

NAVIGANT CONSULTING, INC. AND SUBSIDIARIES
SUPPLEMENTAL INFORMATION*
(UNAUDITED)

TOTAL COMPANY											
	2012			2012	2011				2011	2011	2010
	Q3	Q2	Q1	YTD September	Q4	Q3	Q2	Q1	YTD September	Full Year	Full Year
All numbers in \$000s except per share data, DSO and percentages											
Revenues Before Reimbursements (RBR)	\$ 181,128	\$ 181,529	\$ 186,380	\$ 549,037	\$ 170,996	\$ 181,821	\$ 173,293	\$ 169,604	\$ 524,718	\$ 695,714	\$ 623,461
Y/Y Growth rate	0%	5%	10%	5%	N/A	N/A	N/A	N/A	N/A	12%	N/A
Q/Q Growth rate	0%	-3%	9%	N/A	-6%	5%	2%	N/A	N/A	N/A	N/A
Reimbursements	26,935	23,071	20,241	70,247	26,009	22,651	21,115	19,195	62,961	88,970	80,199
Total Revenues	208,063	204,600	206,621	619,284	197,005	204,472	194,408	188,799	587,679	784,684	703,660
Geographic Revenues as % of Total											
U.S. Operations	90%	89%	89%	89%	88%	88%	87%	87%	88%	88%	85%
Non U.S. Operations	10%	11%	11%	11%	12%	12%	13%	13%	12%	12%	15%
Cost of Services Before Reimbursable Expenses	122,392	122,243	123,960	368,595	112,199	123,209	116,822	114,815	354,846	467,045	418,523
% of RBR	68%	67%	67%	67%	66%	68%	67%	68%	68%	67%	67%
General and Administrative Expenses	33,086	35,848	35,557	104,491	34,000	32,863	31,143	32,409	96,415	130,415	121,685
% of RBR	18%	20%	19%	19%	20%	18%	18%	19%	18%	19%	20%
EBITDA (1)	25,650	22,818	26,863	75,331	24,797	25,749	25,328	22,380	73,457	98,254	84,153
% of RBR	14%	13%	14%	14%	15%	14%	15%	13%	14%	14%	13%
Adjusted EBITDA (1)	26,288	24,422	27,679	78,389	25,644	26,346	25,571	23,616	75,533	101,177	89,072
% of RBR	15%	13%	15%	14%	15%	14%	15%	14%	14%	15%	14%
Operating Income	20,528	17,428	21,622	59,578	19,598	20,034	19,959	16,702	56,695	76,293	50,021
% of RBR	11%	10%	12%	11%	11%	11%	12%	10%	11%	11%	8%
Net Income	11,444	9,556	11,642	32,642	11,056	10,536	10,760	8,778	30,074	41,130	24,057
% of RBR	6%	5%	6%	6%	6%	6%	6%	5%	6%	6%	4%
Y/Y Growth rate	9%	-11%	33%	9%	N/A	N/A	N/A	N/A	N/A	71%	N/A
Q/Q Growth rate	20%	-18%	5%	N/A	5%	-2%	23%	N/A	N/A	N/A	N/A
Net Income Per Diluted Share (EPS)	0.22	0.18	0.22	0.63	0.21	0.20	0.21	0.17	0.59	0.80	0.48
Adjusted Net Income Per Diluted Share (1)	0.23	0.21	0.23	0.67	0.22	0.21	0.21	0.19	0.61	0.84	0.61
Shares used in computing income per diluted share	51,460	51,685	51,797	51,647	51,692	51,487	51,270	51,034	51,263	51,371	50,447
Balance Sheet											
Cash and cash equivalents	1,239	-	74	1,239	2,969	1,424	384	1,632	1,424	2,969	1,981
Accounts receivable, net	209,594	205,213	196,271	209,594	179,041	198,809	190,730	186,245	198,809	179,041	179,058
Days sales outstanding (DSO)	85	84	80	85	76	81	82	83	81	76	81
Bank debt	155,538	167,656	187,030	155,538	131,790	173,622	205,221	228,618	173,622	131,790	202,951
Free Cash Flow (1)	17,508	21,142	13,118	51,768	9,674	16,025	11,263	21,679	48,967	58,641	47,645
Share-based compensation expense related to consulting personnel	1,421	1,461	1,398	4,280	1,386	1,477	1,481	872	3,830	5,216	3,885

