



# INVESTOR PRESENTATION

NASDAQ Ticker: WLDN

March 2016



## Safe Harbor Statement

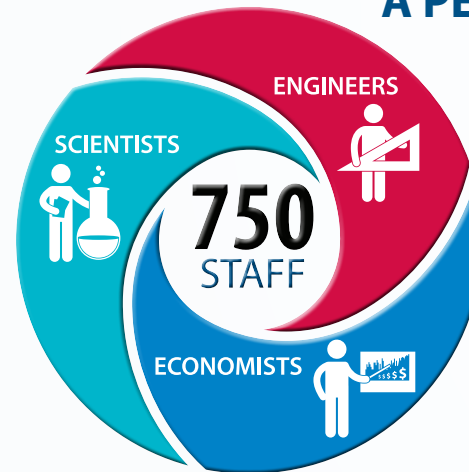
Statements in this press release that are not purely historical, including statements regarding Willdan's intentions, hopes, beliefs, expectations, representations, projections, estimates, plans or predictions of the future are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The forward-looking statements involve risks and uncertainties including, but not limited to, the risk that Willdan will not be able to expand its services or meet the needs of customers in markets in which it operates. It is important to note that Willdan's actual results could differ materially from those in any such forward-looking statements. Factors that could cause actual results to differ materially include, but are not limited to, a slowdown in the local and regional economies of the states where Willdan conducts business and the loss of or inability to hire additional qualified professionals. 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 filed for the year ended January 1, 2016. Willdan cautions investors not to place undue reliance on the forward-looking statements contained in this press release. Willdan disclaims any obligation to, and does not undertake to, update or revise any forward looking statements in this press release.

# WILLDAN OVERVIEW

## We Are

- ◆ High-Growth Electrical Efficiency Consulting Company
- ◆ Diversified Supporting Services

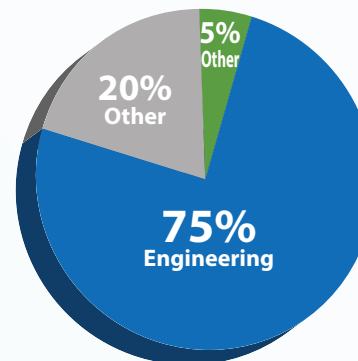
## A PEOPLE COMPANY



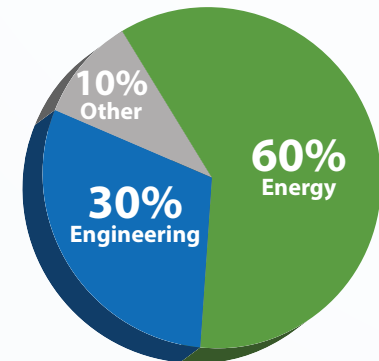
## OUR FY15 STATS

- ◆ \$135m Revenue
- ◆ 25% Revenue Growth
- ◆ 7.5% EBITDA Margin
- ◆ \$8.1m Cash Flow from Operations

