

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

	TOTAL COMPANY										
	2012				2012	2011				2011	2010
All numbers in \$000s except per share data, DSO and percentages	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1	Full Year	Full Year
Revenues Before Reimbursements (RBR)	\$ 194,346	\$ 181,128	\$ 181,529	\$ 186,380	\$ 743,383	\$ 170,996	\$ 181,821	\$ 173,293	\$ 169,604	\$ 695,714	\$ 623,461
Y/Y Growth rate	14%	0%	5%	10%	7%	N/A	N/A	N/A	N/A	12%	N/A
Q/Q Growth rate	7%	0%	-3%	9%	N/A	-6%	5%	2%	N/A	N/A	N/A
Reimbursements	31,011	26,935	23,071	20,241	\$ 101,258	26,009	22,651	21,115	19,195	88,970	80,199
Total Revenues	225,357	208,063	204,600	206,621	\$ 844,641	197,005	204,472	194,408	188,799	784,684	703,660
Geographic Revenues as % of Total											
U.S. Operations	90%	90%	89%	89%	89%	88%	88%	87%	87%	88%	87%
Non U.S. Operations	10%	10%	11%	11%	11%	12%	12%	13%	13%	12%	13%
Cost of Services Before Reimbursable Expenses	126,377	122,392	122,243	123,960	494,972	112,199	123,209	116,822	114,815	467,045	418,523
% of RBR	65%	68%	67%	67%	67%	66%	68%	67%	68%	67%	67%
General and Administrative Expenses	36,664	33,086	35,848	35,557	141,155	34,000	32,863	31,143	32,409	130,415	121,685
% of RBR	19%	18%	20%	19%	19%	20%	18%	18%	19%	19%	20%
EBITDA (1)	30,280	25,650	22,818	26,863	105,611	24,797	25,749	25,328	22,380	98,254	84,153
% of RBR	15.6%	14.2%	12.6%	14.4%	14.2%	14.5%	14.2%	14.6%	13.2%	14.1%	13.5%
Adjusted EBITDA (1)	33,777	26,288	24,422	27,679	112,166	25,644	26,346	25,571	23,616	101,177	89,072
% of RBR	17.4%	14.5%	13.5%	14.9%	15.1%	15.0%	14.5%	14.8%	13.9%	14.5%	14.3%
Operating Income	24,280	20,528	17,428	21,622	83,858	19,598	20,034	19,959	16,702	76,293	50,021
% of RBR	12%	11%	10%	12%	11%	11%	11%	12%	10%	11%	8%
Net Income	13,527	11,444	9,556	11,642	46,169	11,056	10,536	10,760	8,778	41,130	24,057
% of RBR	7%	6%	5%	6%	6%	6%	6%	6%	5%	6%	4%
Y/Y Growth rate	22%	9%	-11%	33%	12%	N/A	N/A	N/A	N/A	71%	N/A
Q/Q Growth rate	18%	20%	-18%	5%	N/A	5%	-2%	23%	N/A	N/A	N/A
Net Income Per Diluted Share (EPS)	0.26	0.22	0.18	0.22	0.90	0.21	0.20	0.21	0.17	0.80	0.48
Adjusted Net Income Per Diluted Share (1)	0.31	0.23	0.21	0.23	0.98	0.22	0.21	0.21	0.19	0.84	0.61
Shares used in computing net income per diluted share	51,340	51,460	51,685	51,797	51,572	51,692	51,487	51,270	51,034	51,371	50,447
Balance Sheet											
Cash and cash equivalents	1,052	1,239	-	74	1,052	2,969	1,424	384	1,632	2,969	1,981
Accounts receivable, net	198,709	209,594	205,213	196,271	198,709	179,041	198,809	190,730	186,245	179,041	179,058
Days sales outstanding (DSO)	72	85	84	80	72	76	81	82	83	76	81
Bank debt	134,183	155,538	167,656	187,030	134,183	131,790	173,622	205,221	228,618	131,790	202,951
Free Cash Flow (1)	5,511	17,508	21,142	13,118	57,279	9,674	16,025	11,263	21,679	58,641	47,645
Share-based compensation expense related to client service personnel	1,417	1,421	1,461	1,398	5,697	1,386	1,477	1,481	870	5,214	3,885

