The Power of 1
Quanta is...

- The Top Specialty Contractor serving Utility Industry
  - NYSE: PWR
  - S&P 500 company
  - #397 on the Fortune 500; Number 1 among E&C companies for profits as a percentage of revenues; 15th fastest growing company for one-year revenue growth.
  - Largest utility specialty contractor in North America
  - Ranked #1 utility specialty contractor by Engineering News-Record
  - Numerous safety and innovation awards
  - Ranked #1 publically traded company based in Houston
Quanta is ...

- A Recognized Leader
  - Delivering comprehensive solutions for virtually every type of network infrastructure
  - Reputation for meeting or exceeding customer requirements and expectations
Quanta is ...

• A trusted service provider
  – Strong relationships and alliances ... many going back for decades
  – More than 90% of Canadian utilities
  – More than 60% of all investor-owned utilities in the US
  – Industry leaders and Fortune 500 companies
Quanta is ... 

• Built on the collective strengths of industry-leading contractors
  • More than 45 local and regional operating units
  • More than half are active in the Electric Power Sector
Historical Revenue Growth

For the Years Ended December 31,
($ in millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Electric Power</th>
<th>Natural Gas &amp; Pipeline</th>
<th>Telecommunications</th>
<th>Fiber Optic Licensing</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009*</td>
<td>$3,318</td>
<td>$1,000</td>
<td>$1,000</td>
<td>$520</td>
<td>$5,838</td>
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<tr>
<td>2010**</td>
<td>$3,931</td>
<td>$1,000</td>
<td>$1,000</td>
<td>$520</td>
<td>$5,451</td>
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<tr>
<td>2011</td>
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<td>$520</td>
<td>$5,920</td>
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<td>2012</td>
<td>$5,920</td>
<td>$1,000</td>
<td>$1,000</td>
<td>$520</td>
<td>$5,920</td>
</tr>
</tbody>
</table>

*Includes the results of Price Gregory Services subsequent to Oct. 1, 2009.
**Includes the results of Valard Construction subsequent to Oct. 25, 2010.
Diversified Infrastructure Portfolio

Offering complete Infrastructure solutions:

- Repair
- Maintenance
- Installation
- Emergency response
- Design

Revenue by Type of Work*

Consolidated Revenue
$5.92 Billion

Electric Power 71%
Natural Gas & Pipeline 26%
Fiber Optic Licensing 3%

* Revenues, as reported, by type of work, based on revenues of $5,920 million for the twelve months ended Dec. 31, 2012. Revenue by type of contract and project type are also based on revenues for the same period.
Safety: Our Highest Priority

- Quanta safety performance consistently better than national industry averages
  - #1 Goal is zero accidents
  - Well-established corporate safety programs focus on continuous improvement
  - Safety sponsorship established at highest levels to ensure that employees at every level – including management are accountable for Quanta’s safety goals
- OSHA National Safety Partnership Founding Member
Unmatched Resources

• Highly skilled, experienced and mobile workforce
  – Approximately 20,000 employees
  – Largest employer of certified linemen in North America
  – Internationally recognized experts in transmission, distribution, protection, automation and renewable energy

• One of largest specialized equipment fleets in industry
  – Underground and overhead construction equipment
  – More than 24,000 pieces of equipment – from hybrid pickups to 1600 horsepower trenchers weighing more than 500,000 pounds
  – Innovative technologies and proprietary methodologies
Local Service, Global Reach

• Strategic locations throughout the US, Canada and abroad position Quanta to respond quickly to customer needs, regardless of location.
Local Service, Global Reach

- Quanta’s experience includes projects that are local, regional, national and international in scope.

Countries where Quanta has a permanent office or has worked:

- Australia
- Belize
- Brazil
- British Virgin Islands
- Canada
- Costa Rica
- Guam
- Guatemala
- Honduras
- India
- Indonesia
- Iraq
- Liberia
- Luxembourg
- Mexico
- Netherlands
- Nicaragua
- Panama
- Puerto Rico
- Republic of Chad
- South Africa
- Trinidad
- United Arab Emirates
- Venezuela
Quanta is one of few specialized service providers capable of regularly delivering end-to-end solutions on a nationwide basis
- Planning, engineering and design through procurement and construction to start up, operations and maintenance
- Service delivery tailored to unique customer requirements – whether single service or integrated turnkey approach
Electric Power

• Full range of planning, engineering, procurement, construction and maintenance services
  – Transmission and substations – up to 765 kV
    • Power and control cable pulling, splicing, terminating and testing
    • Wire stringing and installation of all types and configurations
    • Joint electric, gas and telecommunications installations
  – Distribution systems
    • New construction
    • Repair and replacement of existing infrastructure
    • Operations and maintenance
    • Overhead to underground conversion
  – Power generation, including thermal, wind and solar installations
  – Ductwork (trenching, directional boring, duct banks and manholes)
  – Site preparation and civil work, including foundations for major equipment, buildings and structures
Electric Power

