



**Quanta Services, Inc. and Subsidiaries**  
**Non-GAAP Financial Measures and Certain Other Data**  
**For the Three and Twelve Months Ended December 31, 2013 and 2012**  
(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, 2013 and 2012. 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 items 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,	
	2013	2012	2013	2012
<b>Reconciliation of EBITA, EBITDA and Adjusted EBITDA:</b>				
Net income from continuing operations attributable to common stock	\$ 166,697	\$ 102,350	\$ 401,921	\$ 289,694
Interest expense	1,188	1,250	2,668	3,746
Interest income	(1,150)	(293)	(3,380)	(1,471)
Provision for income taxes	91,329	55,323	217,940	158,859
Amortization of intangible assets	10,109	8,910	27,515	37,691
Equity in earnings of unconsolidated affiliates, excluding gain on sale of investment	-	(776)	-	(2,084)
<b>EBITA</b>	<b>\$ 268,173</b>	<b>\$ 166,764</b>	<b>\$ 646,664</b>	<b>\$ 486,435</b>
Depreciation expense	35,317	31,188	134,110	120,303
<b>EBITDA</b>	<b>\$ 303,490</b>	<b>\$ 197,952</b>	<b>\$ 780,774</b>	<b>\$ 606,738</b>
Acquisition costs	3,968	-	8,145	2,527
Non-cash stock-based compensation	8,129	5,870	35,876	25,990
Gain on sale of Howard Energy	(112,744)	-	(112,744)	-
<b>Adjusted EBITDA</b>	<b>\$ 202,843</b>	<b>\$ 203,822</b>	<b>\$ 712,051</b>	<b>\$ 635,255</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.