

NAVIGANT CONSULTING, INC. AND SUBSIDIARIES SUPPLEMENTAL INFORMATION*

(UNAUDITED)

| | | TOTAL CO | MPANY(1) | | | | | | |
|--|---------------|----------|------------------|------------|---------------|------------|---------|------------|------------|
| | 2018 | | 2018 | | 2017 | ı | | 2017 | 2017 |
| All and have been been described as the pool of the po | | Q1 | YTD June | | 03 | Q2 | Q1 | YTD June | Full Year |
| All numbers in thousands except per share data, DSO, ratios and percentages | Q2 | | nuing Operations | Q4 | Q3 | Q2 | QI _ | YID June | Full Year |
| Revenues Before Reimbursements (RBR) | \$ 165,224 \$ | 161,445 | \$ 326,669 | \$ 156,635 | \$ 164,523 \$ | 160,076 \$ | 155,708 | \$ 315,784 | \$ 636,942 |
| Y/Y Growth rate | 3% | 4% | 3% | N/A | N/A | N/A | N/A | N/A | N/A |
| Q/Q Growth rate | 2% | 3% | N/A | -5% | 3% | 3% | N/A | N/A | N/A |
| Reimbursements | 19,489 | 16,623 | 36,112 | 20,398 | 20,989 | 17,594 | 18,143 | 35,737 | 77,124 |
| Total Revenues | 184,713 | 178,068 | 362,781 | 177,033 | 185,512 | 177,670 | 173,851 | 351,521 | 714,066 |
| Geographic Revenues as % of Total Revenues | | | | | | | | | |
| U.S. Operations | 91% | 94% | 92% | 92% | 94% | 94% | 94% | 94% | 93% |
| Non U.S. Operations | 9% | 6% | 8% | 8% | 6% | 6% | 6% | 6% | 7% |
| Cost of Services Before Reimbursable Expenses | 113,121 | 116,936 | 230,057 | 109,009 | 111,197 | 113,333 | 109,884 | 223,217 | 443,423 |
| % of RBR | 68% | 72% | 70% | 70% | 68% | 71% | 71% | 71% | 70% |
| General and Administrative Expenses | 34,912 | 37,079 | 71,991 | 32,663 | 35,326 | 34,663 | 36,372 | 71,035 | 139,024 |
| % of RBR | 21% | 23% | 22% | 21% | 21% | 22% | 23% | 22% | 22% |
| EBITDA (2) | 14,896 | 6,446 | 21,343 | 14,785 | 16,987 | 12,081 | 8,146 | 20,227 | 51,999 |
| % of RBR | 9% | 4% | 7% | 9% | 10% | 8% | 5% | 6% | 8% |
| Adjusted EBITDA from Continuing Operations (2) | 17,565 | 9,213 | 26,778 | 15,231 | 18,683 | 14,589 | 10,587 | 25,176 | 59,090 |
| % of RBR | 11% | 6% | 8% | 10% | 11% | 9% | 7% | 8% | 9% |
| Operating Income (loss) | 8,288 | (302) | 7,986 | 7,721 | 10,107 | 4,442 | 653 | 5,095 | 22,923 |
| % of RBR | 5% | 0% | 2% | 5% | 6% | 3% | 0% | 2% | 4% |
| Share-based compensation expense related to client-service FTE | 673 | 767 | 1.440 | 997 | | | | | |
| · | | | , , | | 1,111 | 1,835 | 1,177 | 3,014 | 5,122 |
| Net Income (loss) from Continuing Operations | 6,128 | (1,597) | 4,531 | 22,366 | 5,841 | 2,563 | 587 | 3,150 | 31,357 |
| % of RBR | 4% | -1% | 1% | 14% | 4% | 2% | 0% | 1% | 5% |
| | | | d Results | | | | _ | | |
| Adjusted EBITDA (Combined) | 39,737 | 29,910 | 69,646 | 32,317 | 32,884 | 29,176 | 31,461 | 60,636 | 125,838 |
| Net Income (loss) from Continuing Operations | 6,128 | (1,597) | 4,531 | 22,366 | 5,841 | 2,563 | 587 | 3,150 | 31,357 |
| Net Income (loss) from Discontinued Operations | 22,698 | 13,450 | 36,148 | 20,754 | 6,098 | 6,234 | 10,509 | 16,743 | 43,595 |
| Net Income (Combined) | 28,826 | 11,853 | 40,679 | 43,120 | 11,939 | 8,797 | 11,096 | 19,893 | 74,952 |
| Shares used in computing per diluted share data | 46,549 | 46,834 | 46,692 | 47,223 | 48,017 | 48,696 | 48,969 | 48,833 | 48,226 |
| Net Income Per Diluted Share (EPS) (Combined) | 0.62 | 0.25 | 0.87 | 0.91 | 0.25 | 0.18 | 0.23 | 0.41 | 1.55 |
| Net Income (loss) from Continuing Operations Per Diluted Share (EPS) | 0.13 | (0.03) | 0.10 | 0.47 | 0.12 | 0.05 | 0.01 | 0.06 | 0.65 |
| Net Income from Discontinued Operations Per Diluted Share (EPS) | 0.49 | 0.29 | 0.77 | 0.44 | 0.13 | 0.13 | 0.21 | 0.34 | 0.90 |