## 2007

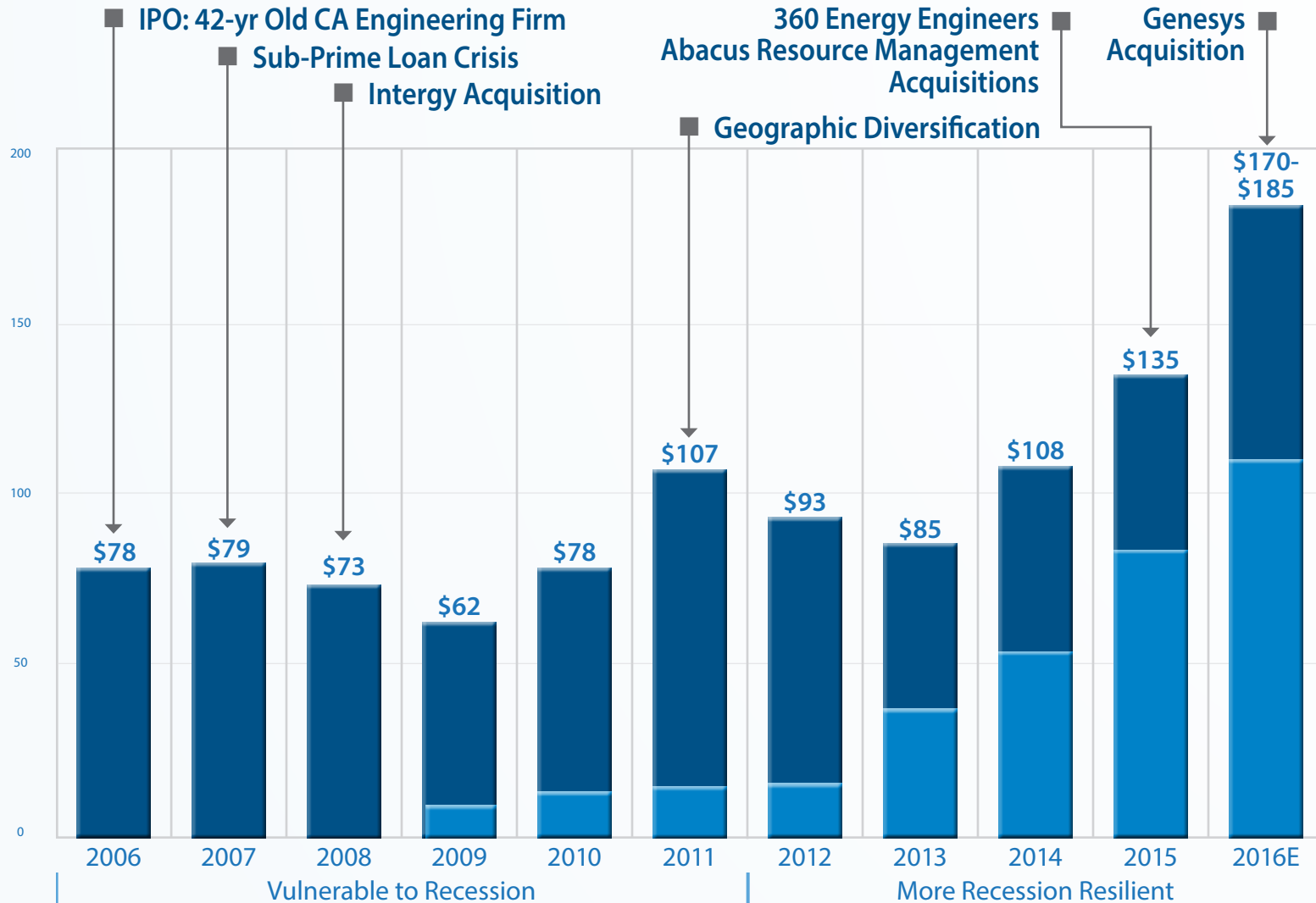


## NOW



# HISTORY

Revenue (\$m)



Electrical Efficiency

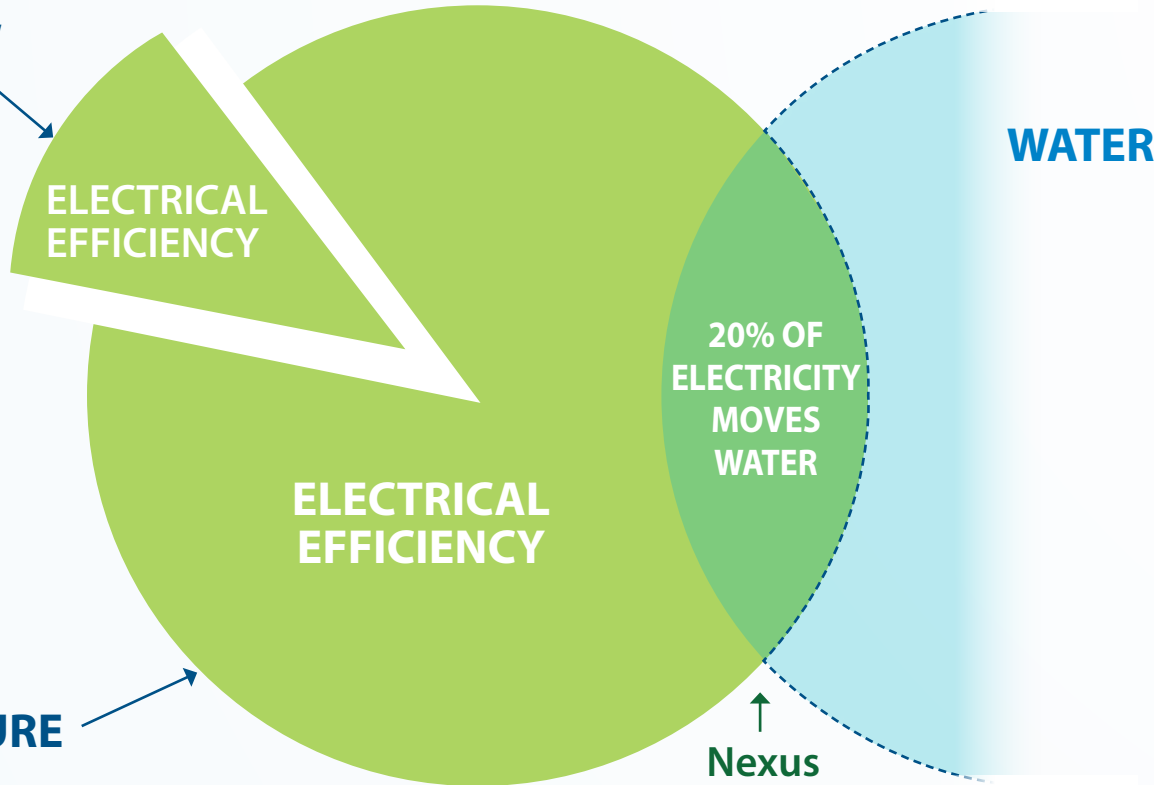
# WHY ELECTRICAL EFFICIENCY?

