
INVESTOR PRESENTATION

MAY 2024

WWW.NWPIPE.COM

FORWARD LOOKING STATEMENTS

Statements in this presentation contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 and Section 21E of the Securities Exchange Act of 1934, as amended, that are based on current expectations, estimates, and projections about the Company’s business, management’s beliefs, and assumptions made by management. These statements are not guarantees of future performance and involve risks and uncertainties that are difficult to predict. Therefore, actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements as a result of a variety of important factors. While it is impossible to identify all such factors, those that could cause actual results to differ materially from those estimated by the Company include changes in demand and market prices for its products, product mix, bidding activity and order modifications or cancelations, timing of customer orders and deliveries, production schedules, price and availability of raw materials, excess or shortage of production capacity, international trade policy and regulations, changes in tariffs and duties imposed on imports and exports and related impacts on the Company, economic uncertainty and associated trends in macroeconomic conditions, including potential recession, inflation, and the state of the housing market, interest rate risk and changes in market interest rates, including the impact on the Company’s customers and related demand for its products, the Company’s ability to identify and complete internal initiatives and/or acquisitions in order to grow its business, the Company’s ability to effectively integrate Park Environmental Equipment, LLC and other acquisitions into its business and operations and achieve significant administrative and operational cost synergies and accretion to financial results, effects of security breaches, computer viruses, and cybersecurity incidents, timing and amount of share repurchases, impacts of U.S. tax reform legislation on the Company’s results of operations, adequacy of the Company’s insurance coverage, supply chain challenges, labor shortages, ongoing military conflicts in areas such as Ukraine and Israel, and related consequences, operating problems at the Company’s manufacturing operations including fires, explosions, inclement weather, and floods and other natural disasters, material weaknesses in the Company’s internal control over financial reporting and its ability to remediate such weaknesses, impacts of pandemics, epidemics, or other public health emergencies, and other risks discussed in the Company’s Annual Report on Form 10-K for the year ended December 31, 2023 and from time to time in its other Securities and Exchange Commission filings and reports. Such forward-looking statements speak only as of the date on which they are made, and the Company does not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date of this release. If the Company does update or correct one or more forward-looking statements, investors and others should not conclude that it will make additional updates or corrections with respect thereto or with respect to other forward-looking statements.

NON-GAAP MEASURES

The Company is presenting backlog including confirmed orders. This non-GAAP financial measure is provided to better enable investors and others to assess the Company’s ongoing operating results and compare them with its competitors. This should be considered a supplement to, and not a substitute for, or superior to, financial measures calculated in accordance with GAAP.

ABOUT NORTHWEST PIPE COMPANY

Leading manufacturer of water-related infrastructure products including engineered steel pressure pipe and precast and reinforced concrete products

- Founded in 1966 and headquartered in Vancouver, WA
- Strategically positioned to meet North America's growing needs for safe water distribution, management, and infrastructure
 - Largest, most flexible capabilities in the water transmission market
 - Supplier of choice for long-distance, raw-water transmission programs
 - Provides solution-based products for a wide range of markets under the ParkUSA, Geneva Pipe and Precast, and Permalok® product lines
 - Widely-recognized reputation for quality, service, and manufacturing capabilities
 - Strong relationships with agencies, engineers, and contractors built over 50+ years
- 13 strategically located manufacturing facilities
 - Twelve in the U.S. and one in San Luis Rio Colorado, Mexico

