

FTI CONSULTING, INC.
SELECTED FINANCIAL DATA
(Unaudited)

(All numbers in \$000s, except for per share data, DSO and percentages)

	Q1 2025	FY2024	Q4 2024	Q3 2024	Q2 2024	Q1 2024	FY2023	Q4 2023	Q3 2023	Q2 2023	Q1 2023	FY2022	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY2021	Q4 2021	Q3 2021	Q2 2021	Q1 2021
CONSOLIDATED																					
Revenues	\$ 898,282	\$ 3,698,652	\$ 894,924	\$ 926,019	\$ 949,156	\$ 928,553	\$ 3,489,242	\$ 924,684	\$ 893,261	\$ 864,591	\$ 806,706	\$ 3,028,908	\$ 774,431	\$ 775,865	\$ 754,992	\$ 723,620	\$ 2,776,222	\$ 676,231	\$ 702,228	\$ 711,486	\$ 686,277
Y/Y Growth Rate ⁽¹⁾	(3.3)%	6.0%	(3.2)%	3.7%	9.8%	15.1%	15.2%	19.4%	15.1%	14.5%	11.5%	9.1%	14.5%	10.5%	6.1%	5.4%	12.8%	7.9%	12.9%	17.0%	13.5%
Q/Q Growth Rate ⁽²⁾	0.4%	N/A	(3.4)%	(2.4)%	2.2%	0.4%	N/A	3.5%	3.3%	7.2%	4.2%	N/A	(0.2)%	2.8%	4.3%	7.0%	N/A	(3.7)%	(1.3)%	3.7%	9.5%
Direct Costs ⁽⁸⁾	\$ 608,928	\$ 2,516,726	\$ 624,864	\$ 628,079	\$ 637,749	\$ 626,034	\$ 2,354,216	\$ 613,809	\$ 598,804	\$ 588,094	\$ 553,509	\$ 2,065,977	\$ 526,139	\$ 526,654	\$ 520,080	\$ 493,104	\$ 1,915,507	\$ 484,126	\$ 472,235	\$ 490,722	\$ 468,424
Y/Y Growth Rate ⁽¹⁾	(2.7)%	6.9%	1.8%	4.9%	8.4%	13.1%	14.0%	16.7%	13.7%	13.1%	12.2%	7.9%	8.7%	11.5%	6.0%	5.3%	14.5%	10.0%	13.2%	18.8%	16.5%
Q/Q Growth Rate ⁽²⁾	(2.6)%	N/A	(0.5)%	(1.5)%	1.9%	2.0%	N/A	2.5%	1.8%	6.2%	5.2%	N/A	(0.1)%	1.3%	5.5%	1.9%	N/A	2.5%	(3.8)%	4.8%	6.4%
Selling, General & Administrative Expense ("SG&A") ⁽⁸⁾	\$ 184,335	\$ 822,151	\$ 208,051	\$ 205,995	\$ 206,235	\$ 201,870	\$ 751,306	\$ 194,634	\$ 186,088	\$ 186,371	\$ 184,213	\$ 641,070	\$ 164,973	\$ 159,186	\$ 167,940	\$ 148,971	\$ 537,844	\$ 138,768	\$ 138,600	\$ 133,930	\$ 126,546
SG&A (as % of revenues)	20.5%	22.2%	23.2%	22.2%	21.7%	21.7%	21.5%	21.0%	20.8%	21.6%	22.8%	21.2%	21.3%	20.5%	22.2%	20.6%	19.4%	20.5%	19.7%	18.8%	18.4%
Y/Y Growth Rate ⁽¹⁾	(8.7)%	9.4%	6.9%	10.7%	10.7%	9.6%	17.2%	18.0%	16.9%	11.0%	23.7%	19.2%	18.9%	14.9%	25.4%	17.7%	10.1%	23.4%	13.5%	5.5%	(0.3)%
Q/Q Growth Rate ⁽²⁾	(11.4)%	N/A	1.0%	(0.1)%	2.2%	3.7%	N/A	4.6%	(0.2)%	1.2%	11.7%	N/A	3.6%	(5.2)%	12.7%	7.4%	N/A	0.1%	3.5%	5.8%	12.6%
Operating income ⁽⁸⁾	\$ 78,707	\$ 347,362	\$ 52,745	\$ 90,892	\$ 104,092	\$ 99,633	\$ 377,561	\$ 115,021	\$ 107,029	\$ 88,709	\$ 66,802	\$ 303,878	\$ 72,656	\$ 87,710	\$ 64,235	\$ 79,277	\$ 312,048	\$ 51,029	\$ 88,533	\$ 83,980	\$ 88,506
Y/Y Growth Rate ⁽¹⁾	(21.0)%	(8.0)%	(54.1)%	(15.1)%	17.3%	49.1%	24.2%	58.3%	22.0%	38.1%	(15.7)%	(2.6)%	42.4%	(0.9)%	(23.5)%	(10.4)%	10.4%	(28.1)%	21.2%	28.0%	21.1%
Q/Q Growth Rate ⁽²⁾	49.2%	N/A	(42.0)%	(12.7)%	4.5%	(13.4)%	N/A	7.5%	20.7%	32.8%	(8.1)%	N/A	(17.2)%	36.5%	(19.0)%	55.4%	N/A	(42.4)%	5.4%	(5.1)%	24.8%
Net income	\$ 61,824	\$ 280,088	\$ 49,710	\$ 66,466	\$ 83,947	\$ 79,965	\$ 274,892	\$ 81,633	\$ 83,317	\$ 62,395	\$ 47,547	\$ 235,514	\$ 47,498	\$ 77,267	\$ 51,428	\$ 59,321	\$ 234,966	\$ 38,208	\$ 69,480	\$ 62,782	\$ 64,496
Y/Y Growth Rate ⁽¹⁾	(22.7)%	1.9%	(39.1)%	(20.2)%	34.5%	68.2%	16.7%	71.9%	7.8%	21.3%	(19.8)%	0.2%	24.3%	11.2%	(18.1)%	(8.0)%	11.5%	(31.3)%	38.5%	30.3%	13.7%
Q/Q Growth Rate ⁽²⁾	24.4%	N/A	(25.2)%	(20.8)%	5.0%	(2.0)%	N/A	(2.0)%	33.5%	31.2%	0.1%	N/A	(38.5)%	50.2%	(13.3)%	55.3%	N/A	(45.0)%	10.7%	(2.7)%	16.0%
Adjusted EBITDA ⁽⁸⁾⁽⁹⁾	\$ 115,164	\$ 403,685	\$ 73,743	\$ 102,948	\$ 115,921	\$ 111,073	\$ 424,799	\$ 127,394	\$ 118,748	\$ 100,230	\$ 78,427	\$ 357,558	\$ 91,974	\$ 98,974	\$ 76,160	\$ 90,452	\$ 354,010	\$ 61,975	\$ 100,260	\$ 92,308	\$ 99,468
Adjusted EBITDA Margin ⁽³⁾	12.8%	10.9%	8.2%	11.1%	12.2%	12.0%	12.2%	13.8%	13.3%	11.6%	9.7%	11.8%	11.9%	12.8%	10.1%	12.5%	12.8%	9.2%	14.3%	13.0%	14.5%
Y/Y Growth Rate ⁽¹⁾	3.7%	(5.0)%	(42.1)%	(13.3)%	15.7%	41.6%	18.8%	38.5%	20.0%	31.6%	(13.3)%	1.0%	48.4%	(1.3)%	(17.5)%	(9.1)%	6.5%	(24.7)%	10.3%	21.8%	19.5%
