

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K
CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): September 9, 2020

CONCRETE PUMPING HOLDINGS, INC.
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

001-38166
(Commission
File Number)

83-1779605
(IRS Employer
Identification No.)

500 E. 84th Avenue, Suite A-5
Thornton, Colorado 80229
(Address of principal executive offices, including zip code)

Registrant's telephone number, including area code: (303) 289-7497
N/A
(Former name or former address, if changed since last report)

Securities registered pursuant to Section 12(b) of the Exchange Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock	BBCP	The Nasdaq Capital Market

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 2.02 Results of Operations and Financial Condition.

On September 9, 2020, Concrete Pumping Holdings, Inc. (the “Company”) issued a press release announcing the Company’s financial results for the quarter ended July 31, 2020. A copy of the press release and accompanying investor presentation are attached hereto as Exhibits 99.1 and 99.2, respectively, and are incorporated herein by reference.

The information in this Item 2.02, including Exhibits 99.1 and 99.2, is intended to be furnished and shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (“Exchange Act”), or otherwise subject to the liabilities of that section, nor shall it be incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Exchange Act, except expressly set forth by specific reference in such filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

The following exhibits are being filed herewith:

Exhibit No.	Description
99.1	<u>Press Release dated September 9, 2020.</u>
99.2	<u>Investor Presentation dated September 9, 2020.</u>

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

CONCRETE PUMPING HOLDINGS, INC.

By: /s/ Iain Humphries

Name: Iain Humphries

Title: Chief Financial Officer and Secretary

Dated: September 9, 2020



Concrete Pumping Holdings Reports Robust Third Quarter Fiscal Year 2020 Results

DENVER, CO – September 9, 2020 – Concrete Pumping Holdings, Inc. (Nasdaq: BBCP) (the “Company” or “CPH”), a leading provider of concrete pumping and waste management services in the U.S. and U.K., reported financial results for its third fiscal quarter ended July 31, 2020.

Third Quarter Fiscal Year 2020 Summary vs. Third Quarter of Fiscal Year 2019 (where applicable)

- Revenue was \$77.1 million compared to \$78.7 million.
- Gross margin was 49.0% compared to 49.6%.
- Net income available to common shareholders was \$2.5 million or \$0.04 per diluted share, compared to \$2.3 million or \$0.05 per diluted share.
- Adjusted EBITDA¹ was \$30.0 million compared to \$30.6 million with Adjusted EBITDA margin remaining at 38.9%.
- Net debt² of \$395.3 million and total available liquidity of \$43.5 million as of July 31, 2020.

Management Commentary

“As our third quarter results demonstrate, we continue to navigate the evolving impacts of COVID-19 from a position of strength, which is a testament to our great employees, the resiliency of our business model and our highly variable cost structure,” said Bruce Young, CEO of CPH. “Despite some softness in a few of our markets caused by COVID-19, we kept revenue and Adjusted EBITDA essentially flat, while continuing to grow our concrete waste management services business by double-digits. Our team is very proud of this robust performance during an obviously challenging macro environment.

“In addition, our 38.9% Adjusted EBITDA margin remained strong and was driven by our experienced team's ability to control the roughly 70% variable nature of our cost structure, as well as the proactive measures we took across the organization to rationalize expenses. This was accomplished while continuing to strengthen our balance sheet. We reduced net debt by \$17.5 million during the third quarter and had access to \$43.5 million of total liquidity at the end of the third quarter. Our healthy operating cash flow and no near-term debt maturities has us continuing to feel comfortable with our liquidity during these uncertain times.

“We remain cautiously optimistic about the demand environment for the remainder of our fiscal year. Our diversified revenue exposure creates opportunities for growth, particularly in areas where we’re currently experiencing incremental market share gains, like concrete waste management and residential construction. We look forward to our continued execution in these areas of opportunity while appropriately balancing debt paydown with investment opportunities that support the long-term growth of the business.”

¹ Adjusted EBITDA and Adjusted EBITDA margin are financial measures that are not calculated in accordance with Generally Accepted Accounting Principles in the United States (“GAAP”). See “Non-GAAP Financial Measures” below for a discussion of the definition of Adjusted EBITDA and a reconciliation of Adjusted EBITDA to its most comparable GAAP measure.

² Net debt is a non-GAAP financial measure. See Non-GAAP Financial Measures below for a discussion of the definition of net debt and a reconciliation to its most comparable GAAP measure.

Third Quarter Fiscal Year 2020 Financial Results

Revenue in the third quarter of fiscal year 2020 was \$77.1 million compared to \$78.6 million in the third quarter of fiscal year 2019. The slight decline was due to lower revenue in the U.K. Operations segment as a result of the continued lingering effect of COVID-19, which drove substantial curtailment of business operations during April and into May. This was mostly offset by 18% growth in the U.S. Concrete Waste Management Services segment.

Gross profit in the third quarter of fiscal year 2020 was \$37.8 million compared to \$39.0 million in the year-ago quarter. Gross margin was 49.0% compared to 49.6% in the year-ago quarter. The small decline in gross margin was primarily driven by the U.K. Operations segment, which realized lower gross margin as a result of the continuing impacts from COVID-19.

General and administrative expenses in the third quarter of fiscal year 2020 declined to \$27.0 million compared to \$28.2 million in the year-ago quarter. The primary driver of the decrease year-over-year is due to lower amortization of intangible assets expense.

Net income available to common shareholders in the third quarter of fiscal year 2020 was \$2.5 million or \$0.04 per diluted share, compared to net income of \$2.3 million or \$0.05 per diluted share in the third quarter of fiscal year 2019.

Adjusted EBITDA in the third quarter of fiscal year 2020 was \$30.0 million compared to \$30.6 million in the year-ago quarter. Adjusted EBITDA margin remained consistent at 38.9% compared to the year-ago quarter.

Liquidity

At July 31, 2020, the Company had net debt of \$395.3 million and total available liquidity of \$43.5 million. Net debt improved by \$17.5 million from the end of the second quarter of fiscal 2020.

Segment Results

U.S. Concrete Pumping. Revenue in the third fiscal quarter increased slightly to \$58.6 million compared to \$58.4 million in the year-ago quarter. Modest organic growth in many of our markets was mostly offset by COVID-19 driven declines in certain other markets. Adjusted EBITDA was \$21.2 million in the third quarter of 2020 compared to \$22.0 million in the year-ago quarter.

U.K. Operations. Revenue in the third fiscal quarter was \$9.2 million compared to \$12.5 million in the year-ago quarter. The decline was largely attributable to the lingering effect of COVID-19, which drove substantial curtailment of business operations during April and into May. While COVID-19 economic restrictions continued to affect this segment in a more limited manner throughout the third quarter of fiscal 2020, the impact had lessened considerably on a year-over-year basis by July. Adjusted EBITDA was \$3.4 million compared to \$4.3 million in the year-ago quarter primarily due to the decline in revenue.

U.S. Concrete Waste Management Services. Revenue in the third fiscal quarter increased 18% to \$9.4 million compared to \$8.0 million in the year-ago quarter. The increase was primarily due to robust organic growth, pricing improvements, new product offerings, and continuing momentum in newer branch locations established over the last year. Adjusted EBITDA in the third fiscal quarter increased 34% to \$4.8 million compared to \$3.6 million over the year-ago quarter, with the increase primarily attributable to the strong revenue growth and leveraging scale.

Fiscal Year 2020 Outlook

As previously reported in its second quarter earnings release, CPH believes it is currently well-positioned to navigate the current COVID-19 environment and is fully prepared to leverage an economic recovery. Given the heightened uncertainty about the duration and timing of the economic recovery associated with the pandemic, on May 11, 2020, the Company withdrew its 2020 guidance provided in January 2020. We will continue to monitor the situation closely and will update our investors on our outlook when appropriate.

Conference Call

The Company will hold a conference call today at 5:00 p.m. Eastern time to discuss its third quarter results.

Date: Wednesday, September 9, 2020

Time: 5:00 p.m. Eastern time (3:00 p.m. Mountain time)

Toll-free dial-in number: 1-877-407-9039

International dial-in number: 1-201-689-8470

Conference ID: 13708502

Please call the conference telephone number 5-10 minutes prior to the start time. An operator will register your name and organization. If you have any difficulty connecting with the conference call, please contact Gateway Investor Relations at 1-949-574-3860.

The conference call will be broadcast live and available for replay here and via the investor relations section of the Company's website at www.concretepumpingholdings.com.

A replay of the conference call will be available after 8:00 p.m. Eastern time on the same day through September 30, 2020.

Toll-free replay number: 1-844-512-2921

International replay number: 1-412-317-6671

Replay ID: 13708502

About Concrete Pumping Holdings

Concrete Pumping Holdings is the leading provider of concrete pumping services and concrete waste management services in the fragmented U.S. and U.K. markets, primarily operating under what we believe are the only established, national brands in both geographies – Brundage-Bone for concrete pumping in the U.S., Camfaud in the U.K., and Eco-Pan for waste management services in both the U.S. and U.K. The Company's large fleet of specialized pumping equipment and trained operators position it to deliver concrete placement solutions that facilitate substantial labor cost savings to customers, shorten concrete placement times, enhance worksite safety and improve construction quality. Highly complementary to its core concrete pumping service, Eco-Pan provides a full-service, cost-effective, regulatory-compliant solution to manage environmental issues caused by concrete washout. As of July 31, 2020, the Company provided concrete pumping services in the U.S. from a footprint of approximately 90 locations across 22 states, concrete pumping services in the U.K. from 28 locations, and route-based concrete waste management services from 16 locations in the U.S. and 1 location in the U.K. For more information, please visit www.concretepumpingholdings.com or the Company's brand websites at www.brundagebone.com, www.camfaud.co.uk, or www.eco-pan.com.

Presentation of Predecessor and Successor Financial Results

As a result of the business combination between our predecessor, Industrea Acquisition Corp., and the private operating company formerly called Concrete Pumping Holdings, Inc. (the “Business Combination”), the Company is the acquirer for accounting purposes and CPH is the acquiree and accounting predecessor. The Company’s financial statement presentation distinguishes the Company’s presentations into two distinct periods, the period up to the Business Combination closing date (labeled “Predecessor”) and the period including and after that date (labeled “Successor”). The Business Combination was accounted for as a business combination using the acquisition method of accounting, and the Successor financial statements reflect a new basis of accounting that is based on the fair value of the net assets acquired. As a result of the application of the acquisition method of accounting as of the effective time of the Business Combination, the accompanying Consolidated Financial Statements include a black line to distinguish the results for Predecessor and Successor reporting entities shown, as they are presented on a different basis and are therefore, not comparable.