WIDE-RANGING PRODUCT CAPABILITIES

Engineered Steel Water Pipe



Trenchless Pipe



Precast Concrete & RCP



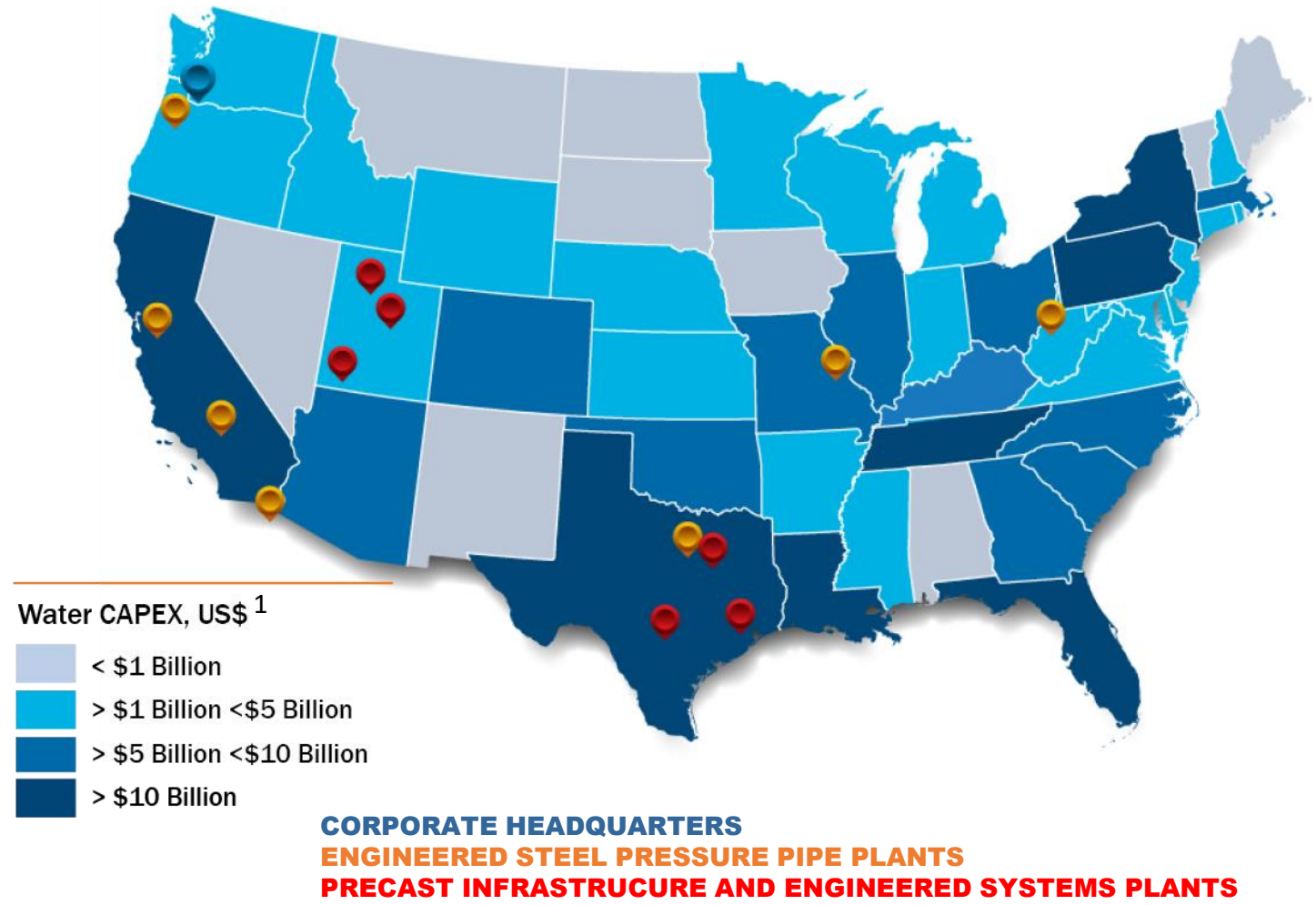
Environmental Solutions & Utilities



STRATEGIC FOOTPRINT WITH CUSTOMER ACCESS ACROSS THE U.S.

20-year water infrastructure investment need by state

Northwest Pipe is well positioned to serve its customers and states that are most in need of water infrastructure investment.



1. Source: Bluefield Research.
Note: Indicators in Utah in red signify Geneva plants and indicators in Texas in red signify ParkUSA plants.

DEMAND DRIVERS



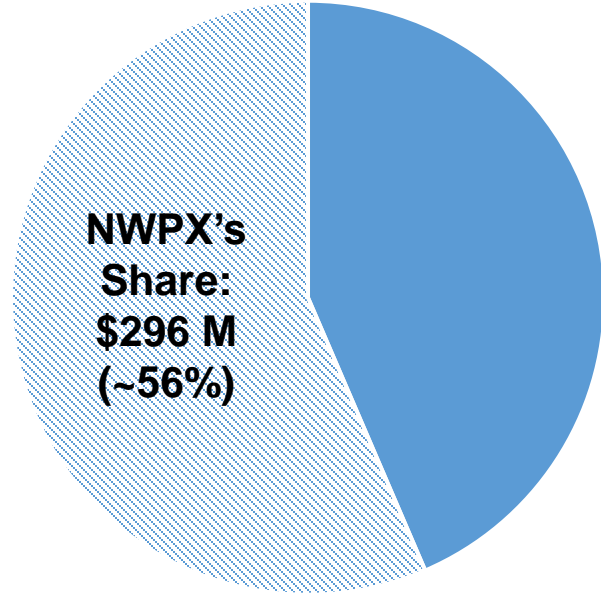
- Aging water and wastewater systems
 - Heightened need for upgrades, repairs, and replacements of existing water infrastructure
- Housing starts
 - Population growth and new population centers intensify the need for new water infrastructure
- Rising demand on developed water sources
- Substantial underinvestment in water infrastructure over the past several decades
- Drought conditions and climate change
 - Existing water sources have become stressed leaving continued opportunities for growth in North American infrastructure
- Increasingly stringent regulatory policies
 - Increased public awareness of problems with the quality of drinking water, water conservation and efficient water usage
- Utility level projects funded by the Infrastructure Investment and Jobs Act (“IIJA”)
 - Federal awards totaling \$3.1 B are designated for utilities level projects, both through state revolving fund (“SRF”) and non-SRF programs¹

