



Investor Presentation

NASDAQ Ticker: WLDN

August 2018

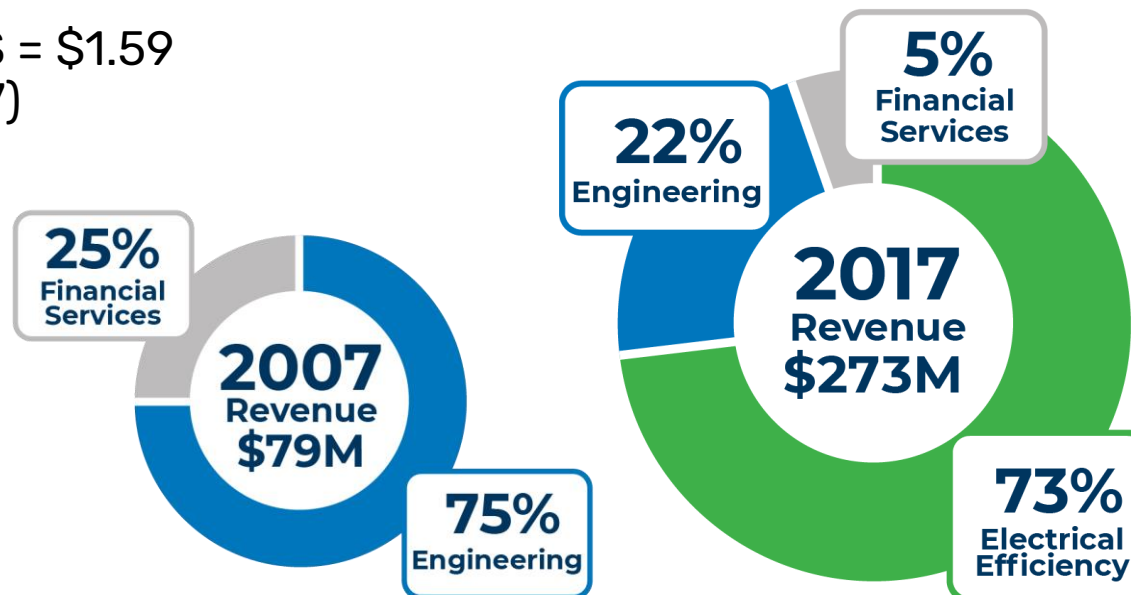
Safe Harbor Statement – Statements in this presentation that are not purely historical, are forward-looking statements that involve risks and uncertainties within the meaning of the Private Securities Litigation Reform Act of 1995. Willdan's actual results could differ materially from those in any such forward-looking statements. Willdan's business could be affected by a number of other factors, including the risk factors listed from time to time in Willdan's SEC reports including, but not limited to, the Annual Report on Form 10-K for the year ended December 29, 2017. Willdan disclaims any obligation, and does not undertake, to update or revise any forward looking statements.

