



Quanta Services, Inc. and Subsidiaries 2012 Statements of Operations Recast for Discontinued Operations

(In thousands)
(Unaudited)

	Three Months Ended March 31, 2012	Three Months Ended June 30, 2012	Six Months Ended June 30, 2012	Three Months Ended September 30, 2012	Nine Months Ended September 30, 2012
Revenues.....	\$ 1,328,764	\$ 1,386,162	\$ 2,714,926	\$ 1,532,001	\$ 4,246,927
Cost of services (including depreciation)	1,142,700	1,173,258	2,315,958	1,280,001	3,595,959
Gross profit.....	186,064	212,904	398,968	252,000	650,968
Selling, general and administrative expenses.....	98,108	105,233	203,341	114,577	317,918
Amortization of intangible assets	9,165	9,326	18,491	10,290	28,781
Operating income.....	78,791	98,345	177,136	127,133	304,269
Interest expense	(575)	(958)	(1,533)	(963)	(2,496)
Interest income	408	387	795	383	1,178
Equity in earnings of unconsolidated affiliates	—	—	—	1,308	1,308
Other income (expense), net	130	(326)	(196)	(179)	(375)
Income from continuing operations before income taxes	78,754	97,448	176,202	127,682	303,884
Provision for income taxes.....	28,669	35,271	63,940	39,596	103,536
Net income from continuing operations.....	50,085	62,177	112,262	88,086	200,348
Income from discontinued operations, net of taxes.....	(91)	7,620	7,529	12,770	20,299
Net income	49,994	69,797	119,791	100,856	220,647
Less: Net income attributable to noncontrolling interests	4,287	4,259	8,546	4,458	13,004
Net income attributable to common stock	\$ 45,707	\$ 65,538	\$ 111,245	\$ 96,398	\$ 207,643
Amounts attributable to common stock:					
Net income from continuing operations.....	\$ 45,798	\$ 57,918	\$ 103,716	\$ 83,628	\$ 187,344
Net income from discontinued operations	(91)	7,620	7,529	12,770	20,299
Net income attributable to common stock	\$ 45,707	\$ 65,538	\$ 111,245	\$ 96,398	\$ 207,643
Earnings per share attributable to common stock - basic: ^(a)					
Continuing operations	\$ 0.22	\$ 0.27	\$ 0.49	\$ 0.39	\$ 0.88
Discontinued operations	—	0.04	0.03	0.06	0.10
Net income attributable to common stock	\$ 0.22	\$ 0.31	\$ 0.52	\$ 0.45	\$ 0.98
Earnings per share attributable to common stock - diluted: ^(a)					
Continuing operations	\$ 0.22	\$ 0.27	\$ 0.49	\$ 0.39	\$ 0.88
Discontinued operations	—	0.04	0.03	0.06	0.10
Net income attributable to common stock	\$ 0.22	\$ 0.31	\$ 0.52	\$ 0.45	\$ 0.98
Shares used in computing earnings per share:					
Weighted average basic shares outstanding.....	211,481	212,987	212,244	213,150	212,564
Weighted average diluted shares outstanding	211,592	213,087	212,342	213,242	212,650

^(a) The sum of the individual quarterly earnings per share amounts may not equal year-to-date earnings per share as each period's computation is based on the weighted average number of shares outstanding during the period.



Quanta Services, Inc. and Subsidiaries

2011 Statements of Operations Recast for Discontinued Operations

(In thousands)
(Unaudited)