SEGMENT INFORMATION (2)											
All numbers in \$000s except percentages	2012			2012	2011				2011	2011	2010
	Q3	Q2	Q1	YTD September	Q4	Q3	Q2	Q1	YTD September	Full Year	Full Year
Business Segment RBR											
Disputes, Investigations & Economics	\$ 82,325	\$ 81,350	\$ 91,219	\$ 254,894	\$ 82,305	\$ 85,723	\$ 86,140	\$ 84,797	\$ 256,660	\$ 338,965	\$ 344,549
% of Total Company RBR	45%	45%	49%	46%	48%	47%	50%	50%	49%	49%	55%
Financial, Risk & Compliance Advisory	39,194	42,800	37,230	119,224	32,653	39,850	33,134	30,835	103,819	136,472	98,288
% of Total Company RBR	22%	24%	20%	22%	19%	22%	19%	18%	20%	20%	16%
Healthcare	36,701	36,022	36,542	109,265	34,991	34,023	32,041	33,556	99,620	134,611	105,933
% of Total Company RBR	20%	20%	20%	20%	20%	19%	18%	20%	19%	19%	17%
Energy	22,908	21,357	21,389	65,654	21,047	22,225	21,978	20,416	64,619	85,666	74,692
% of Total Company RBR	13%	12%	11%	12%	12%	12%	13%	12%	12%	12%	12%
Total Company	\$ 181,128	\$ 181,529	\$ 186,380	\$ 549,037	\$ 170,996	\$ 181,821	\$ 173,293	\$ 169,604	\$ 524,718	\$ 695,714	\$ 623,461
Business Segment Revenues											
Disputes, Investigations & Economics	\$ 88,984	\$ 86,894	\$ 97,089	\$ 272,967	\$ 90,346	\$ 93,559	\$ 95,472	\$ 91,473	\$ 280,504	\$ 370,850	\$ 379,846
% of Total Company Revenues	43%	42%	47%	44%	46%	46%	49%	48%	48%	47%	54%
Financial, Risk & Compliance Advisory	50,295	52,847	43,828	146,970	40,651	45,447	37,408	36,157	119,012	159,663	112,830
% of Total Company Revenues	24%	26%	21%	24%	21%	22%	19%	19%	20%	20%	16%
Healthcare	40,957	40,839	40,926	122,722	39,915	38,656	36,102	37,168	111,926	151,841	122,807
% of Total Company Revenues	20%	20%	20%	20%	20%	19%	19%	20%	19%	19%	17%
Energy	27,827	24,020	24,778	76,625	26,093	26,810	25,426	24,001	76,237	102,330	88,177
% of Total Company Revenues	13%	12%	12%	12%	13%	13%	13%	13%	13%	13%	13%
Total Company	\$ 208,063	\$ 204,600	\$ 206,621	\$ 619,284	\$ 197,005	\$ 204,472	\$ 194,408	\$ 188,799	\$ 587,679	\$ 784,684	\$ 703,660
Segment Operating Profit											
Disputes, Investigations & Economics	\$ 29,000	\$ 27,995	\$ 34,168	\$ 91,163	\$ 30,504	\$ 31,669	\$ 31,191	\$ 29,308	\$ 92,168	\$ 122,672	\$ 118,459
% of Segment RBR	35%	34%	37%	36%	37%	37%	36%	35%	36%	36%	34%
Financial, Risk & Compliance Advisory	12,830	15,402	13,755	41,987	11,997	11,531	11,136	10,242	32,909	44,906	31,197
% of Segment RBR	33%	36%	37%	35%	37%	29%	34%	33%	32%	33%	32%
Healthcare	12,315	11,463	11,470	35,248	11,756	10,610	9,659	10,714	30,983	42,739	37,348
% of Segment RBR	34%	32%	31%	32%	34%	31%	30%	32%	31%	32%	35%
Energy	7,837	7,475	7,254	22,566	8,180	8,644	8,324	7,734	24,702	32,882	28,911
% of Segment RBR	34%	35%	34%	34%	39%	39%	38%	38%	38%	38%	39%
Total Company	\$ 61,982	\$ 62,335	\$ 66,647	\$ 190,964	\$ 62,437	\$ 62,454	\$ 60,310	\$ 57,998	\$ 180,762	\$ 243,199	\$ 215,915
% of Total Company RBR	34%	34%	36%	35%	37%	34%	35%	34%	34%	35%	35%
SUPPLEMENTAL REVENUE INFORMATION											
International RBR (3)	\$ 15,313	\$ 17,394	\$ 17,525	\$ 50,232	\$ 16,481	\$ 17,120	\$ 16,318	\$ 15,508	\$ 48,946	\$ 65,427	\$ 56,620
% of Total Company RBR	8%	10%	9%	9%	10%	9%	9%	9%	9%	9%	9%
Technology, Data & Process RBR (4)	\$ 23,166	\$ 20,122	\$ 19,865	\$ 63,152	\$ 16,689	\$ 14,332	\$ 9,943	\$ 10,720	\$ 34,995	\$ 51,684	\$ 39,580
% of Total Company RBR	13%	11%	11%	12%	10%	8%	6%	6%	7%	7%	6%

