Non-GAAP Measures

Western Union's management believes the non-GAAP financial measures presented provide meaningful supplemental information regarding our operating results to assist management, investors, analysts, and others in understanding our financial results and to better analyze trends in our underlying business, because they provide consistency and comparability to prior periods.

These non-GAAP financial measures include revenue change constant currency adjusted; operating margin, excluding the impact from NYDFS Settlement and WU Way business transformation expenses (as defined in the notes below); EBITDA margin; adjusted EBITDA margin, excluding the impact from NYDFS Settlement and WU Way business transformation expenses; diluted EPS, excluding the impact from NYDFS Settlement and WU Way business transformation expenses and Tax Act (as defined in the notes below); effective tax rate, excluding the impact from NYDFS Settlement and WU Way business transformation expenses and Tax Act; Consumer-to-Consumer segment revenue change, constant currency adjusted; Consumer-to-Consumer segment principal per transaction change, constant currency adjusted; Consumer-to-Consumer segment cross-border principal change, constant currency adjusted; Consumer-to-Consumer segment region and westernunion.com revenue change, constant currency adjusted; Business Solutions segment revenue change, constant currency adjusted; Business Solutions segment EBITDA margin; and Other revenue change, constant currency adjusted. Although the expenses related to the WU Way are specific to that initiative, the types of expenses related to the WU Way initiative are similar to expenses that the Company has previously incurred and can reasonably be expected to incur in the future. Constant currency results assume foreign revenues are translated from foreign currencies to the U.S. dollar, net of the effect of foreign currency hedges, at rates consistent with those in the prior year.

A non-GAAP financial measure should not be considered in isolation or as a substitute for the most comparable GAAP financial measure. A non-GAAP financial measure reflects an additional way of viewing aspects of our operations that, when viewed with our GAAP results and the reconciliation to the corresponding GAAP financial measure, provide a more complete understanding of our business. Users of the financial statements are encouraged to review our financial statements and publicly-filed reports in their entirety and not to rely on any single financial measure. A reconciliation of non-GAAP financial measures to the most directly comparable GAAP financial measures is included below.

All adjusted year-over-year changes were calculated using prior year amounts, which have been adjusted for changes in our reporting segments, as described in our earnings press release. Amounts included below are in millions, unless indicated otherwise.

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Reconciliation of Non-GAAP Measures