	Three Months Ended March 31, 2011	Three Months Ended June 30, 2011	Six Months Ended June 30, 2011	Three Months Ended September 30, 2011	Nine Months Ended September 30, 2011	Three Months Ended December 31, 2011	Twelve Months Ended December 31, 2011
Revenues.....	\$ 783,305	\$ 904,781	\$ 1,688,086	\$ 1,112,674	\$ 2,800,760	\$ 1,393,004	\$ 4,193,764
Cost of services (including depreciation)	713,730	763,986	1,477,716	940,619	2,418,335	1,213,713	3,632,048
Gross profit	69,575	140,795	210,370	172,055	382,425	179,291	561,716
Selling, general and administrative expenses.....	83,277	81,881	165,158	83,284	248,442	89,393	337,835
Amortization of intangible assets	6,037	6,643	12,680	8,067	20,747	8,292	29,039
Operating income (loss).....	(19,739)	52,271	32,532	80,704	113,236	81,606	194,842
Interest expense	(250)	(246)	(496)	(734)	(1,230)	(573)	(1,803)
Interest income	286	249	535	226	761	305	1,066
Other income (expense), net	(85)	167	82	(546)	(464)	(133)	(597)
Income (loss) from continuing operations before income taxes	(19,788)	52,441	32,653	79,650	112,303	81,205	193,508
Provision (benefit) for income taxes	(7,943)	21,255	13,312	31,788	45,100	17,996	63,096
Net income (loss) from continuing operations.....	(11,845)	31,186	19,341	47,862	67,203	63,209	130,412
Income (loss) from discontinued operations, net of taxes	(4,460)	3,127	(1,333)	7,738	6,405	7,599	14,004
Net income (loss)	(16,305)	34,313	18,008	55,600	73,608	70,808	144,416
Less: Net income attributable to noncontrolling interests.....	1,289	2,512	3,801	3,606	7,407	4,494	11,901
Net income (loss) attributable to common stock	\$ (17,594)	\$ 31,801	\$ 14,207	\$ 51,994	\$ 66,201	\$ 66,314	\$ 132,515
Amounts attributable to common stock:							
Net income (loss) from continuing operations.....	\$ (13,134)	\$ 28,674	\$ 15,540	\$ 44,256	\$ 59,796	\$ 58,715	\$ 118,511
Net income (loss) from discontinued operations	(4,460)	3,127	(1,333)	7,738	6,405	7,599	14,004
Net income (loss) attributable to common stock	\$ (17,594)	\$ 31,801	\$ 14,207	\$ 51,994	\$ 66,201	\$ 66,314	\$ 132,515
Earnings (loss) per share attributable to common stock - basic: ^(a)							
Continuing operations	\$ (0.06)	\$ 0.13	\$ 0.07	\$ 0.21	\$ 0.28	\$ 0.28	\$ 0.56
Discontinued operations	(0.02)	0.02	—	0.04	0.03	0.04	0.06
Net income (loss) attributable to common stock	\$ (0.08)	\$ 0.15	\$ 0.07	\$ 0.25	\$ 0.31	\$ 0.32	\$ 0.62
Earnings (loss) per share attributable to common stock - diluted: ^(a)							
Continuing operations	\$ (0.06)	\$ 0.13	\$ 0.07	\$ 0.21	\$ 0.28	\$ 0.28	\$ 0.56
Discontinued operations	(0.02)	0.02	—	0.04	0.03	0.04	0.06
Net income (loss) attributable to common stock	\$ (0.08)	\$ 0.15	\$ 0.07	\$ 0.25	\$ 0.31	\$ 0.32	\$ 0.62
Shares used in computing earnings (loss) per share:							
Weighted average basic shares outstanding..	214,167	214,827	214,670	210,583	213,400	210,085	212,648
Weighted average diluted shares outstanding	214,167	215,023	215,606	210,692	214,055	210,204	213,168

^(a) The sum of the individual quarterly earnings (loss) per share amounts may not equal year-to-date earnings per share as each period's computation is based on the weighted average number of shares outstanding during the period.



Quanta Services, Inc. and Subsidiaries 2012 and 2011 Segment Data Recast for Discontinued Operations

(In thousands)
(Unaudited)

