



Quanta Services, Inc. and Subsidiaries
Non-GAAP Financial Measures and Certain Other Data
For the Three and Nine Months Ended September 30, 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 nine months ended September 30, 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 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 September 30,		Nine Months Ended September 30,	
	2013	2012	2013	2012
Reconciliation of EBITA, EBITDA and Adjusted EBITDA:				
Net income from continuing operations attributable to common stock	\$ 92,906	\$ 83,628	\$ 235,224	\$ 187,344
Interest expense	475	963	1,480	2,496
Interest income	(1,139)	(383)	(2,230)	(1,178)
Provision for income taxes	42,509	39,596	126,611	103,536
Amortization of intangible assets	7,026	10,290	17,406	28,781
Equity in earnings of unconsolidated affiliates	-	(1,308)	-	(1,308)
EBITA	\$ 141,777	\$ 132,786	\$ 378,491	\$ 319,671
Depreciation expense	33,873	30,713	98,793	89,115
EBITDA	\$ 175,650	\$ 163,499	\$ 477,284	\$ 408,786
Acquisition costs	2,449	1,264	4,177	2,527
Non-cash stock-based compensation	7,669	6,634	27,747	20,120
Adjusted EBITDA	\$ 185,768	\$ 171,397	\$ 509,208	\$ 431,433

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.