1. Bluefield Research February 2024 Infrastructure Investment & Jobs Act Insight Report

LARGE ADDRESSABLE MARKET OPPORTUNITY

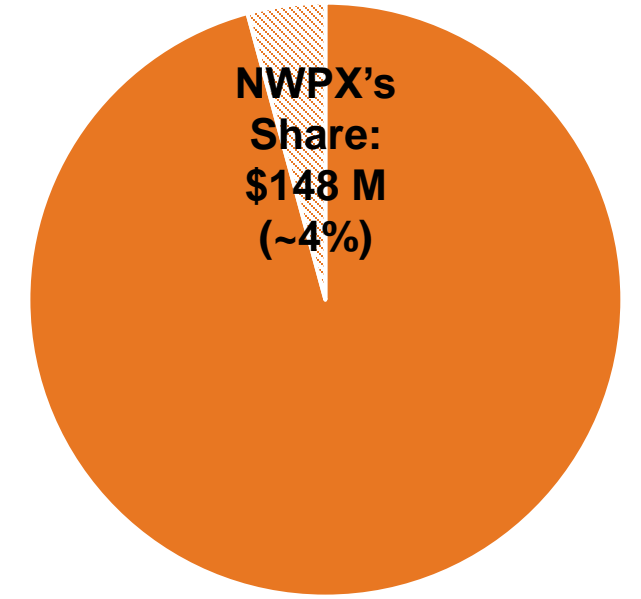
Solution-based products serve the steel pressure pipe and concrete and precast structure market for a wide range of use cases.

Steel Pressure Pipe



**Total Addressable Market:
\$450 - \$600 M**

Concrete Pipe & Precast¹



**Total Addressable Market:
\$3 - \$5 B**

Note: Market share based on net sales as of the full year ended December 31, 2023. Market sizes based on internal estimates using information as of December 31, 2023. Includes North America.

1. The Company's ParkUSA operations primarily serve the water control systems market.

ENGINEERED STEEL PRESSURE PIPE SEGMENT

Well-Positioned Industry Leader

- Manufactures large-diameter, high-pressure steel pipeline systems for use in water infrastructure applications, which are primarily related to drinking water systems
 - Products also used for hydroelectric power systems, wastewater systems, seismic resiliency, and other applications.
- Largest, most flexible capacity in the Steel Pressure Pipe (“SPP”) market
- Skilled project management group
- In-house fabrication capabilities provide a complete engineered system
- Permalok® provides superior product to the microtunneling market
- Staff dedicated to improving operational efficiencies at the plant level
 - Focused on cost reduction measures, Lean manufacturing and a continued emphasis on margin over volume
- National footprint enables low freight costs
- Federal and state initiatives, including the IIJA and the Drinking Water State Revolving Loan Fund (DWSRF), focused on improving the conditions of the aging water infrastructure, to provide strong tailwinds



PRECAST INFRASTRUCTURE & ENGINEERED SYSTEMS SEGMENT



Added core competency in precast concrete provides new opportunities for future growth

- High-quality precast and reinforced concrete products and bar-wrapped concrete cylinder pipe typically used in non-pressure, gravity fed sewer and stormwater applications
- Entered the market through acquisitions⁽¹⁾:
 - Geneva Pipe and Precast – January 31, 2020 for \$49.4 million (~7.5x EBITDA)
 - ParkUSA – October 5, 2021 for \$90.2 million (~6.2x EBITDA)
- Water control systems acquired via ParkUSA provide unique advantages for growth in both the commercial and residential construction markets
- Precast footprint in Texas and Utah within the top five fastest growing markets in the U.S.

GROWTH STRATEGY

Goal is to create transformational growth and profitability in order to drive shareholder value through organic growth “Product Spread” strategy and acquisitions

Precast Product Spread Strategy

Level 1:

- Build out capacity utilization at ParkUSA plants in Texas
 - Booked approximately \$9.6 million orders outside of Texas in the last twelve months¹
- Begin where we already have production facilities; control production, low cost of entry
 - Initial focus on wastewater products, stormwater, and water distribution

Level 2:

- Produce and ship ParkUSA products out of legacy Northwest Pipe plants
- Emphasizing cross-training across facilities
- Produced 14 projects in Utah, with 16 more in production as of Q1 2024

Acquisition Strategy

- Continuing to seek accretive acquisition candidates in the Precast-related space
- Evaluating prospective high-quality opportunities with the following key attributes:
 - Strong organic growth potential
 - Strong margin characteristics
 - Solid asset efficiency
 - Positive cash flow profile
 - Accretive to earnings
 - Industry and geographic location aligns with strategic growth plan
 - Performance indicators based on revenue and EBITDA thresholds
 - Strong brand reputation and relationships in industry
 - Experienced management teams

1. As of March 31, 2024.

CAPITAL ALLOCATION STRATEGY

Use of Cash Priorities:

Organic Growth

- Prioritizing organic growth through “Product Spread” strategy for ParkUSA
- Reinvesting in Precast locations to increase production capabilities and capacity through expansion and automation

Debt Repayment

- Focused on repaying debt incurred to finance the acquisition of ParkUSA
- Prudent with debt incurred to finance growth; historic targeted leverage ratio below 2x EBITDA