	2Q17	3Q17	4Q17	FY2017	1Q18	2Q18	YTD 2Q18
Consolidated Metrics							
Revenues, as reported (GAAP)	$ 1,378.9	$ 1,404.7	$ 1,438.3	$ 5,524.3	$ 1,389.4	$ 1,411.1	$ 2,800.5
Foreign currency translation impact (a)	29.0	7.7	(5.5)	61.3	(18.9)	9.1	(9.8)
Revenues, constant currency adjusted	$ 1,407.9	$ 1,412.4	$ 1,432.8	$ 5,585.6	$ 1,370.5	$ 1,420.2	$ 2,790.7
Prior year revenues, as reported (GAAP)	$ 1,375.7	$ 1,377.8	$ 1,371.7	$ 5,422.9	$ 1,302.4	$ 1,378.9	$ 2,681.3
Revenue change, as reported (GAAP)	0%	2%	5%	2%	7%	2%	4%
Revenue change, constant currency adjusted	2%	3%	4%	3%	5%	3%	4%
Operating income/(loss), as reported (GAAP) (i)	$ 215.4	$ 272.2	$ (251.9)	$ 475.8	$ 264.9	$ 283.6	$ 548.5
Foreign currency translation impact (a)	6.8	8.9	13.3	44.0	3.4	2.9	6.3
Goodwill impairment (b)	N/A	N/A	464.0	464.0	N/A	N/A	N/A
NYDFS Consent Order (c)	49.0	—	11.0	60.0	N/A	N/A	N/A
Joint Settlement Agreements (d)	—	8.0	—	8.0	N/A	N/A	N/A
WU Way business transformation expenses (e)	35.0	9.9	35.2	94.4	N/A	N/A	N/A
Operating income, constant currency adjusted, excluding Goodwill impairment, NYDFS Consent Order, Joint Settlement Agreements and WU Way business transformation expenses	$ 306.2	$ 299.0	$ 271.6	$ 1,146.2	$ 268.3	$ 286.5	$ 554.8
Prior year operating income, excluding NYDFS Consent Order, Joint Settlement Agreements and WU Way business transformation expenses	$ 278.2	$ 299.2	$ 271.5	$ 1,108.3	$ 254.4	$ 299.4	$ 553.8
Operating income change, as reported (GAAP)	(18)%	(2)%	19%	(2)%	10%	32%	20%
Operating income change, constant currency adjusted, excluding Goodwill impairment, NYDFS Consent Order, Joint Settlement Agreements and WU Way business transformation expenses	10%	0%	0%	3%	5%	(4)%	0%
Operating income/(loss), as reported (GAAP) (i)	$ 215.4	$ 272.2	$ (251.9)	$ 475.8	$ 264.9	$ 283.6	$ 548.5
Goodwill impairment (b)	N/A	N/A	464.0	464.0	N/A	N/A	N/A
NYDFS Consent Order (c)	49.0	—	11.0	60.0	N/A	N/A	N/A
Joint Settlement Agreements (d)	—	8.0	—	8.0	N/A	N/A	N/A
WU Way business transformation expenses (e)	35.0	9.9	35.2	94.4	N/A	N/A	N/A
Operating income, excluding Goodwill impairment, NYDFS Consent Order, Joint Settlement Agreements and WU Way business transformation expenses	$ 299.4	$ 290.1	$ 258.3	$ 1,102.2	$ 264.9	$ 283.6	$ 548.5
Operating margin, as reported (GAAP) (i)	15.6%	19.4%	(17.5)%	8.6%	19.1%	20.1%	19.6%
Operating margin, excluding Goodwill impairment, NYDFS Consent Order, Joint Settlement Agreements and WU Way business transformation expenses	21.7%	20.7%	18.0%	20.0%	19.1%	20.1%	19.6%

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Reconciliation of Non-GAAP Measures

