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**SECURITIES AND EXCHANGE COMMISSION**

WASHINGTON, D.C. 20549

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**FORM 8-K**

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**CURRENT REPORT**  
**Pursuant to Section 13 OR 15(d)**  
**of the Securities Exchange Act of 1934**

**Date of Report (Date of earliest event reported): May 15, 2018**

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**FTI CONSULTING, INC.**

(Exact Name of Registrant as Specified in Charter)

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**Maryland**  
(State or other jurisdiction  
of incorporation)

**001-14875**  
(Commission  
File Number)

**52-1261113**  
(IRS Employer  
Identification No.)

**555 12th Street NW, Washington, D.C. 20004**  
(Address of principal executive offices) (Zip Code)

**Registrant's telephone number, including area code: (202) 312-9100**

(Former name or former address, if changed since last report)

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Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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**ITEM 7.01. Regulation FD Disclosure**

FTI Consulting, Inc. (“FTI Consulting”) uses a presentation from time to time in its discussions with investors (the “Presentation”). The Presentation includes FTI Consulting’s past and present financial results, operating data, 2018 guidance and other information. A copy of the Presentation is furnished as Exhibit 99.1 and has been posted to the FTI Consulting website at [www.fticonsulting.com](http://www.fticonsulting.com).

The Presentation contains forward-looking statements within the meaning of the federal securities laws. These forward-looking statements are necessarily based on certain assumptions as of the date such forward-looking statements were made and are subject to significant risks and uncertainties. FTI Consulting does not undertake any responsibility for the adequacy, accuracy or completeness or to update any of these statements in the future. Actual future performance and results could differ from that contained in or suggested by the forward-looking statements.

In the Presentation, FTI Consulting uses information derived from consolidated and segment financial information that may not be presented in its financial statements or prepared in accordance with generally accepted accounting principles in the United States (“GAAP”). Certain of these measures are not presented in accordance with GAAP (“Non-GAAP”) under the rules promulgated by the Securities and Exchange Commission. Specifically, FTI Consulting has referred to the following non-GAAP measures:

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

FTI Consulting has included the definitions of “Segment Operating Income” and “Adjusted Segment EBITDA,” which are financial measures presented in accordance with GAAP, in order to more fully define the components of certain Non-GAAP financial measures. FTI Consulting evaluates the performance of its operating segments based on Adjusted Segment EBITDA, and Segment

Operating Income is a component of the definition of Adjusted Segment EBITDA. FTI Consulting defines “Segment Operating Income” as a segment’s share of consolidated operating income. FTI Consulting defines “Total Segment Operating Income,” which is a Non-GAAP financial measure, as the total of Segment Operating Income for all segments, which excludes unallocated corporate expenses. FTI Consulting uses Segment Operating Income for the purpose of calculating Adjusted Segment EBITDA. FTI Consulting defines “Adjusted Segment EBITDA” as a segment’s share of consolidated operating income before depreciation, amortization of intangible assets, remeasurement of acquisition-related contingent consideration, special charges and goodwill impairment charges. FTI Consulting uses Adjusted Segment EBITDA as a basis to internally evaluate the financial performance of its segments because FTI Consulting believes it reflects current core operating performance and provides an indicator of the segment’s ability to generate cash. FTI Consulting defines Adjusted EBITDA Margin as Adjusted EBITDA as a percentage of total revenues.

FTI Consulting defines “Total Adjusted Segment EBITDA,” which is a Non-GAAP financial measure, as the total of Adjusted Segment EBITDA for all segments, which excludes unallocated corporate expenses. FTI Consulting defines “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 and losses on early extinguishment of debt. FTI Consulting believes that the Non-GAAP financial measures, which

exclude the effects of remeasurement of acquisition-related contingent consideration, special charges and goodwill impairment charges, when considered together with its GAAP financial results and GAAP financial measures, provide management and investors with a more complete understanding of FTI Consulting's operating results, including underlying trends. In addition, EBITDA is a common alternative measure of operating performance used by many of FTI Consulting's competitors. It is used by investors, financial analysts, rating agencies and others to value and compare the financial performance of companies in FTI Consulting's industry. Therefore, FTI Consulting also believes that these measures, considered along with corresponding GAAP measures, provide management and investors with additional information for comparison of its operating results with the operating results of other companies.

FTI Consulting defines "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, respectively, excluding the impact of remeasurement of acquisition-related contingent consideration, special charges, goodwill impairment charges, losses on early extinguishment of debt and the adjustment related to the impact of adopting the U.S. Tax Cuts and Jobs Act of 2017 (the "2017 Tax Act"). FTI Consulting uses Adjusted Net Income for the purpose of calculating Adjusted EPS. Management of FTI Consulting uses Adjusted EPS to assess total company operating performance on a consistent basis. FTI Consulting believes that this Non-GAAP financial measure, which excludes the effects of the remeasurement of acquisition-related contingent consideration, special charges, goodwill impairment charges, losses on early extinguishment of debt, and the impact of adopting the 2017 Tax Act, when considered together with its GAAP financial results, provides management and investors with an additional understanding of its business operating results, including underlying trends.

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 FTI Consulting's Consolidated Statements of Comprehensive Income. Reconciliations of GAAP to Non-GAAP financial measures to the most directly comparable GAAP financial measures are included in the Presentation.

The information included herein, including Exhibit 99.1 furnished herewith, shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be incorporated by reference into any filing pursuant to the Securities Act of 1933, as amended, or the Exchange Act, regardless of any incorporation by reference language in any such filing, except as expressly set forth by specific reference in such filing.