## Critical Resources

### WILLDAN NOW

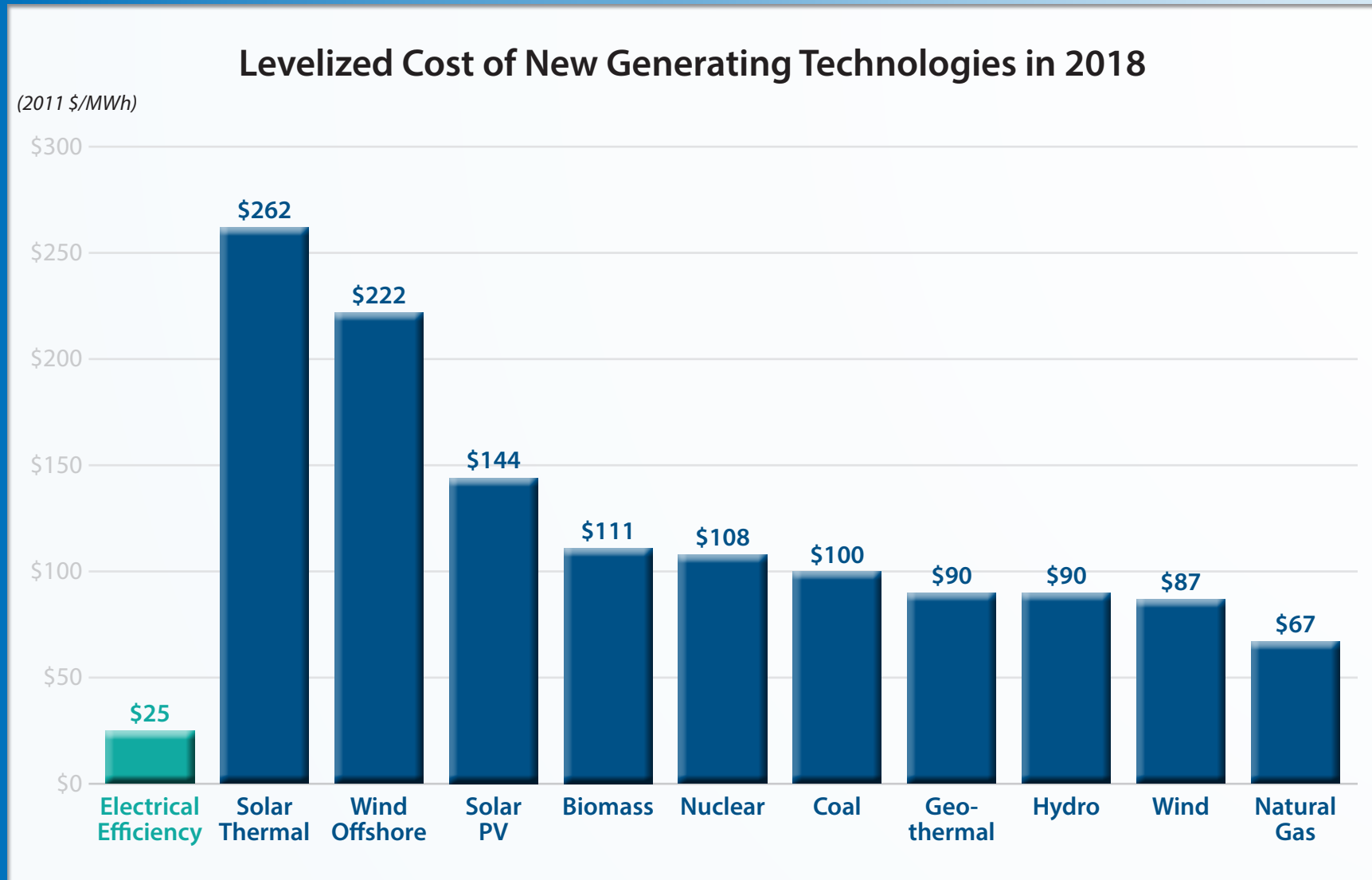
- Electrical Efficiency Focused
- Price of Oil Has Nearly No Impact to Business

