



INVESTOR PRESENTATION

NASDAQ Ticker: WLDN

JUNE 2017

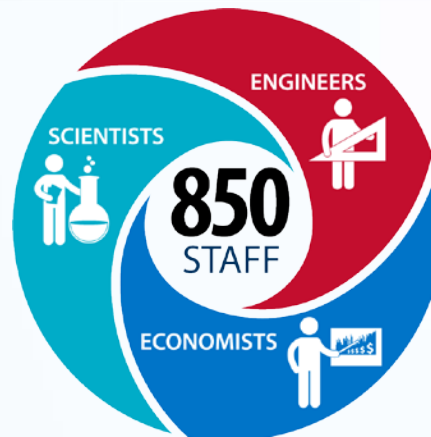
Safe Harbor Statement – Statements in this presentation that are not purely historical, are forward-looking statements that involve risks and uncertainties within the meaning of the Private Securities Litigation Reform Act of 1995. Willdan's actual results could differ materially from those in any such 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 30, 2016. Willdan disclaims any obligation, and does not undertake, to update or revise any forward looking statements.

WILLDAN OVERVIEW

We Are

- High Growth Electrical Efficiency Consulting Company
- Solving Problems with Critical Resources

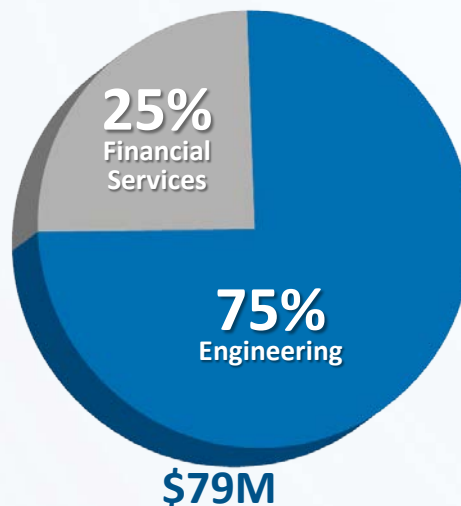
A PEOPLE COMPANY



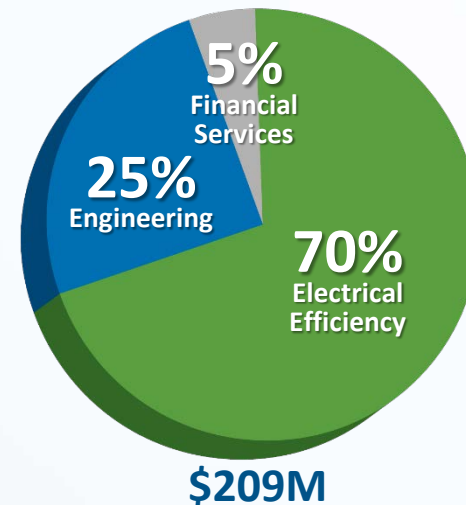
OUR FY16 STATS

- \$209M Revenue
- 55% Revenue Growth
- 7.3% EBITDA Margin⁽¹⁾
- \$22M Cash Flow from Operations

