



SMITH-MIDLAND[®]
EXCELLENCE IN PRECAST CONCRETE

INVESTOR PRESENTATION

NASDAQ: SMID

NOVEMBER 2025

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, 2024. 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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statements, including financial targets, business strategy, and plans and objectives for future operations.

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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

\$37.90

Share Price*

* As of 11/14/25

\$202M

Market Cap

\$88.9M

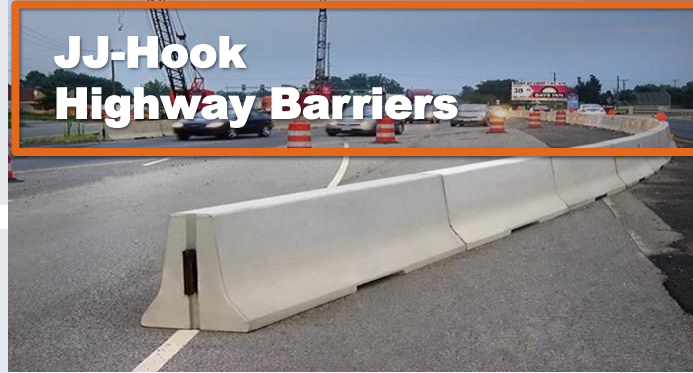
Revenue (TTM)

~\$55M

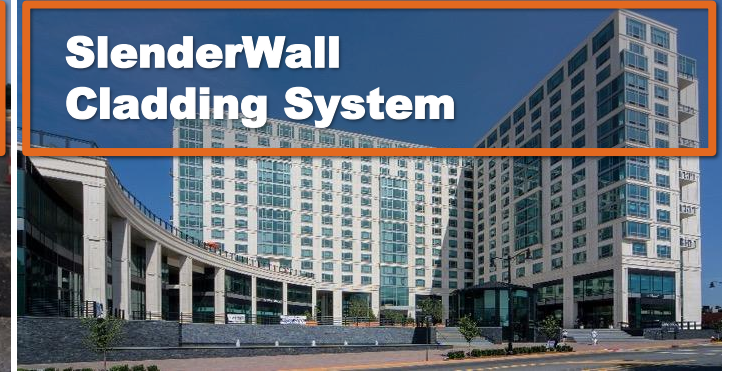
Backlog

A Leader in Proprietary Precast Highway Barrier and Infrastructure Products

**JJ-Hook
Highway Barriers**



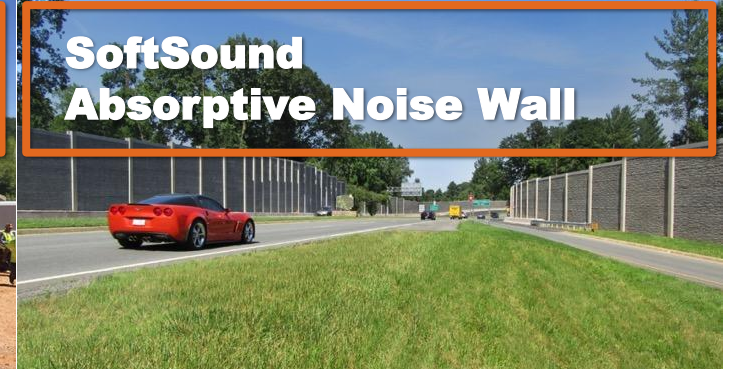
**SlenderWall
Cladding System**



**Easi-Set
Concrete Buildings**



**SoftSound
Absorptive Noise Wall**



“Golden Age” for Infrastructure

“By 2040, the global demand for new infrastructure investment is **\$68 trillion**. To put that price tag in perspective, it’s roughly the equivalent of building the entire Interstate Highway System and the Transcontinental Railroad, start to finish, **every six weeks—for the next 15 years.**”

-Lawrence Fink, Blackrock CEO
2025 Letter to Shareholders

Highly Customized Products



Decorative



Security



Military Training

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)



