



GP STRATEGIES CORPORATION AND SUBSIDIARIES

Non-GAAP Reconciliation – EBITDA ⁽¹⁾

(In thousands)

(Unaudited)

	Quarter ended		Year ended	
	December 31,		December 31,	
	<u>2013</u>	<u>2012</u>	<u>2013</u>	<u>2012</u>
Net income ⁽²⁾	\$ 7,441	\$ 6,137	\$ 23,756	\$ 22,688
Interest expense	110	94	366	269
Income tax expense	4,738	4,115	14,732	13,114
Depreciation and amortization	2,362	2,051	8,617	7,971
EBITDA	<u>\$ 14,651</u>	<u>\$ 12,397</u>	<u>\$ 47,471</u>	<u>\$ 44,042</u>

(1) Earnings before interest, income taxes, depreciation and amortization (EBITDA) is a widely used non-GAAP financial measure of operating performance. It is presented as supplemental information that the Company believes is useful to investors to evaluate its results because it excludes certain items that are not directly related to the Company's core operating performance. EBITDA is calculated by adding back to net income interest expense, income tax expense, depreciation and amortization. EBITDA should not be considered as substitutes either for net income, as an indicator of the Company's operating performance, or for cash flow, as a measure of the Company's liquidity. In addition, because EBITDA may not be calculated identically by all companies, the presentation here may not be comparable to other similarly titled measures of other companies.

(2) Net income includes the following infrequently occurring or acquisition-related amounts:

- Income tax benefits of \$1,602,000 in the third quarter of 2012 on the reductions of uncertain tax position liabilities.
- Net gains of \$1,249,000 and \$1,676,000, on the change in fair value of contingent consideration for the fourth quarter and year ended December 31, 2013, respectively, compared to a net gain of \$74,000 and a net loss of \$789,000 (for which no income tax benefit was recognized) for the fourth quarter and year ended December 31, 2012, respectively.