2007 Revenue



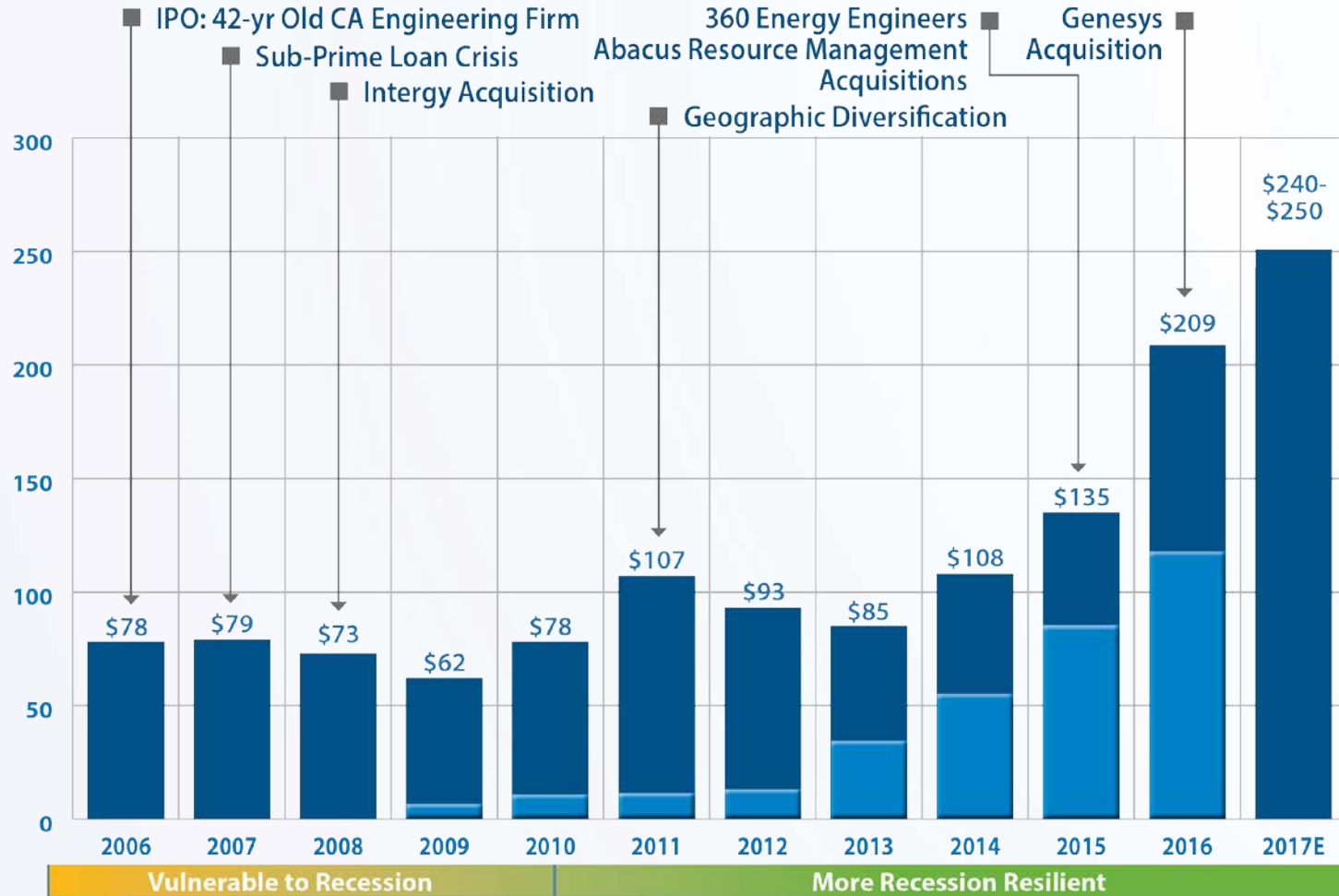
2016 Revenue



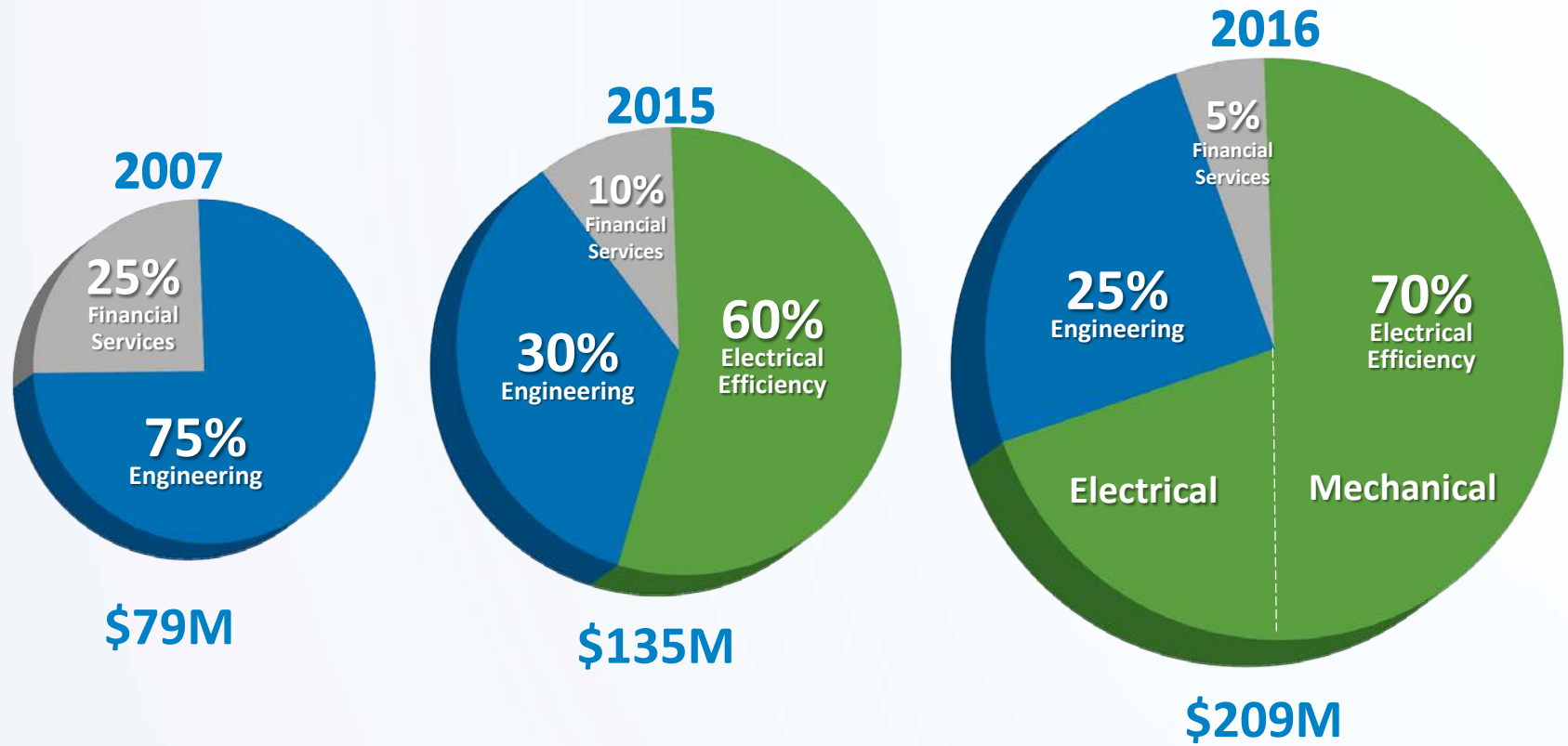
(1) EBITDA Margin is calculated as earnings before interest, taxes, depreciation and amortization divided by total contract revenue. EBITDA Margin is not a measure calculated in accordance with generally accepted accounting principles (GAAP) and should not be considered a replacement for GAAP results. Our net income for the fiscal year ended December 30, 2016 was \$8.3 million. For a reconciliation of EBITDA to net income for the fiscal year ended December 30, 2016, please refer to Exhibit 99.1 of our Current Report on Form 8-K filed with the SEC on March 9, 2017.