Forward-Looking Statements

This press release includes “forward-looking statements” within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. The Company’s actual results may differ from their expectations, estimates and projections and consequently, you should not rely on these forward-looking statements as predictions of future events. Words such as “expect,” “estimate,” “project,” “budget,” “forecast,” “anticipate,” “intend,” “plan,” “may,” “will,” “could,” “should,” “believes,” “predicts,” “potential,” “continue,” “outlook” and similar expressions are intended to identify such forward-looking statements. These forward-looking statements include, without limitation, the Company’s expectations with respect to future performance. These forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially from the expected results. Most of these factors are outside the Company’s control and are difficult to predict. Factors that may cause such differences include, but are not limited to: the impacts of the COVID-19 pandemic and related economic conditions on the Company; the outcome of any legal proceedings or demand letters that may be instituted against or sent to the Company or its subsidiaries; the ability to recognize the anticipated benefits of the Business Combination, which may be affected by, among other things, competition, the ability of the Company to grow and manage growth profitably and retain its key employees, and realize the expected benefits from the acquisition of Capital Pumping; changes in applicable laws or regulations; the possibility that the Company may be adversely affected by other economic, business, and/or competitive factors; and other risks and uncertainties indicated from time to time in the Company’s filings with the Securities and Exchange Commission. The Company cautions that the foregoing list of factors is not exclusive. The Company cautions readers not to place undue reliance upon any forward-looking statements, which speak only as of the date made. The Company does not undertake or accept any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in its expectations or any change in events, conditions or circumstances on which any such statement is based.

Non-GAAP Financial Measures

Adjusted EBITDA is a financial measure that is not calculated in accordance with Generally Accepted Accounting Principles in the United States (“GAAP”). The Company believes that this non-GAAP financial measure provides useful information to management and investors regarding certain financial and business trends relating to the Company’s financial condition and results of operations. The Company’s management also uses this non-GAAP financial measure to compare the Company’s performance to that of prior periods for trend analyses, determining incentive compensation and for budgeting and planning purposes. Adjusted EBITDA is also used in quarterly and annual financial reports prepared for the Company’s board of directors. The Company believes that this non-GAAP measure provides an additional tool for investors to use in evaluating the Company’s ongoing operating results and in comparing the Company’s financial results with competitors who also present similar non-GAAP financial measures.

Adjusted EBITDA is defined as net income calculated in accordance with GAAP plus interest expense, income taxes, depreciation, amortization, transaction expenses, loss on debt extinguishment, stock-based compensation, other income, net, and other adjustments. Adjusted EBITDA is not pro forma for acquisitions. Adjusted EBITDA margin is defined as Adjusted EBITDA divided by total revenue for the period presented.

See “Non-GAAP Measures (Adjusted EBITDA)” below for a reconciliation of Adjusted EBITDA to net income (loss) calculated in accordance with GAAP.

Net debt is calculated as all amounts outstanding under debt agreements (currently this includes the Company’s term loan and revolving line of credit balances, excluding any offsets for capitalized deferred financing costs) measured in accordance with GAAP less cash. Cash is subtracted from the GAAP measure because it could be used to reduce the Company’s debt obligations. A limitation associated with using net debt is that it subtracts cash and therefore may imply that there is less Company debt than the most comparable GAAP measure indicates. CPH believes this non-GAAP measure provides useful information to management and investors in order to monitor the Company’s leverage and evaluate the Company’s consolidated balance sheet.

Current and prospective investors should review the Company’s audited annual and unaudited interim financial statements, which are filed with the U.S. Securities and Exchange Commission, and not rely on any single financial measure to evaluate the Company’s business. Other companies may calculate Adjusted EBITDA and net debt differently and therefore these measures may not be directly comparable to similarly titled measures of other companies.

As the underlying business and financial results of the Successor and Predecessor entities are expected to be largely consistent, excluding the impact on certain financial statement line items that were impacted by the Business Combination, management has combined the first quarter 2019 results of the Predecessor and Successor periods for comparability in certain tables below. Accordingly, in addition to presenting our results of operations as reported in our consolidated financial statements in accordance with GAAP, the tables below present the non-GAAP combined results for the first quarter of 2019.

Contact:

Company: Iain Humphries Chief Financial Officer 1-303-289-7497	Investor Relations: Gateway Investor Relations Cody Slach 1-949-574-3860 BBCP@gatewayir.com
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Concrete Pumping Holdings, Inc.
Consolidated Balance Sheets

<i>(in thousands, except per share amounts)</i>	<u>Successor</u> <u>July 31,</u> <u>2020</u>	<u>Successor</u> <u>October 31,</u> <u>2019</u>
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 4,131	\$ 7,473
Trade receivables, net	44,365	45,957
Inventory	5,339	5,254
Income taxes receivable	4,766	697
Prepaid expenses and other current assets	4,631	3,378
Total current assets	<u>63,232</u>	<u>62,759</u>
Property, plant and equipment, net	305,896	307,415
Intangible assets, net	192,228	222,293
Goodwill	223,565	276,088
Other non-current assets	1,782	1,813
Deferred financing costs	814	997
Total assets	<u>\$ 787,517</u>	<u>\$ 871,365</u>
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Revolving loan	\$ 12,990	\$ 23,555
Term loans, current portion	20,888	20,888
Current portion of capital lease obligations	95	91
Accounts payable	5,910	7,408
Accrued payroll and payroll expenses	11,183	9,177
Accrued expenses and other current liabilities	21,493	28,106
Income taxes payable	1,348	1,153
Deferred consideration	-	1,708
Total current liabilities	<u>73,907</u>	<u>92,086</u>
Long term debt, net of discount for deferred financing costs	348,183	360,938
Capital lease obligations, less current portion	405	477
Deferred income taxes	69,257	69,049
Total liabilities	<u>491,752</u>	<u>522,550</u>
Zero-dividend convertible perpetual preferred stock, \$0.0001 par value, 2,450,980 shares issued and outstanding as of July 31, 2020 and October 31, 2019	<u>25,000</u>	<u>25,000</u>
Stockholders' equity		
Common stock, \$0.0001 par value, 500,000,000 shares authorized, 58,200,084 and 58,253,220 issued and outstanding as of July 31, 2020 and October 31, 2019, respectively	6	6
Additional paid-in capital	354,696	350,489
Treasury stock	(131)	-
Accumulated other comprehensive income	1,008	(599)
(Accumulated deficit) retained earnings	(84,814)	(26,081)
Total stockholders' equity	<u>270,765</u>	<u>323,815</u>
Total liabilities and stockholders' equity	<u>\$ 787,517</u>	<u>\$ 871,365</u>

Concrete Pumping Holdings, Inc.
Consolidated Statements of Operations

	Successor				Predecessor	S/P Combined (non-GAAP)
	Three Months Ended July 31, 2020	Three Months Ended July 31, 2019	Nine Months Ended July 31, 2020	December 6, 2018 through July 31, 2019	November 1, 2018 through December 5, 2018	Nine Months Ended July 31, 2019
<i>(in thousands, except share and per share amounts)</i>						
Revenue	\$ 77,131	\$ 78,655	\$ 225,111	\$ 174,613	\$ 24,396	\$ 199,009
Cost of operations	39,330	39,665	123,295	98,396	14,027	112,423
Gross profit	37,801	38,990	101,816	76,217	10,369	86,586
Gross margin	49.0%	49.6%	45.2%	43.6%	42.5%	43.5%
General and administrative expenses	26,954	28,159	79,941	63,693	4,936	68,629
Goodwill and intangibles impairment	-	-	57,944	-	-	-
Transaction costs	-	176	-	1,458	14,167	15,625
Income (loss) from operations	10,847	10,655	(36,069)	11,066	(8,734)	2,332
Interest expense, net	(8,364)	(9,843)	(26,632)	(24,753)	(1,644)	(26,397)
Loss on extinguishment of debt	-	-	-	-	(16,395)	(16,395)
Other income, net	36	28	139	59	6	65
Income (loss) before income taxes	2,519	840	(62,562)	(13,628)	(26,767)	(40,395)
Income tax expense (benefit)	(462)	(1,922)	(3,829)	(3,115)	(4,192)	(7,307)
Net Income (loss)	2,981	2,762	(58,733)	(10,513)	(22,575)	(33,088)
Less preferred shares dividends	(489)	(456)	(1,432)	(1,159)	(126)	(1,285)
Less undistributed earnings allocated to preferred shares	-	-	-	-	-	-
Income (loss) available to common shareholders	\$ 2,492	\$ 2,306	\$ (60,165)	\$ (11,672)	\$ (22,701)	\$ (34,373)
Weighted average common shares outstanding						
Basic	52,782,663	49,940,411	52,752,884	37,155,182	7,576,289	
Diluted	55,892,193	53,122,690	52,752,884	37,155,182	7,576,289	
Net (loss) income per common share						
Basic	\$ 0.05	\$ 0.05	\$ (1.14)	\$ (0.31)	\$ (3.00)	
Diluted	\$ 0.04	\$ 0.05	\$ (1.14)	\$ (0.31)	\$ (3.00)	