WILLDAN OVERVIEW

ELECTRIC GRID SOLUTIONS COMPANY

Our FY17 Stats

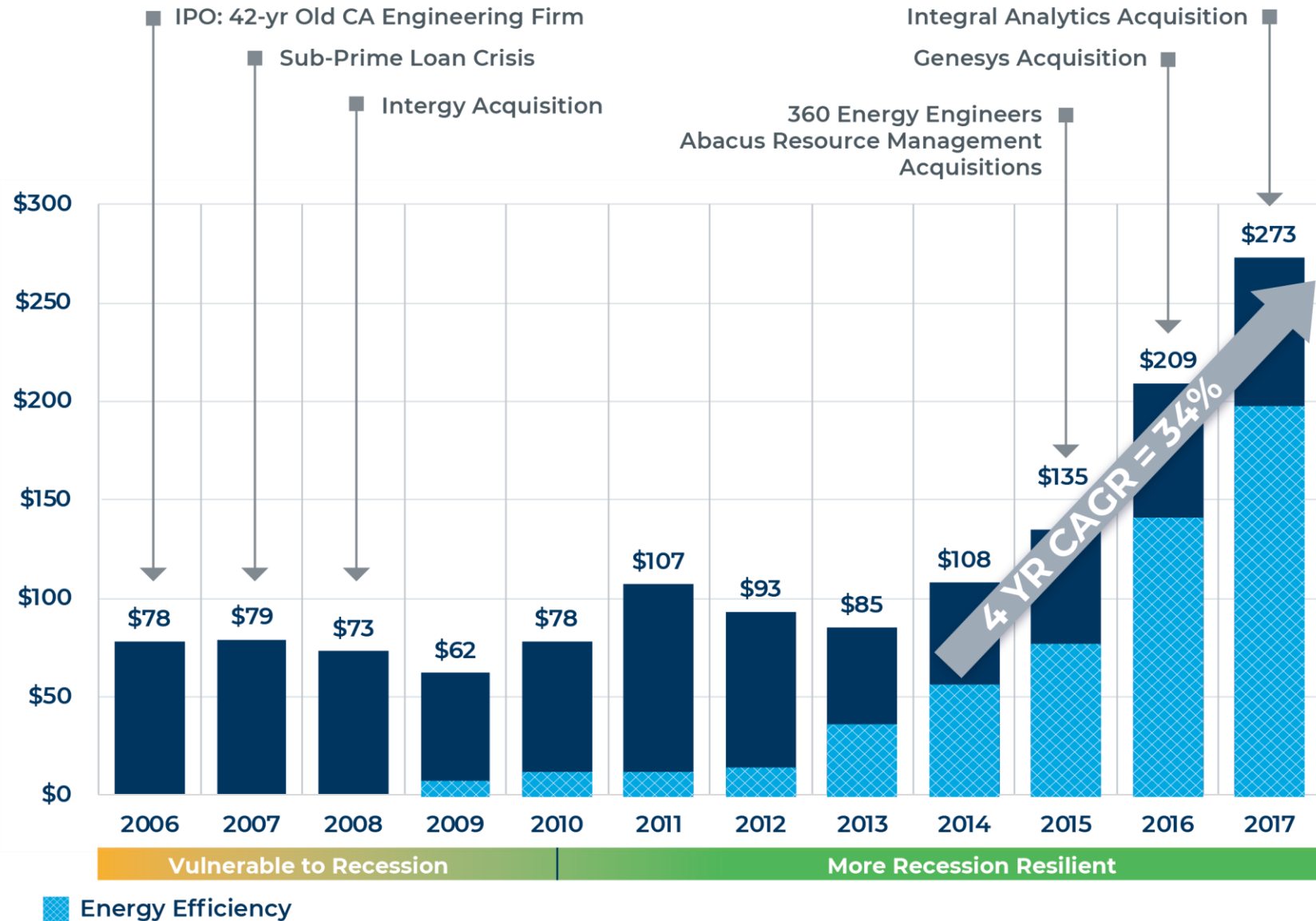
- \$273M Revenue
- \$121M Net Revenue
- 18% Adjusted EBITDA Net Margin⁽¹⁾
- Adjusted Diluted EPS = \$1.59
(Stock Comp. = \$0.27)