HISTORY

Revenue (\$M)



MORE RECESSION RESILIENT



Vulnerable
to
Recession

More
Recession
Resilient

WHAT WILLDAN DOES



**Gas and Coal
Generation**

**Long-line
transmission**

**Local
Distribution**

**Technology
Advances**



Apply Technology:

Integrate

Optimize

Deliver

Locate

**Technology
Advances**



Clean Energy

**Result:
Lower costs
Reliable Service
Customer Choice**

ELECTRICAL EFFICIENCY – MOST COST-EFFECTIVE SOURCE¹

Levelized Cost of New Generating Technologies in 2018

(2011 \$/MWh)



(1) Source: U.S. Energy Information Administration, Annual Energy Outlook 2013

DEEP-ROOTED GROWTH DRIVERS

Clean Energy Market Drivers

Economic

- Lowers Consumer Costs
- Increases Utilities ROI: Decoupling

Environmental

- Global Warming
- Sustainability
- Willingness to Regulate
- Move Away from Coal and Gas

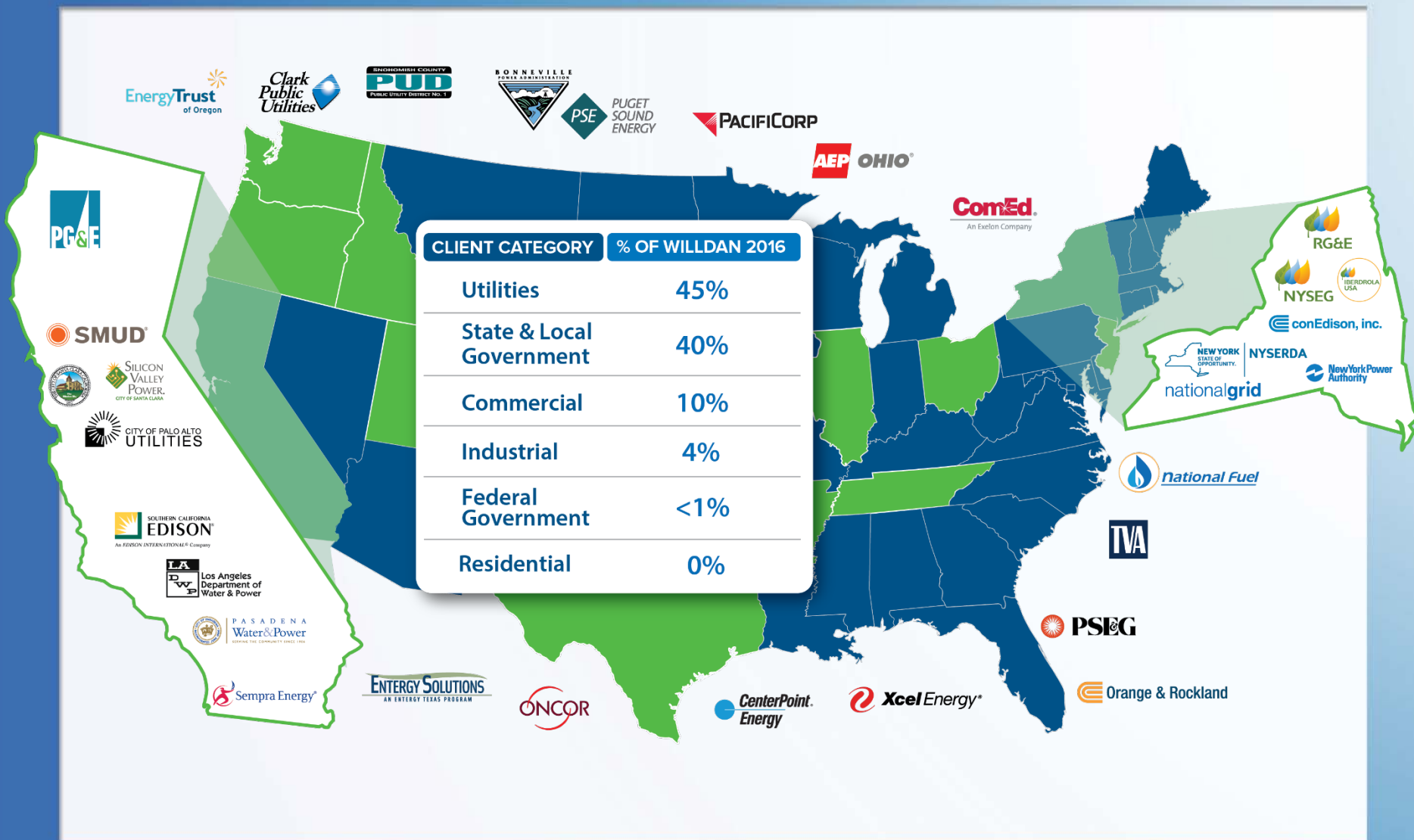
Security

- Local and National Challenges
- Resiliency

Technology

- Lower technology costs