Concrete Pumping Holdings, Inc.
Consolidated Statements of Cash Flows

	Successor		Predecessor	S/P Combined (non-GAAP)
	Nine Months Ended July 31, 2020	December 6, 2018 through July 31, 2019	November 1, 2018 through December 5, 2018	Nine months Ended July 31, 2019
<i>(in thousands, except per share amounts)</i>				
Net income (loss)	\$ (58,733)	\$ (10,513)	\$ (22,575)	\$ (33,088)
Adjustments to reconcile net income to net cash provided by operating activities:				
Goodwill and intangibles impairment	57,944	-	-	-
Depreciation	19,537	14,125	2,060	16,185
Deferred income taxes	92	(2,983)	(4,355)	(7,338)
Amortization of deferred financing costs	3,094	1,385	152	1,537
Write off deferred debt issuance costs	-	-	3,390	3,390
Amortization of debt premium	-	-	(11)	(11)
Amortization of intangible assets	25,290	22,235	653	22,888
Stock-based compensation expense	4,207	1,986	27	2,013
Prepayment penalty on early extinguishment of debt	-	-	13,004	13,004
(Gain)/loss on the sale of property, plant and equipment	(944)	420	(166)	254
Payment of contingent consideration in excess of amounts established in purchase accounting	(526)	-	-	-
Net changes in operating assets and liabilities (net of acquisitions):				
Trade receivables, net	1,668	(4,346)	485	(3,861)
Inventory	(63)	(143)	(294)	(437)
Prepaid expenses and other current assets	(3,520)	(4,209)	(1,283)	(5,492)
Income taxes payable, net	(3,899)	(279)	203	(76)
Accounts payable	(1,489)	(7,666)	(654)	(8,320)
Accrued payroll, accrued expenses and other current liabilities	10,826	(8,587)	17,280	8,693
Net cash (used in) provided by operating activities	53,484	1,425	7,916	9,341
Cash flows from investing activities:				
Purchases of property, plant and equipment	(36,658)	(29,700)	(503)	(30,203)
Proceeds from sale of property, plant and equipment	6,392	1,546	364	1,910
Cash withdrawn from Industrea Trust Account	-	238,474	-	238,474
Acquisition of net assets, net of cash acquired - CPH acquisition	-	(449,434)	-	-
Net cash (used in) investing activities	(30,266)	(239,114)	(139)	(239,253)
Cash flows from financing activities:				
Proceeds on long term debt	-	417,000	-	417,000
Payments on long term debt	(15,666)	(9,747)	-	(9,747)
Proceeds on revolving loan	206,420	161,123	4,693	165,816
Payments on revolving loan	(217,162)	(128,932)	(20,056)	(148,988)
Redemption of common shares	-	(231,415)	-	(231,415)
Payment of debt issuance costs	-	(23,708)	-	(23,708)
Payments on capital lease obligations	(67)	(56)	(7)	(63)
Purchase of treasury stock	(131)	-	-	-
Issuance of preferred shares	-	25,000	-	25,000
Payment of underwriting fees	-	(8,050)	-	(8,050)
Payment of contingent consideration established in purchase accounting	(1,161)	-	-	-
Proceeds on exercise of rollover incentive options	-	1,370	-	1,370
Net cash provided by (used in) financing activities	(27,767)	202,585	(15,370)	187,215
Effect of foreign currency exchange rate on cash	1,207	(3,183)	(70)	(3,253)
Net increase (decrease) in cash	(3,342)	4,525	(7,663)	(3,138)
Cash:				
Beginning of period	7,473	4	-	-
End of period	<u>\$ 4,131</u>	<u>\$ 4,529</u>	<u>\$ 958</u>	<u>\$ 4,529</u>

Concrete Pumping Holdings, Inc.
Segment Revenue

	Successor		Change	
	Three Months Ended July 31, 2020	Three Months Ended July 31, 2019	\$	%
	<i>(in thousands)</i>			
Revenue				
U.S. Concrete Pumping	\$ 58,644	\$ 58,354	\$ 290	0.5%
U.K. Operations	9,208	12,492	(3,284)	-26.3%
U.S. Concrete Waste Management Services	9,390	7,967	1,423	17.9%
Corporate	625	626	(1)	-0.2%
Intersegment	(736)	(784)	48	-6.1%
	<u>\$ 77,131</u>	<u>\$ 78,655</u>	<u>\$ (1,524)</u>	<u>-1.9%</u>

	Successor		Predecessor	S/P Combined (non-GAAP)	Change	
	Nine Months Ended July 31, 2020	December 6, 2018 through April 30, 2019	November 1, 2018 through December 5, 2018	Nine Months Ended July 31, 2019	\$	%
	<i>(in thousands)</i>					
Revenue						
U.S. Concrete Pumping	\$ 171,209	\$ 124,969	\$ 16,659	\$ 141,628	\$ 29,581	20.9%
U.K. Operations	28,294	30,996	5,143	36,139	(7,845)	-21.7%
U.S. Concrete Waste Management Services	25,978	18,806	2,628	21,434	4,544	21.2%
Corporate	1,875	1,634	242	1,876	(1)	-0.1%
Intersegment	(2,245)	(1,792)	(276)	(2,068)	(177)	8.6%
	<u>\$ 225,111</u>	<u>\$ 174,613</u>	<u>\$ 24,396</u>	<u>\$ 199,009</u>	<u>\$ 26,102</u>	<u>13.1%</u>

Concrete Pumping Holdings, Inc.
Segment Adjusted EBITDA

	Successor		Change	
	Three Months Ended July 31, 2020	Three Months Ended July 31, 2019	\$	%
<i>(in thousands)</i>				
Adjusted EBITDA				
U.S. Concrete Pumping	\$ 21,170	\$ 22,029	\$ (859)	-3.9%
U.K. Operations	3,397	4,278	(881)	-20.6%
U.S. Concrete Waste Management Services	4,846	3,628	1,218	33.6%
Corporate	625	625	-	0.0%
	<u>\$ 30,038</u>	<u>\$ 30,560</u>	<u>\$ (522)</u>	<u>-1.7%</u>

	Successor		Predecessor	S/P Combined (non-GAAP)	Change	
	Nine Months Ended July 31, 2020	December 6, 2018 through July 31, 2019	November 1, 2018 through December 5, 2018	Nine Months Ended July 31, 2019	\$	%
<i>(in thousands)</i>						
Adjusted EBITDA						
U.S. Concrete Pumping	\$ 54,338	\$ 36,707	\$ 7,627	\$ 44,334	\$ 10,004	22.6%
U.K. Operations	8,524	9,706	1,396	11,102	(2,578)	-23.2%
U.S. Concrete Waste Management Services	12,650	8,309	388	8,697	3,953	45.5%
Corporate	1,875	1,633	177	1,810	65	3.6%
	<u>\$ 77,387</u>	<u>\$ 56,355</u>	<u>\$ 9,588</u>	<u>\$ 65,943</u>	<u>\$ 11,444</u>	<u>17.4%</u>

Concrete Pumping Holdings, Inc.
Quarterly Financial Performance

<i>(dollars in millions)</i>	<u>Revenue</u>	<u>Net Income (Loss)</u>	<u>Adjusted EBITDA¹</u>	<u>Capital Expenditures</u>	<u>Adjusted EBITDA less Capital Expenditures</u>
Q1 2017	\$ 46	\$ (6)	\$ 14	\$ 4	\$ 9
Q2 2017	\$ 51	\$ 3	\$ 16	\$ 3	\$ 13
Q3 2017	\$ 55	\$ 4	\$ 18	\$ 1	\$ 18
Q4 2017	\$ 60	\$ 1	\$ 20	\$ 14	\$ 6
Q1 2018	\$ 53	\$ 18	\$ 16	\$ 7	\$ 9
Q2 2018	\$ 56	\$ 5	\$ 18	\$ 1	\$ 17
Q3 2018	\$ 66	\$ 5	\$ 22	\$ 11	\$ 11
Q4 2018	\$ 68	\$ 1	\$ 22	\$ 9	\$ 13
Q1 2019	\$ 58	\$ (26)	\$ 17	\$ 11	\$ 6
Q2 2019	\$ 62	\$ (10)	\$ 18	\$ 13	\$ 5
Q3 2019	\$ 79	\$ 3	\$ 31	\$ 4	\$ 27
Q4 2019	\$ 84	\$ 1	\$ 30	\$ 5	\$ 25
Q1 2020	\$ 74	\$ (3)	\$ 24	\$ 20	\$ 4
Q2 2020	\$ 74	\$ (59)	\$ 24	\$ 4	\$ 20
Q3 2020	\$ 77	\$ 3	\$ 30	\$ 6	\$ 24

¹ Adjusted EBITDA is a financial measure that is not calculated in accordance with Generally Accepted Accounting Principles in the United States ("GAAP"). See "Non-GAAP Financial Measures" above for a discussion of the definition of this measure and reconciliation of such measure to its most comparable GAAP measure.

Concrete Pumping Holdings, Inc.
Reconciliation of Net Income (Loss) to Reported EBITDA to Adjusted EBITDA

	Successor				Predecessor	S/P Combined (non-GAAP)
	Three Months Ended July 31, 2020	Three Months Ended July 31, 2019	Nine Months Ended July 31, 2020	December 6, 2018 through July 31, 2019	November 1, 2018 through December 5, 2018	Nine Months Ended July 31, 2019
<i>(dollars in thousands)</i>						
Consolidated						
Net income (loss)	\$ 2,981	\$ 2,762	\$ (58,733)	\$ (10,513)	\$ (22,575)	\$ (33,088)
Interest expense, net	8,364	9,843	26,632	24,753	1,644	26,397
Income tax expense (benefit)	(462)	(1,922)	(3,829)	(3,115)	(4,192)	(7,307)
Depreciation and amortization	14,665	16,477	44,827	36,984	2,713	39,697
EBITDA	25,548	27,160	8,897	48,109	(22,410)	25,699
Transaction expenses	-	176	-	1,458	14,167	15,625
Loss on debt extinguishment	-	-	-	-	16,395	16,395
Stock based compensation	1,357	1,625	4,208	1,986	-	1,986
Other expense (income)	(36)	(28)	(139)	(59)	(6)	(65)
Goodwill and intangibles impairment	-	-	57,944	-	-	-
Other adjustments	3,169	1,627	6,477	4,861	1,442	6,303
Adjusted EBITDA	\$ 30,038	\$ 30,560	\$ 77,387	\$ 56,355	\$ 9,588	\$ 65,943
U.S. Concrete Pumping						
Net income (loss)	\$ 865	\$ 1,432	\$ (45,925)	\$ (11,532)	\$ (25,252)	\$ (36,784)
Interest expense, net	7,620	9,046	24,448	22,758	1,154	23,912
Income tax expense (benefit)	(368)	(2,482)	(4,505)	(3,414)	(2,102)	(5,516)
Depreciation and amortization	9,745	9,938	29,893	21,471	1,635	23,106
EBITDA	17,862	17,934	3,911	29,283	(24,565)	4,718
Transaction expenses	-	1,458	-	1,458	14,167	15,625
Loss on debt extinguishment	-	-	-	-	16,395	16,395
Stock based compensation	1,357	1,625	4,208	1,986	-	1,986
Other expense (income)	1	(26)	(16)	(57)	(6)	(63)
Goodwill and intangibles impairment	-	-	43,500	-	-	-
Other adjustments	1,950	1,038	2,735	4,037	1,636	5,673
Adjusted EBITDA	\$ 21,170	\$ 22,029	\$ 54,338	\$ 36,707	\$ 7,627	\$ 44,334
U.K. Operations						
Net income (loss)	\$ (20)	\$ 999	\$ (16,868)	\$ 230	\$ 158	\$ 388
Interest expense, net	744	796	2,184	1,994	490	2,484
Income tax expense (benefit)	(61)	354	333	60	49	109
Depreciation and amortization	2,052	2,864	6,313	7,161	890	8,051
EBITDA	2,715	5,013	(8,038)	9,445	1,587	11,032
Transaction expenses	-	-	-	-	-	-
Loss on debt extinguishment	-	-	-	-	-	-
Stock based compensation	-	-	-	-	-	-
Other expense (income)	(37)	-	(123)	-	-	-
Goodwill and intangibles impairment	-	-	14,444	-	-	-
Other adjustments	719	(735)	2,241	261	(191)	70
Adjusted EBITDA	\$ 3,397	\$ 4,278	\$ 8,524	\$ 9,706	\$ 1,396	\$ 11,102