### WILLDAN FUTURE



Market Has Deep-Rooted Growth Drivers

# ELECTRICAL EFFICIENCY – MOST COST-EFFECTIVE SOURCE<sup>1</sup>



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

# DEEP-ROOTED GROWTH DRIVERS

## Electrical Efficiency Market Drivers

### Market Size\*

\$14B Electrical Efficiency  
Services

\$14B Performance  
Contracting

**\$28B/yr**

### Economic

- ◆ Lowers Consumer Costs
- ◆ Increases Utilities ROI: Decoupling

### Environmental

- ◆ Global Warming
- ◆ Sustainability

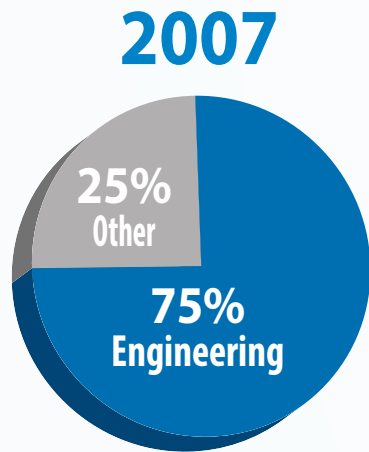
### Security

- ◆ Local and National Challenges
- ◆ Resiliency

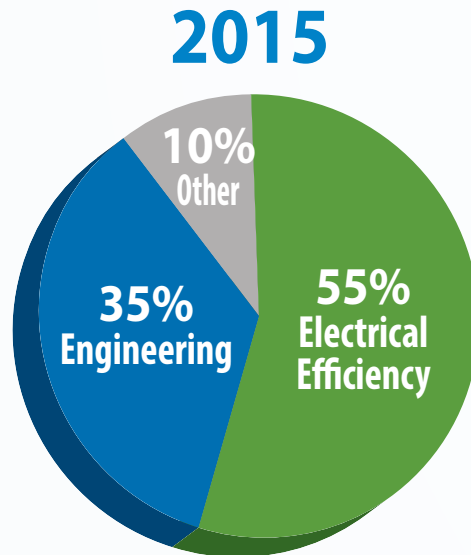
### Political

- ◆ Willingness to Regulate
- ◆ Move Away from Coal

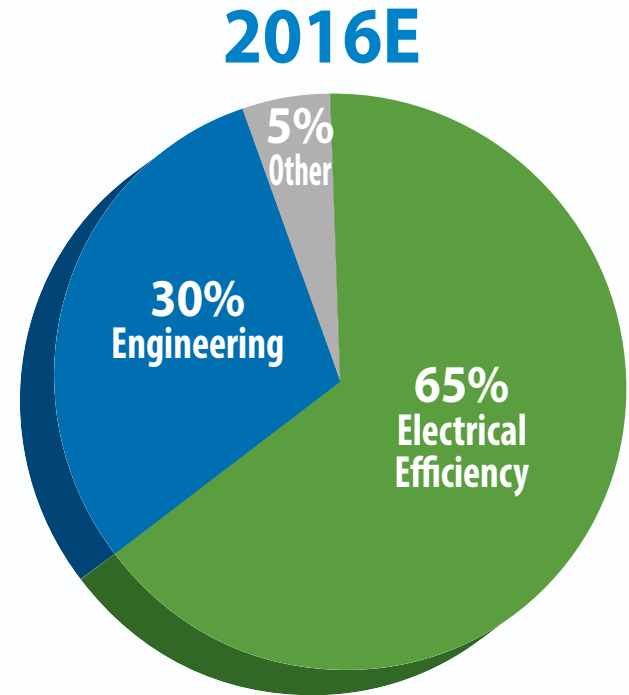
# MORE RECESSION RESILIENT



\$79m



\$135m



\$170-185m

Vulnerable  
to  
Recession

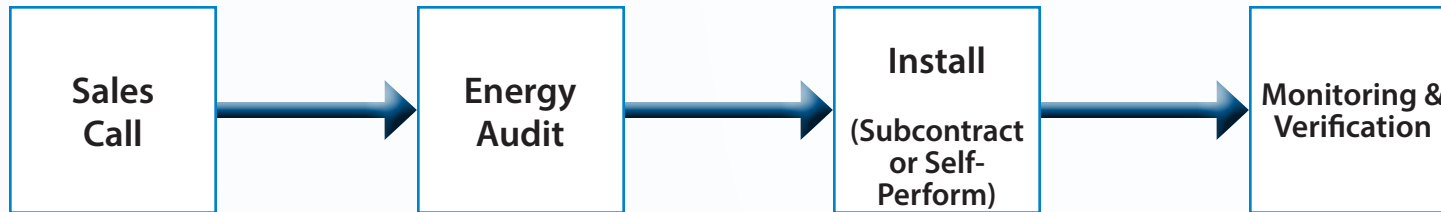


More  
Recession  
Resilient



# EXAMPLE ELECTRICAL EFFICIENCY PROJECTS

## Utility Contracts



Unit Price  
Client Funds

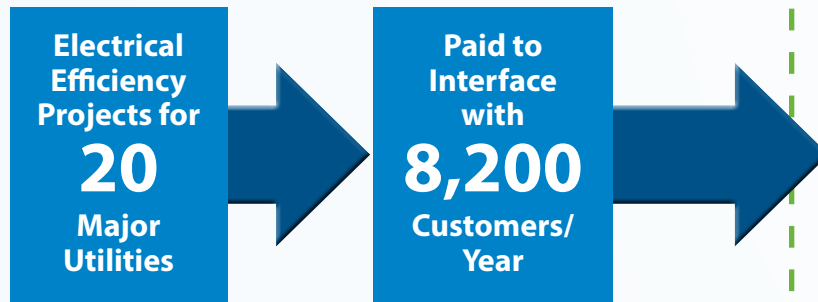
## Performance Contracts



Willdan  
Funds

Client  
Funds








# CROSS-SELLING OPPORTUNITIES



Sample Projects	Approx. Value	Status