- Enables energy resource optimization

DIVERSIFIED CUSTOMER BASE



ROOM FOR GROWTH – FRAGMENTED MARKET

Competitors

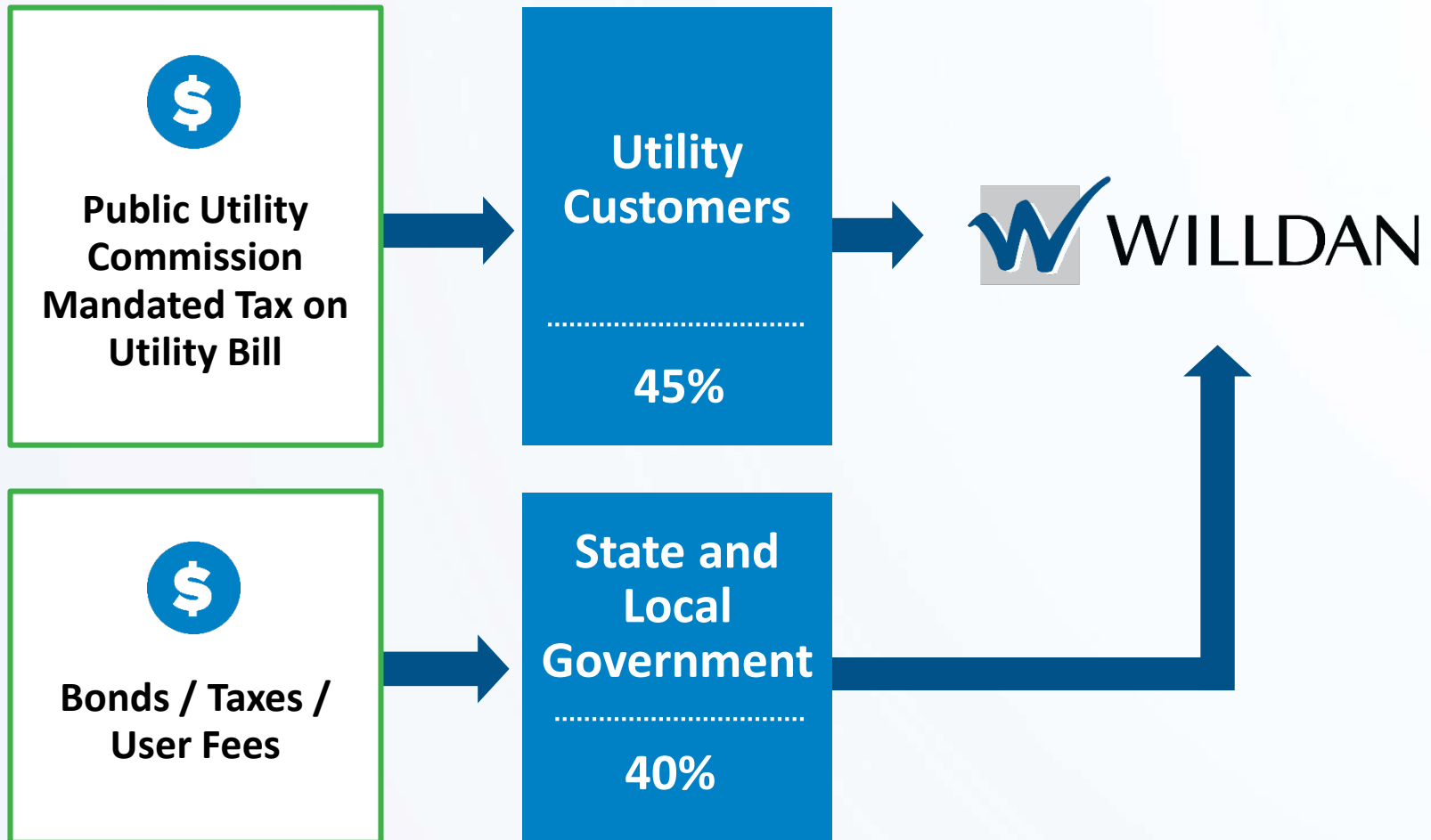
| Category | Name | Ticker | Revenue (\$M) Last Fiscal Year |
|-------------------------------|---------------------------|------------|-----------------------------------|
| Management Consultants | – Navigant | NCI | \$1,034 |
| | – ICF | ICFI | \$1,185 |
| | – Ameresco | AMRC | \$651 |
| Accounting | – Cap Gemini | CGEMY | \$12,539 |
| | – Accenture | ACN | \$34,798 |
| | – PricewaterCoopers | -- | -- |
| Equipment Manufacturing | – Honeywell International | HON | \$39,302 |
| | – Siemens AG | SIEMENS.NS | \$97,286 |
| | – Johnson Control | JCI | \$37,674 |
| Engineering Firms | – AECOM | ACM | \$17,411 |
| | – Leidos | LDOS | \$7,043 |
| | – Chicago Bridge & Iron | CBI | \$10,680 |
| Private Equity-Backed Roll-up | – Nexant | -- | \$150 |
| | – Goodcents/Franklin | -- | \$150 |
| | – CLEAResult | -- | ~\$500 |

