



Second Quarter 2023 Earnings Call Presentation

August 3, 2023



QUANTA

Notice to Investors

This presentation (and oral statements regarding the subject matter of this presentation) includes forward-looking statements intended to qualify under the “safe harbor” from liability established by the Private Securities Litigation Reform Act of 1995. These forward-looking statements include any statements reflecting Quanta’s expectations, intentions, strategies, assumptions, plans or beliefs about future events or performance or that do not solely relate to historical or current facts. Forward-looking statements involve certain risks, uncertainties and assumptions that are difficult to predict or beyond Quanta’s control, and actual results may differ materially from those expected, implied or forecasted by our forward-looking statements due to inaccurate assumptions and known and unknown risks and uncertainties. For additional information concerning some of the risks, uncertainties, assumptions and other factors that could affect our forward-looking statements, please refer to Quanta’s Annual Report on Form 10-K for the year ended December 31, 2022, Quarterly Reports on Form 10-Q for the quarters ended March 31, 2023 and June 30, 2023 (when filed) and other documents filed with the Securities and Exchange Commission, which are available on our website (www.quantaservices.com), as well as the risks, uncertainties and assumptions identified in this presentation. Investors and analysts should not place undue reliance on Quanta’s forward-looking statements, which are current only as of the date of this presentation. Quanta does not undertake and expressly disclaims any obligation to update or revise any forward-looking statements to reflect events or circumstances after the date of this presentation or otherwise, and Quanta expressly disclaims any written or oral statements made by any third party regarding the subject matter of this presentation.

Certain information may be provided in this presentation that includes financial measurements that are not required by, or presented in accordance with, generally accepted accounting principles (GAAP). These non-GAAP financial measures should not be considered as alternatives to GAAP financial measures, such as net income attributable to common stock and cash flow provided by operating activities, and may be calculated differently from, and therefore may not be comparable to, similarly titled measures used by other companies. For a reconciliation to the most directly comparable GAAP financial measures, please refer to the accompanying reconciliation tables.

The information contained in this document has not been audited by any independent auditor. This presentation is prepared as a convenience for securities analysts and investors and may be useful as a reference tool. Quanta may elect to modify the format or discontinue publication at any time, without notice to securities analysts or investors.



Call Participants and Agenda



Duke Austin

President and Chief Executive Officer

Jayshree Desai

Chief Financial Officer

Kip Rupp

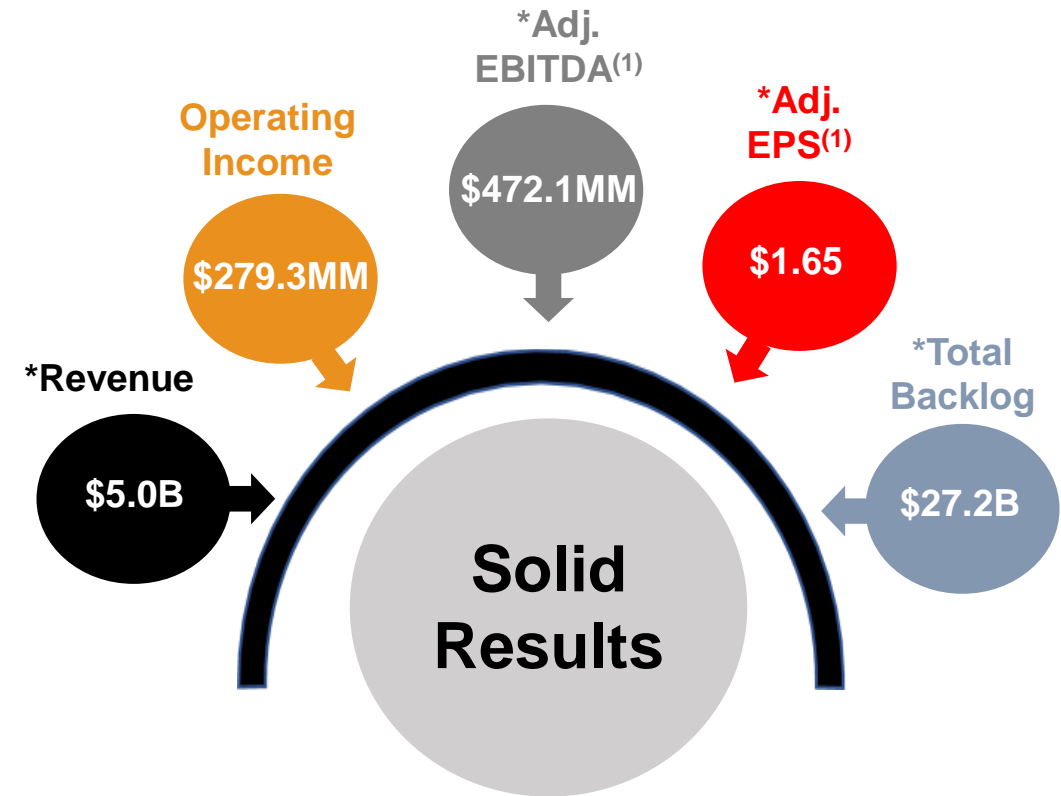
Vice President, Investor Relations

- Introduction and Forward-Looking Statements Disclaimer
- 2Q23 Results, Operational and Strategic Commentary
- Financial Review and Discussion
- Outlook
- Q&A

Second Quarter 2023 Overview



- Second quarter results continue our solid start to the year
- Solid execution and profitable growth
 - Record quarterly revenues exceeded \$5 billion for the first time
- Record total backlog⁽¹⁾ of \$27.2 billion
 - Opportunity for new levels of record total backlog in the coming quarters
- Added approximately 3,000 employees in 2Q23
 - Building momentum and increasing demand for our infrastructure solutions
- Strategically investing in our people, service lines and solutions for future growth
- Multi-year growth opportunities driven by solutions-based strategy, growth of programmatic spending with existing and new customers and favorable energy transition and technology enablement megatrends