• Specialists in high-voltage transmission lines, distribution lines and substations
  – Powered by experience of some of the most respected electric service contractors in industry
  – Successful projects completed for traditional utilities, investor-owned utilities, federal, state and municipal agencies and independent power producers throughout North America and abroad
  – More than 200,000 miles of overhead and underground cable built and/or maintained
Electric Power

• Construction and modification of generating facilities
  – Fossil fuel plants – gas, oil, coal
  – Combustion turbines
    • Combined cycle power plants
    • Single cycle power plants
    • Heat recovery steam generators (HRSG)
  – Emissions upgrades
    • Selective catalytic reduction (SCR) Installations
    • Continuous emissions monitoring systems (CEMS)
    • Flue gas desulfurization (FGD)
    • Fly ash
  – Precipitator upgrades
  – Generator upgrades
Electric Power

• Process controls and instrumentation
  – DCS and PLC installations/upgrades
  – Plant instrumentation, calibration and tubing
  – Interior and exterior lighting
  – Custom hydraulic and pneumatic tubing layout and installation
  – Calibration and bench testing services
  – Instrument panel and rack fabrication
  – Startup and functional check out assistance
  – Shutdown and outage instrumentation work

• Electrical substation construction

• Transmission line connections
Renewable Energy Services

• Full engineering, procurement and construction capabilities
  – Wind
  – Solar
  – Alternative Fuels

• Flexibility of single service, complete program management or EPC services
  – Collector systems
  – Electric distribution, transmission interconnects and substations
  – Civil work, including roads and foundations
  – Commissioning and close-out documentation
Energized Services

• Quanta can maintain, upgrade or rebuild any voltage line or any facility – without interrupting power service
  – Recognized industry leader in electrical energized services
  – Highly experienced, stringently trained crews
  – New arm services up to 345 kV
• Energized reconductoring enables faster upgrades
• LineMaster™ robotic arm (exclusive, proprietary technology)
• Hotstick and barehand techniques
AMR/AMI Programs

• Turnkey AMR/AMI installations, meter testing, refurbishment and related services
  – AMI/AMR capabilities built on 25 years of hands-on electric, gas and water infrastructure experience
  – Leader in turnkey AMI/AMR installations, meter testing, refurbishment and related services
  – Serving primary AMI/AMR markets: gas, electric and water
  – Meter Testing
  – Contract Meter Reading
  – Field Services
Emergency Restoration

• Every year, thousands of Quanta personnel mobilize to the frontlines of recovery operations after hurricanes, fires, tornadoes, snow storms and other natural disasters
  – Ability to quickly mobilize significant numbers of employees nationwide
  – Strategic agreements with municipalities, cooperatives and virtually every investor-owned utility in the US and throughout North America
Natural Gas & Pipelines

• From well fields to homes and businesses, Quanta delivers full range of services for natural gas systems and other pipelines
  – Feasibility studies
  – Engineering, design and installation of new systems
  – Expansion or modification of existing systems
  – Maintenance and repair, including annual maintenance contracts
  – Integrity testing
  – Emergency services

• Interstate and intrastate continuity
• Exemplary safety, quality and environmental records
Natural Gas & Pipelines

- Deep expertise in natural gas pipelines and petroleum maintenance and construction
  - Gas transmission pipelines and gathering systems
  - Gas distribution networks
  - Metering stations and compressor stations
  - New pipelines and laterals serving gas-fired power plants
  - Maintenance and monitoring of systems

- Additional pipeline services
  - Permit and right-of-way acquisition
  - Directional drilling
  - Material specification and acquisition
  - Survey
  - Sewer/water (HPDE)
Unique Dark Fiber Leasing

- Leader in providing affordable, high-speed dedicated fiber optic network
  - Serving business enterprise, education and health care customers nationwide
  - Reliable, scalable, high-speed fiber optic network capabilities
  - Private fiber optic network with virtually unlimited throughput
  - More efficient network management with complete control of protocol, platform and bandwidth
  - Converged wide area network ready for implementation of voice, video and data
  - Dedicated customer support
Specialty Services

- Quanta’s breadth of industry coverage and service scope offers unsurpassed added value, including unique services such as:
  - Emergency restoration and railroad response
  - Pipeline transfer and bulk storage facilities
  - Intelligent traffic networks including signals and controllers
  - Light rail tower installation, specialty wiring and ground wires
  - Piping, tanks and automated controls for airport fueling systems
  - Rock trenching, directional drilling and road milling
  - Cathodic corrosion assessment and rehabilitation
  - Sewer and water main (HDPE) installation using horizontal directional drilling
Commitment to Quality