METRIC INFORMATION (2)

	2012			2012	2011				2011	2011	2010
	Q3	Q2	Q1	YTD September	Q4	Q3	Q2	Q1	YTD September	Full Year	Full Year
Average Billable Full-Time Equivalent Headcount (FTE) (4)(5)											
Disputes, Investigations & Economics											
Consulting	600	617	635	617	655	667	664	688	673	668	785
Technology, Data & Process	190	177	160	176	144	139	109	112	120	126	134
Total	790	794	795	793	799	806	773	800	793	794	919
Financial, Risk & Compliance Advisory											
Consulting	269	276	272	272	258	252	242	240	245	248	203
Total	269	276	272	272	258	252	242	240	245	248	203
Healthcare											
Consulting	362	355	366	361	380	362	346	356	355	361	291
Technology, Data & Process	153	155	155	154	149	116	113	104	111	121	18
Total	515	510	521	515	529	478	459	460	466	482	309
Energy											
Consulting	309	302	299	303	303	302	290	282	291	294	256
Technology, Data & Process	36	10	10	19	-	-	-	-	-	-	-
Total	345	312	309	322	303	302	290	282	291	294	256
Total Company											
Consulting	1,540	1,550	1,572	1,553	1,596	1,583	1,542	1,566	1,564	1,571	1,535
Technology, Data & Process	379	342	325	349	293	255	222	216	231	247	152
Total	1,919	1,892	1,897	1,902	1,889	1,838	1,764	1,782	1,795	1,818	1,687
Average Bill Rate (4)(6)											
Disputes, Investigations & Economics	341	340	340	341	333	329	326	323	324	326	304
Financial, Risk & Compliance Advisory	292	299	310	299	314	332	340	317	339	329	320
Healthcare	249	250	266	250	251	241	241	249	241	243	239
Energy	188	192	195	191	188	189	189	191	190	189	198
Total Company	279	281	291	283	283	282	283	281	282	282	275
Average Utilization (based on 1,850 hrs) (4)(7)											
Disputes, Investigations & Economics	72%	69%	77%	73%	73%	74%	79%	76%	76%	75%	71%
Financial, Risk & Compliance Advisory	65%	70%	75%	70%	73%	74%	79%	80%	78%	76%	72%
Healthcare	79%	79%	78%	79%	73%	78%	79%	76%	78%	77%	79%
Energy	77%	76%	76%	77%	77%	80%	83%	81%	81%	80%	78%
Total Company	73%	73%	77%	74%	74%	76%	80%	78%	78%	77%	74%
Period End FTE Employees (4)(6)											
Consulting	1,557	1,522	1,561	1,557	1,578	1,586	1,546	1,556	1,586	1,578	1,759
Technology, Data, & Process	387	351	340	387	304	268	222	220	268	304	20
Non-billable	548	542	517	548	527	527	526	529	527	527	528
Total Company	2,492	2,415	2,418	2,492	2,409	2,381	2,294	2,305	2,381	2,409	2,307