** Indicates record quarterly result or record second quarter result*

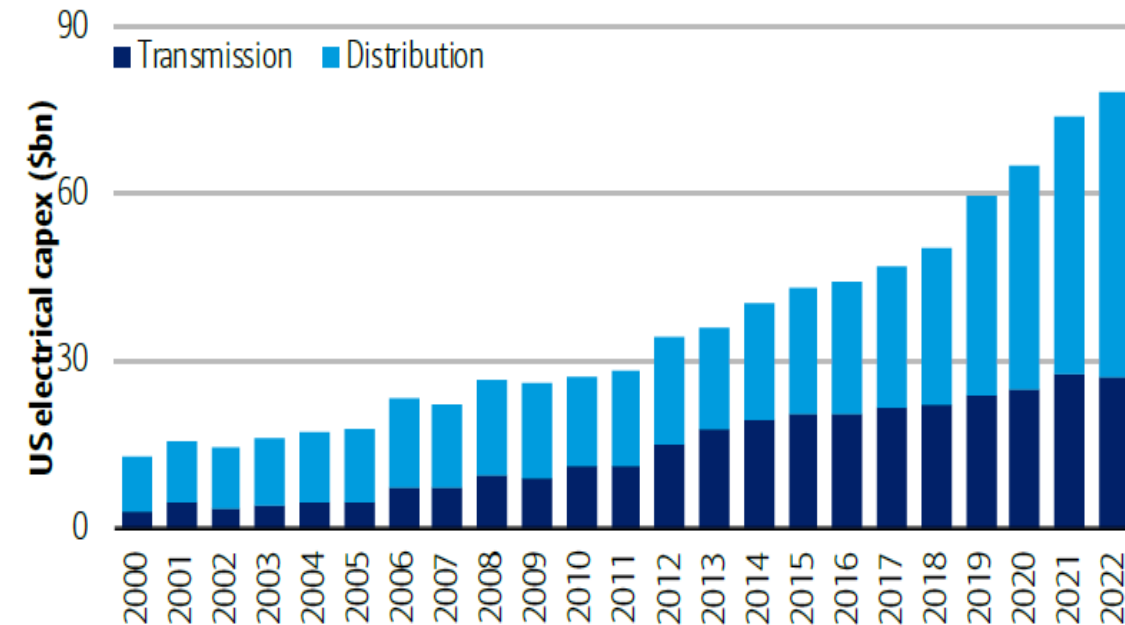
SOLID 2023 START - MOMENTUM BUILDING FOR ANOTHER RECORD YEAR

Electric Power Infrastructure Solutions



- Another quarter of profitable growth, reflecting solid and safe execution and robust demand for our services
- Double-digit segment operating income margins despite pressure from lower than anticipated utilization in Canada
 - Communications operations also performed well - both revenues and operating income margins
- Customers' multi-year capex plans remain strong - driven by grid modernization and security, system hardening initiatives, electric vehicle adoption, load growth and favorable federal and state policy designed to accelerate the energy transition
- We are investing in resources to prepare for multiple, multi-year utility programs and projects
- Believe Quanta's solutions offering and ability to safely and consistently execute is industry leading

Historical U.S. Electric Grid Capex: 8.6% CAGR



Source: Bank of America Global Research

CONTINUED STRONG DEMAND FOR QUANTA'S ELECTRIC POWER INFRASTRUCTURE SOLUTIONS

Renewable Energy Infrastructure Solutions



- Segment revenues grew significantly in 2Q23
 - Driven by increased renewable generation, high-voltage transmission and substation activity
- Segment total backlog reached a record \$7 billion
 - Driven by the addition of the SunZia transmission and HVDC converter station contracts, as well as other renewable generation, transmission and substation projects
- We believe this momentum will continue and are making necessary investments to scale our resources to handle multi-year renewable programs
- We believe achieving carbon reduction goals and the implementation of the climate portion of the Inflation Reduction Act (IRA) will require substantial incremental investment in renewable generation, transmission and substation infrastructure
- Accelerating energy transition efforts and load growth is already pressuring the power grid and a lengthy environmental permitting and regulatory processes create challenges to building regional transmission in a timely manner
 - The need for collaboration to ensure grid reliability while minimizing cost impacts to the ratepayer remains a significant challenge

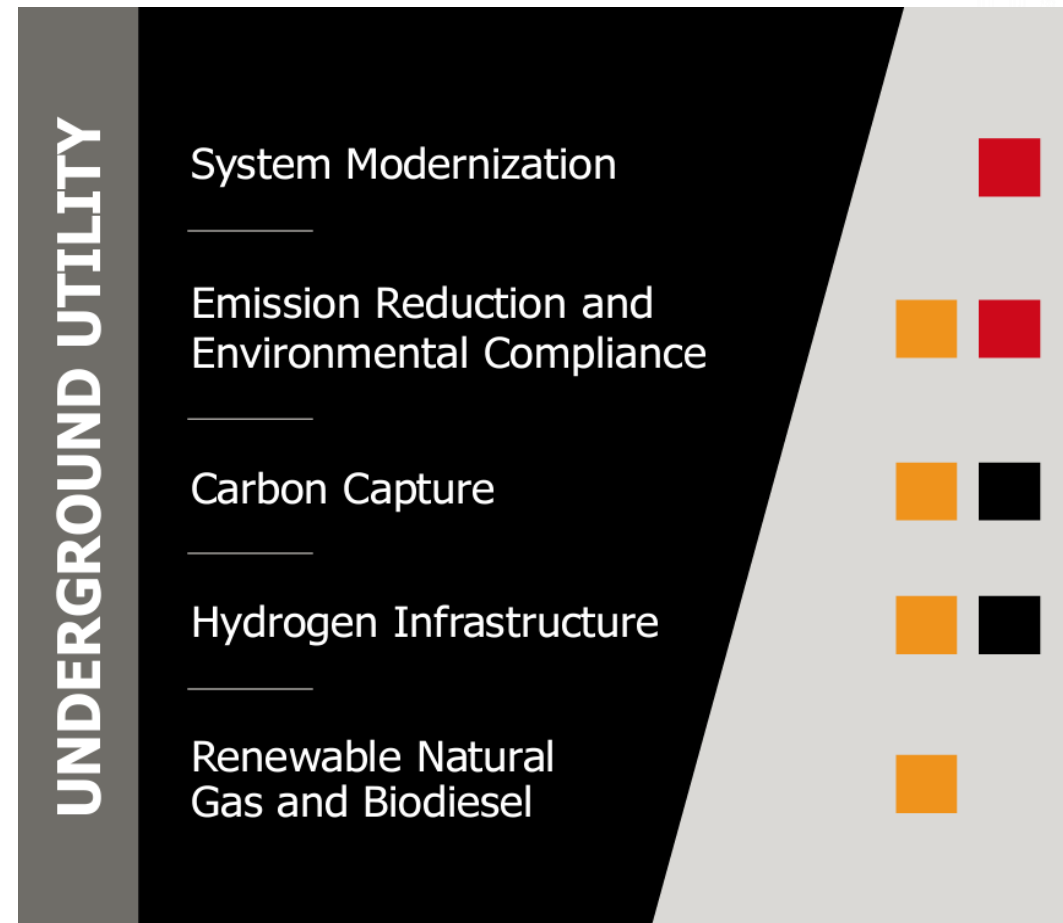


INCREASINGLY POSITIVE ON MULTI-YEAR GROWTH OPPORTUNITIES

Underground Utility & Infrastructure Solutions



- Pleased with 2Q23 performance
 - Double-digit revenue growth
 - Record second quarter operating income profitability
- Solid performance was broad based across service lines within the segment
 - Strong execution
 - Solid demand