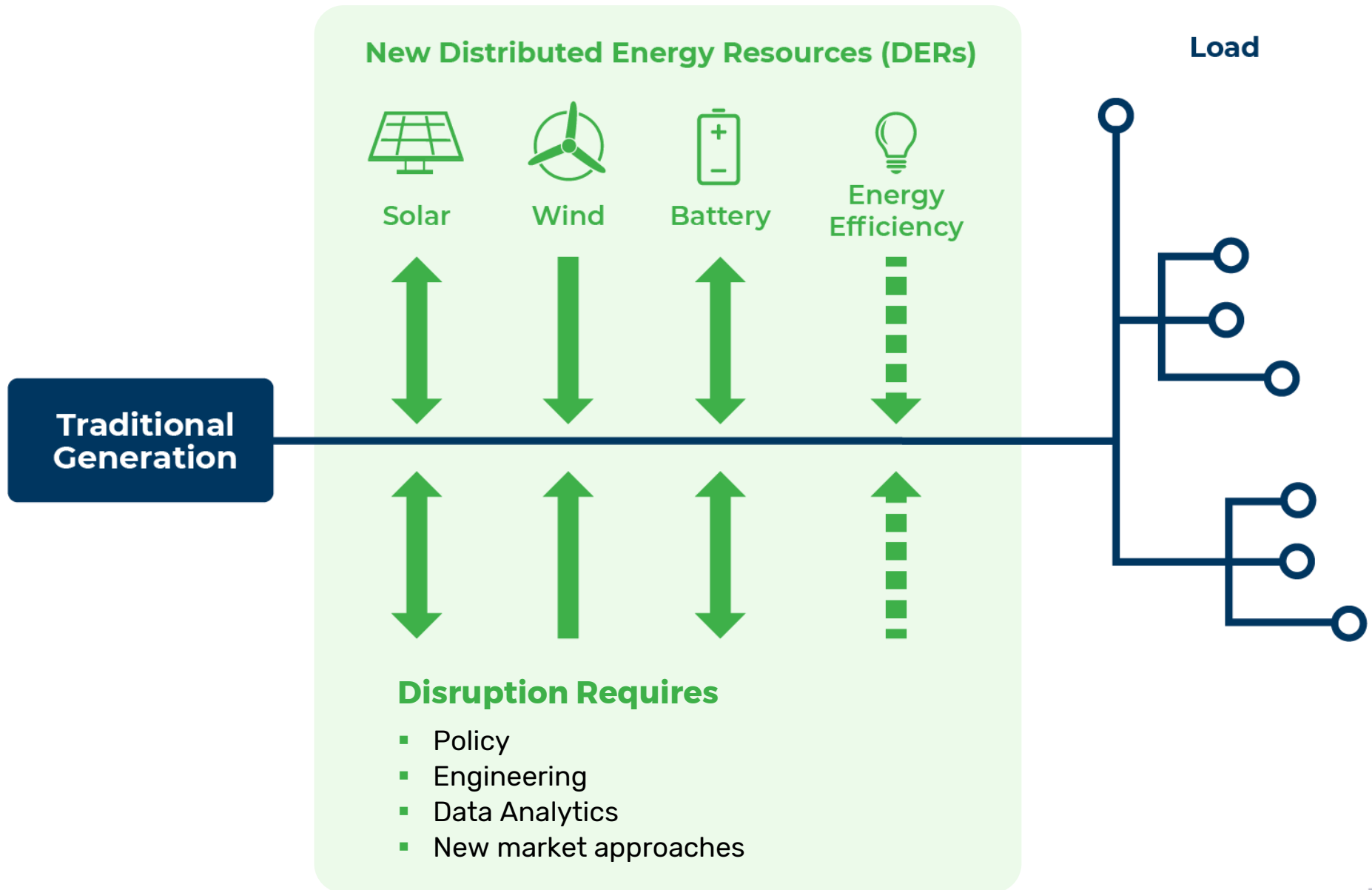
(1) Adjusted EBITDA Net Margin is calculated as earnings before interest, taxes, stock compensation, depreciation and amortization divided by Net Revenue. Adjusted EBITDA Net Margin is not a measure calculated in accordance with generally accepted accounting principles (GAAP) and should not be considered a replacement for GAAP results. Our net income for the fiscal year ended December 29, 2017 was \$12.1 million. For a reconciliation of Adjusted EBITDA to net income for the fiscal year ended December 29, 2017, please refer to Exhibit 99.1 of our Current Report on Form 8-K filed with the SEC on March 8, 2018.

HISTORY

Revenue (\$ in millions)

