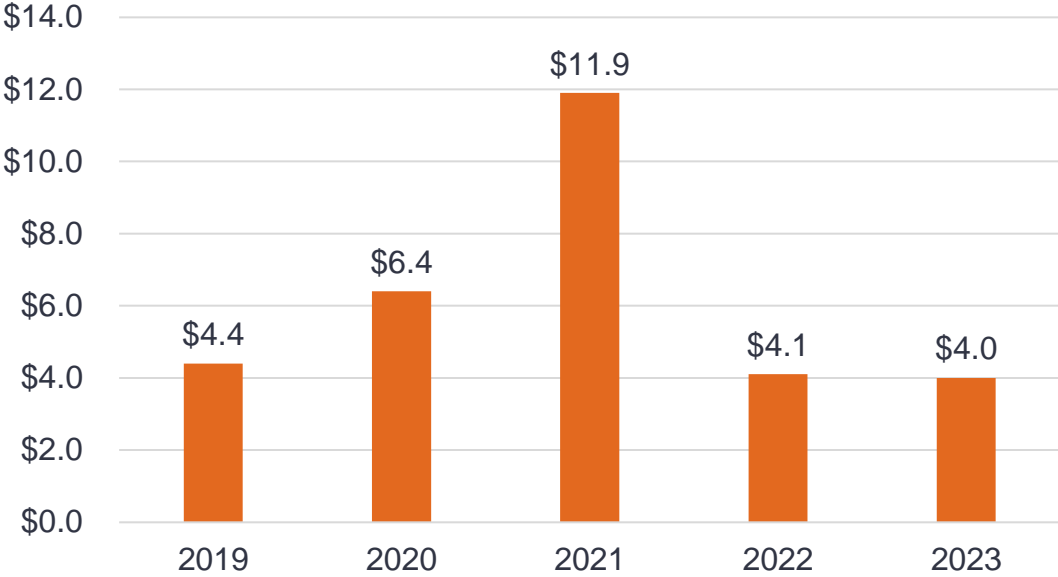
Earnings per Share & EBITDA

Earnings per Share



EBITDA

(in millions)



1Q24 Summary

- 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

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www.SmithMidland.com

Balance Sheet

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