



MERGERS & ACQUISITIONS

OUR COMPANY

More than ever before, communities rely on new and updated infrastructure. Ulteig specializes in Power, Renewables, Transportation and Water, and calls these LIFELINE SECTORS[®] the infrastructure vital to everyday life.

Vision

Ulteig is among the most highly regarded engineering and technical services firms in North America.

Core Values

We Dedicate Ourselves to Our Clients' Success. We Pursue Excellence in Our Work. We Act with Integrity.

POWER

America's power grid and infrastructure have come under increasing challenges in three key areas: asset renewal, grid modernization and operational excellence. Ulteig is a proven infrastructure partner, working with progressive power companies to overcome these challenges with integrated, expert solutions that produce exceptional results. We serve a wide range of electric utility clients, including investor-owned utilities (IOUs), generation and transmission clients (G&Ts), cooperatives and municipalities. Our solutions are instrumental in helping our clients achieve success when addressing aging infrastructure, limited space, demand for smart grid technology, renewable integration, reliability and resiliency, growing operations and maintenance needs, pricing pressure, an aging workforce, limited resources and compliance.

RENEWABLES

Ulteig assists our clients from project start through completion, providing successful on-time and on-budget performance, regardless of the project size, scope and

structure. The continued demand for cost-effective and reliable renewable energy sources is driving the need for a higher level of engineering expertise necessary to support this trend. Ulteig has a strong and proven track record of providing developers, owners, operators, engineer procure and construct (EPC) contractors and utilities with innovative professional services and full project support and execution. Ulteig is committed to delivering reliable solutions to be the renewable partner of choice in the industry.

TRANSPORTATION

Ulteig has a long history of successful transportation projects that create more reliable connections. We are accustomed to meeting the requirements and expectations of federally funded projects and working with state departments of transportation, airports and state agencies, as well as municipal and county levels of government. This includes planning, environmental, design and construction services for complex urban intersections, corridor retrofits and rural highways. Ulteig produces meaningful results

for connecting people to one another and their workplaces, connecting resources and goods to consumers and connecting entire economies to one another.

WATER

At Ulteig, we are experts in water resources engineering and water/wastewater engineering and has the essential local presence, coupled with an expertise in the financial and operational needs and challenges of our clients. Ulteig's engineers, technicians and operators provide the experience and innovation to develop dependable water and wastewater infrastructure solutions through a complete range of planning, design and operational services. We help extend the life and service of existing resources and infrastructure by delivering high-quality projects with long-term reliability to municipalities, industries, counties, watershed districts and state and federal agencies.



75
Years



We listen. We solve.[®]

OUR CULTURE

We've built a culture focused on clients and employees. Being 100% employee-owned means Ulteig's workforce is 100% committed to our clients and their success. Ulteig reinforces that commitment by making investments in our employees a top priority.

Top-quartile employee engagement, multiple top workplace awards and a high retention rate affirm our energizing culture and dynamic work environment.

Clients benefit from this engagement when Ulteig delivers compelling solutions for their business challenges.

COMMITMENT TO EMPLOYEES

Employee Ownership

Ulteig employee-owners have a strong voice. Speaking and being heard are part of our culture, and we are a stronger company because of it.

Opportunities to Grow

Through our integrated approach to learning and development, people at Ulteig have the opportunity to achieve, grow and collaborate.

ACHIEVE.
GROW.
COLLABORATE.

COMMITMENT TO CLIENTS

Relationships

Ulteig understands the fundamental value of making connections: Developing and maintaining effective partnerships with our clients has been the cornerstone of our identity for decades.

Reach

Ulteig continues to serve the ever-evolving needs of our clients today and into the future.

Reputation

Our reputation is founded on our commitment to listening and developing compelling solutions.

WE LISTEN. WE SOLVE.®



In 2018 we accomplished historic high-water marks in several key areas of the business, proving again that our uncompromising commitment to our clients' success is a formula that works.



DOUG JAEGER
ULTEIG PRESIDENT & CEO

96%

OF SURVEYED
CLIENTS WOULD
CHOOSE ULTEIG AGAIN

42

STATES WITH RECENT
PROJECTS = NATIONWIDE
FOOTPRINT



ULTEIG

MERGERS & ACQUISITIONS

For over 75 years, Ulteig has provided an uncompromising commitment to our clients' success. Today, Ulteig is seeking to partner with companies who share this same commitment.

Specifically, Ulteig is seeking to expand our water and systems integration services by acquiring firms that complement our water and systems integration services today.

Ulteig's Water & Systems Integration Services:

WATER

At Ulteig, we are experts in water resources engineering and water/wastewater engineering. We assist public- and private-sector clients in managing stormwater runoff and surface water resources; we deliver potable water through projects that solve challenges in supply, treatment, storage and distribution; and we design pumping stations, treatment lagoons, treatment systems and rapid infiltration basins which are used in the collection and treatment of sanitary wastewater.

Water/Wastewater Engineering

- Water Treatment
- Water and Wastewater Distribution
- Water Supply
- Conveyance
- Specialized Water Services
- Industrial/Municipal Wastewater Treatment

Water Resources

- Stormwater Compliance & Water Quality
- Hydrologic & Hydraulic Modeling
- Watershed Management

SYSTEMS INTEGRATION

At Ulteig, our team of Systems Integration professionals offers an extensive set of Supervisory Control and Data Acquisition (SCADA) and networking design services to owner/operators who need a reliable communication network capable of providing customized data, monitoring and control.

- SCADA Design & Integration
- Remote Terminal Unit (RTU) Programming
- Network Design & Integration
- Custom Human Machine Interface (HMI) Display Development
- Historical Data Collection & Custom Reporting
- System Event Alerts
- Alarm Scheme Design & Integration
- Open Platform Communications (OPC) Data Integration
- Synchrophasors
- Custom Coding
- Trending Display Configurations
- System Integration
- Data Analytics



INVESTMENT FOCUS

Firms focused on providing either System Integration or Water engineering services.

Company Size

- <\$20M of Net Service Revenue
- <100 Employees
- Strong Operating Margins

Primary Geography

- Colorado
- Iowa
- Kansas
- Minnesota
- Montana
- Nebraska
- New Mexico
- North Dakota
- Oklahoma
- South Dakota
- Texas

Similar Culture and Values

We are interested in talking with like-minded organizations who share our values and would broaden solutions across our firms. Ulteig offers:

■ Strong Balance Sheet

Ulteig is supported by a strong balance sheet which allows Ulteig to reinvest in its businesses and people.

■ Commitment to Growth

Through the decades, Ulteig has expanded its presence and adapted its expertise in industries that maintain infrastructure vital to everyday life. Today, we remain dedicated to expanding and growing to meet the ever-evolving needs of our clients.

■ Robust Shared Services Team

Ulteig's Legal, Finance & Accounting, HR and IT team allows business owners to focus on growing their business.

■ Experienced Management Team

Ulteig's leadership team has over 175 years of combined industry experience.

■ 100% Employee-Owned

Being 100% employee-owned means we take our own success and the success of our clients personally.

■ Strong Culture

We have built a culture focused on investing in our people – both our clients and our employees. This has resulted in Ulteig winning multiple top workplace awards, achieving high employee retention rates and creating effective partnerships with our clients.

Interested?
Let's Talk.



Please **contact Jeremy Alinder**, Chief Financial Officer, to discuss further.

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75
Years



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