

FTI CONSULTING, INC.
SELECTED FINANCIAL DATA
(Unaudited)

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

	Q1 2023	FY2022	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY2021	Q4 2021	Q3 2021	Q2 2021	Q1 2021	FY2020	Q4 2020	Q3 2020	Q2 2020	Q1 2020	FY2019	Q4 2019	Q3 2019	Q2 2019	Q1 2019
CONSOLIDATED																					
Revenues	\$ 806,706	\$3,028,908	\$ 774,431	\$ 775,865	\$ 754,992	\$ 723,620	\$2,776,222	\$ 676,231	\$ 702,228	\$ 711,486	\$ 686,277	\$2,461,275	\$ 626,581	\$ 622,249	\$ 607,852	\$ 604,593	\$2,352,717	\$ 602,218	\$ 593,106	\$ 606,119	\$ 551,274
Y/Y Growth Rate ⁽¹⁾	11.5%	9.1%	14.5%	10.5%	6.1%	5.4%	12.8%	7.9%	12.9%	17.0%	13.5%	4.6%	4.0%	4.9%	0.3%	9.7%	16.0%	19.3%	15.6%	18.4%	10.7%
Q/Q Growth Rate ⁽²⁾	4.2%	N/A	(0.2)%	2.8%	4.3%	7.0%	N/A	(3.7)%	(1.3)%	3.7%	9.5%	N/A	0.7%	2.4%	0.5%	0.4%	N/A	1.5%	(2.1)%	9.9%	9.2%
Direct Costs	\$ 553,509	\$2,065,977	\$ 526,139	\$ 526,654	\$ 520,080	\$ 493,104	\$1,915,507	\$ 484,126	\$ 472,235	\$ 490,722	\$ 468,424	\$1,672,711	\$ 440,274	\$ 417,179	\$ 413,011	\$ 402,247	\$1,534,896	\$ 418,672	\$ 380,892	\$ 386,266	\$ 349,066
Y/Y Growth Rate ⁽¹⁾	12.2%	7.9%	8.7%	11.5%	6.0%	5.3%	14.5%	10.0%	13.2%	18.8%	16.5%	9.0%	5.2%	9.5%	6.9%	15.2%	15.6%	23.1%	13.2%	16.9%	8.7%
Q/Q Growth Rate ⁽²⁾	5.2%	N/A	(0.1)%	1.3%	5.5%	1.9%	N/A	2.5%	(3.8)%	4.8%	6.4%	N/A	5.5%	1.0%	2.7%	(3.9)%	N/A	9.9%	(1.4)%	10.7%	2.6%
Selling, General & Administrative Expense ("SG&A")	\$ 184,213	\$ 641,070	\$ 164,973	\$ 159,186	\$ 167,940	\$ 148,971	\$ 537,844	\$ 138,768	\$ 138,600	\$ 133,930	\$ 126,546	\$ 488,411	\$ 112,422	\$ 122,102	\$ 126,928	\$ 126,959	\$ 504,074	\$ 133,032	\$ 127,951	\$ 129,906	\$ 113,185
SG&A (as % of revenues)	22.8%	21.2%	21.3%	20.5%	22.2%	20.6%	19.4%	20.5%	19.7%	18.8%	18.4%	19.8%	17.9%	19.6%	20.9%	21.0%	21.4%	22.1%	21.6%	21.4%	20.5%
Y/Y Growth Rate ⁽¹⁾	23.7%	19.2%	18.9%	14.9%	25.4%	17.7%	10.1%	23.4%	13.5%	5.5%	(0.3)%	(3.1)%	(15.5)%	(4.6)%	(2.3)%	12.2%	8.3%	12.6%	8.9%	10.2%	0.9%
Q/Q Growth Rate ⁽²⁾	11.7%	N/A	3.6%	(5.2)%	12.7%	7.4%	N/A	0.1%	3.5%	5.8%	12.6%	N/A	(7.9)%	(3.8)%	(0.0)%	(4.6)%	N/A	4.0%	(1.5)%	14.8%	(4.2)%
Operating income	\$ 66,802	\$ 303,878	\$ 72,656	\$ 87,710	\$ 64,235	\$ 79,277	\$ 312,048	\$ 51,029	\$ 88,533	\$ 83,980	\$ 88,506	\$ 282,663	\$ 70,938	\$ 73,070	\$ 65,599	\$ 73,056	\$ 305,595	\$ 48,200	\$ 82,138	\$ 88,095	\$ 87,162
Y/Y Growth Rate ⁽¹⁾	(15.7)%	(2.6)%	42.4%	(0.9)%	(23.5)%	(10.4)%	10.4%	(28.1)%	21.2%	28.0%	21.1%	(7.5)%	47.2%	(11.0)%	(25.5)%	(16.2)%	35.2%	7.6%	43.8%	42.5%	40.0%
Q/Q Growth Rate ⁽²⁾	(8.1)%	N/A	(17.2)%	36.5%	(19.0)%	55.4%	N/A	(42.4)%	5.4%	(5.1)%	24.8%	N/A	(2.9)%	11.4%	(10.2)%	51.6%	N/A	(41.3)%	(6.8)%	1.1%	94.5%
Net income	\$ 47,547	\$ 235,514	\$ 47,498	\$ 77,267	\$ 51,428	\$ 59,321	\$ 234,966	\$ 38,208	\$ 69,480	\$ 62,782	\$ 64,496	\$ 210,682	\$ 55,589	\$ 50,172	\$ 48,174	\$ 56,747	\$ 216,726	\$ 29,061	\$ 60,422	\$ 64,598	\$ 62,645
Y/Y Growth Rate ⁽¹⁾	(19.8)%	0.2%	24.3%	11.2%	(18.1)%	(8.0)%	11.5%	(31.3)%	38.5%	30.3%	13.7%	(2.8)%	91.3%	17.0%	(25.4)%	(9.4)%	43.9%	22.5%	36.3%	48.1%	60.9%
Q/Q Growth Rate ⁽²⁾	0.1%	N/A	(38.5)%	50.2%	(13.3)%	55.3%	N/A	(45.0)%	10.7%	(2.7)%	16.0%	N/A	10.8%	4.1%	(15.1)%	95.3%	N/A	(51.9)%	(6.5)%	3.1%	164.1%
Adjusted EBITDA ⁽³⁾	\$ 78,427	\$ 357,558	\$ 91,974	\$ 98,974	\$ 76,160	\$ 90,452	\$ 354,010	\$ 61,975	\$ 100,260	\$ 92,308	\$ 99,468	\$ 332,271	\$ 82,347	\$ 90,917	\$ 75,797	\$ 83,210	\$ 343,900	\$ 58,284	\$ 92,343	\$ 97,184	\$ 96,089
Adjusted EBITDA Margin ⁽³⁾	9.7%	11.8%	11.9%	12.8%	10.1%	12.5%	12.8%	9.2%	14.3%	13.0%	14.5%	13.5%	13.1%	14.6%	12.5%	13.8%	14.6%	9.7%	15.6%	16.0%	17.4%