	2Q17	3Q17	4Q17	FY2017	1Q18	2Q18	YTD 2Q18
Consolidated Metrics cont.							
Operating income/(loss), as reported (GAAP) (i)	$ 215.4	$ 272.2	$ (251.9)	$ 475.8	$ 264.9	$ 283.6	$ 548.5
Reversal of depreciation and amortization	65.2	65.5	65.8	262.9	66.7	65.7	132.4
EBITDA (g)	$ 280.6	$ 337.7	$ (186.1)	$ 738.7	$ 331.6	$ 349.3	$ 680.9
Goodwill impairment (b)	N/A	N/A	464.0	464.0	N/A	N/A	N/A
NYDFS Consent Order (c)	49.0	—	11.0	60.0	N/A	N/A	N/A
Joint Settlement Agreements (d)	—	8.0	—	8.0	N/A	N/A	N/A
WU Way business transformation expenses (e)	35.0	9.9	35.2	94.4	N/A	N/A	N/A
Adjusted EBITDA, excluding Goodwill impairment, NYDFS Consent Order, Joint Settlement Agreements and WU Way business transformation expenses	$ 364.6	$ 355.6	$ 324.1	$ 1,365.1	$ 331.6	$ 349.3	$ 680.9
Operating margin, as reported (GAAP) (i)	15.6%	19.4%	(17.5)%	8.6%	19.1%	20.1%	19.6%
EBITDA margin	20.4%	24.0%	(13.0)%	13.4%	23.9%	24.7%	24.3%
Adjusted EBITDA margin, excluding Goodwill impairment, NYDFS Consent Order, Joint Settlement Agreements and WU Way business transformation expenses	26.4%	25.3%	22.5%	24.7%	23.9%	24.7%	24.3%
Net income/(loss), as reported (GAAP)	$ 166.5	$ 235.6	$ (1,120.9)	$ (557.1)	$ 213.6	$ 217.6	$ 431.2
Goodwill impairment (b)	N/A	N/A	464.0	464.0	N/A	N/A	N/A
NYDFS Consent Order (c)	49.0	—	11.0	60.0	N/A	N/A	N/A
Joint Settlement Agreements (d)	—	8.0	—	8.0	N/A	N/A	N/A
WU Way business transformation expenses (e)	35.0	9.9	35.2	94.4	N/A	N/A	N/A
Income tax benefit from Goodwill impairment (b)	N/A	N/A	(17.2)	(17.2)	N/A	N/A	N/A
Income tax benefit from Joint Settlement Agreements (d)	—	(2.9)	—	(2.9)	N/A	N/A	N/A
Income tax benefit from WU Way business transformation expenses (e)	(12.3)	(2.7)	(11.1)	(31.1)	N/A	N/A	N/A
Income tax expense/(benefit) from Tax Act (f)	N/A	N/A	828.3	828.3	(6.0)	(6.2)	(12.2)
Goodwill impairment, NYDFS Consent Order, Joint Settlement Agreements and WU Way business transformation expenses, net of income tax expense/(benefit) and Tax Act	71.7	12.3	1,310.2	1,403.5	(6.0)	(6.2)	(12.2)
Net income, excluding Goodwill impairment, NYDFS Consent Order, Joint Settlement Agreements, WU Way business transformation expenses and Tax Act	$ 238.2	$ 247.9	$ 189.3	$ 846.4	$ 207.6	$ 211.4	$ 419.0

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Reconciliation of Non-GAAP Measures

	2Q17	3Q17	4Q17	FY2017	1Q18	2Q18	YTD 2Q18
Consolidated Metrics cont.							
Diluted earnings/(loss) per share ("EPS"), as reported (GAAP) ($ - dollars)	$ 0.35	$ 0.51	$ (2.44)	$ (1.19)	$ 0.46	$ 0.47	$ 0.93
EPS impact as a result of Goodwill impairment ($ - dollars) (b)	N/A	N/A	$ 1.01	$ 1.00	N/A	N/A	N/A
EPS impact as a result of NYDFS Consent Order ($ - dollars) (c)	$ 0.10	$ —	$ 0.02	$ 0.13	N/A	N/A	N/A
EPS impact as a result of Joint Settlement Agreements ($ - dollars) (d)	$ —	$ 0.02	$ —	$ 0.02	N/A	N/A	N/A
EPS impact as a result of WU Way business transformation expenses ($ - dollars) (e)	$ 0.07	$ 0.02	$ 0.08	$ 0.20	N/A	N/A	N/A
EPS impact from income tax benefit from Goodwill impairment ($ - dollars) (b)	N/A	N/A	$ (0.04)	$ (0.04)	N/A	N/A	N/A
EPS impact from income tax benefit from Joint Settlement Agreements ($ - dollars) (d)	$ —	$ (0.01)	$ —	$ (0.01)	N/A	N/A	N/A
EPS impact from income tax benefit from WU Way business transformation expenses ($ - dollars) (e)	$ (0.02)	$ (0.01)	$ (0.02)	$ (0.07)	N/A	N/A	N/A
EPS impact as a result of Tax Act ($ - dollars) (f)	N/A	N/A	$ 1.80	$ 1.76	$ (0.01)	$ (0.01)	$ (0.02)
EPS impact as a result of Goodwill impairment, NYDFS Consent Order, Joint Settlement Agreements and WU Way business transformation expenses, net of income tax expense/(benefit) and Tax Act ($ - dollars)	$ 0.15	$ 0.02	$ 2.85	$ 2.99	$ (0.01)	$ (0.01)	$ (0.02)
Diluted EPS, excluding Goodwill impairment, NYDFS Consent Order, Joint Settlement Agreements, WU Way business transformation expenses and Tax Act ($ - dollars)	$ 0.50	$ 0.53	$ 0.41	$ 1.80	$ 0.45	$ 0.46	$ 0.91
Diluted weighted-average shares outstanding (h)	472.0	465.4	462.9	470.9	463.6	459.6	461.6
Effective tax rate, as reported (GAAP)	10%	2%	(288)%	260%	9%	15%	12%
Impact from Goodwill impairment (b)	N/A	N/A	773%	(146)%	N/A	N/A	N/A
Impact from NYDFS Consent Order (c)	(2)%	0%	(29)%	(8)%	N/A	N/A	N/A
Impact from Joint Settlement Agreements (d)	0%	1%	0%	(1)%	N/A	N/A	N/A
Impact from WU Way business transformation expenses (e)	3%	1%	(67)%	(7)%	N/A	N/A	N/A
Impact from Tax Act (f)	N/A	N/A	(375)%	(85)%	2%	2%	2%
Effective tax rate, excluding Goodwill impairment, NYDFS Consent Order, Joint Settlement Agreements, WU Way business transformation expenses and Tax Act	11%	4%	14%	13%	11%	17%	14%