Accretive Acquisitions

- Evaluating potential M&A in the precast-related market with the goal of Precast becoming the same size as the SPP business

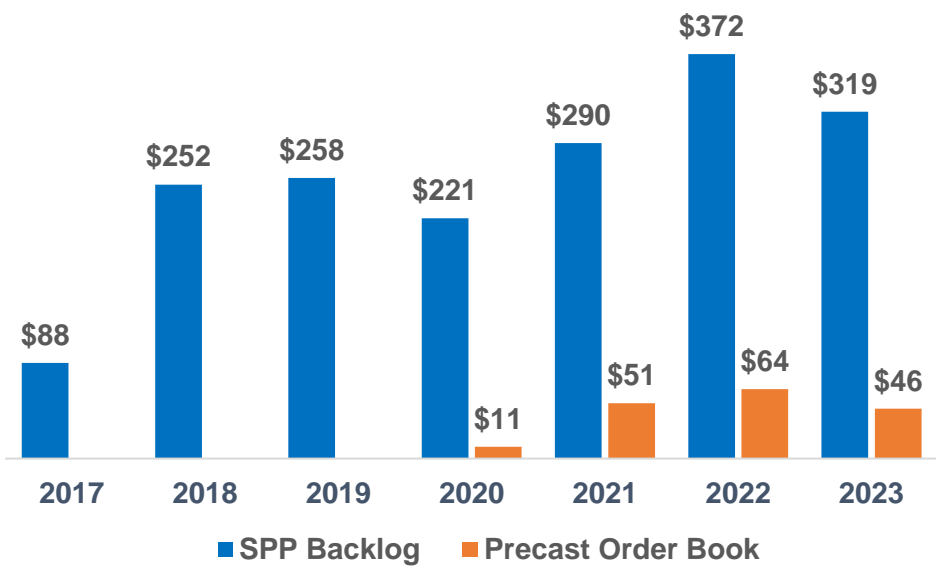
Stock Repurchases⁽¹⁾

- Board authorized \$30 million stock repurchase program with no expiration date
- Opportunistically repurchase shares in the absence of meaningful M&A activity to enhance shareholder value
- Repurchased ~127,000 shares of common stock for \$3.7 million in Q1'24; repurchased ~171,000 shares for \$5.1 million since the authorization of the share repurchase program in November 2023

STRONG DEMAND DRIVES STRONG PERFORMANCE

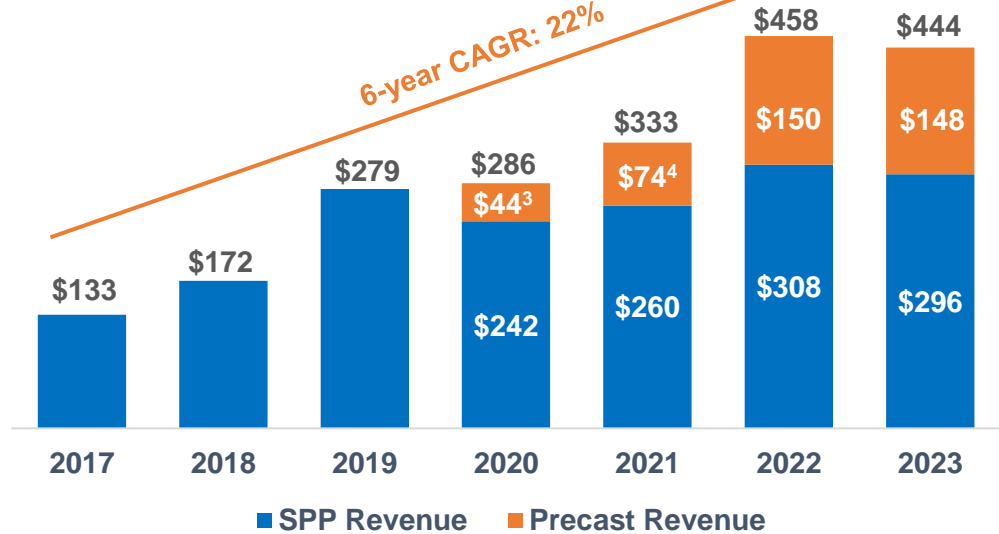
Backlog¹ and Order Book² (\$ Millions)

Maintained strong SPP backlog and Precast order book in 2023



Revenue (\$ Millions)

Grew SPP revenues by over 2x since 2017 and more than tripled the size of the Company with the addition of Precast



