

UNITED STATES SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
Form 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended September 30, 2019.

or

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from to .

Commission file no. 001-13831

Quanta Services, Inc.

(Exact name of registrant as specified in its charter)

Delaware

*(State or other jurisdiction of
incorporation or organization)*

74-2851603

*(I.R.S. Employer
Identification No.)*

2800 Post Oak Boulevard, Suite 2600
Houston, Texas 77056

(Address of principal executive offices, including zip code)

(713) 629-7600

(Registrant's telephone number, including area code)

N/A

(Former name, former address and former fiscal year, if changed since last report)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, \$0.00001 par value	PWR	New York Stock Exchange

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

As of October 29, 2019, the number of outstanding shares of Common Stock of the registrant was 142,293,582. As of the same date 36,183 exchangeable shares of a Canadian subsidiary of the Registrant were outstanding.

QUANTA SERVICES, INC. AND SUBSIDIARIES

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PART I - FINANCIAL INFORMATION

Item 1. Financial Statements.

QUANTA SERVICES, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS
(In thousands, except share information)
(Unaudited)

	September 30, 2019	December 31, 2018
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 80,044	\$ 78,687
Accounts receivable, net of allowances of \$7,683 and \$5,839	3,188,328	2,354,737
Contract assets	652,915	576,891
Inventories	67,039	107,732
Prepaid expenses and other current assets	313,601	208,057
Total current assets	4,301,927	3,326,104
Property and equipment, net of accumulated depreciation of \$1,203,887 and \$1,092,440	1,390,209	1,276,032
Operating lease right-of-use assets	289,267	—
Other assets, net	449,218	293,592
Other intangible assets, net of accumulated amortization of \$414,153 and \$372,081	431,563	280,180
Goodwill	2,002,909	1,899,879
Total assets	\$ 8,865,093	\$ 7,075,787
LIABILITIES AND EQUITY		
Current Liabilities:		
Current maturities of long-term debt and short-term debt	\$ 75,751	\$ 65,646
Current portion of operating lease liabilities	93,506	—
Accounts payable and accrued expenses	1,648,079	1,314,520
Contract liabilities	540,187	425,961
Total current liabilities	2,357,523	1,806,127
Long-term debt, net of current maturities	1,810,480	1,040,532
Operating lease liabilities, net of current portion	197,896	—
Deferred income taxes	279,858	219,115
Insurance and other non-current liabilities	310,129	404,560
Total liabilities	4,955,886	3,470,334
Commitments and Contingencies		
Equity:		
Common stock, \$.00001 par value, 600,000,000 shares authorized, 159,347,049 and 157,333,046 shares issued, and 142,273,922 and 141,103,900 shares outstanding	2	2
Exchangeable shares, no par value, 36,183 and 486,112 shares issued and outstanding	—	—
Series G Preferred Stock, \$.00001 par value, 0 and 1 share authorized, issued and outstanding	—	—
Additional paid-in capital	2,014,838	1,967,354
Retained earnings	2,743,498	2,477,291
Accumulated other comprehensive loss	(264,113)	(286,048)
Treasury stock, 17,073,127 and 16,229,146 common shares	(586,819)	(554,440)
Total stockholders' equity	3,907,406	3,604,159
Non-controlling interests	1,801	1,294
Total equity	3,909,207	3,605,453
Total liabilities and equity	\$ 8,865,093	\$ 7,075,787

The accompanying notes are an integral part of these condensed consolidated financial statements.

QUANTA SERVICES, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(In thousands, except per share information)
(Unaudited)

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2019	2018	2019	2018
Revenues	\$ 3,352,895	\$ 2,985,281	\$ 8,999,353	\$ 8,059,205
Cost of services (including depreciation)	2,879,450	2,559,451	7,842,422	6,998,956
Gross profit	473,445	425,830	1,156,931	1,060,249
Selling, general and administrative expenses	245,010	224,040	700,862	645,566
Amortization of intangible assets	15,264	10,623	40,544	31,535
Change in fair value of contingent consideration liabilities	3,777	(1,394)	8,064	(7,673)
Operating income	209,394	192,561	407,461	390,821
Interest expense	(18,369)	(9,219)	(48,066)	(25,175)
Interest income	186	322	762	1,128
Other income (expense), net	717	(15,498)	66,197	(37,899)
Income before income taxes	191,928	168,166	426,354	328,875
Provision for income taxes	54,906	43,267	139,838	90,659
Net income	137,022	124,899	286,516	238,216
Less: Net income attributable to non-controlling interests	954	348	2,616	1,686
Net income attributable to common stock	\$ 136,068	\$ 124,551	\$ 283,900	\$ 236,530
Earnings per share attributable to common stock:				
Basic	\$ 0.93	\$ 0.82	\$ 1.95	\$ 1.54
Diluted	\$ 0.92	\$ 0.81	\$ 1.93	\$ 1.52
Shares used in computing earnings per share:				
Weighted average basic shares outstanding	145,913	152,562	145,654	154,087
Weighted average diluted shares outstanding	147,438	153,687	147,074	155,198
Cash dividends declared per common share	\$ 0.04	\$ —	\$ 0.12	\$ —

The accompanying notes are an integral part of these condensed consolidated financial statements.

QUANTA SERVICES, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
(In thousands)
(Unaudited)

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2019	2018	2019	2018
Net income	\$ 137,022	\$ 124,899	\$ 286,516	\$ 238,216
Other comprehensive income (loss), net of tax provision:				
Foreign currency translation adjustment, net of tax of \$0, \$0, \$0 and \$0	(12,778)	10,838	21,976	(34,299)
Other, net of tax of \$17, \$0, \$28 and \$0	(6)	—	(41)	—
Other comprehensive income (loss)	(12,784)	10,838	21,935	(34,299)
Comprehensive income	124,238	135,737	308,451	203,917
Less: Comprehensive income attributable to non-controlling interests	954	348	2,616	1,686
Total comprehensive income attributable to common stock	<u>\$ 123,284</u>	<u>\$ 135,389</u>	<u>\$ 305,835</u>	<u>\$ 202,231</u>

The accompanying notes are an integral part of these condensed consolidated financial statements.

QUANTA SERVICES, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(In thousands)
(Unaudited)

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2019	2018	2019	2018
Cash Flows from Operating Activities:				
Net income	\$ 137,022	\$ 124,899	\$ 286,516	\$ 238,216
Adjustments to reconcile net income to net cash provided by (used in) operating activities—				
Depreciation	55,562	51,543	161,589	150,296
Amortization of intangible assets	15,264	10,623	40,544	31,535
Change in fair value of contingent consideration liabilities	3,777	(1,394)	8,064	(7,673)
Equity in (earnings) losses of unconsolidated affiliates	(1,931)	17,835	(64,078)	42,976
Amortization of debt issuance costs	466	287	1,282	863
(Gain) loss on sale of property and equipment	(992)	(340)	(3,462)	1,605
Foreign currency (gain) loss	1,383	(168)	2,603	(237)
Provision for doubtful accounts	773	2,151	4,012	3,135
Deferred income tax provision (benefit)	4,167	(7,391)	48,298	6,114
Non-cash stock-based compensation	13,584	11,631	41,080	39,803
Bargain purchase gain	—	—	(3,138)	—
Changes in operating assets and liabilities, net of non-cash transactions	(137,908)	(170,572)	(623,557)	(285,016)
Net cash provided by (used in) operating activities	91,167	39,104	(100,247)	221,617
Cash Flows from Investing Activities:				
Capital expenditures	(66,244)	(74,144)	(207,645)	(222,735)
Proceeds from sale of property and equipment	4,854	5,642	24,247	18,635
Proceeds from insurance settlements related to property and equipment	490	145	501	510
Cash paid for acquisitions, net of cash, cash equivalents and restricted cash acquired	(329,832)	(48,683)	(385,165)	(94,917)
Investments in unconsolidated affiliates and other entities	(1,065)	(19,391)	(38,995)	(20,960)
Cash received from investments in unconsolidated affiliates and other entities	—	—	—	784
Cash paid for intangible assets	—	—	(67)	(3,000)
Net cash used in investing activities	(391,797)	(136,431)	(607,124)	(321,683)
Cash Flows from Financing Activities:				
Borrowings under credit facility	2,118,501	855,831	4,834,014	2,893,224
Payments under credit facility	(1,789,924)	(743,162)	(4,038,762)	(2,605,092)
Payments on other long-term debt	(1,356)	(336)	(1,839)	(1,067)
Net repayments of short-term debt, net of borrowings	(11,171)	7,124	(27,087)	20,066
Debt issuance and amendment costs	(2,036)	—	(2,036)	—
Distributions to non-controlling interests	(489)	(1,275)	(2,109)	(2,942)
Payments related to tax withholding for stock-based compensation	(611)	(464)	(15,955)	(14,668)
Payments of dividends	(5,803)	—	(17,385)	—
Repurchase of common stock	—	(26,755)	(20,092)	(216,661)
Net cash provided by financing activities	307,111	90,963	708,749	72,860
Effect of foreign exchange rate changes on cash, cash equivalents and restricted cash	(87)	(199)	(123)	1,605
Net increase (decrease) in cash, cash equivalents and restricted cash	6,394	(6,563)	1,255	(25,601)
Cash, cash equivalents and restricted cash, beginning of period	78,117	124,737	83,256	143,775
Cash, cash equivalents and restricted cash, end of period	\$ 84,511	\$ 118,174	\$ 84,511	\$ 118,174

The accompanying notes are an integral part of these condensed consolidated financial statements.

QUANTA SERVICES, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF EQUITY
(In thousands, except share data)
(Unaudited)

	Common Stock		Exchangeable		Series G		Additional Paid-In Capital	Retained Earnings	Accumulated	Treasury Stock	Total Stockholders' Equity	Non-controlling Interests	Total Equity
	Shares	Amount	Shares	Amount	Preferred Stock				Other Comprehensive Income (Loss)				
					Shares	Amount							
Balance, December 31, 2018	141,103,900	\$ 2	486,112	\$ —	1	\$ —	\$ 1,967,354	\$ 2,477,291	\$ (286,048)	\$ (554,440)	\$ 3,604,159	\$ 1,294	\$ 3,605,453
Other comprehensive income	—	—	—	—	—	—	—	—	18,847	—	18,847	—	18,847
Stock-based compensation activity	903,082	—	—	—	—	—	17,151	—	—	(19,052)	(1,901)	—	(1,901)
Exchange of exchangeable shares	449,929	—	(449,929)	—	—	—	—	—	—	—	—	—	—
Retirement of preferred stock	—	—	—	—	(1)	—	—	—	—	—	—	—	—
Common stock repurchases	(375,536)	—	—	—	—	—	—	—	—	(11,953)	(11,953)	—	(11,953)
Dividends declared	—	—	—	—	—	—	—	(5,896)	—	—	(5,896)	—	(5,896)
Distributions to non-controlling interests	—	—	—	—	—	—	—	—	—	—	—	(528)	(528)
Net income	—	—	—	—	—	—	—	120,488	—	—	120,488	547	121,035
Balance, March 31, 2019	142,081,375	2	36,183	—	—	—	1,984,505	2,591,883	(267,201)	(585,445)	3,723,744	1,313	3,725,057
Other comprehensive income	—	—	—	—	—	—	—	—	15,872	—	15,872	—	15,872
Stock-based compensation activity	85,590	—	—	—	—	—	14,957	—	—	(761)	14,196	—	14,196
Dividends declared	—	—	—	—	—	—	—	(6,233)	—	—	(6,233)	—	(6,233)
Distributions to non-controlling interests	—	—	—	—	—	—	—	—	—	—	—	(1,092)	(1,092)
Net income	—	—	—	—	—	—	—	27,344	—	—	27,344	1,115	28,459
Balance, June 30, 2019	142,166,965	2	36,183	—	—	—	1,999,462	2,612,994	(251,329)	(586,206)	3,774,923	1,336	3,776,259
Other comprehensive loss	—	—	—	—	—	—	—	—	(12,784)	—	(12,784)	—	(12,784)
Acquisitions	60,860	—	—	—	—	—	1,791	—	—	—	1,791	—	1,791
Stock-based compensation activity	46,097	—	—	—	—	—	13,585	—	—	(613)	12,972	—	12,972
Dividends declared	—	—	—	—	—	—	—	(5,564)	—	—	(5,564)	—	(5,564)
Distributions to non-controlling interests	—	—	—	—	—	—	—	—	—	—	—	(489)	(489)
Net income	—	—	—	—	—	—	—	136,068	—	—	136,068	954	137,022
Balance, September 30, 2019	142,273,922	\$ 2	36,183	\$ —	—	\$ —	\$ 2,014,838	\$ 2,743,498	\$ (264,113)	\$ (586,819)	\$ 3,907,406	\$ 1,801	\$ 3,909,207

The accompanying notes are an integral part of these condensed consolidated financial statements.

QUANTA SERVICES, INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF EQUITY
(In thousands, except share data)
(Unaudited)

	Common Stock		Exchangeable		Series G		Additional Paid-In Capital	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Treasury Stock	Total Stockholders' Equity	Non-controlling Interests	Total Equity
	Shares	Amount	Shares	Amount	Shares	Amount							
	Shares	Amount	Shares	Amount	Shares	Amount							
Balance, December 31, 2017	153,342,326	\$ 2	486,112	\$ —	1	\$ —	\$ 1,889,356	\$ 2,191,059	\$ (203,395)	\$ (85,451)	\$ 3,791,571	\$ 4,058	\$ 3,795,629
Cumulative effect of accounting change	—	—	—	—	—	—	—	(1,757)	—	—	(1,757)	—	(1,757)
Other comprehensive loss	—	—	—	—	—	—	—	—	(25,014)	—	(25,014)	—	(25,014)
Acquisitions	379,817	—	—	—	—	—	13,549	—	—	—	13,549	—	13,549
Stock-based compensation activity	847,455	—	—	—	—	—	17,992	—	—	(16,690)	1,302	—	1,302
Common stock repurchases	(4,969,261)	—	—	—	—	—	—	—	—	(173,913)	(173,913)	—	(173,913)
Distributions to non-controlling interests	—	—	—	—	—	—	—	—	—	—	—	(980)	(980)
Buyout of a non-controlling interest	—	—	—	—	—	—	—	—	—	—	—	(462)	(462)
Net income	—	—	—	—	—	—	—	37,614	—	—	37,614	997	38,611
Balance, March 31, 2018	149,600,337	2	486,112	—	1	—	1,920,897	2,226,916	(228,409)	(276,054)	3,643,352	3,613	3,646,965
Other comprehensive loss	—	—	—	—	—	—	—	—	(20,123)	—	(20,123)	—	(20,123)
Stock-based compensation activity	82,468	—	—	—	—	—	13,929	—	—	(870)	13,059	—	13,059
Common stock repurchases	(594,671)	—	—	—	—	—	—	—	—	(19,993)	(19,993)	—	(19,993)
Distributions to non-controlling interests	—	—	—	—	—	—	—	—	—	—	—	(687)	(687)
Buyout of a non-controlling interest	—	—	—	—	—	—	—	—	—	—	—	(462)	(462)
Net income	—	—	—	—	—	—	—	74,365	—	—	74,365	341	74,706
Balance, June 30, 2018	149,088,134	2	486,112	—	1	—	1,934,826	2,301,281	(248,532)	(296,917)	3,690,660	2,805	3,693,465
Other comprehensive income	—	—	—	—	—	—	—	—	10,838	—	10,838	—	10,838
Acquisitions	299,851	—	—	—	—	—	9,333	—	—	—	9,333	—	9,333
Stock-based compensation activity	33,124	—	—	—	—	—	11,642	—	—	(455)	11,187	—	11,187
Common stock repurchases	(700,628)	—	—	—	—	—	—	—	—	(23,751)	(23,751)	—	(23,751)
Distributions to non-controlling interests	—	—	—	—	—	—	—	—	—	—	—	(1,275)	(1,275)
Buyout of a non-controlling interest	—	—	—	—	—	—	—	—	—	—	—	(462)	(462)
Net income	—	—	—	—	—	—	—	124,551	—	—	124,551	348	124,899
Balance, September 30, 2018	148,720,481	\$ 2	486,112	\$ —	1	\$ —	\$ 1,955,801	\$ 2,425,832	\$ (237,694)	\$ (321,123)	\$ 3,822,818	\$ 1,416	\$ 3,824,234

The accompanying notes are an integral part of these condensed consolidated financial statements.

QUANTA SERVICES, INC. AND SUBSIDIARIES
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)

1. BUSINESS AND ORGANIZATION:

Quanta Services, Inc. (Quanta) is a leading provider of specialty contracting services, delivering comprehensive infrastructure solutions for the electric power, energy and communications industries in the United States, Canada, Australia, Latin America and select other international markets. Quanta reports its results under two reportable segments: (1) Electric Power Infrastructure Services and (2) Pipeline and Industrial Infrastructure Services.

Electric Power Infrastructure Services Segment

The Electric Power Infrastructure Services segment provides comprehensive network solutions to customers in the electric power industry. Services performed by the Electric Power Infrastructure Services segment generally include the design, installation, upgrade, repair and maintenance of electric power transmission and distribution infrastructure and substation facilities along with other engineering and technical services. This segment also provides emergency restoration services, including the repair of infrastructure damaged by inclement weather, the energized installation, maintenance and upgrade of electric power infrastructure utilizing unique bare hand and hot stick methods and Quanta's proprietary robotic arm technologies, and the installation of "smart grid" technologies on electric power networks. In addition, this segment provides services that support the development of renewable energy generation, including solar, wind and certain types of natural gas generation facilities, and related switchyards and transmission infrastructure. This segment also provides comprehensive communications infrastructure services to wireline and wireless telecommunications companies, cable multi-system operators and other customers within the communications industry (including services in connection with 5G wireless deployment); services in connection with the construction of electric power generation facilities; and the design, installation, maintenance and repair of commercial and industrial wiring. This segment also includes Quanta's postsecondary educational institution, which specializes in pre-apprenticeship training, apprenticeship training and specialized utility task training for electric workers, and includes curriculum for the gas distribution and communications industries.

Pipeline and Industrial Infrastructure Services Segment

The Pipeline and Industrial Infrastructure Services segment provides comprehensive infrastructure solutions to customers involved in the development, transportation, distribution, storage and processing of natural gas, oil and other products. Services performed by the Pipeline and Industrial Infrastructure Services segment generally include the design, installation, repair and maintenance of pipeline transmission and distribution systems, gathering systems, production systems, storage systems and compressor and pump stations, as well as related trenching, directional boring and mechanized welding services. In addition, this segment's services include pipeline protection, integrity testing, rehabilitation and replacement, and the fabrication of pipeline support systems and related structures and facilities for natural gas utilities and midstream companies. Quanta also provides high-pressure and critical-path turnaround services to the downstream and midstream energy markets and instrumentation and electrical services, piping, fabrication and storage tank services. To a lesser extent, this segment serves the offshore and inland water energy markets and designs, installs and maintains fueling systems and water and sewer infrastructure.

Acquisitions

During the nine months ended September 30, 2019, Quanta acquired The Hallen Construction Co., Inc. (Hallen), a pipeline and industrial services business located in the United States that specializes in gas distribution and transmission services, and to a lesser extent, underground electric distribution and transmission services; two specialty utility foundation and pole-setting contractors serving the southeast United States; an electric power specialty contracting business located in the United States that provides aerial power line and construction support services; a business located in the United States that provides technical training materials to electric utility workers; and an electrical infrastructure services business located in Canada. Beginning on the respective acquisition dates, the results of the acquired businesses have been included in Quanta's consolidated financial statements, with the results of Hallen generally included in the Pipeline and Industrial Infrastructure Services segment and the other acquired businesses generally included in the Electric Power Infrastructure Services segment.

During the year ended December 31, 2018, Quanta acquired an electrical infrastructure services business specializing in substation construction and relay services, a postsecondary educational institution that provides training and programs for workers in the industries Quanta serves, and two communications infrastructure services businesses, all of which are located in the United States. Beginning on the respective acquisition dates, the results of the acquired businesses have been included in Quanta's consolidated financial statements, generally within the Electric Power Infrastructure Services segment.

QUANTA SERVICES, INC. AND SUBSIDIARIES
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS - (Continued)
(Unaudited)

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

Principles of Consolidation

The condensed consolidated financial statements of Quanta include the accounts of Quanta Services, Inc. and its wholly owned subsidiaries, which are also referred to as its operating units. The condensed consolidated financial statements also include the accounts of certain of Quanta's investments in joint ventures, which are either consolidated or proportionately consolidated, as discussed in the following summary of significant accounting policies. Investments in affiliated entities in which Quanta does not have a controlling financial interest, but over which Quanta has significant influence, usually because Quanta holds a voting interest of between 20% and 50%, are accounted for using the equity method. All significant intercompany accounts and transactions have been eliminated in consolidation. Unless the context requires otherwise, references to Quanta include Quanta Services, Inc. and its consolidated subsidiaries.

Interim Condensed Consolidated Financial Information

These unaudited condensed consolidated financial statements have been prepared pursuant to the rules of the U.S. Securities and Exchange Commission (SEC). Certain information and footnote disclosures, normally included in annual financial statements prepared in accordance with generally accepted accounting principles in the United States (GAAP), have been condensed or omitted pursuant to those rules and regulations. Quanta believes that the disclosures made are adequate to make the information presented not misleading. In the opinion of management, all adjustments, consisting only of normal recurring adjustments, necessary to fairly state the financial position, results of operations, comprehensive income and cash flows with respect to the interim condensed consolidated financial statements have been included. The results of operations and comprehensive income for the interim periods are not necessarily indicative of the results for the entire fiscal year. The results of Quanta have historically been subject to significant seasonal fluctuations.

Quanta recommends that these unaudited condensed consolidated financial statements be read in conjunction with the audited consolidated financial statements and notes thereto of Quanta and its consolidated subsidiaries included in Quanta's Annual Report on Form 10-K for the year ended December 31, 2018 (2018 Annual Report), which was filed with the SEC on February 28, 2019.

Use of Estimates and Assumptions

The preparation of financial statements in conformity with GAAP requires the use of estimates and assumptions by management in determining the reported amounts of assets and liabilities, disclosures of contingent assets and liabilities known to exist as of the date the financial statements are published, and the reported amounts of revenues and expenses recognized during the periods presented. Quanta reviews all significant estimates affecting its consolidated financial statements on a recurring basis and records the effect of any necessary adjustments prior to their publication. Judgments and estimates are based on Quanta's beliefs and assumptions derived from information available at the time such judgments and estimates are made. Uncertainties with respect to such estimates and assumptions are inherent in the preparation of financial statements. Estimates are primarily used in Quanta's assessment of the allowance for doubtful accounts, valuation of inventory, useful lives of assets, fair value assumptions in analyzing goodwill, other intangibles and long-lived asset impairments, equity and other investments, purchase price allocations, acquisition-related contingent consideration liabilities, multiemployer pension plan withdrawal liabilities, contingent liabilities associated with, among other things, legal proceedings and claims, parent guarantees and indemnity obligations, revenue recognition for construction contracts inclusive of contractual change orders and claims, estimated insurance claim recoveries, stock-based compensation, operating results of reportable segments, provision for income taxes, and uncertain tax positions.

Revenue Recognition

Contracts

Quanta designs, installs, upgrades, repairs and maintains infrastructure for customers in the electric power, energy and communications industries. These services may be provided pursuant to master service agreements (MSAs), repair and maintenance contracts and fixed price and non-fixed price installation contracts. These contracts are classified into three categories based on how transaction prices are determined and revenue is recognized: unit-price contracts, cost-plus contracts and fixed price contracts. Transaction prices for unit-price contracts are determined on a per unit basis, transaction prices for cost-plus contracts are determined by applying a profit margin to costs incurred on the contracts and transaction prices for fixed price contracts are determined on a lump-sum basis. All of Quanta's revenues are recognized from contracts with its customers. In addition to the considerations described below, revenue is not recognized unless collectability under the contract is considered probable, the contract has

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commercial substance and the contract has been approved. Additionally, the contract must contain payment terms, as well as the rights and commitments of both parties.

Performance Obligations

A performance obligation is a promise in a contract with a customer to transfer a distinct good or service. Most of Quanta's contracts are considered to have a single performance obligation whereby Quanta is required to integrate complex activities and equipment into a deliverable for a customer. For contracts with multiple performance obligations, Quanta allocates a portion of the total transaction price to each performance obligation using its best estimate of the standalone selling price of the distinct good or service associated with each performance obligation. Standalone selling price is estimated using the expected costs plus a margin approach.