VESTED AND EXPERIENCED MANAGEMENT TEAM

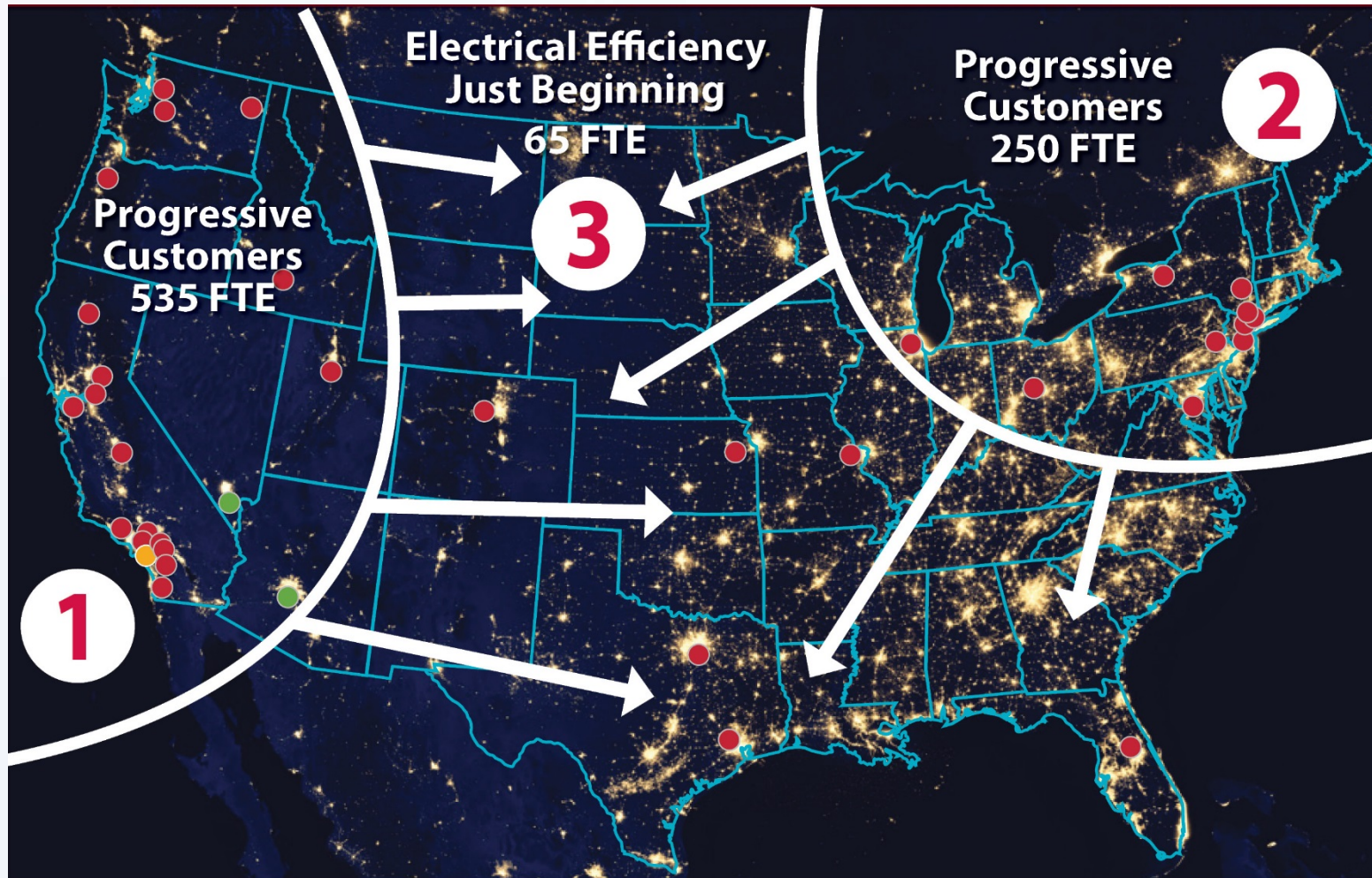
Understands That Organic + Acquisitive = Value Creation

| | Size Company that Helped Build | Growth Method | Years with Company |
|---|--------------------------------|---------------------------|--------------------|
| Tom Brisbin <i>Chairman & CEO</i> | \$1B | organic | 9 years |
| Mike Bieber <i>President</i> | \$3B | 70 acquisitions & organic | 2 years |
| Stacy McLaughlin <i>CFO</i> | - | - | 7 years |
| Ed Saltzberg <i>SVP, Corporate Development</i> | \$1B | organic | 2 years |
| Marc Tipermas <i>President, National Programs</i> | \$1B | organic | 9 years |

Sources of Customer Funding



GEOGRAPHIC COVERAGE



EXAMPLE ELECTRICAL EFFICIENCY PROJECTS

Utility Projects

CON EDISON – DIRECT INSTALL



- \$35 M/YR
- Location – New York City
- Duration – Since 2009

Commercial Projects

HOST – NATIONWIDE HOTELS



- \$1 M/YR
- Location – Nationwide
- Duration – Since 2012

Smart City Projects

CITY OF ELK GROVE



- \$14 M/YR
- Location – Elk Grove, CA
- Duration – Since 2010

CROSS-SELLING SUCCESS

Electrical Efficiency Projects for
37
Major Utilities

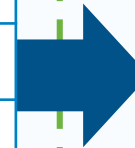


Paid to Interface with
8,200
Customers/
Year



Cross-Selling Success

| Sample Projects | Status |
|---------------------------|--------|
| 1. California LCR | Won |
| 2. NorthWest Utility | Won |
| 3. NY Village | Won |
| 4. KS Municipality | Won |
| 5. Large Hotel Chain | Won |
| 6. Elk Grove LED | Won |
| 7. Con Edison Multifamily | Won |