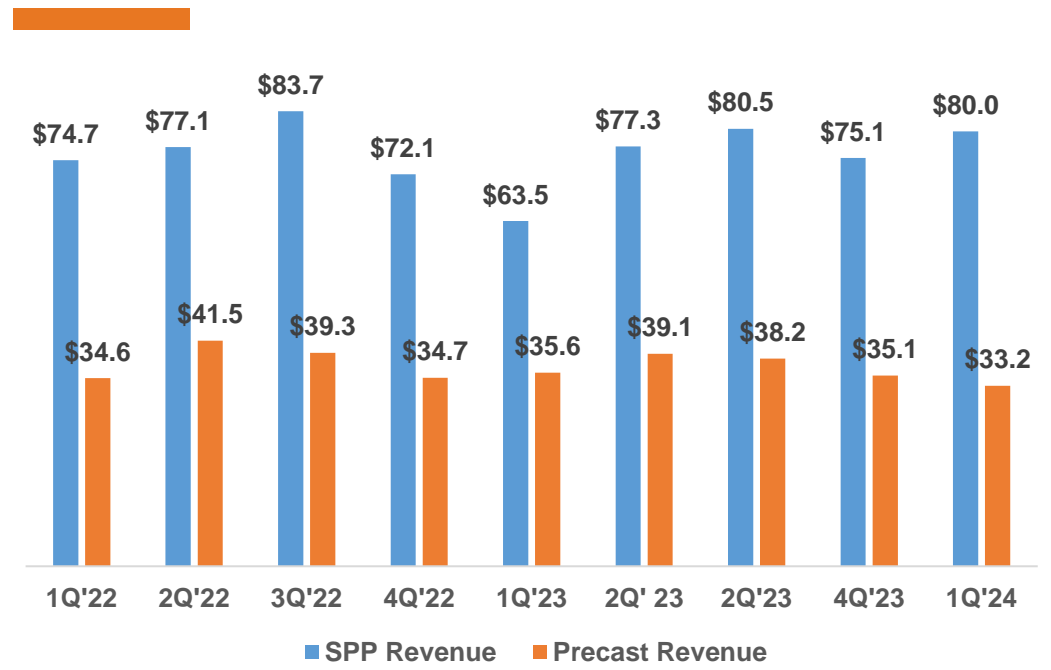
Note: Precast refers to Precast Infrastructure and Engineered Systems & SPP refers to Engineered Steel Pressure Pipe.

1. Backlog includes confirmed orders (SPP projects for which the Company has been notified that it is the successful bidder, but a binding agreement has not been executed).
2. Order Book includes unfulfilled orders outstanding at the measurement date for the Precast segment. 2021 is the first period that includes the order book for ParkUSA.
3. Pro forma net sales for Precast would have been approximately \$48 million if the acquisition of Geneva had occurred on January 1, 2020 as opposed to January 31, 2020.
4. Pro forma net sales for Precast would have been approximately \$125 million if the acquisition of ParkUSA had occurred on January 1, 2021 as opposed to October 5, 2021.

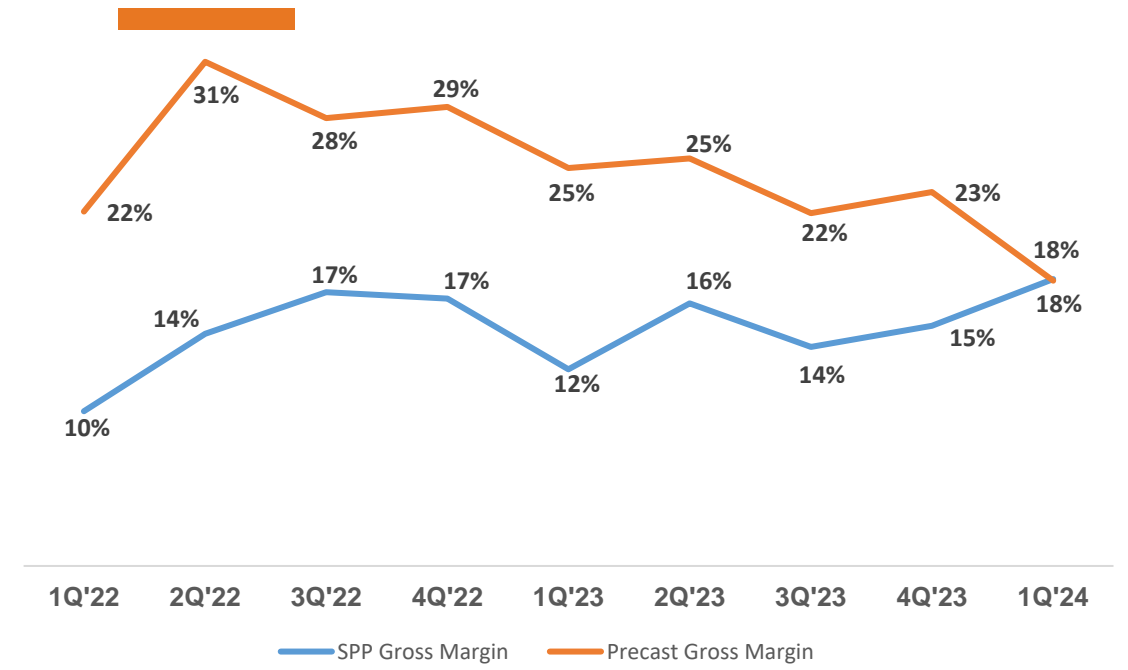
Q1 2024 HIGHLIGHTS

- Backlog including confirmed orders¹ of \$337 million for the Engineered Steel Pressure Pipe segment
- Strong order book² of \$52 million for the Precast Infrastructure and Engineered Systems segment

Net Sales by Segment (\$ Millions)



Gross Profit by Segment (\$ Millions)



1. "Backlog including confirmed orders" defined as Engineered Steel Pressure Pipe projects for which the Company has been notified that it is the successful bidder, but a binding agreement has not been executed.
 2. "Order book" defined as unfulfilled orders outstanding at the measurement date for its Precast Infrastructure and Engineered Systems segment.