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Reconciliation of Non-GAAP Measures

	2Q17	3Q17	4Q17	FY2017	1Q18	2Q18	YTD 2Q18
Consumer-to-Consumer Segment							
Revenues, as reported (GAAP)	$ 1,087.3	$ 1,107.7	$ 1,144.5	$ 4,354.5	$ 1,091.0	$ 1,127.5	$ 2,218.5
Foreign currency translation impact (a)	20.8	1.8	(9.0)	37.7	(26.4)	(9.6)	(36.0)
Revenues, constant currency adjusted	$ 1,108.1	$ 1,109.5	$ 1,135.5	$ 4,392.2	$ 1,064.6	$ 1,117.9	$ 2,182.5
Prior year revenues, as reported (GAAP)	$ 1,095.8	$ 1,098.9	$ 1,092.5	$ 4,304.6	$ 1,015.0	$ 1,087.3	$ 2,102.3
Revenue change, as reported (GAAP)	(1)%	1%	5%	1%	7%	4%	6%
Revenue change, constant currency adjusted	1%	1%	4%	2%	5%	3%	4%
Principal per transaction, as reported ($ - dollars)	$ 293	$ 302	$ 300	$ 297	$ 307	$ 306	$ 307
Foreign currency translation impact ($ - dollars) (a)	3	(2)	(6)	(1)	(10)	(4)	(7)
Principal per transaction, constant currency adjusted ($ - dollars)	$ 296	$ 300	$ 294	$ 296	$ 297	$ 302	$ 300
Prior year principal per transaction, as reported ($ - dollars)	$ 301	$ 300	$ 292	$ 298	$ 292	$ 293	$ 292
Principal per transaction change, as reported	(3)%	1%	3%	0%	5%	5%	5%
Principal per transaction change, constant currency adjusted	(2)%	0%	0%	(1)%	2%	3%	3%
Cross-border principal, as reported ($ - billions)	$ 18.7	$ 19.0	$ 19.5	$ 74.5	$ 18.9	$ 20.4	$ 39.3
Foreign currency translation impact ($ - billions) (a)	0.2	(0.2)	(0.4)	(0.2)	(0.7)	(0.2)	(0.9)
Cross-border principal, constant currency adjusted ($ - billions)	$ 18.9	$ 18.8	$ 19.1	$ 74.3	$ 18.2	$ 20.2	$ 38.4
Prior year cross-border principal, as reported ($ - billions)	$ 18.5	$ 18.4	$ 18.3	$ 72.5	$ 17.3	$ 18.7	$ 36.0
Cross-border principal change, as reported	1%	4%	6%	3%	9%	9%	9%
Cross-border principal change, constant currency adjusted	2%	2%	4%	2%	5%	8%	7%

