



# FTI Consulting, Inc.

*Third Quarter 2015 Earnings Conference Call*



## Cautionary Note About Forward-Looking Statements

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*This presentation includes "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which involve uncertainties and risks. Forward-looking statements include statements concerning our plans, objectives, goals, strategies, future events, future revenues, future results and performance, expectations, plans or intentions relating to acquisitions and other matters, business trends and other information that is not historical, including statements regarding estimates of our medium-term growth targets or other future financial results. When used in this press release, words such as "anticipates," "aspirational," "estimates," "expects," "goals," "intends," "believes," "forecasts," "targets," "objectives" and variations of such words or similar expressions are intended to identify forward-looking statements. All forward-looking statements, including, without limitation, estimates of our future financial results, are based upon our expectations at the time we make them and various assumptions. Our expectations, beliefs, projections and growth targets are expressed in good faith, and we believe there is a reasonable basis for them. However, there can be no assurance that management's expectations, beliefs, estimates or growth targets will be achieved, and the Company's actual results may differ materially from our expectations, beliefs, estimates and growth targets. The Company has experienced fluctuating revenues, operating income and cash flow in prior periods and expects that this will occur from time to time in the future. Other factors that could cause such differences include declines in demand for, or changes in, the mix of services and products that we offer, the mix of the geographic locations where our clients are located or where services are performed, adverse financial, real estate or other market and general economic conditions, which could impact each of our segments differently, the pace and timing of the consummation and integration of past and future acquisitions, the Company's ability to realize cost savings and efficiencies, competitive and general economic conditions, retention of staff and clients and other risks described under the heading "Item 1A Risk Factors" in the Company's most recent Form 10-K filed with the SEC and in the Company's other filings with the SEC, including the risks set forth under "Risks Related to Our Reportable Segments" and "Risks Related to Our Operations." We are under no duty to update any of the forward looking statements to conform such statements to actual results or events and do not intend to do so.*



## Today's Speakers

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**Steven Gunby**  
**President & Chief Executive Officer**



**David Johnson**  
**Chief Financial Officer**



# Third Quarter 2015 Financial Review

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

	<b>Q3 2015</b>	<b>Q2 2015</b>	<b>% Variance</b>	<b>Q3 2014</b>	<b>% Variance</b>
<b>Revenues</b>	\$ 455,470	\$ 449,137	1.4%	\$ 451,178	1.0%
<b>Fully Diluted Earnings Per Share</b>	\$ 0.25	\$ 0.52	(51.9%)	\$ 0.55	(54.5%)
<b>Adjusted Earnings Per Diluted Share<sup>(1)</sup></b>	\$ 0.53	\$ 0.50	6.0%	\$ 0.63	(15.9%)
<b>Adjusted EBITDA<sup>(1)</sup></b>	\$ 56,102	\$ 55,789	0.6%	\$ 63,395	(11.5%)
<b>Adjusted EBITDA Margin<sup>(1)</sup></b>	12.3%	12.4%		14.1%	

<sup>(1)</sup> See "Financial Tables" and "End Notes: FTI Consulting Non-GAAP Data Reconciliations" for the definitions and reconciliations of Adjusted EBITDA and Adjusted Earnings Per Diluted Share, which are non-GAAP financial measures, to the most directly comparable GAAP measures, and the definition of Adjusted EBITDA Margin.

# Third Quarter 2015

## Segment Financial Review

All numbers in \$000s, except for percentages

	Q3 2015	Q2 2015	% Variance	Q3 2014	% Variance
<b>Corporate Finance &amp; Restructuring</b>					
Revenue	\$ 113,487	\$ 109,113	4.0%	\$ 100,041	13.4%
Adjusted Segment EBITDA <sup>(1)</sup>	\$ 26,662	\$ 22,032	21.0%	\$ 15,534	71.6%
Adjusted Segment EBITDA Margin <sup>(1)</sup>	23.5%	20.2%		15.5%	
<b>Forensic and Litigation Consulting</b>					
Revenue	\$ 116,158	\$ 126,131	(7.9%)	\$ 121,732	(4.6%)
Adjusted Segment EBITDA <sup>(1)</sup>	\$ 13,406	\$ 19,979	(32.9%)	\$ 22,260	(39.8%)
Adjusted Segment EBITDA Margin <sup>(1)</sup>	11.5%	15.8%		18.3%	
<b>Economic Consulting</b>					
Revenue	\$ 114,541	\$ 108,698	5.4%	\$ 120,494	(4.9%)
Adjusted Segment EBITDA <sup>(1)</sup>	\$ 16,654	\$ 15,292	8.9%	\$ 18,426	(9.6%)
Adjusted Segment EBITDA Margin <sup>(1)</sup>	14.5%	14.1%		15.3%	
<b>Technology</b>					
Revenue	\$ 55,568	\$ 61,826	(10.1%)	\$ 62,359	(10.9%)
Adjusted Segment EBITDA <sup>(1)</sup>	\$ 10,813	\$ 12,166	(11.1%)	\$ 17,835	(39.4%)
Adjusted Segment EBITDA Margin <sup>(1)</sup>	19.5%	19.7%		28.6%	
<b>Strategic Communications</b>					
Revenue	\$ 55,716	\$ 43,369	28.5%	\$ 46,552	19.7%
Adjusted Segment EBITDA <sup>(1)</sup>	\$ 8,717	\$ 5,631	54.8%	\$ 6,605	32.0%
Adjusted Segment EBITDA Margin <sup>(1)</sup>	15.6%	13.0%		14.2%	

(1) See "Financial Tables" and "End Notes: FTI Consulting Non-GAAP Data Reconciliations" for the definition and reconciliation of Adjusted Segment EBITDA, which is a non-GAAP financial measure, to the most directly comparable GAAP measure, and the definition of Adjusted Segment EBITDA Margin.

# Third Quarter 2015 Geographic Review

Region	Percentage of Revenues			Revenue Growth	
	Q3 2015	Q2 2015	Q3 2014	Q3 2015 vs. Q2 2015	Q3 2015 vs. Q3 2014
<b>North America</b>	74.2%	73.4%	72.5%	1.1%	2.3%
<b>EMEA</b>	17.7%	17.5%	18.0%	1.1%	(1.7%)
<b>Asia Pacific</b>	5.8%	6.1%	6.7%	(4.9%)	(13.4%)
<b>Latin America</b>	2.3%	3.0%	2.8%	(23.3%)	(17.9%)