Q/Q Growth Rate ⁽²⁾	56.2%	N/A	(28.4)%	(11.2)%	4.4%	(12.8)%	N/A	7.3%	18.5%	27.8%	(14.7)%	N/A	(7.1)%	30.0%	(15.8)%	45.9%	N/A	(38.2)%	8.6%	(7.2)%	20.8%
Earnings per Diluted Share ⁽⁴⁾	\$ 1.74	\$ 7.81	\$ 1.38	\$ 1.85	\$ 2.34	\$ 2.23	\$ 7.71	\$ 2.28	\$ 2.34	\$ 1.75	\$ 1.34	\$ 6.58	\$ 1.33	\$ 2.15	\$ 1.43	\$ 1.66	\$ 6.65	\$ 1.07	\$ 1.96	\$ 1.77	\$ 1.84
Y/Y Growth Rate ⁽¹⁾	(22.0)%	1.3%	(39.5)%	(20.9)%	33.7%	66.4%	17.2%	71.4%	8.8%	22.4%	(19.3)%	(1.1)%	24.3%	9.7%	(19.2)%	(9.8)%	17.3%	(31.8)%	45.2%	39.4%	23.5%
Adjusted Earnings per Diluted Share ⁽⁹⁾⁽⁴⁾	\$ 2.29	\$ 7.99	\$ 1.56	\$ 1.85	\$ 2.34	\$ 2.23	\$ 7.71	\$ 2.28	\$ 2.34	\$ 1.75	\$ 1.34	\$ 6.77	\$ 1.52	\$ 2.15	\$ 1.43	\$ 1.66	\$ 6.76	\$ 1.13	\$ 2.02	\$ 1.74	\$ 1.89
Y/Y Growth Rate ⁽¹⁾	2.7%	3.6%	(31.6)%	(20.9)%	33.7%	66.4%	13.9%	50.0%	8.8%	22.4%	(19.3)%	0.1%	34.4%	6.4%	(17.8)%	(12.2)%	12.9%	(29.8)%	31.2%	31.8%	23.5%
Weighted average number of common shares outstanding - diluted	35,500	35,845	35,855	35,892	35,845	35,787	35,646	35,778	35,656	35,650	35,482	35,783	35,658	35,918	35,909	35,646	35,337	35,550	35,362	35,374	35,063
Balance Sheet/Cash Flow																					
Cash and cash equivalents	\$ 151,121	\$ 660,493	\$ 660,493	\$ 386,344	\$ 226,428	\$ 243,960	\$ 303,222	\$ 303,222	\$ 201,148	\$ 203,539	\$ 238,539	\$ 491,688	\$ 491,688	\$ 327,047	\$ 255,730	\$ 271,143	\$ 494,485	\$ 494,485	\$ 342,527	\$ 256,875	\$ 233,421
Short-term investments	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 25,461	\$ 25,461	\$ 24,440	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Accounts receivable, net	\$ 1,096,020	\$ 1,020,174	\$ 1,020,174	\$ 1,184,475	\$ 1,190,521	\$ 1,157,465	\$ 1,102,142	\$ 1,102,142	\$ 1,207,016	\$ 1,138,061	\$ 988,144	\$ 896,153	\$ 896,153	\$ 947,993	\$ 905,548	\$ 823,932	\$ 754,120	\$ 754,120	\$ 809,878	\$ 846,121	\$ 798,516
Days Sales Outstanding ("DSO") ⁽⁵⁾	100	97	97	108	105	105	100	100	114	111	102	97	97	106	102	96	94	94	100	102	97
Net cash provided by (used in) operating activities	\$ (465,210)	\$ 395,097	\$ 315,315	\$ 219,374	\$ 135,226	\$ (274,818)	\$ 224,461	\$ 382,986	\$ 106,675	\$ (10,994)	\$ (254,206)	\$ 188,794	\$ 229,233	\$ 128,292	\$ 35,047	\$ (203,778)	\$ 355,483	\$ 199,563	\$ 196,946	\$ 125,558	\$ (166,584)
Purchases of property and equipment	\$ (17,803)	\$ (34,900)	\$ (13,152)	\$ (7,047)	\$ (10,060)	\$ (4,641)	\$ (49,562)	\$ (6,278)	\$ (14,199)	\$ (11,052)	\$ (18,033)	\$ (53,098)	\$ (14,147)	\$ (13,316)	\$ (13,028)	\$ (12,607)	\$ (68,569)	\$ (16,099)	\$ (24,745)	\$ (19,724)	\$ (8,001)
Free Cash Flow ⁽⁶⁾	\$ (483,013)	\$ 360,167	\$ 302,163	\$ 212,327	\$ 125,166	\$ (279,459)	\$ 174,899	\$ 376,708	\$ 92,476	\$ (22,046)	\$ (272,239)	\$ 135,696	\$ 215,086	\$ 114,976	\$ 22,019	\$ (216,385)	\$ 286,914	\$ 183,464	\$ 172,201	\$ 105,834	\$ (174,585)
Payments for acquisition of businesses, net of cash received	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (6,742)	\$ —	\$ (44)	\$ —	\$ (6,698)	\$ (10,428)	\$ (595)	\$ —	\$ (9,833)	\$ —
Purchase and retirement of common stock	\$ (182,641)	\$ (10,217)	\$ (10,217)	\$ —	\$ —	\$ —	\$ (20,982)	\$ —	\$ —	\$ —	\$ (20,982)	\$ (85,424)	\$ (61,894)	\$ (20,432)	\$ —	\$ (3,098)	\$ (46,133)	\$ —	\$ —	\$ —	\$ (46,133)
Total debt ⁽⁷⁾	\$ 160,000	\$ —	\$ —	\$ —	\$ 60,000	\$ 205,000	\$ —	\$ —	\$ 285,000	\$ 340,757	\$ 361,211	\$ 316,219	\$ 316,219	\$ 316,222	\$ 316,222	\$ 331,240	\$ 316,245	\$ 316,245	\$ 341,250	\$ 416,250	\$ 486,250

N/A - Not applicable

⁽¹⁾ Y/Y Growth Rate is the percentage increase or decrease of Revenues, Direct Costs, SG&A, Operating income, Net income, Adjusted EBITDA, Earnings per Diluted Share or Adjusted Earnings per Diluted Share compared to the same period in the prior year.