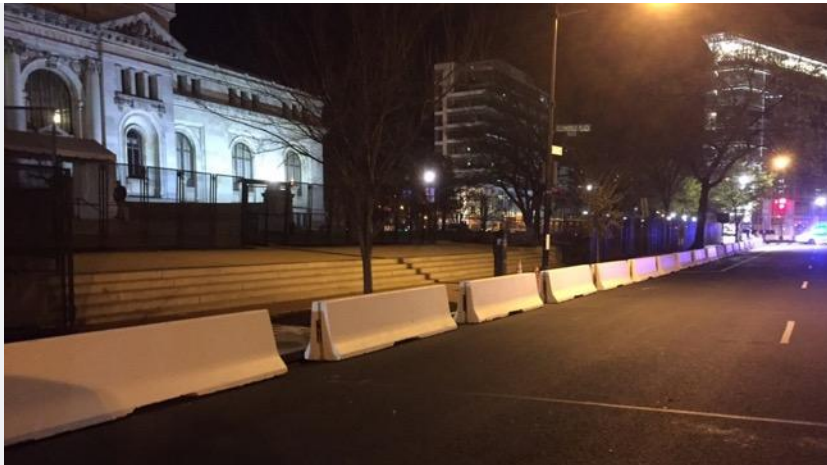
39 acres, 29K sf
reaches NC to FL/AL

Concrete Safety Barrier Rental Division

Construction, Highway, & Event Security

250K linear feet fleet

Expansion to **575K** linear feet



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

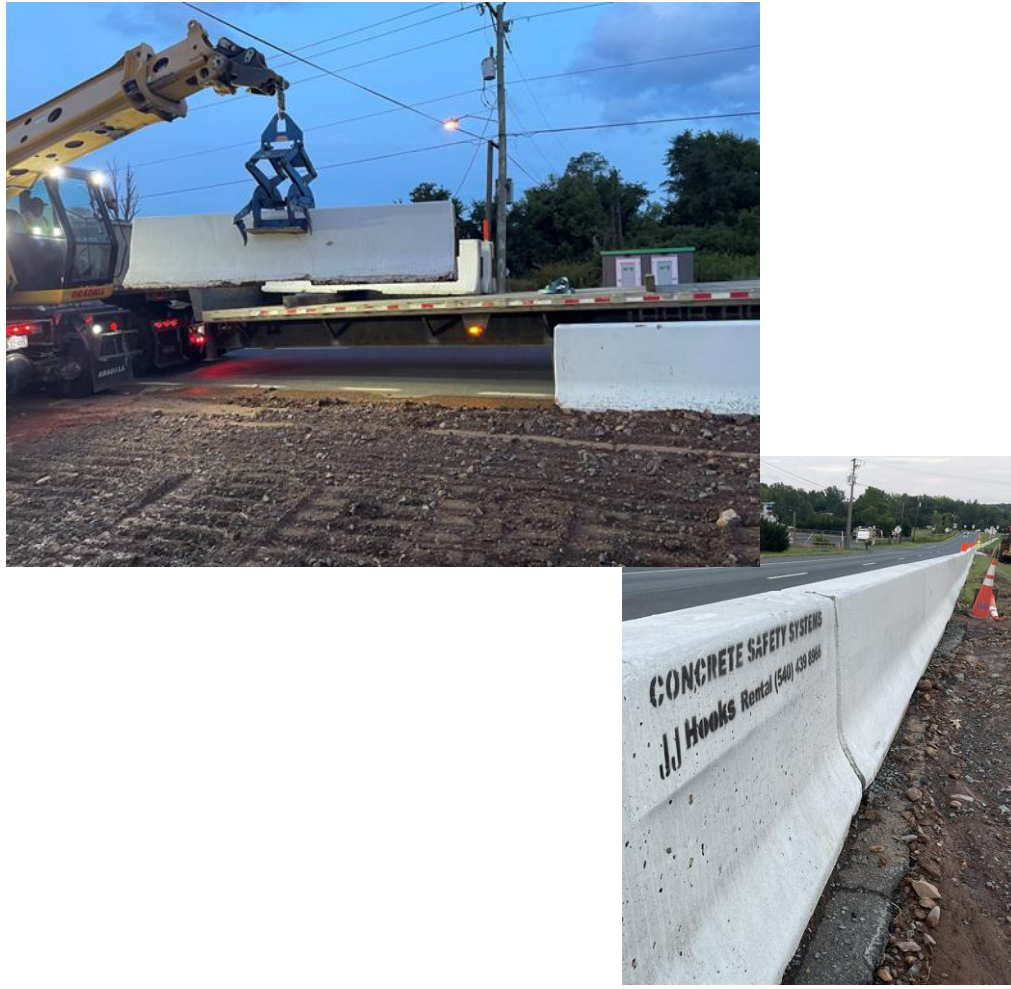


75
Licenses