	Three Months Ended March 31, 2012	Three Months Ended June 30, 2012	Six Months Ended June 30, 2012	Three Months Ended September 30, 2012	Nine Months Ended September 30, 2012
Revenues:					
Electric Power	\$ 932,213	\$ 1,006,073	\$ 1,938,286	\$ 1,088,586	\$ 3,026,872
Natural Gas and Pipeline	356,967	337,595	694,562	394,215	1,088,777
Fiber Optic Licensing and Other	39,584	42,494	82,078	49,200	131,278
Consolidated revenues	<u>\$ 1,328,764</u>	<u>\$ 1,386,162</u>	<u>\$ 2,714,926</u>	<u>\$ 1,532,001</u>	<u>\$ 4,246,927</u>
Operating income (loss):					
Electric Power	\$ 114,214	\$ 110,735	\$ 224,949	\$ 137,445	\$ 362,394
Natural Gas and Pipeline	(10,535)	15,055	4,520	23,429	27,949
Fiber Optic Licensing and Other	14,540	15,423	29,963	15,114	45,077
Corporate and Non-Allocated Costs	(39,428)	(42,868)	(82,296)	(48,855)	(131,151)
Consolidated operating income	<u>\$ 78,791</u>	<u>\$ 98,345</u>	<u>\$ 177,136</u>	<u>\$ 127,133</u>	<u>\$ 304,269</u>

	Three Months Ended March 31, 2011	Three Months Ended June 30, 2011	Six Months Ended June 30, 2011	Three Months Ended September 30, 2011	Nine Months Ended September 30, 2011	Three Months Ended December 31, 2011	Twelve Months Ended December 31, 2011
Revenues:							
Electric Power	\$ 563,970	\$ 662,173	\$ 1,226,143	\$ 821,719	\$ 2,047,862	\$ 974,797	\$ 3,022,659
Natural Gas and Pipeline	176,352	205,538	381,890	253,025	634,915	376,333	1,011,248
Fiber Optic Licensing and Other	42,983	37,070	80,053	37,930	117,983	41,874	159,857
Consolidated revenues	<u>\$ 783,305</u>	<u>\$ 904,781</u>	<u>\$ 1,688,086</u>	<u>\$ 1,112,674</u>	<u>\$ 2,800,760</u>	<u>\$ 1,393,004</u>	<u>\$ 4,193,764</u>
Operating income (loss):							
Electric Power	\$ 32,340	\$ 71,144	\$ 103,484	\$ 103,087	\$ 206,571	\$ 131,155	\$ 337,726
Natural Gas and Pipeline	(36,653)	(1,859)	(38,512)	(3,886)	(42,398)	(35,909)	(78,307)
Fiber Optic Licensing and Other	10,916	14,278	25,194	12,662	37,856	15,620	53,476
Corporate and Non-Allocated Costs	(26,342)	(31,292)	(57,634)	(31,159)	(88,793)	(29,260)	(118,053)
Consolidated operating income (loss)	<u>\$ (19,739)</u>	<u>\$ 52,271</u>	<u>\$ 32,532</u>	<u>\$ 80,704</u>	<u>\$ 113,236</u>	<u>\$ 81,606</u>	<u>\$ 194,842</u>



Quanta Services, Inc. and Subsidiaries 2012 and 2011 Backlog Recast for Discontinued Operations

(In millions)
(Unaudited)

Backlog represents the amount of revenue that Quanta expects to realize from work to be performed in the future on uncompleted contracts, including new contractual arrangements on which work has not yet begun. Backlog estimates include amounts under long-term maintenance contracts or master service agreements (MSAs), in addition to construction contracts. Quanta estimates the amount of work to be disclosed as backlog as the estimate of future work to be performed by using recurring historical trends inherent in the current MSAs, factoring in seasonal demand and projecting customer needs based upon ongoing communications with the customer. Generally, Quanta's customers are not contractually committed to specific volumes of services under Quanta's MSAs, and many of the company's contracts may be terminated with notice. There can be no assurance as to Quanta's customers' requirements or that Quanta's estimates are accurate. In addition, many of Quanta's MSAs, as well as contracts for fiber optic licensing, are subject to renewal options. For purposes of calculating backlog, Quanta has included future renewal options only to the extent that the renewals can reasonably be expected to occur.