# Third Quarter 2015

## Cash Position/Capital Allocation

All numbers in \$000s except for DSOs

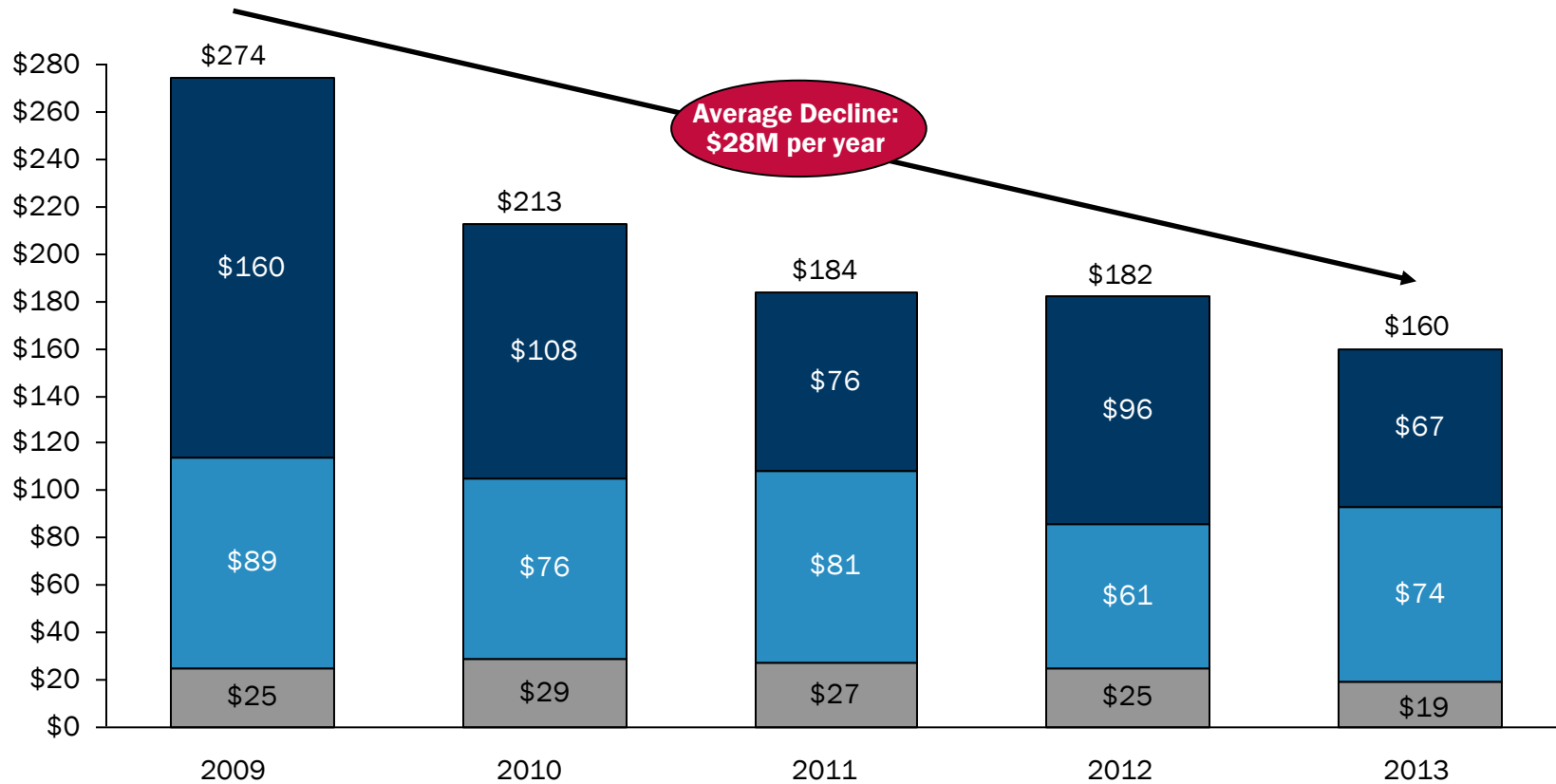
	Year to Date Q3 2015	Year to Date Q2 2015	Year to Date Q3 2014
<b>Cash and cash equivalents</b>	\$ 104,974	\$ 239,988	\$ 178,778
<b>Accounts receivable, net</b>	554,400	549,300	565,657
<b>Days sales outstanding ("DSO")</b>	105	104	107
<b>Net cash provided by (used in) operating activities</b>	43,303	(30,731)	20,479
<b>Purchases of property and equipment</b>	24,674	17,533	31,797
<b>Payments for acquisition of businesses, net of cash received</b>	575	576	15,684
<b>Purchase and retirement of common stock<sup>(1)</sup></b>	-	-	4,367
<b>Total Debt</b>	<b>520,000</b>	<b>711,000</b>	<b>711,000</b>

(1) 2013 purchase and retirement of common stock settled in 2014.

Third Quarter 2015

# Corporate Finance & Restructuring, Forensic and Litigation Consulting and Strategic Communications Adjusted EBITDA from 2009 to 2013

Adjusted Segment EBITDA (in millions)



■ Corporate Finance & Restructuring ■ Forensic and Litigation Consulting ■ Strategic Communications

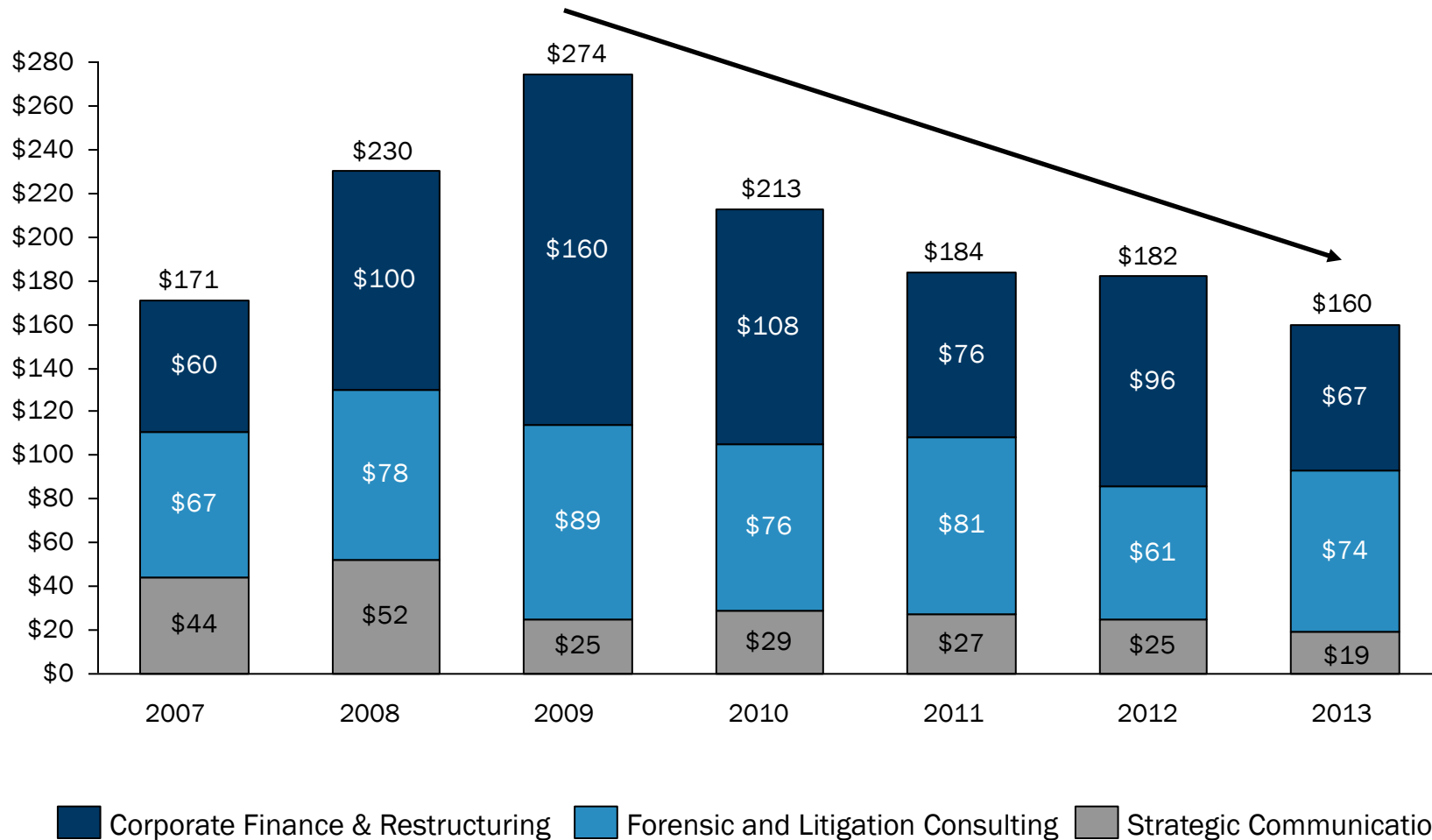
See "Financial Tables" and "End Notes: FTI Consulting Non-GAAP Data Reconciliations" for the definition and reconciliation of Adjusted Segment EBITDA, which is a non-GAAP financial measure, to the most directly comparable GAAP measure.



# Third Quarter 2015

## Even eliminating the restructuring bubble, these businesses collectively showed no growth over the better part of a decade