• Quanta’s Quality Philosophy:
  Shared dedication to providing the highest level of service and the best value to our customers on every project
  – Total Quality Management
  – Continuous performance measurement and monitoring
  – Emphasis on strong project management and communication
  – Integrated team approach

• Several Quanta operating units certified by third party agencies and programs, including ISO 9001:2008
Commitment to Diversity

• Quanta supports and promotes diversity in the workplace
  – Comprehensive outreach includes small, disadvantaged, minority-, woman- and disabled veteran owned businesses
  – WMDVBE firms play meaningful roles on project teams

• Program-specific diversity plans consistently meet or exceed our customers’ expectations
  – WMDVBE goals routinely incorporated into contract management
  – Mentoring programs
Commitment to the Environment

• Quanta recognizes the importance of safeguarding the environment
  – Published guidelines
  – All employees required to comply with local, state and federal laws
  – Green Initiatives: Work practices that protect and conserve the environment where we work

• Projects required to meet local, state and federal regulations as well as Quanta’s environmental guidelines
  – Successful experience with sensitive ecosystems ranging from woodlands to wetlands to deserts
  – Quick, effective response to environmental incidents
  – Corporate environmental monitoring programs
Quanta Capital Solutions

- Quanta Capital Solutions is a wholly owned subsidiary of Quanta Services
- Our Mission
  - Manage “project capital markets” from perspective of bringing screened investment opportunities to infrastructure investors (match opportunities to investors),
  - Provide capital solutions to clients on projects where Quanta is performing engineering or construction services
  - Complement project capital structures through financial participation for all phases of project lifecycle, from development to construction to operation
Quanta Capital Solutions

- Multiple options for direct investment in projects
  - Development notes
  - Construction notes
  - Subordinated notes
  - Contingent subordinated notes
  - Construction facilities for strategic capital programs
  - Equity

- Multiple sources of capital
  - Quanta’s balance sheet
  - Strong relationships with institutional investors that co-invest with Quanta
Infrastructure Development & Investment

- QCS does not compete with large infrastructure funds
- Quanta works closely with its client base throughout life cycle of projects
- One example is Quanta’s work to scope a large interstate pipeline in the United States
  - Quanta discussing co-funding development and provision of technical support
  - Client desires investment from Quanta to align interests, but is comfortable with Quanta being minority position and bringing in majority investor
Additional Financial Solutions

- Quanta Capital Solutions can provide “standby” subordinated term loan facility to projects to fund 100% of agreed EPC change orders
  - Facility would work like subordinated term loan facility outlined earlier
  - Quanta would be paid commitment fee (~100 bps) to provide facility
- Quanta can make common or preferred equity investments
- Quanta can take portion of senior debt in project
- Quanta can provide senior or subordinated debt for “back-leverage”
Quanta’s Value Proposition

• Recognized industry leader with size, strength, experience and success to deliver on large-scale capital investments
  – Deep understanding of customer performance challenges
  – Strong track record of collaboration and innovation to improve EPC process
  – Sole source capabilities eliminate hassle and expense multiple contractors
  – Success with early involvement and constructibility reviews
  – Unmatched construction resources: largest fleet of infrastructure construction equipment
  – Experience, success and flexibility with wide range of contracting methodologies to best fit your financial requirements
Strategic Success

Opportunity to create value through varying degrees of integration

High

Strategic partnership

Puget Sound Energy

• Total initial spend $110M, contract recently extended
• Manage day-to-day operations: design, construction, operations, maintenance, materials management
• Field force (UA and IBEW), engineering, management, stores and administrative personnel successfully transitioned (600 FTEs)
• Saved 30% of annual costs
• Improved productivity by 40%; outage restoration times nearly 10%
• Customer complaints reached an annual low

Natural Gas

• New five-year, $400M contract
• Manage day-to-day operations: design, construction, operations, maintenance, materials management

National Grid

• $700M 5-year Alliance
• Program Management
• Transmission & Substation Construction

Northeast Utilities

• $750M 6-year MSA
• Transmission build out
• Secures trained and qualified labor at favorable rates
• Will build local workforce for long-term support

Lower Colorado River Authority

• $194M 5-year MSA
• Transmission build, reconstruction and energize
• Everyday interface on constructibility issues
• Operation & Executive teams formed

ATC

• $200M 3-year Alliance
• Portfolio Management
• Transmission and Substation Construction

Allegheny Power

• $250M 4-year MSA
• 500 kV Trans-Allegheny Interstate Line (TrAIL)
• ROW acquisition, easements, permitting and access
• Engineering, construction and testing of transmission line and all substations

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Thank You

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