SYSTEM MODERNIZATION AND RESILIENCY

ELECTRIFICATION AND DECARBONIZATION

ENABLING TECHNOLOGY

SOLID AND BROAD BASED PERFORMANCE; GROWING ENERGY TRANSITION OPPORTUNITIES

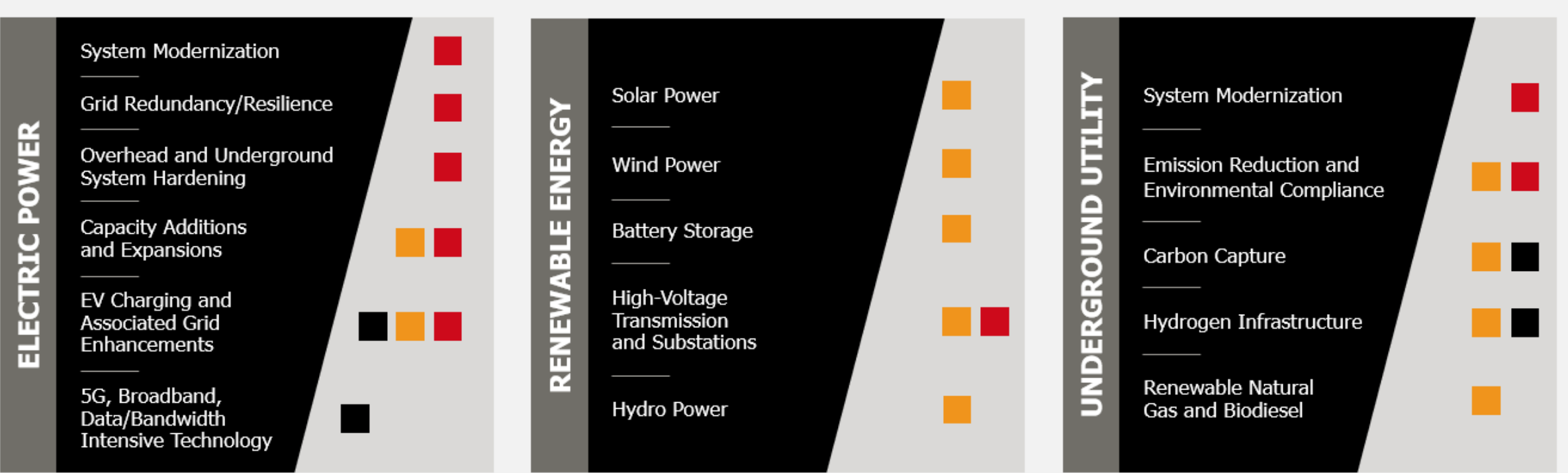
Solid Year-to-Date 2023 Performance and Positive Multi-Year Outlook



- Year-to-date 2023 performance and full-year financial expectations demonstrate our confidence in the strength and sustainability of our business and long-term strategy, favorable end-market trends, our ability to safely execute and our strong competitive position
- Increased full-year 2023 financial expectations for revenues, adjusted EBITDA and adjusted EPS
- We are incrementally positive looking to the medium and long term, as energy-transition and carbon-reduction initiatives accelerate
- Our strong platform positions us well to capitalize on megatrends
 - Grid modernization and hardening
 - Grid redundancy/resilience
 - Renewable generation
 - Transmission interconnects and substations to facilitate renewable generation
 - Electrification and transition toward a reduced-carbon economy
 - Adoption of new technologies (e.g., electric vehicles, 5G, battery storage and hydrogen)
- Continue to believe Quanta's diversity, unique operating model and entrepreneurial mindset form the foundation that will allow us to continue generating long-term value for all our stakeholders

SOUND STRATEGY * STRENGTH AND SUSTAINABILITY * FAVORABLE LONG-TERM TRENDS * STRONG FINANCIAL PROFILE

Across Our Portfolio, Megatrends Provide Multiple Paths for Growth



Leveraging our solutions portfolio, the continued successful execution of our strategic initiatives and megatrend drivers provide multiple paths for near-and long-term profitable growth



SOUND STRATEGY * STRENGTH AND SUSTAINABILITY * FAVORABLE LONG-TERM TRENDS * STRONG FINANCIAL PROFILE

2Q23 Segment Results versus 2Q22



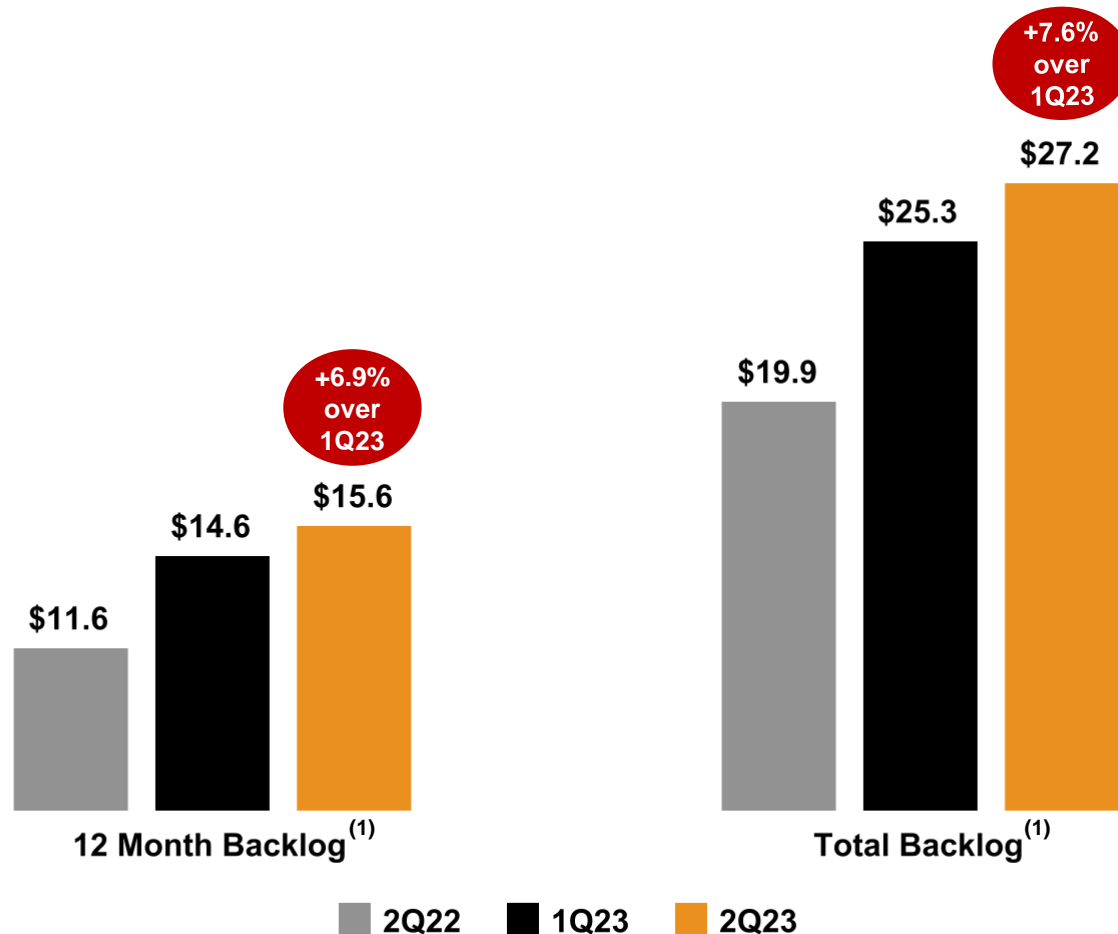
| (\$M) | Revenues | Op Inc % ⁽¹⁾ Change (bps) | Commentary |
|--|---------------------------------|---|---|
| Electric Power Infrastructure Solutions | \$2,415 <i>Up 10%</i> | 10.1% <i>Down 50 bps</i> | <ul style="list-style-type: none"> + The increase in revenues was primarily due to growth in spending by our utility customers on grid modernization and hardening, resulting in increased demand for our comprehensive solutions, as well as approximately \$80M in revenues from acquired businesses. - The decrease in operating income margin was primarily due to \$9M of lower equity in earnings from our integral unconsolidated affiliates, as well as lower utilization of Canadian resources. The negative impact of these items was partially offset by improved operating income margin associated with communications projects. |
| Renewable Energy Infrastructure Solutions | \$1,389 <i>Up 50%</i> | 8.0% <i>Down 85 bps</i> | <ul style="list-style-type: none"> + The increase in revenues was primarily due to increased renewable infrastructure project activity and our customers' ability to move forward with construction activities in the current favorable regulatory environment, as well as approximately \$75M in revenues from acquired businesses. - The decrease in operating income margin was due to increased costs related to higher levels of resources required to support the expected increase in project activity in the second half of 2023 and into 2024. |
| Underground Utility & Infrastructure Solutions | \$1,244 <i>Up 12%</i> | 8.6% <i>Up 50 bps</i> | <ul style="list-style-type: none"> + The increase in revenues was primarily due to higher demand from our gas utility and industrial customers, as well as increased revenues associated with large pipeline projects in Canada. + The increase in operating income margin was primarily due to the increase in revenues, which contributed to better fixed cost absorption. |
| Corporate & Non-Allocated | N/A | (3.6)% <i>Down 100 bps</i> | <ul style="list-style-type: none"> - The decrease in corporate and non-allocated costs was primarily due to a \$38M decrease in intangible asset amortization, largely associated with the acquisition of Blattner, and a \$12M decrease in acquisition and integration costs related to recent acquisitions. This decrease was partially offset by a \$37M increase primarily related to increased deferred compensation liabilities due to market fluctuations; increased compensation expense, primarily related to salaries due partially to growth in business; and increased consulting fees. |