⁽²⁾ Q/Q Growth Rate is the percentage increase or decrease of Revenues, Direct Costs, SG&A, Operating income, Net income or Adjusted EBITDA compared to the prior sequential period.

⁽³⁾ See "RECONCILIATIONS OF NET INCOME TO ADJUSTED EBITDA AND EARNINGS PER DILUTED SHARE TO ADJUSTED EARNINGS PER DILUTED SHARE" and "END NOTES: NON-GAAP FINANCIAL MEASURES" for the reconciliations and definitions of Adjusted EBITDA and Adjusted Earnings per Diluted Share, which are non-GAAP financial measures, to the most directly comparable GAAP financial measures and for the definition of Adjusted EBITDA Margin, which is a non-GAAP financial measure.

⁽⁴⁾ The sum of the quarterly Earnings per Diluted Share and Adjusted Earnings per Diluted Share amounts may not equal the annual amounts due to changes in the weighted average number of diluted common shares outstanding during each quarterly period.

⁽⁵⁾ DSO is a performance measure used to assess how quickly revenues are collected by the Company. We calculate DSO at the end of each reporting period by dividing net accounts receivable reduced by billings in excess of services provided, by revenues for the quarter, adjusted for changes in foreign exchange rates. We multiply the result by the number of days in the quarter.

⁽⁶⁾ See "END NOTES: NON-GAAP FINANCIAL MEASURES" for the definition of Free Cash Flow, which is a non-GAAP financial measure. The reconciliation of Free Cash Flow to the most directly comparable GAAP financial measure is not separately presented, as the components of the reconciliation are presented above.

⁽⁷⁾ Total debt excludes the impact of unamortized deferred issuance costs and unamortized deferred debt discount related to the Company's 2.0% convertible senior notes due 2023 ("2023 Convertible Notes"), which were settled in August 2023. The Company adopted Accounting Standards Update 2020-06 and there is no longer a deferred debt discount and related amortization on the 2023 Convertible Notes effective January 1, 2022.

⁽⁸⁾ Beginning with the annual and quarterly period ended December 31, 2023, the Company changed the presentation of interest income on forgivable loans on our Consolidated Statement of Comprehensive Income. For the annual and quarterly period ended December 31, 2023, accrued interest income is recorded as a reduction to the "direct costs" and "selling, general and administrative expense" line items of operating income. Previously, these transactions were excluded from operating income within the Consolidated Statement of Comprehensive Income. The change in presentation has been applied on a prospective basis and prior period financial information has not been recast.

FTI CONSULTING, INC.
SEGMENT SELECTED FINANCIAL DATA
(Unaudited)

(All numbers in \$000s, except for percentages)