**ITEM 9.01. Financial Statements and Exhibits**

(d) Exhibits

99.1 [May 2018 FTI Consulting, Inc. Investor Presentation](#)

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, FTI Consulting, Inc. has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

**FTI CONSULTING, INC.**

Dated: May 16, 2018

By: /s/ CURTIS LU  
Curtis Lu



# FTI Consulting, Inc.

*Current Investor Presentation*

*May 2018*



## 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 (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), that involve uncertainties and risks. Forward-looking statements include statements concerning our plans, objectives, goals, strategies, future events, future revenues, future results and performance, future capital allocations and expenditures, expectations, plans or intentions relating to acquisitions, share repurchases and other matters, business trends, new, or changes to, laws and regulations, including the 2017 U.S. Tax Cuts and Jobs Act (the "2017 Tax Act"), and other information that is not historical, including statements regarding estimates of our future financial results. When used in this presentation, words such as "anticipates," "estimates," "expects," "goals," "intends," "believes," "forecasts," "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 and projections 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 or estimates will be achieved, and the Company's actual results may differ materially from our expectations, beliefs and estimates. 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, fluctuations in the price per share of our common stock, adverse financial, real estate or other market and general economic conditions, and other future events, which could impact each of our segments differently and could be outside our control, 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, new laws and regulations, or changes thereto, including the 2017 Tax Act, and other risks described under the heading "Part I, Item 1A Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2017, filed with the Securities and Exchange Commission ("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.*



## Investment Thesis


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Leading global business advisory firm with **strong people** and **strong positions**: corporations, law firms and governments come to us when there is a critical need




**Organic growth strategy** with an emphasis on profitable revenue growth



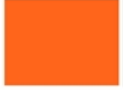
Committed to building a profitable business with **sustainable underlying growth**, regardless of economic conditions



**Willingness to invest EBITDA** in key growth areas where we have a right to win



**Healthy balance sheet** and **strong cash flows** with a commitment to return capital to our stockholders



Believe we are on a path toward **sustained double-digit year-over-year Adjusted EPS growth over time**



# FTI Consulting: Experts with Impact

**FCN**

Publicly Traded

**\$2.1BLN**

Equity Market Capitalization<sup>1</sup>

**1982**

Year Founded

**4,600+**

Total Employees Worldwide

**460+**

Senior Managing Directors

**77**

Offices in 77 Cities Around the Globe

**9**

9 Specialized Industry Practice Groups

**2 Nobel Laureates**

**8/10**

Advisor to 8 of the World's Top 10 Bank Holding Companies

**96/100**

Advisor to 96 of the World's Top 100 Law Firms

**53/100**

53 of Global 100 Corporations are Clients



*All statistics above are as of March 31, 2018.*

<sup>1</sup>Number of total shares outstanding as of April 19, 2018, times the closing share price as of April 27, 2018.



# Our Global Reach

With offices in every major financial center and every corner of the globe, we successfully serve our clients wherever challenges and opportunities arise



## North America

- Canada**
  - Calgary
  - Toronto
  - Vancouver
- United States**
  - Annapolis
  - Atlanta
  - Austin
  - Baltimore
  - Boston
  - Brentwood
  - Charlotte
  - Chicago
  - Dallas
  - Denver
  - Great Neck
  - Houston
  - Indianapolis
  - Los Angeles
  - McLean
  - Miami
  - New York
  - Oakland
  - Pasadena
  - Philadelphia
  - Phoenix
  - Pittsburgh
  - Portland
  - Princeton
  - Rockville
  - Roseland
  - San Francisco
  - Santa Barbara
  - Seattle
  - Tucson
  - Walnut Creek
  - Washington, D.C.
  - Wayne
  - Winston-Salem

## Latin America

- Argentina**
  - Buenos Aires
- Brazil**
  - São Paulo
- Colombia**
  - Bogotá
- Mexico**
  - Mexico City
- Caribbean**
  - British Virgin Islands
  - Cayman Islands

## Europe, Middle East, Africa

- Belgium**
  - Brussels
- Denmark**
  - Copenhagen
- Finland**
  - Helsinki
- France**
  - Paris
- Germany**
  - Berlin
  - Düsseldorf
  - Frankfurt
  - Munich
- Ireland**
  - Dublin
- Netherlands**
  - The Hague
- Qatar**
  - Doha
- South Africa**
  - Cape Town
  - Johannesburg
- Spain**
  - Madrid
- United Arab Emirates**
  - Abu Dhabi
  - Dubai
- United Kingdom**
  - London
  - Stirling

## Asia Pacific

- Australia**
  - Brisbane
  - Melbourne
  - Perth
  - Sydney
- China**
  - Beijing
  - Hong Kong
  - Shanghai
- India**
  - Mumbai
  - New Delhi
- Indonesia**
  - Jakarta
- Japan**
  - Tokyo
- Korea**
  - Seoul
- Malaysia**
  - Kuala Lumpur
- Philippines<sup>1</sup>**
  - Manila
- Singapore**

<sup>1</sup>Affiliate



Our Clients: We Serve the World's Leading Corporations and Law Firms



mastercard.



Allstate.  
You're in good hands.