| | | SE | GMENT INFO | RMA | TION (1) (9) | | | | | | | | | |
|---|----|------------|--------------|------|--------------|---------------|-----|------------|------------|---------|------|----------|----|-----------|
| | | 2018 | | | 2018 | | | 2017 | | | 2017 | | | 2017 |
| | | | | | | | | | | | | | | |
| All numbers in thousands except percentages | | Q2 | Q1 | | YTD June | Q4 | | Q3 | Q2 | Q1 | | YTD June | | Full Year |
| Business Segment RBR | | | | | | | | | | | | | | |
| Healthcare | \$ | 91,594 \$ | 90,149 | \$ | 181,743 | \$ 93,754 | \$ | 100,348 \$ | 97,995 \$ | 94,010 | \$ | 192,005 | \$ | 386,109 |
| % of Total Company RBR | | 55% | 56% | | 56% | 60% | | 61% | 61% | 60% | | 61% | | 61% |
| Energy | | 36,644 | 33,704 | | 70,348 | 30,654 | | 29,597 | 31,743 | 32,498 | | 64,241 | | 124,492 |
| % of Total Company RBR | | 22% | 21% | | 22% | 20% | | 18% | 20% | 21% | | 20% | | 20% |
| Financial Services Advisory and Compliance | | 36,986 | 37,592 | | 74,578 | 32,227 | | 34,578 | 30,338 | 29,200 | | 59,538 | | 126,343 |
| % of Total Company RBR | | 22% | 23% | | 23% | 21% | | 21% | 19% | 19% | | 19% | | 20% |
| Total Company | \$ | 165,224 \$ | 161,445 | \$ | 326,669 | 156,635 | | 164,523 | 160,076 | 155,708 | | 315,784 | | 636,942 |
| Business Segment Revenues | | | | | | | | | | | | | | |
| Healthcare | \$ | 100,250 \$ | 98,712 | \$ | 198,962 | \$ 102,844 | \$ | 109,375 \$ | 107,281 \$ | 103,015 | \$ | 210,296 | \$ | 422,515 |
| % of Total Company Revenues | ľ | 54% | 55% | | 55% | 58% | i i | 59% | 60% | 59% | | 60% | | 59% |
| Energy | | 44,183 | 37,637 | | 81,820 | 37,015 | | 35,144 | 36,544 | 37,722 | | 74,266 | | 146,425 |
| % of Total Company Revenues | | 24% | 21% | | 23% | 21% | | 19% | 21% | 22% | | 21% | | 21% |
| Financial Services Advisory and Compliance | | 40,280 | 41,719 | | 81,999 | 37,174 | | 40,993 | 33,845 | 33,114 | | 66,959 | | 145,126 |
| % of Total Company Revenues | | 22% | 23% | | 23% | 21% | | 22% | 19% | 19% | | 19% | | 20% |
| Total Company | \$ | 184,713 \$ | 178,068 | \$ | 362,781 | 177,033 | | 185,512 | 177,670 | 173,851 | | 351,521 | | 714,066 |
| Segment Operating Profit | | | | | | | | | | | | | | |
| Healthcare | \$ | 27,375 \$ | 20,390 | \$ | 47,765 | \$ 27,302 | \$ | 31,665 \$ | 28,930 \$ | 28,472 | \$ | 57,402 | \$ | 116,369 |
| % of Segment RBR | ľ | 30% | 23% | | 26% | 29% | i i | 32% | 30% | 30% | | 30% | | 30% |
| Energy | | 12,685 | 10,728 | | 23,413 | 8,311 | | 8,077 | 8,516 | 8,879 | | 17,395 | | 33,783 |
| % of Segment RBR | | 35% | 32% | | 33% | 27% | | 27% | 27% | 27% | | 27% | | 27% |
| Financial Services Advisory and Compliance | | 13,387 | 14,836 | | 28,223 | 12,830 | | 15,034 | 11,674 | 10,681 | | 22,355 | | 50,219 |
| % of Segment RBR | | 36% | 39% | | 38% | 40% | | 43% | 38% | 37% | | 38% | | 40% |
| Total Company | \$ | 53,447 \$ | 45,954 | \$ | 99,401 | \$ 48,443 | \$ | 54,776 \$ | 49,120 \$ | 48,032 | \$ | 97,152 | \$ | 200,371 |
| % of Total Company RBR | | 32% | 28% | | 30% | 31% | ľ | 33% | 31% | 31% | | 31% | | 31% |
| Technology, Data & Process RBR (3) | \$ | 31,905 \$ | 31,425 | \$ | 63,330 | \$ 31,544 | \$ | 33,590 \$ | 30,726 \$ | 31,242 | \$ | 61,968 | \$ | 127,102 |
| % of Total Company RBR | | 19% | 19% | | 19% | 20% | | 20% | 19% | 20% | | 20% | | 20% |
| | | | Discontinued | Oper | ations (1) | | | | | | | | | |
| Discontinued Operations (1) | | | | | | | | | | | | | | |
| RBR | \$ | 87,169 \$ | 82,434 | \$ | 169,603 | \$ 74,049 | | 72,982 \$ | 75,162 \$ | 80,504 | \$ | 155,665 | \$ | 302,696 |
| Segment Operating Profit | \$ | 31,844 \$ | 29,104 | \$ | 60,948 | \$ 24,844 | \$ | 23,429 \$ | 21,246 \$ | 26,414 | \$ | 47,660 | \$ | 95,933 |