SEGMENT	Q1 2025	FY2024	Q4 2024	Q3 2024	Q2 2024	Q1 2024	FY2023	Q4 2023	Q3 2023	Q2 2023	Q1 2023	FY2022	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY2021	Q4 2021	Q3 2021	Q2 2021	Q1 2021
CORPORATE FINANCE & RESTRUCTURING ⁽¹⁾																					
Revenues	\$ 343,645	\$ 1,391,206	\$ 335,713	\$ 341,512	\$ 347,971	\$ 366,010	\$ 1,346,678	\$ 365,554	\$ 347,560	\$ 317,912	\$ 315,652	\$ 1,147,118	\$ 305,314	\$ 282,029	\$ 294,735	\$ 265,040	\$ 979,350	\$ 243,144	\$ 258,826	\$ 241,016	\$ 236,364
% of Total Revenues	38.3%	37.6%	37.5%	36.9%	36.7%	39.4%	38.6%	39.5%	38.9%	36.7%	39.1%	37.9%	39.4%	36.3%	39.0%	36.6%	35.3%	35.9%	36.9%	33.9%	34.4%
Segment Operating Income ⁽²⁾	\$ 40,950	\$ 225,711	\$ 36,096	\$ 54,503	\$ 63,193	\$ 71,919	\$ 216,504	\$ 61,779	\$ 64,633	\$ 42,116	\$ 47,976	\$ 197,424	\$ 43,008	\$ 49,865	\$ 54,079	\$ 50,472	\$ 148,179	\$ 20,567	\$ 50,999	\$ 40,811	\$ 35,802
Adjusted Segment EBITDA ⁽²⁾⁽³⁾	\$ 55,947	\$ 244,356	\$ 44,745	\$ 57,919	\$ 66,467	\$ 75,225	\$ 230,837	\$ 65,386	\$ 68,094	\$ 45,510	\$ 51,847	\$ 214,809	\$ 49,126	\$ 53,519	\$ 58,154	\$ 54,010	\$ 158,019	\$ 23,755	\$ 54,354	\$ 40,924	\$ 38,986
Adjusted Segment EBITDA Margin ⁽³⁾	16.3%	17.6%	13.3%	17.0%	19.1%	20.6%	17.1%	17.9%	19.6%	14.3%	16.4%	18.7%	16.1%	19.0%	19.7%	20.4%	16.1%	9.8%	21.0%	17.0%	16.5%
FORENSIC AND LITIGATION CONSULTING ⁽¹⁾																					
Revenues	\$ 190,602	\$ 690,211	\$ 175,863	\$ 168,778	\$ 169,496	\$ 176,074	\$ 654,105	\$ 165,469	\$ 166,137	\$ 164,760	\$ 157,739	\$ 579,933	\$ 147,879	\$ 143,289	\$ 146,580	\$ 142,185	\$ 544,454	\$ 126,334	\$ 136,759	\$ 140,701	\$ 140,660
% of Total Revenues	21.2%	18.7%	19.7%	18.2%	17.9%	19.0%	18.7%	17.9%	18.6%	19.1%	19.6%	19.1%	19.1%	18.5%	19.5%	19.7%	19.6%	18.7%	19.4%	19.8%	20.6%
Segment Operating Income ⁽²⁾	\$ 30,106	\$ 77,490	\$ 14,305	\$ 18,118	\$ 13,100	\$ 31,967	\$ 81,296	\$ 17,415	\$ 19,708	\$ 23,885	\$ 20,288	\$ 52,693	\$ 11,047	\$ 14,653	\$ 11,870	\$ 15,123	\$ 64,229	\$ 5,524	\$ 16,418	\$ 15,784	\$ 26,503
Adjusted Segment EBITDA ⁽²⁾⁽³⁾	\$ 37,523	\$ 86,717	\$ 18,023	\$ 19,991	\$ 14,994	\$ 33,709	\$ 88,109	\$ 19,247	\$ 21,480	\$ 25,598	\$ 21,784	\$ 63,573	\$ 17,109	\$ 16,175	\$ 13,503	\$ 16,786	\$ 70,008	\$ 6,970	\$ 17,901	\$ 17,252	\$ 27,885
Adjusted Segment EBITDA Margin ⁽³⁾	19.7%	12.6%	10.2%	11.8%	8.8%	19.1%	13.5%	11.6%	12.9%	15.5%	13.8%	11.0%	11.6%	11.3%	9.2%	11.8%	12.9%	5.5%	13.1%	12.3%	19.8%
ECONOMIC CONSULTING																					
Revenues	\$ 179,861	\$ 863,557	\$ 206,103	\$ 222,033	\$ 230,873	\$ 204,548	\$ 771,374	\$ 206,091	\$ 193,866	\$ 201,822	\$ 169,595	\$ 695,208	\$ 172,007	\$ 193,183	\$ 164,041	\$ 165,977	\$ 697,405	\$ 172,283	\$ 172,543	\$ 183,306	\$ 169,273
% of Total Revenues	20.0%	23.3%	23.0%	24.0%	24.3%	22.0%	22.1%	22.3%	21.7%	23.3%	21.0%	23.0%	22.2%	24.9%	21.7%	22.9%	25.1%	25.5%	24.6%	25.8%	24.7%
Segment Operating Income ⁽²⁾	\$ 12,089	\$ 104,090	\$ 14,393	\$ 33,880	\$ 42,952	\$ 12,865	\$ 109,818	\$ 36,801	\$ 26,293	\$ 34,024	\$ 12,700	\$ 98,178	\$ 26,122	\$ 31,674	\$ 20,439	\$ 19,943	\$ 111,462	\$ 28,571	\$ 28,455	\$ 29,204	\$ 25,232
Adjusted Segment EBITDA ⁽²⁾⁽³⁾	\$ 14,431	\$ 109,498	\$ 15,808	\$ 35,244	\$ 44,296	\$ 14,150	\$ 115,807	\$ 38,335	\$ 27,756	\$ 35,523	\$ 14,193	\$ 103,090	\$ 27,336	\$ 32,913	\$ 21,646	\$ 21,195	\$ 117,186	\$ 29,991	\$ 29,917	\$ 30,699	\$ 26,579
Adjusted Segment EBITDA Margin ⁽³⁾	8.0%	12.7%	7.7%	15.9%	19.2%	6.9%	15.0%	18.6%	14.3%	17.6%	8.4%	14.8%	15.9%	17.0%	13.2%	12.8%	16.8%	17.4%	17.3%	16.7%	15.7%
TECHNOLOGY																					
Revenues	\$ 97,156	\$ 417,637	\$ 90,645	\$ 110,404	\$ 115,875	\$ 100,713	\$ 387,855	\$ 100,933	\$ 98,860	\$ 97,444	\$ 90,618	\$ 319,983	\$ 76,802	\$ 84,915	\$ 77,782	\$ 80,484	\$ 287,366	\$ 64,604	\$ 64,657	\$ 78,646	\$ 79,459
% of Total Revenues	10.8%	11.3%	10.1%	11.9%	12.2%	10.9%	11.1%	10.9%	11.1%	11.3%	11.2%	10.6%	9.9%	11.0%	10.3%	11.1%	10.4%	9.6%	9.2%	11.0%	11.5%
Segment Operating Income ⁽²⁾	\$ 6,594	\$ 41,875	\$ 1,275	\$ 12,524	\$ 17,137	\$ 10,939	\$ 48,196	\$ 8,393	\$ 11,481	\$ 16,432	\$ 11,890	\$ 33,431	\$ 8,425	\$ 9,833	\$ 4,930	\$ 10,243	\$ 42,927	\$ 4,612	\$ 4,416	\$ 15,340	\$ 18,559
Adjusted Segment EBITDA ⁽²⁾⁽³⁾	\$ 11,592	\$ 58,541	\$ 6,565	\$ 16,465	\$ 20,930	\$ 14,581	\$ 62,711	\$ 12,385	\$ 14,873	\$ 20,087	\$ 15,366	\$ 46,698	\$ 11,757	\$ 13,213	\$ 8,365	\$ 13,363	\$ 55,739	\$ 7,788	\$ 7,835	\$ 18,518	\$ 21,598
Adjusted Segment EBITDA Margin ⁽³⁾	11.9%	14.0%	7.2%	14.9%	18.1%	14.5%	16.2%	12.3%	15.0%	20.6%	17.0%	14.6%	15.3%	15.6%	10.8%	16.6%	19.4%	12.1%	12.1%	23.5%	27.2%
STRATEGIC COMMUNICATIONS																					
Revenues	\$ 87,018	\$ 336,041	\$ 86,600	\$ 83,292	\$ 84,941	\$ 81,208	\$ 329,230	\$ 86,637	\$ 86,838	\$ 82,653	\$ 73,102	\$ 286,666	\$ 72,429	\$ 72,449	\$ 71,854	\$ 69,934	\$ 267,647	\$ 69,866	\$ 69,443	\$ 67,817	\$ 60,521
% of Total Revenues	9.7%	9.1%	9.7%	9.0%	8.9%	8.7%	9.5%	9.4%	9.7%	9.6%	9.1%	9.4%	9.4%	9.3%	9.5%	9.7%	9.6%	10.3%	9.9%	9.5%	8.8%
Segment Operating Income ⁽²⁾	\$ 8,725	\$ 45,790	\$ 12,534	\$ 11,188	\$ 10,594	\$ 11,474	\$ 47,167	\$ 14,703	\$ 12,503	\$ 11,278	\$ 8,683	\$ 46,982	\$ 9,360	\$ 12,155	\$ 10,633	\$ 14,834	\$ 49,708	\$ 14,171	\$ 14,219	\$ 12,198	\$ 9,120
Adjusted Segment EBITDA ⁽²⁾⁽³⁾	\$ 12,903	\$ 49,969	\$ 13,808	\$ 12,124	\$ 11,611	\$ 12,426	\$ 50,909	\$ 15,636	\$ 13,454	\$ 12,263	\$ 9,556	\$ 50,620	\$ 10,488	\$ 12,947	\$ 11,472	\$ 15,713	\$ 54,313	\$ 14,925	\$ 15,489	\$ 13,501	\$ 10,398
Adjusted Segment EBITDA Margin ⁽³⁾	14.8%	14.9%	15.9%	14.6%	13.7%	15.3%	15.5%	18.0%	15.5%	14.8%	13.1%	17.7%	14.5%	17.9%	16.0%	22.5%	20.3%	21.4%	22.3%	19.9%	17.2%

⁽¹⁾ Effective July 1, 2023, prior period segment information for the Corporate Finance & Restructuring and Forensic and Litigation Consulting segments has been recast in this presentation to include the reclassification of a portion of the Company's health solutions practice in the Forensic and Litigation Consulting segment to the Company's transformation & strategy practice within the Corporate Finance & Restructuring segment.