At September 30, 2019, the aggregate transaction price allocated to unsatisfied or partially satisfied performance obligations was approximately \$4.40 billion, of which 65.5% was expected to be recognized in the subsequent twelve months. This amount represents management's estimate of the consolidated revenues that are expected to be realized from the remaining portion of firm orders under fixed price contracts not yet completed or for which work has not yet begun. For purposes of calculating remaining performance obligations, Quanta includes all estimated revenues attributable to consolidated joint ventures and variable interest entities, revenues from funded and unfunded portions of government contracts to the extent they are reasonably expected to be realized and revenues from change orders and claims to the extent management believes additional contract revenues will be earned and are deemed probable of collection. Excluded from remaining performance obligations are potential orders under MSAs and non-fixed price contracts expected to be completed within one year.

Recognition of Revenue Upon Satisfaction of Performance Obligations

A transaction price is determined for each contract, and that amount is allocated to each performance obligation within the contract and recognized as revenue when, or as, the performance obligation is satisfied. Quanta generally recognizes revenue over time as it performs its obligations because there is a continuous transfer of control of the deliverable to the customer. Under unit-price contracts with an insignificant amount of partially completed units, Quanta recognizes revenue as units are completed based on contractual pricing amounts. Under unit-price contracts with more than an insignificant amount of partially completed units and fixed price contracts, Quanta recognizes revenues as performance obligations are satisfied over time, with the percentage completion generally measured as the percentage of costs incurred to total estimated costs for such performance obligation. Under cost-plus contracts, Quanta recognizes revenue on an input basis, as labor hours are incurred, materials are utilized and services are performed.

Under contracts where Quanta has a right to consideration in an amount that directly corresponds to the value of completed performance, Quanta recognizes revenue in such amount and does not include such performance as a remaining performance obligation. Also, contract consideration is not adjusted for a significant financing component if payment is expected to be collected less than one year from when the services are performed.

Contract costs include all direct materials, labor and subcontract costs and indirect costs related to contract performance, such as indirect labor, supplies, tools, repairs and depreciation costs. The majority of the materials associated with Quanta's work are owner-furnished, and therefore not included in contract revenues and costs. Additionally, Quanta may incur incremental costs to obtain certain contracts, such as selling and marketing costs, bid and proposal costs, sales commissions, and legal fees or initial set-up or mobilization costs, certain of which can be capitalized. Such costs were not material during the three and nine months ended September 30, 2019 and 2018.

Contract Estimates

Actual revenues and project costs can vary, sometimes substantially, from previous estimates due to changes in a variety of factors, including unforeseen or changed circumstances not included in Quanta's cost estimates or covered by its contracts. The estimating process is based on the professional knowledge and experience of Quanta's engineers, project managers and financial professionals. Some of the factors that may lead to changes in estimates include concealed or unknown environmental conditions; changes in the cost of equipment, commodities, materials or labor; unanticipated costs or claims due to delays caused by customers or third parties; customer failure to provide required materials or equipment; errors in engineering, specifications or designs; project modifications or contract termination; weather conditions; changes in estimates related to the length of time to complete a performance obligation; and performance and quality issues requiring rework or replacement. These factors, along with other risks inherent in performing services under fixed price contracts, are routinely evaluated by management. Any changes in estimates could result in changes to profitability or losses associated with the related performance obligations. For example, estimated costs for a performance obligation may increase from an original estimate and contractual provisions may not allow for adequate compensation or reimbursement for such additional costs. Changes in estimated revenues, costs and profit are recorded in the period they are determined to be probable and can be reasonably estimated. Contract losses are recognized in full when losses are

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determined to be probable and can be reasonably estimated.

Changes in cost estimates on certain contracts may result in the issuance of change orders, which may be approved or unapproved by the customer, or the assertion of contract claims. Quanta determines the probability that costs associated with change orders and claims will be recovered based on, among other things, contractual entitlement, past practices with the customer, specific discussions or preliminary negotiations with the customer or verbal approvals by the customer. Quanta recognizes amounts associated with change orders and claims as revenue if it is probable that the contract price will be adjusted and the amount of any such adjustment can be reliably estimated. Most of Quanta's change orders are for services that are not distinct from an existing contract and are accounted for as part of an existing contract on a cumulative catch-up basis. Quanta accounts for a change order as a separate contract if the additional goods or services are distinct from and increase the scope of the contract, and the price of the contract increases by an amount commensurate to Quanta's standalone selling price for the additional goods or services.

As of September 30, 2019 and December 31, 2018, Quanta had recognized revenues of \$150.4 million and \$121.8 million related to change orders and claims included as contract price adjustments and that were in the process of being negotiated in the normal course of business. These aggregate amounts, which are included in "Contract assets" in the accompanying condensed consolidated balance sheets, represent management's estimates of additional contract revenues that have been earned and are probable of collection. However, Quanta's estimates could be incorrect, and the amount ultimately realized could be significantly higher or lower than the estimated amount.

Variable consideration amounts, including performance incentives, early pay discounts and penalties, may also cause changes in contract estimates. The amount of variable consideration is estimated based on the most likely amount that is deemed probable of realization. Contract consideration is adjusted for variable consideration when it is probable that a significant reversal in the amount of cumulative revenue recognized will not occur once the uncertainty related to the variable consideration is resolved.

Changes in contract estimates are recognized on a cumulative catch-up basis in the period in which the revisions to the estimates are made. Such changes in estimates can result in the recognition of revenue in a current period for performance obligations that were satisfied or partially satisfied in prior periods or the reversal of previously recognized revenue if the current estimate differs from the previous estimate. The impact of a change in estimate is measured as the difference between the revenue or gross profit recognized in the prior period as compared to the revenue or gross profit which would have been recognized had the revised estimate been used as the basis of recognition in the prior period.

Quanta's operating results for the three months ended September 30, 2019 were favorably impacted by \$29.2 million, or 6.2% of gross profit, as a result of aggregate changes in contract estimates related to projects that were in progress at June 30, 2019. Quanta's operating results for the nine months ended September 30, 2019 were impacted by less than 5% as a result of aggregate changes in contract estimates related to projects that were in progress at December 31, 2018.

Certain projects were materially impacted by changes to estimated contract revenues and/or project costs during the three and nine months ended September 30, 2019. Quanta successfully executed through project risks on a larger pipeline transmission project, which resulted in a reduction of estimated project costs and positively impacted gross profit related to work performed in prior periods by \$22.2 million and \$21.6 million during the three and nine months ended September 30, 2019. Quanta experienced unfavorable weather and labor-related impacts, as well as a project scope reduction, on an electric transmission project in southern California, which resulted in an increase in estimated project costs and a reduction in expected project earnings. These changes negatively impacted gross profit related to work performed in prior periods by \$11.0 million and \$20.4 million during the three and nine months ended September 30, 2019. As of September 30, 2019, this project had a contract value of approximately \$400 million and was approximately 66% complete.

Quanta successfully completed an electric transmission project in Canada ahead of schedule during the three months ended March 31, 2019, which resulted in a reduction in estimated project costs and positively impacted gross profit related to work performed in prior periods by \$30.1 million during the nine months ended September 30, 2019. Quanta experienced rework and start-up delays on a processing facility construction project, which resulted in additional estimated project costs and liquidated damages payable to the customer and negatively impacted gross profit related to work performed in prior periods by \$24.3 million during the nine months ended September 30, 2019. As of September 30, 2019, this project had a contract value of approximately \$141 million and was approximately 98% complete.

Quanta's operating results for the three months ended September 30, 2018 were favorably impacted by \$30.7 million, or 7.2% of gross profit, as a result of aggregate changes in contract estimates related to projects that were in progress at June 30, 2018. Quanta's operating results for the nine months ended September 30, 2018 were impacted by less than 5% as a result of aggregate changes in contract estimates related to projects that were in progress at December 31, 2017.

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Certain projects were materially impacted by changes to estimated contract revenues and/or project costs during the three and nine months ended September 30, 2018. Quanta successfully executed through project procurement, winter schedule challenges and productivity risks on the electric transmission project in Canada discussed above, which resulted in reductions to the estimated project costs and positively impacted gross profit related to work performed in prior periods by \$47.1 million and \$47.2 million during the three and nine months ended September 30, 2018. Quanta experienced engineering and production delays on the processing facility construction project discussed above, which resulted in additional estimated project costs and liquidated damages payable to the customer and negatively impacted gross profit related to work performed in prior periods by \$18.8 million and \$20.6 million during the three and nine months ended September 30, 2018. Quanta also experienced a partial collapse of an underground borehole for a natural gas pipeline project, which resulted in additional estimated project costs and negatively impacted gross profit related to work performed in prior periods by \$10.8 million and \$7.6 million during the three and nine months ended September 30, 2018. See *Insurance* in Note 11 for additional information related to an estimated insurance recovery associated with this project. Additionally, a natural gas pipeline construction project experienced weather delays and project performance issues, which resulted in additional estimated project costs and negatively impacted gross profit related to work performed in prior periods by \$6.2 million and \$16.4 million during the three and nine months ended September 30, 2018.

Revenues by Category

The following tables present Quanta's revenue disaggregated by geographic location and contract type for the three and nine months ended September 30, 2019 and 2018 (in thousands):

	Three Months Ended September 30,				Nine Months Ended September 30,			
	2019		2018		2019		2018	
By primary geographic location:								
United States	\$ 2,872,923	85.7%	\$ 2,317,643	77.7%	\$ 7,635,462	84.9%	\$ 6,223,507	77.2%
Canada	342,016	10.2%	522,618	17.5%	1,029,667	11.4%	1,376,149	17.1%
Australia	56,323	1.7%	75,055	2.5%	134,533	1.5%	308,392	3.8%
Latin America and Other	81,633	2.4%	69,965	2.3%	199,691	2.2%	151,157	1.9%
Total revenues	<u>\$ 3,352,895</u>	<u>100.0%</u>	<u>\$ 2,985,281</u>	<u>100.0%</u>	<u>\$ 8,999,353</u>	<u>100.0%</u>	<u>\$ 8,059,205</u>	<u>100.0%</u>

	Three Months Ended September 30,				Nine Months Ended September 30,			
	2019		2018		2019		2018	
By contract type:								
Unit-price contracts	\$ 1,241,851	37.1%	\$ 1,082,858	36.3%	\$ 3,157,545	35.1%	\$ 2,714,441	33.7%
Cost-plus contracts	872,735	26.0%	662,757	22.2%	2,934,225	32.6%	1,847,018	22.9%
Fixed price contracts	1,238,309	36.9%	1,239,666	41.5%	2,907,583	32.3%	3,497,746	43.4%
Total revenues	<u>\$ 3,352,895</u>	<u>100.0%</u>	<u>\$ 2,985,281</u>	<u>100.0%</u>	<u>\$ 8,999,353</u>	<u>100.0%</u>	<u>\$ 8,059,205</u>	<u>100.0%</u>

As described above, under unit-price contracts with more than an insignificant amount of partially completed units and fixed price contracts, revenue is recognized as performance obligations are satisfied over time, with the percentage completion generally measured as the percentage of costs incurred to total estimated costs for such performance obligation. Approximately 51.3% and 58.6% of Quanta's revenues recognized during the three months ended September 30, 2019 and 2018 were associated with this revenue recognition method, and 50.8% and 56.0% of Quanta's revenues recognized during the nine months ended September 30, 2019 and 2018 were associated with this revenue recognition method.

Contract Assets and Liabilities

With respect to Quanta's contracts, interim payments are typically received as work progresses in accordance with agreed-upon contractual terms, either at periodic intervals or upon achievement of contractual milestones. As a result, under fixed price contracts, the timing of revenue recognition and contract billings results in contract assets and contract liabilities. Contract assets represent revenues recognized in excess of amounts billed for fixed price contracts and are current assets that are transferred to accounts receivable when billed or the billing rights become unconditional. Contract assets are not considered a significant financing component as they are intended to protect the customer in the event Quanta does not perform on its obligations under the contract.

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Conversely, contract liabilities represent billings in excess of revenues recognized for fixed price contracts. These arise under certain contracts that allow for upfront payments from the customer or contain contractual billing milestones, which result in billings that exceed the amount of revenues recognized for certain periods. Contract liabilities are current liabilities and are not considered a significant financing component, as they are used to meet working capital requirements that are generally higher in the early stages of a contract and are intended to protect Quanta from the other party failing to meet its obligations under the contract. Contract assets and liabilities are recorded on a performance obligation basis at the end of each reporting period.

Contract assets and liabilities consisted of the following (in thousands):

	September 30, 2019	December 31, 2018
Contract assets	\$ 652,915	\$ 576,891
Contract liabilities	\$ 540,187	\$ 425,961

As referenced previously, contract assets and liabilities fluctuate period to period based on various factors, including, among others, changes in the number and size of projects in progress at period end and variability in billing and payment terms, such as up-front or advance billings, interim or milestone billings, or deferred billings. The increase in contract assets from December 31, 2018 to September 30, 2019 was partially due to billing process changes for certain customers that impacted Quanta's ability to timely invoice and collect for services performed. Additionally, a contract asset impairment of \$29.4 million was recognized during the nine months ended September 30, 2019 in connection with a charge to earnings on a large telecommunications project in Peru that was terminated during the period. The increase in contract liabilities from December 31, 2018 to September 30, 2019 was primarily due to the timing and number of contracts that include advance billing terms.

Revenues were positively impacted by \$28.4 million during the nine months ended September 30, 2019 as a result of changes in estimates associated with performance obligations on fixed price contracts partially satisfied prior to December 31, 2018. During the nine months ended September 30, 2019, Quanta recognized revenue of approximately \$359 million related to contract liabilities outstanding at December 31, 2018.

Current and Long-Term Accounts Receivable, Notes Receivable and Allowance for Doubtful Accounts

Quanta provides an allowance for doubtful accounts when collection of an account or note receivable is considered doubtful, and receivables are written off against the allowance when deemed uncollectible. The assessment of the allowance for doubtful accounts involves certain judgments and estimates regarding, among other factors, the customer's access to capital, the customer's willingness or ability to pay, general economic and market conditions, the ongoing relationship with the customer and uncertainties related to the resolution of disputed matters. Quanta considers accounts receivable delinquent after 30 days but does not generally include delinquent accounts in its analysis of the allowance for doubtful accounts unless the accounts receivable have been outstanding for at least 90 days. Quanta includes accounts receivable balances that relate to customers in bankruptcy or with other known difficulties in its analysis of the allowance for doubtful accounts. Material changes to a customer's business, cash flows or financial condition, which may be impacted by negative economic and market conditions, could affect Quanta's ability to collect amounts due. Should anticipated recoveries relating to receivables fail to materialize, including anticipated recoveries relating to existing bankruptcies or other workout situations, Quanta could experience reduced cash flows and losses in excess of current allowances provided. As of September 30, 2019 and December 31, 2018, Quanta had allowances for doubtful accounts on current receivables of \$7.7 million and \$5.8 million. See Note 11 for additional information related to the bankruptcy matter involving PG&E Corporation and its primary operating subsidiary, Pacific Gas and Electric Company (collectively PG&E), a significant customer of Quanta.

Long-term accounts receivable are included within "Other assets, net" in the accompanying condensed consolidated balance sheets. As of September 30, 2019 and December 31, 2018, long-term accounts receivable were \$55.6 million and \$25.9 million. Included in the September 30, 2019 balance was \$43.0 million of pre-petition receivables due from PG&E, which were reclassified from current accounts receivable during the three months ended March 31, 2019, as further described in Note 11.

Certain contracts allow customers to withhold a small percentage of billings pursuant to retainage provisions, and such amounts are generally due upon completion of the contract and acceptance of the project by the customer. Based on Quanta's experience in recent years, the majority of these retainage balances are expected to be collected within approximately twelve months. Current retainage balances as of September 30, 2019 and December 31, 2018 were \$486.5 million and \$337.1 million and are included in "Accounts receivable." Retainage balances with expected settlement dates beyond the next twelve months are included in "Other assets, net," and as of September 30, 2019 and December 31, 2018 were \$39.9 million and \$99.6 million.

Quanta recognizes unbilled receivables for non-fixed price contracts within "Accounts receivable" in certain circumstances, such as when revenues have been earned and recorded but the amount cannot be billed under the terms of the contract until a later

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date or amounts arise from routine lags in billing (for example, work completed one month but not billed until the next month). These balances do not include revenues recognized for work performed under fixed-price contracts, as these amounts are recorded as "Contract assets." At September 30, 2019 and December 31, 2018, unbilled receivables included in "Accounts receivable" were \$732.7 million and \$434.9 million. Quanta also recognizes unearned revenues for non-fixed price contracts when cash is received prior to recognizing revenues for the related performance obligation. Unearned revenues, which are included in "Accounts payable and accrued expenses," were \$39.6 million and \$40.1 million at September 30, 2019 and December 31, 2018.

Cash and Cash Equivalents

Amounts related to Quanta's cash and cash equivalents based on geographic location of the bank accounts were as follows (in thousands):

	September 30, 2019	December 31, 2018
Cash and cash equivalents held in domestic bank accounts	\$ 55,581	\$ 62,495
Cash and cash equivalents held in foreign bank accounts	24,463	16,192
Total cash and cash equivalents	\$ 80,044	\$ 78,687

Cash consisting of interest-bearing demand deposits is carried at cost, which approximates fair value. Quanta considers all highly liquid investments with an original maturity of three months or less at the time of purchase to be cash equivalents, which are carried at fair value. At September 30, 2019 and December 31, 2018, cash equivalents were \$37.7 million and \$37.2 million and consisted primarily of money market investments and money market mutual funds and are discussed further in *Fair Value Measurements* below.

Cash and cash equivalents held by joint ventures, which are either consolidated or proportionately consolidated, are available to support joint venture operations, but Quanta cannot utilize those assets to support its other operations. Quanta generally has no right to cash and cash equivalents held by a joint venture other than participating in distributions and in the event of dissolution. Amounts related to cash and cash equivalents held by joint ventures, which are included in Quanta's total cash and cash equivalents balances, were as follows (in thousands):

	September 30, 2019	December 31, 2018
Cash and cash equivalents held by domestic joint ventures	\$ 7,855	\$ 8,544
Cash and cash equivalents held by foreign joint ventures	142	441
Total cash and cash equivalents held by joint ventures	7,997	8,985
Cash and cash equivalents not held by joint ventures	72,047	69,702
Total cash and cash equivalents	\$ 80,044	\$ 78,687

Goodwill

Goodwill, net of accumulated impairment losses, represents the excess of cost over the fair market value of net tangible and identifiable intangible assets of acquired businesses and is stated at cost. Goodwill is not amortized but is tested for impairment annually, or more frequently if events or circumstances indicate that the carrying amount of goodwill may be impaired. Quanta has recorded goodwill in connection with its historical acquisitions of businesses. Upon acquisition, these businesses were either combined into one of Quanta's existing operating units or managed on a stand-alone basis as an individual operating unit. Quanta's operating units are organized into two divisions: the Electric Power Infrastructure Services Division and the Pipeline and Industrial Infrastructure Services Division. As most of the companies acquired by Quanta provide multiple types of services for multiple types of customers, these divisional designations are based on the predominant type of work performed by an operating unit at the point in time the divisional designation is made. Goodwill is required to be measured for impairment at the reporting unit level, which represents the operating segment level or one level below the operating segment level for which discrete financial information is available. Quanta has determined that its individual operating units represent its reporting units for the purpose of assessing goodwill impairment.

An annual assessment for impairment is performed for each reporting unit that carries a balance of goodwill in the fourth quarter of the fiscal year, or more frequently if events or circumstances arise which indicate that goodwill may be impaired. The assessment can be performed by first completing a qualitative assessment on none, some or all of Quanta's reporting units. Quanta can also bypass the qualitative assessment for any reporting unit in any period and proceed directly to a quantitative impairment test, and then resume the qualitative assessment in any subsequent period. Qualitative indicators that may trigger the need for annual or interim quantitative impairment testing include, among other things, deterioration in macroeconomic conditions,

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declining financial performance, deterioration in the operational environment, or an expectation of selling or disposing of a portion of a reporting unit. Additionally, a significant change in business climate, a loss of a significant customer, increased competition, a sustained decrease in share price, or a decrease in Quanta's market capitalization below book value may trigger the need for interim impairment testing of goodwill associated with one or more of Quanta's reporting units.

If Quanta believes that, as a result of its qualitative assessment, it is more likely than not that the fair value of a reporting unit is less than its carrying amount, the quantitative impairment test is required. The quantitative test involves comparing the fair value of each of Quanta's reporting units with its carrying amount, including goodwill. If the carrying amount of a reporting unit exceeds its fair value, an impairment loss is recorded as a reduction to goodwill with a corresponding charge to "Asset impairment charges" in the condensed consolidated statements of operations. The income tax effect associated with an impairment of tax deductible goodwill is also considered in the measurement of the goodwill impairment. A goodwill impairment for any reporting unit is limited to the total amount of goodwill allocated to such reporting unit.

Quanta determines the fair value of its reporting units using a weighted combination of the income approach (discounted cash flow method) and market multiples valuation techniques (market guideline transaction method and market guideline public company method), with greater weight placed on the discounted cash flow method because management believes this method results in the most appropriate calculation of fair value and reflects an expectation of market value as determined by a "held and used" model.

Under the discounted cash flow method, Quanta determines fair value based on the estimated future cash flows for each reporting unit, discounted to present value using a risk-adjusted industry weighted average cost of capital, which reflects the overall level of inherent risk for each reporting unit and the rate of return an outside investor would expect to earn. Cash flow projections are derived from budgeted amounts (typically a one-year model) and subsequent period cash flows are developed for each reporting unit using growth rates that management believes are reasonably likely to occur. A terminal value is derived from a multiple of the reporting unit's earnings before interest, taxes, depreciation and amortization (EBITDA). The EBITDA multiples for each reporting unit are based on observed purchase transactions for similar businesses adjusted for size, volatility and risk.

Under the market guideline transaction and market guideline public company methods, Quanta determines the estimated fair value for each of its reporting units by applying transaction multiples and public company multiples, respectively, to each reporting unit's projected EBITDA and then averaging that estimate with similar historical calculations using either a one-, two- or three-year average. The transaction multiples are based on observed purchase transactions for similar businesses adjusted for size, volatility and risk. The public company multiples are based on peer group multiples adjusted for size, volatility and risk. For the market guideline public company method, Quanta adds a reasonable control premium, which is estimated as the premium that would be appropriate to convert the reporting unit value to a controlling interest basis.

For Quanta's annual goodwill impairment assessment performed during the fourth quarter of 2018, Quanta assessed qualitative factors to determine whether it was necessary to perform a quantitative fair value impairment analysis and identified certain reporting units for which a quantitative goodwill impairment assessment was deemed appropriate based on either changes in market conditions or specific performance indicators. The subsequent quantitative analyses indicated that the fair value of each of the selected reporting units was in excess of its carrying amount. Accordingly, Quanta did not record any impairment charges related to goodwill during the fourth quarter of 2018.

The determination of a reporting unit's fair value requires judgment and the use of significant estimates and assumptions. Quanta believes the estimates and assumptions used in its impairment assessments are reasonable and based on available market information obtained from relevant industry sources; however, variations in any of the assumptions could result in materially different calculations of fair value and impairment determinations. Accordingly, management considered the sensitivity of its fair value estimates to changes in certain valuation assumptions. After taking into account a 10% decrease in the fair value of the reporting units for which a quantitative impairment test was performed, two reporting units within Quanta's Pipeline and Industrial Infrastructure Services Division would have fair values below their carrying amounts. One of the reporting units is a material handling services business, and the other reporting unit operates within the midstream and smaller-scale pipeline market. Goodwill and intangible assets associated with these two reporting units were \$48.7 million and \$9.1 million at September 30, 2019.

If an operating unit experiences prolonged periods of declining revenues, operating margins or both, it may be at risk of failing the quantitative goodwill impairment test. The reporting units referenced above have experienced declines over the short term due to challenging macroeconomic conditions in certain geographic areas and low oil and natural gas prices, which have negatively impacted customer spending and resulted in project cancellations and delays. Additionally, customer capital spending has been constrained as a result of an increasingly complex regulatory and permitting environment. Quanta monitors these

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conditions and others to determine if it is necessary to perform the quantitative fair value impairment test for one or more operating units prior to the annual impairment assessment.