1. North West Utility	\$8m	Pending
2. NY Village	\$2m	Won
3. KS Municipality	\$4m	Won
4. Large Hotel Chain	\$2m	Won

Enabled by  
Abacus, 360 Energy  
& Genesys  
Acquisitions

# DIVERSIFIED CUSTOMER BASE

Client Category	% Willdan 2015		Example Customers
	Now	Future	
Utilities	50%	Decrease %	  <small>An EDISON INTERNATIONAL Company</small>  <small>A Sempra Energy utility</small>
State & Local Government	35%	Maintain %	 <b>State of California</b>  <b>State of New York</b>
Industrial	7%	Grow %	Small Business
Commercial	6%	Grow %	 
Federal Government	<2%	Grow %	--
Residential		0%	--
Commercial		0%	--

# ROOM FOR GROWTH – FRAGMENTED MARKET

## Competitors

Category	Name	Ticker	Revenue (\$m)
Management Consultants	– Navigant	NCI	\$834
	– ICF	ICFI	\$1,132
	– Ameresco	AMRC	\$631
Accounting	– Cap Gemini	CGEMY	\$13,480
	– Accenture	ACN	\$31,170
	– PricewaterCoopers	–	–
	– Honeywell, International	HON	\$38,580
Equipment Manufacturing	– Siemens AG	SIEMENS.NS	\$81,040
	– Johnson Control	JCI	\$37,179
Engineering Firms	– AECOM	ACM	\$17,990
	– Black & Veatch	–	\$3,600
	– CH2M Hill	–	\$5,400
Private Equity-Backed Roll-up	– Goodcents	–	\$50
	– Franklin Energy	–	\$100
	– CLEAResult	–	>\$150