Concrete Pumping Holdings, Inc.
Reconciliation of Net Income (Loss) to Reported EBITDA to Adjusted EBITDA (continued)

	Successor				Predecessor	S/P Combined (non-GAAP)
	Three Months Ended July 31, 2020	Three Months Ended July 31, 2019	Nine Months Ended July 31, 2020	December 6, 2018 through July 31, 2019	November 1, 2018 through December 5, 2018	Nine Months Ended July 31, 2019
<i>(dollars in thousands)</i>						
U.S. Concrete Waste Management Services						
Net income (loss)	\$ 1,679	\$ 321	\$ 2,904	\$ (65)	\$ 2,009	\$ 1,944
Interest expense, net	-	1	-	1	-	1
Income tax expense (benefit)	6	8	245	(20)	(1,784)	(1,804)
Depreciation and amortization	2,661	3,257	8,000	7,832	163	7,995
EBITDA	4,346	3,587	11,149	7,748	388	8,136
Transaction expenses	-	-	-	-	-	-
Loss on debt extinguishment	-	-	-	-	-	-
Stock based compensation	-	-	-	-	-	-
Other expense (income)	-	(2)	-	(2)	-	(2)
Goodwill and intangibles impairment	-	-	-	-	-	-
Other adjustments	500	43	1,501	563	-	563
Adjusted EBITDA	\$ 4,846	\$ 3,628	\$ 12,650	\$ 8,309	\$ 388	\$ 8,697
Corporate						
Net income (loss)	\$ 457	\$ 10	\$ 1,156	\$ 854	\$ 510	\$ 1,364
Interest expense, net	-	-	-	-	-	-
Income tax expense (benefit)	(39)	198	98	259	(355)	(96)
Depreciation and amortization	207	418	621	520	25	545
EBITDA	625	626	1,875	1,633	180	1,813
Transaction expenses	-	(1,282)	-	-	-	-
Loss on debt extinguishment	-	-	-	-	-	-
Stock based compensation	-	-	-	-	-	-
Other expense (income)	-	-	-	-	-	-
Goodwill and intangibles impairment	-	-	-	-	-	-
Other adjustments	-	1,281	-	-	(3)	(3)
Adjusted EBITDA	\$ 625	\$ 625	\$ 1,875	\$ 1,633	\$ 177	\$ 1,810

Concrete Pumping Holdings, Inc.
Reconciliation of Net Debt

	January 31, 2020	April 30, 2020	July 31, 2020	Change in Net Debt Q2 to Q3
<i>(in thousands)</i>				
Term loan outstanding	\$ 396,871	\$ 391,650	\$ 386,427	\$ (5,223)
Revolving loan draws outstanding	38,661	39,211	12,990	(26,221)
Less: Cash	(2,636)	(18,048)	(4,131)	13,917
Net debt	\$ 432,896	\$ 412,813	\$ 395,286	\$ (17,527)

**CONCRETE
PUMPING
HOLDINGS**

NASDAQ: BBCP



INVESTOR PRESENTATION | September 2020

Disclaimer

Forward-Looking Statements

This investor presentation ("Investor Presentation") includes "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. The actual results of Concrete Pumping Holdings Inc. (the "Company" or "CPH") may differ from the Company's expectations, estimates and projections and, consequently, you should not rely on these forward-looking statements as predictions of future events. Words such as "expect," "estimate," "project," "budget," "forecast," "anticipate," "intend," "plan," "may," "will," "could," "should," "believe," "predict," "potential," "continue," and similar expressions are intended to identify such forward-looking statements. These forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially from the expected results. Most of these factors are outside the Company's control and are difficult to predict. Factors that may cause such differences include, but are not limited to: the impacts of the COVID-19 pandemic and related economic conditions on the Company; the outcome of any legal proceedings or demand letters that may be instituted against or sent to the Company; the ability to recognize the anticipated benefits of the Capital Pumping, LP ("Capital") acquisition, which may be affected by, among other things, competition, the ability of the Company to grow and manage growth profitably and retain its key employees; costs related to the Capital acquisition; changes in applicable laws or regulations; the possibility that the Company may be adversely affected by other economic, business, and/or competitive factors; and other risks and uncertainties described in the Company's filings with the Securities and Exchange Commission. The Company cautions that the foregoing list of factors is not exclusive. The Company cautions readers not to place undue reliance upon any forward-looking statements, which speak only as of the date made. The Company does not undertake or accept any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in its expectations or any change in events, conditions or circumstances on which any such statement is based.

Industry and Market Data

In this Investor Presentation, we rely on and refer to information and statistics regarding market participants in the sectors in which the Company competes and other industry data. We obtained this information and statistics from third-party sources, including reports by market research firms, and company filings.

Historical and Projected Financial Information

Annual financial information of the Company is based on its fiscal year end of October 31. This Investor Presentation contains financial forecasts, which were prepared in good faith by the Company on a basis believed to be reasonable. Such financial forecasts have not been prepared in conformity with generally accepted accounting principles ("GAAP"). The Company's independent auditors have not audited, reviewed, compiled or performed any procedures with respect to the projections for the purpose of their inclusion in this Investor Presentation, and accordingly, they have not expressed an opinion nor provided any other form of assurance with respect thereto for the purpose of this Investor Presentation. These projections are for illustrative purposes only and should not be relied upon as being necessarily indicative of future results. Certain of the above-mentioned projected information has been provided for purposes of providing comparisons with historical data. The assumptions and estimates underlying the prospective financial information are inherently uncertain and are subject to a wide variety of significant business, economic and competitive risks and uncertainties that could cause actual results to differ materially from those contained in the prospective financial information. Projections are inherently uncertain due to a number of factors outside of the Company's control. Accordingly, there can be no assurance that the prospective results are indicative of future performance of the Company or that actual results will not differ materially from those presented in the prospective financial information. Inclusion of the prospective financial information in this Investor Presentation should not be regarded as a representation by any person that the results contained in the prospective financial information will be achieved.

Non-GAAP Financial Measures

This Investor Presentation includes non-GAAP financial measures, including but not limited to Adjusted EBITDA and Net debt. The Company defines Adjusted EBITDA as net income (loss) plus interest expense, income taxes, depreciation and amortization, transaction expenses, loss on debt extinguishment, stock-based compensation, other income, net, and other adjustments. Adjusted EBITDA Pro Forma for Acquisitions is Adjusted EBITDA after giving pro forma effect to certain acquisitions as if such acquisitions had occurred on the first day of the period presented. Net debt reflects all principal amounts outstanding under debt agreements less cash. These measures should not be used as substitutes for their most comparable measures calculated in accordance with GAAP. See the reconciliations of Non-GAAP measures on sides 29-31. The Company believes that the Adjusted EBITDA non-GAAP measure provides useful information to management and investors regarding certain financial and business trends relating to the Company financial condition and results of operations. The Company's management uses Adjusted EBITDA to compare performance to that of prior periods for trend analyses and for budgeting and planning purposes. The Company believes the Net debt non-GAAP measure provides useful information to management and investors in order to monitor the Company's leverage and evaluate the Company's consolidated balance sheet. You should not rely on any single financial measure to evaluate the Company's business. Other companies may calculate Adjusted EBITDA differently, and therefore it may not be directly comparable to similarly titled measures of other companies.

A reconciliation of non-GAAP forward looking information to their corresponding GAAP measures has not been provided due to the lack of predictability regarding the various reconciling items such as provision for income taxes and depreciation and amortization, which are expected to have a material impact on these measures and cannot be predicted without unreasonable efforts.

Who We Are

- We are the largest¹ U.S. & U.K. concrete pumping service provider with a high-growth concrete waste management service (Eco-Pan)
- We are a specialty service provider
 - Experienced professionals operate a fleet of highly technical equipment
 - Our clients are construction companies; we invoice daily and have strong pipeline visibility
 - Outstanding service levels are paramount to our value proposition
- We DO NOT:
 - Take possession of concrete
 - Accept liability for the concrete we place
 - Accept construction risk
 - Rent our equipment to customers
 - Use percentage of completion accounting

¹ Management estimates.



Business Overview

Concrete Pumping



- Largest concrete pumping service provider in the U.S. with ~13% market share (Brundage-Bone + Capital) & the U.K.¹ with ~34% market share (Camfaud)¹
- Optimize utilization through broad geographic footprint & comprehensive suite of equipment

Concrete Waste Management



- Leading concrete waste management service provider in the U.S.; emerging presence in U.K.
- Simple, fully-compliant & cost-effective solution for handling concrete washout

Key Highlights

~\$310 Million

FY19 Revenue Pro Forma for Acquisitions²

~\$109 Million

FY19 Adjusted EBITDA Pro Forma for Acquisitions³

Market Leader

In Every Region Served

ZERO

Bonding / Surety Requirements

Our Equipment

Truck-Mounted Boom Pumps



Stationary Concrete Pumps



Placing Booms



Telebelts



Eco-Pan Trucks



Concrete Washout Pans



¹ Management's estimates.

² Represents CPH's FY 2019 revenue plus Capital's pre-closing revenue from November 1, 2018 through mid-May 2019. Source: Company's 2019 10-K, Note 4 (Business Combinations) to the Consolidated Financial Statements.

³ Represents CPH's FY 2019 Adjusted EBITDA plus Capital's pre-closing Adjusted EBITDA from November 1, 2018 through mid-May 2019. Source: Company's 2019 10-K Adjusted EBITDA of \$85.9M plus Capital pro forma EBITDA of \$23.1M from 11/1/2018 - 5/15/2019.

Why Invest in CPH?

