



Quanta Services, Inc. and Subsidiaries
Non-GAAP Financial Measures and Certain Other Data
For the Three and Nine Months Ended September 30, 2011 and 2010
(In thousands)
(Unaudited)

The following table presents the non-GAAP financial measures of EBITA, EBITDA and Adjusted EBITDA for the three and nine months ended September 30, 2011 and 2010. Management believes that EBITA, or earnings before interest, taxes and amortization, and Adjusted EBITDA, which is earnings before interest, taxes, depreciation, amortization and certain other expenses as described below, provide useful information to investors, analysts and management in evaluating Quanta's operating results period to period or in comparison with the results of Quanta's competitors. EBITA/Adjusted EBITDA should not be considered as an alternative to cash flow from operating activities or as a measure of liquidity or as an alternative to net income or other measures of performance that are derived in accordance with GAAP.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2011	2010	2011	2010
<u>Reconciliation of EBITA:</u>				
Operating income	\$ 93,981	\$ 94,561	\$ 124,795	\$ 201,676
Amortization of intangible assets	8,295	13,396	21,432	28,334
EBITA	<u>\$ 102,276</u>	<u>\$ 107,957</u>	<u>\$ 146,227</u>	<u>\$ 230,010</u>
	Three Months Ended September 30,		Nine Months Ended September 30,	
	2011	2010	2011	2010
<u>Reconciliation of Adjusted EBITDA:</u>				
Net income attributable to common stock	\$ 51,994	\$ 62,780	\$ 66,201	\$ 119,510
Interest expense	738	269	1,248	4,660
Interest income	(226)	(418)	(761)	(1,166)
Provision for income taxes	37,341	31,489	50,306	70,323
Depreciation expense	29,135	26,502	86,499	80,377
Amortization of intangible assets	8,295	13,396	21,432	28,334
EBITDA	127,277	134,018	224,925	302,038
Acquisition and integration costs	973	1,726	973	2,524
Loss on early extinguishment of debt	-	-	-	7,107
Non-cash stock-based compensation	4,718	5,703	16,212	17,465
Adjusted EBITDA	<u>\$ 132,968</u>	<u>\$ 141,447</u>	<u>\$ 242,110</u>	<u>\$ 329,134</u>

Definition of Days Sales Outstanding:

Days Sales Outstanding is calculated by using the sum of current accounts receivable (which include retainage and unbilled balances), plus costs and estimated earnings in excess of billings on uncompleted contracts less billings in excess of costs and estimated earnings on uncompleted contracts, divided by average revenues per day during the quarter.