



### Disclaimer

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### **Investment Highlights**

- Consistent strong operational performance
- Large bidding pipeline
- Compelling financial results
- Strong balance sheet substantial liquidity and no leverage
- Solid long term annual rate of return 5yr = 25%\*
- Annual regular dividend of \$1.00 per share in 2017, with quarterly dividend of \$0.25 per share beginning in 2018
- Experienced management team





### **Company Overview**

- Headquarters Rockville, MD
- NYSE: AGX
- Holding company for four 100% controlled subsidiaries -
- Market capitalization (4/10/18) \$0.7 billion

(in millions)	January 3	1, 2018
(III IIIIIIOIIS)	Quarter Ended	Year Ended
Revenues	\$ 170	\$ 893
Net Income*	7	72
EBITDA*	11	116



- Strong balance sheet at 1/31/18
  - No leverage
  - Cash & short-term investments \$434 million
  - Adjusted net liquidity \$302 million
- Project backlog (1/31/18) \$0.4 billion\*\*



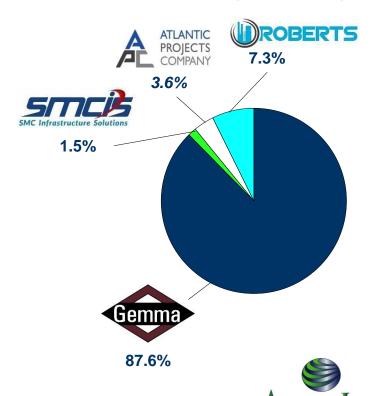
<sup>\*</sup> Attributable to the Stockholders of AGX

<sup>\*\*</sup> See slide 12 regarding our project pipeline and additions subsequent to year end

# **Business Overview – Holding Company**

- **Gemma Power Systems** ("GPS") provides engineering, procurement and construction ("EPC") services to power generation and renewable energy markets
- The Roberts Company ("TRC") is principally an industrial steel fabricator and field services provider serving both light and heavy industrial organizations
- Atlantic Projects Company ("APC") provides turbine, boiler, large rotating equipment installation, commissioning and outage services to the global power industry
- **SMC Infrastructure Solutions** ("SMC") provides telecommunications data infrastructure services