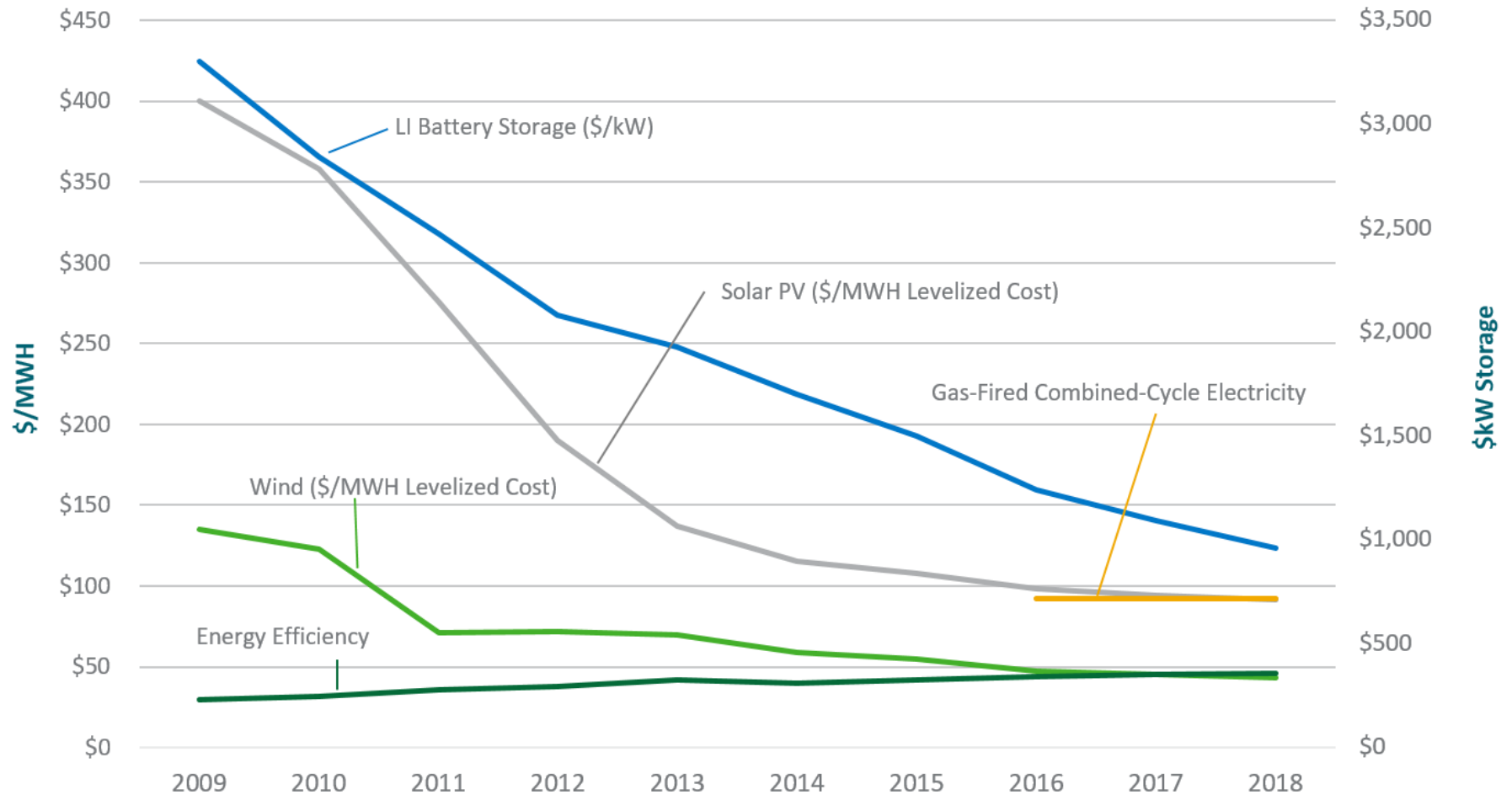


WHAT WILL DAN DOES



ELECTRICAL EFFICIENCY IS THE MOST COST EFFECTIVE SOURCE

Unsubsidized Energy Cost Comparison



Sources: Public Utilities Code Section 913 Annual Report to the Governor and Legislature, April 2017; ACEEE Energy Efficiency Report, March 2014; NEEP Energy Efficiency Snapshot, Spring 2017

DIVERSIFIED CUSTOMER BASE



Client Category

Approx. % Net Revenue 2017

Utilities 40%

State & Local Government 50%

Commercial 10%

Federal Government <1%

Industrial 0%

Residential 0%

● Willdan Locations

■ States where Willdan has worked with electric utilities

ROOM FOR GROWTH – FRAGMENTED MARKET

Competitors

Category	Name	Ticker	Revenue Last Fiscal Year	Estimated Revenue in Competition with Willdan
Management Consultants	– Navigant	NCI	\$1,032M	\$100M
	– ICF	ICFI	\$1,229M	\$200M
Engineering Firms	– Leidos	LDOS	\$10,170M	\$230M
	– TRC	--	\$270M	\$50M
Private Equity- Backed Roll-up	– Nexant	--	\$150M	\$150M
	– GoodCents/Franklin	--	\$150M	\$150M
	– CLEAResult	--	~\$500M	\$500M
Small Private Companies	– Thousands	--	<\$50M/yr	\$50M/yr