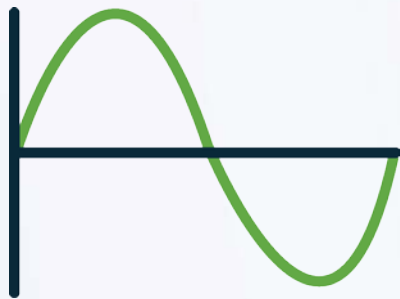
Organic Growth
>15%

Enabled by Abacus, 360
and Genesys Acquisitions

EXISTING vs FUTURE ENERGY GRID

Existing Energy Grid

GENERATION



Alternating Current (AC)

TRANSMISSION

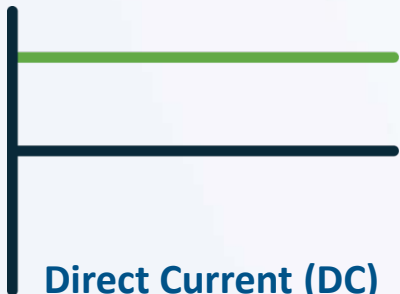


LOAD



Future Energy Grid

GENERATION



Direct Current (DC)

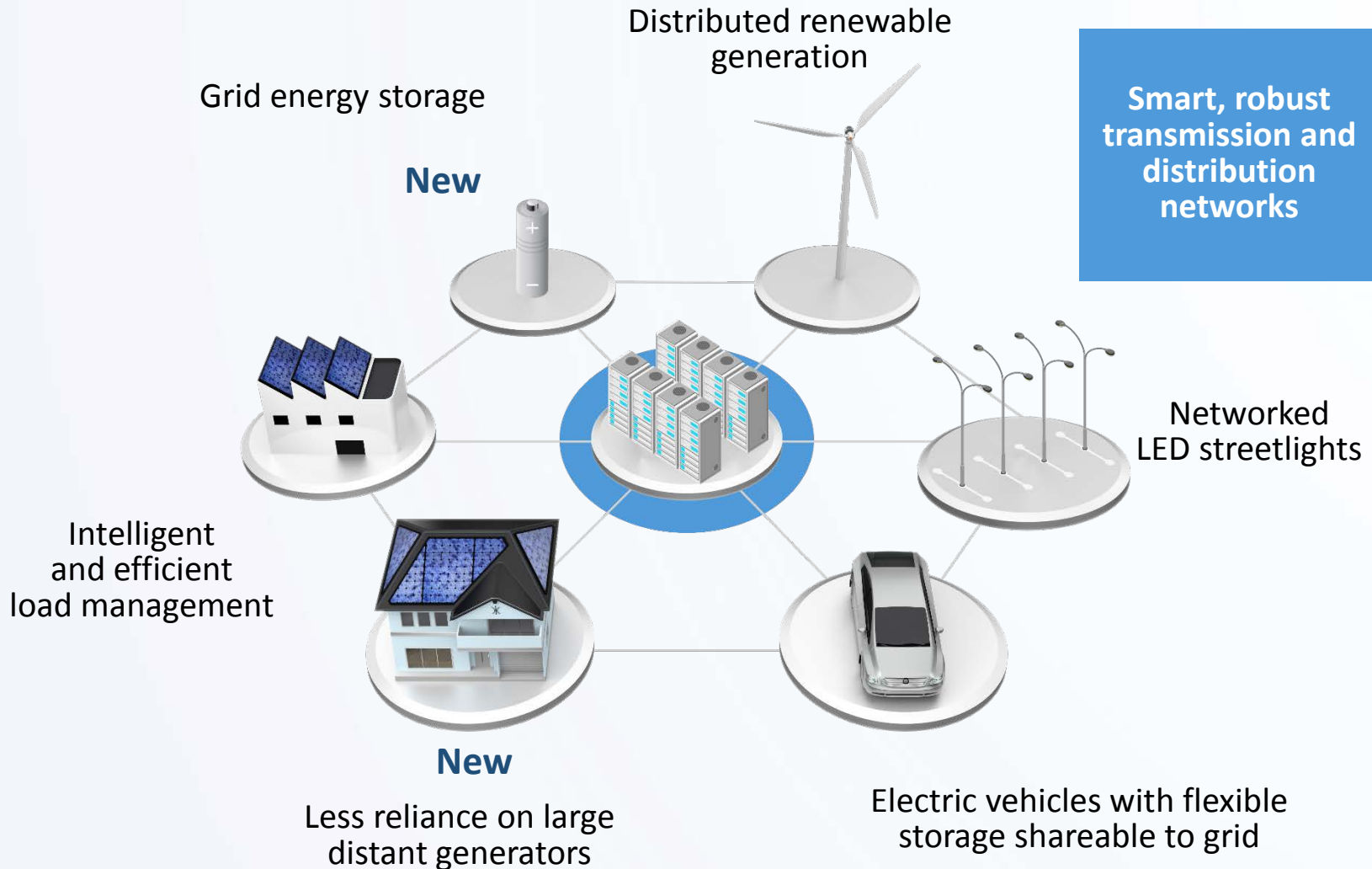
TRANSMISSION



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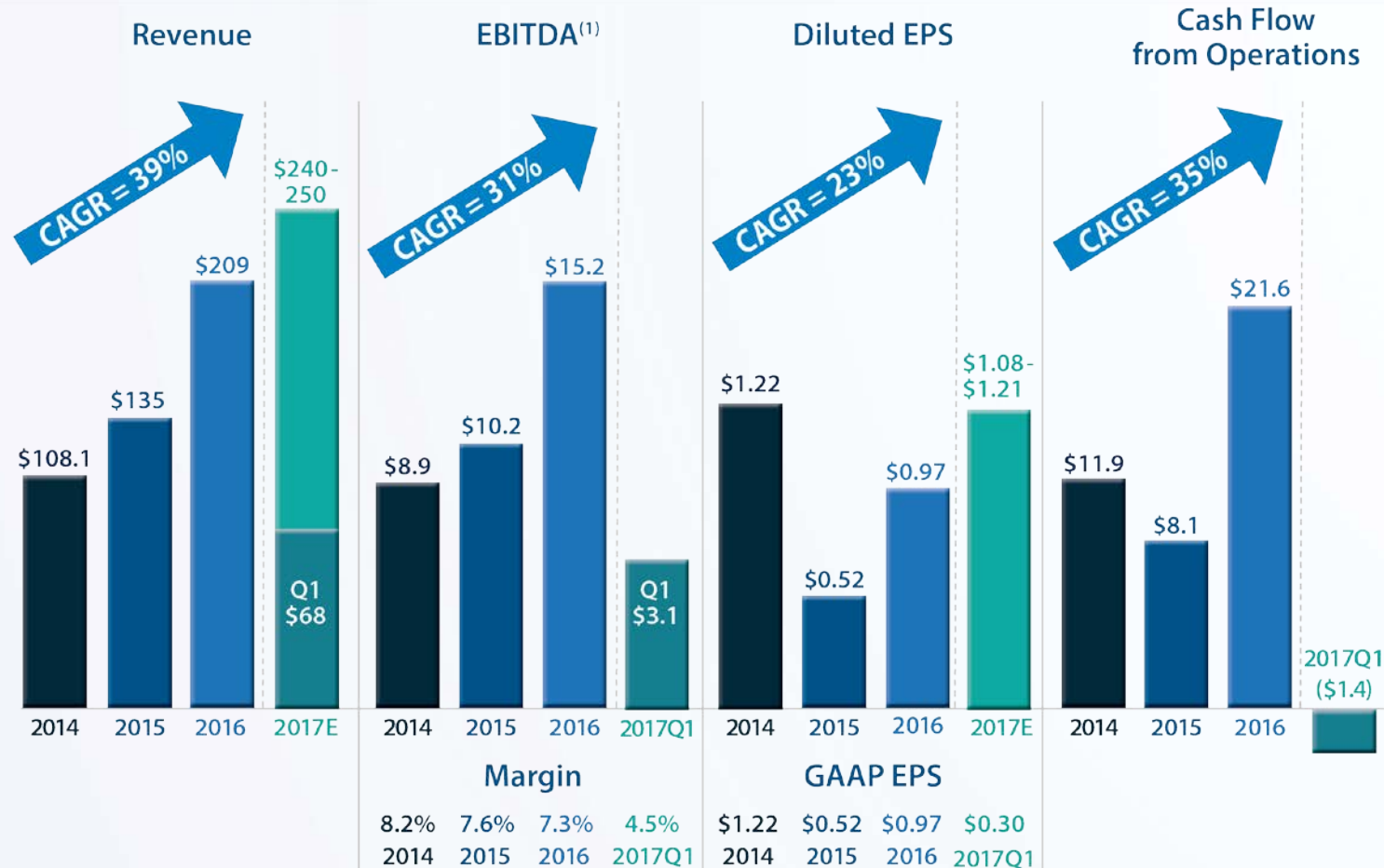