⁽²⁾ Beginning with the annual and quarterly period ended December 31, 2023, the Company changed the presentation of interest income on forgivable loans on our Consolidated Statement of Comprehensive Income. For the annual and quarterly period ended December 31, 2023, accrued interest income is recorded as a reduction to the "direct costs" and "selling, general and administrative expenses" line items of operating expenses. Previously, these transactions were recorded to "interest income and other." The change in presentation has been applied on a prospective basis and prior period financial information has not been recast.

⁽³⁾ See "RECONCILIATION OF SEGMENT OPERATING INCOME (LOSS) TO ADJUSTED SEGMENT EBITDA" and "END NOTES: NON-GAAP FINANCIAL MEASURES" for the reconciliation and definition of Adjusted Segment EBITDA, which is a non-GAAP measure, to the most directly comparable GAAP financial measure and for the definition of Adjusted EBITDA Margin, which is a non-GAAP financial measure.

FTI CONSULTING, INC.
SELECTED OPERATING DATA
(Unaudited)

SEGMENT	Q1 2025	FY2024	Q4 2024	Q3 2024	Q2 2024	Q1 2024	FY2023	Q4 2023	Q3 2023	Q2 2023	Q1 2023	FY2022	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY2021	Q4 2021	Q3 2021	Q2 2021	Q1 2021
CORPORATE FINANCE & RESTRUCTURING ⁽⁴⁾																					
Billable Headcount (as of period end)	2,249	2,286	2,286	2,295	2,167	2,185	2,215	2,215	2,251	2,170	2,152	2,100	2,100	2,050	1,898	1,887	1,822	1,822	1,814	1,726	1,777
Average Billable Rate ⁽¹⁾	\$ 493	\$ 510	\$ 527	\$ 503	\$ 496	\$ 515	\$ 494	\$ 503	\$ 514	\$ 482	\$ 478	\$ 456	\$ 478	\$ 445	\$ 459	\$ 440	\$ 449	\$ 441	\$ 457	\$ 445	\$ 454
Utilization ⁽²⁾	57%	58%	52%	57%	60%	62%	60%	61%	60%	58%	59%	60%	56%	61%	62%	62%	58%	55%	61%	59%	59%
FORENSIC AND LITIGATION CONSULTING ⁽⁴⁾																					
Billable Headcount (as of period end)	1,509	1,542	1,542	1,529	1,457	1,463	1,447	1,447	1,503	1,441	1,427	1,430	1,430	1,464	1,380	1,383	1,376	1,376	1,366	1,305	1,274
Average Billable Rate ⁽¹⁾	\$ 430	\$ 390	\$ 392	\$ 388	\$ 390	\$ 406	\$ 386	\$ 391	\$ 388	\$ 388	\$ 375	\$ 359	\$ 370	\$ 360	\$ 354	\$ 350	\$ 348	\$ 349	\$ 351	\$ 338	\$ 352
Utilization ⁽²⁾	59%	57%	55%	55%	58%	59%	57%	56%	57%	58%	57%	54%	53%	53%	56%	56%	56%	50%	55%	61%	60%
ECONOMIC CONSULTING																					
Billable Headcount (as of period end)	1,019	1,110	1,100	1,120	1,076	1,091	1,089	1,089	1,085	1,039	1,031	1,007	1,007	998	935	950	921	921	925	884	890
Average Billable Rate ⁽¹⁾	\$ 541	\$ 584	\$ 610	\$ 598	\$ 599	\$ 533	\$ 547	\$ 586	\$ 559	\$ 557	\$ 458	\$ 508	\$ 522	\$ 579	\$ 477	\$ 484	\$ 509	\$ 520	\$ 539	\$ 524	\$ 494
Utilization ⁽²⁾	62%	66%	60%	65%	70%	68%	67%	65%	65%	69%	68%	68%	63%	67%	70%	72%	72%	69%	68%	75%	75%
TECHNOLOGY ⁽³⁾																					
Billable Headcount (as of period end)	681	714	714	718	662	646	628	628	629	589	581	556	556	548	507	496	468	468	443	429	423
STRATEGIC COMMUNICATIONS ⁽³⁾																					
Billable Headcount (as of period end)	937	981	981	997	972	981	971	971	1,010	992	995	970	970	951	877	856	814	814	817	771	778

⁽¹⁾ For engagements where revenues are based on number of hours worked by our billable professionals and fixed-fee arrangements, average billable rate per hour is calculated by dividing revenues (excluding revenues from success fees, pass-through revenues and outside consultants) for a period by the number of hours worked on client assignments during the same period.

⁽²⁾ We calculate the utilization rate for our billable professionals by dividing the number of hours that all of our billable professionals worked on client assignments during a period by the total available working hours for all of our billable professionals during the same period. Available hours are determined by the standard hours worked by each employee, adjusted for part-time hours, U.S. standard work weeks and local country holidays. Available working hours include vacation and professional training days but exclude holidays. Utilization rates are presented for our segments that primarily bill clients on an hourly basis.

⁽³⁾ We have not presented an average billable rate per hour or utilization for our Technology and Strategic Communications segments as most of the revenues of these segments are not based on billable hours.

⁽⁴⁾ Effective July 1, 2023, prior period segment information for the Corporate Finance & Restructuring and Forensic and Litigation Consulting segments has been recast in this presentation to include the reclassification of a portion of the Company's health solutions practice in the Forensic and Litigation Consulting segment to the Company's transformation & strategy practice within the Corporate Finance & Restructuring segment.