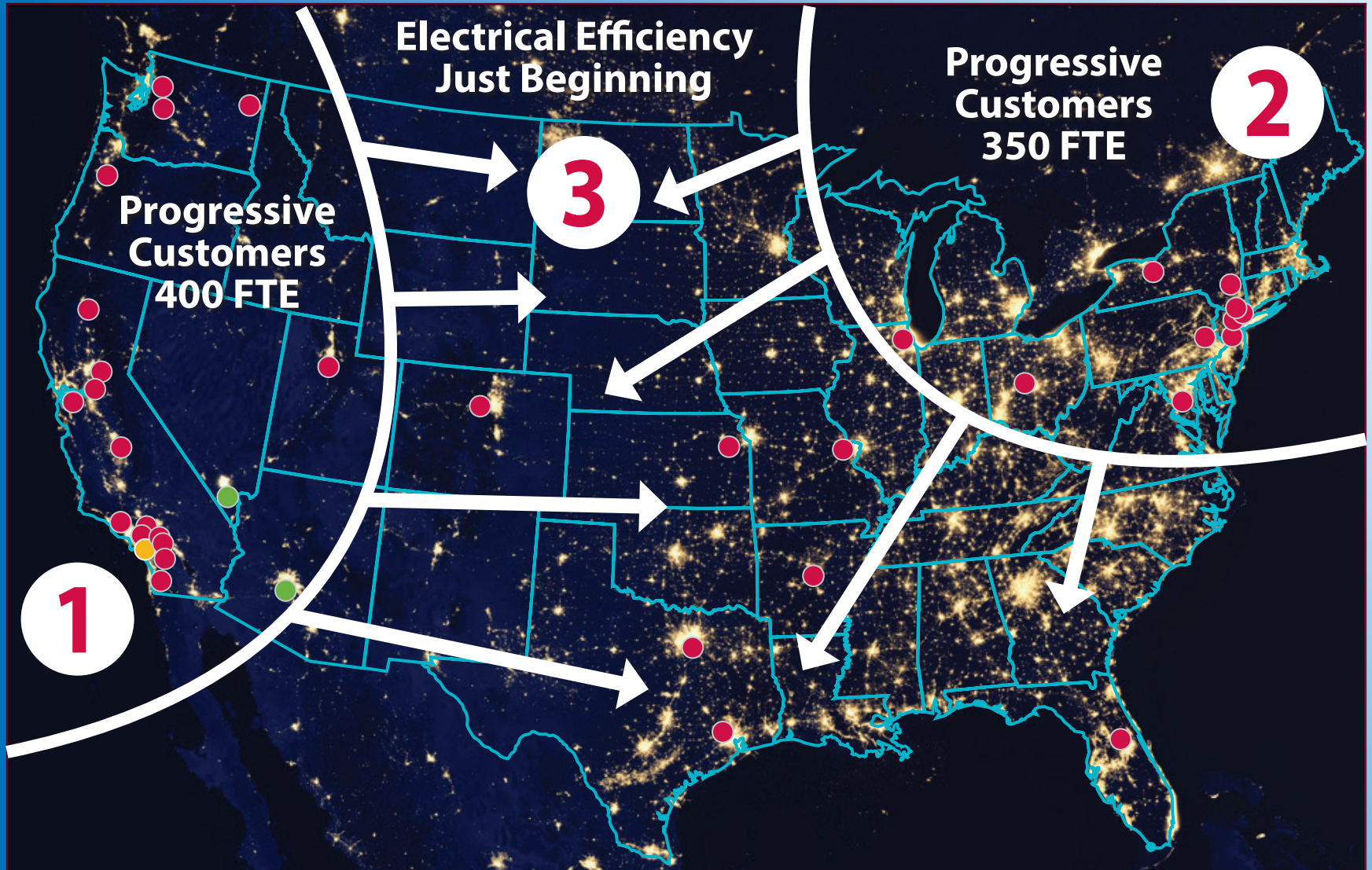
# VESTED AND EXPERIENCED MANAGEMENT TEAM

## Understands That Organic + Acquisitive = Value Creation

	Size Company That Helped Build	Growth Method	Years with Company
<b>Tom Brisbin</b> <i>President &amp; CEO</i>	\$1B	organic	8 years
<b>Stacy McLaughlin</b> <i>CFO</i>	--	--	5 years
<b>Mike Bieber</b> <i>SVP, Corporate Development</i>	\$3B	70 acquisitions & organic	1 year
<b>Ed Saltzberg</b> <i>SVP, Business Development</i>	\$1B	organic	1 year
<b>Marc Tipermas</b> <i>President, National Programs</i>	\$1B	organic	8 years