Due to the cyclical nature of Quanta's business, and the other factors described above, the profitability of its individual reporting units may suffer from decreases in customer demand and other factors. These factors may have a disproportionate impact on individual reporting units as compared to Quanta as a whole and might adversely affect the fair value of individual reporting units. If material adverse conditions occur, Quanta's future estimates of fair value may not support the carrying amount of one or more of its reporting units, and the related goodwill would need to be written down to an amount considered recoverable.

Other Intangible Assets

Quanta's intangible assets include customer relationships, backlog, trade names, non-compete agreements, patented rights and developed technology and curriculum, all of which are subject to amortization, as well as an engineering license, which is not subject to amortization. The value of customer relationships is estimated as of the date a business is acquired based on the value-in-use concept utilizing the income approach, specifically the multi-period excess earnings method. This analysis discounts to present value the projected cash flows attributable to the customer relationships, with consideration given to customer contract renewals and estimated customer attrition rates.

The following table presents the significant estimates used by management in determining the fair values of customer relationships associated with acquisitions in the nine months ended September 30, 2019 and year ended December 31, 2018:

	2019	2018
Discount rates	19% to 24%	20% to 27%
Customer attrition rates	5% to 37%	20% to 33%

Quanta values backlog for acquired businesses as of the acquisition date based upon the contractual nature of the backlog within each service line, discounted to present value. The values of trade names and curriculum are estimated using the relief-from-royalty method of the income approach, which is based on the assumption that in lieu of ownership, a company would be willing to pay a royalty for use of the trade name or curriculum. The value of a non-compete agreement is estimated based on the difference between the present value of the prospective cash flows with the agreement in place and the present value of the prospective cash flows without the agreement in place. The value of the engineering license is based on cash paid to acquire the asset.

Quanta amortizes the intangible assets that are subject to amortization based upon the estimated consumption of their economic benefits, or on a straight-line basis if the pattern of economic benefit cannot otherwise be reliably estimated. Intangible assets are reviewed for impairment and tested for recoverability whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. For instance, a significant change in business climate or a loss of a significant customer, among other things, may trigger the need for interim impairment testing of intangible assets. An impairment loss is recognized if the carrying amount of an intangible asset is not recoverable and its carrying amount exceeds its fair value. Intangible asset impairments are included within "Asset impairment charges" in the condensed consolidated statements of operations, when applicable.

Leases

As described further in Note 3, effective January 1, 2019, Quanta adopted the new lease accounting standard utilizing the transition method that allows entities to apply the new standard at the adoption date and recognize a cumulative-effect adjustment to the opening balance of retained earnings in the period of adoption, if applicable. Quanta's financial results for reporting periods beginning on or after January 1, 2019 are presented under the new standard, while financial results for prior periods continue to be reported in accordance with the prior standard and Quanta's historical accounting policy. The adoption of the new standard resulted in the recording of operating lease right-of-use assets and operating lease liabilities of \$301.1 million as of January 1, 2019. Lease liabilities are recognized as the present value of the future minimum lease payments over the lease term as of the commencement date. Lease assets are recognized as the present value of future minimum lease payments over the lease term as of the commencement date, plus any initial direct costs incurred and lease payments made, less any lease incentives received. Although the adoption of the new standard had a material impact on Quanta's consolidated balance sheet, there was not a material impact on its consolidated statements of operations, comprehensive income, cash flows or equity.

Quanta determines if an arrangement contains a lease at inception. If an arrangement is considered a lease, Quanta determines whether the lease is an operating or finance lease at the commencement of the lease. In accordance with the new standard, finance leases are leases that meet any of the following criteria: the lease transfers ownership of the underlying asset at the end of the lease

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term; the lessee is reasonably certain to exercise an option to purchase the underlying asset; the lease term is for the major part of the remaining economic life of the underlying asset (except when the commencement date falls at or near the end of such economic life); the present value of the sum of the lease payments and any additional residual value guarantee by the lessee equals or exceeds substantially all of the fair value of the underlying asset; or the underlying asset is of such a specialized nature that it is expected to have no alternative use to the lessor at the end of the lease term. A lease that does not meet any of these criteria is considered an operating lease. After the commencement date, lease cost for an operating lease is recognized over the remaining lease term on a straight-line basis, while lease cost for a finance lease is based on the depreciation of the lease asset and interest on the lease liability.

The terms of Quanta's lease arrangements vary, and certain leases include one or more of the following: renewal option(s), a cancellation option, a residual value guarantee, a purchase option or an escalation clause. An option to extend or terminate a lease is accounted for when assessing a lease term when it is reasonably certain that Quanta will exercise such option. Quanta has made a policy election to classify leases with an initial lease term of 12 months or less as short-term leases, and these leases are not recorded in the accompanying condensed consolidated balance sheets unless the lease contains a purchase option that is reasonably certain to be exercised. Lease cost related to short-term leases is recognized on a straight-line basis over the lease term.

Determinations with respect to lease term (including any extension thereof), discount rate, variable lease cost and future minimum lease payments require the use of judgment based on the facts and circumstances related to each lease. Quanta considers various factors, including economic incentives, intent, past history and business need, to determine the likelihood that a renewal option will be exercised. Unless a renewal option is reasonably certain to be exercised, which is typically at Quanta's sole discretion, the initial non-cancelable lease term is used. Quanta generally uses its incremental borrowing rates to determine the present value of future minimum lease payments.

Investments in Affiliates and Other Entities

In the normal course of business, Quanta enters into various types of investment arrangements, each having unique terms and conditions. These investments may include equity interests held by Quanta in business entities, including general or limited partnerships, contractual joint ventures, or other forms of equity or profit participation. These investments may also include Quanta's participation in different financing structures, such as the extension of loans to project-specific entities, the acquisition of convertible notes issued by project specific entities, or other strategic financing arrangements. Quanta also enters into strategic partnerships with customers and infrastructure investors to provide fully integrated infrastructure services on certain projects, including planning and feasibility analyses, engineering, design, procurement, construction and project operation and maintenance. These projects include public-private partnerships and concessions, along with private infrastructure projects such as build, own, operate (and in some cases transfer) and build-to-suit arrangements.

Quanta determines whether investments involve a variable interest entity (VIE) based on the characteristics of the subject entity. If the entity is determined to be a VIE, then management determines if Quanta is the primary beneficiary of the entity and whether or not consolidation of the VIE is required. The primary beneficiary consolidating the VIE must normally have both (i) the power to direct the activities that most significantly affect the VIE's economic performance and (ii) the obligation to absorb significant losses of, or the right to receive significant benefits from, the VIE. When Quanta is deemed to be the primary beneficiary, the VIE is consolidated and the other party's equity interest in the VIE is accounted for as a non-controlling interest. In cases where Quanta determines that it has an undivided interest in the assets, liabilities, revenues and profits of an unincorporated VIE (e.g., a general partnership interest), such amounts are consolidated on a basis proportional to Quanta's ownership interest in the unincorporated entity.

Investments in entities of which Quanta is not the primary beneficiary, but over which Quanta has the ability to exercise significant influence, are accounted for using the equity method of accounting. Quanta's share of net income or losses from unconsolidated equity investments is reported as equity in earnings (losses) of unconsolidated affiliates, which is included in "Other income (expense), net" in the accompanying condensed consolidated statements of operations. Equity investments are reviewed for impairment by assessing whether there has been a decline in the fair value of the investment below the carrying amount and the decline is other-than-temporary. In making this determination, factors such as the ability to recover the carrying amount of the investment and the inability of the investee to sustain its earnings capacity are evaluated in determining whether a loss in value should be recognized. Any impairment losses related to investments would be recognized in equity in earnings (losses) of unconsolidated affiliates. Equity method investments are carried at original cost adjusted for Quanta's proportionate share of the investees' income, losses and distributions and are included in "Other assets, net" in the accompanying condensed consolidated balance sheets.

Investments in entities which Quanta is not the primary beneficiary, and over which Quanta does not have the ability to exercise significant influence, are accounted for using the cost method of accounting. These investments are required to be measured

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at fair value, with changes in fair value recognized in net income, unless the investments do not have readily determinable fair values, in which case the investments are measured at cost minus impairment, if any, plus or minus observable price changes in orderly transactions for an identical or similar investment in the same company.

As part of Quanta's investment strategy, Quanta formed a partnership with select investors that provides up to \$1.0 billion of capital, including approximately \$80.0 million from Quanta, available to invest in certain specified infrastructure projects through August 2024. Wholly owned subsidiaries of Quanta serve as the general partner of this partnership and as a separately operated registered investment adviser that manages the invested capital. As of September 30, 2019, Quanta had contributed \$13.7 million to this partnership in connection with certain investments. In October 2019, due to certain circumstances, the partnership entered into a 180-day period during which the investors and Quanta will evaluate the partnership. During this period, the partnership may make additional investments with the consent of the investors, and, at the end of the period, the investors or Quanta may elect to end the investment period for any future investments or dissolve the partnership.

Quanta has a minority ownership interest in a limited partnership that was selected during 2014 to build, own and operate a new 500 kilometer electric transmission line and two 500 kV substations in Alberta, Canada and has accounted for this interest as an equity-method investment. The limited partnership contracted with a Quanta subsidiary to perform the engineering, procurement and construction (EPC) services for the project, and the Quanta subsidiary recognized revenue and related cost of services as performance progressed on the project. However, due to Quanta's ownership interest, a proportional amount of the EPC profit was deferred until the electric transmission line and related substations were constructed and ownership of the assets were deemed to be transferred to the third party customer, which occurred in the three months ended March 31, 2019. The deferral of earnings and recognition of such earnings deferral were recorded as components of equity in earnings (losses) of unconsolidated affiliates, which is included in "Other income (expense), net" in the accompanying condensed consolidated statements of operations. During the three months ended March 31, 2019, deferred earnings of \$60.3 million were recognized, the majority of which was attributable to profit earned and deferred in the years ended December 31, 2018 and 2017. During the three months ended June 30, 2019, Quanta entered into a definitive agreement to sell its interest in the limited partnership. The sale is expected to close in the fourth quarter of 2019 or early 2020, subject to receipt of regulatory approvals and satisfaction of customary closing conditions.

During 2018, Quanta acquired a 30% equity interest in a water and gas pipeline infrastructure contractor located in Australia for \$22.2 million. This investment includes an option to acquire the remaining equity of the company through 2020 and provides for certain additional earnings and distribution participation rights during a designated 25-month post-investment period, as well as preferential liquidation rights. Quanta's equity interest has been recorded at cost and will be adjusted for impairment, if any, plus or minus observable changes in the value of the company's equity. Earnings on this investment are recognized as dividends are received and are reported in "Other income (expense), net" in the accompanying condensed consolidated statements of operations. Quanta received and recognized \$3.9 million in cash dividends from this investment during 2018. During 2018, Quanta also acquired a 49% equity interest in an electric power infrastructure services company, together with certain related customer relationship and other intangible assets, for \$12.3 million. See Notes 9 and 11 for additional information related to investments.

Income Taxes

Quanta follows the liability method of accounting for income taxes. Under this method, deferred tax assets and liabilities are recorded based on future tax consequences of temporary differences between the financial reporting and tax bases of assets and liabilities and are measured using the enacted tax rates and laws that are expected to be in effect when the underlying assets or liabilities are recovered or settled.

Quanta regularly evaluates valuation allowances established for deferred tax assets for which future realization is uncertain, including in connection with changes in tax laws. The estimation of required valuation allowances includes estimates of future taxable income. The ultimate realization of deferred tax assets is dependent upon the generation of future taxable income during the periods in which those temporary differences become deductible. Quanta considers projected future taxable income and tax planning strategies in making this assessment. If actual future taxable income differs from these estimates, Quanta may not realize deferred tax assets to the extent estimated.

Quanta records reserves for income taxes related to certain tax positions when management considers it more likely than not that additional taxes may be due in excess of amounts reflected on income tax returns filed. When recording these reserves, Quanta assumes that taxing authorities have full knowledge of the position and all relevant facts. Quanta continually reviews exposure to additional tax obligations, and as further information is known or events occur, changes in tax reserves may be recorded. To the extent interest and penalties may be assessed by taxing authorities on any underpayment of income tax, such amounts have been accrued and included in the provision for income taxes.

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As of September 30, 2019, the total amount of unrecognized tax benefits relating to uncertain tax positions was \$39.1 million, a \$2.0 million decrease from December 31, 2018. This decrease resulted primarily from a favorable settlement of \$7.5 million related to certain non-U.S. income tax obligations of an acquired business and the expiration of U.S. state income tax statutes, partially offset by a \$5.5 million increase in reserves for uncertain tax positions expected to be taken in 2019. Quanta and certain subsidiaries remain under examination by various U.S. state and Canadian and other foreign tax authorities for multiple periods. Quanta believes it is reasonably possible that within the next 12 months unrecognized tax benefits may decrease by up to \$3.0 million as a result of settlement of these examinations or as a result of the expiration of certain statute of limitations periods.

U.S. federal and state and foreign income tax laws and regulations are voluminous and often ambiguous. As such, Quanta is required to make many subjective assumptions and judgments regarding its tax positions that could materially affect amounts recognized in future consolidated balance sheets, statements of operations and statements of comprehensive income. For example, the Tax Cuts and Jobs Act of 2017 significantly revised the U.S. corporate tax regime which, among other things, resulted in a reduction of Quanta's current and estimated future effective tax rate and a remeasurement of its deferred tax assets and liabilities.

Earnings Per Share

Basic and diluted earnings per share attributable to common stock are computed using the weighted average number of shares of common stock outstanding during the applicable period. Exchangeable shares that were issued pursuant to certain of Quanta's historical acquisitions (as further discussed in Note 9), which are exchangeable on a one-for-one basis with shares of Quanta common stock, have been included in the calculation of weighted average shares outstanding for basic and diluted earnings per share attributable to common stock for the portion of the periods that they were outstanding. Additionally, unvested stock-based awards that contain non-forfeitable rights to dividends or dividend equivalents (participating securities) have been included in the calculation of basic and diluted earnings per share attributable to common stock for the portion of the periods that the awards were outstanding. Diluted earnings per share attributable to common stock is computed using the weighted average number of shares of common stock outstanding during the period adjusted for all potentially dilutive common stock equivalents, except in cases where the effect of the common stock equivalents would be antidilutive.

Insurance

Quanta is insured for employer's liability, workers' compensation, auto liability and general liability claims. Under its third-party insurance programs, the deductible for employer's liability is \$1.0 million per occurrence, the deductible for workers' compensation is \$5.0 million per occurrence, and the deductibles for auto liability and general liability are \$10.0 million per occurrence. Quanta manages and maintains a portion of its casualty risk through its wholly-owned captive insurance company, including claims up to the deductibles under its third-party insurance programs. Quanta also has employee health care benefit plans for most employees not subject to collective bargaining agreements, of which the primary plan is subject to a deductible of \$0.5 million per claimant per year.

Losses under all of these insurance programs are accrued based upon Quanta's estimate of the ultimate liability for claims reported and an estimate of claims incurred but not reported, with assistance from third-party actuaries. These insurance liabilities are difficult to assess and estimate due to unknown factors, including the severity of an injury, the extent of damage, the determination of Quanta's liability in proportion to other parties and the number of incidents not reported. The accruals are based upon known facts and historical trends, and management believes such accruals are adequate.

Collective Bargaining Agreements

Certain of Quanta's operating units are parties to collective bargaining agreements with unions that represent certain of their employees. The collective bargaining agreements expire at various times and have typically been renegotiated and renewed on terms similar to those in the expiring agreements. The agreements require the operating units to pay specified wages, provide certain benefits to union employees and contribute certain amounts to multiemployer pension plans and employee benefit trusts pursuant to specified rates. Quanta's multiemployer pension plan contribution rates generally are made to the plans on a "pay-as-you-go" basis based on its union employee payrolls. The location and number of union employees that Quanta employs at any given time and the plans in which they may participate vary depending on Quanta's need for union resources in connection with its ongoing projects. Therefore, Quanta is unable to accurately predict its union employee payroll and the resulting multiemployer pension plan contribution obligations for future periods.

Stock-Based Compensation

Quanta recognizes compensation expense for restricted stock units (RSUs) and performance stock units (PSUs) to be settled in common stock based on the fair value of the awards, net of estimated forfeitures. The fair value of these awards is generally

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determined based on the number of units granted and the closing price of Quanta's common stock on the date of grant. However, for PSUs with market-based performance metrics, the fair value is determined using a Monte Carlo simulation valuation methodology. An estimate of future forfeitures, based on historical data, is also utilized to determine compensation expense for the period, and these forfeiture estimates are subject to change and may impact the value that will ultimately be recognized as compensation expense. The resulting compensation expense for PSU and time-based RSU awards is recognized on a straight-line basis over the requisite service period, which is generally the vesting period, and the resulting compensation expense for performance-based RSU awards is recognized using the graded vesting method over the requisite service period. The compensation expense related to outstanding PSUs can also vary from period to period based on changes in forecasted achievement of established performance goals and the total number of shares of common stock that Quanta anticipates will be issued upon vesting of such PSUs. Payments made by Quanta to satisfy employee tax withholding obligations associated with awards settled in common stock are classified as financing cash flows.

Compensation expense associated with liability-based awards, such as RSUs that are expected to or may settle in cash, is recognized based on a remeasurement of the fair value of the award at the end of each reporting period. Upon settlement, the holders receive for each RSU an amount in cash equal to the fair market value of one share of Quanta common stock on the settlement date, as specified in the applicable award agreement. For additional information on Quanta's RSU and PSU awards, see Note 10.

Functional Currency and Translation of Financial Statements

The U.S. dollar is the functional currency for the majority of Quanta's operations, which are primarily located within the United States. The functional currency for Quanta's foreign operations, which are primarily located in Canada, Australia and Latin America, is typically the currency of the country where the foreign operating unit is located and transacts the majority of its activities, including billings, financing, payroll and other expenditures. When preparing its consolidated financial statements, Quanta translates the financial statements of its foreign operating units from their functional currency into U.S. dollars. Statements of operations, comprehensive income and cash flows are translated at average monthly rates, while balance sheets are translated at month-end exchange rates. The translation of the balance sheet results in translation gains or losses, which are included as a separate component of equity under "Accumulated other comprehensive income (loss)." Gains and losses arising from transactions not denominated in functional currencies are included within "Other income (expense), net" in the accompanying condensed consolidated statements of operations.

Comprehensive Income

Components of comprehensive income include all changes in equity during a period except those resulting from changes in Quanta's capital-related accounts. Quanta records other comprehensive income (loss) for foreign currency translation adjustments related to its foreign operations and for other revenues, expenses, gains and losses that are included in comprehensive income but excluded from net income.

Litigation Costs and Reserves

Quanta records reserves when the likelihood of incurring a loss is probable and the amount of loss can be reasonably estimated. Costs incurred for litigation are expensed as incurred. See Note 11 for additional information related to legal proceedings and other contingencies.

Fair Value Measurements

For disclosure purposes, qualifying assets and liabilities are categorized into three broad levels based on the priority of the inputs used to determine their fair values. The fair value hierarchy gives the highest priority to quoted prices (unadjusted) in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). Certain assumptions and other information as they relate to these qualifying assets and liabilities are described below.

Contingent Consideration Liabilities. As of September 30, 2019 and December 31, 2018, financial instruments required to be measured at fair value on a recurring basis consisted primarily of Quanta's liabilities related to contingent consideration associated with certain acquisitions, the payment of which is contingent upon the achievement of certain performance objectives by the acquired businesses during designated post-acquisition periods and, if earned, would be payable to the former owners of the acquired businesses. The liabilities recorded represent the estimated fair values of future amounts payable to the former owners of the acquired businesses and are estimated by management based on entity-specific assumptions that are evaluated on an ongoing basis. Quanta expects a significant portion of these liabilities to be settled by late 2020 or early 2021.

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Aggregate fair values of these outstanding and unearned contingent consideration liabilities and their classification in the accompanying condensed consolidated balance sheets were as follows (in thousands):

	September 30, 2019	December 31, 2018
Accounts payable and accrued expenses	\$ 70,982	\$ —
Insurance and other non-current liabilities	8,438	70,756
Total contingent consideration liabilities	\$ 79,420	\$ 70,756

The fair values of these liabilities were primarily determined using a Monte Carlo simulation valuation methodology based on probability-weighted performance projections and other inputs, including a discount rate and an expected volatility factor for each acquisition. The expected volatility factors ranged from 22.2% to 30.0% based on historical asset volatility of selected guideline public companies. Depending on contingent consideration payment terms, the present values of the estimated payments are discounted based on a risk-free rate and/or Quanta's cost of debt, ranging from 2.1% to 3.9%. The fair value determinations incorporate significant inputs not observable in the market. Accordingly, the level of inputs used for these fair value measurements is the lowest level (Level 3). Significant changes in any of these assumptions could result in a significantly higher or lower potential liability.

The majority of Quanta's contingent consideration liabilities are subject to a maximum payment amount, which aggregated to \$153.0 million as of September 30, 2019. One contingent consideration liability is not subject to a maximum payout amount, and that liability had a fair value of \$1.0 million as of September 30, 2019.

Quanta's aggregate contingent consideration liabilities can change due to additional business acquisitions, settlement of outstanding liabilities, changes in the fair value of amounts owed based on forecasted performance in post-acquisition periods and accretion in present value. During the three and nine months ended September 30, 2019, Quanta recognized net increases in the fair value of its aggregate contingent consideration liabilities of \$3.8 million and \$8.1 million. During the three and nine months ended September 30, 2018, Quanta recognized net decreases in the fair value of its aggregate contingent consideration liabilities of \$1.4 million and \$7.7 million. These changes are reflected in "Change in fair value of contingent consideration liabilities" in the accompanying condensed consolidated statements of operations.

Goodwill and Other Intangible Assets. As discussed in the *Goodwill and Other Intangible Assets* sections within this Note 2 above, Quanta has recorded goodwill and identifiable intangible assets in connection with certain of its historical business acquisitions. Quanta utilizes the fair value premise as the primary basis for its impairment valuation procedures. The *Goodwill and Other Intangible Assets* sections provide information regarding valuation methods, including the income approach, market approach and cost approach, and assumptions used to determine the fair value of these assets based on the appropriateness of each method in relation to the type of asset being valued. Quanta believes that these valuation methods appropriately represent the methods that would be used by other market participants in determining fair value, and periodically engages the services of an independent valuation firm when a new business is acquired to assist management with the valuation process, including assistance with the selection of appropriate valuation methodologies and the development of market-based valuation assumptions. The level of inputs used for these fair value measurements is the lowest level (Level 3).

Investments and Financial Instruments. Quanta also uses fair value measurements in connection with the valuation of its investments in private company equity interests and financial instruments. These valuations require significant management judgment due to the absence of quoted market prices, the inherent lack of liquidity and their long-term nature. Typically, the initial costs of these investments are considered to represent fair market value, as such amounts are negotiated between willing market participants. On a quarterly basis, Quanta performs an evaluation of its investments to determine if an other-than-temporary decline in the value of each investment has occurred and whether the recorded amount of each investment will be recoverable. If an other-than-temporary decline in the value of an investment occurs, a fair value analysis is performed to determine the degree to which the investment is impaired and a corresponding charge to earnings is recorded during the period. These types of fair market value assessments are similar to other nonrecurring fair value measures used by Quanta, which include the use of significant judgments and available relevant market data. Such market data may include observations of the valuation of comparable companies, risk-adjusted discount rates and an evaluation of the expected performance of the underlying portfolio asset, including historical and projected levels of profitability or cash flows. In addition, a variety of additional factors may be reviewed by management, including, but not limited to, contemporaneous financing and sales transactions with third parties, changes in market outlook and the third-party financing environment. The level of inputs used for these fair value measurements is the lowest level (Level 3).

Other. The carrying amounts of cash equivalents, accounts receivable and accounts payable and accrued expenses approximate fair value due to the short-term nature of these instruments. All of Quanta's cash equivalents were categorized as Level 1 assets at September 30, 2019 and December 31, 2018, as all values were based on unadjusted quoted prices for identical assets in an

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active market that Quanta has the ability to access. The carrying amount of variable rate debt also approximates fair value.