EXAMPLE WILLDAN SOLUTIONS

Utility Project

CON EDISON, NY – DIRECT INSTALL



- \$35 M/YR
- Energy Demand Reduction
- Since 2009

Commercial Project

HOST – NATIONWIDE HOTELS



- \$3 M/YR
- Mechanical Engineering
- Since 2012





State and Local Project


CITY OF ELK GROVE, CA



- \$14 M/YR
- Outsourced Civil Engineering
- Since 2010

ACQUISITIONS CATALYZE GROWTH

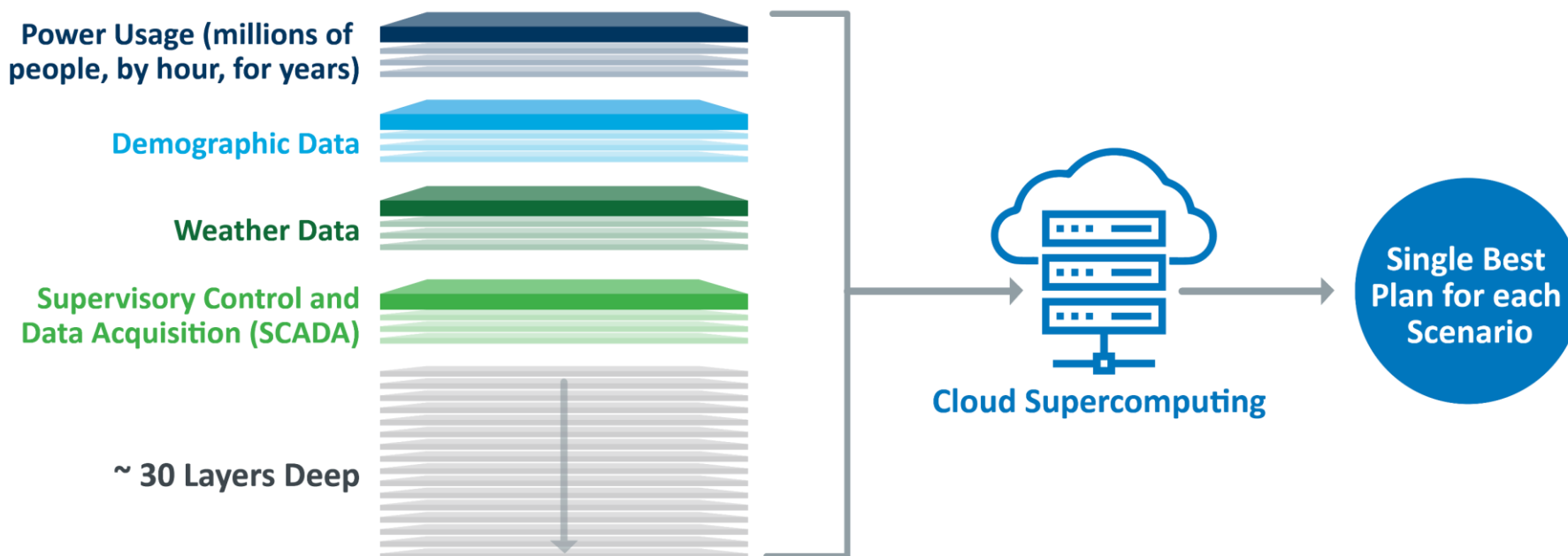
Strategy	Adds Energy Efficiency	Adds Performance Contracting	Adds Central Plant Engineering	Adds Grid Data Analytics
Acquisition	INTERGY	360 ENERGY ENGINEERS ABACUS	GENESYS	INTEGRAL ANALYTICS
New Program Cross-sold	 Direct Install \$30M/yr	 Rocky Mountain Power Direct Install \$10M/yr	 Cogeneration projects (3) \$6M/yr	 An Exelon Company \$3M/yr
	2008	2015	2016	2017



INTEGRAL ANALYTICS ACQUISITION

CLOSED JULY 28, 2017

- Optimize Existing Willdan Energy Efficiency Programs
- Strengthens Competitive Advantage
- Adds Software Planning Solution:



	18F
Revenue	\$9 - 10M
EBITDA	\$3M
Intangible Amortization	\$0.9M

NEWCOMB ANDERSON MCCORMICK (NAM) ACQUISITION

CLOSED APRIL 30, 2018

- Adds California Mechanical Engineering Expertise
- Strengthens client positions with PG&E and SCE
- Expands renewable energy and sustainability planning solutions