| | | METRIC INFOR | MATION (1) (9) | | | | | | |
|--|-------|--------------|----------------|-------|-------|-------|-------|----------|-----------|
| | 2018 | | 2018 | | 201 | 17 | | 2017 | 2017 |
| | Q2 | Q1 | YTD June | Q4 | Q3 | Q2 | Q1 | YTD June | Full Year |
| Average Client-Service Full-Time Equivalent (FTE) Headcount (3)(4) | Qž | Q1 | TIDJulle | Q-7 | ųз | Q2 | Q1 | TIDJulle | TuilTeal |
| Healthcare | | | | | | | | | |
| Consulting | 622 | 648 | 635 | 680 | 671 | 657 | 645 | 651 | 663 |
| Technology, Data & Process | 2,570 | 2,706 | 2,638 | 2,751 | 2,780 | 2,656 | 2,467 | 2,561 | 2,663 |
| Total Client-Service FTE | 3,192 | 3,354 | 3,273 | 3,431 | 3,451 | 3,313 | 3,112 | 3,212 | 3,326 |
| Energy | -, | 5,55 | 3,2.0 | 3,102 | 3,102 | -, | 3,222 | 7, | 3,323 |
| Consulting | 437 | 437 | 437 | 440 | 443 | 457 | 472 | 464 | 453 |
| Technology, Data & Process | 56 | 57 | 56 | 58 | 57 | 59 | 62 | 60 | 59 |
| Total Client-Service FTE | 493 | 494 | 493 | 498 | 500 | 516 | 534 | 524 | 512 |
| Financial Services Advisory and Compliance | | | | | | | | | - |
| Consulting | 299 | 287 | 293 | 274 | 264 | 265 | 276 | 271 | 270 |
| Technology, Data & Process | 116 | 111 | 113 | 102 | 93 | 94 | 87 | 91 | 94 |
| Total Client-Service FTE | 415 | 398 | 406 | 376 | 357 | 359 | 363 | 362 | 364 |
| Total Company | | | | | | | | | |
| Consulting | 1,358 | 1,372 | 1,365 | 1,394 | 1,378 | 1,379 | 1,393 | 1,386 | 1,386 |
| Technology, Data & Process | 2,742 | 2,874 | 2,807 | 2,911 | 2,930 | 2,809 | 2,616 | 2,712 | 2,816 |
| Total Client-Service FTE | 4,100 | 4,246 | 4,172 | 4,305 | 4,308 | 4,188 | 4,009 | 4,098 | 4,202 |
| Average Bill Rate (3)(5) | | | | | | | | | |
| Healthcare | 255 | 263 | 263 | 274 | 284 | 282 | 272 | 277 | 278 |
| Energy | 223 | 215 | 215 | 206 | 200 | 206 | 207 | 206 | 206 |
| Financial Services Advisory and Compliance | 280 | 303 | 291 | 298 | 310 | 284 | 294 | 282 | 294 |
| Total Company | 251 | 258 | 255 | 260 | 265 | 259 | 258 | 258 | 260 |
| Average Utilization (based on 1,850 hrs) (3)(6) | | | | | | | | | |
| Healthcare | 73% | 71% | 72% | 70% | 73% | 73% | 76% | 74% | 73% |
| Energy | 71% | 68% | 69% | 62% | 67% | 67% | 67% | 67% | 66% |
| Financial Services Advisory and Compliance | 81% | 84% | 83% | 80% | 84% | 76% | 77% | 77% | 79% |
| Total Company | 73% | 72% | 73% | 69% | 73% | 72% | 73% | 72% | 72% |
| Period End FTE Employees (3)(4) | | | | | | | | | |
| Consulting | 1,359 | 1,355 | 1,359 | 1,394 | 1,385 | 1,366 | 1,385 | 1,366 | 1,394 |
| Technology, Data & Process | 2,753 | 2,800 | 2,753 | 2,870 | 2,949 | 2,921 | 2,709 | 2,921 | 2,870 |
| Non-billable | 818 | 820 | 818 | 765 | 737 | 722 | 727 | 722 | 765 |
| Total Company | 4,930 | 4,975 | 4,930 | 5,029 | 5,071 | 5,009 | 4,821 | 5,009 | 5,029 |