3. NEW ACCOUNTING PRONOUNCEMENTS:

Adoption of New Accounting Pronouncements

In February 2016, the Financial Accounting Standards Board (FASB) issued an update that requires the recognition of operating lease right-of-use assets and corresponding lease liabilities on an entity's balance sheet. Effective January 1, 2019, Quanta adopted the new lease accounting standard utilizing the transition method that allows entities to apply the new standard at the adoption date and recognize a cumulative-effect adjustment to the opening balance of retained earnings in the period of adoption, if applicable. Quanta's financial results for reporting periods beginning on or after January 1, 2019 are presented under the new standard, while financial results for prior periods continue to be reported in accordance with the prior standard and Quanta's historical accounting policy. The adoption of the new standard resulted in the recording of operating lease right-of-use assets and operating lease liabilities of \$301.1 million as of January 1, 2019. Although the adoption of the new standard had a material impact on Quanta's consolidated balance sheet, there was not a material impact on its consolidated statements of operations, comprehensive income, cash flows or equity. Additionally, the adoption of this standard did not have a material impact on Quanta's debt covenant compliance under its senior secured credit facility.

Quanta elected certain practical expedients that, among other things, permit the identification and classification of leases in accordance with the previous guidance. Additionally, certain of Quanta's real estate and equipment arrangements contain both lease and non-lease components (e.g., maintenance services). Quanta elected the practical expedient that allows an entity to not separate lease components from their associated non-lease components for such arrangements and accounted for both lease and non-lease components under the new standard. Quanta also made an accounting policy election allowed under the new standard whereby leases with terms of twelve months or less are not recorded on the balance sheet unless they contain a purchase option that is reasonably certain to be exercised. The new lease standard requires new disclosures that are designed to enable users of financial statements to assess the amount, timing, and uncertainty of cash flows arising from leases, which are included in Notes 2, 8 and 13. Quanta implemented new internal controls related to the preparation of financial information necessary for adoption of the new standard.

In August 2017, the FASB issued an update that amends and simplifies existing guidance for presenting the economic effects of risk management activities in an entity's financial statements. The update is effective for interim and annual periods beginning after December 15, 2018. The amended presentation and disclosure guidance is required only prospectively, but certain amendments, if applicable, could require a cumulative-effect adjustment. Quanta adopted the new standard effective January 1, 2019; however, as of September 30, 2019, Quanta had no outstanding hedging relationships or other activities covered by the update.

Accounting Standards Not Yet Adopted

In June 2016, the FASB issued an update for measuring credit losses on most financial assets and certain other instruments that are not measured at fair value through net income. The update amends the impairment model to utilize an expected loss methodology in place of the incurred loss methodology for financial instruments, including trade receivables, and off-balance sheet credit exposures. The amendment requires entities to consider a broader range of information to estimate expected credit losses, which may result in earlier recognition of losses. The update will also require disclosure of information regarding how a company developed its allowance, including changes in the factors that influenced management's estimate of expected credit losses and the reasons for those changes. Companies will apply this standard's provisions as a cumulative-effect adjustment to retained earnings as of the beginning of the first reporting period in which the guidance is effective. The new standard is effective for interim and annual reporting periods beginning after December 15, 2019. Quanta is evaluating the potential impact of this guidance on its consolidated financial statements and will adopt the guidance effective January 1, 2020.

In August 2018, the FASB issued an update that amends the disclosure requirements related to fair value measurements. Pursuant to this update, certain disclosure requirements will be removed, such as the valuation processes for Level 3 fair value measurements, and other disclosure requirements will be modified or added, including a new requirement to disclose the range and weighted average (or a more reasonable and rational method to reflect the distribution) of significant unobservable inputs used to develop Level 3 fair value measurements. This update is effective for interim and annual periods beginning after December 15, 2019, and certain amendments should be applied prospectively, while other amendments should be applied retrospectively. Quanta is evaluating the potential impact of this guidance on its consolidated financial statements and will adopt the guidance effective January 1, 2020.

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4. ACQUISITIONS:

During the nine months ended September 30, 2019, Quanta acquired Hallen, a pipeline and industrial services business located in the United States that specializes in gas distribution and transmission services, and to a lesser extent, underground electric distribution and transmission services; two specialty utility foundation and pole-setting contractors serving the southeast United States; an electric power specialty contracting business located in the United States that provides aerial power line and construction support services; a business located in the United States that provides technical training materials to electric utility workers; and an electrical infrastructure services business located in Canada. The aggregate consideration for these acquisitions was \$395.0 million paid or payable in cash, subject to certain adjustments, and 60,860 shares of Quanta common stock, which had a fair value of approximately \$1.8 million as of the respective acquisition date. A portion of the cash consideration in connection with the Hallen acquisition was placed in an escrow account, which, subject to certain conditions, could be utilized to reimburse Quanta for obligations associated with certain contingent liabilities assumed by Quanta in the transaction. See *Legal Proceedings — Hallen Acquisition Assumed Liability* in Note 11 for additional information related to these liabilities. Beginning on the respective acquisition dates, the results of the acquired businesses have been included in Quanta's consolidated financial statements, with the results of Hallen generally included in the Pipeline and Industrial Infrastructure Services segment and the other acquired businesses generally included in the Electric Power Infrastructure Services segment.

During the year ended December 31, 2018, Quanta acquired an electrical infrastructure services business specializing in substation construction and relay services, a postsecondary educational institution that provides training and programs for workers in the industries Quanta serves, and two communications infrastructure services businesses, all of which are located in the United States. The aggregate consideration for these acquisitions was \$108.3 million paid or payable in cash, subject to certain adjustments, and 679,668 shares of Quanta common stock, which had a fair value of approximately \$22.9 million as of the respective acquisition dates. Additionally, the acquisitions of the postsecondary educational institution and one of the communications infrastructure services businesses include the potential payment of up to \$18.0 million of contingent consideration, payable if the acquired businesses achieve certain performance objectives over five- and three-year post-acquisition periods. Based on the estimated fair value of the contingent consideration, Quanta recorded \$16.5 million of liabilities as of the respective acquisition dates. Beginning on the respective acquisition dates, the results of the acquired businesses have been included in Quanta's consolidated financial statements, generally within the Electric Power Infrastructure Services segment.

Quanta is finalizing its fair value assessments for the acquired assets and assumed liabilities related to businesses acquired subsequent to September 30, 2018, and further adjustments to the purchase price allocations may occur. As of September 30, 2019, the estimated fair values of the net assets acquired were preliminary, with possible updates primarily related to the valuation of certain intangible assets and pre-acquisition contingent liabilities, as further described in *Legal Proceedings — Hallen Acquisition Assumed Liability* in Note 11, and tax-related estimates. The aggregate consideration paid for businesses acquired between September 30, 2018 and September 30, 2019 was allocated to acquired assets and assumed liabilities, which resulted in an allocation of \$111.8 million to net tangible assets, \$190.8 million to identifiable intangible assets and \$97.3 million to goodwill.

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The following table summarizes the aggregate consideration paid or payable as of September 30, 2019 for the acquisitions completed in 2019 and 2018 and presents the allocation of these amounts to net tangible and identifiable intangible assets based on their estimated fair values as of the respective acquisition dates, inclusive of any purchase price adjustments. These allocations require significant use of estimates and are based on information that was available to management at the time these consolidated financial statements were prepared. Quanta uses a variety of information to estimate fair values, including quoted market prices, carrying amounts and valuation techniques such as discounted cash flows. When deemed appropriate, third-party appraisal firms are engaged to assist in fair value determination of fixed assets, intangible assets and certain other assets and liabilities (in thousands).

	2019	2018
Consideration:		
Cash paid or payable	\$ 395,019	\$ 108,307
Value of Quanta common stock issued	1,791	22,882
Contingent consideration	—	16,471
Fair value of total consideration transferred or estimated to be transferred	<u>\$ 396,810</u>	<u>\$ 147,660</u>
Accounts receivable	\$ 107,362	\$ 18,405
Contract assets	9,445	1,905
Other current assets	13,548	8,484
Property and equipment	60,133	23,674
Other assets	149	576
Identifiable intangible assets	190,785	52,364
Contract liabilities	(1,782)	(175)
Other current liabilities	(64,687)	(11,205)
Deferred tax liabilities, net	(7,002)	(4,208)
Other long-term liabilities	(5,345)	—
Total identifiable net assets	<u>302,606</u>	<u>89,820</u>
Goodwill	97,343	57,840
Fair value of net assets acquired	<u>399,949</u>	<u>147,660</u>
Bargain purchase gain	(3,139)	—
Fair value of total consideration transferred or estimated to be transferred	<u>\$ 396,810</u>	<u>\$ 147,660</u>

The acquisition of Hallen included the assumption of the assets and liabilities of a defined benefit pension plan. As of the acquisition date, the funded status of the acquired defined benefit pension plan was a net liability of \$5.3 million, included in “Other long-term liabilities” above. The amount consisted of a projected benefit obligation of \$26.5 million, net of pension plan assets of \$21.2 million. Subsequent to September 30, 2019, the accrued benefits under the defined benefit plan will be frozen and accounted for as a curtailment. Settlement of the accrued benefit obligation is expected to be complete upon liquidation of the plan in early 2020.

Goodwill represents the amount by which the purchase price for an acquired business exceeds the net fair value of the assets acquired and liabilities assumed, and a bargain purchase gain results when the amount of the net fair value of the assets acquired and liabilities assumed exceeds the purchase price for an acquired business. The acquisition of the electrical infrastructure services business in Canada that occurred during the three months ended June 30, 2019 included the recognition of a bargain purchase gain of \$3.1 million, which was recorded in “Other income (expense), net” in the accompanying condensed consolidated statements of operations.

The acquisitions completed in 2019 and 2018 strategically expanded Quanta’s domestic pipeline and industrial and domestic and international electric power and communications service offerings, which Quanta believes contributes to the recognition of the goodwill. Approximately \$77.8 million of goodwill is expected to be deductible for income tax purposes related to acquisitions completed in 2019, and \$21.6 million is expected to be deductible for income tax purposes related to acquisitions completed in 2018.

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The following table summarizes the estimated fair values of identifiable intangible assets for the acquisitions completed in 2019 as of the acquisition dates and the related weighted average amortization periods by type (in thousands, except for weighted average amortization periods, which are in years).

	Estimated Fair Value	Weighted Average Amortization Period in Years
Customer relationships	\$ 168,263	7.9
Backlog	5,276	0.5
Trade names	11,752	15.0
Non-compete agreements	3,712	4.3
Curriculum	1,782	10.0
Total intangible assets subject to amortization related to the 2019 acquisitions	<u>\$ 190,785</u>	8.0

The following unaudited supplemental pro forma results of operations for Quanta, which incorporates the acquisitions completed in 2019 and 2018, have been provided for illustrative purposes only and do not purport to be indicative of the actual results that would have been achieved by the combined companies for the periods presented or that may be achieved by the combined companies in the future. Future results may vary significantly from the results reflected in the following pro forma financial information because of future events and transactions, as well as other factors (in thousands, except per share amounts):

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2019	2018	2019	2018
Revenues	\$ 3,446,437	\$ 3,149,694	\$ 9,391,582	\$ 8,560,960
Gross profit	495,994	463,109	1,246,605	1,175,470
Selling, general and administrative expenses	250,187	235,637	725,801	682,342
Amortization of intangible assets	18,918	18,329	55,503	59,463
Net income	145,602	135,311	316,941	267,108
Net income attributable to common stock	144,648	134,963	314,325	265,422
Earnings per share:				
Basic	\$ 0.99	\$ 0.88	\$ 2.16	\$ 1.72
Diluted	\$ 0.98	\$ 0.88	\$ 2.14	\$ 1.71

The pro forma combined results of operations for the three and nine months ended September 30, 2019 and 2018 were prepared by adjusting the historical results of Quanta to include the historical results of the acquisitions completed in 2019 as if they occurred January 1, 2018. The pro forma combined results of operations for the three and nine months ended September 30, 2018 were prepared by also adjusting the historical results of Quanta to include the historical results of the acquisitions completed in 2018 as if they occurred January 1, 2017. These pro forma combined historical results were adjusted for the following: a reduction of interest expense as a result of the repayment of outstanding indebtedness of the acquired businesses; an increase in interest expense as a result of the cash consideration paid; an increase in amortization expense due to the incremental intangible assets recorded; changes in depreciation expense to adjust acquired property and equipment to the acquisition date fair value and to conform with Quanta's accounting policies; an increase in the number of outstanding shares of Quanta common stock; and reclassifications to conform the acquired businesses' presentation to Quanta's accounting policies. The pro forma combined results of operations do not include any adjustments to eliminate the impact of acquisition-related costs or any cost savings or other synergies that resulted or may result from the acquisitions. As noted above, the pro forma results of operations do not purport to be indicative of the actual results that would have been achieved by the combined company for the periods presented or that may be achieved by the combined company in the future.

Revenues of approximately \$56.7 million and a loss before income taxes of approximately \$10.1 million, which included \$17.0 million of acquisition-related costs, are included in Quanta's consolidated results of operations for the three months ended September 30, 2019 related to the acquisitions completed in 2019. Revenues of approximately \$78.4 million and a loss before income taxes of approximately \$6.0 million, which included \$19.4 million of acquisition-related costs, are included in Quanta's

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consolidated results of operations for the nine months ended September 30, 2019 related to the acquisitions completed in 2019. Revenues of approximately \$12.9 million and a loss before income taxes of approximately \$5.1 million, which included \$5.0 million of acquisition-related costs, are included in Quanta's consolidated results of operations for the three months ended September 30, 2018 related to the acquisitions completed in 2018. Revenues of approximately \$32.2 million and a loss before income taxes of approximately \$11.7 million, which included \$11.0 million of acquisition-related costs, are included in Quanta's consolidated results of operations for the nine months ended September 30, 2018 related to the acquisitions completed in 2018.

5. GOODWILL AND OTHER INTANGIBLE ASSETS:

As described in Note 2, Quanta's operating units are organized into one of Quanta's two internal divisions, and accordingly the goodwill associated with the operating units has been aggregated on a divisional basis in the table below. These divisions are closely aligned with Quanta's reportable segments, and operating units are assigned to a division based on the predominant type of work performed. From time to time, an operating unit may be reorganized between divisions if warranted due to changes in its predominant business.

A summary of changes in Quanta's goodwill is as follows (in thousands):

	Electric Power Infrastructure Services Division	Pipeline and Industrial Infrastructure Services Division	Total
Balance at December 31, 2017:			
Goodwill	\$ 1,272,527	\$ 693,905	\$ 1,966,432
Accumulated impairment	—	(97,832)	(97,832)
	<u>1,272,527</u>	<u>596,073</u>	<u>1,868,600</u>
Goodwill related to acquisitions completed in 2018	56,337	—	56,337
Purchase price allocation adjustments	51	—	51
Foreign currency translation adjustments	(15,837)	(9,272)	(25,109)
Balance at December 31, 2018:			
Goodwill	1,313,078	683,284	1,996,362
Accumulated impairment	—	(96,483)	(96,483)
	<u>1,313,078</u>	<u>586,801</u>	<u>1,899,879</u>
Goodwill related to acquisitions completed in 2019	32,143	65,200	97,343
Purchase price allocation adjustments	1,503	—	1,503
Foreign currency translation adjustments	3,207	977	4,184
Balance at September 30, 2019:			
Goodwill	1,349,931	748,927	2,098,858
Accumulated impairment	—	(95,949)	(95,949)
	<u>\$ 1,349,931</u>	<u>\$ 652,978</u>	<u>\$ 2,002,909</u>

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Quanta's intangible assets and the remaining weighted average amortization periods related to its intangible assets subject to amortization were as follows (in thousands except for weighted average amortization periods, which are in years):

	As of September 30, 2019			As of December 31, 2018			As of September 30, 2019
	Intangible Assets	Accumulated Amortization	Intangible Assets, Net	Intangible Assets	Accumulated Amortization	Intangible Assets, Net	Remaining Weighted Average Amortization Period in Years
Customer relationships	\$ 531,813	\$ (197,646)	\$ 334,167	\$ 359,967	\$ (165,715)	\$ 194,252	6.7
Backlog	140,984	(137,454)	3,530	135,578	(134,592)	986	0.3
Trade names	93,021	(25,379)	67,642	81,058	(21,559)	59,499	14.9
Non-compete agreements	43,157	(31,754)	11,403	40,728	(30,168)	10,560	3.4
Patented rights and developed technology	22,511	(20,297)	2,214	22,482	(19,175)	3,307	2.3
Curriculum	11,230	(1,623)	9,607	9,448	(872)	8,576	8.6
Total intangible assets subject to amortization	842,716	(414,153)	428,563	649,261	(372,081)	277,180	7.8
Engineering license	3,000	—	3,000	3,000	—	3,000	
Total intangible assets	\$ 845,716	\$ (414,153)	\$ 431,563	\$ 652,261	\$ (372,081)	\$ 280,180	

Amortization expense for intangible assets was \$15.3 million and \$10.6 million for the three months ended September 30, 2019 and 2018 and \$40.5 million and \$31.5 million for the nine months ended September 30, 2019 and 2018.

The estimated future aggregate amortization expense of intangible assets subject to amortization as of September 30, 2019 is set forth below (in thousands):

Year Ending December 31:	
Remainder of 2019	\$ 21,654
2020	68,933
2021	66,327
2022	62,555
2023	54,316
Thereafter	154,778
Total	\$ 428,563

6. PER SHARE INFORMATION:

The amounts used to compute basic and diluted earnings per share attributable to common stock for the three and nine months ended September 30, 2019 and 2018 consisted of the following (in thousands):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2019	2018	2019	2018
Amounts attributable to common stock:				
Net income attributable to common stock	\$ 136,068	\$ 124,551	\$ 283,900	\$ 236,530
Weighted average shares:				
Weighted average shares outstanding for basic earnings per share attributable to common stock	145,913	152,562	145,654	154,087
Effect of dilutive unvested non-participating stock-based awards	1,525	1,125	1,420	1,111
Weighted average shares outstanding for diluted earnings per share attributable to common stock	147,438	153,687	147,074	155,198

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Basic and diluted earnings per share attributable to common stock are computed using the weighted average number of shares of common stock outstanding during the applicable period. Exchangeable shares that were issued pursuant to certain of Quanta's historical acquisitions (as further discussed in Note 9), which are exchangeable on a one-for-one basis with shares of Quanta common stock, have been included in the calculation of weighted average shares outstanding for basic and diluted earnings per share attributable to common stock for the portion of the periods that they were outstanding. Additionally, unvested stock-based awards that contain non-forfeitable rights to dividends or dividend equivalents (participating securities) have been included in the calculation of basic and diluted earnings per share attributable to common stock for the portion of the periods that the awards were outstanding. Weighted average shares outstanding for basic and diluted earnings per share attributable to common stock for each of the three and nine months ended September 30, 2019 included 2.8 million and 2.9 million weighted average participating securities. Weighted average shares outstanding for basic and diluted earnings per share attributable to common stock for each of the three and nine months ended September 30, 2018 included 2.6 million and 2.5 million weighted average participating securities.

For purposes of calculating diluted earnings per share attributable to common stock, there were no adjustments required to derive Quanta's net income attributable to common stock. Diluted earnings per share attributable to common stock is computed using the weighted average number of shares of common stock outstanding during the period adjusted for all potentially dilutive common stock equivalents, except in cases where the effect of the common stock equivalents would be antidilutive.

7. DEBT OBLIGATIONS:

Quanta's long-term debt obligations consisted of the following (in thousands):

	September 30, 2019	December 31, 2018
Borrowings under senior secured credit facility	\$ 1,865,930	\$ 1,070,299
Other long-term debt	11,190	1,523
Finance leases	1,489	934
Total long-term debt obligations	1,878,609	1,072,756
Less — Current maturities of long-term debt	68,129	32,224
Total long-term debt obligations, net of current maturities	\$ 1,810,480	\$ 1,040,532

Quanta's current maturities of long-term debt and short-term debt consisted of the following (in thousands):

	September 30, 2019	December 31, 2018
Short-term debt	\$ 7,622	\$ 33,422
Current maturities of long-term debt	68,129	32,224
Current maturities of long-term debt and short-term debt	\$ 75,751	\$ 65,646

Senior Secured Credit Facility

Quanta has a credit agreement with various lenders that, as amended on September 6, 2019 and subsequent to the execution of an incremental revolving credit increase agreement on September 12, 2019, provides for (i) a \$2.14 billion revolving credit facility and (ii) a term loan facility with term loans in the aggregate initial principal amount of \$1.29 billion. In addition, subject to the conditions specified in the credit agreement, Quanta has the option to increase the capacity of the credit facility, in the form of an increase in the revolving credit facility, incremental term loans or a combination thereof, from time to time, upon receipt of additional commitments from new or existing lenders by up to an additional (i) \$400.0 million plus (ii) an additional amount that is unlimited so long as the Incremental Leverage Ratio Requirement (as defined in the credit agreement) is satisfied at the time of such increase. The Incremental Leverage Ratio Requirement requires, among other things, after giving pro forma effect to such increase and the use of proceeds therefrom, compliance with the credit agreement's financial covenants as of the most recent fiscal quarter end for which financial statements were required to be delivered and that Quanta's Consolidated Leverage Ratio does not exceed 2.5 to 1.0, subject to the conditions specified in the credit agreement.

Borrowings under the credit agreement are to be used to refinance existing indebtedness and for working capital, capital expenditures and other general corporate purposes. The maturity date for both the revolving credit facility and the term loan facility is October 31, 2022, and Quanta is required to make quarterly principal payments on the term loan facility as described below.

With respect to the revolving credit facility, the entire amount available may be used by Quanta for revolving loans and letters of credit in U.S. dollars and certain alternative currencies. Up to \$600.0 million may be used by certain subsidiaries of Quanta for revolving loans and letters of credit, including in certain alternative currencies, up to \$100.0 million may be used for

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swing line loans in U.S. dollars, up to \$50.0 million may be used for swing line loans in Canadian dollars and up to \$50.0 million may be used for swing line loans in Australian dollars.

Quanta borrowed \$600.0 million under the term loan facility in October 2018 and \$687.5 million under the term loan facility in September 2019 and used all of such proceeds to repay outstanding revolving loans under the credit agreement. As of September 30, 2019, Quanta had \$1.87 billion of borrowings outstanding under the credit agreement, which included \$1.26 billion borrowed under term loans and \$608.4 million of outstanding revolving loans. Of the total outstanding borrowings, \$1.65 billion were denominated in U.S. dollars, \$169.9 million were denominated in Canadian dollars and \$42.2 million were denominated in Australian dollars. Quanta also had \$346.5 million of letters of credit issued under the revolving credit facility, of which \$235.5 million were denominated in U.S. dollars and \$111.0 million were denominated in currencies other than the U.S. dollar, primarily Canadian and Australian dollars. The remaining \$1.18 billion of available commitments under the revolving credit facility was available for loans or issuing new letters of credit.

Borrowings under the credit facility and the applicable interest rates were as follows (dollars in thousands):

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2019	2018	2019	2018
Maximum amount outstanding under the credit facility during the period	\$ 1,987,215	\$ 1,003,581	\$ 1,987,215	\$ 1,053,598
Average daily amount outstanding under the credit facility	\$ 1,721,843	\$ 899,323	\$ 1,505,376	\$ 836,448
Weighted-average interest rate	3.86%	3.70%	3.88%	3.57%

Revolving loans borrowed in U.S. dollars bear interest, at Quanta's option, at a rate equal to either (i) the Eurocurrency Rate (as defined in the credit agreement) plus 1.125% to 2.000%, as determined based on Quanta's Consolidated Leverage Ratio (as described below), or (ii) the Base Rate (as described below) plus 0.125% to 1.000%, as determined based on Quanta's Consolidated Leverage Ratio. Revolving loans borrowed in any currency other than U.S. dollars bear interest at a rate equal to the Eurocurrency Rate plus 1.125% to 2.000%, as determined based on Quanta's Consolidated Leverage Ratio. Additionally, standby or commercial letters of credit issued under the credit agreement are subject to a letter of credit fee of 1.125% to 2.000%, based on Quanta's Consolidated Leverage Ratio, and Performance Letters of Credit (as defined in the credit agreement) issued under the credit agreement in support of certain contractual obligations are subject to a letter of credit fee of 0.675% to 1.150%, based on Quanta's Consolidated Leverage Ratio.

Term loans bear interest at rates generally consistent with the revolving loans borrowed in U.S. dollars, except that the additional amount over the Eurocurrency Rate is 1.125% to 1.875%, as determined based on Quanta's Consolidated Leverage Ratio. Quanta made quarterly principal payments of \$7.5 million on the term loan through September 2019 and is required to make quarterly principal payments of \$16.1 million on the term loans on the last business day of each March, June, September and December beginning in December 2019. The aggregate outstanding principal amount of all outstanding term loans must be paid on the maturity date; however, Quanta may voluntarily repay that amount from time to time, in whole or in part, without premium or penalty.