### Adjusted Segment EBITDA (in millions)



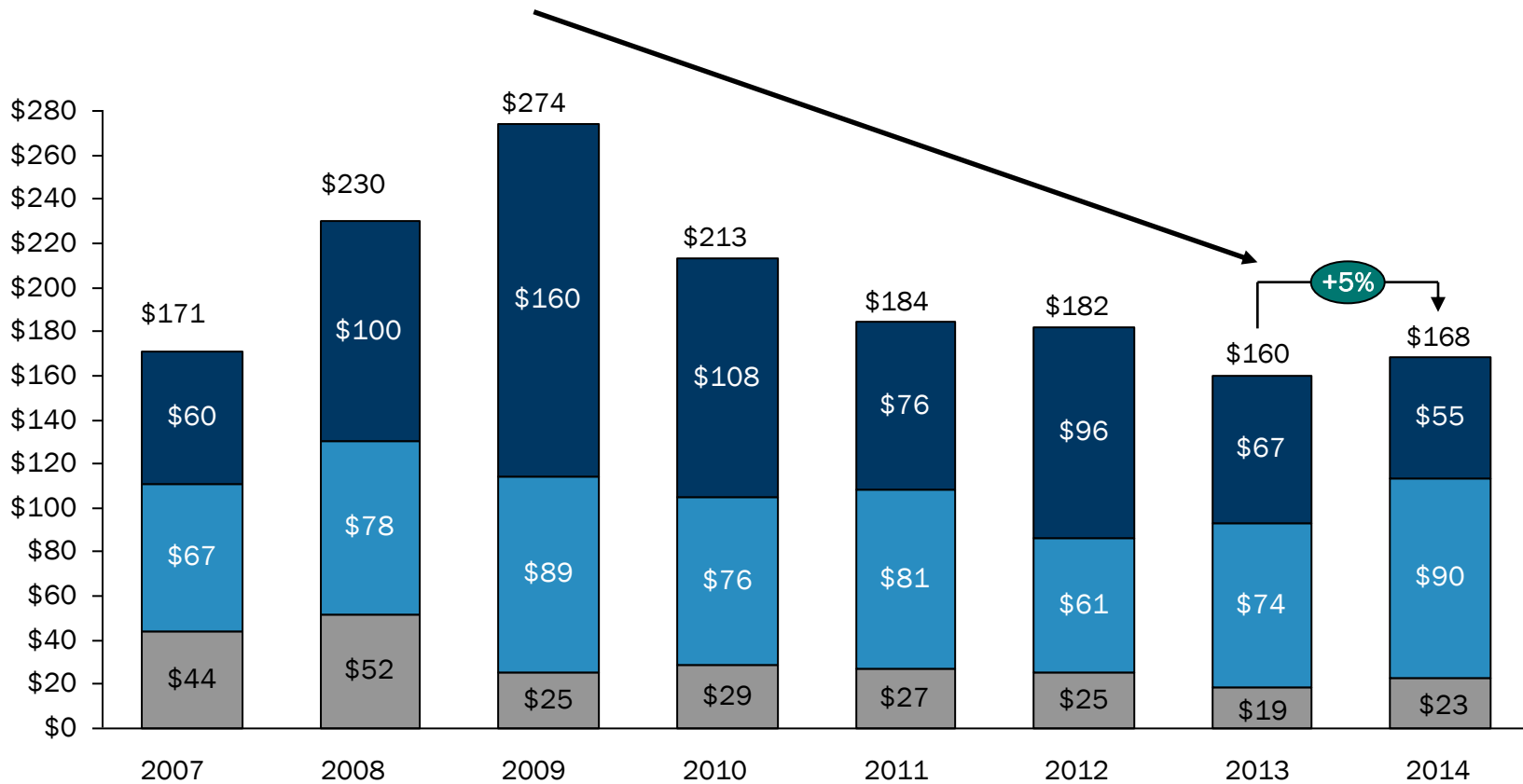
Corporate Finance & Restructuring    Forensic and Litigation Consulting    Strategic Communications

See "Financial Tables" and "End Notes: FTI Consulting Non-GAAP Data Reconciliations" for the definition and reconciliation of Adjusted Segment EBITDA, which is a non-GAAP financial measure, to the most directly comparable GAAP measure.

# Third Quarter 2015

**These same businesses grew ~5% in 2014**

**Adjusted Segment EBITDA (in millions)**

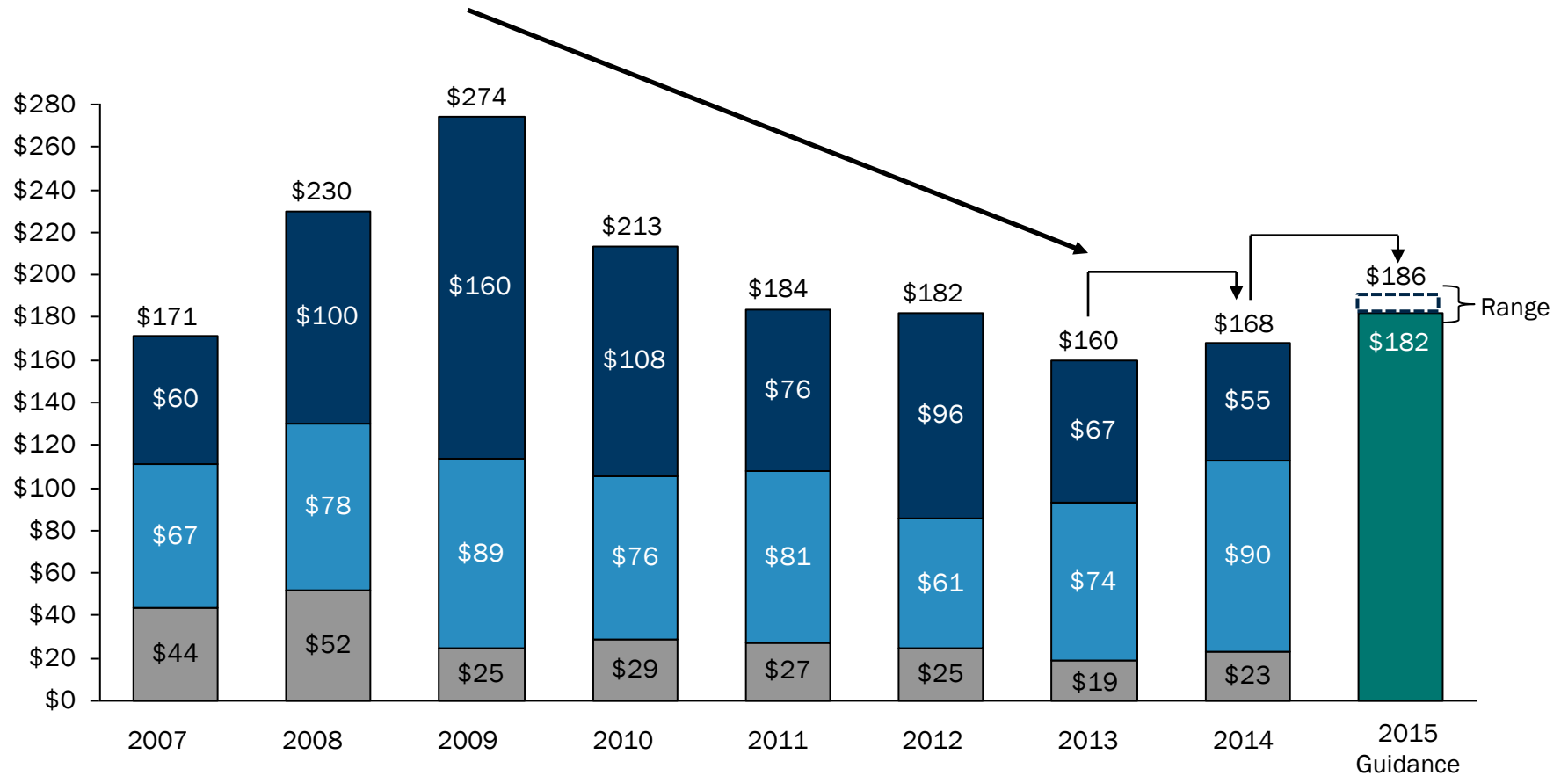


Corporate Finance & Restructuring
  Forensic and Litigation Consulting
  Strategic Communications