Y/Y Growth Rate ⁽¹⁾	(13.3)%	1.0%	48.4%	(1.3)%	(17.5)%	(9.1)%	6.5%	(24.7)%	10.3%	21.8%	19.5%	(3.4)%	41.3%	(1.5)%	(22.0)%	(13.4)%	29.4%	8.6%	37.0%	34.3%	32.9%
Q/Q Growth Rate ⁽²⁾	(14.7)%	N/A	(7.1)%	30.0%	(15.8)%	45.9%	N/A	(38.2)%	8.6%	(7.2)%	20.8%	N/A	(9.4)%	19.9%	(8.9)%	42.8%	N/A	(36.9)%	(5.0)%	1.1%	79.1%
Earnings per Diluted Share ⁽⁴⁾	\$ 1.34	\$ 6.58	\$ 1.33	\$ 2.15	\$ 1.43	\$ 1.66	\$ 6.65	\$ 1.07	\$ 1.96	\$ 1.77	\$ 1.84	\$ 5.67	\$ 1.57	\$ 1.35	\$ 1.27	\$ 1.49	\$ 5.69	\$ 0.76	\$ 1.59	\$ 1.69	\$ 1.64
Y/Y Growth Rate ⁽¹⁾	(19.3)%	(1.1)%	24.3%	9.7%	(19.2)%	(9.8)%	17.3%	(31.8)%	45.2%	39.4%	23.5%	(0.4)%	106.6%	(15.1)%	(24.9)%	(9.1)%	44.8%	24.6%	39.5%	48.2%	57.7%
Adjusted Earnings per Diluted Share ⁽³⁾⁽⁴⁾	\$ 1.34	\$ 6.77	\$ 1.52	\$ 2.15	\$ 1.43	\$ 1.66	\$ 6.76	\$ 1.13	\$ 2.02	\$ 1.74	\$ 1.89	\$ 5.99	\$ 1.61	\$ 1.54	\$ 1.32	\$ 1.53	\$ 5.80	\$ 0.80	\$ 1.63	\$ 1.73	\$ 1.63
Y/Y Growth Rate ⁽¹⁾	(19.3)%	0.1%	34.4%	6.4%	(17.8)%	(12.2)%	12.9%	(29.8)%	31.2%	31.8%	23.5%	3.3%	101.3%	(5.5)%	(23.7)%	(6.1)%	45.0%	(3.6)%	63.0%	51.8%	56.7%
Weighted average number of common shares outstanding - diluted	35,482	35,783	35,658	35,918	35,909	35,646	35,337	35,550	35,362	35,374	35,063	37,149	35,484	37,086	37,852	38,190	38,111	38,126	37,938	38,168	38,219
Balance Sheet/Cash Flow																					
Cash and cash equivalents	\$ 238,539	\$ 491,688	\$ 491,688	\$ 327,047	\$ 255,730	\$ 271,143	\$ 494,485	\$ 494,485	\$ 342,527	\$ 256,875	\$ 233,421	\$ 294,953	\$ 294,953	\$ 304,658	\$ 304,206	\$ 223,063	\$ 369,373	\$ 369,373	\$ 258,470	\$ 189,106	\$ 179,241
Accounts receivable, net	\$ 988,144	\$ 896,153	\$ 896,153	\$ 947,993	\$ 905,548	\$ 823,932	\$ 754,120	\$ 754,120	\$ 809,878	\$ 846,121	\$ 798,516	\$ 711,357	\$ 711,357	\$ 762,760	\$ 714,918	\$ 736,898	\$ 693,372	\$ 693,372	\$ 739,463	\$ 743,402	\$ 656,127
Days Sales Outstanding ("DSO") ⁽⁵⁾	102	97	97	106	102	96	94	94	100	102	97	95	95	104	98	104	97	97	108	103	97
Net cash provided by (used in) operating activities	\$ (254,206)	\$ 188,794	\$ 229,233	\$ 128,292	\$ 35,047	\$ (203,778)	\$ 355,483	\$ 199,563	\$ 196,946	\$ 125,558	\$ (166,584)	\$ 327,069	\$ 186,092	\$ 111,563	\$ 152,976	\$ (123,562)	\$ 217,886	\$ 141,020	\$ 131,304	\$ 47,648	\$ (102,086)
Purchases of property and equipment	\$ (18,033)	\$ (53,098)	\$ (14,147)	\$ (13,316)	\$ (13,028)	\$ (12,607)	\$ (68,569)	\$ (16,099)	\$ (24,745)	\$ (19,724)	\$ (8,001)	\$ (34,866)	\$ (9,203)	\$ (11,764)	\$ (5,663)	\$ (8,236)	\$ (42,072)	\$ (15,046)	\$ (6,365)	\$ (10,508)	\$ (10,153)
Free Cash Flow ⁽⁶⁾	\$ (272,239)	\$ 135,696	\$ 215,086	\$ 114,976	\$ 22,019	\$ (216,385)	\$ 286,914	\$ 183,464	\$ 172,201	\$ 105,834	\$ (174,585)	\$ 292,203	\$ 176,889	\$ 99,799	\$ 147,313	\$ (131,798)	\$ 175,814	\$ 125,974	\$ 124,939	\$ 37,140	\$ (112,239)
Payments for acquisition of businesses, net of cash received	\$ —	\$ (6,742)	\$ —	\$ (44)	\$ —	\$ (6,698)	\$ (10,428)	\$ (595)	\$ —	\$ (9,833)	\$ —	\$ (25,271)	\$ —	\$ (25,271)	\$ —	\$ —	\$ (18,791)	\$ —	\$ (18,791)	\$ —	\$ —
Purchase and retirement of common stock	\$ (20,982)	\$ (85,424)	\$ (61,894)	\$ (20,432)	\$ —	\$ (3,098)	\$ (46,133)	\$ —	\$ —	\$ —	\$ (46,133)	\$ (353,593)	\$ (177,761)	\$ (76,154)	\$ (50,543)	\$ (49,135)	\$ (105,797)	\$ (27,848)	\$ (11,056)	\$ (45,010)	\$ (21,883)
Total debt ⁽⁷⁾	\$ 361,211	\$ 316,219	\$ 316,219	\$ 316,222	\$ 316,222	\$ 331,240	\$ 316,245	\$ 316,245	\$ 341,250	\$ 416,250	\$ 486,250	\$ 316,250	\$ 316,250	\$ 341,250	\$ 351,250	\$ 366,250	\$ 316,250	\$ 316,250	\$ 316,250	\$ 336,250	\$ 316,250

