



Full-Year 2018 Guidance Updated for Acquisition of SHYFT Analytics:
 Reconciliation of Forward-Looking Non-GAAP Financial Measures to Most Comparable Forward-Looking GAAP
 Financial Measures

(Amounts in millions)

	Estimated Full-Year 2018
Total revenues	\$624.0 - \$648.0
GAAP operating income:	\$45.5 - \$53.5
<i>Stock-based compensation (1)</i>	64.0
<i>Depreciation and amortization (1)</i>	34.0
<i>Contingent consideration adjustment (1)</i>	0.5
<i>Cash compensation from acquisition-related agreements (1)</i>	2.0
Non-GAAP operating income	\$146.0 - \$154.0
GAAP net income:	\$28.5 - \$35.5
<i>Stock-based compensation (1)</i>	64.0
<i>Amortization (1)</i>	6.0
<i>Non-cash interest expense (1)</i>	10.0
<i>Contingent consideration adjustment (1)</i>	0.5
<i>Cash compensation from acquisition-related agreements (1)</i>	2.0
<i>Tax impact on add-back items (2)</i>	(20.5)
Adjusted non-GAAP net income	\$90.5 - \$97.5
Fully diluted share count	61.0

(1) Represents the estimated midpoint of our guidance range.

(2) Tax impact estimated using a 25% rate.