RECORD SECOND QUARTER CONSOLIDATED REVENUES

Backlog



(\$B)



Backlog

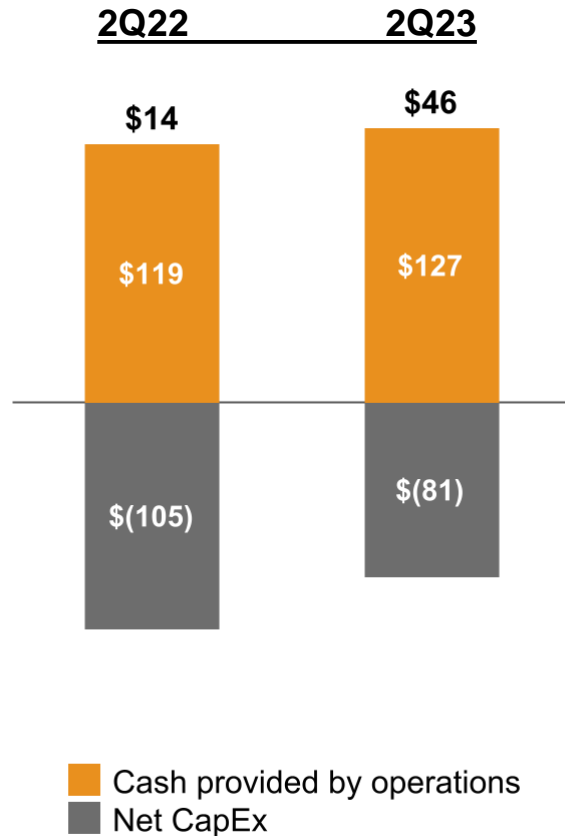
- Total backlog as of 2Q23 was a record \$27.2B, primarily attributable to additional awards in our Renewable Energy Infrastructure Segment.
- Twelve-month backlog of \$15.6B was also a record, driven by increased renewable project activities.

RECORD BACKLOG LEVELS

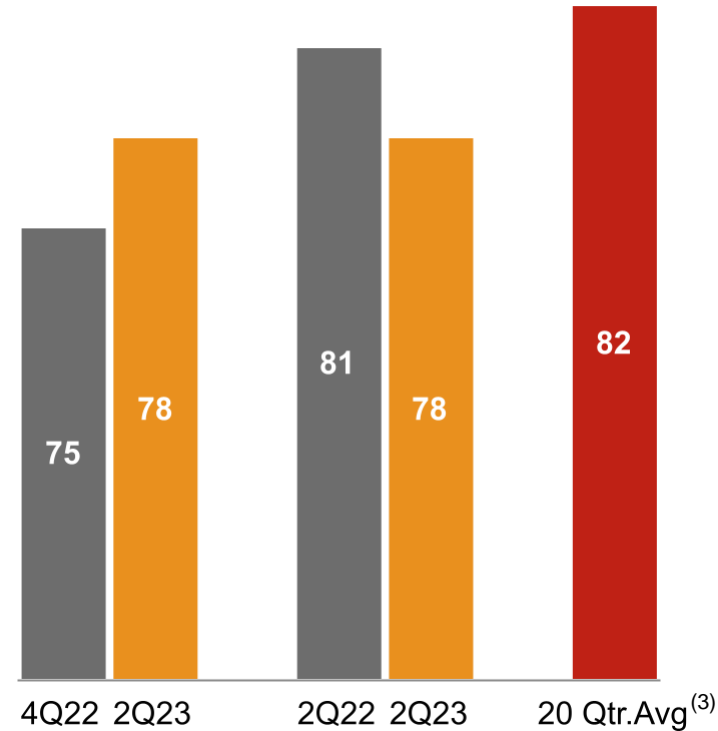
Free Cash Flow & DSO



Free Cash Flow ⁽¹⁾ (\$M)



Days Sales Outstanding ⁽²⁾ (DSO)



2nd Quarter Recap

Free Cash Flow increase mainly driven by:

- Increased levels of renewable projects, which typically have more favorable cash flow profiles.

DSO of 78 was:

- 3 days lower than 2Q22 partially due to an increase in contract liabilities, which was primarily related to favorable billing terms on certain large projects, as well as increased revenues. This decrease was partially offset by increased working capital requirements which were primarily related to a large renewable transmission project in Canada and the timing of the associated billings.