N/A - Not applicable

⁽¹⁾ Y/Y Growth Rate is the percentage increase or decrease of Revenues, Direct Costs, SG&A, Operating income, Net income, Adjusted EBITDA, Earnings per Diluted Share or Adjusted Earnings per Diluted Share compared to the same period in the prior year.

⁽²⁾ Q/Q Growth Rate is the percentage increase or decrease of Revenues, Direct Costs, SG&A, Operating income, Net income or Adjusted EBITDA compared to the prior sequential period.

⁽³⁾ See "RECONCILIATIONS OF NET INCOME TO ADJUSTED EBITDA AND EARNINGS PER DILUTED SHARE TO ADJUSTED EARNINGS PER DILUTED SHARE" and "END NOTES: NON-GAAP FINANCIAL MEASURES" for the reconciliations and definitions of Adjusted EBITDA and Adjusted Earnings per Diluted Share, which are non-GAAP financial measures, to the most directly comparable GAAP financial measures and for the definition of Adjusted EBITDA Margin, which is a non-GAAP financial measure.

⁽⁴⁾ The sum of the quarterly Earnings per Diluted Share and Adjusted Earnings per Diluted Share amounts may not equal the annual amounts due to changes in the weighted average number of diluted common shares outstanding during each quarterly period.

⁽⁵⁾ DSO is a performance measure used to assess how quickly revenues are collected by the Company. We calculate DSO at the end of each reporting period by dividing net accounts receivable reduced by billings in excess of services provided, by revenues for the quarter, adjusted for changes in foreign exchange rates. We multiply the result by the number of days in the quarter.

⁽⁶⁾ See "END NOTES: NON-GAAP FINANCIAL MEASURES" for the definition of Free Cash Flow, which is a non-GAAP financial measure. The reconciliation of Free Cash Flow to the most directly comparable GAAP financial measure is not separately presented, as the components of the reconciliation are presented above.

⁽⁷⁾ Total debt excludes the impact of unamortized deferred issuance costs and unamortized deferred debt discount related to our 2.0% convertible senior notes due 2023 ("2023 Convertible Notes"). The Company adopted Accounting Standards Update 2020-06 and there is no longer a deferred debt discount and related amortization on the 2023 Convertible Notes effective January 1, 2022.

FTI CONSULTING, INC.
SEGMENT SELECTED FINANCIAL DATA
(Unaudited)

(All numbers in \$000s, except for percentages)