EBITDA AND ADJUSTED EBITDA (9)

	2012			2012	2011				2011	2011	2010
	Q3	Q2	Q1	YTD September	Q4	Q3	Q2	Q1	YTD September	Full Year	Full Year
Operating Income	\$ 20,528	\$ 17,428	\$ 21,622	\$ 59,578	\$ 19,598	\$ 20,034	\$ 19,959	\$ 16,702	\$ 56,695	\$ 76,293	\$ 50,021
Depreciation	3,618	3,740	3,516	10,874	3,239	3,481	3,206	3,377	10,064	13,303	14,457
Amortization	1,504	1,650	1,725	4,879	1,960	2,234	2,163	2,301	6,698	8,658	12,368
Intangible assets impairment	-	-	-	-	-	-	-	-	-	-	7,307
EBITDA	25,650	22,818	26,863	75,331	24,797	25,749	25,328	22,380	73,457	98,254	84,153
Add:											
Other operating costs (benefit):											
Contingent acquisition liability adjustment	-	620	-	620	-	-	-	-	-	-	-
Office consolidation (excluding depreciation above)	-	-	-	-	-	-	-	-	-	-	(900)
Severance expense	638	984	816	2,438	847	597	243	1,236	2,076	2,923	5,819
Adjusted EBITDA	26,288	24,422	27,679	78,389	25,644	26,346	25,571	23,616	75,533	101,177	89,072
General and administrative expenses	33,086	35,848	35,557	104,491	34,000	32,863	31,143	32,409	96,415	130,415	121,685
Long term compensation expense related to consultants (including share-based compensation)	3,246	3,049	4,227	10,522	3,640	3,842	3,839	3,209	10,890	14,530	10,977
Severance expense added above	(638)	(984)	(816)	(2,438)	(847)	(597)	(243)	(1,236)	(2,076)	(2,923)	(5,819)
Total Segment Operating Profit	\$ 61,982	\$ 62,335	\$ 66,647	\$ 190,964	\$ 62,437	\$ 62,454	\$ 60,310	\$ 57,998	\$ 180,762	\$ 243,199	\$ 215,915

FREE CASH FLOW (9)

Net cash used in (provided by) operating activities	\$ 25,106	\$ 26,425	\$ (43,090)	\$ 8,441	\$ 57,090	\$ 40,318	\$ 37,379	\$ (23,420)	\$ 54,277	\$ 111,367	\$ 41,768
Changes in other assets and liabilities	(3,009)	485	68,379	65,855	(36,129)	(19,974)	(13,436)	49,065	15,655	(20,474)	36,104
Allowance for doubtful accounts	(1,057)	(1,893)	(1,160)	(4,110)	(1,634)	(2,248)	(1,003)	(2,025)	(5,276)	(6,910)	(8,211)
Purchases of property and equipment	(3,532)	(3,153)	(7,826)	(14,511)	(4,903)	(2,071)	(1,677)	(1,724)	(5,472)	(10,375)	(11,959)
Payments of acquisition liabilities	-	(356)	(750)	(1,106)	(4,750)	-	(10,000)	(217)	(10,217)	(14,967)	(2,750)
Payments of contingent acquisition liabilities	-	(366)	(2,435)	(2,801)	-	-	-	-	-	-	-
Intangible assets impairment	-	-	-	-	-	-	-	-	-	-	(7,307)
Free Cash Flow	\$ 17,508	\$ 21,142	\$ 13,118	\$ 51,768	\$ 9,674	\$ 16,025	\$ 11,263	\$ 21,679	\$ 48,967	\$ 58,641	\$ 47,645