Haier



Children's  
National™



IBM

JONES  
DAY®

TOYOTA

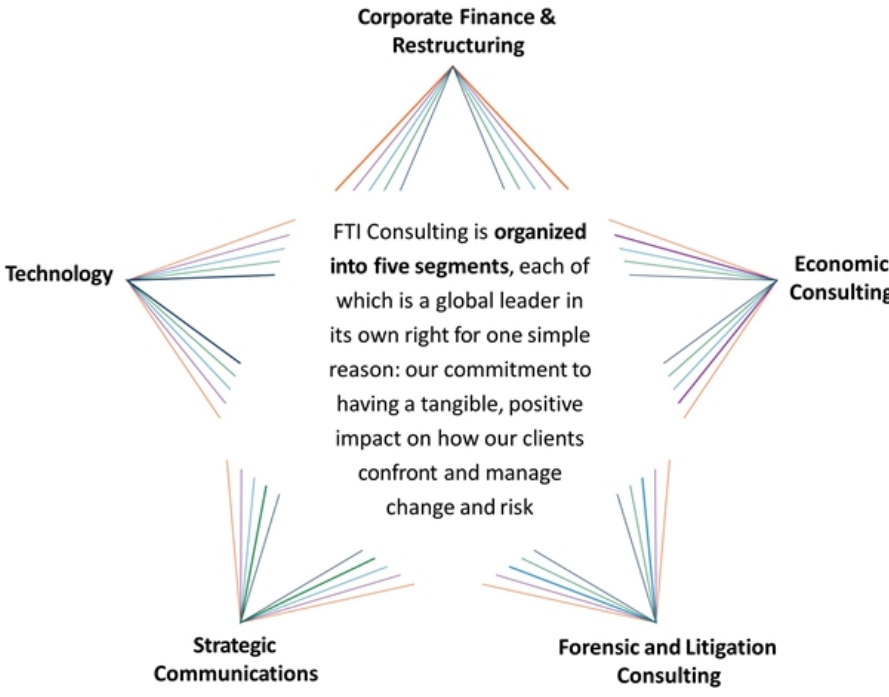
Peabody  
ENERGY



F T I  
CONSULTING

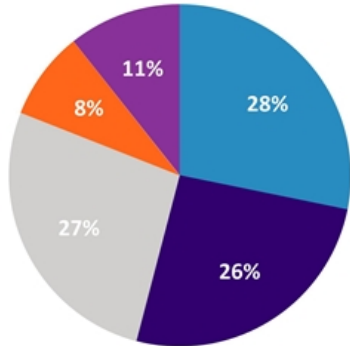


# Business Snapshot: Five Segments, One Purpose

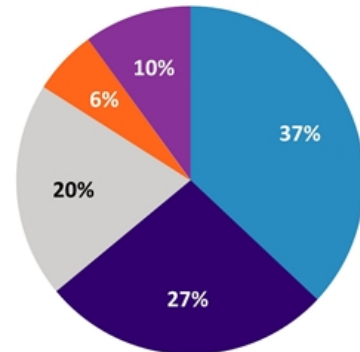


# Segment Snapshot: Revenues and Total Adjusted Segment EBITDA

Q1 2018 Segment Revenues



Q1 2018 Total Adjusted Segment EBITDA<sup>1</sup>



# Corporate Finance & Restructuring

## Services

### Restructuring

- Company Advisory
- Creditor Advisory
- Interim Management
- Contentious Insolvency
- Dispute Advisory/  
Litigation Support

### Business Transformation

- Office of the CFO Solutions
- Performance Improvement
- Merger Integration
- Carve-outs

- Interim Management
- Transaction Services  
Executive Compensation

### Transactions

- Transaction Services
- Investment Banking &  
Transaction Opinions
- Lender Services
- Tax Advisory
- Valuation & Financial
- Advisory Services
- Structured Finance



	2014	2015	2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	2017	Q1 2018
<b>Segment Revenues</b>	\$391,115	\$440,398	\$483,269	\$105,901	\$117,487	\$128,121	\$130,532	\$482,041	\$142,922
<b>Segment Gross Profit Margin</b>	32.6%	38.3%	36.5%	29.5%	34.4%	36.2%	34.8%	33.9%	39.4%
<b>Segment SG&amp;A</b>	\$74,930	\$80,111	\$81,584	\$21,692	\$21,129	\$20,449	\$20,447	\$83,747	\$22,317
<b>Adjusted Segment EBITDA</b>	\$55,492	\$90,101	\$97,688	\$10,325	\$20,048	\$26,734	\$25,756	\$82,863	\$34,804
<b>Adjusted Segment EBITDA Margin</b>	14.2%	20.5%	20.2%	9.7%	17.1%	20.9%	19.7%	17.2%	24.4%
<b>Utilization</b>	67%	69%	65%	59%	60%	64%	62%	61%	71%
<b>Number of Revenue-Generating Professionals</b>	706	838	895	900	881	934	901	901	910



(in thousands, except percentages and headcount data) (unaudited)

# Corporate Finance & Restructuring (continued)

## Segment Offering

The Corporate Finance & Restructuring segment focuses on strategic, operational, financial and capital needs of businesses by addressing the full spectrum of financial and transactional challenges faced by companies, boards, private equity sponsors, creditor constituencies and other stakeholders.

## Medium-Term Growth Opportunities

Enhance **Business Transformation and Transaction** capabilities

**Grow restructuring** globally

**Deeper penetration of key industries** e.g., Retail, Healthcare, TMT, Automotive and Energy

## Q1 2018 Key Financial Commentary

- **Revenues** increased \$37.0 million, or 35.0%, from Q1 2017 to Q1 2018, which included a 2.6% estimated positive impact from FX and a 4.6% positive impact from a prior period acquisition. Excluding the estimated impact of FX and acquisition-related revenues, the revenue increase was largely driven by increased demand for our global restructuring services as well as an increased demand for our business transformation and transaction services, primarily in North America, along with higher realized price due to mix of client engagements and staffing.
- **Gross profit** increased \$25.1 million, or 80.3%, from Q1 2017 to Q1 2018. Gross profit margin increased 9.9 percentage points from Q1 2017 to Q1 2018. This was primarily due to increased utilization as a result of higher demand for both global restructuring services and business transformation and transaction services, along with a higher realized rate.
- **Adjusted Segment EBITDA** was \$34.8 million, or 24.4% of segment revenues, compared to \$10.3 million, or 9.7% of segment revenues, in the prior year.

# Forensic & Litigation Consulting

## Services

### Risk Advisory

- Anti-Corruption Investigations & Compliance
- Compliance, Monitoring & Receivership
- Data & Analytics

### Investigations

- Cybersecurity
- Forensic Accounting & Advisory Services
- Global Risk & Investigations Practice ("GRIP")

### Disputes

- Construction Solutions
- Dispute Advisory Services
- Financial Services
- Global Insurance Services
- Health Solutions
- Trial Services



	2014	2015	2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	2017	Q1 2018
<b>Segment Revenues</b>	\$483,380	\$482,269	\$457,734	\$111,406	\$111,410	\$118,639	\$120,869	\$462,324	\$128,039
<b>Segment Gross Profit</b>	36.6%	32.2%	31.2%	31.0%	30.6%	36.6%	36.8%	33.9%	36.9%
<b>Margin</b>									
<b>Segment SG&amp;A</b>	\$89,841	\$94,747	\$89,532	\$22,180	\$22,050	\$21,861	\$21,965	\$88,056	\$22,533
<b>Adjusted Segment EBITDA</b>	\$90,468	\$64,267	\$57,882	\$13,251	\$13,032	\$22,539	\$23,613	\$72,705	\$25,757
<b>Adjusted Segment EBITDA Margin</b>	18.7%	13.3%	12.6%	12.1%	11.7%	19.0%	19.5%	15.7%	20.1%
<b>Utilization</b>	69%	64%	59%	60%	60%	64%	63%	61%	67%
<b>Number of Revenue-Generating Professionals</b>	1,154	1,131	1,110	1,110	1,070	1,080	1,067	1,067	1,072