The following table presents Quanta's total backlog by reportable segment as of the end of the first three quarters of 2012 and as of the end of the four quarters of 2011 along with an estimate of the backlog amounts expected to be realized within 12 months of each date (in millions):

	Backlog as of					
	March 31,		June 30,		September 30,	
	2012		2012		2012	
	12 Month	Total	12 Month	Total	12 Month	Total
Electric Power	\$ 2,728.5	\$ 4,957.0	\$ 2,805.1	\$ 4,947.3	\$ 2,856.6	\$ 4,803.3
Natural Gas and Pipeline.....	862.3	1,412.7	828.6	1,393.1	863.3	1,513.6
Fiber Optic Licensing and Other	140.4	491.3	130.4	467.0	127.5	469.2
Backlog from continuing operations.....	\$ 3,731.2	\$ 6,861.0	\$ 3,764.1	\$ 6,807.4	\$ 3,847.4	\$ 6,786.1

	Backlog as of							
	March 31,		June 30,		September 30,		December 31,	
	2011		2011		2011		2011	
	12 Month	Total	12 Month	Total	12 Month	Total	12 Month	Total
Electric Power	\$ 1,881.2	\$ 4,342.4	\$ 2,200.3	\$ 4,752.9	\$ 2,318.1	\$ 4,853.2	\$ 2,352.1	\$ 4,946.5
Natural Gas and Pipeline.....	663.0	1,251.4	514.7	1,153.2	682.0	1,359.6	764.1	1,343.2
Fiber Optic Licensing and Other	111.2	444.4	112.4	435.2	115.6	439.2	148.9	464.0
Backlog from continuing operations.....	\$ 2,655.4	\$ 6,038.2	\$ 2,827.4	\$ 6,341.3	\$ 3,115.7	\$ 6,652.0	\$ 3,265.1	\$ 6,753.7



Quanta Services, Inc. and Subsidiaries

Reconciliation of 2012 Non-GAAP Financial Measures

Recast for Discontinued Operations

(In thousands)
(Unaudited)

The following table presents the non-GAAP financial measure of adjusted diluted earnings per share for the first three quarters of 2012 along with the corresponding year-to-date amounts for each period presented. The non-GAAP measure of adjusted diluted earnings per share is provided to enable investors to evaluate performance excluding the effects of items that management believes impact the comparability of operating results between periods. As to certain of the items below, (i) amortization of intangible assets is impacted by Quanta's acquisition activity, which can cause these amounts to vary from period to period; (ii) non-cash compensation expense may vary due to acquisition activity, factors influencing the estimated fair value of performance-based awards, estimated forfeiture rates and amounts granted during the period, (iii) acquisition costs vary period to period depending on the level of Quanta's acquisition activity ongoing during the period, and (iv) tax contingency releases vary period to period depending on the level of reserves for uncertain tax positions and the expiration dates of various federal and state tax statutes of limitations.

	Three Months Ended March 31, 2012	Three Months Ended June 30, 2012	Six Months Ended June 30, 2012	Three Months Ended September 30, 2012	Nine Months Ended September 30, 2012
Adjusted diluted earnings per share from continuing operations:					
Net income from continuing operations attributable to common stock (GAAP as reported).....	\$ 45,798	\$ 57,918	\$ 103,716	\$ 83,628	\$ 187,344
Adjustments:					
Impact of tax contingency releases and certain audit settlements ^(a)	—	—	—	(5,185)	(5,185)
Acquisition costs, net of tax.....	440	461	901	1,060	1,961
Adjusted net income from continuing operations attributable to common stock before certain non-cash adjustments	46,238	58,379	104,617	79,503	184,120
Non-cash stock-based compensation, net of tax ^(b)	3,592	4,635	8,227	4,047	12,274
Amortization of intangible assets, net of tax ^(b) ..	6,004	6,084	12,088	6,740	18,828
Adjusted net income from continuing operations attributable to common stock for adjusted diluted earnings per share	\$ 55,834	\$ 69,098	\$ 124,932	\$ 90,290	\$ 215,222
Calculation of weighted average shares for adjusted diluted earnings per share from continuing operations:					
Weighted average shares outstanding for basic earnings per share	211,481	212,987	212,244	213,150	212,564
Effect of dilutive stock options	111	100	98	92	86
Weighted average shares outstanding for adjusted diluted earnings per share	211,592	213,087	212,342	213,242	212,650
Adjusted diluted earnings per share from continuing operations ^(c)	\$ 0.26	\$ 0.32	\$ 0.59	\$ 0.42	\$ 1.01

^(a) Reflects the elimination of tax benefits primarily associated with the expiration of various federal and state tax statutes of limitations and of certain tax audits settlements during the third and fourth quarters of 2012. Such benefits are subject to significant uncertainty surrounding the timing and amount of their release.

