

Q4 2018 Reconciliation of GAAP to Non-GAAP Product Sales

The table below sets forth the reconciliation of product sales, cost of sales as reported under U.S. Generally Accepted Accounting Principles ("GAAP") to non-GAAP product sales for the three months ended December 31, 2018.

<u>(dollars in millions)</u>	Three Months Ended December 31, 2018 (As Reported)	Non-GAAP GSA Adjustment	Three Months Ended December 31, 2018 (Non-GAAP)
Sales			
Product	\$ 91.5	\$ 3.8	\$ 95.3
Service	21.3	1.0	22.3
Total sales	<u>112.8</u>	<u>4.8</u>	<u>117.6</u>

These non-GAAP financial measures are provided to enhance investors' overall understanding of the Company's historical operations and financial performance and, as presented, may not be comparable to similarly titled measures of other companies due to varying methods of calculation.