## Forensic & Litigation Consulting (continued)

### Segment Offering

The Forensic & Litigation Consulting segment provides a complete range of multidisciplinary, independent dispute advisory, investigative, data acquisition/analysis and forensic accounting services. Our professionals combine end-to-end capabilities when clients face high stakes litigation, arbitration and compliance investigations and regulatory scrutiny.

### Medium-Term Growth Opportunities

Enhance **Data & Analytics, Construction Solutions** and **Cybersecurity** capabilities

**Grow overseas businesses** e.g., London and Hong Kong

**Improve utilization** in Disputes, Investigations and Health Solutions practices

### Q1 2018 Key Financial Commentary

- **Revenues** increased \$16.6 million, or 14.9%, from Q1 2017 to Q1 2018, which included a 1.6% estimated positive impact from FX. Excluding the estimated impact of FX, the increase was driven by increased demand for our global construction solutions, global investigations and health solutions practices.
- **Gross profit** increased \$12.7 million, or 36.9%, from Q1 2017 to Q1 2018. Gross profit margin increased 5.9 percentage points from Q1 2017 to Q1 2018. The increase in gross profit margin is related to higher revenues coupled with lower personnel costs in our health solutions practice, and higher utilization in our global construction solutions and our global investigations practices.
- **Adjusted Segment EBITDA** was \$25.8 million, or 20.1% of segment revenues, compared to \$13.5 million, or 12.1% of segment revenues, in the prior year.



## Services

- Antitrust & Competition Economics
- Business Valuation
- Center for Healthcare Economics and Policy
- Economic Impact Analysis
- Intellectual Property
- International Arbitration
- Labor & Employment
- Network Analysis
- Public Policy
- Regulated Industries
- Securities Litigation & Risk Management



	2014	2015	2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	2017	Q1 2018
<b>Segment Revenues</b>	\$451,040	\$447,909	\$500,487	\$139,221	\$124,004	\$111,753	\$121,051	\$496,029	\$133,109
<b>Segment Gross Profit</b>	27.0%	26.8%	27.3%	25.8%	26.1%	24.9%	26.6%	25.9%	26.7%
<b>Margin</b>									
<b>Segment SG&amp;A</b>	\$65,274	\$60,895	\$67,383	\$17,292	\$18,252	\$17,126	\$19,273	\$71,943	\$17,714
<b>Adjusted Segment EBITDA</b>	\$59,282	\$62,330	\$74,102	\$20,110	\$15,509	\$12,061	\$14,284	\$61,964	\$19,136
<b>Adjusted Segment EBITDA Margin</b>	13.1%	13.9%	14.8%	14.4%	12.5%	10.8%	11.8%	12.5%	14.4%
<b>Utilization</b>	75%	72%	73%	72%	68%	62%	64%	67%	71%
<b>Number of Revenue-Generating Professionals</b>	574	599	656	660	652	688	683	683	689

## Economic Consulting (continued)

### Segment Offering

The Economic Consulting segment, including subsidiary Compass Lexecon, provides analysis of complex economic issues. We help our clients with legal, regulatory and international arbitration proceedings; strategic decision making; and public policy debates around the world. We deliver sophisticated economic analysis and modeling of issues arising in M&A transactions, complex antitrust litigation, commercial disputes, international arbitration, regulatory proceedings and a wide range of securities litigation. Our statistical and economic experts help clients analyze complex economic issues, such as the economic impact of deregulation on a particular industry or the amount of damages suffered by a business as a result of particular events.

### Medium-Term Growth Opportunities

**Maintain leading position** of Compass Lexecon in the U.S.

**Grow overseas businesses** e.g., EMEA, Australia and Asia

**Develop adjacent businesses in the U.S.** e.g., International Arbitration, Energy, Healthcare, TMT and Financial Services

### Q1 2018 Key Financial Commentary

- **Revenues** decreased \$6.1 million, or 4.4%, from Q1 2017 to Q1 2018, which included a 2.7% estimated positive impact from FX. Excluding the estimated positive impact of FX, revenues decreased \$9.9 million, or 7.1%, primarily due to lower demand for antitrust services in North America, which was partially offset by higher demand for financial economic services in North America.
- **Gross profit** decreased \$0.5 million, or 1.3%, from Q1 2017 to Q1 2018. Gross profit margin increased 0.9 percentage points from Q1 2017 to Q1 2018. The increase in gross profit margin was primarily due to lower variable compensation, which more than offset lower revenues and higher headcount-related costs.
- **Adjusted Segment EBITDA** was \$19.1 million, or 14.4% of segment revenues, compared to \$20.1 million, or 14.4% of segment revenues, in the prior year.