| | NON-GAAP FINAI | NCIAL MEASURES | RECONCILIATIONS | PAGE 1 OF 3 (1)(2) | | | | | |
|---|----------------------|-----------------|---------------------|--|------------------|------------------|------------------|------------------|-------------------|
| | | EBITDA AND A | DJUSTED EBITDA | | | | | | |
| | 20 | 18 | 2018 | | 2017 | | | 2017 | 2017 |
| All numbers in thousands except ratios and percentages | Q2 | Q1 | YTD June | Q4 | Q3 | Q2 | Q1 | YTD June | Full Year |
| All numbers in thousands except ratios and percentages | | | ontinuing Operation | | ų3 | QZ | Qı | TIDJulie | Tuli Teal |
| Net Income (loss) from Continuing Operations | \$ 6,128 | _ | \$ 4,531 | \$ 22,366 | \$ 5,841 \$ | 2,563 \$ | 587 | \$ 3,150 | \$ 31,357 |
| Interest expense | 911 | 828 | 1,739 | 757 | 833 | 783 | 647 | 1,430 | 3,020 |
| Interest income | (77) | (119) | (196) | (109) | (100) | (81) | (31) | (112) | (321) |
| Other income, net | (183) | 361 | 178 | 413 | 104 | 602 | (217) | 385 | 902 |
| Income tax expense | 1,509 | 226 | 1,734 | (15,706) | 3,431 | 576 | (333) | 243 | (12,032) |
| Depreciation expense | 4,943 | 4,997 | 9,940 | 4,807 | 4,777 | 5,530 | 5,285 | 10,815 | 20,399 |
| Accelerated depreciation - office consolidation (included in other operating costs - office | | | | 101 | _ | _ | | | |
| consolidation, net) | - | - | - | 101 | - | - | - | - | 101 |
| Amortization expense | 1,665 | 1,750 | 3,417 | 2,156 | 2,101 | 2,108 | 2,208 | 4,316 | 8,573 |
| EBITDA | 14,896 | 6,446 | 21,343 | 14,785 | 16,987 | 12,081 | 8,146 | 20,227 | 51,999 |
| Add: | | | | | | | | | |
| Severance expense | 374 | 1,784 | 2,157 | 267 | 682 | 2,508 | 1,135 | 3,643 | 4,592 |
| Other operating costs: | | | | | | | | | |
| Contingent acquisition liability adjustments, net | | | | | 1,014 | - | 1,199 | 1,199 | 2,213 |
| Other costs | 2,295 | 983 | 3,278 | 179 | - | - | 107 | 107 | 286 |
| Adjusted EBITDA from continuing operations | 17,565 | 9,213 | 26,778 | 15,231 | 18,683 | 14,589 | 10,587 | 25,176 | 59,090 |
| General and administrative expenses | 34,912 | 37,079 | 71,991 | 32,663 | 35,326 | 34,663 | 36,372 | 71,035 | 139,024 |
| Long term compensation expense related to client-service personnel (including share-based | 1,344 | 1,445 | 2,789 | 817 | 1,450 | 2,377 | 2,208 | 4,585 | 6,852 |
| compensation) Severance expense added above | (374) | (1,784) | (2,157) | (267) | (682) | (2,508) | (1,135) | (3,643) | (4,592) |
| Total Segment Operating Profit | | \$ 45,953 | \$ 99,401 | \$ 48,444 | | 49,121 \$ | 48,032 | \$ 97,153 | \$ 200,374 |
| Total segment operating Front | T | | scontinued Operati | | σ σπ,,,,, | 43,121 ¥ | 40,032 | \$ 57,155 | \$ 200,514 |
| Adjusted EBITDA reconciliation - discontinued operations: | | | | | | | | | |
| Net income from discontinued operations | 22,698 | 13,450 | 36,148 | 20,754 | 6,098 | 6,234 | 10,509 | 16,743 | 43,595 |
| Interest expense | 600 | 488 | 1,088 | 497 | 534 | 497 | 422 | 919 | 1,950 |
| Interest income | (1) | - | (1) | - | (24) | - | - | (1) | (24) |
| Other (income) expense, net | 29 | 29 | 58 | 17 | - | - | - | - | 17 |
| Income tax expense | (3,181) | 4,761 | 1,580 | (6,364) | 3,460 | 3,572 | 6,993 | 10,565 | 7,661 |
| Depreciation expense | 1,825 | 1,848 | 3,673 | 1,978 | 1,965 | 2,296 | 2,188 | 4,484 | 8,427 |
| Amortization expense | 106 | 106 | 211 | 91 | 74 | 111 | 111 | 222 | 387 |
| EBITDA | 22,076 | 20,682 | 42,757 | 16,973 | 12,107 | 12,710 | 20,223 | 32,932 | 62,013 |
| Severance expense | 96 | 15 | 111 | 113 | 474 | 1,877 | 651 | 2,528 | 3,115 |
| Other costs | - | - | - | - | 1,620 | - | - | - | 1,620 |
| Adjusted EBITDA from discontinued operations | 22,172 | 20,697 | 42,868 | 17,086 | 14,201 | 14,587 | 20,874 | 35,460 | 66,748 |
| A I' A LEDWOA C. I' I' I' I' | 22.472 | | DA - Combined | 47.655 | 44.204 | 44.507 | 20.071 | 25.450 | 66.745 |
| Adjusted EBITDA from discontinued operations | 22,172 | 20,697 | 42,868 | 17,086 | 14,201 | 14,587 | 20,874 | 35,460 | 66,748 |
| Adjusted EBITDA from continuing operations Adjusted EBITDA (Combined) | 17,565 39,737 | 9,213 29,910 | 26,778 69,646 | 15,231 32,317 | 18,683 32,884 | 14,589 29,176 | 10,587 31,461 | 25,176 60,636 | 59,090 125,838 |
| rajustes correct (complica) | 33,737 | 23,310 | 03,040 | 32,317 | 32,004 | 23,170 | 31,401 | 00,030 | 123,030 |
| | | FRFF CA | SH FLOW | | | | | | |
| | Ι. | | | <u>. </u> | | | | | |
| Net cash provided by (used in) operating activities | \$ 53,543 | \$ (34,847) | \$ 18,696 | 7 | \$ 35,175 \$ | 19,605 \$ | (22,961) | \$ (3,356) | \$ 102,535 |
| Changes in assets and liabilities | (17,893) | 63,883 | 45,990 | (36,761) | (5,952) | 10,807 | 50,064 | 60,871 | 18,158 |
| Allowance for doubtful accounts receivable | (3,764) | (3,130) | (6,894) | (1,411) | (5,169) | (1,171) | (4) | (1,175) | (7,755) |
| Purchases of property and equipment | (1,705) | (5,750) | (7,455) | (7,921) | (9,840) | (7,100) | (13,789) | (20,889) | (38,650) |
| Payments of contingent acquisition liabilities Free Cash Flow | (1,090) \$ 29.091 | (80) | (1,170) | c 24.622 | - 14 214 A | (8,630) | 12 210 | \$ 26,821 | (8,630) |
| FIEC Cash Flow | \$ 29,091 | \$ 20,076 | \$ 49,167 | \$ 24,623 | \$ 14,214 \$ | 13,511 \$ | 13,310 | \$ 26,821 | \$ 65,658 |