(In thousands, except per share data)
(UNAUDITED)

NON-GAAP RECONCILIATIONS PAGE 2 OF 2

ADJUSTED NET INCOME AND ADJUSTED EARNINGS PER SHARE (9)

	2012			2012	2011				2011	2011	2010
	Q3	Q2	Q1	YTD September	Q4	Q3	Q2	Q1	YTD September	Full Year	Full Year
Other operating costs (benefit) - office consolidation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (900)
Income tax (benefit)(8)	-	-	-	-	-	-	-	-	-	-	363
Net income impact of other operating costs (benefit) - office consolidation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (537)
Shares used in computing income per diluted share	51,460	51,685	51,797	51,647	51,692	51,487	51,270	51,034	51,263	51,371	50,447
Diluted income per share impact of other operating costs (benefit) - office consolidation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (0.01)
Other operating costs - intangible assets impairment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,307
Income tax (benefit)(8)	-	-	-	-	-	-	-	-	-	-	(1,991)
Net income impact of other operating costs - intangible assets impairment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,316
Shares used in computing income per diluted share	51,460	51,685	51,797	51,647	51,692	51,487	51,270	51,034	51,263	51,371	50,447
Diluted income per share impact of other operating costs - intangible assets impairment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.11
Severance expense	\$ 638	\$ 984	\$ 816	\$ 2,438	\$ 847	\$ 597	\$ 243	\$ 1,236	\$ 2,076	\$ 2,923	\$ 5,819
Income tax (benefit)(8)	(238)	(310)	(298)	(846)	(302)	(199)	(96)	(440)	(735)	(1,037)	(2,128)
Net income impact of severance expense	\$ 400	\$ 674	\$ 518	\$ 1,592	\$ 545	\$ 398	\$ 147	\$ 796	\$ 1,341	\$ 1,886	\$ 3,691
Shares used in computing income per diluted share	51,460	51,685	51,797	51,647	51,692	51,487	51,270	51,034	51,263	51,371	50,447
Diluted income per share impact of severance expense	\$ 0.01	\$ 0.01	\$ 0.01	\$ 0.03	\$ 0.01	\$ 0.01	\$ -	\$ 0.02	\$ 0.03	\$ 0.04	\$ 0.07
Other operating costs - contingent acquisition liability adjustment	\$ -	\$ 620	\$ -	\$ 620	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Income tax (benefit)(8)	-	(250)	-	(250)	-	-	-	-	-	-	-
Net income impact of other operating costs - contingent acquisition liability adjustment	\$ -	\$ 370	\$ -	\$ 370	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Shares used in computing income per diluted share	51,460	51,685	51,797	51,647	51,692	51,487	51,270	51,034	51,263	51,371	50,447
Diluted income per share impact of other operating costs - contingent acquisition liability adjustment	\$ -	\$ 0.01	\$ -	\$ 0.01	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net income	\$ 11,444	\$ 9,556	\$ 11,642	\$ 32,642	\$ 11,056	\$ 10,536	\$ 10,760	\$ 8,778	\$ 30,074	\$ 41,130	\$ 24,057
Net income impact of other operating costs (benefit) - office consolidation	-	-	-	-	-	-	-	-	-	-	(537)
Net income impact of other operating costs - intangible assets impairment	-	-	-	-	-	-	-	-	-	-	5,316
Net income impact of severance expense	400	674	518	1,592	545	398	147	796	1,341	1,886	3,691
Net income impact of other operating costs - contingent acquisition liability adjustment	-	370	-	370	-	-	-	-	-	-	-
Non recurring foreign tax elections	-	-	-	-	-	-	-	-	-	-	(1,751)
Adjusted net income	\$ 11,844	\$ 10,600	\$ 12,160	\$ 34,604	\$ 11,601	\$ 10,934	\$ 10,907	\$ 9,574	\$ 31,415	\$ 43,016	\$ 30,776
Shares used in computing income per diluted share	51,460	51,685	51,797	51,647	51,692	51,487	51,270	51,034	51,263	51,371	50,447
Adjusted earnings per share	\$ 0.23	\$ 0.21	\$ 0.23	\$ 0.67	\$ 0.22	\$ 0.21	\$ 0.21	\$ 0.19	\$ 0.61	\$ 0.84	\$ 0.61

FOOTNOTES

***TOTALS MAY NOT SUM DUE TO ROUNDING DIFFERENCES**

(1) Non-GAAP financial measure. See accompanying non-GAAP reconciliations to the most directly comparable GAAP financial measure.