## Consulting & Services

### E-discovery Services & Expertise

- Managed Review
- Computer Forensics
- Authorized Provider of Ringtail®, Radiance and Relativity

### Information Governance, Privacy & Security Services

- Microsoft Office 365 Migrations
- Data Remediation
- General Data Protection Regulation Readiness
- Cybersecurity

### Contract Intelligence

## Software

### Ringtail® E-Discovery Software

- On-Premise Licensing
- SaaS Subscriptions



	2014	2015	2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	2017	Q1 2018
<b>Segment Revenues</b>	\$241,310	\$218,599	\$177,720	\$46,087	\$45,566	\$42,282	\$40,915	\$174,850	\$40,914
<b>Segment Gross Profit Margin</b>	48.0%	43.3%	39.5%	44.4%	39.7%	42.8%	40.8%	41.9%	39.8%
<b>Segment SG&amp;A</b>	\$68,162	\$71,120	\$64,135	\$15,882	\$15,683	\$14,916	\$16,377	\$62,858	\$13,621
<b>Adjusted Segment EBITDA</b>	\$63,545	\$39,010	\$25,814	\$7,804	\$5,421	\$5,973	\$2,973	\$22,171	\$5,732
<b>Adjusted Segment EBITDA Margin</b>	26.3%	17.8%	14.5%	16.9%	11.9%	14.1%	7.3%	12.7%	14.0%
<b>Number of Revenue-Generating Professionals</b>	344	349	288	296	301	791	292	292	288

(in thousands, except percentages and headcount data) (unaudited)

## Technology (continued)

### Segment Offering

The Technology segment is a leading provider of software and consulting services for e-discovery and information management. We assist clients with internal, regulatory and global investigations, early case assessment, litigation and joint defense, antitrust and competition investigations, including pre-merger notification "Second Request", and the secure management, analysis and use of critical corporate information. We also help clients locate, review and produce electronically stored information ("ESI"). Our proprietary Ringtail® software and Acuity® managed review are used for e-discovery and document review in litigation and secure information management.

### Medium-Term Growth Opportunities

**Expand addressable market through new distribution channels** for Consulting & Services and Software

**Invest in new and adjacent services** e.g., Information Governance and Contract Intelligence

### Q1 2018 Key Financial Commentary

- **Revenues** decreased \$5.2 million, or 11.2%, from Q1 2017 to Q1 2018, which included a 1.7% estimated impact from FX. Excluding the estimated impact of FX, revenues decreased \$6.0 million, or 12.9%, due primarily to reduced demand for our managed review services. This was driven largely by a reduction in M&A second request activity.
- **Gross profit** decreased \$4.2 million, or 20.5%, from Q1 2017 to Q1 2018. Gross profit margin decreased 4.6 percentage points to 39.8% from Q1 2017 to Q1 2018. The decrease in gross profit margin was due to a decline in higher margin managed review services and increased data center costs to support our hosting services platform.
- **Adjusted Segment EBITDA** was \$5.7 million, or 14.0% of segment revenues, compared to \$7.8 million, or 16.9% of segment revenues, in the prior year.

# Strategic Communications

## Services

- M&A Crisis Communications & Special Situations
- Capital Markets Communications
- Corporate Reputation
- Public Affairs & Government Relations
- Employee Engagement & Change Communications
- Digital & Creative Communications
- Public Affairs
- Strategy Consulting & Research



	2014	2015	2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	2017	Q1 2018
Segment Revenues	\$189,367	\$189,974	\$191,184	\$43,729	\$46,248	\$48,167	\$54,344	\$192,488	\$52,790
Segment Gross Profit Margin	36.7%	36.3%	38.4%	34.5%	34.1%	38.3%	39.1%	36.7%	40.4%
Segment SG&A	\$49,417	\$43,247	\$46,514	\$11,591	\$11,966	\$10,983	\$11,407	\$45,947	\$12,055
Adjusted Segment	\$22,588	\$27,727	\$30,458	\$4,257	\$4,876	\$8,073	\$10,526	\$27,732	\$9,852
<b>EBITDA</b>									
Adjusted Segment EBITDA	11.9%	14.6%	15.9%	9.7%	10.5%	16.8%	19.4%	14.4%	18.7%
<b>Margin</b>									
Number of Revenue Generating Professionals	566	599	647	657	659	626	630	630	630



## Strategic Communications (continued)

### Segment Offering

The Strategic Communications segment provides a comprehensive view of strategic communications with an integrated suite of services, including financial communications, corporate reputation, transaction communications and public affairs in all the major markets around the world.

### Medium-Term Growth Opportunities

**Further develop large, complex client relationships**

**Enhance market share in highly regulated industries e.g.,**  
Financial Services, Energy, Healthcare, Industrials and TMT

**Leverage FTI Consulting's services and platform** to enhance client results

### Q1 2018 Key Financial Commentary

- **Revenues** increased \$9.1 million, or 20.7%, from Q1 2017 to Q1 2018, which included a 6.6% estimated positive impact from FX. Excluding the estimated impact of FX, revenues increased \$6.2 million, or 14.1%, due to higher project and retainer-based revenues in EMEA, primarily in financial communications related engagements and higher project-based revenues in North America, primarily due to public affairs and financial communications related engagements, and a success fee in EMEA.
- **Gross profit** increased \$6.2 million, or 41.3%, from Q1 2017 to Q1 2018. Gross profit margin increased 5.9 percentage points from Q1 2017 to Q1 2018. The increase was due to higher revenues partially offset by higher variable compensation.
- **Adjusted Segment EBITDA** was \$9.9 million, or 18.7% of segment revenues, compared to \$4.3 million, or 9.7% of segment revenues, in the prior year.



## First Quarter 2018 Awards & Accolades

*Global Arbitration Review* ranked **Compass Lexecon 1st** on their inaugural **Expert Witness Power Index**

*Who's Who Legal* recognized 19 FTI Consulting professionals as **Leading Forensic Accounting** and **Digital Forensic Experts**

*Who's Who Legal* named 17 **Construction Solutions** professionals to the **Construction Experts 2018** list

FTI Consulting ranked as the **#1 Restructuring Adviser** by *The Deal Newsroom* in their 1Q18 Bankruptcy League Tables, earning the **top spot for 10 years**

FTI Consulting honored with **15 M&A Advisor Turnaround Awards**

**Paul Linton**, FTI Consulting's Chief Strategy & Transformation Officer, recognized as "**One of the Most Influential Blacks in Corporate America**" by *Savoy* magazine