#### **2018 Revenues by Subsidiary**



# **Growing Revenues\***





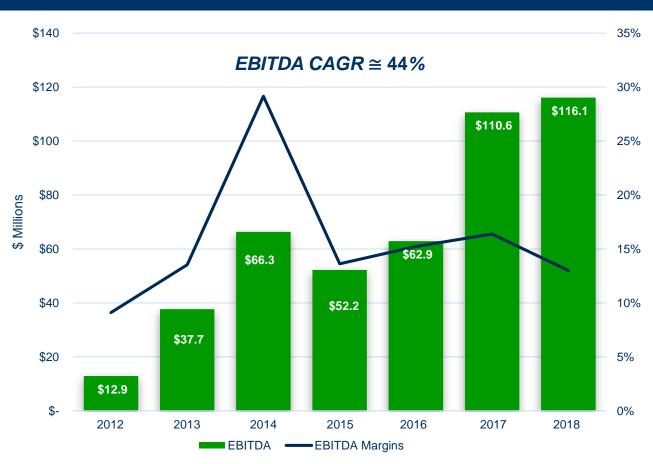


# **Growing Net Income\***





# **Growing EBITDA\***



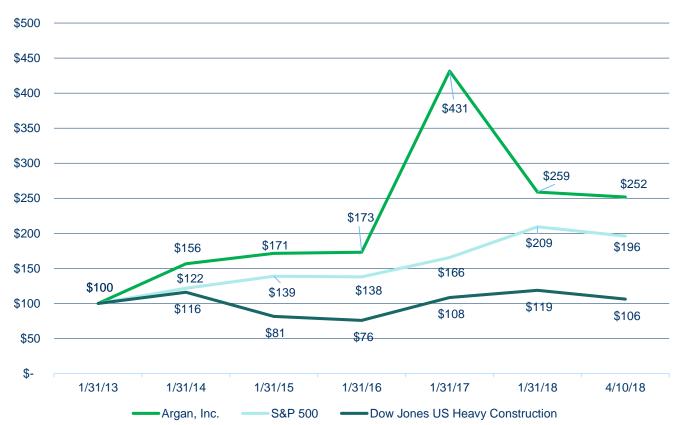


# **Growing Book Value**



# **Superior Long Term Return**

#### What \$100 invested on 1/31/2013 would be now





# **Annual Financial Highlights**

(in thousands, except per share data)	Janua	ry 3	<u>81,</u>		
(iii diodsands, except per share data)	<b>2018</b>		<b>2017</b>	Change	% Change
For the Fiscal Year Ended:					
Revenues	\$ 892,815	\$	675,047	\$ 217,768	32.3%
Cost of revenues	743,490		528,336	215,154	40.7
Gross profit	149,325		146,711	2,614	1.8
Gross margins	16.7%		21.7%	(5.0%)	(23.0)
Net Income attributable to stockholders of the					
Company	\$ 72,011	\$	70,328	\$ 1,683	2.4
Diluted per share	4.56		4.50	0.06	1.3
EBITDA attributable to stockholders of the					
Company	116,101		110,640	5,461	4.9
Diluted per share	7.36		7.08	0.28	4.0
As of:					
Cash, cash equivalents and short-term investments	\$ 434,015	\$	522,994	\$ (88,979)	(17.0)%
Billings in excess of costs and estimated earnings	108,388		209,241	(100,853)	(48.2)
Project backlog	379,000		1,011,000	(632,000)	(62.5)

### **Annual Financial Drivers**

- Revenues of \$893 million as GPS reached peak and post-peak construction activities on four large, natural gas-fired power plants. However, revenues for each of GPS's four major projects will decline significantly over the next several quarters as they progress towards substantial completion in their project life-cycles.
- Gross profit increased 2% to \$149 million, primarily due to the increased revenues, while gross margin percentage decreased from 21.7% to 16.7% compared to the prior year, which primarily reflected the favorable achievement of final completion of two natural gas-fired power plant projects in the prior year, as well as the effects of meaningful increased labor and subcontractor costs to amounts greater than originally estimated for certain projects.
- Selling, general and administrative expenses increased \$9 million to \$42 million, primarily in support of increased project work, but decreased as a percentage of revenues to 4.7% from 4.8% in the prior year.
- Net income attributable to non-controlling interests decreased \$7 million, or 95%, as we reached contractual completion on two large power plants built by joint ventures in the prior year.
- Our balance sheet remains strong. As of January 31, 2018, our cash, cash equivalents and short-term investments totaled \$434 million and adjusted net liquidity was \$302 million; plus, we had no bank debt.
- Project backlog was \$379 million as of January 31, 2018, down from \$1.0 billion at the end of the prior year. The decrease reflects work progress on existing contracts during Fiscal 2018 partially offset with the value of new project awards in the United Kingdom for Atlantic Projects Company (APC). Although we did not add a new major EPC contract for GPS during Fiscal 2018, we were pleased to add a 475 MW EPC project to backlog shortly after year-end. We are also encouraged about the GPS project pipeline as GPS has been selected to perform the EPC work for several new power generation facilities with a collective potential project value in excess of \$1.5 billion and projected start dates ranging from mid-2018 through 2019.



### Overview of Gemma Power Systems

- History acquired by Argan in December 2006 for \$33 million and has generated cumulative EBITDA since acquisition of over \$578 million, or ~17x cash on cash and an IRR in excess of 75%
- **Business** engineering, procurement and construction of natural gas-fired and alternative power energy facilities
- **Employees** Over 20% of staff employees are veterans
- **Customers** Independent power producers and utilities
- **Safety Record** In seven of the past ten years, Gemma has incurred no lost time injuries and Gemma's OSHA recordable injury rate is significantly below the national average



### **Industry Drivers**

- **Gas Powered Electricity Growing** Over the last 10 years, the amount of electricity generated by natural gas-fired power sources increased by 42%; the amount of electric power generated by coalfired plants declined by 40%.
- **Cheap Gas** Major advances in horizontal drilling and the practice of hydraulic fracturing have led to the boom in natural gas supply. The abundant availability of cheap, less carbon-intense and higher efficiency natural gas should continue to be a significant factor in power capacity additions.
- Clean, Cheap and Reliable Electricity Natural gas and renewable energy sources will still be the top choices for new electricity generation plants in the future significantly due to low natural gas prices in the United States. Announcements by electric utilities of the retirement of coal-fired and nuclear power plants continue, citing the availability of cheap natural gas, environmental regulations and the significant costs of refurbishment and relicensing.
- **Modest Power Demand** Demand for electrical power remains modest, as government forecast project an annual increase in power generation of less than 1% per year for the next 25 years.
- **Transition Will Take Time** The retirement of older and inefficient plants and coal-fired generation facilities and nuclear plants will continue to drive future investment in new gas-fired generation capacity and renewables. The amount of natural gas used for power generation during 2017 was 32% and expected to grow in 2018 and beyond; however, the transition from coal to natural gas and renewables will take time.