# Third Quarter 2015

## And are projected to grow between 8-11% collectively in 2015

**Adjusted Segment EBITDA (in millions)**



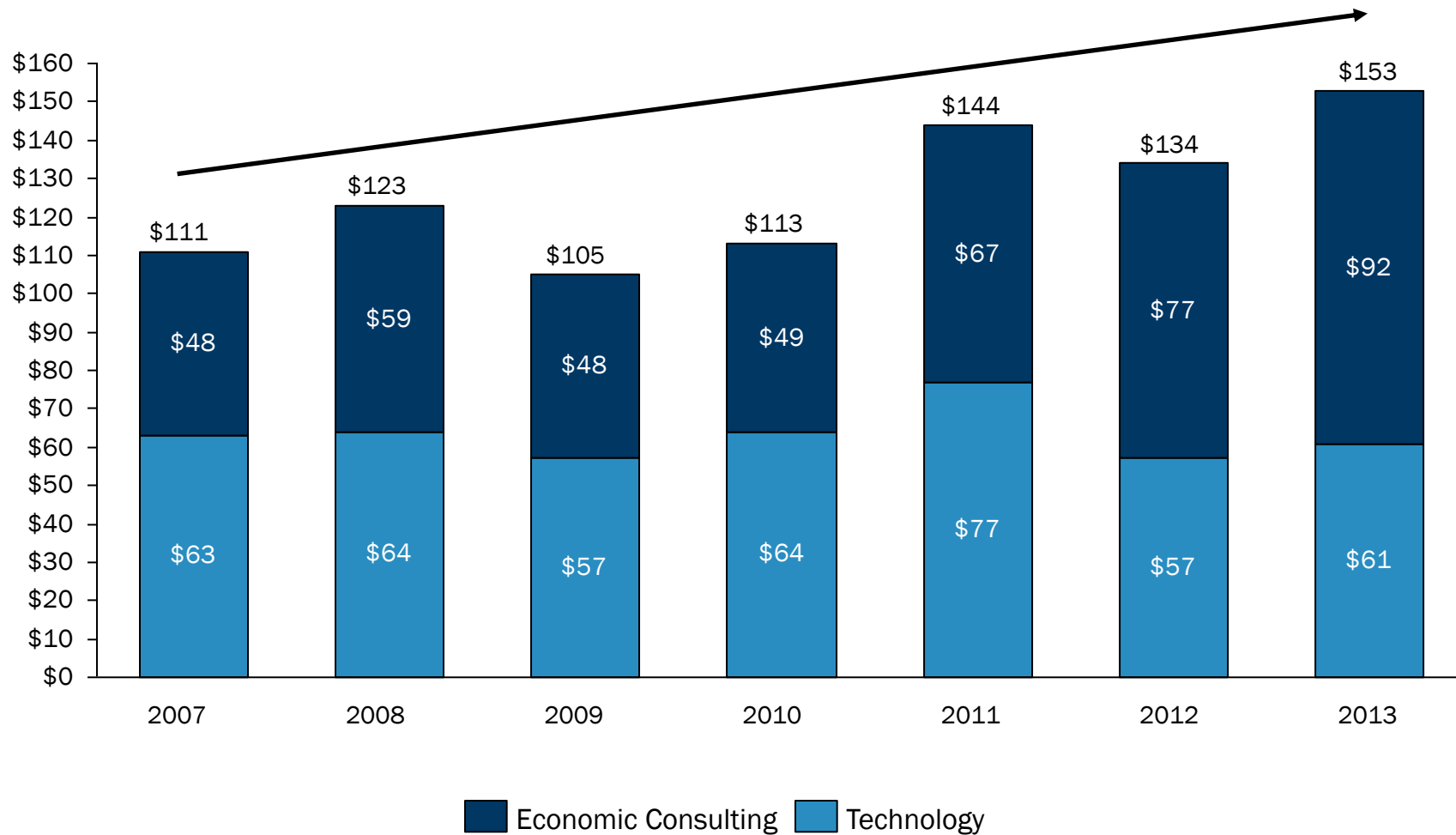
Corporate Finance & Restructuring
  Forensic and Litigation Consulting
  Strategic Communications
  Range

See "Financial Tables" and "End Notes: FTI Consulting Non-GAAP Data Reconciliations" for the definition and reconciliation of Adjusted Segment EBITDA, which is a non-GAAP financial measure, to the most directly comparable GAAP measure.

Third Quarter 2015

# Economic Consulting and Technology Adjusted EBITDA 2007 to 2013

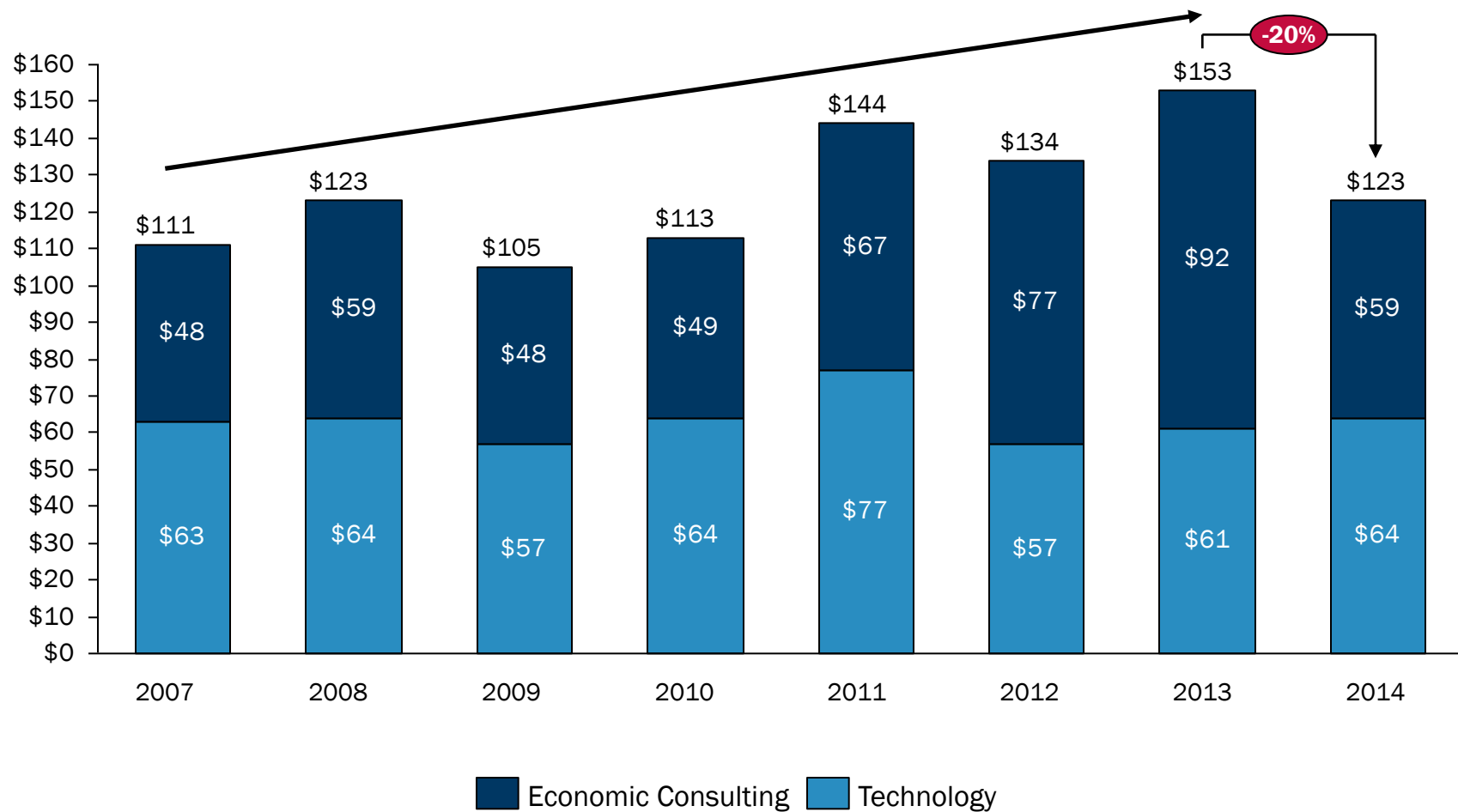
Adjusted Segment EBITDA (in millions)