Annual Revenue ~ \$7M

Client Markets

Utilities

K-12 and Higher
Education

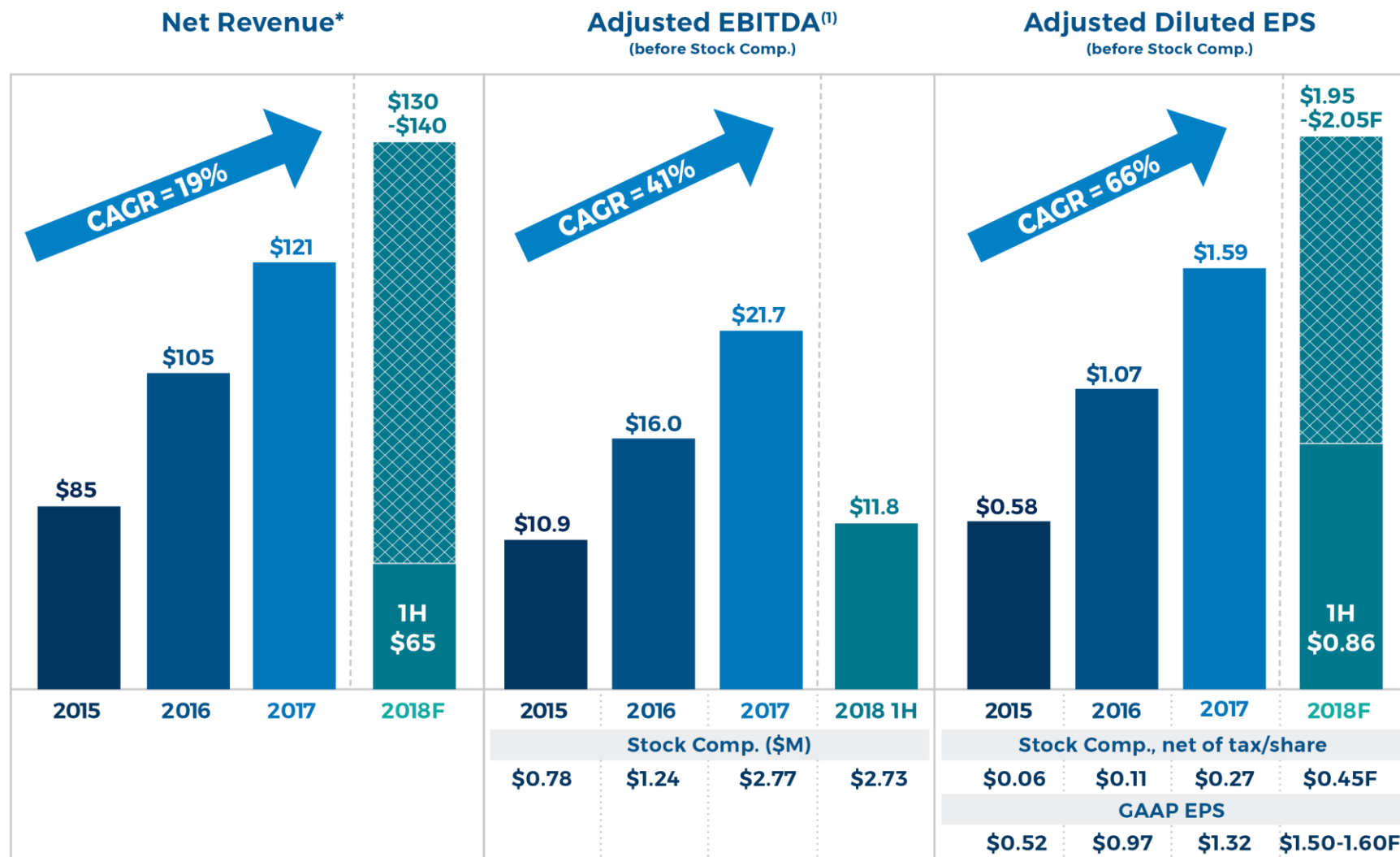
Local
Government

State and Federal
Government



THREE-YEAR FINANCIAL PERFORMANCE AND 2018 FORECAST

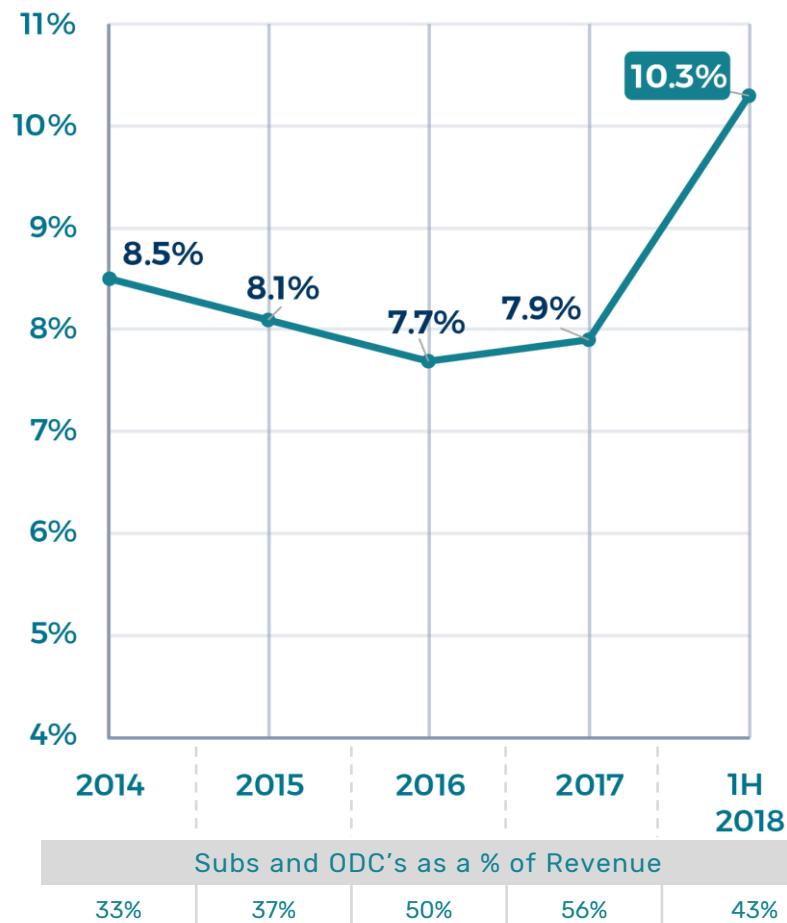
\$ in millions, except per share data



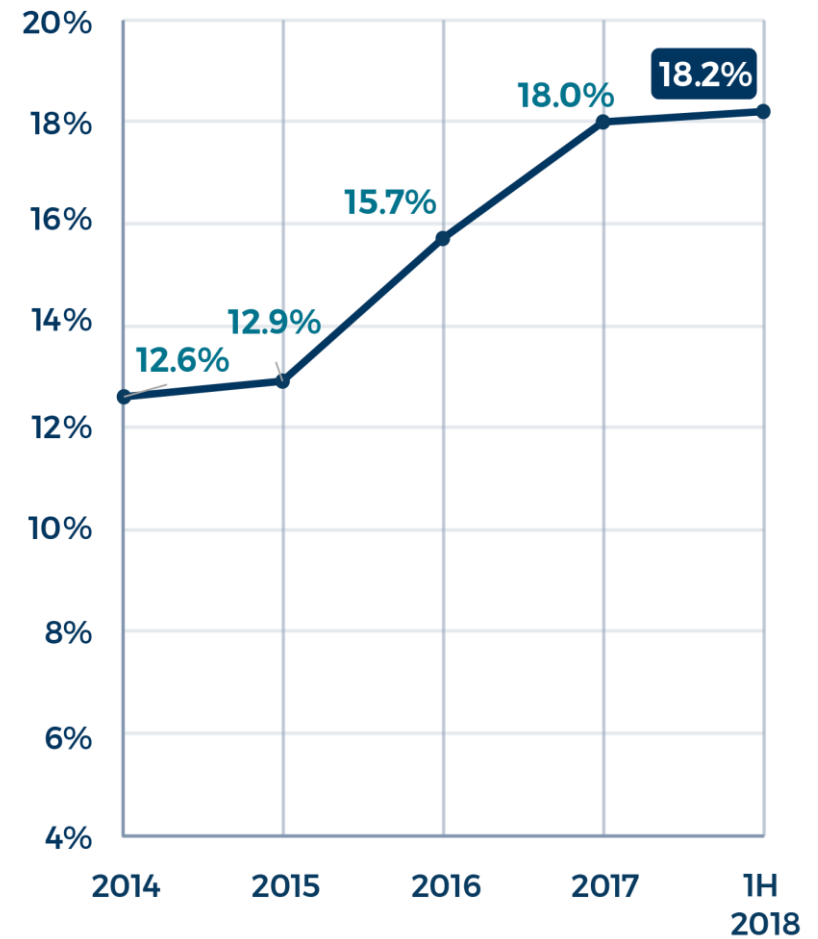
*Net Revenue, defined as contract revenue minus subcontractor services and other direct costs, a non-GAAP financial measure, is a supplemental measure that Willdan believes enhances investors' ability to analyze our business trend and performance because it substantially measures the work performed by our employees. (1) Adjusted EBITDA is calculated as earnings before interest, taxes, stock compensation, depreciation and amortization and Adjusted EBITDA Net Margin is calculated as Adjusted EBITDA divided by Net Revenue. Neither Adjusted EBITDA nor Adjusted EBITDA Net Margin is a measure calculated in accordance with generally accepted accounting principles (GAAP) and neither should not be considered a replacement for GAAP results. Our net income for the fiscal years ended December 29, 2017, December 30, 2016, and January 1, 2016 was \$12.1 million, \$8.3 million, and \$4.3 million, respectively, and our net income for the fiscal six months ended June 29, 2018 was \$5.5 million. For a reconciliation of Adjusted EBITDA to net income for each of the fiscal years ending December 29, 2017 and December 30, 2016, please refer to Exhibit 99.1 of our Current Report on Form 8-K filed with the SEC on March 8, 2018. For a reconciliation of Adjusted EBITDA to net income for the fiscal six months ended June 29, 2018, please refer to Exhibit 99.1 of our current report on Form 8-K filed with the SEC on August 2, 2018.