✓ Largest player¹ in a growing industry (~13% U.S. share, ~34% U.K. share)

- Scale provides competitive advantages in serving customers, purchasing & fleet utilization
- Pumping continues to gain share from traditional methods

✓ Strong financial profile & unit economics

- Attractive EBITDA & free cash flow margins relative to specialty rental peers
- Equipment purchases are immediately tax deductible; current NOL balance of ~\$59 million
- Strong 25% & 54% unlevered return on concrete pumping & concrete waste management capital expenditures, respectively

✓ Eco-Pan is a “category killer” with strong secular tailwinds

- Every concrete placement & concrete pumping job requires a washout service
- We offer a differentiated level of service and are the only player with a multi-region footprint
- Eco-Pan can be cross-sold to every concrete pumping customer

✓ Proven acquisition platform & industry consolidator

- Tuck-ins structured as asset purchases (immediately tax deductible) at attractive valuations
- Recent Capital acquisition has been transformative, exceeding expectations

✓ Experienced team with aligned incentives

- CPH employees own 12% of the company²

¹Management estimates.

²See slide 32 in the appendix for a detailed analysis of shares & other equivalents outstanding.

Industry-Leading Team Highly Aligned with Shareholders

- **Company employees own 12%¹**
 - CEO with ~40-year industry tenure owns 3%
- **CPH backed by private equity firm Argand Partners who owns 27%**
 - First invested in late 2018 at \$10.20/share
 - Further investment to support Capital Pumping transaction
- **6.6M share management incentive plan²**
 - ~80% is performance-vested
 - ~20% is time-vested



BRUCE YOUNG - Chief Executive Officer

- CEO since 2008, CEO of Eco-Pan since 1999
- Senior VP of Operations, Brundage-Bone: 2001 – 2008
- ~40 years of industry experience



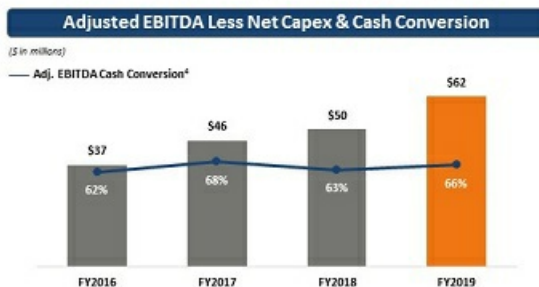
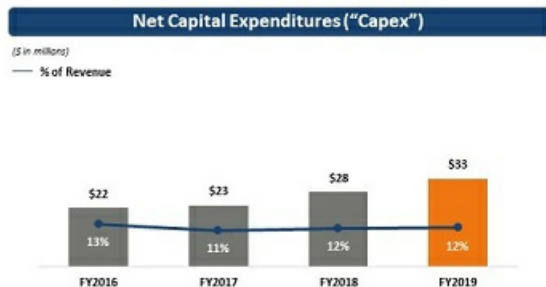
IAIN HUMPHRIES - Chief Financial Officer

- CFO since 2016
- CFO of Wood Group PSN Americas (LSE:WG): 2013 – 2016
- 20+ years of international financial & managerial experience

¹ See slide 32 in the appendix for a detailed analysis of shares & other equivalents outstanding.

² 0.9 million are in the form of options.

Strong Track Record of Growth



Note: CFH has an October 31st fiscal year end. Figures may not sum due to rounding.
¹ Represents CFH's FY 2019 revenue plus Capital's pre-closing revenue from November 1, 2018 through mid-May 2019.
² Represents CFH's FY 2019 Adjusted EBITDA plus Capital's pre-closing Adjusted EBITDA from November 1, 2018 through mid-May 2019.
³ Adjusted EBITDA is a non-GAAP financial measure. See slide 31 for a reconciliation of Adjusted EBITDA to net income. EBITDA margin is calculated by dividing Adjusted EBITDA by total revenue for the period presented.
⁴ Adjusted EBITDA cash conversion is calculated by dividing Adjusted EBITDA less capex by Adjusted EBITDA for the period presented.

Why Clients Choose CPH

**Concrete Placement is
Highly Critical & Time Sensitive**

**Need for Faster, Safer &
Higher Quality Service**

Advantages of concrete pumping

~90 mins

Time before ready-mix concrete perishes

~10%

*Ready-mix concrete costs
(as % of overall project costs)*

~1-2%

*Concrete pumping costs
(as % of overall project costs)*



CPH Competitive Advantages

Technical Expertise

- 30+ years of successful operating history
- Experienced and knowledgeable operators

Availability

- More pumps and skilled operators than competitors

Reliability

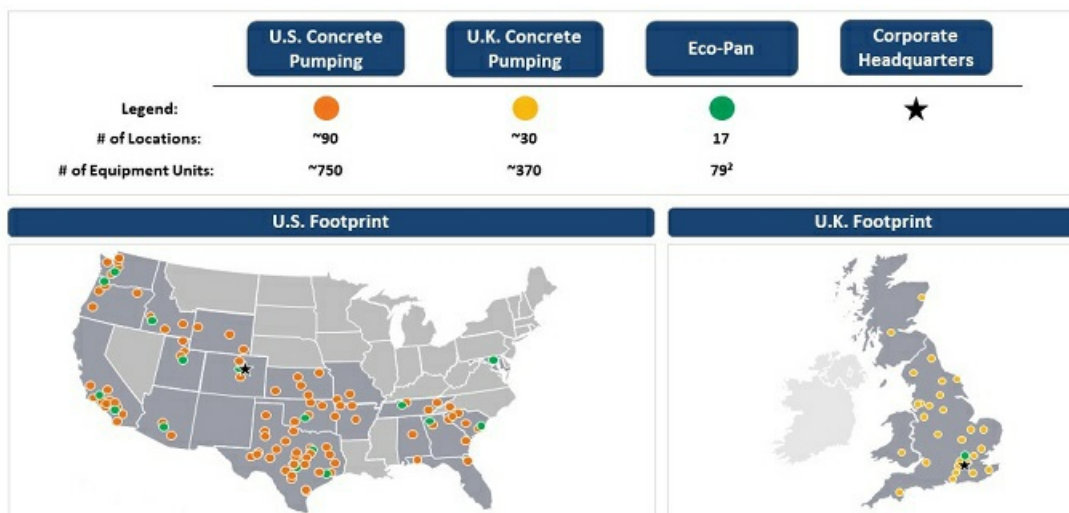
- Track record of quality and on-time completion

Wide Range Of Equipment

- ~800 boom pumps ranging from 17 to 65 meters
- ~345 stationary pumps, placing booms, telebelts, etc.

Unrivaled Geographic Footprint in Two Countries

#1 Player¹ in Each Region Served for All Business Segments



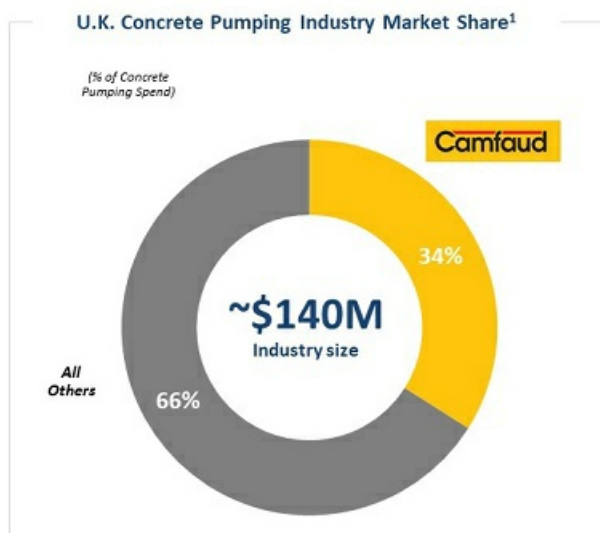
Note: Thornton, CO (near Denver) is the HQ for CPH, Epping, England (near London) is the main corporate office in the U.K. First Eco-Pan location in the U.K. opened in Q3 FY 2019. Location data as of July 2020.
¹Management estimates.
²Represents truck count.

Industry Leader in a Growing Sector

~7x Larger Than Nearest Competitor in U.S., ~10x in U.K.¹



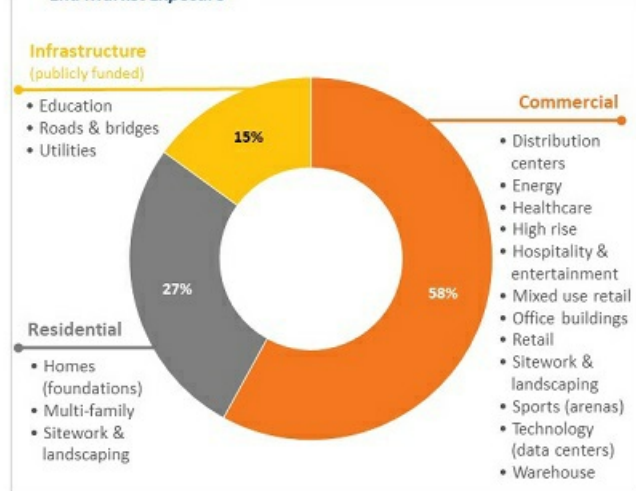
¹ Management estimates.



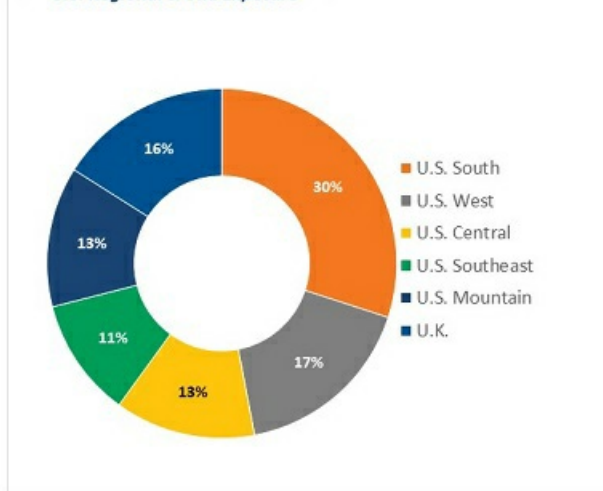
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Diversified Regional & End Market Exposure

End Market Exposure¹

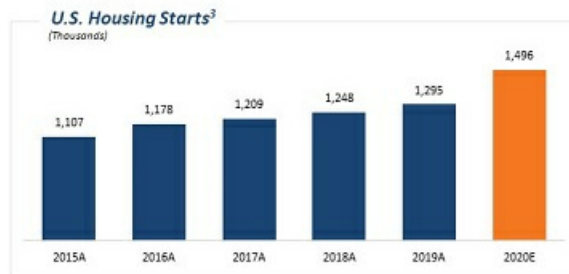
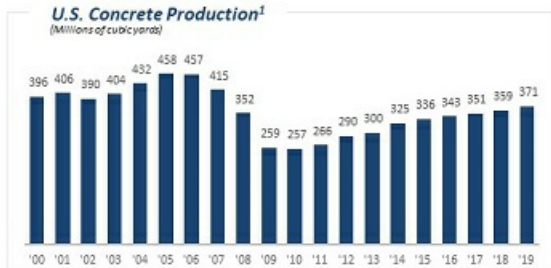


U.S. Regional & U.K. Exposure²



¹ Based on CPH's U.S. Concrete Pumping segment FY 2019 revenue (excl. the pre-acquisition results of Capital sales data).
² Analysis is based on CPH's FY 2019 revenue pro forma of acquisitions.