Quanta is also subject to a commitment fee of 0.20% to 0.40%, based on its Consolidated Leverage Ratio, on any unused availability under the revolving credit facility.

Consolidated Leverage Ratio is the ratio of Quanta's Consolidated Funded Indebtedness to Consolidated EBITDA (as those terms are defined in the credit agreement). For purposes of calculating Quanta's Consolidated Leverage Ratio, Consolidated Funded Indebtedness is reduced by available cash and Cash Equivalents (as defined in the credit agreement) in excess of \$25.0 million. The Base Rate equals the highest of (i) the Federal Funds Rate (as defined in the credit agreement) plus 0.5%, (ii) the prime rate publicly announced by Bank of America, N.A. and (iii) the Eurocurrency Rate plus 1.00%. Consolidated Interest Coverage Ratio is the ratio of (i) Consolidated EBIT (as defined in the credit agreement) for the four fiscal quarters most recently ended to (ii) Consolidated Interest Expense (as defined in the credit agreement) for such period (excluding all interest expense attributable to capitalized loan costs and the amount of fees paid in connection with the issuance of letters of credit on behalf of Quanta during such period).

The credit agreement contains certain covenants, including (i) a maximum Consolidated Leverage Ratio of 3.0 to 1.0 (except that in connection with certain permitted acquisitions in excess of \$200.0 million, such ratio is 3.5 to 1.0 for the fiscal quarter in which the acquisition is completed and the two subsequent fiscal quarters) and (ii) a minimum Consolidated Interest Coverage Ratio of 3.0 to 1.0. As of September 30, 2019, Quanta was in compliance with all of the covenants under the credit agreement.

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Subject to certain exceptions, (i) all borrowings under the credit agreement are secured by substantially all the assets of Quanta and Quanta's wholly owned U.S. subsidiaries and by a pledge of all of the capital stock of Quanta's wholly owned U.S. subsidiaries and 65% of the capital stock of direct foreign subsidiaries of Quanta's wholly owned U.S. subsidiaries and (ii) Quanta's wholly owned U.S. subsidiaries guarantee the repayment of all amounts due under the credit agreement. Subject to certain conditions, all collateral will automatically be released from the liens securing the obligations under the credit agreement at any time Quanta maintains an Investment Grade Rating (defined in the credit agreement as two of the following three conditions being met: (i) a corporate credit rating that is BBB- or higher by Standard & Poor's Rating Services, (ii) a corporate family rating that is Baa3 or higher by Moody's Investors Services, Inc. or (iii) a corporate credit rating that is BBB- or higher by Fitch Ratings, Inc.).

The credit agreement also limits certain acquisitions, mergers and consolidations, indebtedness, asset sales and prepayments of indebtedness and, subject to certain exceptions, prohibits liens on Quanta's assets. The credit agreement allows cash payments for dividends and stock repurchases subject to compliance with the following requirements (including after giving effect to the dividend or stock repurchase): (i) no default or event of default under the credit agreement; (ii) continued compliance with the financial covenants in the credit agreement; and (iii) at least \$100.0 million of availability under the revolving credit facility and/or cash and cash equivalents on hand.

The credit agreement provides for customary events of default and contains cross-default provisions with Quanta's underwriting, continuing indemnity and security agreement with its sureties and certain other debt instruments exceeding \$150.0 million in borrowings or availability. If an Event of Default (as defined in the credit agreement) occurs and is continuing, on the terms and subject to the conditions set forth in the credit agreement, the lenders may declare all amounts outstanding and accrued and unpaid interest immediately due and payable, require that Quanta provide cash collateral for all outstanding letter of credit obligations, terminate the commitments under the credit agreement, and foreclose on the collateral.

8. LEASES:

Effective January 1, 2019, Quanta adopted the new lease accounting standard utilizing the transition method that allows entities to initially apply the new standard at the adoption date and recognize a cumulative-effect adjustment to the opening balance of retained earnings in the period of adoption, if applicable. Quanta's financial results for reporting periods beginning on or after January 1, 2019 are presented under the new standard, while financial results for prior periods continue to be reported in accordance with the prior standard and Quanta's historical accounting policy.

Quanta's leases primarily include leases of land, buildings, vehicles, construction equipment and office equipment. As of September 30, 2019, Quanta's leases had remaining lease terms of up to ten years. Certain leases include options to extend their terms in increments of up to five years and/or options to terminate. The components of lease costs in the accompanying condensed consolidated statements of operations are as follows (in thousands):

Lease cost	Classification	Three Months Ended September 30, 2019	Nine Months Ended September 30, 2019
Finance lease cost:			
Amortization of lease assets	Depreciation ⁽¹⁾	\$ 320	\$ 976
Interest on lease liabilities	Interest expense	15	54
Operating lease cost	Cost of services and Selling, general and administrative expenses	30,543	91,278
Short-term lease cost ⁽²⁾	Cost of services and Selling, general and administrative expenses	209,717	608,028
Variable lease cost ⁽³⁾	Cost of services and Selling, general and administrative expenses	2,290	11,878
Total lease cost		\$ 242,885	\$ 712,214

⁽¹⁾ Depreciation is included within "Cost of services" and "Selling, general and administrative expenses" in the accompanying condensed consolidated statements of operations.

⁽²⁾ Short-term lease cost includes both leases and rentals with initial terms of one year or less.

⁽³⁾ Variable lease cost primarily relates to real estate leases and consists of common area maintenance charges, real estate taxes, insurance and other variable costs.

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For the three and nine months ended September 30, 2018, rent expense related to operating leases was \$77.4 million and \$229.2 million; however, this amount did not include rent expense related to certain equipment under month-to-month rental periods, which is included in short-term lease cost for the three and nine months ended September 30, 2019 in the table above.

Additionally, Quanta has entered into lease arrangements for real property and facilities with related parties, typically employees or former employees of Quanta who are the former owners of acquired businesses that utilize the leased premises. These lease agreements generally have lease terms of up to five years and may include renewal options. Related party lease expense was \$4.2 million and \$3.4 million for the three months ended September 30, 2019 and 2018 and \$12.3 million and \$10.0 million for the nine months ended September 30, 2019 and 2018.

The components of leases in the accompanying condensed consolidated balance sheet were as follows (in thousands):

Lease type	Classification	September 30, 2019
Assets:		
Operating lease right-of-use assets	Operating lease right-of-use assets	\$ 289,267
Finance lease assets	Property and equipment, net of accumulated depreciation	1,079
Total lease assets		<u>\$ 290,346</u>
Liabilities:		
Current:		
Operating	Current portion of operating lease liabilities	\$ 93,506
Finance	Current maturities of long-term debt and short-term debt	893
Non-current:		
Operating	Operating lease liabilities, net of current portion	197,896
Finance	Long-term debt, net of current maturities	596
Total lease liabilities		<u>\$ 292,891</u>

Certain of Quanta's equipment rental agreements contain purchase options pursuant to which the purchase price is offset by a portion of the rental payments. For rental purchase options exercised through a third-party lessor and for which a substantive benefit is deemed to be transferred to the lessor, such benefit is recorded in "Property, plant and equipment, net of accumulated depreciation," with a corresponding increase in "Current maturities of long-term debt and short-term debt" and "Long-term debt, net of current maturities." As of September 30, 2019, the benefit recorded was \$9.8 million.

Future minimum lease payments for operating and finance leases were as follows (in thousands):

	As of September 30, 2019		
	Operating Leases	Finance Leases	Total
Remainder of 2019	\$ 28,398	\$ 388	\$ 28,786
2020	96,874	627	97,501
2021	70,524	342	70,866
2022	46,867	119	46,986
2023	30,503	50	30,553
Thereafter	46,953	26	46,979
Total future minimum lease payments	<u>\$ 320,119</u>	<u>\$ 1,552</u>	<u>\$ 321,671</u>
Less imputed interest	(28,717)	(63)	(28,780)
Total lease liabilities	<u>\$ 291,402</u>	<u>\$ 1,489</u>	<u>\$ 292,891</u>

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Future minimum lease payments for operating leases under the prior standard and Quanta's historical accounting policy were as follows (in thousands):

	<u>As of December 31, 2018</u>	
	<u>Operating Leases</u>	
2019	\$	124,530
2020		81,189
2021		55,827
2022		34,337
2023		21,450
Thereafter		37,217
Total minimum lease payments	\$	354,550

The weighted average remaining lease terms and discount rates were as follows:

	<u>As of September 30, 2019</u>	
Weighted average remaining lease term (in years):		
Operating leases		4.36
Finance leases		2.33
Weighted average discount rate:		
Operating leases		4.3 %
Finance leases		4.2 %

Quanta has also guaranteed the residual value on certain of its equipment operating leases, agreeing to pay any difference between this residual value and the fair market value of the underlying asset at the date of lease termination. At September 30, 2019, the maximum guaranteed residual value of this equipment was \$754.1 million. While Quanta believes that no significant payments will be made as a result of these residual value guarantees, there can be no assurance that significant payments will not be required in the future.

As of September 30, 2019, Quanta had additional operating lease obligations that had not yet commenced of \$9.0 million. These operating leases will commence in 2019 and 2020 with lease terms of one to seven years.

9. EQUITY:

Exchangeable Shares and Preferred Stock

In connection with certain prior acquisitions of Canadian businesses, the former owners of the acquired businesses received exchangeable shares of certain Canadian subsidiaries of Quanta, which may be exchanged at the option of the holders for Quanta common stock on a one-for-one basis. Additionally, in connection with two of such acquisitions, Quanta issued one share of Quanta Series F preferred stock and one share of Quanta Series G preferred stock to voting trusts on behalf of the respective holders of the exchangeable shares issued in such acquisitions, which provided such holders with voting rights in Quanta common stock equivalent to the number of exchangeable shares outstanding. The share of Quanta Series F preferred stock was redeemed and retired effective October 6, 2017. All holders of exchangeable shares have rights equivalent to Quanta common stockholders with respect to dividends and other economic rights.

During the three months ended March 31, 2019, 0.4 million exchangeable shares were exchanged for Quanta common stock, and as of September 30, 2019, 36,183 exchangeable shares remained outstanding. After completion of the exchange during the three months ended March 31, 2019, no exchangeable shares associated with the share of Quanta Series G preferred stock remained outstanding. Accordingly, that share was redeemed, deemed retired and canceled and may not be reissued.

Treasury Stock

General

Treasury stock is recorded at cost. Under Delaware law, treasury stock is not counted for quorum purposes or entitled to vote.

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Shares withheld for tax withholding obligations

The tax withholding obligations of employees upon vesting of RSUs and PSUs settled in common stock are typically satisfied by Quanta making tax payments and withholding the number of vested shares having a value on the date of vesting equal to the tax withholding obligation. For the settlement of these liabilities, Quanta withheld a nominal amount of Quanta common stock during the three months ended September 30, 2019 and 2018, which had a total market value of \$0.6 million and \$0.5 million, and withheld 0.5 million and 0.4 million shares of Quanta common stock during the nine months ended September 30, 2019 and 2018, which had a total market value of \$16.7 million and \$14.7 million. These shares and the related costs to acquire them were accounted for as adjustments to the balance of treasury stock.

Notional amounts recorded related to deferred compensation plans

For RSUs and PSUs that vest but the settlement of which is deferred under a deferred compensation plan, Quanta records a notional amount to “Treasury stock” and an offsetting amount to “Additional paid-in capital” (APIC). At vesting, only shares withheld for tax liabilities other than income taxes are added to outstanding treasury shares, as the shares of Quanta common stock associated with deferred equity awards are not issued until settlement of the award. Upon settlement of the deferred equity awards and issuance of the associated Quanta common stock, the original accounting entry is reversed. The net amounts recorded to treasury stock related to the deferred compensation plans were nominal amounts during the three months ended September 30, 2019 and 2018 and \$3.7 million and \$3.3 million during the nine months ended September 30, 2019 and 2018.

Stock repurchases

During the second quarter of 2017, Quanta’s Board of Directors approved a stock repurchase program that authorized Quanta to purchase, from time to time through June 30, 2020, up to \$300.0 million of its outstanding common stock (the 2017 Repurchase Program). During the third quarter of 2018, Quanta’s Board of Directors approved an additional stock repurchase program that authorizes Quanta to purchase, from time to time through June 30, 2021, up to \$500.0 million of its outstanding common stock (the 2018 Repurchase Program).

Quanta repurchased the following shares of common stock in the open market under the stock repurchase programs (in thousands):

Quarter ended:	Shares	Amount
September 30, 2019	—	\$ —
June 30, 2019	—	\$ —
March 31, 2019	376	\$ 11,953
December 31, 2018	7,652	\$ 233,633
September 30, 2018	701	\$ 23,751
June 30, 2018	595	\$ 19,993
March 31, 2018	4,969	\$ 173,913

Quanta’s policy is to record a stock repurchase as of the trade date; however, the payment of cash related to the repurchase is made on the settlement date of the trade. During the three months ended September 30, 2019 and 2018, cash payments related to stock repurchases were none and \$26.8 million, and during the nine months ended September 30, 2019 and 2018, cash payments related to stock repurchases were \$20.1 million and \$216.7 million.

As of September 30, 2019, \$286.8 million remained authorized under the 2018 Repurchase Program. Repurchases under the 2018 Repurchase Program may be implemented through open market repurchases or privately negotiated transactions, at management’s discretion, based on market and business conditions, applicable contractual and legal requirements, including restrictions under Quanta’s senior secured credit facility, and other factors. Quanta is not obligated to acquire any specific amount of common stock, and the 2018 Repurchase Program may be modified or terminated by Quanta’s Board of Directors at any time at its sole discretion and without notice.

Non-controlling Interests

Quanta holds interests in various entities through both joint venture entities that provide infrastructure services under specific customer contracts, either directly or through subcontracting relationships, and other equity investments in partially owned entities that own and operate certain infrastructure assets, including investments that may be entered into through the partnership structure Quanta has formed with certain infrastructure investors. Quanta has determined that certain of these joint ventures where Quanta provides the majority of the infrastructure services, which management believes most significantly influences the economic

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performance of such joint ventures, are VIEs. Management has concluded that Quanta is the primary beneficiary of these joint ventures and has accounted for each on a consolidated basis. The other parties' equity interests in these joint ventures have been accounted for as "Non-controlling interests" in Quanta's condensed consolidated balance sheets. Net income attributable to the other participants in the amounts of \$1.0 million and \$0.3 million for the three months ended September 30, 2019 and 2018 and \$2.6 million and \$1.7 million for the nine months ended September 30, 2019 and 2018 has been accounted for as a reduction of net income in deriving "Net income attributable to common stock" in Quanta's condensed consolidated statements of operations.

The carrying amount of the investments in VIEs held by Quanta was \$10.2 million and \$9.6 million at September 30, 2019 and December 31, 2018. The carrying amount of investments held by the non-controlling interests in these VIEs at September 30, 2019 and December 31, 2018 was \$1.8 million and \$1.3 million. During the three months ended September 30, 2019 and 2018, net distributions to non-controlling interests were \$0.5 million and \$1.3 million. During the nine months ended September 30, 2019 and 2018, net distributions to non-controlling interests were \$2.1 million and \$2.9 million. During the three and nine months ended September 30, 2018, notes receivable of \$0.5 million and \$1.4 million were discharged by a joint venture partner, which were accounted for as a "Buyout of a non-controlling interest" in the accompanying condensed consolidated statements of equity. There were no other changes in equity as a result of transfers to/from the non-controlling interests during the three months ended September 30, 2019 or 2018. See Note 11 for further disclosures related to Quanta's joint venture arrangements.

Dividends

Quanta declared and paid the following cash dividends and cash dividend equivalents during 2018 and the first nine months of 2019 (in thousands, except per share amounts):

Declaration Date	Record Date	Payment Date	Dividend Per Share	Dividends Declared
August 28, 2019	October 1, 2019	October 15, 2019	0.04	\$ 5,564
May 24, 2019	July 1, 2019	July 15, 2019	\$ 0.04	\$ 6,233
March 21, 2019	April 5, 2019	April 19, 2019	\$ 0.04	\$ 5,896
December 6, 2018	January 2, 2019	January 16, 2019	\$ 0.04	\$ 5,838

A significant majority of the dividends declared were paid on the corresponding payment dates. Holders of RSUs awarded under the Quanta Services, Inc. 2011 Omnibus Equity Incentive Plan (the 2011 Plan) generally received cash dividend equivalent payments on the payment dates. Holders of exchangeable shares of certain Canadian subsidiaries of Quanta were paid a cash dividend of \$0.04 per exchangeable share on the payment dates. Holders of RSUs awarded under the Quanta Services, Inc. 2019 Omnibus Equity Incentive Plan (the 2019 Plan) and holders of unearned and unvested PSUs receive cash dividend equivalent payments only to the extent such RSUs and PSUs become earned and/or vest. Additionally, cash dividend equivalents related to certain equity awards that have been deferred pursuant to the terms of a deferred compensation plan maintained by Quanta are recorded as liabilities in such plans until the deferred awards are settled.

The declaration, payment and amount of future cash dividends will be at the discretion of Quanta's Board of Directors after taking into account various factors, including Quanta's financial condition, results of operations, cash flows from operations, current and anticipated capital requirements and expansion plans, income tax laws then in effect and the requirements of Delaware law. In addition, as discussed in Note 7, Quanta's credit agreement restricts the payment of cash dividends unless certain conditions are met.

10. EQUITY-BASED COMPENSATION:

Stock Incentive Plans

On May 23, 2019, Quanta's stockholders approved the 2019 Plan. The 2019 Plan provides for the award of non-qualified stock options, incentive (qualified) stock options, stock appreciation rights, restricted stock awards, RSUs, stock bonus awards, performance compensation awards (including cash bonus awards) or any combination of the foregoing. Current and prospective employees, directors, officers, advisors or consultants of Quanta or its affiliates are eligible to participate in the 2019 Plan. Subject to certain adjustments, 7,466,592 shares of Quanta common stock are available for issuance in connection with awards under the 2019 Plan, which includes shares of Quanta common stock that remained available for issuance under the 2011 Plan as of the date stockholders approved the 2019 Plan. In addition, any share-settling awards previously awarded pursuant to the 2011 Plan that are ultimately forfeited, canceled, expired or settled in cash after May 23, 2019 will be added to the maximum number of shares available for issuance under the 2019 Plan. All awards subsequent to stockholder approval of the 2019 Plan have been and will

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be made pursuant to the 2019 Plan and applicable award agreements, and no further awards have been or will be made under the 2011 Plan after such date. Awards made under the 2011 Plan prior to approval of the 2019 Plan remain subject to the terms of the 2011 Plan and the applicable award agreements.

RSUs to be Settled in Common Stock

During the three months ended September 30, 2019 and 2018, Quanta granted 0.5 million and 0.2 million of RSUs to be settled in common stock under the 2011 Plan and the 2019 Plan with weighted average grant date fair values of \$34.07 and \$33.73. During the nine months ended September 30, 2019 and 2018, Quanta granted 2.1 million and 1.5 million RSUs to be settled in common stock under the 2011 Plan and the 2019 Plan with weighted average grant date fair values of \$35.45 and \$34.43. The grant date fair value for RSUs to be settled in common stock is based on the market value of Quanta common stock on the date of grant. RSU awards to be settled in common stock are subject to forfeiture, restrictions on transfer and certain other conditions until vesting, which generally occurs in three equal annual installments following the date of grant. Holders of RSUs to be settled in common stock awarded under the 2011 Plan generally are entitled to receive a cash dividend equivalent payment equal to any cash dividend payable on account of the underlying Quanta common stock on the payment date of any such dividend. Holders of RSUs to be settled in common stock awarded under the 2019 Plan are also entitled to cash dividend equivalents in an amount equal to any cash dividend payable on account of the underlying Quanta common stock; however, payment of such amounts is not made until the RSUs vest, such that the dividend equivalent payments are subject to forfeiture.

During the three months ended September 30, 2019 and 2018, vesting activity consisted of 0.1 million RSUs settled in common stock with an approximate fair value at the time of vesting of \$2.2 million and \$1.5 million. During the nine months ended September 30, 2019 and 2018, vesting activity consisted of 1.3 million and 1.4 million RSUs settled in common stock with an approximate fair value at the time of vesting of \$46.8 million and \$47.7 million.

During the three months ended September 30, 2019 and 2018, Quanta recognized \$12.3 million and \$10.4 million of non-cash stock compensation expense related to RSUs to be settled in common stock. During the nine months ended September 30, 2019 and 2018, Quanta recognized \$36.2 million and \$32.4 million of non-cash stock compensation expense related to RSUs to be settled in common stock. Such expense is recorded in selling, general and administrative expenses. As of September 30, 2019, there was \$72.1 million of total unrecognized compensation expense related to unvested RSUs to be settled in common stock granted to both employees and non-employees. This cost is expected to be recognized over a weighted average period of 2.66 years.

PSUs to be Settled in Common Stock

PSUs provide for the issuance of shares of common stock upon vesting, which occurs at the end of a three-year performance period based on achievement of certain performance metrics established by Quanta's compensation committee, including company performance goals and, with respect to certain awards, Quanta's total shareholder return as compared to a predetermined group of peer companies. The final number of shares of common stock issuable upon vesting of PSUs can range from 0% to 200% of the number of PSUs initially granted, depending on the level of achievement, as determined by Quanta's compensation committee. Holders of PSUs are entitled to cash dividend equivalents in an amount equal to any cash dividend payable on account of the underlying Quanta common stock; however, payment of such amounts is not made until the PSUs vest, such that the dividend equivalent payments are subject to forfeiture.

During the three months ended September 30, 2019 and 2018, Quanta granted a nominal amount and no PSUs to be settled in common stock. During each of the nine months ended September 30, 2019 and 2018, Quanta granted 0.4 million PSUs to be settled in common stock under the 2011 Plan and the 2019 Plan with a weighted average grant date fair value of \$15.49 and \$12.24 per unit. The grant date fair values for awards of PSUs granted in the nine months ended September 30, 2019 and 2018, which included market-based metrics, were determined using a Monte Carlo simulation valuation methodology using the following key inputs:

	2019	2018
Valuation date price based on March 8, 2019 and February 28, 2018 closing stock prices of Quanta common stock	\$35.19	\$34.44
Expected volatility	25%	34%
Risk-free interest rate	2.43%	2.39%
Term in years	2.81	2.84

Quanta recognizes expense, net of estimated forfeitures, related to PSUs with market-based metrics based on the probability of achievement of the underlying performance metrics, multiplied by the completed portion of the three-year period and the fair

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value of the total number of shares of common stock that Quanta anticipates will be issued based on such achievement. Quanta recognizes expense, net of estimated forfeitures, related to PSUs without market-based metrics based on the completed portion of the three-year period multiplied by the fair value of the total number of shares of common stock that Quanta anticipates will be issued. During the three months ended September 30, 2019 and 2018, Quanta recognized \$1.3 million and \$1.2 million in compensation expense associated with PSUs. During the nine months ended September 30, 2019 and 2018, Quanta recognized \$4.9 million and \$7.4 million in compensation expense associated with PSUs. Such expense is recorded in "Selling, general and administrative expenses." During each of the three months ended September 30, 2019 and 2018, no PSUs vested, and no shares of common stock were issued in connection with PSUs. During the nine months ended September 30, 2019, 0.2 million PSUs vested, and 0.4 million shares of common stock were earned and either issued or deferred for future issuance in connection with PSUs. During the nine months ended September 30, 2018, 0.1 million PSUs vested, and 0.1 million shares of common stock were earned and either issued or deferred for future issuance in connection with PSUs.

RSUs to be Settled in Cash

Certain RSUs granted by Quanta are settled solely in cash. These cash-settled RSUs are intended to provide plan participants with cash performance incentives that are substantially equivalent to the risks and rewards of equity ownership in Quanta, typically vest in three equal annual installments following the date of grant, and are subject to forfeiture under certain conditions, primarily termination of service. Additionally, subject to certain restrictions, Quanta's non-employee directors may elect to settle a portion of their RSU awards in cash. For RSUs settled in cash, the holders receive for each vested RSU an amount in cash equal to the fair market value of one share of Quanta common stock on the settlement date, as specified in the applicable award agreement.

