



**Quanta Services, Inc. and Subsidiaries**  
**Non-GAAP Financial Measures and Certain Other Data**  
For the Three and Twelve Months Ended December 31, 2012 and 2011  
(In thousands)  
(Unaudited)

The following table presents the non-GAAP financial measures of EBITA, EBITDA and Adjusted EBITDA for the three and twelve months ended December 31, 2012 and 2011. Management believes that EBITA, or earnings before interest, taxes and amortization, EBITDA and Adjusted EBITDA, which is earnings before interest, taxes, depreciation, amortization and certain other expenses as described below, provide useful information to investors, analysts and management in evaluating Quanta's operating results period to period or in comparison with the results of Quanta's competitors. These measures should not be considered as an alternative to cash flow from operating activities or as a measure of liquidity or as an alternative to net income or other measures of performance that are derived in accordance with GAAP.

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2012	2011	2012	2011
<b>Reconciliation of EBITA, EBITDA and Adjusted EBITDA:</b>				
Net income from continuing operations attributable to				
common stock	\$ 102,350	\$ 58,715	\$ 289,694	\$ 118,511
Interest expense	1,250	573	3,746	1,803
Interest income	(293)	(305)	(1,471)	(1,066)
Provision for income taxes	55,323	17,996	158,859	63,096
Amortization of intangible assets	8,910	8,292	37,691	29,039
Equity in earnings of unconsolidated affiliates	(776)	-	(2,084)	-
<b>EBITA</b>	<b>\$ 166,764</b>	<b>\$ 85,271</b>	<b>\$ 486,435</b>	<b>\$ 211,383</b>
Depreciation expense	31,188	27,984	120,303	109,874
<b>EBITDA</b>	<b>\$ 197,952</b>	<b>\$ 113,255</b>	<b>\$ 606,738</b>	<b>\$ 321,257</b>
Acquisition and integration costs	-	647	2,527	1,620
Non-cash stock-based compensation	5,870	4,894	25,990	19,481
Multi-employer pension plan withdrawal expense	-	32,600	-	32,600
<b>Adjusted EBITDA</b>	<b>\$ 203,822</b>	<b>\$ 151,396</b>	<b>\$ 635,255</b>	<b>\$ 374,958</b>

**Definition of Days Sales Outstanding:**

Days Sales Outstanding is calculated by using the sum of current accounts receivable, net of allowance (which include retainage and unbilled balances), plus costs and estimated earnings in excess of billings on uncompleted contracts less billings in excess of costs and estimated earnings on uncompleted contracts, divided by average revenues per day during the quarter.