IMPROVED DSO DRIVEN BY FAVORABLE NEW AWARDS

Balance Sheet & Liquidity

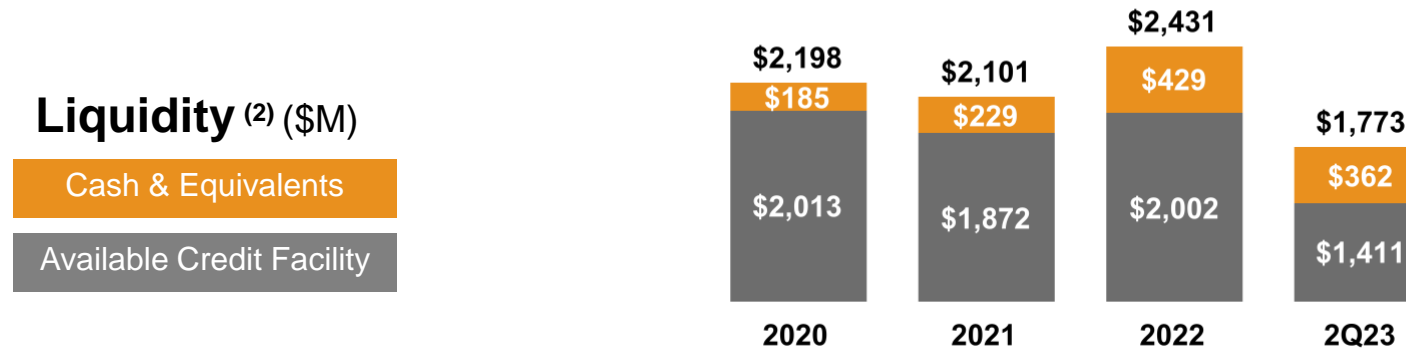


| (\$M) | December 31, | | | June 30, |
|---|--------------|--------------|--------------|--------------|
| | 2020 | 2021 | 2022 | 2023 |
| Cash and Cash Equivalents | 185 | 229 | 429 | 362 |
| Debt | | | | |
| Credit Facility | 149 | 450 | 37 | 217 |
| Commercial Paper | — | — | 373 | 699 |
| Term Loans | — | 750 | 750 | 741 |
| Senior Notes | 1,000 | 2,500 | 2,500 | 2,500 |
| Other | 40 | 54 | 70 | 101 |
| Total Debt | 1,189 | 3,754 | 3,730 | 4,258 |
| Operating Lease Liabilities | 264 | 249 | 246 | 258 |
| Total Debt including Operating Lease Liabilities | 1,453 | 4,003 | 3,976 | 4,516 |
| Net Debt / EBITDA Ratio ⁽¹⁾ | 1.2x | 2.3x | 2.1x | 2.5x |

Liquidity Highlights

- We expect second half earnings growth and cash generation to support our ability to efficiently de-lever
- \$1.8B of liquidity provides ample capital to support our dividend program and strategic acquisitions, as well as our ability to repurchase stock

Liquidity ⁽²⁾ (\$M)



AMPLE LIQUIDITY FOR STRATEGIC INITIATIVES

(1) The Net Debt to EBITDA Ratio is calculated as defined in the credit agreement for our senior credit facility, which includes letters of credit issued under the facility.

(2) Liquidity includes cash and cash equivalents and availability under our senior credit facility and commercial paper program. Available commitments for revolving loans under the senior credit facility must be maintained in order to provide credit support for notes issued under the commercial paper program, and therefore such notes effectively reduce the available borrowing capacity under the senior credit facility.

Electric Power Solutions Segment Guidance



| | | | Full-Year 2023 Estimated Range | | |
|-------------------------|--------|--|--------------------------------|--|-------------------|
| | 2022 | △ | 1Q Guidance | △ | 2Q Guidance |
| Revenues | \$8.9B | + Base business growth led by continued investments supporting grid modernization, hardening and reliability | \$10.0B - \$10.1B | = Continued confidence in full-year revenues | \$10.0B - \$10.1B |
| Op Inc % ⁽¹⁾ | 10.7% | + Continued base business execution strength | 10.7% - 11.3% | - Pressured by costs for anticipated growth and underutilization in Canada | 10.5% - 11.0% |

SLIGHT REDUCTION IN MARGIN EXPECTATIONS

Renewable Energy Solutions Segment Guidance



| | | | Full-Year 2023 Estimated Range | | |
|-------------------------|--------|---|--------------------------------|---|-----------------|
| | 2022 | △ | 1Q Guidance | △ | 2Q Guidance |
| Revenues | \$3.8B | + Solid growth compared to prior year with ramp in 2H23 | \$4.5B - \$4.7B | + 2Q23 performance plus new project momentum | \$5.2B - \$5.4B |
| Op Inc % ⁽¹⁾ | 8.1% | + Improved margins with higher volumes - 1H23 cost absorption pressure with lower revenues | ~8.5% | = Maintaining expectation of double digit execution in 2H23 | ~8.5% |

INCREASING REVENUES EXPECTATIONS

Underground Utility & Infrastructure Solutions Segment Guidance



| | | | Full-Year 2023 Estimated Range | | |
|-------------------------|--------|---|--------------------------------|--------------------------------------|-----------------|
| | 2022 | △ | 1Q Guidance | △ | 2Q Guidance |
| Revenues | \$4.4B | <ul style="list-style-type: none"> - Lower volumes of larger pipeline projects + Continued base business growth | \$4.1B - \$4.3B | + Solid 2Q23 and improved visibility | \$4.4B - \$4.5B |
| Op Inc % ⁽¹⁾ | 7.3% | + Continued strong execution across our base business | 7.0% - 7.5% | = Maintaining margin expectation | 7.0% - 7.5% |

INCREASING REVENUES EXPECTATIONS

2023 Guidance Summary



(\$M except per share data)

Revenues

Adj. EBITDA ⁽¹⁾

Free Cash Flow ⁽²⁾

Net Income (Loss)

Diluted EPS (GAAP)

Adjusted Diluted EPS ⁽³⁾

| GUIDANCE | | |
|----------|----------|----------|
| Low | Mid | High |
| \$19,600 | \$19,800 | \$20,000 |
| \$1,877 | \$1,922 | \$1,966 |
| \$800 | \$900 | \$1,000 |
| \$705 | \$735 | \$765 |
| \$4.75 | \$4.95 | \$5.15 |
| \$6.90 | \$7.10 | \$7.30 |

INCREASING EXPECTATIONS FOR REVENUE, ADJ EBITDA, FREE CASH FLOW, AND ADJ EPS

Closing Remarks



- First half performance and strengthening outlook give us confidence to raise our expectations for full year revenues, adjusted EBITDA, adjusted EPS and free cash flow
- Continued momentum behind electric power and renewable energy segments bolstered by multi-year outlook for utility investments in grid hardening and modernization and regulatory tailwinds supporting investments in renewable infrastructure
- Continued growth and execution from our underground operations
- Our comprehensive solutions and diverse operating portfolio is designed to provide sustainable results and gives us the ability to deliver industry-leading solutions to our customers while opportunistically deploying capital to deliver long-term stockholder value
- **Recognize and thank our world-class employees for their hard work and dedication**