Favorable Business Conditions



¹ NRMCA (National Ready Mixed Concrete Association), March 2020.
² Census.gov – annual construction spending, 2008-2019, 2020-2021E derived from tradingeconomics.com as of August 2020.
³ www.HousingEconomics.com; Housing & Interest Rate Forecast, 07/14/2020.

Advantages of Our Scale

Purchasing benefits

for fuel, OEM capex purchases & parts

Breadth of services

to service large, more complex jobs

Trained operators


with a leading track record of safety

Fleet availability

to match customer demand & requirements

Higher utilization

leads to higher revenue per equipment



In our industry, we compete based upon level of customer service, fleet availability and equipment breadth...

...Our unique strengths in these areas lead to premium margin levels.

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Strong Unit Economics

We aim to generate excellent returns on our capital expenditures

Concrete Pumping Unit Economics



~25%
Unlevered ROI

~4-5 Years Payback Period vs. **~20 Years** Useful Life of Assets

Eco-Pan Unit Economics



~54%
Unlevered ROI

~1.9 Years Payback Period vs. **~20 Years** Useful Life of Assets

Note: Unit economics and return profile reflect historical results and may not be indicative of future returns.

Disciplined Approach to Fleet Management

- We own our entire fleet (no leasing)
- Employ qualified mechanics to ensure fleet is well maintained
- Leverage scale and fleet mobility to achieve target utilization level of ~85%
- Scale allows us to purchase equipment and parts directly from suppliers to OEMs at a discount to peers
- Equipment lasts ~20 years because we frequently replace all wear parts, repairs are expensed as incurred

CPH Fleet Overview

(Pump lengths in meters; avg. age and useful life in years)

Equipment Type	Fleet Count	Average Age	Expected Useful Life
Up to 33m	255	10.0	20
34m to 43m	321	10.4	20
44m to 51m	108	6.8	18
52m+	96	3.7	12
Total Booms	780	8.8	19
Stationary / Other	249	7.1	20
Placing Booms	71	10.6	25
Telebelts	19	6.8	15
Grand Total	1,119	8.8	19
Eco-Pan	80	7.0	20

* Fleet profiles as of July 31, 2020, includes Capital Pumping acquisition.

Disruptive Concrete Waste Management Solution



¹ Management estimates.

Proven M&A Platform

The Recent Capital Transaction Has Been Transformative

- **Acquirer of Choice:** Completed 45+ acquisitions since 1983 (avg. estimated acquisition Adjusted EBITDA multiples¹ <4.5x)
- **Benefits of Scale:** Track record of increasing Adjusted EBITDA margins of target within first few years through utilization increases, price optimization, capex and fuel purchasing discounts, and operating expense synergies
- **Clear Acquisition Criteria:** Strong management, good employee and customer relationships, well maintained fleet and meaningful potential for synergies
- **Compelling Tax Benefits Available:** Transactions typically structured for 100% cost expensing for tax purposes
- **Strong Acquisition Pipeline:** ~\$100M of additional Adjusted EBITDA identified

Acquisitions Since 2015

Company Name	Locations	Purchase Price (millions)	Est. Acquisition Adjusted EBITDA Multiple ¹
Solid Rock	TX	\$1.1	2.6x
Dyna Pump	TX	\$0.3	1.6x
Action	SC, TN, AL	\$5.6	7.3x
AJ / Kenyon	SC	\$1.7	2.1x
Camfaud	U.K.	£45.5	4.4x
Reilly	U.K.	£10.2	4.0x
O'Brien	CO	\$21.0	4.0x
Atlas	ID	\$3.8	NA
Capital	TX	\$129.2	5.3x

Note: Figures above are indicative of historical acquisition results. There can be no assurances that future acquisitions will occur or perform in line with historical achievements.
¹ Estimated acquisition Adjusted EBITDA multiples are before synergies.

Q3 2020 Financial Performance



Segmented Revenue¹

(\$ in millions)



Segmented Adjusted EBITDA^{2,3}

(\$ in millions)



U.S. Concrete Pumping Commentary

- Slight revenue increase to \$58.6M driven by:
 - Broad end-market strength & organic growth in most markets
- Revenue partially offset by retail & hospitality projects experiencing COVID-related delays
- Continue to expect near-term year-over-year revenue growth

U.S. Concrete Waste Management Commentary

- 18% revenue growth
- Robust improvements in most markets & higher utilization of assets
- Price per pickup growing year-over-year
- Launched “roll-off” services in several locations
- 34% adjusted EBITDA growth

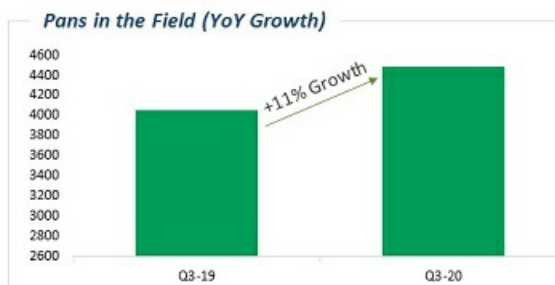
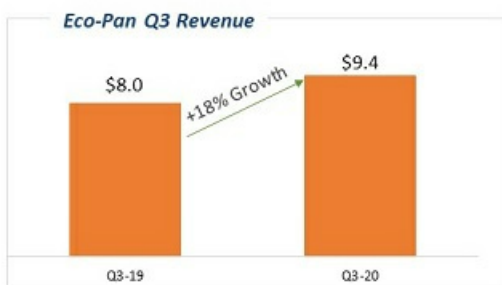
U.K. Operations

- Revenue declined to \$9.2M
 - Largely attributable to COVID-19 & market shutdowns
- Pace of recovery has turned out to be slower than in the U.S. Now expect this market will continue to recover into fiscal 2021.
- Focused on proactive measures to rationalize expenses & manage cash flow to keep this market well positioned in the recovery.

Note: CPH has an October 31st fiscal year end.
¹ Segments exclude corporate and intersegment adjustments of \$(0.2M) and \$(0.1M) in Q3-19 and Q3-20, respectively.
² Refer to slide 30 for a reconciliation of Adjusted EBITDA to net income.
³ Segments exclude \$0.6M in corporate Adjusted EBITDA in both Q3-19 and Q3-20.

U.S. Concrete Waste Management Continuing Momentum

- Fiscal Q3 saw continued growth due to:
 - Improvements in majority of markets
 - Higher utilization
 - New leadership
 - Price-per-pickup growing year-over-year
 - Avg. pans in the field (leading indicator for future pickups) are at very robust levels
 - Up 11% year-over-year



Financial Flexibility & Strong Liquidity

✓ Favorable Cash Flow Characteristics

- Healthy operational cash flow
- Specialized, technical construction service drives strong margins
- 34.4% Adj. EBITDA margin¹ in first nine months of FY20, well above specialty rental peer group
- Daily invoicing & light working capital business model

✓ Enhanced Liquidity Position as of July 31, 2020

- ~\$43.5M of total available liquidity between cash on balance sheet & availability on ABL Revolver
- Net debt¹ of ~\$395M
- Delivered a 32% improvement in liquidity, \$17.5M reduction in net debt

✓ No Maturities Until Dec 2023

- ABL Revolver: 5 years (matures Dec 2023)
- Term Loan Facility: 7 years (matures Dec 2025)

✓ Covenant Light

- No financial covenants on Term Loan
- ABL revolver has springing 1:1 fixed charge ratio based on total excess availability – Company believes it has significant headroom

¹ See appendix for a reconciliation of this non-GAAP measure.

Key Valuation Information

Trading Data @ (9/4/20)

Stock
Price
\$4.42

\$1.82/\$6.10
52 WEEK LOW/HIGH

102,516
AVG. DAILY VOL. (3 MO.)

57M
FULLY DILUTED IN-THE-MONEY
SHARES AND EQUIVALENTS¹

~35M
FREELY TRADEABLE PUBLIC
SHARES

Capital Structure

Enterprise
Value²
\$647M

\$252M
EQUITY VALUE²

\$395M
NET DEBT

Financial Overview

FY19 Pro Forma
Adj. EBITDA³
\$109M

~\$310M
FY2019 PRO FORMA REVENUE⁴

35%
FY2019 PRO FORMA ADJ.
EBITDA MARGIN⁵

Valuation Measures

EV/FY19 Pro Forma
Adj. EBITDA
6.0x

41%
EV/FY19 PRO FORMA ADJ.
EBITDA DISCOUNT TO SPECIALTY
RENTAL PEERS⁶

8.5x
EV/(FY19 PRO FORMA ADJ.
EBITDA – NET CAPEX)

45%
EV/(FY19 PRO FORMA ADJ.
EBITDA – NET CAPEX) DISCOUNT
TO SPECIALTY RENTAL PEERS⁶

Note: CPH has an October 31st fiscal year end.

¹ Refer to slide 32 for a reconciliation. Calculated as "Outstanding Shares" of 58.2 million plus "Shares Underlying Convertible Securities" of 4.0 million less Performance Based shares and equivalents under the Management Incentive Plan of 5.3 million.

² CPH's equity value calculated as the total number of fully diluted in-the-money shares and equivalents multiplied by the current share price of \$4.42 per share. CPH's enterprise value calculated as equity value plus net debt of \$395 million.