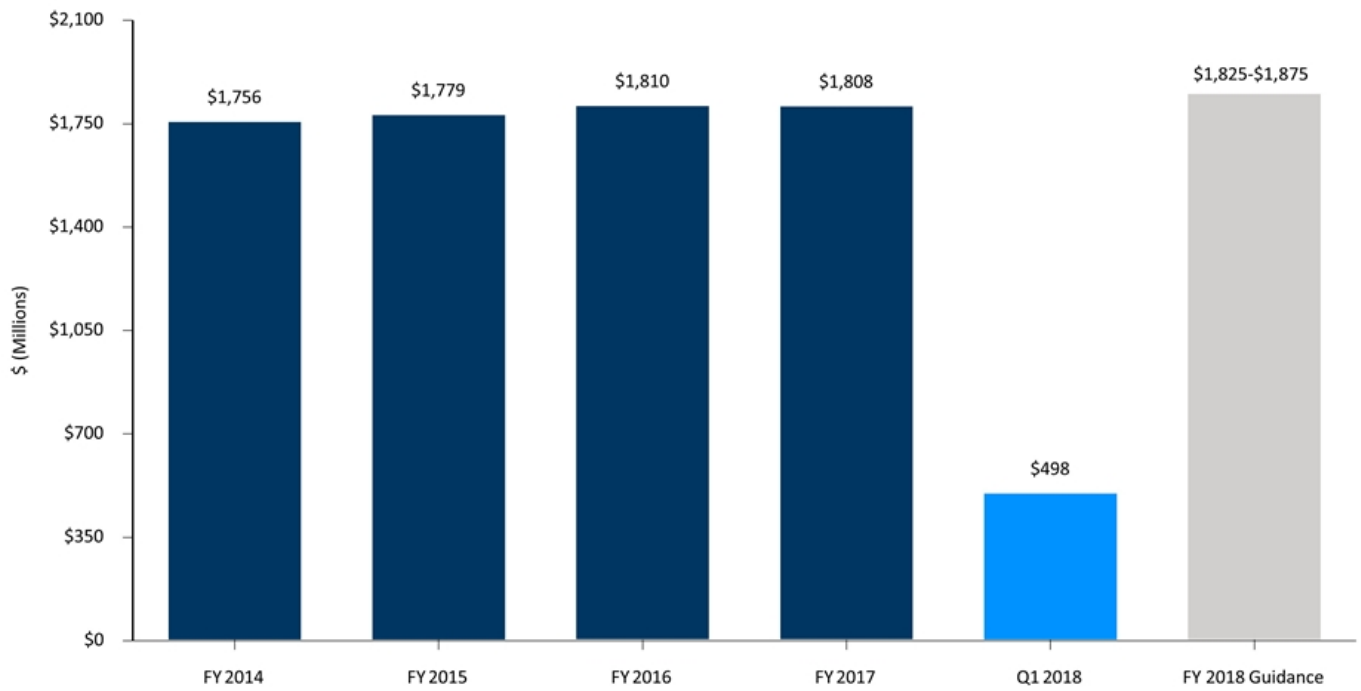
**Carlyn Taylor**, Global Co-Leader of FTI Consulting's Corporate Finance & Restructuring segment, inducted into the **American College of Bankruptcy's 29th Class of Fellows**