**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

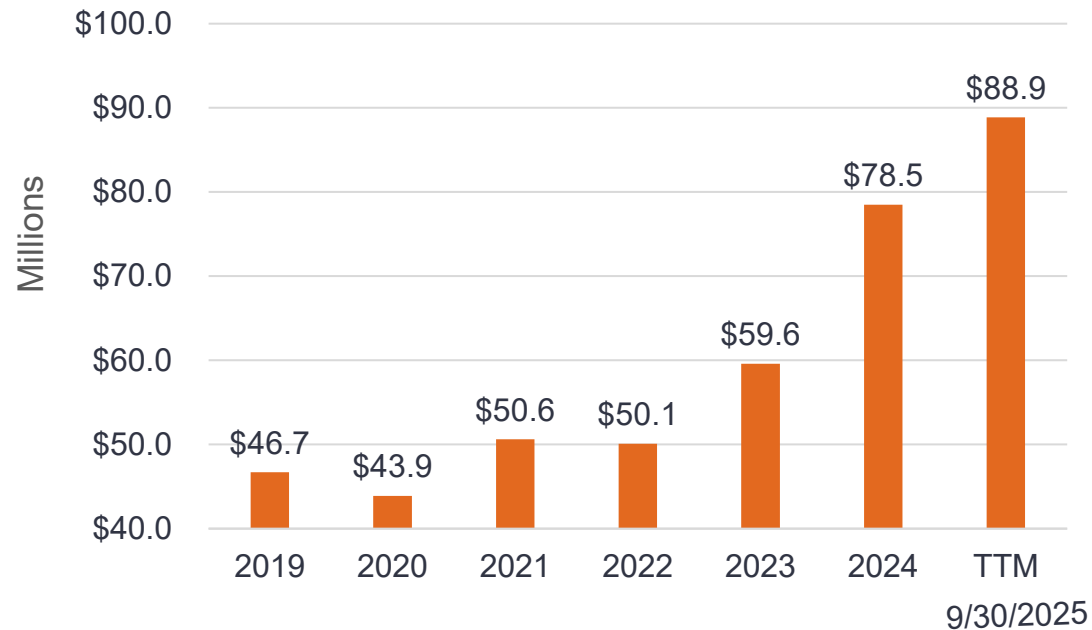
- **Macro trend to off-site** modular construction
- **Shortened** lead times
- **Reduced** subcontractors
- **Minimization** of carrying costs
- **Increased** quality
- **Speed** of installation
- **Aging** construction workforce
- **Developer** saves **Time & Money**
 - Less labor and equipment