SEGMENT INFORMATION (2)

	2012				2012	2011				2011	2010
	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1	Full Year	Full Year
All numbers in \$000s except percentages											
Business Segment RBR											
Disputes, Investigations & Economics	\$ 85,142	\$ 82,325	\$ 81,350	\$ 91,219	\$ 340,036	\$ 82,305	\$ 85,723	\$ 86,140	\$ 84,797	\$ 338,965	\$ 344,548
% of Total Company RBR	44%	45%	45%	49%	46%	48%	47%	50%	50%	49%	55%
Financial, Risk & Compliance Advisory	43,390	39,194	42,800	37,230	162,614	32,653	39,850	33,134	30,835	136,472	98,288
% of Total Company RBR	22%	22%	24%	20%	22%	19%	22%	19%	18%	20%	16%
Healthcare	41,800	36,701	36,022	36,542	151,065	34,991	34,023	32,041	33,556	134,611	105,933
% of Total Company RBR	22%	20%	20%	20%	20%	20%	19%	18%	20%	19%	17%
Energy	24,014	22,908	21,357	21,389	89,668	21,047	22,225	21,978	20,416	85,666	74,692
% of Total Company RBR	12%	13%	12%	11%	12%	12%	12%	13%	12%	12%	12%
Total Company	\$ 194,346	\$ 181,128	\$ 181,529	\$ 186,380	\$ 743,383	\$ 170,996	\$ 181,821	\$ 173,293	\$ 169,604	\$ 695,714	\$ 623,461
Business Segment Revenues											
Disputes, Investigations & Economics	\$ 91,459	\$ 88,984	\$ 86,894	\$ 97,089	\$ 364,426	\$ 90,346	\$ 93,559	\$ 95,472	\$ 91,473	\$ 370,850	\$ 379,846
% of Total Company Revenues	41%	43%	42%	47%	43%	46%	46%	49%	48%	47%	54%
Financial, Risk & Compliance Advisory	57,196	50,295	52,847	43,828	204,166	40,651	45,447	37,408	36,157	159,663	112,830
% of Total Company Revenues	25%	24%	26%	21%	24%	21%	22%	19%	19%	20%	16%
Healthcare	47,428	40,957	40,839	40,926	170,150	39,915	38,656	36,102	37,168	151,841	122,807
% of Total Company Revenues	21%	20%	20%	20%	20%	20%	19%	19%	20%	19%	17%
Energy	29,274	27,827	24,020	24,778	105,899	26,093	26,810	25,426	24,001	102,330	88,177
% of Total Company Revenues	13%	13%	12%	12%	13%	13%	13%	13%	13%	13%	13%
Total Company	\$ 225,357	\$ 208,063	\$ 204,600	\$ 206,621	\$ 844,641	\$ 197,005	\$ 204,472	\$ 194,408	\$ 188,799	\$ 784,684	\$ 703,660
Segment Operating Profit											
Disputes, Investigations & Economics	\$ 32,125	\$ 29,000	\$ 27,995	\$ 34,168	\$ 123,288	\$ 30,504	\$ 31,669	\$ 31,191	\$ 29,308	\$ 122,672	\$ 118,459
% of Segment RBR	38%	35%	34%	37%	36%	37%	37%	36%	35%	36%	34%
Financial, Risk & Compliance Advisory	16,577	12,830	15,402	13,755	58,564	11,997	11,531	11,136	10,242	44,906	31,197
% of Segment RBR	38%	33%	36%	37%	36%	37%	29%	34%	33%	33%	32%
Healthcare	15,711	12,315	11,463	11,470	50,959	11,756	10,610	9,659	10,714	42,739	37,348
% of Segment RBR	38%	34%	32%	31%	34%	34%	31%	30%	32%	32%	35%
Energy	9,155	7,837	7,475	7,254	31,721	8,180	8,644	8,324	7,734	32,882	28,911
% of Segment RBR	38%	34%	35%	34%	35%	39%	39%	38%	38%	38%	39%
Total Company	\$ 73,568	\$ 61,982	\$ 62,335	\$ 66,647	\$ 264,532	\$ 62,437	\$ 62,454	\$ 60,310	\$ 57,998	\$ 243,199	\$ 215,915
% of Total Company RBR	38%	34%	34%	36%	36%	37%	34%	35%	34%	35%	35%