CORPORATE RESPONSIBILITY

CEO Scott Montross, “We are focused on investing in our workforce, health and safety programs, and social initiatives, while continuing to manufacture products that positively impact the environment. We see so much potential as we continue to innovate and bring new technology to the water infrastructure markets. This commitment to innovate is deeply rooted in our core values, where we reinforce safety as our top priority, continually improve team performance, and support a more sustainable future.”

Health & Safety

- Industry-leading safety performance over the last four years¹ significantly below the national and comparable industry average²
 - Average total recordable incident rate: 1.51
 - Average days away rate: 0.29
- Prioritizing employee benefits through the Comprehensive Employee Assistance Program
- Striving for continuous improvement with investment in capital projects that implement engineered safety solutions

Diversity & Inclusion

- Focused on cultivating workforce diversity from the shop floor through the highest levels of the Company
- Ensuring that employee groups are culturally and socially accepted, welcomed, and equally treated in the workplace
 - 51% of U.S. employees are from underrepresented racial/ethnic groups
 - 14% of U.S. employees are female
- Increased transparency on employee representation and pay equity
- Facilitated Respect in the Workforce training to increase employee awareness, and Leadership Development training to sharpen management skills

Environmental Stewardship

- Prioritizing continuous improvement in reducing environmental impact
- Minimizing air pollution from operational facilities with emissions control devices and reduction programs, as well as complying with local air permitting requirements
- Robust stormwater protection programs with dedicated points of contact at each facility focused on oversight
- Employing Lean manufacturing principles intended to reduce waste and optimize processes
- Enhancing tracking and reporting of direct greenhouse gas emissions in anticipation of upcoming regulatory demands

Note: As of December 31, 2023.

- 1. Includes newly acquired facilities and calculated in accordance with the OSHA’s record keeping requirements. Industry average for total recordable incident rate and days away rate in 2022 were 3.70 and 2.30, respectively.*
- 2. Source: OSHA per 100 full-time workers for SIC code 33121 (Iron and steel pipe and tube manufacturing from purchased steel).*

STRATEGIC AND OPERATIONAL INITIATIVES

1. Maintain a safe workplace where employees are proud to work
2. Improve performance through a persistent focus on margin over volume
3. Continue to implement cost reductions and efficiencies at all levels of the Company
4. Identify strategic opportunities to grow the Company through expansion or acquisitions
5. Return value to stockholders through opportunistic share repurchases in the absence of M&A opportunities



INVESTMENT HIGHLIGHTS

- Well-positioned to benefit from historic strong backlog and growing market demand for both new and existing water infrastructure upgrades
- Large addressable market provides opportunities for further expansion
- Diversification strategy helps reduce impacts from market cyclicalities and improve free cash flow generation
- Variable cost structure provides financial flexibility
- Strong balance sheet
- Experienced management team with over 100 years of collective industry experience

APPENDIX



STRATEGIC ACQUISITIONS

GENEVA PIPE AND PRECAST

- Completed the acquisition of Geneva Pipe and Precast on January 31, 2020 for \$49.4 million (~7.5x EBITDA)
- Concrete pipe and precast concrete products, plants located in Utah
- Products used for waste and storm water applications by cities, municipalities and local governments
- Development of innovative products and extend the life of concrete pipe and manholes for sewer applications

TRANSACTION RATIONALE

- Significantly expands addressable market
- Serves smaller scale, more transactional projects
- Cross-sell products across combined footprint
- Strong financial performance with attractive profit margins and top-line growth
- Scalable business model with faster cash conversion cycle
- Strong brand reputation and relationships in the industry

PARKUSA

- Completed the acquisition of ParkUSA on October 5, 2021 for \$90.2 million (~6.2x EBITDA)
- Technology leader in water infrastructure
- Focused on precast concrete and steel fabrication based water products
- Stable, more transaction oriented revenue model with solid margin characteristics
- Solutions provider with strong brand reputation and customer relationships
- Approximately 280 employees at December 31, 2020 with annual revenues of \$66.5 million
- Founded in Houston, Texas in 1984 by the Eberly family