(2) During the quarter ended June 30, 2012, the Company made changes to its reporting segments and prior period segment information has been recast to reflect these changes. See our press release dated July 24, 2012 for further information.

(3) International RBR is composed of the prior reported International Consulting Services segment.

(4) Technology, Data & Process is composed of technology solutions, invoice and insurance claims processing, market research and benchmarking businesses. In connection with our segment realignment, we have revised the definition of our technology businesses.

(5) Average FTE is our average headcount during the period adjusted for part-time status. Average FTE is further split between the following categories

a) Consulting FTE - individuals assigned to client service who record time to client engagements;

b) Technology, Data & Process FTE - individuals in businesses primarily dedicated to maintaining and delivering the services described in note (4) above, who do not generally record time to client specific projects and therefore, are not included in average bill rate and average utilization metrics (see note (6) and (7) below); and

c) Non-billable FTE - individuals assigned to administrative and support functions, including office services, corporate functions, and certain practice support functions.

As discussed in note (4) above, changes in our definition of our Technology, Data, and Process businesses resulted in changes to previously reported average FTE categories.

(6) Average bill rate is calculated by dividing fee revenues before certain adjustments such as discounts and markups, by the number of hours associated with the fee revenues. Fee revenues and hours billed on performance based services and related to Technology, Data & Process FTE are excluded from average bill rate. As discussed in note (4) above, changes in our definition of our Technology, Data, and Process businesses resulted in changes to previously reported average bill rate.

(7) Average utilization rate is calculated by dividing the number of hours of our Consulting FTE who recorded time to client engagements during a period, by the total available working hours for these consultants during the same period (1,850 hours annually). As discussed in note (4) above, changes in our definition of our Technology, Data, and Process businesses resulted in changes to previously reported average utilization.

(8) Effective income tax (benefit) has been determined based on specific tax jurisdiction.

(9) Non-GAAP Financial Information

This supplemental information includes certain non-GAAP financial measures as defined by the Securities and Exchange Commission. Reconciliations of these non-GAAP financial measures to the most directly comparable financial measure calculated and presented in accordance with generally accepted accounting principles (GAAP) have been provided. While management believes that these non-GAAP financial measures are useful in evaluating the Company's operations, this information should be considered as supplemental in nature and not as a substitute for, or superior to, any measure of performance prepared in accordance with GAAP. Management uses these non-GAAP financial measures in addition to GAAP measures to assess the Company's operations and financial results and believes they are useful indicators of operating performance and the Company's ability to generate cash flows from operations that are available for interest, debt service, taxes and capital expenditures. Investors should recognize that these measures may not be comparable to similarly-titled measure of other companies.

EBITDA, adjusted EBITDA, adjusted Net Income and adjusted Earnings per Share

EBITDA is earnings before interest, taxes, depreciation and amortization. Adjusted EBITDA excludes the impact of severance expense and other operating costs. Adjusted net income and adjusted earnings per share exclude the net income and per share net income impact of severance expense and other operating costs. Severance expense and other operating costs are not considered to be non-recurring, infrequent or unusual to our business. Management believes that these measures provide investors with enhanced comparability of the Company's results of operations across periods.

Free Cash Flow

Free cash flow is calculated as net cash provided from operations excluding changes in assets and liabilities and allowance for doubtful accounts less cash payments for property, plant and equipment and deferred acquisition related payments. Free cash flow does not represent discretionary cash available for spending as it excludes certain contractual obligations such as debt repayment. However, management believes that it provides investors with an indicator of cash available for on-going business operations and long term value creation.