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Reconciliation of Non-GAAP Measures

	2Q17	3Q17	4Q17	FY2017	1Q18	2Q18	YTD 2Q18
Consumer-to-Consumer Segment cont.							
NA region revenue change, as reported (GAAP)	3%	1%	3%	2%	4%	3%	4%
NA region foreign currency translation impact (a)	0%	0%	0%	1%	0%	0%	(1)%
NA region revenue change, constant currency adjusted	3%	1%	3%	3%	4%	3%	3%
EU & CIS region revenue change, as reported (GAAP)	(2)%	2%	6%	1%	14%	9%	11%
EU & CIS region foreign currency translation impact (a)	4%	(1)%	(4)%	1%	(9)%	(5)%	(7)%
EU & CIS region revenue change, constant currency adjusted	2%	1%	2%	2%	5%	4%	4%
MEASA region revenue change, as reported (GAAP)	(12)%	(8)%	1%	(8)%	0%	(4)%	(2)%
MEASA region foreign currency translation impact (a)	1%	0%	(1)%	1%	(1)%	(1)%	(1)%
MEASA region revenue change, constant currency adjusted	(11)%	(8)%	0%	(7)%	(1)%	(5)%	(3)%
LACA region revenue change, as reported (GAAP)	21%	19%	21%	22%	20%	11%	15%
LACA region foreign currency translation impact (a)	1%	3%	2%	1%	5%	9%	8%
LACA region revenue change, constant currency adjusted	22%	22%	23%	23%	25%	20%	23%
APAC region revenue change, as reported (GAAP)	(4)%	(1)%	0%	(2)%	2%	(5)%	(1)%
APAC region foreign currency translation impact (a)	2%	2%	0%	2%	(2)%	0%	(2)%
APAC region revenue change, constant currency adjusted	(2)%	1%	0%	0%	0%	(5)%	(3)%
westernunion.com revenue change, as reported (GAAP)	21%	23%	22%	23%	23%	22%	23%
westernunion.com foreign currency translation impact (a)	2%	0%	0%	1%	(3)%	(1)%	(2)%
westernunion.com revenue change, constant currency adjusted	23%	23%	22%	24%	20%	21%	21%

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Reconciliation of Non-GAAP Measures

	2Q17	3Q17	4Q17	FY2017	1Q18	2Q18	YTD 2Q18
Business Solutions Segment							
Revenues, as reported (GAAP)	$ 96.6	$ 99.4	$ 94.3	$ 383.9	$ 96.7	$ 93.1	$ 189.8
Foreign currency translation impact (a)	3.2	(1.2)	(3.0)	1.8	(4.8)	(2.7)	(7.5)
Revenues, constant currency adjusted	$ 99.8	$ 98.2	$ 91.3	$ 385.7	$ 91.9	$ 90.4	$ 182.3
Prior year revenues, as reported (GAAP)	$ 100.8	$ 97.2	$ 98.8	$ 396.0	$ 93.6	$ 96.6	$ 190.2
Revenue change, as reported (GAAP)	(4)%	2%	(4)%	(3)%	3%	(4)%	0%
Revenue change, constant currency adjusted	(1)%	1%	(8)%	(3)%	(2)%	(6)%	(4)%
Operating income/(loss), as reported (GAAP) (i)	$ 5.3	$ 9.1	$ (3.0)	$ 13.8	$ 2.8	$ 1.1	$ 3.9
Reversal of depreciation and amortization	10.6	10.6	10.7	42.5	10.6	10.5	21.1
EBITDA (g)	$ 15.9	$ 19.7	$ 7.7	$ 56.3	$ 13.4	$ 11.6	$ 25.0
Operating income margin, as reported (GAAP) (i)	5.5%	9.1%	(3.2)%	3.6%	2.9%	1.2%	2.1%
EBITDA margin	16.6%	19.8%	8.1%	14.7%	13.8%	12.6%	13.2%
Other (primarily bill payments businesses in United States and Argentina)							
Revenues, as reported (GAAP)	$ 195.0	$ 197.6	$ 199.5	$ 785.9	$ 201.7	$ 190.5	$ 392.2
Foreign currency translation impact (a)	5.0	7.1	6.5	21.8	12.3	21.4	33.7
Revenues, constant currency adjusted	$ 200.0	$ 204.7	$ 206.0	$ 807.7	$ 214.0	$ 211.9	$ 425.9
Prior year revenues, as reported (GAAP)	$ 179.1	$ 181.7	$ 180.4	$ 722.3	$ 193.8	$ 195.0	$ 388.8
Revenue change, as reported (GAAP)	9%	9%	11%	9%	4%	(2)%	1%
Revenue change, constant currency adjusted	12%	13%	14%	12%	10%	9%	10%