| | NO | ON-GAAP FINA | NCIAL MEASU | RES RE | CONCILIATION | S PAGE | 2 OF 3 | | | | | | | | |
|--|----|------------------------|------------------|--------|------------------|----------|-----------------------|-----------------|------|-----------------------|------------------|------|------------------|----|------------------|
| | T | 2018 | | | 2018 | | | 20 | 2017 | | | 2017 | | | 2017 |
| | | | | | | | | | | | | | | | |
| All numbers in thousands except per share data | | Q2 | Q1 | | YTD June | | Q4 | Q3 | | Q2 | Q1 | | YTD June | F | Full Year |
| | | | LEVER. | AGE RA | ATIO | | | | | | | | | | |
| | | | | | | | | | _ | | | | | | |
| Adjusted EBITDA for prior twelve-month period | \$ | 134,848 \$ | 124,287 | \$ | 134,848 | \$ | 125,838 \$ | 128,291 | \$ | 135,214 \$ | 143,190 | \$ | 135,214 | \$ | 125,838 |
| Bank debt | | 147,005 | 184,327 1.48 | | 147,005 | | 132,944 | 176,723 | | 184,787 | 178,336 | | 184,787 | | 132,944 |
| Leverage ratio | | 1.09 | ORGAN | C CPC | 1.09 | | 1.06 | 1.38 | | 1.37 | 1.25 | | 1.37 | | 1.06 |
| | T | | UNGAN | C GAC | 700111 | | | | | | | | | | |
| Revenues Before Reimbursements | Ś | 165,224 \$ | 161,445 | \$ | 326,669 | | | | Ś | 160,076 \$ | 155,708 | \$ | 315,784 | | |
| Pro forma acquisition adjustment | 1 | | - | | - | | | | , | 1,421 | 1,420 | Ť | 2,841 | | |
| Currency impact | | (1,049) | (1,598) | | (1,757) | | | | | , - | , - | | - | | |
| Pro forma RBR | \$ | 164,175 \$ | | \$ | 324,912 | | | | \$ | 161,497 \$ | 157,128 | \$ | 318,625 | | |
| Y/Y Organic growth rate | | 1.7% | 1.7% | | 0.9% | | | | | N/A | N/A | | N/A | | |
| | | ADJUSTED NET | INCOME AND | ADJUS | TED EARNING | S PER S | HARE | | | | | | | - | |
| Shares used in computing adjusted per diluted share data | | 46,549 | 46,834 | | 46,692 | | 47,223 | 48,017 | | 48,696 | 48,969 | | 48,833 | | 48,226 |
| | | Adjusted Net | Income and EP | S from | Continuing Op | eration | ıs | | | | | | | | |
| Severance expense | \$ | 374 \$ | 1,783 | \$ | 2,157 | \$ | 268 \$ | 682 | | 2,509 \$ | 1,134 | \$ | 3,643 | \$ | 4,593 |
| Income tax benefit (7) | | (99) | (475) | | (574) | \$ | (99) \$ | (265) | | (989) \$ | (420) | \$ | (1,409) | \$ | (1,772) |
| Tax-effected impact of severance expense | \$ | 275 \$ | 1,308 | \$ | 1,583 | \$ | 169 \$ | 417 | \$ | 1,520 \$ | 714 | \$ | 2,234 | \$ | 2,820 |
| | | | | | | | | | | | | | | | |
| Diluted earnings per share impact of severance expense | \$ | 0.01 \$ | 0.03 | \$ | 0.03 | \$ | - \$ | 0.01 | \$ | 0.03 \$ | 0.01 | \$ | 0.05 | \$ | 0.06 |
| Other operating costs - contingent acquisition liability adjustment, net | \$ | - \$ | - | \$ | - | \$ | - \$ | 1,014 | \$ | - \$ | 1,199 | \$ | 1,199 | \$ | 2,213 |
| Income tax benefit(7) | | - | - | | - | | - | (407) | | - | (481) | | (481) | | (888) |
| | 1. | | | | | | | | | | | | | | |
| Tax-effected impact of other operating costs - contingent acquisition liability adjustment, net | \$ | - \$ | - | \$ | - | \$ | - \$ | 607 | \$ | - \$ | 718 | \$ | 718 | \$ | 1,325 |
| Diluted earnings per share impact of other operating costs - contingent acquisition liability | | | | | | | | | | | | | | | |
| adjustment, net | \$ | - \$ | - | \$ | - | \$ | - \$ | 0.01 | \$ | - \$ | 0.01 | \$ | 0.01 | \$ | 0.03 |