Third Quarter 2015

# Economic Consulting and Technology were down ~20% Adjusted EBITDA in 2014

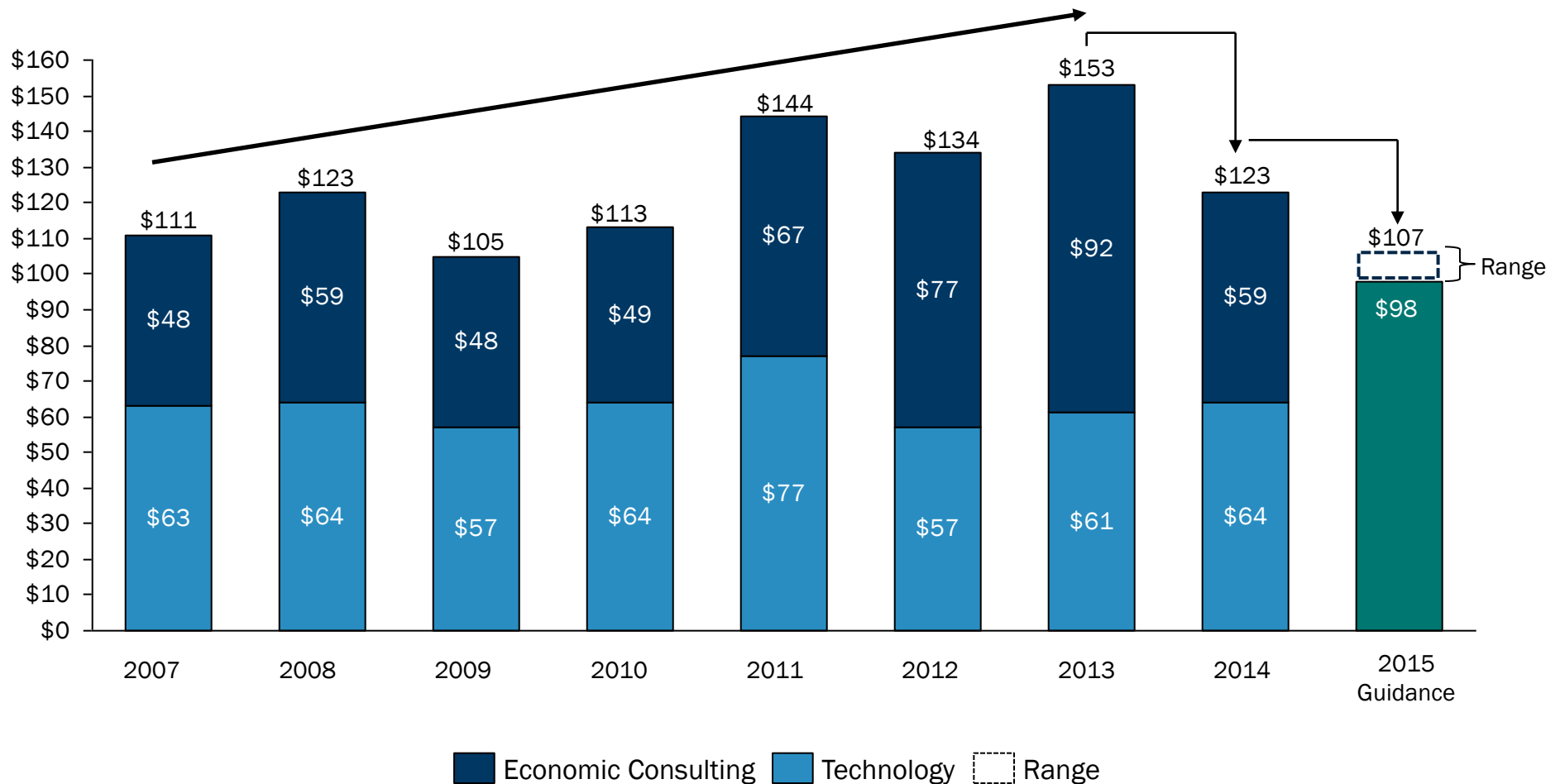
Adjusted Segment EBITDA (in millions)




Third Quarter 2015

# We believe Economic Consulting and Technology are anticipated to drop sharply again in 2015

Adjusted Segment EBITDA (in millions)



See "Financial Tables" and "End Notes: FTI Consulting Non-GAAP Data Reconciliations" for the definition and reconciliation of Adjusted Segment EBITDA, which is a non-GAAP financial measure, to the most directly comparable GAAP measure.



Third Quarter 2015  
**Question & Answer Session**

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# Q&A

# Financial Tables



# Condensed Consolidated Statements of Comprehensive Loss: Three Months Ended September 30, 2015 and 2014

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

	Three Months Ended September 30,	
	2015 (unaudited)	2014 (unaudited)
<b>Revenues</b>	<b>\$455,470</b>	<b>\$451,178</b>
<b>Operating expenses</b>		
Direct cost of revenues	301,609	293,244
Selling, general & administrative expenses	105,058	102,461
Special charges	-	5,347
Acquisition-related contingent consideration	159	257
Amortization of other intangible assets	2,900	3,398
	409,726	404,707
<b>Operating income</b>	<b>\$45,744</b>	<b>\$46,471</b>
<b>Other income (expense)</b>		
Interest income & other	2,027	1,014
Interest expense	(11,696)	(12,634)
Loss on early extinguishment of debt	(19,589)	-
	(29,258)	(11,620)
<b>Income before income tax provision</b>	<b>\$16,486</b>	<b>\$34,851</b>
<b>Income tax provision</b>	<b>6,177</b>	<b>12,329</b>
<b>Net income</b>	<b>\$10,309</b>	<b>\$22,522</b>
<b>Earnings per common share – basic</b>	<b>0.25</b>	<b>0.57</b>
<b>Earnings per common share – diluted</b>	<b>0.25</b>	<b>0.55</b>
<b>Weighted average common shares outstanding – basic</b>	<b>41,094</b>	<b>39,789</b>
<b>Weighted average common shares outstanding – diluted</b>	<b>41,982</b>	<b>40,819</b>
<b>Other comprehensive loss, net of tax</b>	<b>(\$17,229)</b>	<b>(\$22,542)</b>
Foreign currency translation adjustments, net of tax \$0		
<b>Total other comprehensive loss, net of tax</b>	<b>(\$17,229)</b>	<b>(\$22,542)</b>
<b>Comprehensive loss</b>	<b>(\$6,920)</b>	<b>(\$20)</b>

# Condensed Consolidated Statements of Comprehensive Income: Nine Months Ended September 30, 2015 and 2014

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

	<b>Nine Months Ended September 30,</b>	
	<b>2015 (unaudited)</b>	<b>2014 (unaudited)</b>
<b>Revenues</b>	<b>\$1,336,945</b>	<b>\$1,331,054</b>
<b>Operating expenses</b>		
Direct cost of revenues	872,108	863,068
Selling, general & administrative expenses	316,317	317,880
Special charges	-	14,711
Acquisition-related contingent consideration	(1,145)	(1,591)
Amortization of other intangible assets	8,919	11,466
	<b>1,196,199</b>	<b>1,205,534</b>
<b>Operating income</b>	<b>\$140,746</b>	<b>\$125,520</b>
<b>Other income (expense)</b>		
Interest income & other	2,840	3,465
Interest expense	(36,537)	(38,197)
Loss on early extinguishment of debt	(19,589)	-
	<b>(53,286)</b>	<b>(34,732)</b>
<b>Income before income tax provision</b>	<b>\$87,460</b>	<b>\$90,788</b>
<b>Income tax provision</b>	<b>31,756</b>	<b>32,902</b>
<b>Net income</b>	<b>\$55,704</b>	<b>\$57,886</b>
<b>Earnings per common share – basic</b>	<b>1.37</b>	<b>1.46</b>
<b>Earnings per common share – diluted</b>	<b>1.34</b>	<b>1.43</b>
<b>Weighted average common shares outstanding – basic</b>	<b>40,771</b>	<b>39,637</b>
<b>Weighted average common shares outstanding– diluted</b>	<b>41,682</b>	<b>40,608</b>
<b>Other comprehensive loss, net of tax</b>	<b>(\$24,412)</b>	<b>(\$10,120)</b>
Foreign currency translation adjustments, net of tax \$0		
<b>Total other comprehensive loss, net of tax</b>	<b>(\$24,412)</b>	<b>(\$10,120)</b>
<b>Comprehensive income</b>	<b>\$31,292</b>	<b>\$47,766</b>

# Operating Results by Business Segment: Three Months Ended September 30, 2015 and 2014

All numbers in \$000s, except for bill rate per hour and headcount data

## Three Months Ended September 30, 2015

	Revenues	Adjusted EBITDA <sup>(1)</sup>	Adjusted Segment EBITDA Margin <sup>(1)</sup>	Utilization	Average Billable Rate	Revenue-Generating Headcount (at period end)
Corporate Finance & Restructuring	\$113,487	\$26,662	23.5%	69%	\$390	830
Forensic and Litigation Consulting	116,158	13,406	11.5%	60%	\$318	1,209
Economic Consulting	114,541	16,654	14.5%	71%	\$523	594
Technology <sup>(2)</sup>	55,568	10,813	19.5%	N/M	N/M	354
Strategic Communications <sup>(2)</sup>	55,716	8,717	15.6%	N/M	N/M	594
<b>Total</b>	<b>\$455,470</b>	<b>\$76,252</b>	<b>16.7%</b>			<b>3,581</b>
Unallocated Corporate		(20,150)				
<b>Adjusted EBITDA<sup>(1)</sup></b>		<b>\$56,102</b>	<b>12.3%</b>			

## Three Months Ended September 30, 2014

	Revenues	Adjusted EBITDA <sup>(1)</sup>	Adjusted Segment EBITDA Margin <sup>(1)</sup>	Utilization	Average Billable Rate	Revenue-Generating Headcount (at period end)
Corporate Finance & Restructuring	\$100,041	\$15,534	15.5%	70%	\$396	722
Forensic and Litigation Consulting	121,732	22,260	18.3%	68%	\$323	1,135
Economic Consulting	120,494	18,426	15.3%	77%	\$535	551
Technology <sup>(2)</sup>	62,359	17,835	28.6%	N/M	N/M	335
Strategic Communications <sup>(2)</sup>	46,552	6,605	14.2%	N/M	N/M	549
<b>Total</b>	<b>\$451,178</b>	<b>\$80,660</b>	<b>17.9%</b>			<b>3,292</b>
Unallocated Corporate		(17,265)				
<b>Adjusted EBITDA<sup>(1)</sup></b>		<b>\$63,395</b>	<b>14.1%</b>			

<sup>(1)</sup> See "End Notes: FTI Consulting Non GAAP Data Reconciliations" for the definitions of Adjusted EBITDA, Adjusted Segment EBITDA, and Adjusted Segment EBITDA Margin, which are non-GAAP financial measures, and the reconciliations of Adjusted EBITDA and Adjusted Segment EBITDA to the most directly comparable GAAP measures.