Compensation expense related to RSUs to be settled in cash was \$0.8 million and \$1.2 million for the three months ended September 30, 2019 and 2018 and \$4.5 million and \$4.0 million for the nine months ended September 30, 2019 and 2018. Such expense is recorded in "Selling, general and administrative expenses." RSUs that are anticipated to be settled in cash are not included in the calculation of weighted average shares outstanding for earnings per share, and the estimated earned value of such RSUs is classified as a liability. Quanta paid \$0.4 million and \$0.1 million to settle liabilities related to cash-settled RSUs in the three months ended September 30, 2019 and 2018 and \$5.4 million and \$6.1 million to settle liabilities related to cash-settled RSUs in the nine months ended September 30, 2019 and 2018. Accrued liabilities for the estimated earned value of outstanding RSUs to be settled in cash were \$2.6 million and \$3.4 million at September 30, 2019 and December 31, 2018.

11. COMMITMENTS AND CONTINGENCIES:

Investments in Affiliates and Other Entities

As described in Note 9, Quanta holds investments in various entities, including joint venture entities that provide infrastructure services under specific customer contracts and partially owned entities that own and operate certain infrastructure assets constructed by Quanta. Losses incurred by these entities are generally shared ratably based on the percentage ownership of the participants in these structures. However, in Quanta's joint venture structures that provide infrastructure services, each participant is typically jointly and severally liable for all of the obligations of the joint venture entity pursuant to the contract with the customer, as a general partner or through a parent guarantee and, therefore, can be liable for full performance of the contract with the customer. In circumstances where Quanta's participation in a joint venture qualifies as a general partnership, the joint venture partners are jointly and severally liable for all obligations of the joint venture, including obligations owed to the customer or any other person or entity. Quanta is not aware of circumstances that would lead to future claims against it for material amounts in connection with these joint and several liabilities. Additionally, typically each joint venture participant agrees to indemnify the other participant for any liabilities incurred in excess of what the other participant is obligated to bear under the respective joint venture agreement or in accordance with the scope of work subcontracted to each participant. It is possible, however, that Quanta could be required to pay or perform obligations in excess of its share if another participant is unable or refuses to pay or perform its share of the obligations. Quanta is not aware of circumstances that would lead to future claims against it for material amounts that would not be indemnified. However, to the extent any such claims arise, they could be material and could adversely affect Quanta's consolidated business, financial condition, results of operations or cash flows.

As described in Note 2, Quanta has also formed a partnership with select infrastructure investors that provides up to \$1.0 billion of capital, including approximately \$80.0 million from Quanta, available to invest in certain specified infrastructure projects through August 2024. As of September 30, 2019, Quanta had contributed \$13.7 million to this partnership in connection with certain investments. In October 2019, due to certain circumstances, the partnership entered into a 180-day period during which the investors and Quanta will evaluate the partnership. During this period, the partnership may make additional investments with the consent of the investors, and, at the end of the period, the investors or Quanta may elect to end the investment period for any future investments or dissolve the partnership. Quanta will continue to collect management fees during this period, and this event is not expected to materially affect Quanta's consolidated business, financial position, results of operations or cash flows.

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Additionally, as of September 30, 2019, Quanta had outstanding capital commitments associated with investments in unconsolidated affiliates related to planned oil and gas infrastructure projects of \$6.7 million, of which \$6.3 million is expected to be paid in 2019. The remaining \$0.4 million of these capital commitments is anticipated to be paid by May 31, 2022.

During 2014, a limited partnership in which Quanta is a partner was selected for an electric transmission project in Canada to construct approximately 500 kilometers of transmission line and two 500 kV substations. As of September 30, 2019, Quanta had no outstanding additional capital commitments associated with this project. During the three months ended September 30, 2019, Quanta entered into a definitive agreement to sell its investment in this limited partnership. The sale is expected to close in the fourth quarter of 2019 or early 2020, subject to receipt of regulatory approvals and satisfaction of customary closing conditions.

Contingent Consideration Liabilities

As discussed in further detail in Note 2, Quanta is obligated to pay contingent consideration amounts to the former owners of certain acquired businesses in the event that such acquired businesses achieve specified performance objectives. As of September 30, 2019 and December 31, 2018, the estimated fair value of Quanta's contingent consideration liabilities totaled \$79.4 million and \$70.8 million.

Committed Expenditures

Quanta has capital commitments for the expansion of its vehicle fleet in order to accommodate manufacturer lead times on certain types of vehicles. As of September 30, 2019, Quanta had \$5.4 million and \$2.3 million of production orders with expected delivery dates in 2019 and 2020. Although Quanta has committed to purchase these vehicles at the time of their delivery, Quanta anticipates that the majority of these orders will be assigned to third party leasing companies and made available under certain master equipment lease agreements, thereby releasing Quanta from its capital commitments.

Legal Proceedings

Quanta is from time to time party to various lawsuits, claims and other legal proceedings that arise in the ordinary course of business. These actions typically seek, among other things, compensation for alleged personal injury, breach of contract and/or property damages, employment-related damages, punitive damages, civil penalties or other losses, or injunctive or declaratory relief. With respect to all such lawsuits, claims and proceedings, Quanta records a reserve when it is probable that a liability has been incurred and the amount of loss can be reasonably estimated. In addition, Quanta discloses matters for which management believes a material loss is at least reasonably possible. Except as otherwise stated below, none of these proceedings are expected to have a material adverse effect on Quanta's consolidated financial position, results of operations or cash flows. In all instances, management has assessed the matter based on current information and made a judgment concerning its potential outcome, giving due consideration to the nature of the claim, the amount and nature of damages sought and the probability of success. Management's judgment may prove materially inaccurate, and such judgment is made subject to the known uncertainties of litigation.

Peru Project Dispute. In 2015, Redes Andinas de Comunicaciones S.R.L. (Redes), a majority-owned subsidiary of Quanta, entered into two separate contracts with an agency of the Peruvian Ministry of Transportation and Communications (MTC), currently Programa Nacional de Telecomunicaciones (PRONATEL), as successor to Fondo de Inversion en Telecomunicaciones (FITEL), pursuant to which Redes would design, construct and operate certain telecommunication networks in rural regions of Peru. The aggregate consideration provided for in the contracts was approximately \$248 million, consisting of approximately \$151 million to be paid during the construction period and approximately \$97 million to be paid during a 10-year post-construction operation and maintenance period. At the beginning of the project, FITEL made advance payments totaling approximately \$87 million to Redes, which were secured by two on-demand advance payment bonds posted by Redes to guarantee proper use of the payments in the execution of the project. Redes also provided two on-demand performance bonds in the aggregate amount of \$25 million to secure performance of its obligations under the contracts.

During the construction phase, the project experienced numerous challenges and delays, primarily related to issues which Quanta believes were outside of the control of and not attributable to Redes, including, among others, weather-related issues, local opposition to the project, permitting delays, the inability to acquire clear title to certain required parcels of land and other delays which Quanta believes were attributable to FITEL/PRONATEL. In response to various of these challenges and delays, Redes had requested and received multiple extensions to certain contractual deadlines and relief from related liquidated damages. However, in April 2019, PRONATEL provided notice to Redes claiming that Redes was in default under the contracts due to the delays and that PRONATEL would terminate the contracts if the alleged defaults were not cured. Redes responded by claiming that it was not in default, as the delays were due to events not attributable to Redes, and therefore PRONATEL was not entitled to terminate the contracts. PRONATEL subsequently terminated the contracts for alleged cause prior to completion of Redes' scope of work, exercised the on-demand performance bonds and advance payment bonds against Redes, and indicated its intention to claim

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damages, including a verbal allegation of approximately \$45 million of liquidated damages under the contracts, although it has not formally submitted the amount of its claim to Redes. Additionally, upon termination of the contracts, Redes is required to transfer the networks (as completed to such date) to PRONATEL.

In May 2019, Redes filed for arbitration before the Court of International Arbitration of the International Chamber of Commerce against PRONATEL and the MTC. In the arbitration, Redes claims that PRONATEL: (i) wrongfully terminated the contracts; (ii) wrongfully executed the advance payment bonds and the performance bonds; and (iii) is not entitled to the alleged amount of liquidated damages. In addition, Redes is seeking compensation for all damages arising from PRONATEL's actions, including but not limited to (i) repayment of the amounts collected by PRONATEL under the advance payment bonds and the performance bonds; (ii) payment of amounts owed for work completed by Redes under the contracts; (iii) lost income in connection with Redes' future operation and maintenance of the networks; and (iv) other related costs and damages to Redes as a result of the improper termination of the contracts.

As of the date of the contract terminations, Redes had incurred costs of approximately \$157 million in construction of the project and had received approximately \$100 million of payments (inclusive of the approximately \$87 million advance payments). Furthermore, upon completion of the physical transfer of the networks to PRONATEL, which commenced in October 2019, PRONATEL and the MTC will possess the networks, for which PRONATEL has paid approximately \$100 million while collecting approximately \$112 million of bond proceeds. Quanta believes that PRONATEL's actions represent an abuse of power and unfair and inequitable treatment and that PRONATEL and the MTC have been unjustly enriched. Specifically, under the terms of the contracts, the advance payment bonds were to be exercised only if it is determined that Redes did not use the advance payments for their intended purpose, in which case Redes would be obligated to return the portion of the advance payments not properly used. Redes was not afforded the opportunity to provide evidence of its proper use of the advance payments for project expenditures prior to PRONATEL exercising the bonds in their full amount. As stated above, Redes has incurred substantially more than the advance payment amounts in the execution of the project, and Quanta believes Redes has used the advance payment amounts for their intended purpose.

Quanta also reserves the right to seek full compensation for the loss of its investment under other applicable legal regimes, including investment treaties and customary international law, as well as to seek resolution through direct discussions with PRONATEL or the MTC.

Quanta believes Redes is entitled to all amounts described in the claims above and intends to vigorously pursue those claims in the pending arbitration proceeding and/or additional arbitration proceedings. However, as a result of the contract terminations and the inherent uncertainty involved in arbitration proceedings and recovery of amounts owed, there can be no assurance that Redes will prevail on those claims or in defense of liquidated damages claims or any other claims that may be asserted by PRONATEL. As a result, during the three months ended June 30, 2019, Quanta recorded a charge to earnings of \$79.2 million, which included a reduction of previously recognized earnings on the project, a reserve against a portion of the project costs incurred through the project termination date, an accrual for a portion of the alleged liquidated damages, and the estimated costs to complete the project turnover and close out the project.

As of September 30, 2019, after taking into account the above charge, Quanta had a net receivable position related to the project of approximately \$120 million, which includes the approximately \$87 million PRONATEL collected through exercise of the advance payment bonds. The net receivable from PRONATEL is included in "Other assets, net" in the accompanying consolidated balance sheet as of September 30, 2019.

If Quanta is not successful in the pending or future arbitration proceedings, this matter could result in an additional significant loss that could have a material adverse effect on Quanta's consolidated results of operations and cash flows. However, based on the information currently available and the preliminary status of the pending arbitration proceeding, Quanta is not able to determine a range of reasonably possible additional loss, if any, with respect to this matter.

Maurepas Project Dispute. During the third quarter of 2017, Maurepas Pipeline, LLC (Maurepas) notified QPS Engineering, LLC (QPS), a subsidiary of Quanta, of its claim for liquidated damages allegedly arising from delay in mechanical completion of a project in Louisiana. Quanta disputes the claim and believes that QPS is not responsible for liquidated damages under the contract terms, and in June 2019 QPS filed suit against SemGroup Corporation, the parent company of Maurepas, under the parent guarantee issued to secure payment from Maurepas on the project. QPS is seeking to recover \$22.0 million that it believes has been wrongfully withheld, which represents the maximum liability for liquidated damages pursuant to the contract terms. In July and August 2018, QPS also received notice from Maurepas claiming certain warranty defects on the project. In July 2019, Maurepas filed suit against QPS and Quanta, pursuant to a parent guarantee, for damages related to the warranty defects and for a declaratory judgment related to the liquidated damages claim, subsequently claiming approximately \$59 million in damages related to a portion of the alleged warranty defects. Quanta is continuing to evaluate the claimed warranty defects and, if they exist, the appropriate remedy. At this time, Quanta disputes the extent of the alleged defects or has not been able to substantiate them.

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As of September 30, 2019, Quanta had recorded an accrual with respect to this matter based on the current estimated amount of probable loss. However, based on the information currently available, Quanta cannot estimate the range of additional reasonably possible loss in connection with this matter. If, upon final resolution of this matter, Quanta is unsuccessful, any liquidated damages or warranty defect damages in excess of Quanta's current loss accrual would be recorded as additional costs on the project.

Lorenzo Benton v. Telecom Network Specialists, Inc., et al. In June 2006, plaintiff Lorenzo Benton filed a class action complaint in the Superior Court of California, County of Los Angeles, alleging various wage and hour violations against Telecom Network Specialists (TNS), a former subsidiary of Quanta. Quanta retained liability associated with this matter pursuant to the terms of Quanta's sale of TNS in December 2012. Benton represents a class of workers that includes all persons who worked on certain TNS projects, including individuals that TNS retained through numerous staffing agencies. The plaintiff class in this matter is seeking damages for unpaid wages, penalties associated with the failure to provide meal and rest periods and overtime wages, interest and attorneys' fees. In January 2017, the trial court granted a summary judgment motion filed by the plaintiff class and found that TNS was a joint employer of the class members and that it failed to provide adequate meal and rest breaks and failed to pay overtime wages. In February 2019, the court granted, in part, the plaintiff class's final motion for summary judgment on damages awarding the class approximately \$7.5 million for its meal/rest break and overtime claims and denied the motion as to penalties. Quanta believes the court's decisions on liability and damages are not supported by controlling law and continues to contest its liability and the damage calculation asserted by the plaintiff class in this matter. In July 2019, TNS prevailed, in part, on its own motion for summary judgment on the remaining wage statement and penalty claims, with the court dismissing the claims for penalties based on alleged meal and rest break violations.

Additionally, in November 2007, TNS filed cross complaints for indemnity and breach of contract against the staffing agencies, which employed many of the individuals in question. In December 2012, the trial court heard cross-motions for summary judgment filed by TNS and the staffing agencies pertaining to TNS's demand for indemnity. The court denied TNS's motion and granted the motions filed by the staffing agencies; however, the California Appellate Court reversed the trial court's decision in part and instructed the trial court to reconsider its ruling. In February 2017, the court denied a new motion for summary judgment filed by the staffing companies and has since stated that the staffing companies would be liable to TNS for any damages owed to the class members that the staffing companies employed.

The final amount of liability, if any, payable in connection with this matter remains the subject of pending litigation and will ultimately depend on various factors, including the outcome of Quanta's appeal of the trial court's rulings on liability and damages, the final determination with respect to any additional damages owed by Quanta, and the solvency of the staffing agencies. Based on review and analysis of the trial court's rulings on liability, Quanta does not believe, at this time, that it is probable this matter will result in a material loss. However, if Quanta is unsuccessful in this litigation and the staffing agencies are unable to fund damages owed to class members, Quanta believes the range of reasonably possible loss to Quanta upon final resolution of this matter could be up to approximately \$9.1 million, plus attorneys' fees and expenses of the plaintiff class.

Hallen Acquisition Assumed Liability. In August 2019, in connection with the acquisition of Hallen, Quanta assumed certain contingent liabilities associated with a March 2014 natural gas-fed explosion and fire in the Manhattan borough of New York City, New York. The incident resulted in, among other things, loss of life, personal injury and the destruction of two buildings and other property damage. After investigation, the National Transportation Safety Board determined that the probable cause of the incident was the failure of certain natural gas infrastructure installed by Consolidated Edison, Inc. (Con Ed) and the failure of certain sewer infrastructure maintained by the City of New York. Pursuant to a contract with Con Ed, Hallen had performed certain work related to such natural gas infrastructure and agreed to indemnify Con Ed for certain claims, liabilities and costs associated with its work. Numerous lawsuits are pending in New York state courts related to the incident, which generally name Con Ed, the City of New York and Hallen as defendants. These lawsuits are at various preliminary stages and generally seek unspecified damages and, in some cases, punitive damages, for wrongful death, personal injury, property damage and business interruption.

Hallen's potential liabilities associated with this matter are expected to be covered under applicable insurance policies or contractual remedies negotiated by Quanta with the former owners of Hallen. As of September 30, 2019, Quanta had not recorded an accrual for any probable and estimable loss related to this matter. However, the ultimate amount of liability in connection with this matter remains subject to uncertainties associated with pending litigation, including, among other things, the apportionment of liability among the defendants and the likelihood and amount of potential damages claims. As a result, this matter could result in a loss that is in excess of, or not covered by, such insurance or contractual remedies, which could have a material adverse effect on Quanta's consolidated results of operations and cash flows.

Concentrations of Credit Risk

Quanta is subject to concentrations of credit risk related primarily to its cash and cash equivalents and its net receivable position with customers, which includes amounts related to billed and unbilled accounts receivable and contract assets net of advanced billings with the same customer. Substantially all of Quanta's cash and cash equivalents are managed by what it believes

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to be high credit quality financial institutions. In accordance with Quanta's investment policies, these institutions are authorized to invest cash and cash equivalents in a diversified portfolio of what Quanta believes to be high quality cash and cash equivalent investments, which consist primarily of interest-bearing demand deposits, money market investments and money market mutual funds. Although Quanta does not currently believe the principal amount of these cash and cash equivalents is subject to any material risk of loss, changes in economic conditions could impact the interest income Quanta receives from these investments. In addition, Quanta grants credit under normal payment terms, generally without collateral, to its customers, which include electric power and energy companies, governmental entities, general contractors, and builders, owners and managers of commercial and industrial properties located primarily in the United States, Canada, Australia and Latin America. Consequently, Quanta is subject to potential credit risk related to changes in business and economic factors throughout these locations, which may be heightened as a result of uncertain economic and financial market conditions that have existed in recent years. However, Quanta generally has certain statutory lien rights with respect to services provided. Some of Quanta's customers have experienced significant financial difficulties (including bankruptcy), and customers may experience financial difficulties in the future. These difficulties expose Quanta to increased risk related to collectability of billed and unbilled receivables and contract assets for services Quanta has performed.

On January 29, 2019, PG&E, one of Quanta's largest customers, filed for bankruptcy protection under Chapter 11 of the U.S. Bankruptcy Code, as amended. Quanta is monitoring the bankruptcy proceeding and evaluating the treatment of, and potential claims related to, its pre-petition receivables. As of the bankruptcy filing date, Quanta had approximately \$165 million of billed and unbilled receivables, \$54 million of which remained unpaid as of September 30, 2019. Subsequent to the bankruptcy filing, the bankruptcy court approved the assumption by PG&E of certain contracts with subsidiaries of Quanta, which authorized PG&E to pay approximately \$122 million of pre-petition receivables, \$111 million of which has been received as of September 30, 2019. Quanta believes it will ultimately collect the approximately \$43 million of pre-petition receivables that were not assumed by PG&E, which amount has been classified as non-current within "Other assets, net" in the accompanying condensed consolidated balance sheet as of September 30, 2019. However, the ultimate outcome of the bankruptcy proceeding is uncertain, and Quanta's belief regarding collection of the remaining receivables is based on a number of assumptions that are potentially subject to change as the proceeding progresses. Should any of those assumptions change, the amount collected could be materially less than the amount of the remaining receivables. Additionally, Quanta is continuing to perform services for PG&E while the bankruptcy case is ongoing and believes that amounts billed for post-petition services will continue to be collected in the ordinary course of business.

PG&E, a customer within Quanta's Electric Power Infrastructure Services segment, represented 10.5% of Quanta's consolidated revenues for the nine months ended September 30, 2019 and represented 11.6% of Quanta's consolidated net receivable position at September 30, 2019. No customer represented 10% or more of Quanta's consolidated revenues for the three months ended September 30, 2019 or for the three and nine months ended September 30, 2018, and no customer represented 10% or more of Quanta's consolidated net receivable position at December 31, 2018.

Insurance

As discussed in Note 2, Quanta is insured for employer's liability, workers' compensation, auto liability, general liability and group health claims. As of September 30, 2019 and December 31, 2018, the gross amount accrued for insurance claims totaled \$280.2 million and \$272.9 million, with \$210.1 million and \$210.1 million considered to be long-term and included in "Insurance and other non-current liabilities." Related insurance recoveries/receivables as of September 30, 2019 and December 31, 2018 were \$34.8 million and \$56.5 million, of which \$0.4 million and \$0.3 million are included in "Prepaid expenses and other current assets" and \$34.4 million and \$56.2 million are included in "Other assets, net."

Project Insurance Claim. In June 2018, while performing a horizontal directional drill and installing an underground gas pipeline, one of Quanta's subsidiaries experienced a partial collapse of a borehole. Subsequent to the incident, Quanta has worked with its customer to mitigate the impact of the incident and to substantially complete the project. As required by the contract, the customer procured certain insurance coverage for the project, with Quanta subsidiaries as additional insureds. Quanta is working collaboratively with the customer to pursue insurance claims with the customer's insurance carriers. The insurers have preliminarily acknowledged coverage for the incident; however, the amount of coverage is subject to further negotiation and, to the extent necessary, litigation. To the extent Quanta is not successful in recovering the full amount of the insurance claims it is pursuing, Quanta plans to pursue contractual relief from the customer.

As of September 30, 2019, Quanta had recorded a receivable of \$81.5 million in accordance with GAAP related to accounting for insurance claims and potential recoveries. The amount represents a portion of the total insurance claims being pursued by Quanta, which amounted to approximately \$144 million as of such date. To the extent Quanta is unsuccessful in realizing insurance or contractual recoveries, additional charges to operating results, which could be material, would be required.

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Letters of Credit

Certain of Quanta's vendors require letters of credit to ensure reimbursement for amounts they are disbursing on Quanta's behalf, such as to beneficiaries under its insurance programs. In addition, from time to time, certain customers require Quanta to post letters of credit to ensure payment of subcontractors and vendors and guarantee performance under contracts. Such letters of credit are generally issued by a bank or similar financial institution, typically pursuant to Quanta's senior secured credit facility. Each letter of credit commits the issuer to pay specified amounts to the holder of the letter of credit if the holder claims that Quanta has failed to perform specified actions. If this were to occur, Quanta would be required to reimburse the issuer of the letter of credit. Depending on the circumstances of such a reimbursement, Quanta may also be required to record a charge to earnings for the reimbursement.

As of September 30, 2019, Quanta had \$346.5 million in outstanding letters of credit under its senior secured credit facility securing its casualty insurance program and various contractual commitments. These are irrevocable stand-by letters of credit with maturities generally expiring at various times throughout 2019 and 2020. Quanta expects to renew the majority of the letters of credit related to the casualty insurance program for subsequent one-year periods upon maturity. Quanta is not aware of any claims currently asserted or threatened under any of these letters of credit that are material, individually or in the aggregate. However, to the extent payment is required for any such claims, the amount paid could be material and could adversely affect Quanta's consolidated business, financial condition, results of operations or cash flows.

Performance Bonds and Parent Guarantees

Many customers, particularly in connection with new construction, require Quanta to post performance and payment bonds issued by a financial institution known as a surety. These bonds provide a guarantee to the customer that Quanta will perform under the terms of a contract and pay its subcontractors and vendors. If Quanta fails to perform, the customer may demand that the surety make payments or provide services under the bond. Quanta must reimburse the surety for any expenses or outlays it incurs. Under Quanta's underwriting, continuing indemnity and security agreement with its sureties and with the consent of the lenders that are party to Quanta's credit agreement, Quanta has granted security interests in certain of its assets as collateral for its obligations to the sureties. Subject to certain conditions and consistent with terms of the credit agreement for Quanta's senior secured credit facility, these security interests will be automatically released if Quanta maintains a credit rating that meets two of the following three conditions: (i) a corporate credit rating that is BBB- or higher by Standard & Poor's Rating Services, (ii) a corporate family rating that is Baa3 or higher by Moody's Investors Services, Inc. or (iii) a corporate credit rating that is BBB- or higher by Fitch Ratings, Inc. Quanta may be required to post letters of credit or other collateral in favor of the sureties or Quanta's customers in the future, which would reduce the borrowing availability under its senior secured credit facility. Quanta has not been required to make any material reimbursements to its sureties for bond-related costs except related to the exercise of certain advance payment and performance bonds in connection with a project located in Peru, as set forth in *Legal Proceedings* above. However, to the extent further reimbursements are required, the amounts could be material and could adversely affect Quanta's consolidated business, financial condition, results of operations or cash flows.