SUPPLEMENTAL REVENUE INFORMATION

International RBR (3)	\$ 15,975	\$ 15,313	\$ 17,394	\$ 17,525	\$ 66,207	\$ 16,481	\$ 17,120	\$ 16,318	\$ 15,508	\$ 65,427	\$ 56,620
% of Total Company RBR	8%	8%	10%	9%	9%	10%	9%	9%	9%	9%	9%
Technology, Data & Process RBR (4)	\$ 22,050	\$ 23,166	\$ 20,122	\$ 19,865	\$ 85,203	\$ 16,689	\$ 14,332	\$ 9,943	\$ 10,720	\$ 51,684	\$ 39,580
% of Total Company RBR	11%	13%	11%	11%	11%	10%	8%	6%	6%	7%	6%

METRIC INFORMATION (2)

	2012				2012	2011				2011	2010
	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1	Full Year	Full Year
Average Client Service Full-Time Equivalent (FTE) Headcount (4)(5)											
Disputes, Investigations & Economics											
Consulting	594	600	617	635	611	655	667	664	688	668	785
Technology, Data & Process	195	190	177	160	181	144	139	109	112	126	134
Total Client Service FTE	789	790	794	795	792	799	806	773	800	794	919
Financial, Risk & Compliance Advisory											
Consulting	266	269	276	272	271	258	252	242	240	248	203
Total Client Service FTE	266	269	276	272	271	258	252	242	240	248	203
Healthcare											
Consulting	420	362	355	366	376	380	362	346	356	361	291
Technology, Data & Process	157	153	155	155	155	149	116	113	104	121	18
Total Client Service FTE	577	515	510	521	531	529	478	459	460	482	309
Energy											
Consulting	319	309	302	299	307	303	302	290	282	294	256
Technology, Data & Process	43	36	10	10	25	-	-	-	-	-	-
Total Client Service FTE	362	345	312	309	332	303	302	290	282	294	256
Total Company											
Consulting	1,599	1,540	1,550	1,572	1,565	1,596	1,583	1,542	1,566	1,571	1,535
Technology, Data & Process	395	379	342	325	361	293	255	222	216	247	152
Total Client Service FTE	1,994	1,919	1,892	1,897	1,926	1,889	1,838	1,764	1,782	1,818	1,687
Average Bill Rate (4)(6)											
Disputes, Investigations & Economics	346	341	340	340	343	333	329	326	323	326	303
Financial, Risk & Compliance Advisory	284	292	299	310	295	314	332	340	317	329	320
Healthcare	241	249	250	266	247	251	241	241	249	243	239
Energy	188	188	192	195	190	188	189	189	191	189	198
Total Company	276	279	281	291	281	283	282	283	281	282	275
Average Utilization (based on 1,850 hrs) (4)(7)											
Disputes, Investigations & Economics	77%	72%	69%	77%	74%	73%	74%	79%	76%	75%	71%
Financial, Risk & Compliance Advisory	66%	65%	70%	75%	69%	73%	74%	79%	80%	76%	72%
Healthcare	78%	79%	79%	78%	79%	73%	78%	79%	76%	77%	79%
Energy	77%	77%	76%	76%	77%	77%	80%	83%	81%	80%	78%
Total Company	75%	73%	73%	77%	75%	74%	76%	80%	78%	77%	74%
Period End FTE Employees (4)(6)											
Consulting	1,613	1,557	1,522	1,561	1,613	1,578	1,586	1,546	1,556	1,578	1,559
Technology, Data, & Process	400	387	351	340	400	304	268	222	220	304	220
Non-billable	546	548	542	517	546	527	527	526	529	527	528
Total Company	2,559	2,492	2,415	2,418	2,559	2,409	2,381	2,294	2,305	2,409	2,307

NON-GAAP RECONCILIATIONS PAGE 1 OF 2

EBITDA AND ADJUSTED EBITDA (9)