RESILIENT BUSINESS MODEL, STRONG FINANCIAL PROFILE, AND POSITIVE MULTI-YEAR OUTLOOK

Appendix

- Definitions
- Reconciliation Tables
- Cautionary Statement About Forward-Looking Statements and Information

Definitions



- **Backlog** is defined as performance obligations, plus estimated orders under master service agreements, including estimated renewals, and non-fixed price contracts expected to be completed within one year. Quanta's methodology for determining backlog may not be comparable to the methodologies used by other companies. Performance obligations are defined as management's estimate of consolidated revenues that are expected to be realized from the remaining portion of firm orders for fixed price contracts not yet completed or for which work has not yet begun. For purposes of calculating remaining performance obligations, Quanta includes all estimated revenues attributable to consolidated joint ventures and variable interest entities, revenues from funded and unfunded portions of government contracts to the extent they are reasonably expected to occur and revenues from change orders to the extent management believes additional contract revenues will be earned and are deemed probable of collection.
- **Days sales outstanding** is calculated by using the sum of current accounts receivable, net of allowance (which includes retainage and unbilled balances), plus contract assets, less contract liabilities and divided by average revenues per day during the quarter.
- **Free cash flow** is defined as net cash provided by operating activities less net capital expenditures. Net capital expenditures is defined as capital expenditures less proceeds from sale of property and equipment and from insurance settlements related to property and equipment.
- **EBITDA** is defined as earnings before interest and other financing expenses, taxes, depreciation and amortization, including from our integral unconsolidated affiliates.
- **Adjusted EBITDA** is defined as EBITDA adjusted for certain other items, in the current year, as described below:
 - **Non-cash stock-based compensation expense** varies from period to period due to acquisition activity, changes in the estimated fair value of performance-based awards, forfeiture rates, accelerated vesting and amounts granted;
 - **Acquisition and integration costs** vary from period to period depending on the level of Quanta's acquisition activity;
 - **Equity in (earnings) losses of non-integral unconsolidated affiliates** varies from period to period depending on the activity and financial performance of non-integral unconsolidated affiliates, the operations of which are not operationally integral to Quanta;
 - **Gains and losses on sales of investments** varies from period to period depending on activity.

Definitions



- **Adjusted Earnings Per Share** is defined as diluted earnings per share adjusted for the after-tax impact of certain other items, in the current year, as described below:
 - **Non-cash stock-based compensation expense** varies period to period due to acquisition activity, changes in the estimated fair value of performance-based awards, forfeiture rates, accelerated vesting and amounts granted;
 - **Amortization of intangible assets and amortization included in equity in earnings** vary period to period and are impacted by Quanta's acquisition activities and investments in integral unconsolidated affiliates;
 - **Acquisition and integration costs** vary from period to period depending on the level of Quanta's acquisition activity;
 - **Equity in (earnings) losses of non-integral unconsolidated affiliates** varies from period to period depending on the activity and financial performance of non-integral unconsolidated affiliates, the operations of which are not operationally integral to Quanta;
 - **Gains and losses on sales of investments** varies from period to period depending on activity



Reconciliation of Adjusted Net Income and Adjusted Diluted Earnings Per Share

(\$000s, except per share information)

Net income attributable to common stock (GAAP as reported)

Adjustments:

Acquisition and integration costs

Equity in earnings of non-integral unconsolidated affiliates

Gains on sales of investments

Non-cash stock-based compensation

Amortization of intangible assets

Amortization included in equity in earnings of integral unconsolidated affiliates

Income tax impact of adjustments

Adjusted net income attributable to common stock

Weighted average shares:

Weighted average shares outstanding for diluted and adjusted diluted earnings per share

Earnings per share attributable to common stock:

Diluted earnings per share attributable to common stock (GAAP as reported)

Adjusted diluted earnings per share attributable to common stock

| 2023 | FY 2023 GUIDANCE RANGE | | |
|-------------------|------------------------|---------------------|---------------------|
| 2Q | Low | Mid | High |
| \$ 165,899 | \$ 705,000 | \$ 734,750 | \$ 764,500 |
| 2,284 | 23,300 | 23,300 | 23,300 |
| (468) | (2,100) | (2,100) | (2,100) |
| (674) | (1,500) | (1,500) | (1,500) |
| 34,607 | 123,900 | 123,900 | 123,900 |
| 70,025 | 281,600 | 281,600 | 281,600 |
| 1,465 | 6,200 | 6,200 | 6,200 |
| (27,870) | (111,600) | (111,600) | (111,600) |
| <u>\$ 245,268</u> | <u>\$ 1,024,800</u> | <u>\$ 1,054,550</u> | <u>\$ 1,084,300</u> |
| 148,773 | 148,500 | 148,500 | 148,500 |
| \$ 1.12 | \$ 4.75 | \$ 4.95 | \$ 5.15 |
| \$ 1.65 | \$ 6.90 | \$ 7.10 | \$ 7.30 |

Reconciliation of EBITDA and Adjusted EBITDA



(\$000s)

Net income attributable to common stock (GAAP as reported)

Interest and other financing expenses, net

Provision for income taxes

Depreciation expense

Amortization of intangible assets

Interest, income taxes, depreciation and amortization included in equity in earnings of integral unconsolidated affiliates

EBITDA

Non-cash stock-based compensation

Acquisition and integration costs

Equity in earnings of non-integral unconsolidated affiliates

Gains on sales of investments

Adjusted EBITDA

| 2023 | FY 2023 GUIDANCE RANGE | | |
|------------|------------------------|--------------|--------------|
| 2Q | Low | Mid | High |
| \$ 165,899 | \$ 705,000 | \$ 734,750 | \$ 764,500 |
| 46,741 | 160,000 | 162,000 | 164,000 |
| 69,367 | 251,400 | 264,050 | 276,700 |
| 79,876 | 317,600 | 317,600 | 317,600 |
| 70,025 | 281,600 | 281,600 | 281,600 |
| 4,412 | 18,200 | 18,200 | 18,200 |
| 436,320 | 1,733,800 | 1,778,200 | 1,822,600 |
| 34,607 | 123,900 | 123,900 | 123,900 |
| 2,284 | 23,300 | 23,300 | 23,300 |
| (468) | (2,100) | (2,100) | (2,100) |
| (674) | (1,500) | (1,500) | (1,500) |
| \$ 472,069 | \$ 1,877,400 | \$ 1,921,800 | \$ 1,966,200 |