SEGMENT	Q1 2023	FY2022	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY2021	Q4 2021	Q3 2021	Q2 2021	Q1 2021	FY2020	Q4 2020	Q3 2020	Q2 2020	Q1 2020	FY2019	Q4 2019	Q3 2019	Q2 2019	Q1 2019	
CORPORATE FINANCE & RESTRUCTURING																						
Revenues	\$ 299,987	\$ 1,088,573	\$ 292,807	\$ 265,370	\$ 277,067	\$ 253,329	\$ 938,969	\$ 231,474	\$ 250,321	\$ 230,971	\$ 226,203	\$ 910,184	\$ 219,809	\$ 236,615	\$ 246,011	\$ 207,749	\$ 723,721	\$ 181,054	\$ 191,698	\$ 190,003	\$ 160,966	
% of Total Revenues	37.2%	35.9%	37.8%	34.2%	36.7%	35.0%	33.8%	34.2%	35.6%	32.5%	33.0%	37.0%	35.0%	38.0%	40.5%	34.3%	30.7%	30.1%	32.3%	31.2%	29.2%	
Adjusted Segment EBITDA	\$ 55,020	\$ 212,437	\$ 52,416	\$ 51,532	\$ 54,950	\$ 53,539	\$ 155,482	\$ 22,234	\$ 55,635	\$ 40,174	\$ 37,439	\$ 216,830	\$ 35,405	\$ 56,215	\$ 76,264	\$ 48,946	\$ 160,735	\$ 24,798	\$ 48,084	\$ 50,492	\$ 37,361	
Adjusted Segment EBITDA Margin	18.3%	19.5%	17.9%	19.4%	19.8%	21.1%	16.6%	9.6%	22.2%	17.4%	16.6%	23.8%	16.1%	23.8%	31.0%	23.6%	22.2%	13.7%	25.1%	26.6%	23.2%	
FORENSIC AND LITIGATION CONSULTING																						
Revenues	\$ 173,404	\$ 638,478	\$ 160,386	\$ 159,948	\$ 164,248	\$ 153,896	\$ 584,835	\$ 138,004	\$ 145,264	\$ 150,746	\$ 150,821	\$ 500,275	\$ 127,193	\$ 119,104	\$ 106,381	\$ 147,597	\$ 577,780	\$ 150,262	\$ 142,651	\$ 145,870	\$ 138,997	
% of Total Revenues	21.5%	21.1%	20.7%	20.6%	21.8%	21.3%	21.1%	20.4%	20.7%	21.2%	22.0%	20.3%	20.3%	19.2%	17.5%	24.4%	24.6%	25.0%	24.1%	24.1%	25.2%	
Adjusted Segment EBITDA	\$ 18,611	\$ 65,945	\$ 13,819	\$ 18,162	\$ 16,707	\$ 17,257	\$ 72,545	\$ 8,491	\$ 16,620	\$ 18,002	\$ 29,432	\$ 33,374	\$ 7,622	\$ 13,591	\$ (9,047)	\$ 21,208	\$ 104,435	\$ 17,369	\$ 27,008	\$ 28,241	\$ 31,817	
Adjusted Segment EBITDA Margin	10.7%	10.3%	8.6%	11.4%	10.2%	11.2%	12.4%	6.2%	11.4%	11.9%	19.5%	6.7%	6.0%	11.4%	(8.5)%	14.4%	18.1%	11.6%	18.9%	19.4%	22.9%	
ECONOMIC CONSULTING																						
Revenues	\$ 169,595	\$ 695,208	\$ 172,007	\$ 193,183	\$ 164,041	\$ 165,977	\$ 697,405	\$ 172,283	\$ 172,543	\$ 183,306	\$ 169,273	\$ 599,088	\$ 160,479	\$ 154,978	\$ 151,493	\$ 132,138	\$ 592,542	\$ 153,054	\$ 141,715	\$ 155,502	\$ 142,271	
% of Total Revenues	21.0%	23.0%	22.2%	24.9%	21.7%	22.9%	25.1%	25.5%	24.6%	25.8%	24.7%	24.3%	25.6%	24.9%	24.9%	21.9%	25.2%	25.4%	23.9%	25.7%	25.8%	
Adjusted Segment EBITDA	\$ 14,193	\$ 103,090	\$ 27,336	\$ 32,913	\$ 21,646	\$ 21,195	\$ 117,186	\$ 29,991	\$ 29,917	\$ 30,699	\$ 26,579	\$ 91,432	\$ 31,308	\$ 25,720	\$ 21,694	\$ 12,710	\$ 84,112	\$ 17,346	\$ 19,413	\$ 23,313	\$ 24,040	
Adjusted Segment EBITDA Margin	8.4%	14.8%	15.9%	17.0%	13.2%	12.8%	16.8%	17.4%	17.3%	16.7%	15.7%	15.3%	19.5%	16.6%	14.3%	9.6%	14.2%	11.3%	13.7%	15.0%	16.9%	
TECHNOLOGY																						
Revenues	\$ 90,618	\$ 319,983	\$ 76,802	\$ 84,915	\$ 77,782	\$ 80,484	\$ 287,366	\$ 64,604	\$ 64,657	\$ 78,646	\$ 79,459	\$ 223,016	\$ 58,624	\$ 58,585	\$ 47,084	\$ 58,723	\$ 215,584	\$ 51,533	\$ 57,083	\$ 55,632	\$ 51,336	
% of Total Revenues	11.2%	10.6%	9.9%	11.0%	10.3%	11.1%	10.4%	9.6%	9.2%	11.0%	11.5%	9.1%	9.4%	9.4%	7.7%	9.7%	9.2%	8.5%	9.6%	9.2%	9.3%	
Adjusted Segment EBITDA	\$ 15,366	\$ 46,698	\$ 11,757	\$ 13,213	\$ 8,365	\$ 13,363	\$ 55,739	\$ 7,788	\$ 7,835	\$ 18,518	\$ 21,598	\$ 43,013	\$ 10,155	\$ 11,939	\$ 6,435	\$ 14,484	\$ 45,688	\$ 7,804	\$ 12,286	\$ 12,875	\$ 12,723	
Adjusted Segment EBITDA Margin	17.0%	14.6%	15.3%	15.6%	10.8%	16.6%	19.4%	12.1%	12.1%	23.5%	27.2%	19.3%	17.3%	20.4%	13.7%	24.7%	21.2%	15.1%	21.5%	23.1%	24.8%	
STRATEGIC COMMUNICATIONS																						
Revenues	\$ 73,102	\$ 286,666	\$ 72,429	\$ 72,449	\$ 71,854	\$ 69,934	\$ 267,647	\$ 69,866	\$ 69,443	\$ 67,817	\$ 60,521	\$ 228,712	\$ 60,476	\$ 52,967	\$ 56,883	\$ 58,386	\$ 243,090	\$ 66,315	\$ 59,959	\$ 59,112	\$ 57,704	
% of Total Revenues	9.1%	9.4%	9.4%	9.3%	9.5%	9.7%	9.6%	10.3%	9.9%	9.5%	8.8%	9.3%	9.7%	8.5%	9.4%	9.7%	10.3%	11.0%	10.1%	9.8%	10.5%	
Adjusted Segment EBITDA	\$ 9,556	\$ 50,620	\$ 10,488	\$ 12,947	\$ 11,472	\$ 15,713	\$ 54,313	\$ 14,925	\$ 15,489	\$ 13,501	\$ 10,398	\$ 38,975	\$ 11,738	\$ 8,427	\$ 10,034	\$ 8,776	\$ 44,544	\$ 9,877	\$ 12,644	\$ 10,474	\$ 11,549	
Adjusted Segment EBITDA Margin	13.1%	17.7%	14.5%	17.9%	16.0%	22.5%	20.3%	21.4%	22.3%	19.9%	17.2%	17.0%	19.4%	15.9%	17.6%	15.0%	18.3%	14.9%	21.1%	17.7%	20.0%	