Annual Revenue, Backlog

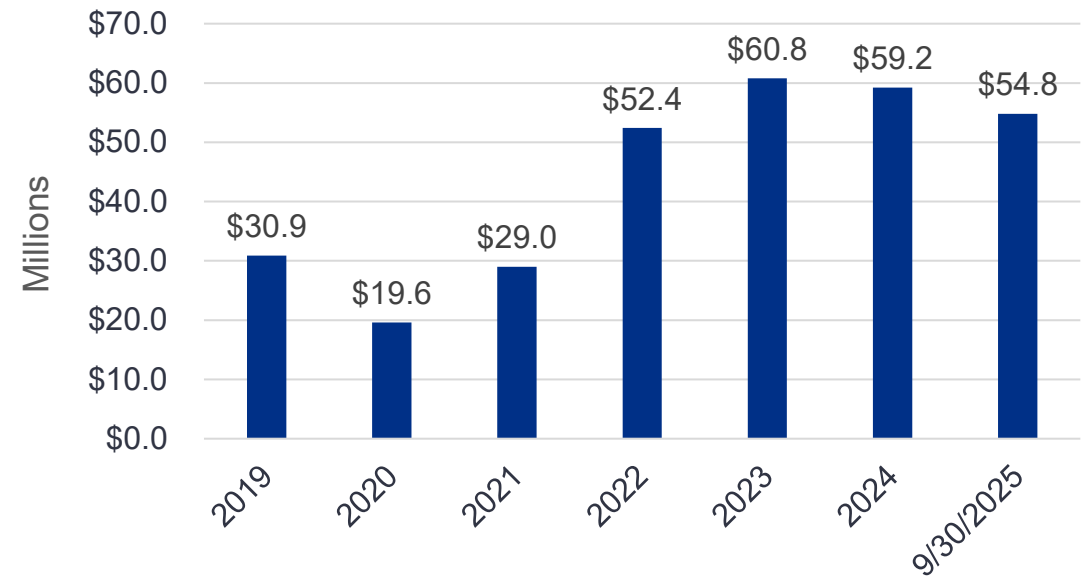
REVENUE

(in millions)



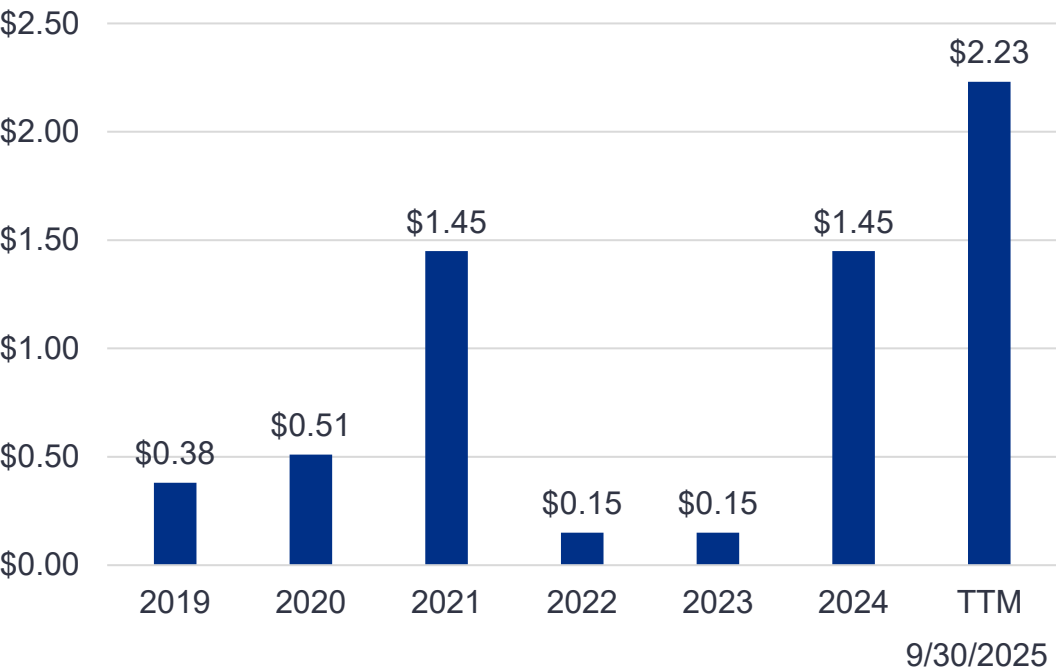
BACKLOG

(in millions)



Earnings per Share & EBITDA

Earnings per Share



EBITDA
(in millions)



Q4 25 Outlook

- 2025 YTD Month Service Revenue benefited from multiple special projects
- Barrier rental income (ex special projects) trending higher for the remainder of 2025
- Utility sales and architectural panel sales expected to trend higher for the remainder of 2025
- Full-year royalty revenue anticipated higher than 2024

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 \$54 million

Doubled since end of 2021

SMITH-MIDLAND®
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APPENDIX

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Balance Sheet

ASSETS	September 30, 2025	December 31, 2024
Current assets		
Cash	\$ 13,376	\$ 7,548
Other current assets	36,430	28,301
Total current assets	49,806	35,849
Property and equipment, net	35,126	31,704
Other assets	505	438
Total assets	\$ 85,437	\$ 67,991
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities		
Current maturities of notes payable	657	658
Other current liabilities	11,371	14,352
Total current liabilities	18,028	15,010
Notes payable - less current maturities	3,933	4,436
Other liabilities	11,349	6,806
Total liabilities	33,310	26,252
Total stockholders' equity	52,127	41,739
Total liabilities and stockholders' equity	\$ 85,437	\$ 67,991