### **GPS** Track Record

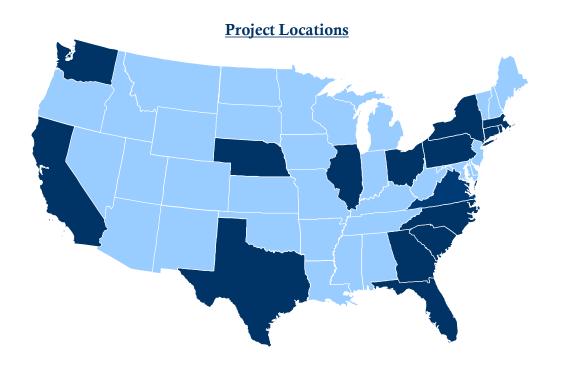
- Celebrated its 20<sup>th</sup> anniversary of its founding in 2017
- Installed and under-contract capacity for nearly 15,000 MW of mostly domestic power-generating capacity including 65 gas turbines comprising 44 projects.
- Power experience includes combined and simple cycle, combustion turbines, coal/wood fueled projects, wind plants, solar facilities and waste recovery facilities.
- Project development support of 2,600 MW of natural gas-fired generating capacity, 240 MW of biomass-fired power plants and 435 MW of wind power facility development.
- In the most recent construction firm rankings published in May 2017 by Engineering News-Record (ENR), GPS was ranked the 12th largest power industry construction contractor and the 40th largest design-build firm in the United States.





# **National Footprint**

 GPS has the ability to provide EPC services to customers throughout the United States







### **Extensive Project Portfolio**

#### • Power facilities – combined cycle solution

- Panda Liberty Energy Project
- Panda Patriot Energy Project
- Caithness Moxie Freedom Generating Plant
- CPV Towantic Energy Center
- NTE Kings Mountain Energy Center
- NTE Middletown Energy Center
- Colusa Generating Station
- Roseville Energy Park
- Hines PB-2 Power Project
- Rowan County Power Project
- Effingham County Power Project
- Richmond County Phase II Power Project
- Dighton Power Project

#### • Pollution solutions

- Brayton Point Power Station
- La Rosita SCR Project

#### • Biomass power facilities

- Woodville, Texas
- Solar facilities
  - Canton, MA
  - Carver, MA
  - Beaumont Solar

#### Power facilities – simple cycle solution

- Exelon West Medway II Facility
- CPV Sentinel Energy Project
- A.L. Pierce Re-powering Project
- Vandolah Power Project
- DeSoto County Power Project
- Indigo Energy Facility
- Larkspur Energy Facility
- Richmond County Phase I Power
- Monroe Power Project
- Richland Peaking Project
- Rocky Road Unit 4 Project
- Broad River Energy Center
- Middletown, CT Project

#### Process facilities – biodiesel

- Renewable BioFuels Port Neches
- Galena Park
- Green Earth Fuels Houston LLC

#### • Process facilities – ethanol

Carleton Ethanol Facility

#### • Wind Facilities

- LaSalle County, Illinois
- Vantage, Washington
- Henry County, Illinois
- Ebensburg, Pennsylvania





# Significant GPS Current Projects

Project <sup>(2)</sup>	<b>Location</b>	Size of Facility	Date FNTP Received <sup>(1)</sup>	Scheduled Completion
Caithness Moxie Freedom Generating Station	Pennsylvania	1,040 MW	Nov-15	2018
CPV Towantic Energy Center	Connecticut	785 MW	Mar-16	2018
NTE Middletown Energy Center	Ohio	475 MW	Oct-15	2018
NTE Kings Mountain Energy Center	North Carolina	475 MW	Mar-16	2018
Exelon West Medway II Facility	Massachusetts	200 MW	Apr-17	2018

- (1) Full Notice to Proceed ("FNTP") represents the formal notice provided by the project owner instructing us to commence the activities covered by the corresponding EPC contract.
- (2) Although not GPS projects, our APC subsidiary has two significant projects in the United Kingdom: TeesREP Biomass Power Station is a 299 MW facility and InterGen Spalding OCGT Expansion Project is a 298 MW facility, both scheduled to be completed in 2019.