FTI CONSULTING, INC.
RECONCILIATIONS OF NET INCOME TO ADJUSTED EBITDA AND EARNINGS PER DILUTED SHARE TO ADJUSTED EARNINGS PER DILUTED SHARE
(Unaudited)

(All numbers in \$000s, except for per share data)

	Q1 2025	FY2024	Q4 2024	Q3 2024	Q2 2024	Q1 2024	FY2023	Q4 2023	Q3 2023	Q2 2023	Q1 2023	FY2022	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY2021	Q4 2021	Q3 2021	Q2 2021	Q1 2021
CONSOLIDATED																					
Net income	\$ 61,824	\$ 280,088	\$ 49,710	\$ 66,466	\$ 83,947	\$ 79,965	\$ 274,892	\$ 81,633	\$ 83,317	\$ 62,395	\$ 47,547	\$ 235,514	\$ 47,498	\$ 77,267	\$ 51,428	\$ 59,321	\$ 234,966	\$ 38,208	\$ 69,480	\$ 62,782	\$ 64,496
Interest income and other ⁽⁴⁾	(2,842)	(10,360)	(7,779)	909	(1,909)	(1,581)	4,867	8,088	(5,147)	584	1,342	(3,918)	6,500	(7,771)	(2,994)	347	(6,193)	(896)	(5,175)	912	(1,034)
Interest expense	968	6,951	716	1,197	3,319	1,719	14,331	3,896	4,474	3,022	2,939	10,047	2,579	2,378	2,448	2,642	20,294	5,130	5,073	5,294	4,797
Income tax provision	18,757	70,683	10,098	22,320	18,735	19,530	83,471	21,404	24,385	22,708	14,974	62,235	16,079	15,836	13,353	16,967	62,981	8,587	19,155	14,992	20,247
Depreciation of property and equipment	10,145	43,910	11,734	11,003	10,749	10,424	41,079	11,153	10,379	10,104	9,443	35,697	8,655	8,949	9,188	8,907	34,269	8,638	8,867	8,604	8,161
Amortization of intangible assets	1,017	4,183	1,034	1,053	1,080	1,016	6,159	1,220	1,340	1,417	2,182	9,643	2,323	2,315	2,737	2,268	10,823	2,308	2,860	2,854	2,801
Special charges	25,295	8,230	8,230	—	—	—	—	—	—	—	—	8,340	8,340	—	—	—	—	—	—	—	—
Remeasurement of acquisition-related contingent consideration	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	(3,130)	—	—	(3,130)	—
Adjusted EBITDA ⁽¹⁾⁽⁴⁾	\$ 115,164	\$ 403,685	\$ 73,743	\$ 102,948	\$ 115,921	\$ 111,073	\$ 424,799	\$ 127,394	\$ 118,748	\$ 100,230	\$ 78,427	\$ 357,558	\$ 91,974	\$ 98,974	\$ 76,160	\$ 90,452	\$ 354,010	\$ 61,975	\$ 100,260	\$ 92,308	\$ 99,468
Earnings per Diluted Share ⁽²⁾	\$ 1.74	\$ 7.81	\$ 1.38	\$ 1.85	\$ 2.34	\$ 2.23	\$ 7.71	\$ 2.28	\$ 2.34	\$ 1.75	\$ 1.34	\$ 6.58	\$ 1.33	\$ 2.15	\$ 1.43	\$ 1.66	\$ 6.65	\$ 1.07	\$ 1.96	\$ 1.77	\$ 1.84
Special charges	0.71	0.23	0.23	—	—	—	—	—	—	—	—	0.23	0.23	—	—	—	—	—	—	—	—
Tax impact of special charges	(0.16)	(0.05)	(0.05)	—	—	—	—	—	—	—	—	(0.04)	(0.04)	—	—	—	—	—	—	—	—
Remeasurement of acquisition-related contingent consideration	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	(0.09)	—	—	(0.09)	—
Non-cash interest expense on convertible notes ⁽³⁾	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	0.27	0.08	0.08	0.07	0.07
Tax impact of non-cash interest expense on convertible notes ⁽³⁾	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	(0.07)	(0.02)	(0.02)	(0.01)	(0.02)
Adjusted Earnings per Diluted Share ⁽¹⁾⁽²⁾	\$ 2.29	\$ 7.99	\$ 1.56	\$ 1.85	\$ 2.34	\$ 2.23	\$ 7.71	\$ 2.28	\$ 2.34	\$ 1.75	\$ 1.34	\$ 6.77	\$ 1.52	\$ 2.15	\$ 1.43	\$ 1.66	\$ 6.76	\$ 1.13	\$ 2.02	\$ 1.74	\$ 1.89

⁽¹⁾ See "END NOTES: NON-GAAP FINANCIAL MEASURES" for the definitions of Adjusted EBITDA and Adjusted Earnings per Diluted Share, which are non-GAAP financial measures.

⁽²⁾ The sum of the quarterly Earnings per Diluted Share and Adjusted Earnings per Diluted Share amounts may not equal the annual amounts due to changes in the weighted average number of diluted common shares outstanding during each quarterly period.

⁽³⁾ The Company adopted Accounting Standards Update 2020-06 and no longer recognizes non-cash interest expense on the 2023 Convertible Notes, effective January 1, 2022.

⁽⁴⁾ Beginning with the annual and quarterly period ended December 31, 2023, the Company changed the presentation of interest income on forgivable loans on our Consolidated Statement of Comprehensive Income. For the annual and quarterly period ended December 31, 2023, accrued interest income is recorded as a reduction to the "direct costs" and "selling, general and administrative expense" line items of operating income. Previously, these transactions were excluded from operating income within the Consolidated Statement of Comprehensive Income. The change in presentation has been applied on a prospective basis and prior period financial information has not been recast.

FTI CONSULTING, INC.
RECONCILIATION OF SEGMENT OPERATING INCOME (LOSS) TO ADJUSTED SEGMENT EBITDA
(Unaudited)

(All numbers in \$000s)