<sup>(2)</sup> The majority of the Technology and Strategic Communications segments' revenues are not generated based on billable hours. Accordingly, utilization and average billable rate metrics are not presented as they are not meaningful as a segment-wide metric.

# Operating Results by Business Segment: Nine Months Ended September 30, 2015 and 2014

All numbers in \$000s, except for bill rate per hour and headcount data

## Nine Months Ended September 30, 2015

	Revenues	Adjusted EBITDA <sup>(1)</sup>	Adjusted Segment EBITDA Margin <sup>(1)</sup>	Utilization	Average Billable Rate	Revenue-Generating Headcount (at period end)
Corporate Finance & Restructuring	\$328,812	\$71,174	21.6%	71%	\$382	830
Forensic and Litigation Consulting	365,554	55,456	15.2%	65%	\$315	1,209
Economic Consulting	329,320	43,502	13.2%	72%	\$506	594
Technology <sup>(2)</sup>	172,048	33,052	19.2%	N/M	N/M	354
Strategic Communications <sup>(2)</sup>	141,211	20,100	14.2%	N/M	N/M	594
<b>Total</b>	<b>\$1,336,945</b>	<b>\$223,284</b>	<b>16.7%</b>			<b>3,581</b>
Unallocated Corporate		(52,725)				
<b>Adjusted EBITDA<sup>(1)</sup></b>		<b>\$170,559</b>	<b>12.8%</b>			

## Nine Months Ended September 30, 2014

	Revenues	Adjusted EBITDA <sup>(1)</sup>	Adjusted Segment EBITDA Margin <sup>(1)</sup>	Utilization	Average Billable Rate	Revenue-Generating Headcount (at period end)
Corporate Finance & Restructuring	\$298,043	\$45,618	15.3%	71%	\$388	722
Forensic and Litigation Consulting	362,242	71,025	19.6%	71%	\$323	1,135
Economic Consulting	344,572	49,499	14.4%	77%	\$517	551
Technology <sup>(2)</sup>	183,142	50,287	27.5%	N/M	N/M	335
Strategic Communications <sup>(2)</sup>	143,055	15,168	10.6%	N/M	N/M	549
<b>Total</b>	<b>\$1,331,054</b>	<b>\$231,597</b>	<b>17.4%</b>			<b>3,292</b>
Unallocated Corporate		(57,103)				
<b>Adjusted EBITDA<sup>(1)</sup></b>		<b>\$174,494</b>	<b>13.1%</b>			

<sup>(1)</sup> See "End Notes: FTI Consulting Non GAAP Data Reconciliations" for the definitions of Adjusted EBITDA, Adjusted Segment EBITDA, and Adjusted Segment EBITDA Margin, which are non-GAAP financial measures, and the reconciliations of Adjusted EBITDA and Adjusted Segment EBITDA to the most directly comparable GAAP measures.

<sup>(2)</sup> The majority of the Technology and Strategic Communications segments' revenues are not generated based on billable hours. Accordingly, utilization and average billable rate metrics are not presented as they are not meaningful as a segment-wide metric.

# Reconciliation of Non-GAAP Financial Measures: Three Months Ended September 30, 2015 and 2014

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

	<b>Three Months Ended September 30,</b>	
	<b>2015</b>	<b>2014</b>
<b>Net income</b>	\$10,309	\$22,522
Special charges, net of tax effect	-	3,154
Remeasurement of acquisition-related contingent consideration, net of tax effect	-	-
Loss on early extinguishment of debt, net of tax effect	11,881	-
<b>Adjusted Net Income<sup>(1)</sup></b>	<b>\$22,190</b>	<b>\$25,676</b>
Earnings per common share – diluted	\$0.25	\$0.55
Special charges, net of tax effect	-	\$0.08
Remeasurement of acquisition-related contingent consideration, net of tax effect	-	-
Loss on early extinguishment of debt, net of tax effect	\$0.28	-
<b>Adjusted EPS – diluted<sup>(1)</sup></b>	<b>\$0.53</b>	<b>\$0.63</b>
<b>Weighted average number of common shares outstanding – diluted</b>	<b>41,982</b>	<b>40,819</b>

<sup>(1)</sup> See "End Notes: FTI Consulting Non-GAAP Data Reconciliations" for the definition of Adjusted Net Income and Adjusted Earnings per Diluted Share, which are non-GAAP financial measures.

# Reconciliation of Non-GAAP Financial Measures: Nine Months Ended September 30, 2015 and 2014

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

	<b>Nine Months Ended September 30,</b>	
	<b>2015</b>	<b>2014</b>
<b>Net income</b>	\$55,704	\$57,886
Special charges, net of tax effect	-	8,676
Remeasurement of acquisition-related contingent consideration, net of tax effect	(1,005)	(1,514)
Loss on early extinguishment of debt, net of tax effect	11,881	-
<b>Adjusted Net Income<sup>(1)</sup></b>	<b>\$66,580</b>	<b>\$65,048</b>
Earnings per common share – diluted	\$1.34	\$1.43
Special charges, net of tax effect	-	\$0.21
Remeasurement of acquisition-related contingent consideration, net of tax effect	(\$0.02)	(\$0.04)
Loss on early extinguishment of debt, net of tax effect	\$0.28	-
<b>Adjusted EPS – diluted<sup>(1)</sup></b>	<b>\$1.60</b>	<b>\$1.60</b>
<b>Weighted average number of common shares outstanding – diluted</b>	<b>41,682</b>	<b>40,608</b>

<sup>(1)</sup> See “End Notes: FTI Consulting Non-GAAP Data Reconciliations” for the definitions of Adjusted Net Income and Adjusted Earnings per Diluted Share, which are non-GAAP financial measures.

# Reconciliation of Net Income and Operating Income to Adjusted EBITDA: Three Months Ended September 30, 2015 and 2014

All numbers in \$000s

Three Months Ended September 30, 2015							
	Corporate Finance & Restructuring	Forensic and Litigation Consulting	Economic Consulting	Technology	Strategic Communications	Unallocated Corporate	Total
<b>Net income</b>							<b>\$10,309</b>
Interest income and other							(2,027)
Interest expense							11,696
Loss on early extinguishment of debt							19,589
Income tax provision							6,177
<b>Operating income<sup>(1)</sup></b>	<b>\$25,112</b>	<b>\$11,944</b>	<b>\$15,498</b>	<b>\$6,830</b>	<b>\$7,235</b>	<b>(\$20,875)</b>	<b>\$45,744</b>
Depreciation and amortization	677	925	848	3,784	499	725	7,458
Amortization of other intangible assets	873	537	308	199	983	-	2,900
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$26,662</b>	<b>\$13,406</b>	<b>\$16,654</b>	<b>\$10,813</b>	<b>\$8,717</b>	<b>(\$20,150)</b>	<b>\$56,102</b>

Three Months Ended September 30, 2014							
	Corporate Finance & Restructuring	Forensic and Litigation Consulting	Economic Consulting	Technology	Strategic Communications	Unallocated Corporate	Total
<b>Net income</b>							<b>\$22,522</b>
Interest Income and other							(1,014)
Interest expense							12,634
Income tax provision							12,329
<b>Operating income<sup>(1)</sup></b>	<b>\$13,406</b>	<b>\$20,276</b>	<b>\$17,245</b>	<b>\$13,741</b>	<b>\$4,875</b>	<b>(\$23,072)</b>	<b>\$46,471</b>
Depreciation and amortization	869	1,023	934	3,857	610	886	8,179
Amortization of other intangible assets	1,175	653	235	218	1,117	-	3,398
Special charges	84	308	12	19	3	4,921	5,347
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$15,534</b>	<b>\$22,260</b>	<b>\$18,426</b>	<b>\$17,835</b>	<b>\$6,605</b>	<b>(\$17,265)</b>	<b>\$63,395</b>

<sup>(1)</sup> See "End Notes: FTI Consulting Non-GAAP Data Reconciliations" for the definitions of Segment Operating Income and Adjusted EBITDA, which are non-GAAP financial measures.