*Management and employees own ≈ 40% of shares*

# GEOGRAPHIC COVERAGE

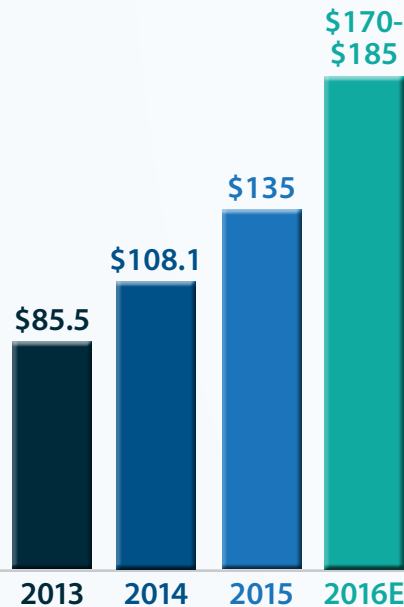


● = Headquarters   ● = Original Offices   ● = Geographic Expansion

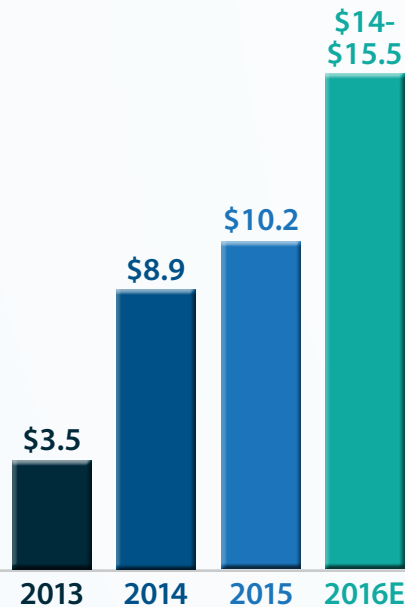
# THREE-YEAR FINANCIAL PERFORMANCE

\$ in millions

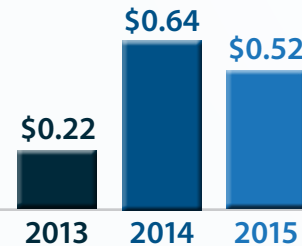
## Revenue



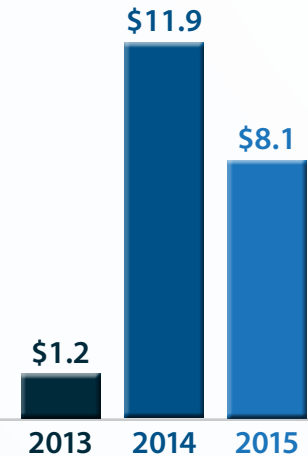
## EBITDA\*



## Diluted EPS (pro-forma without tax benefit)



## Cash Flow from Operations



## Margin

4%	8.2%	7.5%
2013	2014	2015

## GAAP EPS

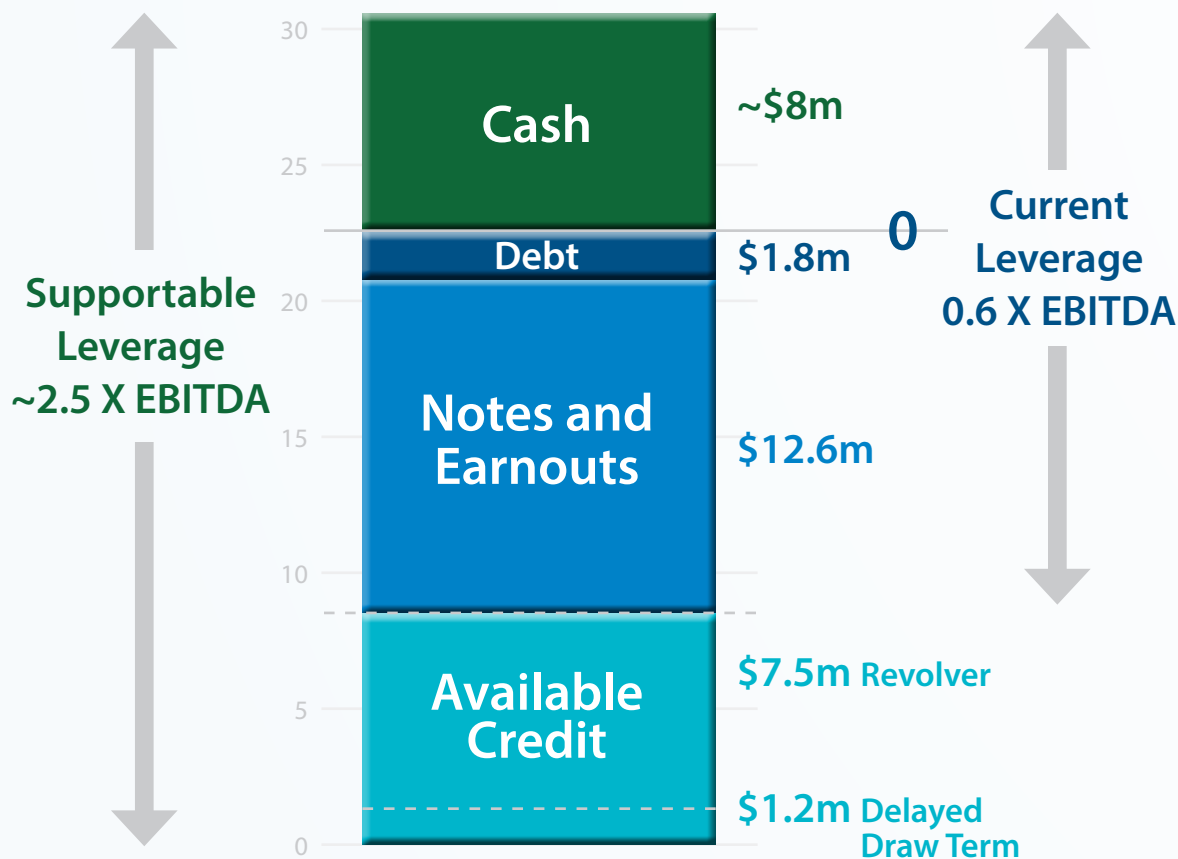
\$0.35	\$1.22	\$0.52
2013	2014	2015

\*Earnings before interest, taxes, depreciation and amortization. EBITDA is not a measure calculated in accordance with generally accepted accounting principles (GAAP) and should not be considered a replacement for GAAP results. See appendix for a reconciliation to GAAP financial measures.

# BALANCE SHEET/ACQUISITION STRATEGY

\$ in millions