Performance bonds expire at various times ranging from mechanical completion of a project to a period extending beyond contract completion in certain circumstances, and as such a determination of maximum potential amounts outstanding requires the use of certain estimates and assumptions. Such amounts can also fluctuate from period to period based upon the mix and level of Quanta's bonded operating activity. As of September 30, 2019, the total amount of the outstanding performance bonds was estimated to be approximately \$2.7 billion. Quanta's estimated maximum exposure as it relates to the value of the performance bonds outstanding is lowered on each bonded project as the cost to complete is reduced, and each commitment under a performance bond generally extinguishes concurrently with the expiration of its related contractual obligation. The estimated cost to complete these bonded projects was approximately \$796 million as of September 30, 2019.

Additionally, from time to time, Quanta guarantees certain obligations and liabilities of its subsidiaries that may arise in connection with, among other things, contracts with customers, equipment lease obligations, joint venture arrangements and contractor licenses. These guarantees may cover all of the subsidiary's unperformed, undischarged and unreleased obligations and liabilities under or in connection with the relevant agreement. For example, with respect to customer contracts, a guarantee may cover a variety of obligations and liabilities arising during the ordinary course of the subsidiary's business or operations, including, among other things, warranty and breach of contract claims, third party and environmental liabilities arising from the subsidiary's work and for which it is responsible, liquidated damages, or indemnity claims. Quanta is not aware of any obligations or liabilities currently asserted under any of these guarantees that are material, individually or in the aggregate. However, to the extent a subsidiary incurs a material obligation or liability and Quanta has guaranteed the performance or payment of such liability, the recovery by a customer or other counterparty or a third party will not be limited to the assets of the subsidiary. As a result,

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responsibility under the guarantee could exceed the amount recoverable from the subsidiary alone and could materially and adversely affect Quanta's consolidated business, financial condition, results of operations and cash flows.

Employment Agreements

Quanta has various employment agreements with certain executives and other employees, which provide for compensation, other benefits and, under certain circumstances, severance payments and post-termination equity-related benefits. Certain employment agreements also contain clauses that require the payment of certain amounts to such employees upon the occurrence of a defined change in control event.

Collective Bargaining Agreements

Certain of Quanta's operating units are parties to collective bargaining agreements with unions that represent certain of their employees. The collective bargaining agreements expire at various times and have typically been renegotiated and renewed on terms similar to those in the expiring agreements. From time to time, Quanta is a party to grievance actions based on claims arising out of the collective bargaining agreements. The agreements require the operating units to pay specified wages, provide certain benefits to union employees and contribute certain amounts to multiemployer pension plans and employee benefit trusts. Quanta's multiemployer pension plan contribution rates generally are made to the plans on a "pay-as-you-go" basis based on its union employee payrolls. The location and number of union employees that Quanta employs at any given time and the plans in which they may participate vary depending on Quanta's need for union resources in connection with its ongoing projects. Therefore, Quanta is unable to accurately predict its union employee payroll and the resulting multiemployer pension plan contribution obligations for future periods.

The Pension Protection Act of 2006 also added special funding and operational rules generally applicable to plan years beginning after 2007 for multiemployer plans that are classified as "endangered," "seriously endangered" or "critical" status based on multiple factors (including, for example, the plan's funded percentage, the plan's cash flow position and whether the plan is projected to experience a minimum funding deficiency). Plans in these classifications must adopt measures to improve their funded status through a funding improvement or rehabilitation plan, as applicable, which may require additional contributions from employers (e.g., a surcharge on benefit contributions) and/or modifications to retiree benefits. Certain plans to which Quanta contributes or may contribute in the future are in "endangered," "seriously endangered" or "critical" status. The amount of additional funds, if any, that Quanta may be obligated to contribute to these plans in the future cannot be reasonably estimated due to uncertainty regarding the future levels of work that require union employees covered by these plans, as well as the future contribution levels and possible surcharges on contributions applicable to these plans.

Quanta may be subject to additional liabilities imposed by law as a result of its participation in multiemployer defined benefit pension plans. For example, the Employee Retirement Income Security Act of 1974, as amended by the Multiemployer Pension Plan Amendments Act of 1980, imposes certain liabilities upon an employer who is a contributor to a multiemployer pension plan if the employer withdraws from the plan or the plan is terminated or experiences a mass withdrawal. These liabilities include an allocable share of the unfunded vested benefits in the plan for all plan participants, not merely the benefits payable to a contributing employer's own retirees. As a result, participating employers may bear a higher proportion of liability for unfunded vested benefits if other participating employers cease to contribute or withdraw, with the reallocation of liability being more acute in cases when a withdrawn employer is insolvent or otherwise fails to pay its withdrawal liability. Quanta is not aware of any material withdrawal liabilities that have been incurred or asserted and that remain outstanding as a result of a withdrawal by Quanta from a multiemployer defined benefit pension plan. However, to the extent any such liabilities arise, they could be material and could adversely affect Quanta's consolidated business, financial condition, results of operations or cash flows.

Indemnities

Quanta generally indemnifies its customers for the services it provides under its contracts and other specified liabilities, which may subject Quanta to indemnity claims and liabilities and related litigation. Additionally, in connection with certain acquisitions and dispositions, Quanta has indemnified various parties against specified liabilities that those parties might incur in the future. The indemnities under acquisition or disposition agreements are usually contingent upon the other party incurring liabilities that reach specified thresholds. Quanta is not aware of any indemnity claims currently asserted in connection with its indemnity obligations that are material. However, to the extent indemnification is required, the amount could adversely affect Quanta's consolidated business, financial condition, results of operations or cash flows.

In the normal course of Quanta's acquisition transactions, Quanta obtains rights to indemnification from the sellers or former owners of acquired businesses for certain risks, liabilities and obligations arising from their prior operations, such as performance,

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operational, safety, workforce or tax issues, some of which Quanta may not have discovered during due diligence. However, the indemnities may not cover all of Quanta's exposure for such pre-acquisition matters, or the indemnitors may be unwilling or unable to pay amounts owed to Quanta. Accordingly, Quanta may incur expenses for which it is not reimbursed, and such amounts could be material and could have a material adverse effect on Quanta's consolidated business, financial condition, results of operations and cash flows. Quanta is currently in the process of negotiating certain pre-acquisition obligations associated with non-U.S. payroll taxes that may be due from a business acquired by Quanta in 2013. As of September 30, 2019, Quanta had recorded \$7.4 million as its estimate of the pre-acquisition tax obligations and a corresponding indemnification asset, as management expects to recover from the indemnity counterparties any amounts that Quanta may be required to pay in connection with any such obligations. Additionally, Quanta has obtained certain indemnification rights from the former owners of Hallen with respect to contingent liabilities that were assumed in connection with the acquisition, as set forth in *Legal Proceedings — Hallen Acquisition Assumed Liability* above.

12. SEGMENT INFORMATION:

Quanta presents its operations under two reportable segments: (1) Electric Power Infrastructure Services and (2) Pipeline and Industrial Infrastructure Services. This structure is generally based on the broad end-user markets for Quanta's services. See Note 1 for additional information regarding Quanta's reportable segments.

Quanta's segment results are derived from the types of services provided across its operating units in each of its end user markets. Quanta's entrepreneurial business model allows multiple operating units to serve the same or similar customers and to provide a range of services across end user markets. Quanta's operating units are organized into one of two internal divisions: the Electric Power Infrastructure Services Division and the Pipeline and Industrial Infrastructure Services Division. These internal divisions are closely aligned with the reportable segments, and operating units are assigned to divisions based on the predominant type of work performed.

Reportable segment information, including revenues and operating income by type of work, is gathered from each operating unit for the purpose of evaluating segment performance in support of Quanta's market strategies. Classification of operating unit revenues by type of work for segment reporting purposes can require judgment on the part of management. Quanta's operating units may perform joint projects for customers in multiple industries, deliver multiple types of services under a single customer contract or provide service offerings to various industries. For example, Quanta performs joint trenching projects to install distribution lines for electric power and natural gas customers.

In addition, Quanta's integrated operations and common administrative support for its operating units require that certain allocations be made to determine segment profitability, including allocations of shared and indirect costs (e.g., facility costs), indirect operating expenses (e.g., depreciation), and general and administrative costs. Certain corporate costs are not allocated and include payroll and benefits, employee travel expenses, facility costs, professional fees, acquisition costs and amortization related to intangible assets.

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Summarized financial information for Quanta's reportable segments is presented in the following table (in thousands):

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2019	2018	2019	2018
Revenues:				
Electric Power Infrastructure Services	\$ 1,876,097	\$ 1,617,736	\$ 5,274,456	\$ 4,756,416
Pipeline and Industrial Infrastructure Services	1,476,798	1,367,545	3,724,897	3,302,789
Consolidated revenues	<u>\$ 3,352,895</u>	<u>\$ 2,985,281</u>	<u>\$ 8,999,353</u>	<u>\$ 8,059,205</u>
Operating income (loss):				
Electric Power Infrastructure Services	\$ 175,692	\$ 179,181	\$ 430,244	\$ 466,087
Pipeline and Industrial Infrastructure Services	132,424	96,067	243,066	149,953
Corporate and non-allocated costs	(98,722)	(82,687)	(265,849)	(225,219)
Consolidated operating income	<u>\$ 209,394</u>	<u>\$ 192,561</u>	<u>\$ 407,461</u>	<u>\$ 390,821</u>
Depreciation:				
Electric Power Infrastructure Services	\$ 27,240	\$ 24,273	\$ 79,205	\$ 71,801
Pipeline and Industrial Infrastructure Services	22,877	22,711	68,166	65,886
Corporate and non-allocated costs	5,445	4,559	14,218	12,609
Consolidated depreciation	<u>\$ 55,562</u>	<u>\$ 51,543</u>	<u>\$ 161,589</u>	<u>\$ 150,296</u>

Separate measures of Quanta's assets and cash flows by reportable segment, including capital expenditures, are not produced or utilized by management to evaluate segment performance. Quanta's fixed assets, which are held at the operating unit level, include operating machinery, equipment and vehicles, office equipment, buildings and leasehold improvements, and are used on an interchangeable basis across its reportable segments. As such, for reporting purposes, total depreciation expense is allocated each quarter among Quanta's reportable segments based on the ratio of each reportable segment's revenue contribution to consolidated revenues.

Foreign Operations

During the three months ended September 30, 2019 and 2018, Quanta derived \$480.0 million and \$667.6 million of its revenues from foreign operations. During the nine months ended September 30, 2019 and 2018, Quanta derived \$1.36 billion and \$1.84 billion of its revenues from foreign operations. Of Quanta's foreign revenues, 71% and 78% were earned in Canada during the three months ended September 30, 2019 and 2018 and 75% and 75% were earned in Canada during the nine months ended September 30, 2019 and 2018. In addition, Quanta held property and equipment of \$310.0 million and \$304.0 million in foreign countries, primarily Canada, as of September 30, 2019 and December 31, 2018.

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13. SUPPLEMENTAL CASH FLOW INFORMATION:

The net effects of changes in operating assets and liabilities, net of non-cash transactions, on cash flows from operating activities are as follows (in thousands):

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2019	2018	2019	2018
Accounts and notes receivable	\$ (479,573)	\$ (169,041)	\$ (695,364)	\$ (345,842)
Contract assets	34,016	(125,878)	(67,882)	(188,996)
Inventories	1,511	(8,436)	43,598	(13,841)
Prepaid expenses and other current assets	(8,048)	12,991	(110,622)	(45,002)
Accounts payable and accrued expenses and other non-current liabilities	250,608	170,469	228,473	294,259
Contract liabilities	68,535	(48,386)	112,545	22,676
Other, net ⁽¹⁾	(4,957)	(2,291)	(134,305)	(8,270)
Net change in operating assets and liabilities, net of non-cash transactions	<u>\$ (137,908)</u>	<u>\$ (170,572)</u>	<u>\$ (623,557)</u>	<u>\$ (285,016)</u>

⁽¹⁾The amount for the nine months ended September 30, 2019 includes the payment of \$87 million of on-demand advance payment bonds and \$25 million of on-demand performance bonds exercised in connection with the termination of a large telecommunications project in Peru. See *Legal Proceedings — Peru Project Dispute* in Note 11 for additional information on this matter.

A reconciliation of cash, cash equivalents, and restricted cash reported within the condensed consolidated balance sheets that sum to the total of such amounts shown in the statements of cash flows is as follows (in thousands):

	September 30,	
	2019	2018
Cash and cash equivalents	\$ 80,044	\$ 113,524
Restricted cash included in "Prepaid expenses and other current assets"	3,441	3,275
Restricted cash included in "Other assets, net"	1,026	1,375
Total cash, cash equivalents, and restricted cash reported in the statements of cash flows	<u>\$ 84,511</u>	<u>\$ 118,174</u>

	June 30,	
	2019	2018
Cash and cash equivalents	\$ 73,356	\$ 120,357
Restricted cash included in "Prepaid expenses and other current assets"	3,733	2,926
Restricted cash included in "Other assets, net"	1,028	1,454
Total cash, cash equivalents, and restricted cash reported in the statements of cash flows	<u>\$ 78,117</u>	<u>\$ 124,737</u>

	December 31,	
	2018	2017
Cash and cash equivalents	\$ 78,687	\$ 138,285
Restricted cash included in "Prepaid expenses and other current assets"	3,286	5,106
Restricted cash included in "Other assets, net"	1,283	384
Total cash, cash equivalents, and restricted cash reported in the statements of cash flows	<u>\$ 83,256</u>	<u>\$ 143,775</u>

Restricted cash includes any cash that is legally restricted as to withdrawal or usage.

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Supplemental cash flow information related to leases is as follows (in thousands):

	Three Months Ended	Nine Months Ended
	September 30, 2019	September 30, 2019
Cash paid for amounts included in the measurement of lease liabilities:		
Operating cash flows from operating leases	\$ (29,908)	\$ (89,175)
Operating cash flows from finance leases	\$ (15)	\$ (53)
Financing cash flows from finance leases	\$ (411)	\$ (1,523)
Lease assets obtained in exchange for lease liabilities:		
Operating leases	\$ 32,701	\$ 76,107
Finance leases	\$ 10	\$ 631

Additional supplemental cash flow information is as follows (in thousands):

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2019	2018	2019	2018
Cash (paid) received during the period for —				
Interest paid	\$ (16,312)	\$ (9,279)	\$ (45,469)	\$ (24,011)
Income taxes paid	\$ (40,745)	\$ (38,445)	\$ (109,271)	\$ (91,000)
Income tax refunds	\$ 4,730	\$ 1,207	\$ 6,058	\$ 3,570

During the nine months ended September 30, 2018, Quanta entered into a non-cash transaction whereby Quanta accepted title to a marine industrial property appraised at \$6.4 million in exchange for a construction barge.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

The following discussion and analysis of our financial condition and results of operations should be read in conjunction with our condensed consolidated financial statements and related notes included elsewhere in this Quarterly Report on Form 10-Q (Quarterly Report) and with our Annual Report on Form 10-K for the year ended December 31, 2018 (2018 Annual Report), which was filed with the Securities and Exchange Commission (SEC) on February 28, 2019 and is available on the SEC's website at www.sec.gov and on our website, which is www.quantaservices.com. The discussion below contains forward-looking statements that are based upon our current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from these expectations due to inaccurate assumptions and known or unknown risks and uncertainties, including those identified in *Uncertainty of Forward-Looking Statements and Information* below, Item 1A. *Risk Factors* of Part II of this Quarterly Report and Item 1A. *Risk Factors* of Part I of our 2018 Annual Report.

Introduction

We are a leading provider of specialty contracting services, delivering comprehensive infrastructure solutions for the electric power, energy and communications industries in the United States, Canada, Australia, Latin America and select other international markets. The services we provide include the design, installation, upgrade, repair and maintenance of infrastructure within each of the industries we serve, such as electric power transmission and distribution networks; substation facilities; pipeline transmission and distribution systems and facilities; refinery, petrochemical and industrial facilities; and telecommunications and cable multi-system operator networks.

Our customers include many of the leading companies in the industries we serve. We have developed strong strategic alliances with numerous customers and strive to develop and maintain our status as a preferred service provider to our customers. Our services are typically provided pursuant to master service agreements, repair and maintenance contracts and fixed price and non-fixed price installation contracts.

We report our results under two reportable segments: (1) Electric Power Infrastructure Services and (2) Pipeline and Industrial Infrastructure Services. This structure is generally focused on broad end-user markets for our services. Our consolidated revenues for the nine months ended September 30, 2019 were \$9.00 billion, of which 58.6% was attributable to the Electric Power Infrastructure Services segment and 41.4% was attributable to the Pipeline and Industrial Infrastructure Services segment.

The Electric Power Infrastructure Services segment provides comprehensive network solutions to customers in the electric power industry. Services performed by the Electric Power Infrastructure Services segment generally include the design, installation, upgrade, repair and maintenance of electric power transmission and distribution infrastructure and substation facilities along with other engineering and technical services. This segment also provides emergency restoration services, including the repair of infrastructure damaged by inclement weather, the energized installation, maintenance and upgrade of electric power infrastructure utilizing unique bare hand and hot stick methods and our proprietary robotic arm technologies, and the installation of "smart grid" technologies on electric power networks. In addition, this segment provides services that support the development of renewable energy generation, including solar, wind and certain types of natural gas generation facilities, and related switchyards and transmission infrastructure. This segment also provides comprehensive communications infrastructure services to wireline and wireless telecommunications companies, cable multi-system operators and other customers within the communications industry (including services in connection with 5G wireless deployment); services in connection with the construction of electric power generation facilities; and the design, installation, maintenance and repair of commercial and industrial wiring. This segment also includes our postsecondary educational institution, which specializes in pre-apprenticeship training, apprenticeship training and specialized utility task training for electric workers, and includes curriculum for the gas distribution and communications industries.

The Pipeline and Industrial Infrastructure Services segment provides comprehensive infrastructure solutions to customers involved in the development, transportation, distribution, storage and processing of natural gas, oil and other products. Services performed by the Pipeline and Industrial Infrastructure Services segment generally include the design, installation, repair and maintenance of pipeline transmission and distribution systems, gathering systems, production systems, storage systems and compressor and pump stations, as well as related trenching, directional boring and mechanized welding services. In addition, this segment's services include pipeline protection, integrity testing, rehabilitation and replacement, and the fabrication of pipeline support systems and related structures and facilities for natural gas utilities and midstream companies. We also provide high-pressure and critical-path turnaround services to the downstream and midstream energy markets and instrumentation and electrical services, piping, fabrication and storage tank services. To a lesser extent, this segment serves the offshore and inland water energy markets and designs, installs and maintains fueling systems and water and sewer infrastructure.

For internal management purposes, we are also organized into two internal divisions: the Electric Power Infrastructure Services Division and the Pipeline and Industrial Infrastructure Services Division. These internal divisions are closely aligned with the reportable segments, and operating units are assigned to a division based on the predominant type of work performed.

Reportable segment information, including revenues and operating income by type of work, is gathered from each operating unit for the purpose of evaluating segment performance in support of our market strategies. Classification of our operating unit revenues by type of work for segment reporting purposes can at times require judgment on the part of management. Our operating units may perform joint projects for customers in multiple industries, deliver multiple types of services under a single customer contract or provide service offerings to various industries. For example, we perform joint trenching projects to install distribution lines for electric power and natural gas customers. Our integrated operations and common administrative support for operating units require that certain allocations be made to determine segment profitability, including allocations of shared and indirect costs (e.g., facility costs), indirect operating expenses (e.g., depreciation), and general and administrative costs. Certain corporate costs are not allocated, including payroll and benefits, employee travel expenses, facility costs, professional fees, acquisition costs, non-cash stock-based compensation and amortization related to intangible assets.

We operate primarily in the United States; however, we derived \$480.0 million and \$667.6 million of our revenues from foreign operations during the three months ended September 30, 2019 and 2018 and \$1.36 billion and \$1.84 billion of our revenues from foreign operations during the nine months ended September 30, 2019 and 2018. Of our foreign revenues, 71% and 78% were earned in Canada during the three months ended September 30, 2019 and 2018 and 75% and 75% were earned in Canada during the nine months ended September 30, 2019 and 2018. In addition, we held property and equipment of \$310.0 million and \$304.0 million in foreign countries, primarily Canada, as of September 30, 2019 and December 31, 2018. See Note 2 of the Notes to Consolidated Financial Statements in Item 1. *Financial Statements* for a further disaggregation of revenues by geographic location.

Recent Acquisitions, Investments and Divestitures

Acquisitions

During the nine months ended September 30, 2019, we acquired The Hallen Construction Co., Inc. (Hallen), a pipeline and industrial services business located in the United States that specializes in gas distribution and transmission services, and to a lesser extent, underground electric distribution and transmission services; two specialty utility foundation and pole-setting contractors serving the southeast United States; an electric power specialty contracting business located in the United States that provides aerial power line and construction support services; a business located in the United States that provides technical training materials to electric utility workers; and an electrical infrastructure services business located in Canada. The aggregate consideration for these acquisitions was \$395.0 million paid or payable in cash, subject to certain adjustments, and 60,860 shares of Quanta common stock, which had a fair value of approximately \$1.8 million as of the respective acquisition date. A portion of the cash consideration in connection with the Hallen acquisition was placed in an escrow account, which, subject to certain conditions, could be utilized to reimburse us for obligations associated with certain contingent liabilities assumed by us in the transaction. See *Insurance and Indemnity Matters* below for additional information related to these liabilities. Beginning on the respective acquisition dates, the results of the acquired businesses have been included in Quanta's consolidated financial statements, with the results of Hallen generally included in the Pipeline and Industrial Infrastructure Services segment and the other acquired businesses generally included in the Electric Power Infrastructure Services segment.

During the year ended December 31, 2018, we acquired an electrical infrastructure services business specializing in substation construction and relay services, a postsecondary educational institution that provides training and programs for workers in the industries we serve, and two communications infrastructure services businesses, all of which are located in the United States. The aggregate consideration for these acquisitions was \$108.3 million paid or payable in cash, subject to certain adjustments, and 679,668 shares of Quanta common stock, which had a fair value of approximately \$22.9 million as of the respective acquisition dates. Additionally, the acquisitions of the postsecondary educational institution and one of the communications infrastructure services businesses include the potential payment of up to \$18.0 million of contingent consideration, payable if the acquired businesses achieve certain performance objectives over five- and three-year post-acquisition periods. Based on the estimated fair value of the contingent consideration, we recorded \$16.5 million of liabilities as of the respective acquisition dates. Beginning on the respective acquisition dates, the results of the acquired businesses have been included in our consolidated financial statements, generally within the Electric Power Infrastructure Services segment.

Investments

During 2018, we acquired a 30% equity interest in a water and gas pipeline infrastructure contractor located in Australia for \$22.2 million. This investment includes an option to acquire the remaining equity of the company through 2020 and provides for certain additional earnings and distribution participation rights during a designated 25-month post-investment period, as well as preferential liquidation rights. The investment has been recorded at cost and will be adjusted for impairment, if any, plus or minus observable changes in the value of the company's equity. Earnings on this investment are recognized as dividends, and we received and recognized \$3.9 million of cash dividends from this investment during 2018. During 2018, we also acquired a 49% equity interest in an electric power infrastructure services company, together with certain related customer relationship and other intangible assets, for \$12.3 million.

We also enter into strategic partnerships and investment arrangements with customers and infrastructure investors to provide fully integrated infrastructure services on certain projects, including planning and feasibility analyses, engineering, design, procurement, construction and project operation and maintenance. These projects include public-private partnerships and concessions, along with private infrastructure projects such as build, own, operate (and in some cases transfer) and build-to-suit arrangements. As part of this strategy, we formed a partnership with select investors that provides up to \$1.0 billion of capital, including approximately \$80.0 million from us, available to invest in certain specified infrastructure projects through August 2024. Wholly owned subsidiaries of Quanta serve as the general partner of this partnership and as a separately operated registered investment adviser that manages the invested capital. As of September 30, 2019, we had contributed \$13.7 million to this partnership in connection with certain investments. In October 2019, due to certain circumstances, the partnership entered into a 180-day period during which the investors and Quanta will evaluate the partnership. During this period, the partnership may make additional investments with the consent of the investors, and, at the end of the period, the investors or Quanta may elect to end the investment period for any future investments or dissolve the partnership.

During the three months ended September 30, 2019, we entered into a definitive agreement to sell our interest in a limited partnership that was selected during 2014 to build, own and operate a new 500 kilometer electric transmission line and two 500 kV substations in Alberta, Canada. The sale is expected to close in the fourth quarter of 2019 or early 2020, subject to receipt of regulatory approvals and satisfaction of customary closing conditions.