^(b) Reflects amounts attributable to continuing operations.

^(c) The sum of the individual quarterly earnings per share amounts may not equal year-to-date earnings per share as each period's computation is based on the weighted average number of shares outstanding during the period.



Quanta Services, Inc. and Subsidiaries

Reconciliation of 2011 Non-GAAP Financial Measures

Recast for Discontinued Operations

(In thousands)
(Unaudited)

The following table presents the non-GAAP financial measure of adjusted diluted earnings per share for the four quarters of 2011 along with the corresponding year-to-date amounts for each period presented. The non-GAAP measure of adjusted diluted earnings per share is provided to enable investors to evaluate performance excluding the effects of items that management believes impact the comparability of operating results between periods. As to certain of the items below, (i) amortization of intangible assets is impacted by Quanta's acquisition activity, which can cause these amounts to vary from period to period; (ii) non-cash compensation expense may vary due to acquisition activity, factors influencing the estimated fair value of performance-based awards, estimated forfeiture rates and amounts granted during the period, (iii) acquisition costs vary period to period depending on the level of Quanta's acquisition activity ongoing during the period, and (iv) tax contingency releases vary period to period depending on the level of reserves for uncertain tax positions and the expiration dates of various federal and state tax statutes of limitations.

	Three Months Ended March 31, 2011	Three Months Ended June 30, 2011	Six Months Ended June 30, 2011	Three Months Ended September 30, 2011	Nine Months Ended September 30, 2011	Three Months Ended December 31, 2011	Twelve Months Ended December 31, 2011
Adjusted diluted earnings (loss) per share from continuing operations:							
Net income (loss) from continuing operations attributable to common stock (GAAP as reported)	\$ (13,134)	\$ 28,674	\$ 15,540	\$ 44,256	\$ 59,796	\$ 58,715	\$ 118,511
Adjustments:							
Impact of multi-employer pension plan withdrawal expense, net of tax ^(a)	—	—	—	—	—	20,425	20,425
Impact of tax contingency releases and certain audit settlements ^(b)	—	—	—	—	—	(8,443)	(8,443)
Acquisition costs, net of tax	—	—	—	632	632	421	1,053
Adjusted net income (loss) from continuing operations attributable to common stock before certain non-cash adjustments	(13,134)	28,674	15,540	44,888	60,428	71,118	131,546
Non-cash stock-based compensation, net of tax ^(c)	2,975	3,325	6,300	2,598	8,898	2,986	11,884
Amortization of intangible assets, net of tax ^(c)	3,982	4,430	8,412	5,482	13,894	5,555	19,449
Adjusted net income (loss) from continuing operations attributable to common stock for adjusted diluted earnings per share	\$ (6,177)	\$ 36,429	\$ 30,252	\$ 52,968	\$ 83,220	\$ 79,659	\$ 162,879
Calculation of weighted average shares for adjusted diluted earnings per share from continuing operations:							
Weighted average shares outstanding for basic earnings (loss) per share	214,167	214,827	214,670	210,583	213,400	210,085	212,648
Effect of dilutive stock options	—	129	141	109	128	119	126
Effect of shares held in escrow	—	67	795	—	527	—	394
Weighted average shares outstanding for adjusted diluted earnings (loss) per share	214,167	215,023	215,606	210,692	214,055	210,204	213,168
Adjusted diluted earnings (loss) per share from continuing operations ^(d)	\$ (0.03)	\$ 0.17	\$ 0.14	\$ 0.25	\$ 0.39	\$ 0.38	\$ 0.76

^(a) Reflects the elimination of the fourth quarter 2011 charge related to the withdrawal by certain subsidiaries from a multi-employer plan.

^(b) Reflects the elimination of tax benefits primarily associated with the expiration of various federal and state tax statutes of limitations and of certain tax audits settlements during the fourth quarter of 2011. Such benefits are subject to significant uncertainty surrounding the timing and amount of their release.