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SELECTED OPERATING DATA
(Unaudited)

SEGMENT	Q1 2023	FY2022	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY2021	Q4 2021	Q3 2021	Q2 2021	Q1 2021	FY2020	Q4 2020	Q3 2020	Q2 2020	Q1 2020	FY2019	Q4 2019	Q3 2019	Q2 2019	Q1 2019
CORPORATE FINANCE & RESTRUCTURING																					
Revenue-Generating Headcount (as of period end)	2,002	1,946	1,946	1,900	1,769	1,757	1,702	1,702	1,704	1,632	1,684	1,655	1,655	1,608	1,362	1,248	1,194	1,194	1,177	1,011	982
Average Billable Rate ⁽¹⁾	\$ 460	\$ 460	\$ 485	\$ 455	\$ 471	\$ 450	\$ 452	\$ 444	\$ 465	\$ 456	\$ 462	\$ 468	\$ 472	\$ 460	\$ 494	\$ 456	\$ 452	\$ 455	\$ 449	\$ 475	\$ 443
Utilization ⁽²⁾	62%	61%	58%	61%	62%	63%	59%	55%	62%	59%	59%	63%	52%	64%	71%	69%	67%	59%	70%	68%	70%
FORENSIC AND LITIGATION CONSULTING																					
Revenue-Generating Headcount (as of period end)	1,577	1,584	1,584	1,614	1,509	1,513	1,496	1,496	1,476	1,399	1,367	1,343	1,343	1,371	1,326	1,393	1,351	1,351	1,326	1,212	1,194
Average Billable Rate ⁽¹⁾	\$ 376	\$ 361	\$ 369	\$ 368	\$ 360	\$ 357	\$ 350	\$ 353	\$ 355	\$ 344	\$ 357	\$ 335	\$ 340	\$ 337	\$ 327	\$ 342	\$ 337	\$ 343	\$ 336	\$ 340	\$ 342
Utilization ⁽²⁾	55%	54%	51%	53%	56%	55%	56%	50%	54%	60%	60%	51%	51%	48%	46%	58%	63%	59%	61%	65%	67%
ECONOMIC CONSULTING																					
Revenue-Generating Headcount (as of period end)	1,031	1,007	1,007	998	935	950	921	921	925	884	890	891	891	880	810	810	790	790	764	712	715
Average Billable Rate ⁽¹⁾	\$ 458	\$ 508	\$ 522	\$ 579	\$ 477	\$ 484	\$ 509	\$ 520	\$ 539	\$ 524	\$ 494	\$ 494	\$ 529	\$ 502	\$ 508	\$ 466	\$ 500	\$ 509	\$ 512	\$ 524	\$ 511
Utilization ⁽²⁾	68%	68%	63%	67%	70%	72%	72%	69%	68%	75%	75%	68%	65%	66%	73%	68%	75%	72%	70%	79%	77%
TECHNOLOGY⁽³⁾																					
Revenue-Generating Headcount (as of period end)	581	556	556	548	507	496	468	468	443	429	423	408	408	394	386	374	361	361	348	323	315
STRATEGIC COMMUNICATIONS⁽³⁾																					
Revenue-Generating Headcount (as of period end)	995	970	970	951	877	856	814	814	817	771	778	770	770	766	761	755	728	728	719	672	658

⁽¹⁾ For engagements where revenues are based on number of hours worked by our billable professionals and fixed-fee arrangements, average billable rate per hour is calculated by dividing revenues (excluding revenues from success fees, pass-through revenues and outside consultants) for a period by the number of hours worked on client assignments during the same period.

⁽²⁾ We calculate the utilization rate for our billable professionals by dividing the number of hours that all of our billable professionals worked on client assignments during a period by the total available working hours for all of our billable professionals during the same period. Available hours are determined by the standard hours worked by each employee, adjusted for part-time hours, U.S. standard work weeks and local country holidays. Available working hours include vacation and professional training days but exclude holidays. Utilization rates are presented for our segments that primarily bill clients on an hourly basis.

⁽³⁾ We have not presented an average billable rate per hour or utilization for our Technology and Strategic Communications segments as most of the revenues of these segments are not based on billable hours.