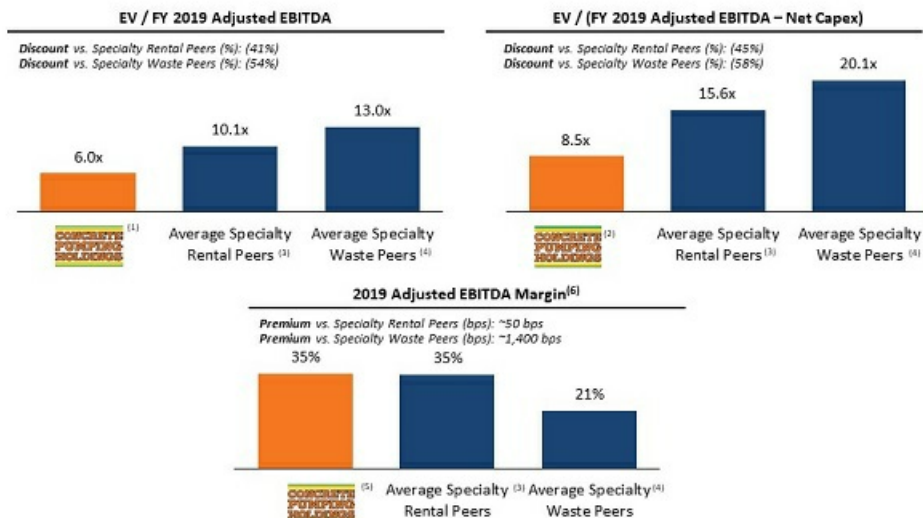
³ Represents CPH's FY 2019 Adjusted EBITDA plus Capital's pre-closing Adjusted EBITDA from November 1, 2018 through mid-May 2019.

⁴ Represents CPH's FY 2019 revenue plus Capital's pre-closing revenue from November 1, 2018 through mid-May 2019.

⁵ Represents CPH's FY 2019 PF Adjusted EBITDA divided by CPH's FY 2019 PF revenue.

⁶ Refer to slide 22 for a reconciliation of these calculations. Specialty Rental peers include AMERCO, McGrath and Wilbrot Mobile Mini.

Attractive Financial Profile & Valuation Versus Peers



Note: CPHP's equity value calculated as 57.0 million shares (represented by "Outstanding Shares" of 55.2 million plus "Shares Underlying Convertible Securities" of 4.0 million less performance based shares and equivalents under the Management Incentive Plan of 3.3 million) multiplied by the current share price of \$4.42 per share (see slide 32 for a reconciliation of the share count). CPHP's enterprise value calculated as equity value plus net debt of \$395 million. Public market data as of September 4, 2020. Comparable company figures are adjusted for fiscal year ending in October.

¹ Calculated as CPHP's enterprise value divided by CPHP's FY 2019 Adjusted EBITDA plus Capital's pre-closing Adjusted EBITDA from November 1, 2018 through mid-May 2019.

² Calculated as CPHP's enterprise value divided by CPHP's FY 2019 Adjusted EBITDA plus Capital's pre-closing Adjusted EBITDA from November 1, 2018 through mid-May 2019 less CPHP's FY 2019 capex.

³ Specialty Rental peers include AMERSCO, HCDP, and WILCOX Mobile Unit.

⁴ Specialty Waste peers include Clean Harbors, Covanta, Ecolab, Stericycle, U.S. Ecology, and Waste Management.

⁵ Calculated as CPHP's FY 2019 Adjusted EBITDA plus Capital's pre-closing Adjusted EBITDA from November 1, 2018 through mid-May 2019 divided by CPHP's FY 2019 revenue plus Capital's pre-closing revenue from November 1, 2018 through mid-May 2019.

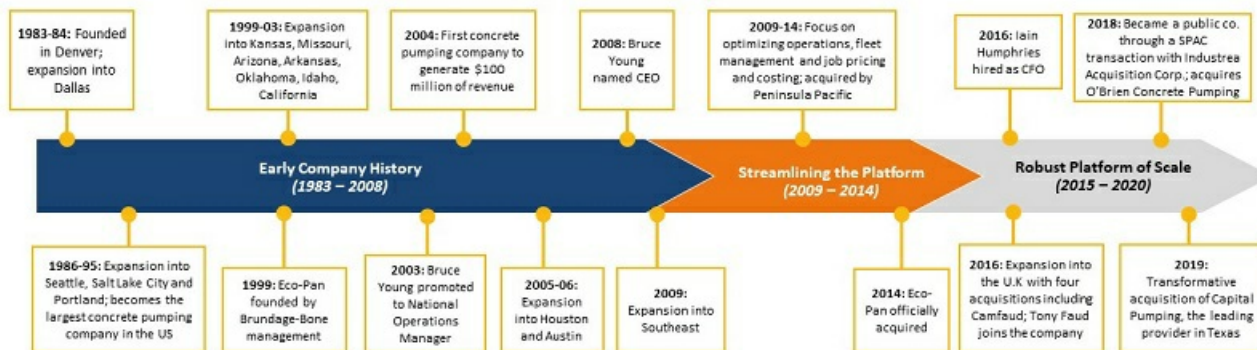
⁶ EBITDA margin is calculated by dividing Adjusted EBITDA by total revenue for the period presented.



Appendix

Company Evolution

Over the past 35 years, CPH has established a market-leading position and developed a strong platform for continued robust growth



Select Projects

Commercial build project (Portland, OR)



EcoPan (Portland, OR)



Hinkley Point (UK)



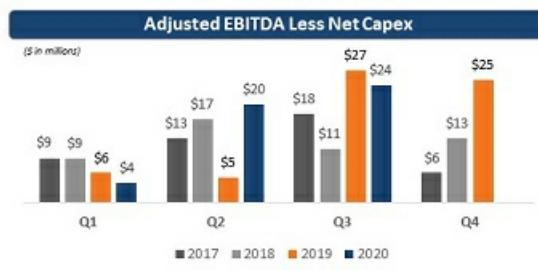
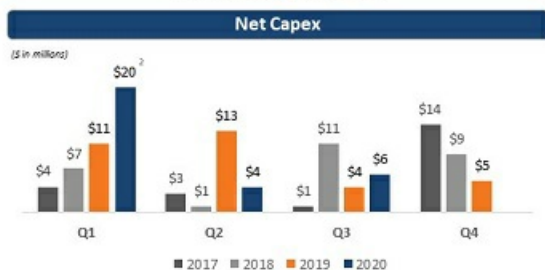
Rainier Square Project (Seattle, WA)



Bridge Project (Corpus Christi, TX)

Quarterly Financial Performance

Significant Increase in Cash Flow with Capital Pumping Acquisition



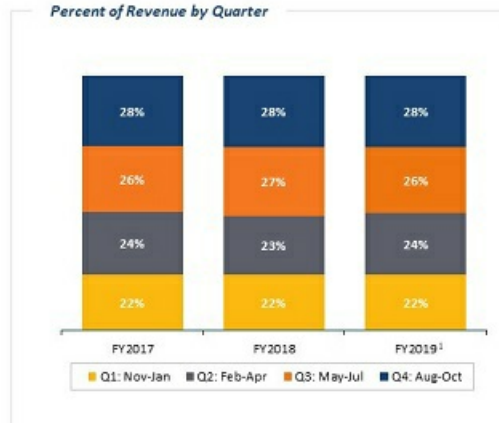
¹Adjusted EBITDA is a non-GAAP financial measure. See slide 29 & 30 for a reconciliation of Adjusted EBITDA to net income.

²Slightly elevated net capex compared to historical trends in order to accept early delivery of equipment, preparing for busy season & successful project execution.

Business Seasonality

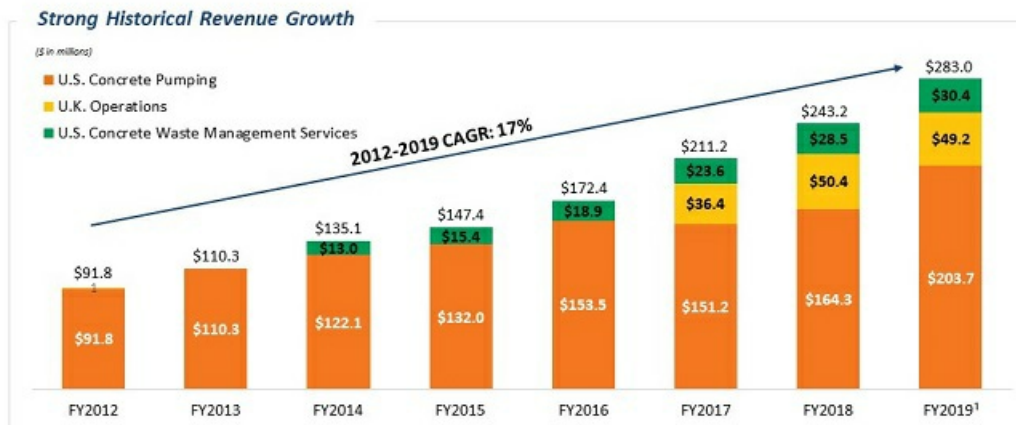
- Typically ~55% of revenue is in the second half of the fiscal year, May through October
- Less concrete is placed in the colder and wetter winter months, leading to greater business activity in the second half of the fiscal year
- While CPH is a highly variable cost business, margins improve slightly in the back half of the year due to greater fleet utilization and leveraging fixed SG&A spend
- CPH's geographical footprint mitigates seasonality as it does not operate in the North, Northeast and upper Midwest
- Most equipment CPH purchases are delivered in the first half of the fiscal year to maximize fleet up-time in busiest seasons

Percent of Revenue by Quarter



Note: CPH has an October 31st fiscal year end. ¹2019 figures calculated on a proforma basis.

Revenue Growth by Segment



Note: Historical revenue as reported.
¹FY2019 had Corporate and Intersegment revenue of \$(0.3)M.

Reconciliation of CPH Net Income to Adj. EBITDA

(\$ in thousands)	Years Ended October 31,			
	2016	2017	2018	2019
Statement of operations information:				
Net income (loss)	6,234	913	28,382	(32,487)
Interest expense, net	19,516	22,748	21,425	36,524
Income tax (benefit) expense	4,454	3,757	(9,784)	(7,495)
Depreciation and amortization	22,310	27,154	25,623	55,365
EBITDA	52,514	54,572	65,646	51,907
Transaction expenses	3,691	4,490	7,590	15,688
Loss on debt extinguishment	644	5,161	-	16,395
Stock based compensation	-	-	281	3,619
Other (income) expense	54	(174)	(55)	(53)
Other adjustments	2,741	4,316	5,688	7,938
Adjusted EBITDA	\$59,644	\$68,365	\$79,150	\$95,494

Note: CPH's U.K. segment (Camfud) was acquired in November 2016 and is consolidated in the fiscal year 2018 and 2017 financial statements. Other adjustments include management & board fees, transaction-related and other non-ordinary course legal fees, stock option expense, start-up costs, and other transaction-oriented, project-oriented, normalizing and non-operating income/expense items.

CPH's FY2019 Pro Forma Adjusted EBITDA is \$109M which represents CPH's FY 2019 Adjusted EBITDA plus Capital's pre-closing Adjusted EBITDA from November 1, 2018 through mid-May 2019.