FUTURE SMART GRID



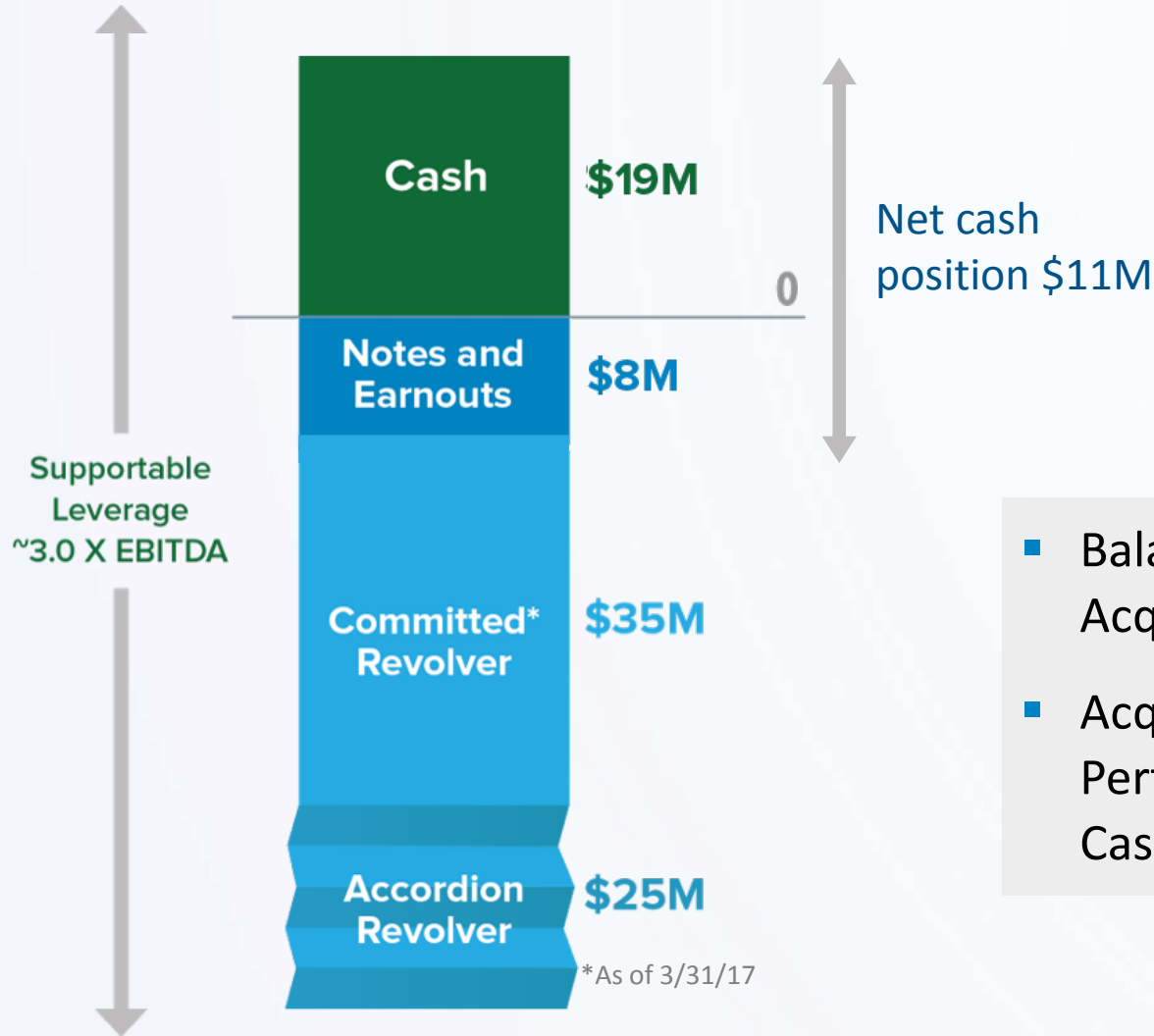
FOUR-YEAR FINANCIAL PERFORMANCE

\$ in millions



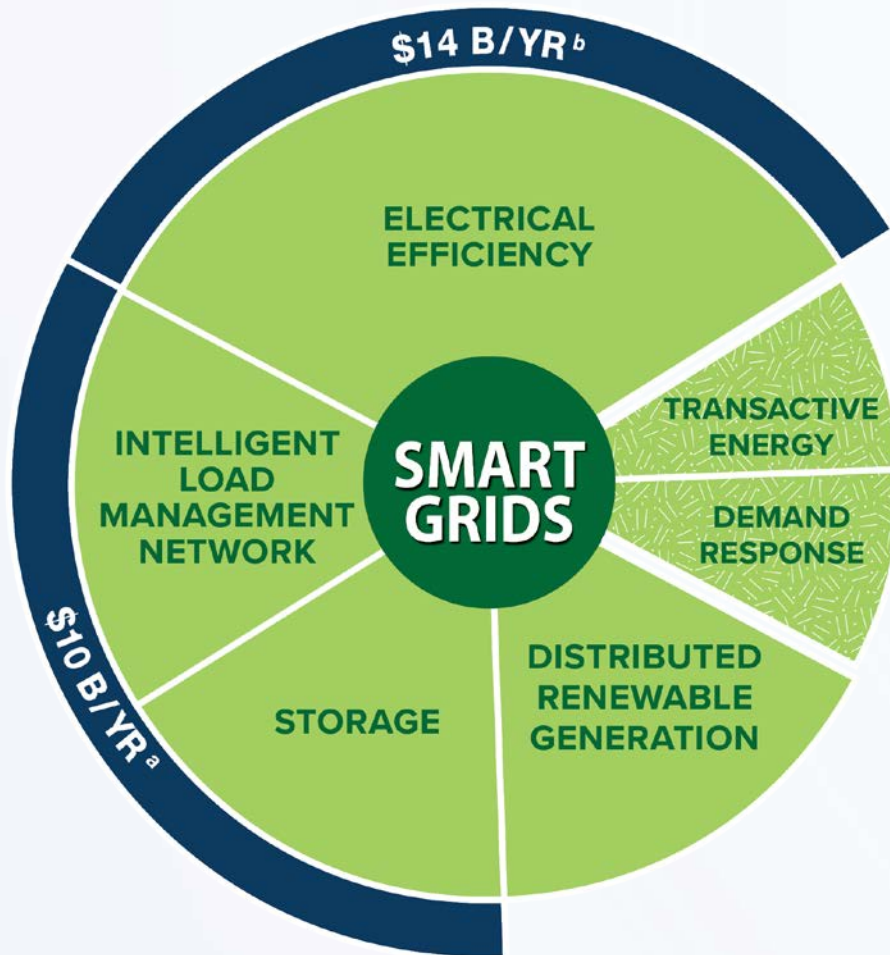
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BALANCE SHEET / ACQUISITION STRATEGY



- Balance Sheet Funds Acquisitions
- Acquisitions Performance = 20% Cash ROI

GROWTH STRATEGY



Long-Term

Organic Growth

>10%

Accretive Acquisitions

>10%

Total Growth

>20%



(a) Source: 2015 State Energy Efficiency Scorecard, ACEEE

(b) Source: 2014 Smart Grid System Report, U.S. Department of Energy

SUMMARY

- We are a high-growth electrical efficiency company
- We have a vested and experienced management team
- **2017 Outlook:**

| | 2017 | |
|-------------|-------------|---------|
| | Range | Growth% |
| Revenue | \$240-250M | 10-17% |
| Diluted EPS | \$1.08-1.21 | 8-24% |

- Annual effective tax rate of 42%
- Diluted share count of 9.0M shares
- Annual Depreciation of \$1.6M
- Annual Amortization of \$2.1M