# **Development Activities**

- **Purpose** Gemma opportunistically participates in power plant project development and related financing activities to 1) solidify a proprietary pipeline for future EPC activities, 2) secure exclusive rights to EPC contracts, and 3) generate profits through interest and success fees.
- Marcellus Shale Region Gemma has partnered with Moxie Energy to take principal positions in the initial stages of development for three projects in the Marcellus Shale Region. All three developmental efforts have successfully been executed resulting in Gemma securing the rights for EPC contracts for large scale power plants. Project development efforts were successfully completed for the Panda Liberty Project and the Panda Patriot Project in 2013 and most recently, the Caithness Moxie Freedom Project in 2015. Success fees related to these three projects totaled ~\$31 million.





### Renewable Energy

- Wind & Solar Although not currently active in this market, Gemma Renewable Power (GRP) has installed wind and solar projects throughout North America. GRP has the unique capability to self-perform the construction work associated with our projects. This approach ensures direct control of labor, safety, quality and schedule for each project. GRP provides state-of-the-art technology coupled with advanced project management tools to ensure every job is completed on-time, within budget, and to the highest standards of excellence.
  - GRP has constructed more than 435MW of wind power facility capacity.
  - GRP has successfully completed the design coordination, procurement and installation of ground mounted photovoltaic panels supporting 12MW of solar power facilities.
- Alternative Fuels Gemma Power Systems (GPS) has accepted assignments to design and build facilities to produce alternative fuels. To date, GPS has performed the process design, detail engineering, procurement and construction of more than 370 million gallons per year of installed alternative fuels capacity.







### **Competitive Landscape**

Larger Projects / Natural Gas

Smaller Projects / Alternative Fuels













BLACK & VEATCH































### **Growth Strategy**

- Capitalize on long-term relationships throughout the industry to aggressively build backlog of traditional and renewable energy projects
- Make strategic investments in power plant development projects as a means to create greater opportunities to build backlog of large scale EPC contracts
- Make additional strategic acquisitions that complement our unique market position





### **Investment Summary**

- Consistent strong operational performance
- Large bidding pipeline
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- Strong balance sheet substantial liquidity and no leverage
- Solid long term annual rate of return 5yr = 25%\*
- Annual regular dividend of \$1.00 per share in 2017, with quarterly dividend of \$0.25 per share beginning in 2018
- Experienced management team





### <u>Financials</u> Consolidated Income Statements - Year

(in thousands except per share amounts)	Years Ended Janaury 31,							
		2018		2017		2016		
Revenues	\$	892,815	\$	675,047	\$	413,275		
Cost of revenues		743,490		528,336		313,810		
Gross Profit		149,325	_	146,711		99,465		
Gross Profit %		16.7%		21.7%		24.1%		
Impairment losses		584		1,979		_		
Selling, general and administrative expenses		41,764		32,478	_	25,060		
Income from operations		106,977		112,254		74,405		
Other income, net		5,648		2,278	_	1,101		
Income before income taxes		112,625		114,532		75,506		
Income tax expense		40,279		37,106		25,302		
Net income		72,346		77,426		50,204		
Net income attributable to noncontrolling interests		335		7,098	_	13,859		
Net income attributable to the stockholders of AGX	\$	72,011	\$	70,328	\$	36,345		
EPS attributable to the stockholders of Argan, Inc.								
Basic	\$	4.64	\$	4.67	\$	2.46		
Diluted	\$	4.56	\$	4.50	\$	2.42		
Weighted average number of shares outstanding								
Basic		15,522		15,066		14,757		
Diluted		15,780		15,625		15,024		
Cash dividends per share	\$	1.00	\$	1.00	\$	0.70		