2018 Consolidated Outlook Metrics

	Range	
Earnings per share (GAAP) ($ - dollars)	$ 1.82	$ 1.92
Impact as a result of Tax Act ($ - dollars) (f)	(0.02)	(0.02)
Earnings per share excluding Tax Act ($ - dollars)	$ 1.80	$ 1.90
Effective tax rate (GAAP)	13%	14%
Impact from Tax Act (f)	1%	1%
Effective tax rate excluding Tax Act	14%	15%

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Reconciliation of Non-GAAP Measures

Non-GAAP related notes:

(a) Represents the impact from the fluctuation in exchange rates between all foreign currency denominated amounts and the United States dollar. Constant currency results exclude any benefit or loss caused by foreign exchange fluctuations between foreign currencies and the United States dollar, net of foreign currency hedges, which would not have occurred if there had been a constant exchange rate. We believe that this measure provides management and investors with information about operating results and trends that eliminates currency volatility and provides greater clarity regarding, and increases the comparability of, our underlying results and trends.

(b) Represents a non-cash goodwill impairment charge related to our Business Solutions reporting unit. The impairment primarily resulted from a decrease in projected revenue growth rates and EBITDA margins. These projections were reevaluated due to the declines in revenues and operating results recognized in the fourth quarter of 2017, which were significantly below management's expectations. Additionally, as disclosed in prior Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q, the total estimated fair value of the Business Solutions reporting unit previously included value derived from strategies to optimize United States cash flow management and global liquidity by utilizing international cash balances (including balances generated by other operating segments) to initially fund global principal payouts for Business Solutions transactions initiated in the United States that would have been available to certain market participants. However, the December 2017 enactment of tax reform into United States law ("Tax Act") eliminated any fair value associated with these cash management strategies. This charge has been excluded from segment operating income, as this charge has been excluded from the measurement of segment operating income provided to the chief operating decision maker for purposes of assessing segment performance and decision making with respect to resource allocation. We believe that, by excluding the effects of significant charges associated with non-cash impairment charges that can impact operating trends, management and investors are provided with a measure that increases the comparability of our underlying operating results.

(c) Represents the impact from an accrual for a consent order with the New York State Department of Financial Services ("NYDFS") related to matters identified as part of the Joint Settlement Agreements (referred to above as the "NYDFS Consent Order" or the "NYDFS Settlement"), as described in our Form 8-K filed with the Securities and Exchange Commission on January 4, 2018. Amounts related to the NYDFS Consent Order were recognized in the second and fourth quarters of 2017, and the expenses had no related income tax benefit. These expenses have been excluded from segment operating income, as these expenses are excluded from the measurement of segment operating income provided to the chief operating decision maker for purposes of assessing segment performance and decision making with respect to resource allocation. We believe that, by excluding the effects of significant charges associated with the settlement of litigation that can impact operating trends, management and investors are provided with a measure that increases the comparability of our underlying operating results.