| Other and the sector of the sector (2010) and the sector of the sector o | | | | | | | | | | | | | | | |
| Other operating costs - other costs (2018 costs include legal costs relating to shareholder proxy contest and costs relating to the SaleCo transaction) | \$ | 2,295 \$ | 983 | \$ | 3,278 | \$ | 280 \$ | _ | Ś | - Ś | 107 | Ś | 107 | Ś | 387 |
| Income tax benefit(7) | ۶ | (625) | (268) | ۶ | (893) | ۶ | (113) | - | Ş | - 3 | (43) | ۶ | (43) | Ş | (155) |
| Tax-effected impact of other operating costs - other costs | \$ | 1,670 \$ | 715 | \$ | 2,385 | \$ | 167 \$ | - | \$ | - Ś | 64 | \$ | 64 | \$ | 232 |
| Diluted earnings per share impact of other operating costs - other costs | \$ | 0.04 \$ | 0.02 | \$ | 0.05 | \$ | - \$ | _ | \$ | - \$ | - | \$ | - | \$ | - |
| | _ | 0.0 · · · · | 0.02 | Ť | 0.05 | <u> </u> | · · | | Ψ | . | | Ť | | Ť | |
| Impact of 2017 Tax Cuts and Jobs Act ("Tax Reform")(8) | \$ | - \$ | - | \$ | - | \$ | (18,493) \$ | - | \$ | - \$ | - | \$ | - | \$ | (18,493) |
| Diluted earnings per share impact of 2017 Tax Cuts and Jobs Act ("Tax Reform")(8) | \$ | - \$ | - | \$ | - | \$ | (0.39) \$ | - | \$ | - \$ | - | \$ | - | \$ | (0.38) |
| | | | | | | | | | | | | | | | |
| Net Income from Continuing Operations | \$ | 6,128 \$ | (1,597) | \$ | 4,531 | \$ | 22,366 \$ | 5,841 | \$ | 2,563 \$ | 587 | \$ | 3,150 | \$ | 31,357 |
| Tax-effected impact of severance expense | | 275 | 1,308 | | 1,583 | | 169 | 417 | | 1,520 | 714 | | 2,234 | | 2,820 |
| Tax-effected impact of other operating costs - contingent acquisition liability adjustment, net | | - | - | | - | | - | 607 | | - | 718 | | 718 | | 1,325 |
| Tax-effected impact of other operating costs - other costs | | 1,670 | 715 | | 2,385 | | 167 | - | | - | 64 | | 64 | | 232 |
| Impact of 2017 Tax Cuts and Jobs Act ("Tax Reform")(8) | _ | - | - | | - | | (18,493) | | | - | - | | - | | (18,493) |
| Adjusted net income - continuing operations | \$ | 8,073 \$ | 426 | \$ | 8,499 | \$ | 4,209 \$ | 6,865 | \$ | 4,083 \$ | 2,083 | \$ | 6,166 | \$ | 17,241 |
| | | | isted Net Incor | | | | | | | | | - | | - | 4 |
| Adjusted net income - continuing operations | \$ | 8,073 \$ 14.819 \$ | | \$ | 8,499 | \$ | 4,209 \$ | , | | 4,083 \$ | 2,083 | \$ | 6,166 | \$ | 17,241 |
| Adjusted net income - discontinued operations (see below) Adjusted net income (Combined) | \$ | 14,819 \$ 22,892 \$ | 13,460 13,886 | \$ | 28,279 36,778 | \$ | 9,627 \$ 13,836 \$ | 7,358 14,223 | \$ | 7,370 \$ 11,453 \$ | 10,924 13,007 | \$ | 18,294 24,460 | \$ | 35,279 52,520 |
| najastea net meome (combinea) | Ş | 22,892 \$ | 13,886 | H | ٥٥,//٥ | | 13,030 \$ | 14,223 | ş | 11,455 \$ | 13,007 | | 24,400 | | 32,320 |
| Adjusted earnings per share - continuing operations | \$ | 0.17 \$ | 0.01 | \$ | 0.18 | \$ | 0.09 \$ | 0.14 | \$ | 0.08 \$ | 0.04 | \$ | 0.13 | \$ | 0.36 |
| Adjusted earnings per share - discontinued operations | \$ | 0.32 \$ | | \$ | 0.61 | \$ | 0.20 \$ | | \$ | 0.16 \$ | 0.23 | \$ | 0.37 | \$ | 0.73 |
| Adjusted earnings per share (Combined) | \$ | 0.49 \$ | 0.30 | \$ | 0.79 | \$ | 0.29 \$ | 0.30 | \$ | 0.24 \$ | 0.27 | \$ | 0.50 | \$ | 1.09 |