	2012				2012	2011				2011	2010
	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1	Full Year	Full Year
All numbers in \$000s except percentages											
Operating Income	\$ 24,280	\$ 20,528	\$ 17,428	\$ 21,622	\$ 83,858	\$ 19,598	\$ 20,034	\$ 19,959	\$ 16,702	\$ 76,293	\$ 50,021
Depreciation expense	4,112	3,618	3,740	3,516	14,986	3,239	3,481	3,206	3,377	13,303	14,457
Amortization expense	1,888	1,504	1,650	1,725	6,767	1,960	2,234	2,163	2,301	8,658	12,368
Intangible assets impairment	-	-	-	-	-	-	-	-	-	-	7,307
EBITDA	30,280	25,650	22,818	26,863	105,611	24,797	25,749	25,328	22,380	98,254	84,153
Add:											
Other operating costs (benefit):											
Contingent acquisition liability adjustment	445	-	620	-	1,065	-	-	-	-	-	-
Office consolidation (excluding depreciation above)	580	-	-	-	580	-	-	-	-	-	(900)
Severance expense	2,472	638	984	816	4,910	847	597	243	1,236	2,923	5,819
Adjusted EBITDA	33,777	26,288	24,422	27,679	112,166	25,644	26,346	25,571	23,616	101,177	89,072
General and administrative expenses	36,664	33,086	35,848	35,557	141,155	34,000	32,863	31,143	32,409	130,415	121,685
Long term compensation expense related to client service personnel (including share-based compensation)	5,599	3,246	3,049	4,227	16,121	3,640	3,842	3,839	3,209	14,530	10,977
Severance expense added above	(2,472)	(638)	(984)	(816)	(4,910)	(847)	(597)	(243)	(1,236)	(2,923)	(5,819)
Total Segment Operating Profit	\$ 73,568	\$ 61,982	\$ 62,335	\$ 66,647	\$ 264,532	\$ 62,437	\$ 62,454	\$ 60,310	\$ 57,998	\$ 243,199	\$ 215,915

FREE CASH FLOW (9)

Net cash provided by (used in) operating activities	\$ 67,521	\$ 25,106	\$ 26,425	\$ (43,090)	\$ 75,962	\$ 57,090	\$ 40,318	\$ 37,379	\$ (23,420)	\$ 111,367	\$ 41,768
Changes in other assets and liabilities	(44,721)	(3,009)	485	68,379	21,134	(36,129)	(19,974)	(13,436)	49,065	(20,474)	36,104
Allowance for doubtful accounts	(2,219)	(1,057)	(1,893)	(1,160)	(6,329)	(1,634)	(2,248)	(1,003)	(2,025)	(6,910)	(8,211)
Purchases of property and equipment	(5,541)	(3,532)	(3,153)	(7,826)	(20,052)	(4,903)	(2,071)	(1,677)	(1,724)	(10,375)	(11,959)
Payments of acquisition liabilities	(3,750)	-	(356)	(750)	(4,856)	(4,750)	-	(10,000)	(217)	(14,967)	(2,750)
Payments of contingent acquisition liabilities	(5,779)	-	(366)	(2,435)	(8,580)	-	-	-	-	-	-
Intangible assets impairment	-	-	-	-	-	-	-	-	-	-	(7,307)
Free Cash Flow	\$ 5,511	\$ 17,508	\$ 21,142	\$ 13,118	\$ 57,279	\$ 9,674	\$ 16,025	\$ 11,263	\$ 21,679	\$ 58,641	\$ 47,645

ADJUSTED NET INCOME AND ADJUSTED EARNINGS PER SHARE (9)