FTI CONSULTING, INC.
RECONCILIATIONS OF NET INCOME TO ADJUSTED EBITDA AND EARNINGS PER DILUTED SHARE TO ADJUSTED EARNINGS PER DILUTED SHARE
(Unaudited)

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

	Q1 2023	FY2022	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY2021	Q4 2021	Q3 2021	Q2 2021	Q1 2021	FY2020	Q4 2020	Q3 2020	Q2 2020	Q1 2020	FY2019	Q4 2019	Q3 2019	Q2 2019	Q1 2019
CONSOLIDATED																					
Net income	\$ 47,547	\$ 235,514	\$ 47,498	\$ 77,267	\$ 51,428	\$ 59,321	\$ 234,966	\$ 38,208	\$ 69,480	\$ 62,782	\$ 64,496	\$ 210,682	\$ 55,589	\$ 50,172	\$ 48,174	\$ 56,747	\$ 216,726	\$ 29,061	\$ 60,422	\$ 64,598	\$ 62,645
Interest income and other	1,342	(3,918)	6,500	(7,771)	(2,994)	347	(6,193)	(896)	(5,175)	912	(1,034)	412	4,291	3,340	(2,202)	(5,017)	(2,061)	3,680	(2,973)	(2,609)	(159)
Gain on sale of business	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Interest expense	2,939	10,047	2,579	2,378	2,448	2,642	20,294	5,130	5,073	5,294	4,797	19,805	4,636	5,151	5,157	4,861	19,206	4,835	4,832	4,793	4,746
Income tax provision	14,974	62,235	16,079	15,836	13,353	16,967	62,981	8,587	19,155	14,992	20,247	51,764	6,422	14,407	14,470	16,465	71,724	10,624	19,857	21,313	19,930
Depreciation and amortization	9,443	35,697	8,655	8,949	9,188	8,907	34,269	8,638	8,867	8,604	8,161	32,118	8,462	7,949	7,884	7,823	30,153	7,770	8,080	7,237	7,066
Amortization of intangible assets	2,182	9,643	2,323	2,315	2,737	2,268	10,823	2,308	2,860	2,854	2,801	10,387	2,947	2,795	2,314	2,331	8,152	2,314	2,125	1,852	1,861
Special charges	—	8,340	8,340	—	—	—	—	—	—	—	—	7,103	—	7,103	—	—	—	—	—	—	—
Remeasurement of acquisition-related contingent consideration	—	—	—	—	—	—	(3,130)	—	—	(3,130)	—	—	—	—	—	—	—	—	—	—	—
Adjusted EBITDA ⁽¹⁾	\$ 78,427	\$ 357,558	\$ 91,974	\$ 98,974	\$ 76,160	\$ 90,452	\$ 354,010	\$ 61,975	\$ 100,260	\$ 92,308	\$ 99,468	\$ 332,271	\$ 82,347	\$ 90,917	\$ 75,797	\$ 83,210	\$ 343,900	\$ 58,284	\$ 92,343	\$ 97,184	\$ 96,089
Earnings per Diluted Share ⁽²⁾	\$ 1.34	\$ 6.58	\$ 1.33	\$ 2.15	\$ 1.43	\$ 1.66	\$ 6.65	\$ 1.07	\$ 1.96	\$ 1.77	\$ 1.84	\$ 5.67	\$ 1.57	\$ 1.35	\$ 1.27	\$ 1.49	\$ 5.69	\$0.76	\$1.59	\$ 1.69	\$ 1.64
Special charges	—	0.23	0.23	—	—	—	—	—	—	—	—	0.19	—	0.19	—	—	—	—	—	—	—
Tax impact of special charges	—	(0.04)	(0.04)	—	—	—	—	—	—	—	—	(0.05)	—	(0.05)	—	—	—	—	—	—	—
Remeasurement of acquisition-related contingent consideration	—	—	—	—	—	—	(0.09)	—	—	(0.09)	—	—	—	—	—	—	—	—	—	—	—
Non-cash interest expense on convertible notes ⁽⁴⁾	—	—	—	—	—	—	0.27	0.08	0.08	0.07	0.07	0.24	0.06	0.06	0.06	0.06	0.23	0.06	0.06	0.05	0.05
Tax impact of non-cash interest expense on convertible notes ⁽⁴⁾	—	—	—	—	—	—	(0.07)	(0.02)	(0.02)	(0.01)	(0.02)	(0.06)	(0.02)	(0.01)	(0.01)	(0.02)	(0.06)	(0.02)	(0.02)	(0.01)	(0.01)
Tax impact of gain on sale of business ⁽³⁾	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	(0.06)	—	—	—	(0.05)
Adjusted Earnings per Diluted Share ⁽¹⁾⁽²⁾	\$ 1.34	\$ 6.77	\$ 1.52	\$ 2.15	\$ 1.43	\$ 1.66	\$ 6.76	\$ 1.13	\$ 2.02	\$ 1.74	\$ 1.89	\$ 5.99	\$ 1.61	\$ 1.54	\$ 1.32	\$ 1.53	\$ 5.80	\$0.80	\$1.63	\$ 1.73	\$ 1.63

⁽¹⁾ See "END NOTES: NON-GAAP FINANCIAL MEASURES" for the definitions of Adjusted EBITDA and Adjusted Earnings per Diluted Share, which are non-GAAP financial measures.

⁽²⁾ The sum of the quarterly Earnings per Diluted Share and Adjusted Earnings per Diluted Share amounts may not equal the annual amounts due to changes in the weighted average number of diluted common shares outstanding during each quarterly period.

⁽³⁾ For Q1 2019, represents a discrete tax adjustment resulting from a change in estimate related to the accounting for the Ringtail e-discovery software and related business divestiture.