| | NON-GAAP F | INANCIAL MEAS | URES R | ECONCILIATION | IS PAGE | 3 of 3 | | | | | |
|---|------------|-----------------|--------|----------------|---------|----------|-------------|-------|---------|----------|----------------|
| | 2 | 018 | | 2018 | | | 2017 | | | 2017 | 2017 |
| | | | | | | | | | | | |
| All numbers in thousands except per share data | Q2 | Q1 | | YTD June | | Q4 | Q3 | Q2 | Q1 | YTD June | Full Year |
| | Adjusted N | et inome and EP | from | Discontinued C | peratio | ns | | | | | |
| Severance expense from discontinued operations | 96 | 15 | | 111 | | 113 | 474 | 1,877 | 651 | 2,528 | 3,115 |
| Income tax benefit (7) | (25 | (5 |) | (30) | | (42) | (184) | (741) | (236) | (977) | (1,203) |
| Tax-effected impact of severance expense from discontinued operations | 71 | 10 | | 81 | | 71 | 290 | 1,136 | 415 | 1,551 | 1,912 |
| Diluted earnings per share impact of severance expense | \$ - | \$ - | \$ | - | \$ | - | \$ 0.01 \$ | 0.02 | \$ 0.01 | \$ 0.03 | \$ 0.04 |
| | | | | | | | | | | | |
| Other operating costs - other costs | \$ - | \$ - | \$ | - | \$ | - | \$ 1,620 \$ | - | \$ - | \$ - | \$ 1,620 |
| Income tax benefit(7) | \$ - | \$ - | \$ | | \$ | - | \$ (650) \$ | - | \$ - | \$ - | \$ (650) |
| Tax-effected impact of other operating costs - other costs | \$ - | \$ - | \$ | - | \$ | - | \$ 970 \$ | - | \$ - | \$ - | \$ 970 |
| Diluted earnings per share impact of other operating costs - other costs | \$ - | \$ - | \$ | - | \$ | - | \$ 0.02 \$ | - | \$ - | \$ - | \$ 0.02 |
| | | | | | | | · | | | | |
| Impact of 2017 Tax Cuts and Jobs Act ("Tax Reform")(8) | \$ - | \$ - | \$ | - | \$ | (11,198) | \$ - \$ | - | \$ - | \$ - | \$ (11,198) |
| Diluted earnings per share impact of 2017 Tax Cuts and Jobs Act ("Tax Reform")(8) | \$ - | \$ - | \$ | - | \$ | (0.24) | \$ - \$ | - | \$ - | \$ - | \$ (0.23) |
| | | | | | | | | | | | |
| Impact of deferred tax benefit related to recognition of goodwil tax basis (10) | \$ (7,950 | \$ - | \$ | (7,950) | \$ | - | \$ - \$ | - | \$ - | \$ - | \$ - |
| Diluted earnings per share impact of deferred tax benefit related to recognition of goodwill | | | | | | | | | | | |
| tax basis (10) | \$ (0.17 | \$ - | \$ | (0.17) | \$ | - | \$ - \$ | - | \$ - | \$ - | \$ - |
| | | | | | | | | | | | |
| Net income from discontinued operations | 22,698 | 13,450 | | 36,148 | | 20,754 | 6,098 | 6,234 | 10,509 | 16,743 | 43,595 |
| Tax-effected impact of severance expense | 71 | 10 | | 81 | | 71 | 290 | 1,136 | 415 | 1,551 | 1,912 |
| Tax-effected impact of other operating costs - other costs | - | | | - | | - | 970 | - | - | - | 970 |
| Tax-effected Impact of 2017 Tax Cuts and Jobs Act ("Tax Reform")(8) | - | | | - | | (11,198) | - | - | - | - | (11,198) |
| | | | | | | | | | | | |
| Tax - effected impact of deferred tax benefit related to recognition of goodwill tax basis (10) | (7,950 | | | (7,950) | | - | - | - | - | - | - |
| Adjusted Net Income from discontinued operations | 14,819 | 13,460 | | 28,279 | | 9,627 | 7,358 | 7,370 | 10,924 | 18,294 | 35,279 |
| Adjusted earnings per share - discontinued operations | \$ 0.32 | \$ 0.29 | \$ | 0.61 | \$ | 0.20 | \$ 0.16 \$ | 0.16 | \$ 0.23 | \$ 0.37 | \$ 0.73 |