# Reconciliation of Net Income and Operating Income to Adjusted EBITDA: Nine Months Ended September 30, 2015 and 2014

All numbers in \$000s

Nine Months Ended September 30, 2015							
	Corporate Finance & Restructuring	Forensic and Litigation Consulting	Economic Consulting	Technology	Strategic Communications	Unallocated Corporate	Total
<b>Net income</b>							<b>\$55,704</b>
Interest income and other							(2,840)
Interest expense							36,537
Loss on early extinguishment of debt							19,589
Income tax provision							31,756
<b>Operating income<sup>(1)</sup></b>	<b>\$67,782</b>	<b>\$50,894</b>	<b>\$40,076</b>	<b>\$21,493</b>	<b>\$15,558</b>	<b>(\$55,057)</b>	<b>\$140,746</b>
Depreciation and amortization	2,141	2,862	2,686	10,969	1,579	2,332	22,569
Amortization of other intangible assets	2,742	1,700	924	590	2,963	-	8,919
Remeasurement of acquisition-related contingent consideration	(1,491)	-	(184)	-	-	-	(1,675)
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$71,174</b>	<b>\$55,456</b>	<b>\$43,502</b>	<b>\$33,052</b>	<b>\$20,100</b>	<b>(\$52,725)</b>	<b>\$170,559</b>

Nine Months Ended September 30, 2014							
	Corporate Finance & Restructuring	Forensic and Litigation Consulting	Economic Consulting	Technology	Strategic Communications	Unallocated Corporate	Total
<b>Net income</b>							<b>\$57,886</b>
Interest Income and other							(3,465)
Interest expense							38,197
Income tax provision							32,902
<b>Operating income<sup>(1)</sup></b>	<b>\$39,081</b>	<b>\$66,517</b>	<b>\$46,515</b>	<b>\$37,712</b>	<b>\$9,910</b>	<b>(\$74,215)</b>	<b>\$125,520</b>
Depreciation and amortization	2,514	3,057	2,996	11,902	1,884	2,827	25,180
Amortization of other intangible assets	4,601	2,077	763	654	3,371	-	11,466
Special charges	84	308	12	19	3	14,285	14,711
Remeasurement of acquisition-related contingent consideration	(662)	(934)	(787)	-	-	-	(2,383)
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$45,618</b>	<b>\$71,025</b>	<b>\$49,499</b>	<b>\$50,287</b>	<b>\$15,168</b>	<b>(\$57,103)</b>	<b>\$174,494</b>

<sup>(1)</sup> See "End Notes: FTI Consulting Non-GAAP Data Reconciliations" for the definitions of Segment Operating Income and Adjusted EBITDA, which are non-GAAP financial measures.



# Reconciliation of Net Income and Operating Income (Loss) to Adjusted EBITDA: Year Ended December 31, 2014 and 2013

All numbers in \$000s

Year Ended December 31, 2014							
	Corporate Finance & Restructuring	Forensic and Litigation Consulting	Economic Consulting	Technology	Strategic Communications	Unallocated Corporate	Total
<b>Net income</b>							<b>\$58,807</b>
Interest income and other							(4,670)
Interest expense							50,685
Income tax provision							42,604
<b>Operating income<sup>(1)</sup></b>	<b>\$46,913</b>	<b>\$83,180</b>	<b>\$55,282</b>	<b>\$46,906</b>	<b>\$15,603</b>	<b>(\$100,458)</b>	<b>\$147,426</b>
Depreciation and amortization of intangible assets	9,157	7,914	5,115	16,620	6,982	3,722	49,510
Special charges	84	308	12	19	3	15,913	16,339
Remeasurement of acquisition-related contingent consideration	(662)	(934)	(1,127)	-	-	-	(2,723)
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$55,492</b>	<b>\$90,468</b>	<b>\$59,282</b>	<b>\$63,545</b>	<b>\$22,588</b>	<b>(\$80,823)</b>	<b>\$210,552</b>

Year Ended December 31, 2013							
	Corporate Finance & Restructuring	Forensic and Litigation Consulting	Economic Consulting	Technology	Strategic Communications	Unallocated Corporate	Total
<b>Net loss</b>							<b>(\$10,594)</b>
Interest income and other							(1,748)
Interest expense							51,376
Income tax provision							42,405
<b>Operating income (loss)<sup>(1)</sup></b>	<b>\$58,594</b>	<b>\$68,211</b>	<b>\$86,714</b>	<b>\$38,038</b>	<b>(\$72,129)</b>	<b>(\$97,989)</b>	<b>\$81,439</b>
Depreciation and amortization of intangible assets	9,929	6,100	5,479	22,601	7,048	4,338	55,495
Goodwill impairment charge	-	-	-	-	83,752	-	83,752
Special charges	10,274	2,111	11	16	66	25,936	38,414
Remeasurement of acquisition-related contingent consideration	(11,614)	(1,941)	-	-	-	-	(13,555)
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$67,183</b>	<b>\$74,481</b>	<b>\$92,204</b>	<b>\$60,655</b>	<b>\$18,737</b>	<b>(\$67,715)</b>	<b>\$245,545</b>

<sup>(1)</sup> See "End Notes: FTI Consulting Non-GAAP Data Reconciliations" for the definitions of Segment Operating Income and Adjusted EBITDA, which are non-GAAP financial measures.

# Reconciliation of Net Income and Operating Income (Loss) to Adjusted EBITDA: Year Ended December 31, 2012 and 2011

All numbers in \$000s

## Year Ended December 31, 2012

	Corporate Finance & Restructuring	Forensic and Litigation Consulting	Economic Consulting	Technology	Strategic Communications	Unallocated Corporate	Total
<b>Net loss</b>							<b>(\$36,986)</b>
Interest income and other							(5,659)
Interest expense							56,731
Loss on early extinguishment of debt							4,850
Income tax provision							40,100
<b>Operating income (loss)<sup>(1)</sup></b>	<b>\$80,970</b>	<b>\$45,809</b>	<b>\$71,992</b>	<b>\$33,642</b>	<b>(\$97,298)</b>	<b>(\$76,079)</b>	<b>\$59,036</b>
Depreciation and amortization of intangible assets	8,835	6,487	4,478	20,447	7,218	4,546	52,011
Goodwill impairment charge	-	-	-	-	110,387	-	110,387
Special charges	11,332	8,276	991	3,114	4,712	1,132	29,557
Remeasurement of acquisition-related contingent consideration	(5,222)	(6)	-	-	-	-	(5,228)
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$95,915</b>	<b>\$60,566</b>	<b>\$77,461</b>	<b>\$57,203</b>	<b>\$25,019</b>	<b>(\$70,401)</b>	<b>\$245,763</b>

## Year Ended December 31, 2011

	Corporate Finance & Restructuring	Forensic and Litigation Consulting	Economic Consulting	Technology	Strategic Communications	Unallocated Corporate	Total
<b>Net income</b>							<b>\$103,903</b>
Interest income and other							(6,304)
Interest expense							58,624
Income tax provision							49,224
<b>Operating income<sup>(1)</sup></b>	<b>\$66,591</b>	<b>\$74,831</b>	<b>\$60,890</b>	<b>\$57,917</b>	<b>\$19,066</b>	<b>(\$73,848)</b>	<b>\$205,447</b>
Depreciation and amortization of intangible assets	8,902	6,215	4,045	19,094	7,735	4,962	50,953
Special charges	9,440	839	2,093	-	-	2,840	15,212
Remeasurement of acquisition-related contingent consideration	(8,991)	(962)	-	-	-	-	(9,953)
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$75,942</b>	<b>\$80,923</b>	<b>\$67,028</b>	<b>\$77,011</b>	<b>\$26,801</b>	<b>(\$66,046)</b>	<b>\$261,659</b>

<sup>(1)</sup> See "End Notes: FTI Consulting Non-GAAP Data Reconciliations" for the definitions of Segment Operating Income and Adjusted EBITDA, which are non-GAAP financial measures.