ADJUSTED EBITDA MARGIN TREND

Adjusted EBITDA vs Revenue



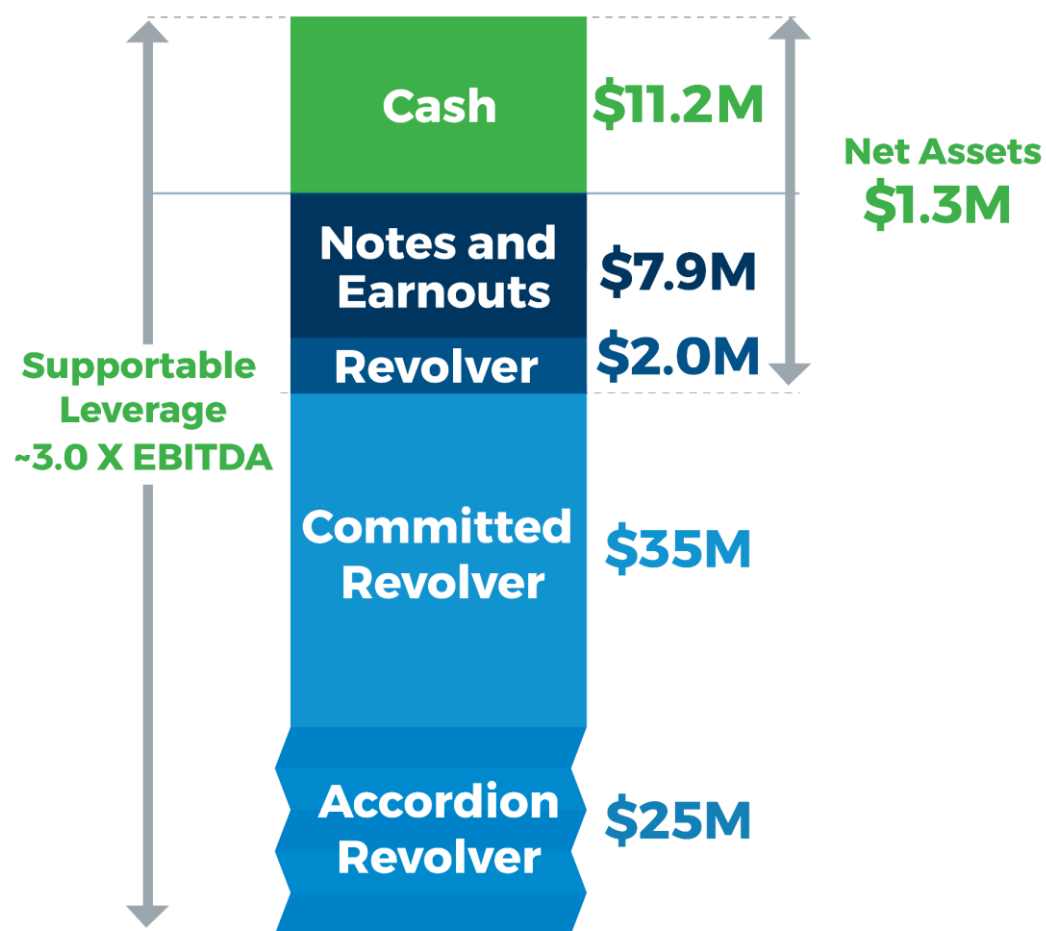
Adjusted EBITDA vs Net Revenue*



*See (1) on page 12 for Adjusted EBITDA and Net Revenue definitions

BALANCE SHEET

AS OF Q2 2018:



Return On Invested Capital (ROIC)

$$\text{ROIC} = \frac{\text{Annual After-Tax Net Income}}{\text{Investment Capital} = (\text{Total Equity} + \text{Long-Term Debt})}$$

	ROIC 2017
Willdan	15.5%
NV5	10.1%
ICF	7.6%
AMERESCO	7.4%
LEIDOS	5.7%
NAVIGANT	9.1%
TETRA TECH	9.3%
AECOM	4.3%

SUMMARY

ELECTRIC GRID SOLUTIONS COMPANY

2018 Outlook

	2018	
	Range	Growth%
Net Revenue	\$130 - 140M	7 - 16%
Adjusted Diluted EPS	\$1.95 - 2.05	23 - 29%

- Annual effective tax rate of 23%
- Diluted share count of 9.3M shares
- Annual Depreciation of \$2M
- Annual Amortization of \$3.1M
- Assumes No Future Acquisitions

Long Term

Organic Growth	>10%
Accretive Acquisitions	>10%
Total Growth	>20%