	Q1 2025	FY2024	Q4 2024	Q3 2024	Q2 2024	Q1 2024	FY2023	Q4 2023	Q3 2023	Q2 2023	Q1 2023	FY2022	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY2021	Q4 2021	Q3 2021	Q2 2021	Q1 2021
CORPORATE FINANCE & RESTRUCTURING ⁽²⁾																					
Segment Operating Income ⁽³⁾	\$ 40,950	\$ 225,711	\$ 36,096	\$ 54,503	\$ 63,193	\$ 71,919	\$ 216,504	\$ 61,779	\$ 64,633	\$ 42,116	\$ 47,976	\$ 197,424	\$ 43,008	\$ 49,865	\$ 54,079	\$ 50,472	\$ 148,179	\$ 20,567	\$ 50,999	\$ 40,811	\$ 35,802
Depreciation of property and equipment	2,582	10,251	2,587	2,631	2,560	2,473	9,254	2,597	2,414	2,284	1,959	6,965	1,734	1,745	1,768	1,718	5,485	1,347	1,482	1,359	1,297
Amortization of intangible assets	719	3,068	736	785	714	833	5,079	1,010	1,047	1,110	1,912	7,976	1,940	1,909	2,307	1,820	7,485	1,841	1,873	1,884	1,887
Special charges	11,696	5,326	5,326	—	—	—	—	—	—	—	—	2,444	2,444	—	—	—	—	—	—	—	—
Remeasurement of acquisition-related contingent consideration	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	(3,130)	—	—	(3,130)	—
Adjusted Segment EBITDA ⁽¹⁾⁽³⁾	\$ 55,947	\$ 244,356	\$ 44,745	\$ 57,919	\$ 66,467	\$ 75,225	\$ 230,837	\$ 65,386	\$ 68,094	\$ 45,510	\$ 51,847	\$ 214,809	\$ 49,126	\$ 53,519	\$ 58,154	\$ 54,010	\$ 158,019	\$ 23,755	\$ 54,354	\$ 40,924	\$ 38,986
FORENSIC AND LITIGATION CONSULTING ⁽²⁾																					
Segment Operating Income ⁽³⁾	\$ 30,106	\$ 77,490	\$ 14,305	\$ 18,118	\$ 13,100	\$ 31,967	\$ 81,296	\$ 17,415	\$ 19,708	\$ 23,885	\$ 20,288	\$ 52,693	\$ 11,047	\$ 14,653	\$ 11,870	\$ 15,123	\$ 64,229	\$ 5,524	\$ 16,418	\$ 15,784	\$ 26,503
Depreciation of property and equipment	1,713	6,604	1,704	1,644	1,627	1,629	6,030	1,680	1,548	1,490	1,312	5,289	1,206	1,280	1,388	1,415	4,885	1,199	1,234	1,244	1,208
Amortization of intangible assets	229	838	229	229	267	113	783	152	224	223	184	977	242	242	245	248	894	247	249	224	174
Special charges	5,475	1,785	1,785	—	—	—	—	—	—	—	—	4,614	4,614	—	—	—	—	—	—	—	—
Adjusted Segment EBITDA ⁽¹⁾⁽³⁾	\$ 37,523	\$ 86,717	\$ 18,023	\$ 19,991	\$ 14,994	\$ 33,709	\$ 88,109	\$ 19,247	\$ 21,480	\$ 25,598	\$ 21,784	\$ 63,573	\$ 17,109	\$ 16,175	\$ 13,503	\$ 16,786	\$ 70,008	\$ 6,970	\$ 17,901	\$ 17,252	\$ 27,885
ECONOMIC CONSULTING																					
Segment Operating Income ⁽³⁾	\$ 12,089	\$ 104,090	\$ 14,393	\$ 33,880	\$ 42,952	\$ 12,865	\$ 109,818	\$ 36,801	\$ 26,293	\$ 34,024	\$ 12,700	\$ 98,178	\$ 26,122	\$ 31,674	\$ 20,439	\$ 19,943	\$ 111,462	\$ 28,571	\$ 28,455	\$ 29,204	\$ 25,232
Depreciation of property and equipment	1,359	5,400	1,407	1,364	1,344	1,285	5,989	1,534	1,463	1,499	1,493	4,881	1,183	1,239	1,207	1,252	5,724	1,420	1,462	1,495	1,347
Amortization of intangible assets	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Special charges	983	8	8	—	—	—	—	—	—	—	—	31	31	—	—	—	—	—	—	—	—
Adjusted Segment EBITDA ⁽¹⁾⁽³⁾	\$ 14,431	\$ 109,498	\$ 15,808	\$ 35,244	\$ 44,296	\$ 14,150	\$ 115,807	\$ 38,335	\$ 27,756	\$ 35,523	\$ 14,193	\$ 103,090	\$ 27,336	\$ 32,913	\$ 21,646	\$ 21,195	\$ 117,186	\$ 29,991	\$ 29,917	\$ 30,699	\$ 26,579
TECHNOLOGY																					
Segment Operating Income ⁽³⁾	\$ 6,594	\$ 41,875	\$ 1,275	\$ 12,524	\$ 17,137	\$ 10,939	\$ 48,196	\$ 8,393	\$ 11,481	\$ 16,432	\$ 11,890	\$ 33,431	\$ 8,425	\$ 9,833	\$ 4,930	\$ 10,243	\$ 42,927	\$ 4,612	\$ 4,416	\$ 15,340	\$ 18,559
Depreciation of property and equipment	3,070	15,999	4,623	3,941	3,793	3,642	14,515	3,992	3,392	3,655	3,476	13,161	3,226	3,380	3,435	3,120	12,812	3,176	3,419	3,178	3,039
Amortization of intangible assets	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Special charges	1,928	667	667	—	—	—	—	—	—	—	—	106	106	—	—	—	—	—	—	—	—
Adjusted Segment EBITDA ⁽¹⁾⁽³⁾	\$ 11,592	\$ 58,541	\$ 6,565	\$ 16,465	\$ 20,930	\$ 14,581	\$ 62,711	\$ 12,385	\$ 14,873	\$ 20,087	\$ 15,366	\$ 46,698	\$ 11,757	\$ 13,213	\$ 8,365	\$ 13,363	\$ 55,739	\$ 7,788	\$ 7,835	\$ 18,518	\$ 21,598
STRATEGIC COMMUNICATIONS																					
Segment Operating Income ⁽³⁾	\$ 8,725	\$ 45,790	\$ 12,534	\$ 11,188	\$ 10,594	\$ 11,474	\$ 47,167	\$ 14,703	\$ 12,503	\$ 11,278	\$ 8,683	\$ 46,982	\$ 9,360	\$ 12,155	\$ 10,633	\$ 14,834	\$ 49,708	\$ 14,171	\$ 14,219	\$ 12,198	\$ 9,120
Depreciation of property and equipment	841	3,607	910	897	918	882	3,445	875	882	901	787	2,580	618	629	654	679	2,166	536	533	558	539
Amortization of intangible assets	69	277	69	39	99	70	297	58	69	84	86	689	141	163	185	200	2,439	218	737	745	739
Special charges	3,268	295	295	—	—	—	—	—	—	—	—	369	369	—	—	—	—	—	—	—	—
Adjusted Segment EBITDA ⁽¹⁾⁽³⁾	\$ 12,903	\$ 49,969	\$ 13,808	\$ 12,124	\$ 11,611	\$ 12,426	\$ 50,909	\$ 15,636	\$ 13,454	\$ 12,263	\$ 9,556	\$ 50,620	\$ 10,488	\$ 12,947	\$ 11,472	\$ 15,713	\$ 54,313	\$ 14,925	\$ 15,489	\$ 13,501	\$ 10,398
UNALLOCATED CORPORATE EXPENSES																					
Operating Loss ⁽³⁾	\$ (19,757)	\$ (147,594)	\$ (25,858)	\$ (39,321)	\$ (42,884)	\$ (39,531)	\$ (125,420)	\$ (24,070)	\$ (27,589)	\$ (39,026)	\$ (34,735)	\$ (124,830)	\$ (25,306)	\$ (30,470)	\$ (37,716)	\$ (31,338)	\$ (104,457)	\$ (22,416)	\$ (25,974)	\$ (29,357)	\$ (26,710)
Depreciation of property and equipment	580	2,049	503	526	507	513	1,846	475	680	275	416	2,821	688	676	736	723	3,197	960	737	770	731
Amortization of intangible assets	—	—	—	—	—	—	—	—	—	—	—	1	—	1	—	—	5	2	1	1	1
Special charges	1,945	149	149	—	—	—	—	—	—	—	—	776	776	—	—	—	—	—	—	—	—
Adjusted Segment EBITDA ⁽¹⁾⁽³⁾	\$ (17,232)	\$ (145,396)	\$ (25,206)	\$ (38,795)	\$ (42,377)	\$ (39,018)	\$ (123,574)	\$ (23,595)	\$ (26,909)	\$ (38,751)	\$ (34,319)	\$ (121,232)	\$ (23,842)	\$ (29,793)	\$ (36,980)	\$ (30,615)	\$ (101,255)	\$ (21,454)	\$ (25,236)	\$ (28,586)	\$ (25,978)
Adjusted EBITDA ⁽¹⁾⁽³⁾	\$ 115,164	\$ 403,685	\$ 73,743	\$ 102,948	\$ 115,921	\$ 111,073	\$ 424,799	\$ 127,394	\$ 118,748	\$ 100,230	\$ 78,427	\$ 357,558	\$ 91,974	\$ 98,974	\$ 76,160	\$ 90,452	\$ 354,010	\$ 61,975	\$ 100,260	\$ 92,308	\$ 99,468