FOOTNOTES

*TOTALS MAY NOT SUM DUE TO ROUNDING DIFFERENCES

(1) This supplemental information is reported on a continuing operations basis unless otherwise noted. On June 23, 2018, we entered into an agreement to sell all of the operations of the former Disputes, Forensics and Legal Technology (DFLT) segment and the Transaction Advisory Services (TAS) group within the Financial Services Advisory and Compliance segment to Ankura Consulting Group, LLC (SaleCo). The transaction is expected to close during the third quarter 2018. These businesses have been classified as discontinued operations in our results for all periods presented. **Combined** results include both continuing operations and discontinued operations. Management believes this information provides investors with a better indication of year-over-year comparability to the Company's results before the classification of SaleCo as discontinued operations. See non-GAAP reconciliations for more details.

(2) Non-GAAP Financial Information

This supplemental information includes certain non-GAAP financial measures as defined by the Securities and Exchange Commission. All non-GAAP financial measures are presented on a continuing operations basis. Reconciliations of these non-GAAP financial measures to the most directly comparable financial measure calculated and presented in accordance with generally accepted accounting principles (GAAP) have been provided. This information should be considered as supplemental in nature and not as a substitute for, or superior to, any measure of performance prepared in accordance with GAAP. Management uses these non-GAAP financial measures in addition to GAAP financial measures to assess the Company's operations and financial results and believes they are useful indicators of operating performance and the Company's ability to generate cash flows from operations that are available for interest, debt service, taxes and capital expenditures. Investors should recognize that these non-GAAP financial measures may not be comparable to similarly-titled measures of other companies.

EBITDA, Adjusted EBITDA, Adjusted Net Income and Adjusted Earnings per Share

Adjusted EBITDA is EBITDA – earnings before interest, taxes, depreciation, and amortization – excluding the impact of severance expense and other operating costs (benefit), as applicable. Adjusted Net Income and Adjusted Earnings per Share exclude the net income and per share net income impact of severance expense, other operating costs (benefit), the benefit recognized in the fourth quarter 2017 related to the 2017 Tax Cuts and Jobs Act, and the benefit recognized in the second quarter 2018 related to the recognition of goodwill tax basis on a portion of the assets that were moved to discontinued operations (which impacted discontinued operations only), as applicable. While other operating costs (benefit) are generally non-recurring in nature, severance expense and certain other operating costs are not considered to be non-recurring, infrequent or unusual to our business. Management believes that these non-GAAP financial measures provide investors with enhanced comparability of Navigant's results of operations across periods. See non-GAAP reconciliations for more details.

Free Cash Flow

Free Cash Flow is calculated as net cash provided from operations excluding the change in assets and liabilities and allowance for doubtful accounts receivable less cash payments for property and equipment and deferred acquisition relayed payments. Free cash flow does not represent discretionary cash available for spending as it excludes certain contractual obligations such as debt repayment. However, management believes that it provides investors with an indicator of cash flows available for on-going business operations and long term value creation.

Leverage Ratio

Leverage ratio is calculated as bank debt at the end of the period divided by Adjusted EBITDA (Combined) for the prior twelve-month period. Management believes that leverage provides investors with an indicator of the cash flows available to repay the Company's debt obligations.

Organic Growth

Organic growth represents revenues before reimbursements adjusted to include the impact of our acquisitions as if we owned them from the beginning of each comparable period and adjusted to exclude the impact of foreign currency exchange rate fluctuations. Management believes that organic growth reflects the growth of our existing business and is, therefore, useful in analyzing the Company's financial condition and results of operations.

- (3) Technology, Data & Process businesses are comprised of technology enabled professional services, including business process management services and data analytics, legal technology solutions and data services and insurance claims processing, market research and benchmarking businesses.
- (4) Average FTE is our average headcount during the period adjusted for part-time status. Average FTE is further split between the following categories:
- a) Client-Service FTE combination of Consulting FTE and Technology, Data & Process FTE defined as follows:
 - i) Consulting FTE individuals assigned to client services who record time to client engagements; and
 - ii) Technology, Data & Process FTE individuals in businesses primarily dedicated to maintaining and delivering the services described above in note (3) and are not included in average bill rate and average utilization metrics (see note
 - (5) and (6) below); and
- b) Non-billable FTE individuals assigned to administrative and support functions, including office services, corporate functions and certain practice support functions.
- (5) Average bill rate is calculated by dividing fee revenues before certain adjustments such as discounts and markups, by the number of hours associated with the fee revenues. Fee revenues and hours billed on performance-based services and related to Technology, Data & Process FTE are excluded from average bill rate.
- (6) Average utilization rate is calculated by dividing the number of hours of our Consulting FTE who recorded time to client engagements during a period by the total available working hours for these consultants during the same period (1,850 hours annually). Hours related to Technology, Data & Process FTE are excluded from average utilization rate.
- (7) Effective income tax (benefit) has been determined based on specific tax jurisdiction.
- (8) In Q4 2017, we recorded adjustments to our deferred income tax liabilities related to the impact of 2017 Tax Reform that resulted in an income tax benefit.
- (9) During the quarter ended March 31, 2018, we moved our life sciences regulatory and compliance related business from the Disputes, Forensics and Legal Technology reporting segment into our Healthcare segment. All prior period information has been restated to conform to current period presentation.
- (10) Due to held-for-sale presentation triggered by the SaleCo transaction, the Company recognized a \$7.9 million tax benefit related to the recognition of goodwill tax basis on a portion of the assets that were moved to assets held for sale.