⁽⁴⁾ The Company adopted Accounting Standards Update 2020-06 and no longer recognizes non-cash interest expense on the 2023 Convertible Notes, effective January 1, 2022.

FTI CONSULTING, INC.
 RECONCILIATION OF SEGMENT OPERATING INCOME (LOSS) TO ADJUSTED SEGMENT EBITDA
 (Unaudited)

(All numbers in \$000s)

	Q1 2023	FY2022	Q4 2022	Q3 2022	Q2 2022	Q1 2022	FY2021	Q4 2021	Q3 2021	Q2 2021	Q1 2021	FY2020	Q4 2020	Q3 2020	Q2 2020	Q1 2020	FY2019	Q4 2019	Q3 2019	Q2 2019	Q1 2019
CORPORATE FINANCE & RESTRUCTURING																					
Segment Operating Income	\$ 51,216	\$ 195,295	\$ 46,359	\$ 47,948	\$ 50,935	\$ 50,053	\$ 145,765	\$ 19,047	\$ 52,316	\$ 40,103	\$ 34,299	\$ 205,029	\$ 32,182	\$ 52,372	\$ 73,811	\$ 46,664	\$ 152,948	\$ 22,478	\$ 46,007	\$ 48,779	\$ 35,684
Depreciation and amortization	1,892	6,722	1,673	1,675	1,708	1,666	5,362	1,346	1,446	1,317	1,253	4,485	1,359	1,109	1,038	979	3,858	1,037	964	947	910
Amortization of intangible assets	1,912	7,976	1,940	1,909	2,307	1,820	7,485	1,841	1,873	1,884	1,887	6,455	1,864	1,873	1,415	1,303	3,929	1,283	1,113	766	767
Special charges	—	2,444	2,444	—	—	—	—	—	—	—	—	861	—	861	—	—	—	—	—	—	—
Remeasurement of acquisition-related contingent consideration	—	—	—	—	—	—	(3,130)	—	—	(3,130)	—	—	—	—	—	—	—	—	—	—	—
Adjusted Segment EBITDA	\$ 55,020	\$ 212,437	\$ 52,416	\$ 51,532	\$ 54,950	\$ 53,539	\$ 155,482	\$ 22,234	\$ 55,635	\$ 40,174	\$ 37,439	\$ 216,830	\$ 35,405	\$ 56,215	\$ 76,264	\$ 48,946	\$ 160,735	\$ 24,798	\$ 48,084	\$ 50,492	\$ 37,361
FORENSIC AND LITIGATION CONSULTING																					
Segment Operating Income (Loss)	\$ 17,048	\$ 54,822	\$ 7,696	\$ 16,570	\$ 15,014	\$ 15,542	\$ 66,643	\$ 7,044	\$ 15,101	\$ 16,492	\$ 28,006	\$ 23,899	\$ 6,046	\$ 8,729	\$ (10,382)	\$ 19,506	\$ 98,648	\$ 15,895	\$ 25,534	\$ 26,779	\$ 30,440
Depreciation and amortization	1,379	5,532	1,267	1,350	1,448	1,467	5,008	1,200	1,270	1,286	1,252	5,191	1,403	1,207	1,165	1,416	4,635	1,187	1,188	1,174	1,086
Amortization of intangible assets	184	977	242	242	245	248	894	247	249	224	174	800	173	171	170	286	1,152	287	286	288	291
Special charges	—	4,614	4,614	—	—	—	—	—	—	—	—	3,484	—	3,484	—	—	—	—	—	—	—
Adjusted Segment EBITDA	\$ 18,611	\$ 65,945	\$ 13,819	\$ 18,162	\$ 16,707	\$ 17,257	\$ 72,545	\$ 8,491	\$ 16,620	\$ 18,002	\$ 29,432	\$ 33,374	\$ 7,622	\$ 13,591	\$ (9,047)	\$ 21,208	\$ 104,435	\$ 17,369	\$ 27,008	\$ 28,241	\$ 31,817
ECONOMIC CONSULTING																					
Segment Operating Income	\$ 12,700	\$ 98,178	\$ 26,122	\$ 31,674	\$ 20,439	\$ 19,943	\$ 111,462	\$ 28,571	\$ 28,455	\$ 29,204	\$ 25,232	\$ 85,690	\$ 29,774	\$ 24,304	\$ 20,216	\$ 11,396	\$ 78,201	\$ 16,022	\$ 17,943	\$ 21,747	\$ 22,489
Depreciation and amortization	1,493	4,881	1,183	1,239	1,207	1,252	5,724	1,420	1,462	1,495	1,347	5,382	1,342	1,337	1,433	1,270	5,734	1,280	1,426	1,521	1,507
Amortization of intangible assets	—	—	—	—	—	—	—	—	—	—	—	325	192	44	45	44	177	44	44	45	44
Special charges	—	31	31	—	—	—	—	—	—	—	—	35	—	35	—	—	—	—	—	—	—
Adjusted Segment EBITDA	\$ 14,193	\$ 103,090	\$ 27,336	\$ 32,913	\$ 21,646	\$ 21,195	\$ 117,186	\$ 29,991	\$ 29,917	\$ 30,699	\$ 26,579	\$ 91,432	\$ 31,308	\$ 25,720	\$ 21,694	\$ 12,710	\$ 84,112	\$ 17,346	\$ 19,413	\$ 23,313	\$ 24,040
TECHNOLOGY																					
Segment Operating Income	\$ 11,890	\$ 33,431	\$ 8,425	\$ 9,833	\$ 4,930	\$ 10,243	\$ 42,927	\$ 4,612	\$ 4,416	\$ 15,340	\$ 18,559	\$ 30,869	\$ 7,227	\$ 8,621	\$ 3,432	\$ 11,589	\$ 35,022	\$ 4,942	\$ 9,094	\$ 10,550	\$ 10,436
Depreciation and amortization	3,476	13,161	3,226	3,380	3,435	3,120	12,812	3,176	3,419	3,178	3,039	11,867	2,928	3,041	3,003	2,895	10,666	2,862	3,192	2,325	2,287
Amortization of intangible assets	—	—	—	—	—	—	—	—	—	—	—	1	—	1	—	—	—	—	—	—	—
Special charges	—	106	106	—	—	—	—	—	—	—	—	276	—	276	—	—	—	—	—	—	—
Adjusted Segment EBITDA	\$ 15,366	\$ 46,698	\$ 11,757	\$ 13,213	\$ 8,365	\$ 13,363	\$ 55,739	\$ 7,788	\$ 7,835	\$ 18,518	\$ 21,598	\$ 43,013	\$ 10,155	\$ 11,939	\$ 6,435	\$ 14,484	\$ 45,688	\$ 7,804	\$ 12,286	\$ 12,875	\$ 12,723
STRATEGIC COMMUNICATIONS																					
Segment Operating Income	\$ 8,683	\$ 46,982	\$ 9,360	\$ 12,155	\$ 10,633	\$ 14,834	\$ 49,708	\$ 14,171	\$ 14,219	\$ 12,198	\$ 9,120	\$ 31,639	\$ 10,244	\$ 5,105	\$ 8,798	\$ 7,492	\$ 39,174	\$ 8,483	\$ 11,343	\$ 9,132	\$ 10,216
Depreciation and amortization	787	2,580	618	629	654	679	2,166	536	533	558	539	2,456	776	542	552	586	2,476	694	619	589	574
Amortization of intangible assets	86	689	141	163	185	200	2,439	218	737	745	739	2,806	718	706	684	698	2,894	700	682	753	759
Special charges	—	369	369	—	—	—	—	—	—	—	—	2,074	—	2,074	—	—	—	—	—	—	—
Adjusted Segment EBITDA	\$ 9,556	\$ 50,620	\$ 10,488	\$ 12,947	\$ 11,472	\$ 15,713	\$ 54,313	\$ 14,925	\$ 15,489	\$ 13,501	\$ 10,398	\$ 38,975	\$ 11,738	\$ 8,427	\$ 10,034	\$ 8,776	\$ 44,544	\$ 9,877	\$ 12,644	\$ 10,474	\$ 11,549
UNALLOCATED CORPORATE EXPENSES																					
Operating Loss	\$ (34,735)	\$ (124,830)	\$ (25,306)	\$ (30,470)	\$ (37,716)	\$ (31,338)	\$ (104,457)	\$ (22,416)	\$ (25,974)	\$ (29,357)	\$ (26,710)	\$ (94,463)	\$ (14,535)	\$ (26,061)	\$ (30,276)	\$ (23,591)	\$ (98,398)	\$ (19,620)	\$ (27,783)	\$ (28,892)	\$ (22,103)
Depreciation and amortization	416	2,821	688	676	736	723	3,197	960	737	770	731	2,737	654	713	693	677	2,784	710	691	681	702
Amortization of intangible assets	—	1	—	1	—	—	5	2	1	1	1	—	—	—	—	—	—	—	—	—	—
Special charges	—	776	776	—	—	—	—	—	—	—	—	373	—	373	—	—	—	—	—	—	—
Adjusted Segment EBITDA	\$ (34,319)	\$ (121,232)	\$ (23,842)	\$ (29,793)	\$ (36,980)	\$ (30,615)	\$ (101,255)	\$ (21,454)	\$ (25,236)	\$ (28,586)	\$ (25,978)	\$ (91,353)	\$ (13,881)	\$ (24,975)	\$ (29,583)	\$ (22,914)	\$ (95,614)	\$ (18,910)	\$ (27,092)	\$ (28,211)	\$ (21,401)
Adjusted EBITDA ⁽¹⁾	\$ 78,427	\$ 357,558	\$ 91,974	\$ 98,974	\$ 76,160	\$ 90,452	\$ 354,010	\$ 61,975	\$ 100,260	\$ 92,308	\$ 99,468	\$ 332,271	\$ 82,347	\$ 90,917	\$ 75,797	\$ 83,210	\$ 343,900	\$ 58,284	\$ 92,343	\$ 97,184	\$ 96,089

