

# PERFORMANT

## Performant Q3 Earnings Call: Financial Results (\$MMs)

Increase / (Decrease)

	Q3 2017	Vs. L/Y Q3		Vs. Q2 2017	
		\$	%	\$	%
Student Lending					
Placements					
GA Market	647,088	(29,569)	-4.4%	(244,298)	-36.0%
Dept. of Education	-	-		-	
Revenue					
GA Market	19,179	(713)	-3.6%	(7,022)	-26.8%
Dept. of Education	634	(3,272)	-83.8%	(623)	-49.6%
Total S/L Revenue	19,813	(3,984)	-16.7%	(7,646)	-27.8%
Healthcare Revenue					
CMS RAC	821	(895)	-52.2%	756	1154%
Commercial	1,805	543	43.0%	(218)	-10.8%
Total H/C Revenue	2,627	(352)	-11.8%	538	25.8%
Other Revenue	7,305	2,886	65.3%	945	14.9%
Total Revenue	29,745	(1,451)	-4.7%	(6,162)	-17.2%
10-Q Op Expense	33,990	2,969	8.0%	(2,542)	-7.0%