Reconciliation of Free Cash Flow



| (\$000s) | 2022 | 2023 | FY 2023 GUIDANCE RANGE | | |
|---|------------------|------------------|------------------------|-------------------|---------------------|
| | 2Q | 2Q | Low | Mid | High |
| Net cash provided by operating activities (GAAP as reported) | \$ 118,731 | \$ 127,413 | \$ 1,200,000 | \$ 1,300,000 | \$ 1,400,000 |
| Less: Net capital expenditures: | | | | | |
| Capital expenditures | (121,574) | (105,278) | (400,000) | (400,000) | (400,000) |
| Cash proceeds from sale of property and equipment and related insurance settlements | 16,385 | 24,212 | — | — | — |
| Net capital expenditures | (105,189) | (81,066) | (400,000) | (400,000) | (400,000) |
| Free Cash Flow | \$ 13,542 | \$ 46,347 | \$ 800,000 | \$ 900,000 | \$ 1,000,000 |



Reconciliation of Backlog

(In thousands)

Electric Power Infrastructure Solutions

| | June 30, 2022 | | March 31, 2023 | | June 30, 2023 | |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| | 12 Month | Total | 12 Month | Total | 12 Month | Total |
| Remaining performance obligations | \$ 2,149,469 | \$ 2,779,227 | \$ 2,420,570 | \$ 3,986,724 | \$ 2,584,140 | \$ 4,128,988 |
| Estimated orders under MSAs and short-term, non-fixed price contracts | 4,230,888 | 8,945,444 | 5,145,233 | 9,670,799 | 4,948,080 | 9,454,858 |
| Backlog | <u>\$ 6,380,357</u> | <u>\$11,724,671</u> | <u>\$ 7,565,803</u> | <u>\$13,657,523</u> | <u>\$ 7,532,220</u> | <u>\$13,583,846</u> |

Renewable Energy Infrastructure Solutions

| | | | | | | |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Remaining performance obligations | \$ 2,299,898 | \$ 2,911,835 | \$ 3,914,949 | \$ 5,080,689 | \$ 5,048,636 | \$ 6,801,436 |
| Estimated orders under MSAs and short-term, non-fixed price contracts | 52,345 | 90,553 | 166,338 | 230,341 | 118,333 | 206,102 |
| Backlog | <u>\$ 2,352,243</u> | <u>\$ 3,002,388</u> | <u>\$ 4,081,287</u> | <u>\$ 5,311,030</u> | <u>\$ 5,166,969</u> | <u>\$ 7,007,538</u> |

Underground Utility & Infrastructure Solutions

| | | | | | | |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|------------------|
| Remaining performance obligations | \$ 1,023,556 | \$ 1,229,157 | \$ 1,052,322 | \$ 1,189,173 | \$ 1,184,061 | \$ 1,546,395 |
| Estimated orders under MSAs and short-term, non-fixed price contracts | 1,820,560 | 3,894,014 | 1,928,761 | 5,116,471 | 1,755,797 | 5,057,435 |
| Backlog | <u>\$ 2,844,116</u> | <u>\$ 5,123,171</u> | <u>\$ 2,981,083</u> | <u>\$ 6,305,644</u> | <u>\$ 2,939,858</u> | <u>6,603,830</u> |

Total

| | | | | | | |
|---|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|
| Remaining performance obligations | \$ 5,472,923 | \$ 6,920,219 | \$ 7,387,841 | \$10,256,586 | \$ 8,816,837 | \$12,476,819 |
| Estimated orders under MSAs and short-term, non-fixed price contracts | 6,103,793 | 12,930,011 | 7,240,332 | 15,017,611 | 6,822,210 | 14,718,395 |
| Backlog | <u><u>\$11,576,716</u></u> | <u><u>\$19,850,230</u></u> | <u><u>\$14,628,173</u></u> | <u><u>\$25,274,197</u></u> | <u><u>\$15,639,047</u></u> | <u><u>\$27,195,214</u></u> |

Cautionary Statement About Forward-Looking Statements and Information



This presentation (and oral statements regarding the subject matter of this presentation) contains forward-looking statements intended to qualify for the “safe harbor” from liability established by the Private Securities Litigation Reform Act of 1995. Forward-looking statements include, but are not limited to, statements relating to the following:

- Projected revenues, net income, earnings per share, margins, cash flows, liquidity, weighted average shares outstanding, capital expenditures, interest rates and tax rates, as well as other projections of operating results and GAAP and non-GAAP financial results, including EBITDA, adjusted EBITDA and backlog;
- Expectations regarding Quanta's business or financial outlook;
- Expectations regarding opportunities, technological developments, competitive positioning, future economic and regulatory conditions and other trends in particular markets or industries, including with respect to Quanta's increased operations in the renewable energy market and the transition to a reduced-carbon economy;
- Expectations regarding Quanta's plans and strategies;
- The business plans or financial condition of Quanta's customers, including with respect to the transition to a reduced-carbon economy;
- Potential benefits from, and future financial and operational performance of, acquired businesses and investments;
- Beliefs and assumptions about the collectability of receivables;
- The expected value of contracts or intended contracts with customers, as well as the expected timing, scope, services, term or results of any awarded or expected projects;
- Possible recovery of pending or contemplated insurance claims, change orders and claims asserted against customers or third parties;
- The development of and opportunities with respect to future projects, including renewable energy projects and other projects designed to support transition to a reduced-carbon economy, electrical grid modernization, upgrade and hardening projects and larger transmission and pipeline projects;
- Expectations regarding the future availability and price of materials and equipment necessary for the performance of our business;
- The expected impact of global and domestic economic conditions on our business, financial condition, results of operations, cash flows, liquidity and demand for our services, including inflation, interest rates and recessionary economic conditions and commodity prices and commodity production volumes;
- The expected impact of changes and potential changes in climate and the physical and transition risks associated with climate change and the transition to a reduced-carbon economy;
- Future capital allocation initiatives, including the amount and timing of, and strategies with respect to, any future acquisitions, investments, cash dividends, repurchases of equity or debt securities or repayments of other outstanding debt;
- The expected impact of existing or potential legislation or regulation;
- Potential opportunities that may be indicated by bidding activity or similar discussions with customers;
- The future demand for, availability of and costs related to labor resources in the industries Quanta serves;
- The expected recognition and realization of Quanta's remaining performance obligations or backlog;
- Expectations regarding the outcome of pending or threatened legal proceedings, as well as collection of amounts awarded in legal proceedings;
- Expectations regarding our ability to reduce our debt or maintain our current credit ratings; and
- Other statements reflecting expectations, intentions, assumptions or beliefs about future events, and other statements that do not relate strictly to historical or current facts.