# Reconciliation of Net Income and Operating Income to Adjusted EBITDA: Year Ended December 31, 2010 and 2009

All numbers in \$000s

Year Ended December 31, 2010							
	Corporate Finance & Restructuring	Forensic and Litigation Consulting	Economic Consulting	Technology	Strategic Communications	Unallocated Corporate	Total
<b>Net income</b>							<b>\$65,984</b>
Interest income and other							(4,423)
Interest expense							50,263
Loss on early extinguishment of debt							5,161
Income tax provision							41,407
<b>Operating income<sup>(1)</sup></b>	<b>\$89,861</b>	<b>\$62,759</b>	<b>\$39,180</b>	<b>\$27,569</b>	<b>\$11,602</b>	<b>(\$72,579)</b>	<b>\$158,392</b>
Depreciation and amortization of intangible assets	9,730	7,447	3,634	20,876	8,325	5,232	55,244
Special charges	8,561	6,196	6,667	15,913	9,044	4,750	51,131
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$108,152</b>	<b>\$76,402</b>	<b>\$49,481</b>	<b>\$64,358</b>	<b>\$28,971</b>	<b>(\$62,597)</b>	<b>\$264,767</b>
Year Ended December 31, 2009							
	Corporate Finance & Restructuring	Forensic and Litigation Consulting	Economic Consulting	Technology	Strategic Communications	Unallocated Corporate	Total
<b>Net income</b>							<b>\$139,843</b>
Interest income and other							(8,408)
Interest expense							44,923
Income tax provision							81,825
<b>Operating income<sup>(1)</sup></b>	<b>\$150,092</b>	<b>\$83,290</b>	<b>\$43,650</b>	<b>\$37,140</b>	<b>\$16,455</b>	<b>(\$72,714)</b>	<b>\$258,183</b>
Depreciation and amortization of intangible assets	9,794	5,520	3,917	19,721	8,486	6,027	53,465
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$159,886</b>	<b>\$88,810</b>	<b>\$47,567</b>	<b>\$56,861</b>	<b>\$24,941</b>	<b>(\$66,687)</b>	<b>\$311,648</b>

<sup>(1)</sup> See "End Notes: FTI Consulting Non-GAAP Data Reconciliations" for the definitions of Segment Operating Income and Adjusted EBITDA, which are non-GAAP financial measures.

# Reconciliation of Net Income and Operating Income to Adjusted EBITDA: Year Ended December 31, 2008 and 2007

All numbers in \$000s

Year Ended December 31, 2008							
	Corporate Finance & Restructuring	Forensic and Litigation Consulting	Economic Consulting	Technology	Strategic Communications	Unallocated Corporate	Total
<b>Net income</b>							<b>\$118,946</b>
Interest income and other							(8,179)
Interest expense							45,105
Income tax provision							76,135
<b>Operating income<sup>(1)</sup></b>	<b>\$94,304</b>	<b>\$72,328</b>	<b>\$54,952</b>	<b>\$48,420</b>	<b>\$43,976</b>	<b>(\$81,973)</b>	<b>\$232,007</b>
Depreciation and amortization of intangible assets	5,743	6,091	3,898	15,356	8,078	5,695	44,861
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$100,047</b>	<b>\$78,419</b>	<b>\$58,850</b>	<b>\$63,776</b>	<b>\$52,054</b>	<b>(\$76,278)</b>	<b>\$276,868</b>

Year Ended December 31, 2007							
	Corporate Finance & Restructuring	Forensic and Litigation Consulting	Economic Consulting	Technology	Strategic Communications	Unallocated Corporate	Total
<b>Net income</b>							<b>\$84,782</b>
Interest income and other							(7,089)
Interest expense							47,639
Income tax provision							54,455
<b>Operating income<sup>(1)</sup></b>	<b>\$58,479</b>	<b>\$62,718</b>	<b>\$42,860</b>	<b>\$54,759</b>	<b>\$38,314</b>	<b>(\$77,343)</b>	<b>\$179,787</b>
Depreciation and amortization of intangible assets	1,570	4,505	5,224	7,866	6,031	4,769	29,965
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$60,049</b>	<b>\$67,223</b>	<b>\$48,084</b>	<b>\$62,625</b>	<b>\$44,345</b>	<b>(\$72,574)</b>	<b>\$209,752</b>

<sup>(1)</sup> See "End Notes: FTI Consulting Non-GAAP Data Reconciliations" for the definitions of Segment Operating Income and Adjusted EBITDA, which are non-GAAP financial measures.



## End Notes

# FTI Consulting Non-GAAP Data Reconciliations

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We define Adjusted Net Income and Adjusted Earnings per Diluted Share (“Adjusted EPS”) as Net Income and Earnings Per Diluted Share, respectively, excluding the impact of remeasurement of acquisition-related contingent consideration, special charges, goodwill impairment charges 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 this measure, when considered together with our GAAP financial results, provides management and investors with a more complete understanding of our business operating results, including underlying trends, by excluding the effects of remeasurement of acquisition-related contingent consideration, special charges, goodwill impairment charges and losses on early extinguishment of debt.

We define Segment Operating Income (loss) as a segment’s share of consolidated operating income (loss). We define Total Segment Operating Income (loss) as the total of Segment Operating Income (loss) for all segments, which excludes unallocated corporate expenses. We use Segment Operating Income (loss) for the purpose of calculating Adjusted Segment EBITDA (loss). We define Adjusted EBITDA as consolidated net income (loss) 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 and losses on early extinguishment of debt. We define Adjusted Segment EBITDA as a segment’s share of consolidated operating income (loss) before depreciation, amortization of intangible assets, remeasurement of acquisition-related contingent consideration, special charges and goodwill impairment charges. We define Total Adjusted Segment EBITDA as the total of Adjusted Segment EBITDA for all segments, which excludes unallocated corporate expenses. We define Adjusted EBITDA Margin as Adjusted EBITDA as a percentage of total revenues. We define Adjusted Segment EBITDA margin as Adjusted Segment EBITDA as a percentage of a segment’s share of revenue. We use Adjusted Segment EBITDA to internally evaluate the financial performance of our segments because we believe it is a useful supplemental measure which reflects current core operating performance and provides an indicator of the segment’s ability to generate cash. We also believe that these measures, when considered together with our GAAP financial results, provide management and investors with a more complete understanding of our operating results, including underlying trends, by excluding the effects of remeasurement of acquisition-related contingent consideration, special charges, and goodwill impairment charges. In addition, EBITDA and Adjusted EBITDA are common alternative measures 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 measures, considered along with corresponding GAAP measures, provide management and investors with additional information for comparison of our operating results to the operating results of other companies.

Non-GAAP financial measures are not defined in the same manner by all companies and may not be comparable to 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 (loss).

# Appendix

## Third Quarter 2015 Awards & Accolades

*Who's Who Legal: Asset Recovery 2015* and *Global Investigations Review* recognized six FTI Consulting professionals as **world leading expert witnesses in asset recovery**

Five Forensic and Litigation Consulting professionals recognized by *Who's Who Legal* as **world leading construction and insurance experts**

FTI Consulting's Technology and Forensic and Litigation Consulting segments recognized in numerous categories of *The Recorder's Best of 2015 Legal Products and Services* and *The National Law Journal's 2015 Best of Chicago*

Honored as **the #1 Firm** in the categories of E-Discovery Managed Service Provider, Corporate Investigations Provider, End-to-End Litigation Consulting and Securities Litigation Consulting from the *NY Law Journal annual Reader Rankings survey*

FTI Consulting's Strategic Communications segment in the Asia Pacific region awarded a **gold SABRE Award from *The Holmes Report*** for their work with Out Leadership promoting LGBT Equality in Asia

Compass Lexecon named **2015 Competition Economist Firm of the Year** and Janusz Ordover named **Competition Economist Individual Expert of the Year** by *Who's Who Legal*

Five professionals recognized as **world leading patent litigation expert witnesses** in *Intellectual Asset Management* ("IAM") magazine's Patent 1000 – The World's Leading Patent Professionals guide

Honored with **eight Turnaround Atlas Awards** from the *Global M&A Network*, including engagements with Momentive Performance Materials, IAP Worldwide Services, Overseas Shipholding Group, Classic Party Rentals, Preferred Sands, Unitek Global Services, Clearlake Capital Group and FiberTower Network Services

# Critical Thinking at the Critical Time <sup>TM</sup>