	2012				2012	2011				2011	2010
	Q4	Q3	Q2	Q1	Full Year	Q4	Q3	Q2	Q1	Full Year	Full Year
All numbers in \$000s except percentages and per share data											
Other operating costs (benefit) - office consolidation	\$ 580	\$ -	\$ -	\$ -	\$ 580	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (900)
Income tax (benefit)(8)	(234)	-	-	-	(234)	-	-	-	-	-	363
Net income impact of other operating costs (benefit) - office consolidation	\$ 346	\$ -	\$ -	\$ -	\$ 346	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (537)
Shares used in computing income per diluted share	51,340	51,460	51,685	51,797	51,572	51,692	51,487	51,270	51,034	51,371	50,447
Diluted income per share impact of other operating costs (benefit) - office consolidation	\$ 0.01	\$ -	\$ -	\$ -	\$ 0.01	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (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 net income per diluted share	51,340	51,460	51,685	51,797	51,572	51,692	51,487	51,270	51,034	51,371	50,447
Diluted income per share impact of other operating costs - intangible assets impairment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0.11
Severance expense	\$ 2,472	\$ 638	\$ 984	\$ 816	\$ 4,910	\$ 847	\$ 597	\$ 243	\$ 1,236	\$ 2,923	\$ 5,819
Income tax (benefit)(8)	(930)	(238)	(310)	(298)	(1,776)	(302)	(199)	(96)	(440)	(1,037)	(2,128)
Net income impact of severance expense	\$ 1,542	\$ 400	\$ 674	\$ 518	\$ 3,134	\$ 545	\$ 398	\$ 147	\$ 796	\$ 1,886	\$ 3,691
Shares used in computing net income per diluted share	51,340	51,460	51,685	51,797	51,572	51,692	51,487	51,270	51,034	51,371	50,447
Diluted income per share impact of severance expense	\$ 0.03	\$ 0.01	\$ 0.01	\$ 0.01	\$ 0.06	\$ 0.01	\$ 0.01	\$ -	\$ 0.02	\$ 0.04	\$ 0.07
Other operating costs - contingent acquisition liability adjustment	\$ 445	\$ -	\$ 620	\$ -	\$ 1,065	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Income tax (benefit)(8)	(180)	-	(250)	-	(430)	-	-	-	-	-	-
Net income impact of other operating costs - contingent acquisition liability adjustment	\$ 265	\$ -	\$ 370	\$ -	\$ 635	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Shares used in computing net income per diluted share	51,340	51,460	51,685	51,797	51,572	51,692	51,487	51,270	51,034	51,371	50,447
Diluted income per share impact of other operating costs - contingent acquisition liability adjustment	\$ 0.01	\$ -	\$ 0.01	\$ -	\$ 0.01	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net income	\$ 13,527	\$ 11,444	\$ 9,556	\$ 11,642	\$ 46,169	\$ 11,056	\$ 10,536	\$ 10,760	\$ 8,778	\$ 41,130	\$ 24,057
Net income impact of other operating costs (benefit) - office consolidation	346	-	-	-	346	-	-	-	-	-	(537)
Net income impact of other operating costs - intangible assets impairment	-	-	-	-	-	-	-	-	-	-	5,316
Net income impact of severance expense	1,542	400	674	518	3,134	545	398	147	796	1,886	3,691
Net income impact of other operating costs - contingent acquisition liability adjustment	265	-	370	-	635	-	-	-	-	-	-
Non recurring foreign tax elections	-	-	-	-	-	-	-	-	-	-	(1,751)
Adjusted net income	\$ 15,680	\$ 11,844	\$ 10,600	\$ 12,160	\$ 50,284	\$ 11,601	\$ 10,934	\$ 10,907	\$ 9,574	\$ 43,016	\$ 30,776
Shares used in computing net income per diluted share	51,340	51,460	51,685	51,797	51,572	51,692	51,487	51,270	51,034	51,371	50,447
Adjusted earnings per share	\$ 0.31	\$ 0.23	\$ 0.21	\$ 0.23	\$ 0.98	\$ 0.22	\$ 0.21	\$ 0.21	\$ 0.19	\$ 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 businesses are comprised of our technology enabled professional services, including e-discovery services and data analytics, technology solutions and data services, invoice and insurance claims processing, market research and benchmarking 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) Client Service FTE - individuals who directly or indirectly serve our clients.

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

ii) Technology, Data & Process FTE - individuals in businesses primarily dedicated to maintaining and delivering the services described in note (4) above and are not included in average bill rate and average utilization metrics (see note (6) and (7) below); and

b) 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 non-GAAP financial 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 the change in assets and liabilities and allowance for doubtful accounts less cash payments for property, plant and equipment and deferred acquisition liabilities. 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.