## Available Liquidity after Q1 Genesys Acquisition



- ◆ Target small accretive tuck-in acquisitions
  - Expand geographically
  - Expand service offerings
- ◆ Past Success
  - Grew \$8m/yr electrical efficiency acquisition in 2008 to >\$50m/yr



# ELECTRICAL EFFICIENCY ENGINEERING ACQUISITIONS

Acquisitions Closed March 4, 2016



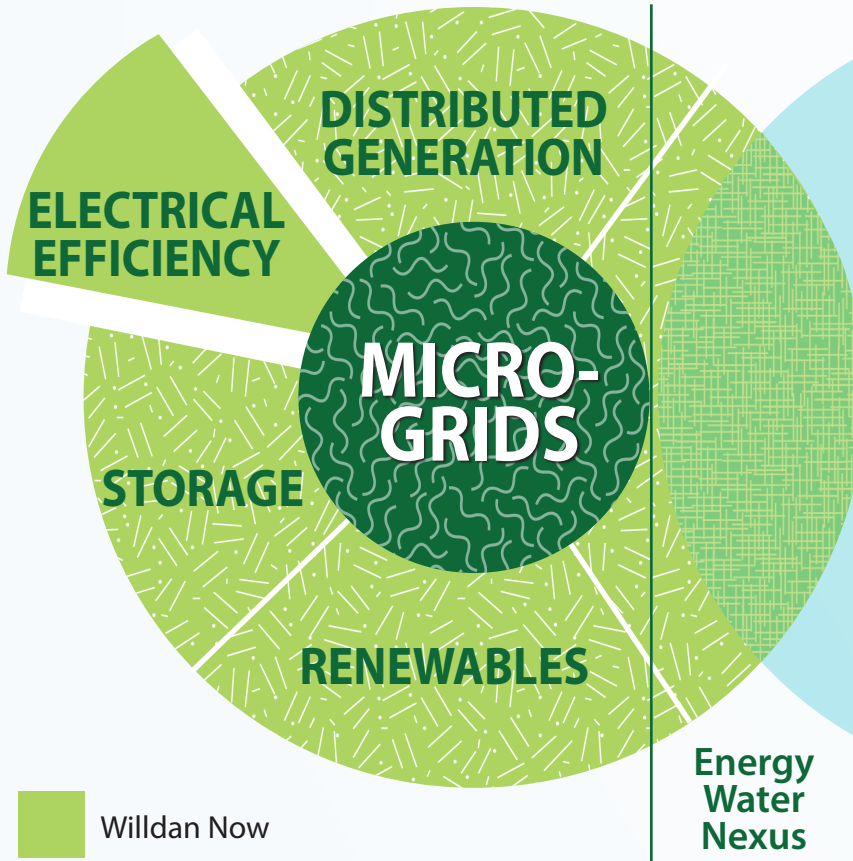
## ◆ Genesys

- Adds power engineering services to the East Coast
- Expands capabilities with universities and hospitals
- Adds >\$30M revenue/ accretive to earnings in 2016

# GROWTH STRATEGY

## ENERGY

## WATER



- Willdan Now
- Willdan Future

	Long-Term	Mid-Point 2016E
Organic Growth	>10%	~10%
Accretive Acquisitions	>10%	>20% Complete
<b>Total Growth</b>	<b>&gt;20%</b>	<b>&gt;30%</b>

# SUMMARY

- ◆ We are a high-growth electrical efficiency company
- ◆ We have a vested and experienced management team

- ◆ **2016 Outlook:**

	Range	Growth %
Revenue	\$170 - 185m	26 - 37%
EBITDA	\$14 - 15.5m	37 - 52%