⁽¹⁾ See "END NOTES: NON-GAAP FINANCIAL MEASURES" for the definitions of Adjusted Segment EBITDA and Adjusted EBITDA, which are non-GAAP financial measures.

⁽²⁾ Effective July 1, 2023, prior period segment information for the Corporate Finance & Restructuring and Forensic and Litigation Consulting segments has been recast in this presentation to include the reclassification of a portion of the Company's health solutions practice in the Forensic and Litigation Consulting segment to the Company's transformation & strategy practice within the Corporate Finance & Restructuring segment.

⁽³⁾ Beginning with the annual and quarterly period ended December 31, 2023, the Company changed the presentation of interest income on forgivable loans on our Consolidated Statement of Comprehensive Income. For the annual and quarterly period ended December 31, 2023, accrued interest income is recorded as a reduction to the "direct costs" and "selling, general and administrative expense" line items of operating income. Previously, these transactions were excluded from operating income within the Consolidated Statement of Comprehensive Income. The change in presentation has been applied on a prospective basis and prior period financial information has not been recast.

FTI CONSULTING, INC.
END NOTES
NON-GAAP FINANCIAL MEASURES

In this presentation, we sometimes use information derived from consolidated and segment financial information that may not be presented in our financial statements or prepared in accordance with generally accepted accounting principles in the United States ("GAAP"). Certain of these measures are considered "non-GAAP financial measures" under the Securities and Exchange Commission ("SEC") rules. Specifically, we have referred to the following non-GAAP financial measures in this presentation:

- *Adjusted Segment EBITDA*
- *Adjusted EBITDA*
- *Adjusted EBITDA Margin*
- *Adjusted Net Income*
- *Adjusted Earnings per Diluted Share*
- *Free Cash Flow*

We have included the definition of Segment Operating Income, which is a GAAP financial measure, below in order to more fully define the components of certain non-GAAP financial measures in this presentation. We define Segment Operating Income (Loss) as a segment's share of consolidated operating income. We use Segment Operating Income (Loss) for the purpose of calculating Adjusted Segment EBITDA, which is a non-GAAP financial measure. We define Adjusted Segment EBITDA as Segment Operating Income before depreciation, amortization of intangible assets, remeasurement of acquisition-related contingent consideration, special charges and goodwill impairment charges. We use Adjusted Segment EBITDA as a basis to internally evaluate the financial performance of our segments because we believe it reflects core operating performance and provides an indicator of the segment's ability to generate cash.

We define Adjusted EBITDA, which is a non-GAAP financial measure, as consolidated net income before income tax provision, other non-operating income (expense), depreciation, amortization of intangible assets, remeasurement of acquisition-related contingent consideration, special charges, goodwill impairment charges, gain or loss on sale of a business and losses on early extinguishment of debt. We define Adjusted EBITDA Margin, which is a non-GAAP financial measure, as Adjusted EBITDA as a percentage of total revenues. We believe that these non-GAAP financial measures, when considered together with our GAAP financial results and GAAP financial measures, provide management and investors with a more complete understanding of our operating results, including underlying trends. In addition, EBITDA is a common alternative measure of operating performance used by many of our competitors. It is used by investors, financial analysts, rating agencies and others to value and compare the financial performance of companies in our industry. Therefore, we also believe that these non-GAAP financial measures, considered along with corresponding GAAP financial measures, provide management and investors with useful supplemental information.

We define Adjusted Net Income and Adjusted Earnings per Diluted Share ("Adjusted EPS"), which are non-GAAP financial measures, as net income and earnings per diluted share ("EPS"), respectively, excluding the impact of remeasurement of acquisition-related contingent consideration, special charges, goodwill impairment charges, non-cash interest expense on convertible notes, the gain or loss on sale of a business and losses on early extinguishment of debt. We use Adjusted Net Income for the purpose of calculating Adjusted EPS. Management uses Adjusted EPS to assess total Company operating performance on a consistent basis. We believe that these non-GAAP financial measures, when considered together with our GAAP financial results and GAAP financial measures, provide management and investors with useful supplemental information on our business operating results, including underlying trends.

We define Free Cash Flow, which is a non-GAAP financial measure, as net cash provided by (used in) operating activities less cash payments for purchases of property and equipment. We believe this non-GAAP financial measure, when considered together with our GAAP financial results, provides management and investors with useful supplemental information on the Company's ability to generate cash for ongoing business operations and capital deployment.

Non-GAAP financial measures are not defined in the same manner by all companies and may not be comparable with other similarly titled measures of other companies. Non-GAAP financial measures should be considered in addition to, but not as a substitute for or superior to, the information contained in our Consolidated Statements of Comprehensive Income and Consolidated Statements of Cash Flows.