(d) Represents the impact from the settlement agreements related to (1) a Deferred Prosecution Agreement with the United States Department of Justice, and the United States Attorney's Offices for the Eastern and Middle Districts of Pennsylvania, the Central District of California, and the Southern District of Florida, (2) a Stipulated Order for Permanent Injunction and Final Judgment with the United States Federal Trade Commission ("FTC"), and (3) a Consent to the Assessment of Civil Money Penalty with the Financial Crimes Enforcement Network of the United States Department of Treasury (referred to above, collectively, as the "Joint Settlement Agreements"), to resolve the respective investigations of those agencies, as described in our Form 8-K filed with the Securities and Exchange Commission on January 20, 2017, and related matters. Amounts related to these matters were recognized in the second, third, and fourth quarters of 2016 and the full year 2016 results. Additionally, in the third quarter of 2017, we recorded an additional accrual in the amount of $8 million related to an independent compliance auditor, pursuant to the terms of the Joint Settlement Agreements. These expenses have been excluded from our segment operating income, as these expenses are excluded from the measurement of segment operating income provided to the chief operating decision maker for purposes of assessing segment performance and decision making with respect to resource allocation. Additionally, income tax benefit was adjusted in the fourth quarter of 2016 to reflect the revised determination, based on final agreement terms. We believe that, by excluding the effects of significant charges associated with the settlement of litigation that can impact operating trends, management and investors are provided with a measure that increases the comparability of our underlying operating results.

(e) Represents the expenses incurred to transform our operating model, focusing on technology transformation, network productivity, customer and agent process optimization, and organizational redesign to better drive efficiencies and growth initiatives ("WU Way business transformation expenses"). Amounts related to the WU Way business transformation expenses were recognized beginning in the second quarter of 2016, and each subsequent quarter in 2017. As of December 31, 2017, expenses associated with the WU Way initiative were effectively complete. These expenses have been excluded from our segment operating income, as these expenses are excluded from the measurement of segment operating income provided to the chief operating decision maker for purposes of assessing segment performance and decision making with respect to resource allocation. We believe that, by excluding the effects of significant charges associated with the transformation of our operating model that can impact operating trends, management and investors are provided with a measure that increases the comparability of our other underlying operating results. Although the expenses related to the WU Way are specific to that initiative, the types of expenses related to the WU Way initiative are similar to expenses that the Company has previously incurred and can reasonably be expected to incur in the future.

(f) Represents the estimated impact to our provision for income taxes related to the Tax Act, primarily due to a tax on previously undistributed earnings of certain foreign subsidiaries, partially offset by the remeasurement of deferred tax assets and liabilities and other tax balances to reflect the lower federal income tax rate, among other effects. Certain of the Tax Act's impacts have been provisionally estimated and will likely be adjusted in future periods as we complete our accounting for these matters in 2018, in accordance with a recent staff accounting bulletin issued by the SEC.

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Reconciliation of Non-GAAP Measures

Non-GAAP related notes continued:

(g) Earnings before Interest, Taxes, Depreciation and Amortization ("EBITDA") results from taking operating income and adjusting for depreciation and amortization expenses. EBITDA results provide an additional performance measurement calculation which helps neutralize the operating income effect of assets acquired in prior periods.

(h) For the three months and twelve months ended December 31, 2017, non-GAAP diluted weighted-average shares outstanding includes 3.3 million and 3.0 million shares, respectively. These shares are excluded from the Company's GAAP diluted weighted-average shares outstanding, as they are anti-dilutive due to the Company's GAAP net losses for the respective periods.

(i) On January 1, 2018, the Company adopted an accounting pronouncement that requires the non-service costs of a defined benefit pension plan to be presented outside a subtotal of income from operations, with adoption retrospective for periods previously presented. The adoption of this standard resulted in increases to operating income in the amount of $0.6 million for each quarter of 2017, $2.4 million for the year ended December 31, 2017, $0.8 million for each of the first, second, and fourth quarters of 2016, $0.9 million for the third quarter of 2016, and $3.3 million for the year ended December 31, 2016.

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