⁽¹⁾ See "END NOTES: NON-GAAP FINANCIAL MEASURES" for the definition of Adjusted EBITDA, which is a non-GAAP financial measure.

FTI CONSULTING, INC.
END NOTES
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 in the United States ("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:

- *Adjusted 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, which are GAAP financial measures, 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. 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 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, 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, gain or loss on sale of a business and losses on early extinguishment of debt. We believe that this non-GAAP financial measure, when considered together with our GAAP financial results and GAAP financial 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 this non-GAAP financial measure, considered along with corresponding GAAP financial measures, provide management and investors with additional information for comparison of our operating results with the operating results of other companies. We define Adjusted EBITDA Margin, which is a non-GAAP financial measure, as Adjusted EBITDA as a percentage of total revenues.

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 ("EPS"), respectively, excluding the impact of remeasurement of acquisition-related contingent consideration, special charges, goodwill impairment charges, losses on early extinguishment of debt, non-cash interest expense on convertible notes and the gain or loss on sale of a business. 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 these non-GAAP financial measures, when considered together with our GAAP financial results and GAAP financial measures, provide management and investors with an additional understanding of our business operating results, including underlying trends.

We define Free Cash Flow, which is a non-GAAP financial measure, as net cash provided by (used in) 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 and Condensed Consolidated Statements of Cash Flows.