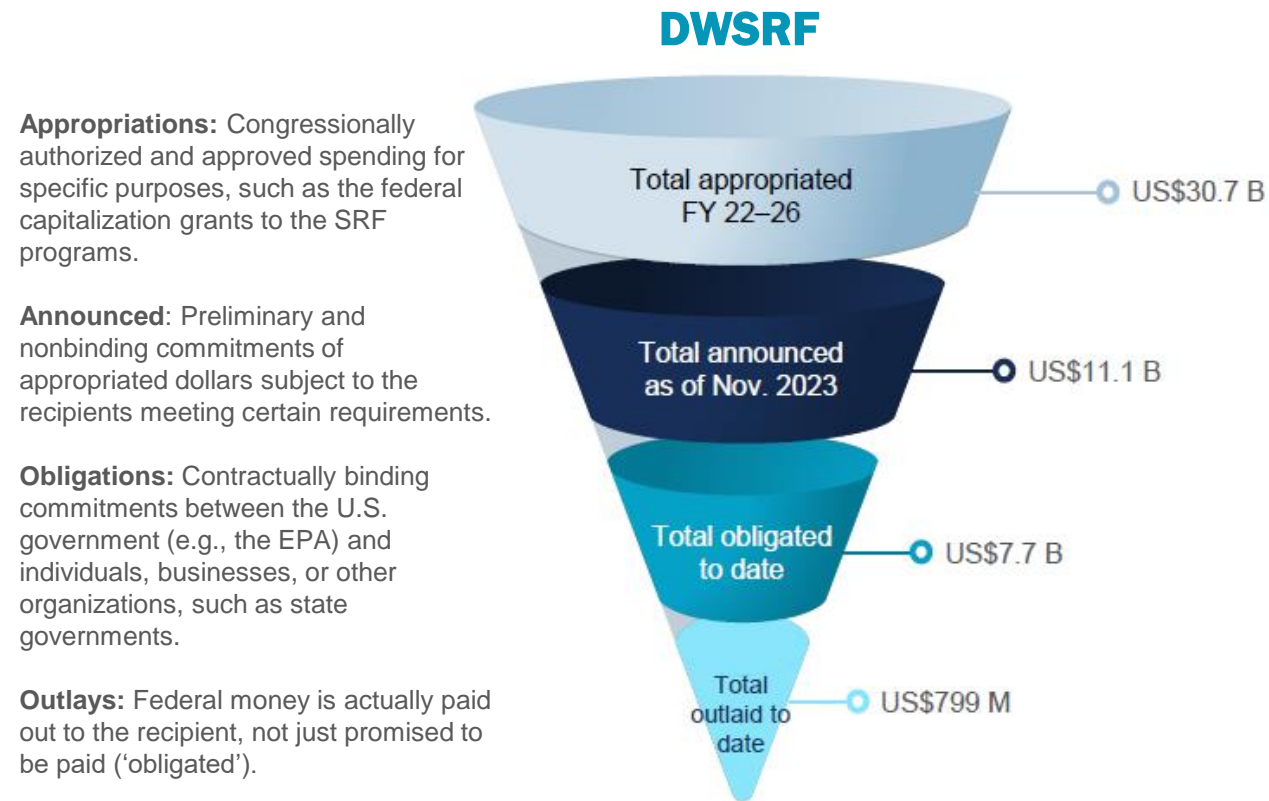
TRANSACTION RATIONALE

- Opportunity to continue expansion into precast and adjacent water segments
- Attractively positioned with a foothold in Texas water market
- Scalable product mix serves a diverse range of end markets
- Roll-out strategy introduces ParkUSA process to existing Northwest Pipe locations

FAVORABLE SPP MARKET DYNAMICS¹¹⁹

- U.S. water consumption equal to 82 gallons per person per day
- Substantial non-revenue water loss:
 - 2.1 trillion gallons of treated drinking water lost annually due to water main breaks (250,000 – 300,000 per year in the US)
 - 6 billion gallons (14-18%) of treated drinking water lost daily due to leaks
- Only 3% of total Drinking Water State Revolving Loan Fund (DWSRF) appropriations have been paid out or 'outlaid' to states at the current midway point of the FY 2022-2026 IJJA funding period
- AWWA estimates \$1 trillion needed to restore and expand the US water system to meet the growing population's needs
- Capex spending for water 2018–2027 forecast: \$303 billion
 - \$33 billion Texas
 - \$79 billion in the West (\$44 billion in California)
- The steel pressure pipe market has momentum as a result of the long project timelines