### <u>Financials</u> Consolidated Income Statements - Quarter

(in thousands except per share amounts)	Three Months Ended									
	31	l-Jan-18	31	1-Oct-17	3	1-Jul-17	30	)-Apr-17	3	1-Jan-17
Revenues	\$	169,578	\$	232,945	\$	259,803	\$	230,489	\$	206,760
Cost of revenues		149,474		195,227		208,396		190,393		168,941
Gross Profit		20,104		37,718		51,407		40,096		37,819
Gross Profit %		11.9%		16.2%		19.8%		17.4%		18.3%
Impairment loss		584		_						
Selling, general and administrative expenses		11,356		10,119		10,799		9,489		8,049
Income from operations		8,164		27,599		40,608		30,607		29,770
Other income, net		1,427		1,692		1,311		1,218		995
Income before income taxes		9,591		29,291		41,919		31,825		30,765
Income tax expense		2,541		12,062		14,601		11,076		9,984
Net income		7,050		17,229		27,318		20,749		20,781
Net income attributable to noncontrolling interests		32		-		179		124		430
Net income attributable to the stockholders of AGX	\$	7,018	\$	17,229	\$	27,139	\$	20,625	\$	20,351
EPS attributable to the stockholders of Argan, Inc.										
Basic	\$	0.45	\$	1.11	\$	1.75	\$	1.33	\$	1.33
Diluted	\$	0.45	\$	1.09	\$	1.72	\$	1.31	\$	1.29
Weighted average number of shares outstanding										
Basic		15,559		15,545		15,514		15,467		15,340
Diluted		15,743		15,793		15,787		15,771		15,738
Cash dividends per share	\$	-	\$	1.00	\$	-	\$	-	\$	

### <u>Financials</u> Reconciliations to EBITDA – Consolidated

	Three Months Ended									
	31-Jan-18	31-Oct-17	31-Jul-17	30-Apr-17	31-Jan-17					
Net income	\$ 7,050	\$ 17,229	\$ 27,318	\$ 20,749	\$ 20,781					
Less EBITDA attributable to noncontrolling interests	(32)	-	(179)	(124)	(430)					
Income tax expense	2,541	12,062	14,601	11,076	9,984					
Depreciation	843	726	638	572	600					
Amortization of purchased intangible assets	256	258	334	183	410					
EBITDA attributable to the stockholders of Argan, Inc.	\$ 10,658	\$ 30,275	\$ 42,712	\$ 32,456	\$ 31,345					
EBITDA per diluted share	\$ 0.68	\$ 1.92	\$ 2.71	\$ 2.06	\$ 1.99					

Years	<b>End</b>	ed Janaury 3	31,
2018		2017	2016
\$ 72,346	\$	77,426	\$ 50,204
(335)		(7,098)	(14,122)
40,279		37,106	25,302
2,779		2,043	779
1,032		1,163	531
\$ 116,101	\$	110,640	\$ 62,905
		_	
\$ 7.36	\$	7.08	\$ 4.19
\$	\$ 72,346 (335) 40,279 2,779 1,032 \$ 116,101	2018 \$ 72,346 (335) 40,279 2,779 1,032 \$ 116,101	\$ 72,346 \$ 77,426 (335) (7,098) 40,279 37,106 2,779 2,043 1,032 1,163 \$ 116,101 \$ 110,640



### **Financials**

### **Consolidated Balance Sheets - Assets**

(dollars in thousands)

ASSETS	Janua	ary 31, 2018	Janua	ary 31, 2017
CURRENT ASSETS				
Cash and cash equivalents	\$	122,107	\$	167,198
Short-term investments		311,908		355,796
Accounts receivable, net		94,440		54,836
Costs and estimated earnings in excess of billings		4,887		3,192
Prepaid expenses and other current assets		12,409		6,927
TOTAL CURRENT ASSETS		545,751		587,949
Property, plant and equipment, net		15,299		13,112
Goodwill		34,329		34,913
Other intangible assets, net		7,149		8,181
Deferred taxes		439		241
Other assets		426		92
TOTAL ASSETS	\$	603,393	\$	644,488