These forward-looking statements are not guarantees of future performance; rather they involve or rely on a number of risks, uncertainties, and assumptions that are difficult to predict or are beyond our control, and reflect management's beliefs and assumptions based on information available at the time the statements are made. We caution you that actual outcomes and results may differ materially from what is expressed, implied or forecasted by our forward-looking statements and that any or all of our forward-looking statements may turn out to be inaccurate or incorrect. These forward-looking statements can be affected by inaccurate assumptions and by known or unknown risks and uncertainties including, among others:



Cautionary Statement About Forward-Looking Statements and Information

- Market, industry, economic, financial or political conditions that are outside of the control of Quanta, including economic, energy, infrastructure and environmental policies that are adopted or proposed by the U.S. federal and state governments or other governments in territories or countries in which we operate, inflation, interest rates, recessionary economic conditions, deterioration of global or specific trade relationships, and geopolitical conflicts and political unrest;
- Quarterly variations in operating and financial results, liquidity, financial condition, cash flows, capital requirements and reinvestment opportunities;
- Trends and growth opportunities in relevant markets, including Quanta's ability to obtain future project awards;
- Delays, deferrals, reductions in scope or cancellations of anticipated, pending or existing projects as a result of, among other things, supply chain disruptions and other logistical challenges, weather, regulatory or permitting issues, environmental processes, project performance issues, claimed force majeure events, protests or other political activity, legal challenges, inflationary pressure, reductions or eliminations in governmental funding, or customer capital constraints;
- The effect of commodity prices and commodity production volumes, which have been and may continue to be affected by inflationary pressure, on Quanta's operations and growth opportunities and on customer capital programs and demand for Quanta's services;
- The successful negotiation, execution, performance and completion of anticipated, pending and existing contracts;
- Events arising from operational hazards, including, among others, wildfires and explosions, that can arise due to the nature of Quanta's services and the conditions in which Quanta operates and can be due to the failure of infrastructure on which Quanta has performed services and result in significant liabilities that may be exacerbated in certain geographies and locations;
- Unexpected costs, liabilities, fines or penalties that may arise from legal proceedings, indemnity obligations, reimbursement obligations associated with letters of credit or bonds, multiemployer pension plans or other claims or actions asserted against Quanta, including amounts not covered by, or in excess of the coverage under, third-party insurance;
- Potential unavailability or cancellation of third-party insurance coverage, as well as the exclusion of coverage for certain losses, potential increases in premiums for coverage deemed beneficial to Quanta, or the unavailability of coverage deemed beneficial to Quanta at reasonable and competitive rates (e.g., coverage for wildfire events);
- Damage to Quanta's brand or reputation, as well as any potential costs, liabilities, fines or penalties, arising as a result of cyber-security breaches, environmental and occupational health and safety matters, corporate scandal, failure to successfully perform or negative publicity regarding a high-profile project, involvement in a catastrophic event (e.g., fire, explosion) or other negative incidents;
- Disruptions in, or failure to adequately protect Quanta's information technology systems;
- Quanta's dependence on suppliers, subcontractors, equipment manufacturers and other third-party contractors, and the impact of inflationary pressure, regulatory, supply chain and logistical challenges on these third parties;
- Estimates and assumptions relating to our financial results, remaining performance obligations and backlog;
- Quanta's inability to attract, the potential shortage of and increased costs with respect to skilled labor, as well as Quanta's inability to retain or attract key personnel and qualified employees;
- Quanta's dependence on fixed price contracts and the potential to incur losses with respect to these contracts;
- Cancellation provisions within Quanta's contracts and the risk that contracts expire and are not renewed or are replaced on less favorable terms;
- Quanta's inability or failure to comply with the terms of its contracts, which may result in additional costs, unexcused delays, warranty claims, failure to meet performance guarantees, damages or contract terminations;
- Adverse weather conditions, natural disasters and other emergencies, including wildfires, pandemics, hurricanes, tropical storms, floods, debris flows, earthquakes and other geological- and weather-related hazards, as well as the impact of climate change;
- Quanta's inability to generate internal growth;
- Competition in Quanta's business, including the inability to effectively compete for new projects and market share, as well as technological advancements and market developments that could reduce demand for Quanta's services;



Cautionary Statement About Forward-Looking Statements and Information

- The failure of existing or potential legislative actions and initiatives to result in increased demand for our services or budgetary or other constraints that may reduce or eliminate tax incentives or government funding for projects, including renewable energy projects, which may result in project delays or cancellations;
- Unavailability of, or increased prices for, materials, equipment and consumables (such as fuel) used in Quanta's or its customers' businesses, including as a result of inflation, supply chain disruptions, governmental regulations on sourcing, the imposition of tariffs, duties, taxes or other assessments, and other changes in U.S. trade relationships with foreign countries;
- Loss of customers with whom Quanta has long-standing or significant relationships;
- The potential that Quanta's participation in joint ventures or similar structures exposes Quanta to liability and/or harm to its reputation as a result of acts or omissions by partners;
- The inability or refusal of customers or third-party contractors to pay for services, which could result in our inability to collect our outstanding receivables, failure to recover amounts billed to, or avoidance of certain payments received from, customers in bankruptcy, or failure to recover on change orders or contract claims;
- Risks associated with operating in international markets and U.S. territories, including instability of governments, significant currency exchange fluctuations, and compliance with unfamiliar legal or labor systems and cultural practices, the U.S. Foreign Corrupt Practices Act and other applicable anti-bribery and anti-corruption laws, and complex U.S. and foreign tax regulations and international treaties;
- The inability to successfully identify, complete, integrate and realize synergies from acquisitions, including the inability to retain key personnel from acquired businesses;
- The potential adverse impact of investments and acquisitions, including the potential increase in risks already existing in Quanta's operations, poor performance or decline in value of acquired businesses or investments and unexpected costs or liabilities that may arise from acquisitions or investments;
- The adverse impact of impairments of goodwill, other intangible assets, receivables, long-lived assets or investments;
- Difficulties arising from Quanta's decentralized management structure;
- The impact of the unionized portion of our workforce on operations;
- The inability to access sufficient funding to finance desired growth and operations, including the ability to access capital markets on favorable terms, as well as fluctuations in the price and volume of Quanta's common stock, debt covenant compliance, interest rate fluctuations, a downgrade in our credit ratings and other factors affecting financing and investing activities;
- The inability to obtain bonds, letters of credit and other project security;
- Risks related to the implementation of new information technology systems;
- New or changed tax laws, treaties or regulations of the inability to realize deferred tax assets; and
- Other risks and uncertainties detailed in Quanta's most recently filed Annual Report on Form 10-K, Quanta's recently filed Quarterly Reports on Form 10-Q and any other documents that Quanta files with the Securities and Exchange Commission (SEC).

For a discussion of these risks, uncertainties and assumptions, investors are urged to refer to Quanta's documents filed with the SEC that are available through Quanta's website at www.quantaservices.com or through the SEC's Electronic Data Gathering and Analysis Retrieval System (EDGAR) at www.sec.gov. Should one or more of these risks materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those expressed or implied in any forward-looking statements. Investors are cautioned not to place undue reliance on these forward-looking statements, which are current only as of the date of this presentation. Quanta does not undertake and expressly disclaims any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Quanta further expressly disclaims any written or oral statements made by any third party regarding the subject matter of this presentation.



Connect With Quanta Services Investor Relations



@QuantaIR



QuantaServicesIR

Investor Contact

Kip Rupp, CFA, IRC
Vice President – Investor Relations
713-341-7260
investors@quantaservices.com

Corporate Office

2727 North Loop West
Houston, TX 77008
713-629-7600
www.quantaservices.com