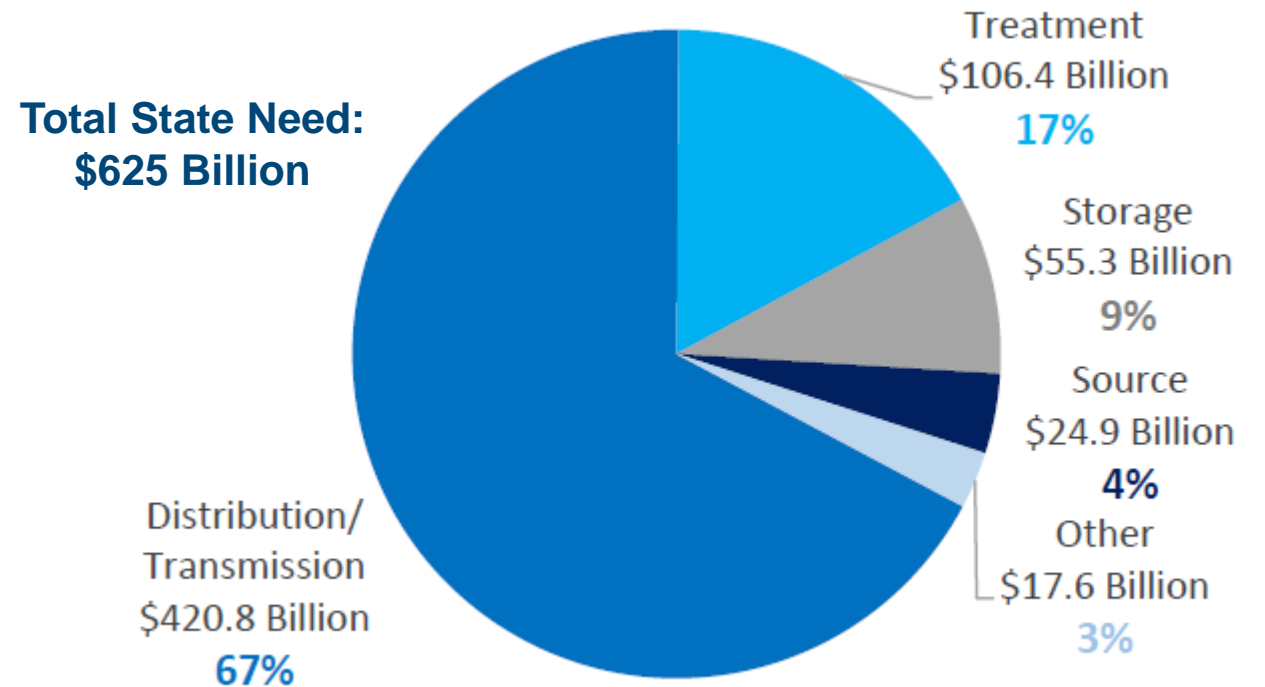
Flow of SRF Funds From Federal Government to State Agencies²



U.S. WATER INFRASTRUCTURE NEEDS ²⁰

Total 20-year State Need by Water Infrastructure Project Category¹

- The 20-year national water infrastructure need for across the U.S. is estimated by the 7th Drinking Water Infrastructure Needs Survey and Assessment (DWINSA) in 2021 at \$625 billion. This is a 32% increase over the 6th DWINSA in 2015
- States which NWPX currently operates in have water infrastructure needs totaling \$175 billion, including \$117 billion for distribution / transmission



EASTERN MARKET UPDATE: WATER TRANSMISSION PROJECTS

H.R.3684 Infrastructure Investment and Jobs Act has been signed into law adding \$55 billion in federal funding for relevant, water infrastructure projects through Fiscal Year 2026.

- **Houston – Surface Water Program**
 - Bidding 4,600 tons of pipe in 2024 across multiple projects
 - Additional sections planned for 2025 for West and North Harris County Regional Water Authorities
- **North Dakota – Red River Valley Water Supply Project**
 - 140-mile 87,000-ton project
 - 2023 funding cycle saw two projects bid last year, with another project slated to bid later in 2024
- **Florida**
 - Seeing increased bidding activity due to population growth
 - Additional 4,700 tons of pipe expected to bid in 2024

WESTERN MARKET UPDATE:

WATER TRANSMISSION PROJECTS

- **California – Prop 1 \$7.5 B Bond for Water Infrastructure**
 - The Sites Reservoir – water storage project with over 30 miles of 144” pipeline; received \$30 M in IIJA funding
 - Harvest Water – provides recycled wastewater for agricultural use in Sacramento with 25 miles of 30”-66” pipeline; currently bidding
 - Los Vaqueros Reservoir Expansion – program to provide substantial capacity improvement to existing reservoir and conveyance facilities in Northern CA with approximately 22 miles of 48”- 96” pipeline
 - Willow Springs Water Bank – program to create 500,000 acre-feet of underground water storage in the Antelope Valley with ~16 miles of 30”- 84” pipeline
- **California Water Reuse Programs**
 - MWD & LA Sanitation District Regional Reuse Pilot Project – treat and recycle water from one of the largest reclamation facilities in Southern CA (60+ miles of large diameter (>60” pipe) as early as 2025
 - MWD PCCP rehabilitation programs – expect to result in ~5,000 tons/annually over the next 10-15 years (~81 miles of pipe from 75”-120”)
- **So. Nevada – Water Authority**
 - Expansion of southern part of water delivery system (~25 miles of 78” steel pipe); construction tentatively scheduled for 2025
- **Utah – Lake Powell Pipeline**
 - Design and permitting continues on the 150 mile, 69-inch pipe, which will provide an alternative source of water for southern Utah
- **New Mexico**
 - U.S. Bureau of Reclamation’s Navajo-Gallup Supply Program – the final major phase of pipeline construction is set to bid in early 2024 and includes 2,800 tons of steel pipe.
 - Governor Gisham announced \$160 million in IIJA funding for the completion of the Eastern New Mexico Rural Water System
 - Remaining pipeline segments include 15,000 tons of steel pipe to convey water from the Ute Reservoir in northern New Mexico south to water users in the greater Clovis area