### **Financials**

TOTAL LIABILITIES AND EQUITY

### **Consolidated Balance Sheets – Liabilities and Equity**

(dollars in thousands)					
LIABILITIES AND EQUITY	Janua	ry 31, 2018	Janua	ry 31, 2017	
CURRENT LIABILITIES					
Accounts payable	\$	100,238	\$	101,944	
Accrued expenses		35,360		39,539	
Billings in excess of costs and estimated earnings		108,388		209,241	
TOTAL CURRENT LIABILITIES		243,986		350,724	
Deferred taxes		1,279		1,195	
TOTAL LIABILITIES		245,265	351,919		
STOCKHOLDERS' EQUITY					
Common stock		2,336		2,319	
Additional paid-in capital		143,215		135,426	
Retained earnings		211,112		154,649	
Accumulated other comprehensive loss		1,422		(762)	
TOTAL STOCKHOLDERS' EQUITY		358,085		291,632	
Noncontrolling interests		43		937	
TOTAL EQUITY		358,128		292,569	



644,488

603,393

# Financials Adjusted Net Liquidity

(dollars in thousands)	1	/31/2018	<u>1(</u>	0/31/2017	7	/31/2017	4/	/30/2017	1/31/2017
Cash and cash equivalents	\$	122,107	\$	149,708	\$	153,225	\$	167,347	\$ 167,198
Short-term investments		311,908		333,973		403,925		396,092	355,796
Less: Billings in excess of costs and									
estimated earnings		(108,388)		(146,863)		(190,581)	(	(234,344)	(209,241)
Less: JV adjustment		(68)		(27)		(27)		(2,023)	(1,770)
		325,559		336,791		366,542		327,072	311,983
Less: Current working capital adjustments		(23,862)		(45,339)		(78,640)		(70,103)	(76,528)
Adjusted Net Liquidity	\$	301,697	\$	291,452	\$	287,902	\$	256,969	\$ 235,455
Quarterly Liquidity Growth	\$	10,245	\$	3,550	\$	30,933	\$	21,514	
Quarterly Liquidity Growth %		3.5%		1.2%		12.0%		9.1%	



### **Construction Services Peer Group**

Ticker	Company Name	Stock Price 3/29/2018	12 Mont Total Return		Market Cap	Debt/ Equity	LTM Revenue	LTM Gross Margin	LTM EBITDA Margin	Return on Avg. Equity
AGX		\$42.95		 5 %	\$667.8	0.0 X	\$930.0	18.0 %	14.2 %	27.7%
AGA	Argan, Inc.	<b>342.33</b>	70 -3Z	<b>3</b> %	3007.8	0.0 A	Ş35 <b>0.</b> 0	10.0 %	14.2 %	21.170
FLR	Fluor Corporation	\$57.22	11.	2	\$8,005.8	0.5	\$19,521.0	3.2	3.4	5.7
GVA	Granite Construction Incorporated	\$55.86	15.	7	\$2,228.3	0.2	\$2,989.7	10.5	5.3	7.2
JEC	Jacobs Engineering Group Inc.	\$59.15	8.	5	\$8,379.9	0.4	\$10,221.5	18.1	6.5	4.6
KBR	KBR, Inc.	\$16.19	14.	6	\$2,270.9	0.4	\$4,171.0	8.2	5.8	43.8
MDR	McDermott International Inc.	\$6.09	-8.	0	\$1,736.6	0.3	\$2,984.8	17.9	14.5	10.6
ORN	Orion Group Holdings, Inc.	\$6.59	-14	2	\$186.4	0.4	\$578.6	11.6	5.2	0.2
TPC	Tutor Perini Corporation	\$22.05	-29	0	\$1,097.9	0.4	\$4,757.2	9.6	4.9	9.1
PRIM	Primoris Services Corporation	\$24.98	9.	3	\$1,287.2	0.5	\$2,380.0	11.7	7.2	13.6
TSX-SNC	SNC-Lavalin Group Inc.	\$43.84	9.	2	\$7,695.0	0.6	\$7,443.5	20.3	8.7	8.6
STRL	Sterling Construction Co. Inc.	\$11.46	24.	7	\$309.8	0.6	\$958.0	9.3	3.7	9.1
	Mean		0.99	<b>%</b>		0.4x		12.6%	7.2%	11.3%



### **Corporate Data**

#### **Investor Relations**

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#### **NYSE Listing**

Common: AGX

#### Websites

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**Gemma Power Systems** www.gemmapower.com

**The Roberts Company** www.robertscompany.com

**Atlantic Projects Company** www.atlanticprojects.com

**SMC Infrastructure Solutions** www.smcinc.biz