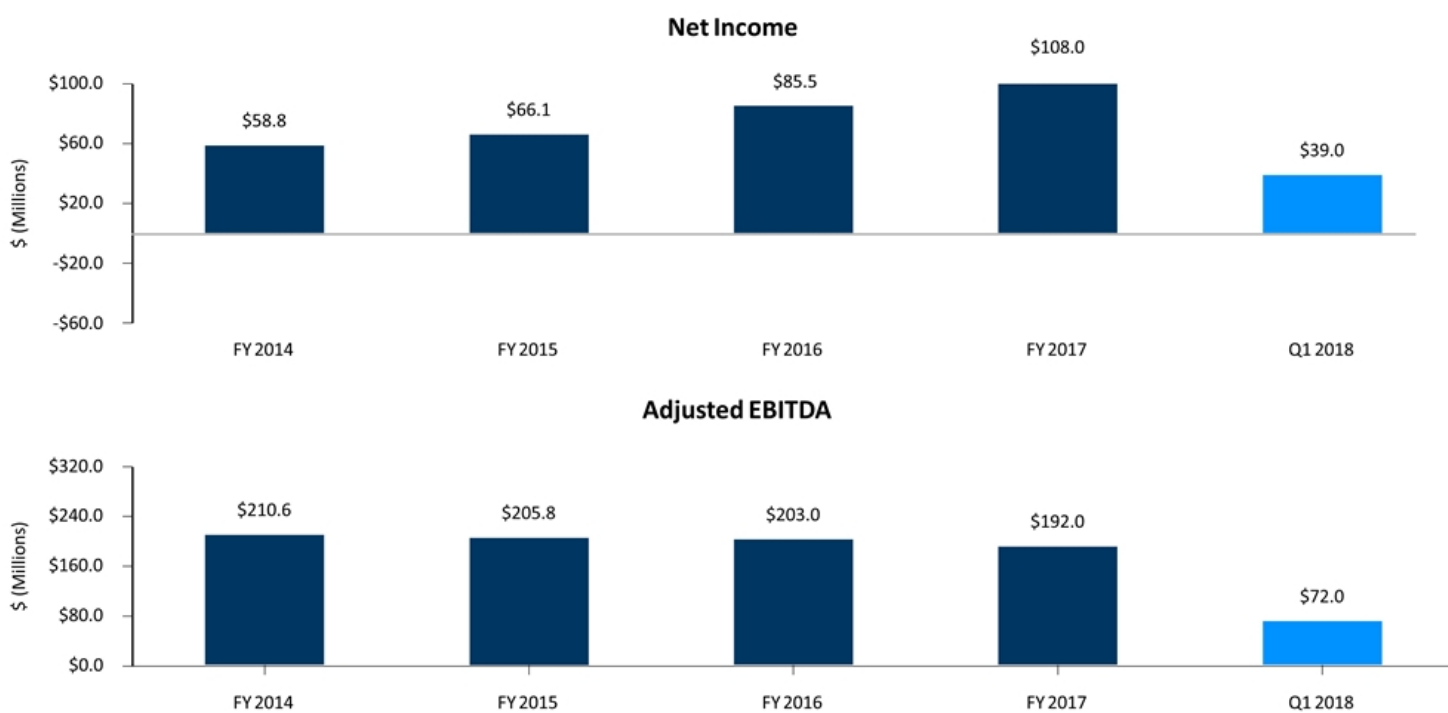
## Financial Overview



## FY 2014 – Q1 2018 and FY 2018 Guidance: Revenues

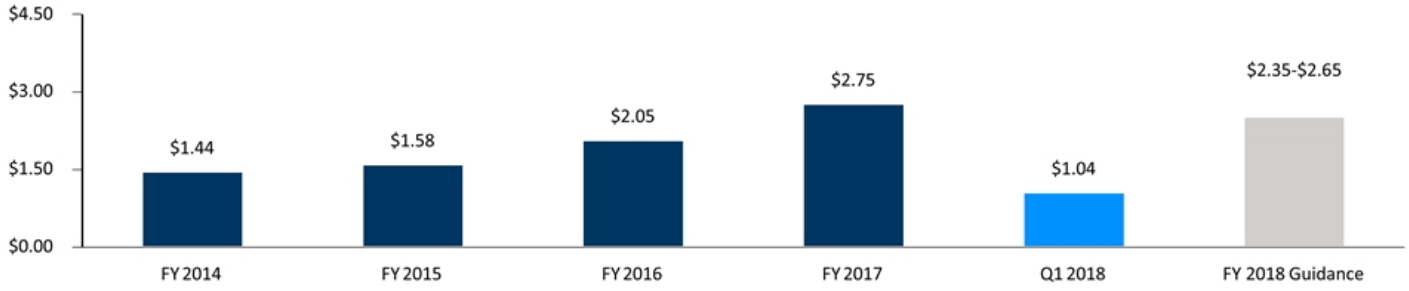


## FY 2014 – Q1 2018: Net Income and Adjusted EBITDA

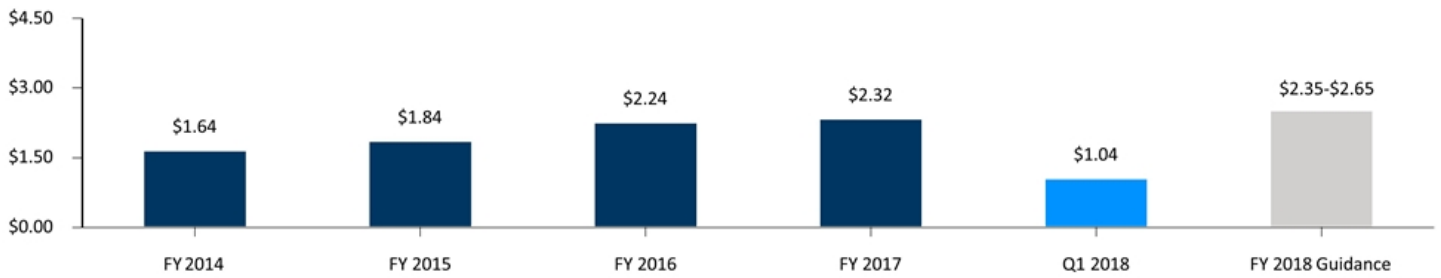


# FY 2014 – Q1 2018 and FY 2018 Guidance: Earnings Per Diluted Share and Adjusted Earnings Per Diluted Share

**Earnings Per Diluted Share**



**Adjusted Earnings Per Diluted Share**



<sup>1</sup>See accompanying financial tables and "End Notes: FTI Consulting Non-GAAP Financial Measures" for the definition and reconciliations of Adjusted Earnings Per Diluted Share, which is a non-GAAP financial measure, to the most directly comparable GAAP financial measure.

## Q1 2018 and Full Year 2017, 2016 and 2015: Select Cash Position and Capital Allocation

All numbers in thousands, except for DSOs

	Q1 2018	FY 2017	FY 2016	FY 2015
<b>Cash and cash equivalents</b>	\$ 152,044	\$ 189,961	\$ 216,158	\$ 149,760
<b>Accounts receivable, net</b>	\$ 583,588	\$ 522,878	\$ 474,897	\$ 499,784
<b>Days sales outstanding ("DSO")</b>	95	91	91	97
<b>Net cash provided by (used in) operating activities</b>	\$ (69,200)	\$ 147,625	\$ 233,488	\$ 139,920
<b>Purchases of property and equipment</b>	\$ (7,680)	\$ (32,004)	\$ (28,935)	\$ (31,399)
<b>Purchase and retirement of common stock</b>	\$ (14,220)	\$ (168,094)	\$ (21,489)	\$ (26,532)
<b>Total Debt<sup>1</sup></b>	\$ 445,000	\$ 400,000	\$ 370,000	\$ 500,000
<b>Free Cash Flow<sup>2</sup></b>	\$ (76,880)	\$ 115,621	\$ 204,553	\$ 108,521

<sup>1</sup>Total debt excludes the reduction for deferred debt issue costs of \$3.5 million, \$3.7 million, \$4.5 million, and \$5.2 million as of March 31, 2018, December 31, 2017, 2016 and 2015, respectively.

<sup>2</sup>See accompanying financial tables and "End Notes: FTI Consulting Non-GAAP Financial Measures" for the definition and reconciliations of Free Cash Flow, which is a non-GAAP financial measure, to the most directly comparable GAAP financial measure.