^(c) Reflects amounts attributable to continuing operations.

^(d) The sum of the individual quarterly earnings per share amounts may not equal year-to-date earnings per share as each period's computation is based on the weighted average number of shares outstanding during the period.



Quanta Services, Inc. and Subsidiaries

Reconciliation of 2012 and 2011 EBITA, EBITDA and Adjusted EBITDA Recast for Discontinued Operations

(In thousands)
(Unaudited)

The following tables present the non-GAAP financial measures of EBITA, EBITDA and Adjusted EBITDA for the first three quarters of 2012 and for the four quarters of 2011 along with the corresponding year-to-date amounts for each period presented. Management believes that EBITA, or earnings before interest, taxes and amortization, EBITDA and Adjusted EBITDA, which is earnings before interest, taxes, depreciation, amortization and certain other expenses as described below, provide useful information to investors, analysts and management in evaluating Quanta's operating results period to period or in comparison with the results of Quanta's competitors. These measures should not be considered as an alternative to cash flow from operating activities or as a measure of liquidity or as an alternative to net income or other measures of performance that are derived in accordance with GAAP.

	Three Months Ended March 31, 2012	Three Months Ended June 30, 2012	Six Months Ended June 30, 2012	Three Months Ended September 30, 2012	Nine Months Ended September 30, 2012
Reconciliation of EBITA, EBITDA and Adjusted EBITDA:					
Net income from continuing operations attributable to common stock.....	\$ 45,798	\$ 57,918	\$ 103,716	\$ 83,628	\$ 187,344
Interest expense.....	575	958	1,533	963	2,496
Interest income.....	(408)	(387)	(795)	(383)	(1,178)
Provision for income taxes.....	28,669	35,271	63,940	39,596	103,536
Amortization of intangible assets.....	9,165	9,326	18,491	10,290	28,781
Equity in earnings of unconsolidated subsidiary.....	—	—	—	(1,308)	(1,308)
EBITA.....	83,799	103,086	186,885	132,786	319,671
Depreciation expense.....	29,026	29,376	58,402	30,713	89,115
EBITDA.....	112,825	132,462	245,287	163,499	408,786
Acquisition and integration costs.....	586	677	1,263	1,264	2,527
Non-cash stock-based compensation.....	5,889	7,597	13,486	6,634	20,120
Adjusted EBITDA.....	\$ 119,300	\$ 140,736	\$ 260,036	\$ 171,397	\$ 431,433

	Three Months Ended March 31, 2011	Three Months Ended June 30, 2011	Six Months Ended June 30, 2011	Three Months Ended September 30, 2011	Nine Months Ended September 30, 2011	Three Months Ended December 31, 2011	Twelve Months Ended December 31, 2011
Reconciliation of EBITA, EBITDA and Adjusted EBITDA:							
Net income (loss) from continuing operations attributable to common stock..	\$ (13,134)	\$ 28,674	\$ 15,540	\$ 44,256	\$ 59,796	\$ 58,715	\$ 118,511
Interest expense.....	250	246	496	734	1,230	573	1,803
Interest income.....	(286)	(249)	(535)	(226)	(761)	(305)	(1,066)
Provision (benefit) for income taxes.....	(7,943)	21,255	13,312	31,788	45,100	17,996	63,096
Amortization of intangible assets.....	6,037	6,643	12,680	8,067	20,747	8,292	29,039
EBITA.....	(15,076)	56,569	41,493	84,619	126,112	85,271	211,383
Depreciation expense.....	26,631	27,643	54,274	27,616	81,890	27,984	109,874
EBITDA.....	11,555	84,212	95,767	112,235	208,002	113,255	321,257
Acquisition and integration costs.....	—	—	—	973	973	647	1,620
Non-cash stock-based compensation.....	4,876	5,452	10,328	4,259	14,587	4,894	19,481
Multi-employer pension plan withdrawal expense.....	—	—	—	—	—	32,600	32,600
Adjusted EBITDA.....	\$ 16,431	\$ 89,664	\$ 106,095	\$ 117,467	\$ 223,562	\$ 151,396	\$ 374,958