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Reconciliation of CPH Net Income to Adj. EBITDA (cont'd)



	Predecessor				Successor				S&P Combined (non-GAAP)				Predecessor				S&P Combined (non-GAAP)				Successor			
	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	November 1, 2018 through December 5, 2018	December 6, 2018 through January 31, 2019	Q1 2019	Q2 2019	Q3 2019	Q4 2019	YTD 2018	YTD 2019	Q1 2020	Q2 2020	Q3 2020					
Consolidated																								
Net income (loss)	\$ (6,296)	\$ 2,556	\$ 3,923	\$ 790	\$ 17,558	\$ 4,610	\$ 4,825	\$ 1,389	\$ (22,575)	\$ (3,630)	\$ (26,205)	\$ (9,645)	\$ 2,762	\$ 601	\$ 28,382	\$ (32,487)	\$ (2,746)	\$ (58,968)	\$ 2,981					
Interest expense, net	6,386	6,095	5,456	4,811	5,087	5,126	5,477	5,735	1,644	5,592	7,236	9,318	9,848	10,127	21,425	36,524	9,503	8,765	8,364					
Income tax expense (benefit)	646	592	1,822	697	(13,544)	3,211	1,701	848	(4,192)	(2,765)	(6,957)	1,572	(1,922)	(188)	(9,784)	(7,495)	(1,147)	(2,221)	(462)					
Depreciation and amortization	6,229	5,919	6,390	8,616	6,110	6,293	6,150	7,070	2,713	8,374	11,087	12,132	16,477	15,669	25,623	55,365	35,085	35,076	14,665					
EBITDA	6,965	15,162	17,591	14,854	15,211	17,240	18,153	15,042	(22,410)	7,571	(14,839)	13,377	27,160	26,209	65,646	51,907	20,695	(37,348)	25,548					
Transaction expenses	5,304	-	(465)	(349)	8	1,117	1,395	5,070	14,167	-	14,167	1,282	176	63	7,590	15,688	-	-	-					
Loss on debt extinguishment	-	213	279	4,669	-	-	-	-	16,395	-	16,395	-	-	-	-	16,395	-	-	-					
Stock based compensation	-	-	-	-	93	94	94	-	-	-	-	361	1,625	1,633	281	3,619	1,467	1,383	1,357					
Other expense (income)	(39)	(32)	(19)	(84)	(12)	(8)	(14)	(21)	(6)	(11)	(17)	(20)	(28)	(55)	(53)	(69)	(33)	(36)						
Goodwill and intangibles impairment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	57,944	-					
Other adjustments	1,172	1,108	1,051	985	3,324	(471)	2,674	2,161	1,443	-	1,442	3,234	1,627	1,635	5,688	7,958	1,741	1,569	3,169					
Adjusted EBITDA	\$13,402	\$16,451	\$18,437	\$20,075	\$18,624	\$17,972	\$22,302	\$22,252	\$ 9,588	\$ 7,560	\$ 17,148	\$18,234	\$30,560	\$29,552	\$ 79,190	\$ 95,494	\$23,834	\$ 23,515	\$30,038					

Note: Other adjustments include management & board fees, transaction-related and other non-ordinary course legal fees, contingent liability charges, start-up costs, and other transaction-oriented, project-oriented, normalizing and non-operating income/expense items.

CPH's FY2019 Pro Forma Adjusted EBITDA is \$109M which represents CPH's FY 2019 Adjusted EBITDA plus Capital's pre-closing Adjusted EBITDA from November 1, 2018 through mid-May 2019.

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Reconciliation of Debt to Net Debt

<i>(in millions)</i>	January 31, 2020	April 30, 2020	July 31, 2020	Change in Net Debt Q2 to Q3
Term loan outstanding	\$ 396.9	\$ 391.7	\$ 386.4	\$ (5.3)
Revolving loan draws outstanding	38.7	39.2	13.0	(26.2)
Less: Cash	(2.6)	(18.0)	(4.1)	13.9
Net debt	\$ 432.9	\$ 412.8	\$ 395.3	\$ (17.5)

Shares & Other Equivalents Outstanding

	Common Stock	Other Shares and Equivalents Outstanding	Total Potential Outstanding Stock ¹	Outstanding Stock for Valuation Calculations
	Outstanding Shares	Shares Underlying Convertible Securities or Subject to Vesting	Fully Diluted	Fully Diluted
Shares By Type				
Public Shares	20,143,312	-	20,143,312	20,143,312
Non-Executive Directors	221,052	-	221,052	221,052
Nuveen ²	-	2,450,980	2,450,980	2,450,980
CPH Management & Employees (Current and Former)	2,519,184	-	2,519,184	2,519,184
PGP Investors	11,896,411	-	11,896,411	11,896,411
Argand Partners	15,477,138	-	15,477,138	15,477,138
Freely Tradeable Public Shares	50,257,097	2,450,980	52,708,077	52,708,077
CPH Management & Employees (Current and Former)	2,240,099	711,913 ³	2,952,006	2,952,006
Shares Subject to Lock-Up	2,240,099	711,913	2,952,006	2,952,006
Outstanding Shares, Actual and Fully Diluted (Excluding Management Incentive Plan)	52,497,190	3,162,893	55,660,083	55,660,083
Shares Underlying Management Incentive Plan				
Time Based ⁴	1,137,353	127,384	1,264,737	1,264,737
Performance Based (\$13.00 Share Price Threshold) ⁵	1,521,832	228,246	1,750,078	
Performance Based (\$16.00 Share Price Threshold) ⁶	1,521,832	228,246	1,750,078	
Performance Based (\$19.00 Share Price Threshold) ⁷	1,521,877	228,269	1,750,146	
Fully Diluted Total Outstanding Shares	58,200,084	3,975,038	62,175,122	56,924,820
Cumulative Fully Diluted Total Outstanding Shares⁸	58,200,084	62,175,122	62,175,122	

¹ Nuveen may elect to convert its Preferred Stock into 2,450,980 shares of Common Stock (subject to anti-dilution protection).

² CPH Management & Employees (Current and Former) hold 1,886,382 "in the money" options with a strike price of \$0.67 (which results in a further 711,913 shares of Restricted Common Stock assuming a conversion stock price of \$4.42/share based on the Treasury Stock Method), and 11,247,073 options with a strike price of \$6.09 (which results in 8 shares of Restricted Common Stock assuming a conversion stock price of \$4.42/share based on the Treasury Stock Method). \$4.42 is the current share price as of September 4, 2020.

³ Excludes 13 million of outstanding out-of-the-money public warrants. Each warrant is currently exercisable for one share of Common Stock at an exercise price of \$11.50/share. The Company may redeem the outstanding warrants at a price of \$0.01 per warrant if the last sale price of the Common Stock equals or exceeds \$18.00/share for 30 out of 30 trading days.

⁴ CPH's 2018 Omnibus Incentive Plan ("Management Incentive Plan") consists of time and performance-based components. Time vesting securities will vest in five equal installments on each of December 6, 2019, December 6, 2020, December 6, 2021, December 6, 2022 and December 6, 2023. Performance based securities will vest in three installments if the Company's stock price closes at or above \$13.00, \$16.00 and \$19.00 per share, respectively, for 30 consecutive business days. Upon the achievement of a Stock Price Target, the related tranche of securities will vest in equal increments over the first, second and third anniversaries of the date on which such Stock Price Target was achieved. If a Stock Price Target is not achieved on or before December 6, 2023, then the related tranche of securities will be forfeited. If a Stock Price Target is achieved but the related tranche of securities is not fully vested by December 6, 2023, such shares may, under certain circumstances, continue to vest after that date.

⁵ Cumulative Fully Diluted Total Outstanding Shares in the "Other Shares and Equivalents Outstanding" column represent the cumulative amount of outstanding shares of Common Stock if each of the potential events in items 1 and 2 and 4 above were to occur in the order presented.

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Credit Facilities Summary at July 31, 2020

Credit Facilities	<ul style="list-style-type: none"> ▪ \$386 million Term Loan Facility¹ ▪ \$13 million ABL Revolver²
Interest Rate	<ul style="list-style-type: none"> ▪ Term Loan Facility: Libor + 600bps ▪ ABL Revolver: Libor + 175-225bps based on leverage levels
Tenor	<ul style="list-style-type: none"> ▪ Term Loan Facility: 7 Years (December 6th, 2025) ▪ ABL Revolver: 5 Years (December 6th, 2023)
Term Loan Amortization	<ul style="list-style-type: none"> ▪ 1.25% per quarter, bullet at maturity
Term Loan Call Protection	<ul style="list-style-type: none"> ▪ N/A – expired December 6, 2019
Incremental	<ul style="list-style-type: none"> ▪ Term Loan Facility: Unlimited at 3.5x net first lien leverage ▪ ABL Revolver: Up to \$30 million
Financial Covenants	<ul style="list-style-type: none"> ▪ Term Loan Facility: None ▪ ABL Revolver: Springing 1:1 Fixed Charge Coverage Ratio if at any time total Excess Availability is less than the greater of (i) 10% of the Line Cap, (ii) \$5 million, and (iii) 12.5% of the U.K. Borrowing Base

¹ Outstanding term loan balance at July 31, 2020.

² The outstanding balance under the ABL was \$13.0 million, available borrowing capacity was \$39.4 million and cash balance was \$4.1 million as of July 31, 2020.

Zero-Dividend Convertible Perpetual Preferred Stock Summary

Principal	\$25 million
Tenor	Perpetual
Dividend	Zero
Offering	2,450,980 shares at \$10.20 per share
Holder Conversion Right	The holder of the Preferred Stock may elect to convert its Preferred Stock into shares of Common Stock at a 1:1 ratio at any time six months after the Closing Date. The total number of shares of Common Stock into which the Preferred Stock will be converted will be 2,450,980 shares (subject to anti-dilution protection rights afforded to the holder of the Preferred Stock)
Company Redemption Right	The Company may elect to redeem all or a portion of the Preferred Stock at its election after four years, for cash at a redemption price equal to the Liquidation Preference
Liquidation Preference	Principal investment plus an additional amount accrued at 700bps per year
Mandatory Conversion Requirement	If the volume-weighted average share price of the Company's common stock equals or exceeds \$13 for more than 30 days, the Company shall have the right to require the holder of Preferred Stock to convert its Preferred Stock into Common Stock. The total number of shares of Common Stock into which the Preferred Stock will be converted will be 2,450,980 shares (subject to anti-dilution protection rights afforded to the holder of the Preferred Stock)
Financial Covenants	None

Note: Preferred Stock is held by Nuveen. CPH valuation information throughout this presentation assumes this preferred stock instrument has been fully converted into 2,450,980 ordinary shares.

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