# Financial Tables

## Reconciliations of Non-GAAP Financial Measures

## Reconciliation of Net Income to Adjusted EBITDA

(in thousands)

	Q1 2018	FY 2017	FY 2016	FY 2015	FY 2014
<b>Net Income</b>	<b>\$ 38,945</b>	<b>\$ 107,962</b>	<b>\$ 85,520</b>	<b>\$ 66,053</b>	<b>\$ 58,807</b>
Interest income and other	1,800	(3,752)	(10,466)	(3,232)	(4,670)
Interest expense	6,244	25,358	24,819	42,768	50,685
Income tax provision (benefit)	15,270	(20,857)	42,283	39,333	42,604
Loss on early extinguishment of debt	—	—	—	19,589	—
Depreciation and amortization	7,765	31,177	38,700	31,392	33,989
Amortization of other intangible assets	2,270	10,563	10,306	11,726	15,521
Special charges	—	40,885	10,445	—	16,339
Remeasurement of acquisition-related contingent consideration	—	702	1,403	(1,867)	(2,723)
<b>Adjusted EBITDA<sup>1</sup></b>	<b>\$ 72,294</b>	<b>\$ 192,038</b>	<b>\$ 203,010</b>	<b>\$ 205,762</b>	<b>\$ 210,552</b>

# Reconciliations of Net Income to Adjusted Net Income and Earnings Per Diluted Share to Adjusted Earnings Per Diluted Share

(in thousands, except for per share data)

	Q1 2018	FY 2017	FY 2016	FY 2015	FY 2014
<b>Net income</b>	<b>\$38,945</b>	<b>\$107,962</b>	<b>\$85,520</b>	<b>\$66,053</b>	<b>\$58,807</b>
Add back:					
Special charges	—	40,885	10,445	—	16,339
Tax impact of special charges	—	(13,570)	(3,595)	—	(6,702)
Loss on early extinguishment of debt	—	—	—	19,589	—
Tax impact of loss on early extinguishment of debt	—	—	—	(7,708)	—
Remeasurement of acquisition-related contingent consideration	—	702	1,403	(1,867)	(2,722)
Tax impact of remeasurement of acquisition-related contingent consideration, net of tax	—	(269)	(546)	747	1,004
Impact of 2017 Tax Act	—	(44,870)	—	—	—
<b>Adjusted Net Income<sup>1</sup></b>	<b>\$38,945</b>	<b>\$90,840</b>	<b>\$93,227</b>	<b>\$76,814</b>	<b>\$66,726</b>
<b>Earnings per common share – diluted</b>	<b>\$1.04</b>	<b>\$2.75</b>	<b>\$2.05</b>	<b>\$1.58</b>	<b>\$1.44</b>
Add back:					
Special charges	—	1.04	0.25	—	0.40
Tax impact of special charges	—	(0.34)	(0.08)	—	(0.16)
Loss on early extinguishment of debt	—	—	—	0.47	—
Tax impact of loss on early extinguishment of debt	—	—	—	(0.19)	—
Remeasurement of acquisition-related contingent consideration, net of tax	—	0.02	0.03	(0.04)	(0.06)
Tax impact of remeasurement of acquisition-related contingent consideration, net of tax	—	(0.01)	(0.01)	0.02	0.02
Impact of 2017 Tax Act	—	(1.14)	—	—	—
Impact of denominator for diluted adjusted earnings per common share	—	—	—	—	—
<b>Adjusted earnings per common share – diluted<sup>1</sup></b>	<b>\$1.04</b>	<b>\$2.32</b>	<b>\$2.24</b>	<b>\$1.84</b>	<b>\$1.64</b>
Weighted average number of common shares outstanding – diluted	37,612	39,192	41,709	41,729	40,729

## Reconciliation of Net Income to Total Adjusted Segment EBITDA

(in thousands)	Q1 2018
<b>Net Income</b>	\$38,945
Add back:	
Income tax provision	15,270
Interest income and other	1,800
Interest expense	6,244
Unallocated corporate expenses	23,888
Segment depreciation expense	6,864
Amortization of other intangible assets	2,270
<b>Total Adjusted Segment EBITDA<sup>1</sup></b>	<b>\$95,281</b>



## Reconciliation of Net Cash Provided by (Used In) Operating Activities to Free Cash Flow

(in thousands)	Q1 2018	FY 2017	FY 2016	FY 2015
<b>Net cash provided by (used in) operating activities</b>	<b>\$(69,200)</b>	<b>\$147,625</b>	<b>\$233,488</b>	<b>\$139,920</b>
Purchases of property and equipment	(7,680)	(32,004)	(28,935)	(31,399)
<b>Free Cash Flow<sup>1</sup></b>	<b>\$(76,880)</b>	<b>\$115,621</b>	<b>\$204,553</b>	<b>\$108,521</b>

## End Notes

### FTI Consulting 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 ("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:

Total Segment Operating Income (Loss)  
Adjusted EBITDA  
Total Adjusted Segment EBITDA  
Adjusted EBITDA Margin  
Adjusted Net Income  
Adjusted Earnings per Diluted Share  
Free Cash Flow

We have included the definitions of Segment Operating Income (Loss) and Adjusted Segment EBITDA 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 (Loss). We define Total Segment Operating Income (Loss), which is a non-GAAP financial measure, 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. 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 use Adjusted Segment EBITDA as a basis to internally evaluate the financial performance of our segments because we believe it reflects current core operating performance and provides an indicator of the segment's ability to generate cash. We define Adjusted EBITDA Margin as Adjusted EBITDA as a percentage of total revenues.

We define Total Adjusted Segment EBITDA, which is a non-GAAP financial measure, as the total of Adjusted Segment EBITDA for all segments, which excludes unallocated corporate expenses. 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 and losses on early extinguishment of debt. We believe that the non-GAAP financial measures, which exclude the effects of remeasurement of acquisition-related contingent consideration, special charges, goodwill impairment charges, and losses on early extinguishment of debt, when considered together with our GAAP financial results and GAAP 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 measures, considered along with corresponding GAAP measures, provide management and investors with additional information for comparison of our operating results with the operating results of other companies.

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, respectively, excluding the impact of remeasurement of acquisition-related contingent consideration, special charges, goodwill impairment charges, losses on early extinguishment of debt and the impact of adopting the 2017 U.S. Tax Cuts and Jobs Act (the "2017 Tax Act"). 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 non-GAAP financial measure, which excludes the effects of the remeasurement of acquisition-related contingent consideration, special charges, goodwill impairment charges, losses on early extinguishment of debt and the impact of adopting the 2017 Tax Act, when considered together with our GAAP financial results, provides management and investors with an additional understanding of our business operating results, including underlying trends.

We define Free Cash Flow as net cash provided by 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 an additional understanding of the Company's ability to generate cash for ongoing business operations and other 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 Condensed Consolidated Statements of Comprehensive Income.

# EXPERTS WITH **IMPACT**<sup>™</sup>