Remaining Performance Obligations and Backlog

A performance obligation is a promise in a contract with a customer to transfer a distinct good or service. As of September 30, 2019, our remaining performance obligations were \$4.40 billion, 65.5% of which was expected to be recognized in the subsequent twelve months. Our remaining performance obligations represent management's estimate of consolidated revenues that are expected to be realized from the remaining portion of firm orders under fixed price contracts not yet completed or for which work has not yet begun. For purposes of calculating remaining performance obligations, we include all estimated revenues attributable to consolidated joint ventures and variable interest entities, revenues from funded and unfunded portions of government contracts to the extent they are reasonably expected to be realized, and revenues from change orders and claims to the extent management believes additional contract revenues will be earned and are deemed probable of collection.

We have also historically disclosed our backlog, and while backlog is not a term recognized under GAAP, it is a common measurement used in our industry. We believe this non-GAAP measure enables us to more effectively forecast our future results and better identify future operating trends that may not otherwise be apparent. Our remaining performance obligations, as described above, are a component of our backlog calculation, which also includes estimated orders under master service agreements (MSAs), including estimated renewals, and non-fixed price contracts expected to be completed within one year. Our methodology for determining backlog may not be comparable to the methodologies used by other companies.

Generally, our customers are not contractually committed to specific volumes of services under our MSAs, and most of our contracts may be terminated, typically upon 30 to 90 days' notice, even if we are not in default under the contract. We determine the estimated amount of backlog for work under MSAs by using recurring historical trends for current MSAs, factoring in seasonal demand and projected customer needs based upon ongoing communications with the customer. In addition, many of our MSAs are subject to renewal, and these potential renewals are considered in determining the estimated amount of backlog. As of September 30, 2019 and December 31, 2018, MSAs accounted for 55% and 53% of our estimated 12-month backlog and 61% and 60% of total backlog. There can be no assurance as to our customers' actual requirements or that our estimates are accurate.

Revenue estimates included in our remaining performance obligations and backlog can be subject to change as a result of, among other things, project accelerations; project cancellations or delays due to various factors, including but not limited to commercial issues, regulatory requirements and adverse weather conditions; and final acceptance of change orders by our customers. These factors can also cause revenue amounts to be realized in periods and at levels different than originally projected.

The following table reconciles total remaining performance obligations to our backlog (a non-GAAP measure) by reportable segment along with estimates of amounts expected to be realized within 12 months (in thousands):

	September 30, 2019		December 31, 2018	
	12 Month	Total	12 Month	Total
Electric Power Infrastructure Services				
Remaining performance obligations	\$ 2,124,632	\$ 2,929,400	\$ 2,093,461	\$ 3,045,553
Estimated orders under MSAs and short-term, non-fixed price contracts	2,854,533	5,709,337	2,467,654	5,499,887
Backlog	4,979,165	8,638,737	4,561,115	8,545,440
Pipeline and Industrial Infrastructure Services				
Remaining performance obligations	761,943	1,475,037	1,003,543	1,635,918
Estimated orders under MSAs and short-term, non-fixed price contracts	1,817,815	3,168,291	1,411,329	2,161,275
Backlog	2,579,758	4,643,328	2,414,872	3,797,193
Total				
Remaining performance obligations	2,886,575	4,404,437	3,097,004	4,681,471
Estimated orders under MSAs and short-term, non-fixed price contracts	4,672,348	8,877,628	3,878,983	7,661,162
Backlog	\$ 7,558,923	\$ 13,282,065	\$ 6,975,987	\$ 12,342,633

Seasonality; Fluctuations of Results; Economic Conditions

Our revenues and results of operations can be subject to seasonal and other variations. These variations are influenced by weather, customer spending patterns, bidding seasons, receipt of required regulatory approvals, permits and rights of way, project timing and schedules, and holidays. Typically, our revenues are lowest in the first quarter of the year because cold, snowy or wet conditions can create challenging working conditions that are more costly for our customers or cause delays on projects. In addition, many of our customers develop their annual capital budgets during the first quarter and do not begin infrastructure projects in a meaningful way until those budgets are finalized. Second quarter revenues are typically higher than those in the first quarter, as some projects begin, but continued cold and wet weather can often impact second quarter productivity. Third quarter revenues are typically the highest of the year, as a greater number of projects are underway, and weather is normally more accommodating. Generally, revenues during the fourth quarter of the year are lower than the third quarter but higher than the second quarter. Many projects are completed in the fourth quarter, and revenues are often impacted positively by customers seeking to spend their capital budgets before the end of the year. However, the holiday season and inclement weather can sometimes cause delays during the fourth quarter, reducing revenues and increasing costs. Productivity and operating activity in any quarter may be positively or negatively affected by atypical weather patterns in the areas we serve, such as severe weather, excessive rainfall or unusual winter weather, as well as the timing of project awards, unanticipated changes in project schedules as a result of delays or accelerations and project cancellations and project terminations.

These seasonal impacts are typical for our U.S. operations, but as our foreign operations grow, this pattern may have a lesser impact on our quarterly revenues. For example, revenues in Canada are typically higher in the first quarter because projects are often accelerated in order to complete work while the ground is frozen and prior to the break up, or seasonal thaw, as productivity is adversely affected by wet ground conditions during the warmer spring and summer months. Also, although revenues from Australia and other international operations have not been significant relative to our overall revenues to date, their seasonal patterns may differ from those in North America and may impact our seasonality more in the future.

Additionally, our industry can be highly cyclical. Our volume of business may be adversely affected by declines or delays in new projects due to cyclicality, which may vary by geographic region. Project schedules, particularly in connection with larger, longer-term projects, can also create fluctuations in the amount of work performed in a given period. For example, in connection with larger and more complicated projects, the timing of obtaining permits and other approvals may be delayed, and we may need to maintain a portion of our workforce and equipment in an underutilized capacity to ensure we are strategically positioned to deliver on such projects when they move forward. Examples of other items that may cause our results or demand for our services to fluctuate materially from quarter to quarter include: the financial condition of our customers and their access to capital; margins for ongoing projects; economic and political conditions on a regional, national or global scale, including changes in U.S. trade

relationships with other countries; our customers' capital spending, including on larger pipeline and electrical infrastructure projects; oil, natural gas and natural gas liquids prices; liabilities and costs that are not covered by, or that are in excess of, third party insurance coverage; reimbursements associated with letters of credit or performance or payment bonds; the timing of and costs associated with acquisitions; changes in the fair value of acquisition-related contingent consideration liabilities; project payment disputes; project cancellations; dispositions; equity in earnings (losses) of unconsolidated affiliates; impairments of goodwill, intangible assets, long-lived assets or investments; effective tax rates; and interest rates. Accordingly, our operating results in any particular period may not be indicative of the results that can be expected for any other period. Please read *Outlook* and *Understanding Margins* for additional discussion of trends and challenges that may affect our financial condition, results of operations and cash flows.

Understanding Margins

Our gross margin is gross profit expressed as a percentage of revenues, and our operating margin is operating income expressed as a percentage of revenues. Cost of services, which is subtracted from revenues to obtain gross profit, consists primarily of salaries, wages and benefits to employees; depreciation; fuel and other equipment expenses; equipment rental expense; and costs related to subcontracted services, insurance, facilities, materials, parts and supplies. Selling, general and administrative expenses, amortization of intangible assets and change in fair value of contingent consideration liabilities are then subtracted from gross profit to obtain operating income. Various factors, only some of which are within our control, can impact our margins on a quarterly or annual basis.

Seasonal and geographical. Seasonal weather patterns can have a significant impact on margins. Generally, business is slower in the colder months versus the warmer months of the year, resulting in lower productivity and consequently reducing our ability to cover fixed costs. This can be offset somewhat by increased demand for electrical service and repair work due to severe weather during colder months, as well as increased demand in Canada and certain other northern climates during the winter months due to the adverse operating conditions during the spring seasonal thaw. Additionally, project schedules, including when projects begin and are completed, may impact margins. The mix of business conducted in the areas we serve also affects margins, as some areas offer the opportunity for higher margins due to their geographic characteristics. For example, margins may be negatively impacted by unexpected difficulties that can arise in challenging operating conditions, such as urban settings or mountainous and other difficult terrain. Site conditions, including unforeseen underground conditions, can also impact margins.

Weather. Adverse or favorable weather conditions can impact gross margins in a given period. For example, snowfall, rainfall or other severe weather may negatively impact our revenues and margins due to reduced productivity, as projects may be terminated, deferred or delayed until weather conditions improve or an affected area recovers from a severe weather event. Conversely, in periods when weather remains dry and temperatures are accommodating, more work can be done, sometimes at a lower cost. In some cases, severe weather, such as hurricanes, ice storms and wildfires, can provide us with emergency restoration service work, which typically yields higher margins due in part to better equipment utilization rates and absorption of fixed costs.

Revenue mix. The mix of revenues derived from the industries we serve and the types of services we provide within an industry will impact margins, as certain industries and services provide higher-margin opportunities. Additionally, changes in our customers' spending patterns can cause an imbalance in supply and demand, which can affect margins and the mix of revenues.

Service and maintenance versus installation. Installation work is often performed on a fixed price basis, while maintenance work is often performed under pre-established or negotiated prices or cost-plus pricing arrangements. Margins for installation work may vary from project to project, and may be higher than maintenance work, as work obtained on a fixed price basis has higher risk than other types of pricing arrangements. We have historically derived approximately 30% of our annual revenues from maintenance work, but a higher portion of installation work in any given period may affect our gross margins for that period.

Subcontract work. Work that is subcontracted to other service providers generally yields lower margins. An increase in subcontract work in a given period may contribute to a decrease in margins. In recent years, we have subcontracted approximately 15% to 20% of our work to other service providers.

Materials versus labor. Typically, our customers are responsible for supplying the materials for their projects; however, for some of our contracts we may agree to procure all or part of the required materials. Margins may be lower on projects where we furnish a significant amount of materials, including projects where we provide engineering, procurement and construction (EPC) services, as our markup on materials is generally lower than our markup on labor costs. Furthermore, fluctuations in the price of materials we are required to procure, including as a result of changes in U.S. trade relationships with other countries or other economic or political conditions, may impact our margins. In a given period, an increase in the percentage of work with higher materials procurement requirements may decrease our overall margins.

Size, scope and complexity of projects. We may experience a decrease or fluctuations in margins when larger, more complex electric transmission and pipeline projects experience significant delays or other difficulties impacting performance. Larger projects with higher voltage capacities; larger diameter throughput capacities; increased engineering, design or construction complexities; more difficult terrain requirements; or longer distance requirements typically yield opportunities for higher margins as we assume a greater degree of performance risk and there is greater utilization of our resources for longer construction timeframes. Conversely, smaller or less complex electric transmission and pipeline projects typically provide lower margin opportunities, as there are a greater number of competitors capable of performing in this market, and competitors at times may more aggressively pursue available volumes of work to absorb fixed costs. A greater percentage of smaller scale or less complex electric transmission and pipeline work also could negatively impact margins due to the inefficiency of transitioning between a greater number of smaller projects versus continuous production on fewer larger projects. Our margins may be further impacted by delays in the timing of larger projects, extended bidding procedures for more complex EPC projects or temporary decreases in capital spending by our customers. Also, at times we may choose to maintain a portion of our workforce and equipment in an underutilized capacity to ensure we are strategically positioned to deliver on larger, more complicated electric transmission or pipeline projects when they move forward.

Project variability and performance. Margins for a single project may fluctuate quarter to quarter due to changes in the volume or type of work performed, the pricing structure under the project contract or job productivity. Productivity can be influenced by many factors, including unexpected project difficulties or site conditions; project location, including locations with challenging operating conditions; whether the work is on an open or encumbered right of way; inclement weather or severe weather events; environmental restrictions or regulatory delays; protests, other political activity or legal challenges related to a project; and the performance of third parties. These types of factors are not practicable to quantify through accounting data but may individually or in the aggregate have a direct impact on the gross margin of a specific project.

Depreciation. We include depreciation in cost of services, which is common practice in our industry; however, some companies within our industry do not. This can make comparability of our margins to those of other companies difficult and should be taken into consideration when comparing us to other companies.

Insurance. As discussed in *Contractual Obligations — Insurance*, we are insured for employer's liability, workers' compensation, auto liability and general liability claims. We also have employee health care benefit plans for most employees not subject to collective bargaining agreements. Margins could be impacted by fluctuations in insurance accruals as additional claims arise and as circumstances and conditions of existing claims change.

Foreign currency risk. Our financial performance is reported on a U.S. dollar-denominated basis but is partially subject to fluctuations in foreign currency exchange rates. Fluctuations in exchange rates relative to the U.S. dollar, primarily Canadian and Australian dollars, can materially impact margins and comparisons of our results of operations between periods.

Change in fair value of contingent consideration liabilities. We have experienced and anticipate fluctuations in operating income margins as a result of changes in the fair value of contingent consideration liabilities associated with prior acquisitions, which occur as we obtain additional information on the likelihood that the acquired businesses will achieve their post-acquisition performance objectives. See Note 2 of the Notes to Condensed Consolidated Financial Statements in Item 1. *Financial Statements* for more information about the valuation methodologies and assumptions related to the determination of the fair value of these liabilities.

Selling, General and Administrative Expenses

Selling, general and administrative expenses consist primarily of compensation and related benefits, marketing and communication costs, facility costs (e.g., rent and utilities), professional fees, bad debt expense, acquisition costs, gains and losses on the sale of property and equipment, letter of credit fees and maintenance, training and conversion costs related to information technology systems.

Results of Operations

The results of acquired businesses have been included in the following results of operations beginning on their respective acquisition dates.

Consolidated Results

The following table sets forth selected statements of operations and other data for the periods indicated (dollars in thousands):

	Three Months Ended September 30,				Nine Months Ended September 30,			
	2019		2018		2019		2018	
Revenues	\$ 3,352,895	100.0 %	\$ 2,985,281	100.0 %	\$ 8,999,353	100.0 %	\$ 8,059,205	100.0 %
Cost of services (including depreciation)	2,879,450	85.9	2,559,451	85.7	7,842,422	87.1	6,998,956	86.8
Gross profit	473,445	14.1	425,830	14.3	1,156,931	12.9	1,060,249	13.2
Selling, general and administrative expenses	245,010	7.3	224,040	7.5	700,862	7.8	645,566	8.0
Amortization of intangible assets	15,264	0.5	10,623	0.3	40,544	0.5	31,535	0.5
Change in fair value of contingent consideration liabilities	3,777	0.1	(1,394)	—	8,064	0.1	(7,673)	(0.1)
Operating income	209,394	6.2	192,561	6.5	407,461	4.5	390,821	4.8
Interest expense	(18,369)	(0.5)	(9,219)	(0.4)	(48,066)	(0.5)	(25,175)	(0.2)
Interest income	186	—	322	—	762	—	1,128	—
Other income (expense), net	717	—	(15,498)	(0.5)	66,197	0.7	(37,899)	(0.5)
Income before income taxes	191,928	5.7	168,166	5.6	426,354	4.7	328,875	4.1
Provision for income taxes	54,906	1.6	43,267	1.4	139,838	1.5	90,659	1.1
Net income	137,022	4.1	124,899	4.2	286,516	3.2	238,216	3.0
Less: Net income attributable to non-controlling interests	954	—	348	—	2,616	—	1,686	0.1
Net income attributable to common stock	\$ 136,068	4.1 %	\$ 124,551	4.2 %	\$ 283,900	3.2 %	\$ 236,530	2.9 %

Three months ended September 30, 2019 compared to the three months ended September 30, 2018

Revenues. Revenues increased \$367.6 million, or 12.3%, to \$3.35 billion for the three months ended September 30, 2019. Contributing to the increase were incremental revenues of \$258.4 million from electric power infrastructure services and \$109.3 million from pipeline and industrial infrastructure services. See *Segment Results* below for additional information and discussion related to segment revenues.

Gross profit. Gross profit increased \$47.6 million, or 11.2%, to \$473.4 million for the three months ended September 30, 2019. Gross profit as a percentage of revenues was 14.1% and 14.3% for the three months ended September 30, 2019 and 2018. Gross profit and gross profit as a percentage of revenues were positively impacted by the overall increase in revenues described above and margin improvement in pipeline and industrial infrastructure services, partially offset by a decline in margin in electric power infrastructure services. See *Segment Results* below for additional information and discussion related to segment operating income (loss).

Selling, general and administrative expenses. Selling, general and administrative expenses increased \$21.0 million, or 9.4%, to \$245.0 million for the three months ended September 30, 2019. This increase was primarily attributable to a \$13.0 million increase in expenses associated with acquired businesses, including incremental acquisition and integration costs of \$9.9 million, and a \$3.2 million increase in compensation expenses, largely associated with higher salaries due to increased personnel to support business growth and annual compensation increases. Also contributing to the increase was a \$2.7 million increase in legal and other professional fees and a \$1.7 million increase related to information systems and rent expense to support business growth. Selling, general and administrative expenses as a percentage of revenues decreased slightly to 7.3% for the three months ended September 30, 2019 from 7.5% for the three months ended September 30, 2018.

Amortization of intangible assets. Amortization of intangible assets increased \$4.6 million to \$15.3 million for the three months ended September 30, 2019. This increase was primarily due to increased amortization of intangible assets associated with recently acquired businesses, partially offset by reduced amortization expense from previously acquired intangible assets as certain of these assets became fully amortized.

Change in fair value of contingent consideration liabilities. A \$3.8 million increase in the fair value of contingent consideration liabilities was recognized during the three months ended September 30, 2019, which resulted in a corresponding decrease in operating income, as compared to a \$1.4 million decrease in the fair value of contingent consideration liabilities

recognized during the three months ended September 30, 2018, which resulted in a corresponding increase in operating income. These changes were primarily due to changes in forecasted performance in post-acquisition periods for certain acquired businesses and the effect of present value accretion on fair value calculations. It is anticipated that changes in fair value will be recorded periodically until contingent consideration liabilities are settled. See *Contractual Obligations — Contingent Consideration Liabilities* for more information.

Interest expense. Interest expense increased \$9.2 million to \$18.4 million for the three months ended September 30, 2019 as compared to the three months ended September 30, 2018 due to increased borrowing activity and a higher weighted average interest rate.

Other income (expense), net. Other income (expense), net consisted of net other income of \$0.7 million for the three months ended September 30, 2019, as compared to net other expense of \$15.5 million for the three months ended September 30, 2018. The net expense recognized in the three months ended September 30, 2018 was primarily related to the deferral of earnings on a large electric transmission project in Canada that was substantially completed and placed into commercial operation during the three months ended March 31, 2019.

Provision for income taxes. The provision for income taxes was \$54.9 million for the three months ended September 30, 2019, with an effective tax rate of 28.6%. The provision for income taxes was \$43.3 million for the three months ended September 30, 2018, with an effective tax rate of 25.7%. The increase in the effective tax rate was primarily due to the mix of domestic and foreign earnings.

Other comprehensive income (loss). Other comprehensive income (loss), net of taxes was a loss of \$12.8 million in the three months ended September 30, 2019 compared to a gain of \$10.8 million in the three months ended September 30, 2018. The loss in the three months ended September 30, 2019 was due to the strengthening of the U.S. dollar against foreign currencies associated with our international operations, primarily the Canadian and Australian dollars, as of September 30, 2019 when compared to June 30, 2019. The gain in the three months ended September 30, 2018 was due to the strengthening of certain foreign currencies associated with our international operations, primarily the Canadian and Australian dollars, against the U.S. dollar as of September 30, 2018 when compared to June 30, 2018.

Nine months ended September 30, 2019 compared to the nine months ended September 30, 2018

Revenues. Revenues increased \$940.1 million, or 11.7%, to \$9.00 billion for the nine months ended September 30, 2019. Contributing to the increase were incremental revenues of \$518.0 million from electric power infrastructure services and \$422.1 million from pipeline and industrial infrastructure services. Electric power infrastructure services revenues for the nine months ended September 30, 2019 were impacted by a \$48.8 million reversal of revenues associated with the termination of a large telecommunications project in Peru and the uncertainty regarding recovery of amounts incurred and potential claims that may be owed in connection with the project. See *Legal Proceedings — Peru Project Dispute* in Note 11 of the Notes to Consolidated Financial Statements in Item 1. *Financial Statements* for additional information and disclosure related to this matter. See *Segment Results* below for additional information and discussion related to segment revenues.

Gross profit. Gross profit increased \$96.7 million, or 9.1%, to \$1.16 billion for the nine months ended September 30, 2019. Gross profit as a percentage of revenues was 12.9% for the nine months ended September 30, 2019 as compared to 13.2% for the nine months ended September 30, 2018. The increase in gross profit was primarily due to the overall increase in revenues described above and margin improvement in pipeline and industrial infrastructure services, partially offset by a decline in margin in electric power infrastructure services. Impacting both gross profit and gross profit as a percentage of revenues for the nine months ended September 30, 2019 was a \$79.2 million charge associated with the termination of the telecommunications project in Peru referenced above, which included the \$48.8 million reversal of revenues and a \$30.4 million increase to cost of services. The project termination charge negatively impacted gross profit as a percentage of revenues by 76 basis points during the nine months ended September 30, 2019. See *Segment Results* below for additional information and discussion related to segment operating income (loss).

Selling, general and administrative expenses. Selling, general and administrative expenses increased \$55.3 million, or 8.6%, to \$700.9 million for the nine months ended September 30, 2019. This increase was primarily attributable to a \$18.9 million increase in compensation expenses, largely associated with higher salaries due to increased personnel to support business growth and annual compensation increases; a \$9.9 million increase in expenses associated with acquired businesses, including incremental acquisition and integration costs of \$4.3 million; and a \$9.5 million increase in legal and other professional fees. Also contributing to the increase were a \$6.8 million increase in information systems and rent expense to support business growth and a \$3.3 million increase in deferred compensation expense, which was primarily associated with market value changes. Partially offsetting these increases was a \$3.3 million decrease in asset impairment charges for the nine months ended September 30, 2019. Selling, general and administrative expenses as a percentage of revenues decreased to 7.8% for the nine months ended September 30, 2019 from 8.0% for the nine months ended September 30, 2018, primarily due to the increase in revenues described above.

Amortization of intangible assets. Amortization of intangible assets increased \$9.0 million to \$40.5 million for the nine months ended September 30, 2019. This increase was primarily due to increased amortization of intangible assets associated with recently acquired businesses, partially offset by reduced amortization expense from previously acquired intangible assets as certain of these assets became fully amortized.

Change in fair value of contingent consideration liabilities. An \$8.1 million increase in the fair value of contingent consideration liabilities was recognized during the nine months ended September 30, 2019, which resulted in a corresponding decrease in operating income, as compared to \$7.7 million decrease in the fair value of contingent consideration liabilities recognized during the nine months ended September 30, 2018, which resulted in a corresponding increase in operating income. These changes were primarily due to changes in forecasted performance in post-acquisition periods for certain acquired businesses and the effect of present value accretion on fair value calculations. It is anticipated that changes in fair value will be recorded periodically until contingent consideration liabilities are settled. See *Contractual Obligations — Contingent Consideration Liabilities* for more information.

Interest expense. Interest expense increased \$22.9 million to \$48.1 million for the nine months ended September 30, 2019 as compared to the nine months ended September 30, 2018 due to increased borrowing activity and a higher weighted average interest rate.

Other income (expense), net. Other income (expense), net consisted of net other income of \$66.2 million for the nine months ended September 30, 2019, as compared to net other expense of \$37.9 million for the nine months ended September 30, 2018. This change was primarily related to our equity investment in a large electric transmission project in Canada that was substantially completed and placed into commercial operation during the three months ended March 31, 2019. As a result of the project completion, we recognized \$60.3 million of earnings that were previously deferred as a component of “Other income (expense), net” in prior periods. The net expense recognized in the nine months ended September 30, 2018 was primarily related to the deferral of earnings on the same project. In addition, during the nine months ended September 30, 2019, a \$3.1 million bargain purchase gain was recognized, which related to the acquisition of an electrical infrastructure services business, and other expense of \$4.0 million was recognized related to a reduction of an indemnification asset, which resulted from the favorable settlement of a pre-acquisition foreign tax-related obligation.

Provision for income taxes. The provision for income taxes was \$139.8 million for the nine months ended September 30, 2019, with an effective tax rate of 32.8%. The provision for income taxes was \$90.7 million for the nine months ended September 30, 2018, with an effective tax rate of 27.6%. The increase in the effective tax rate was primarily due to the \$79.2 million charge associated with the termination of the large telecommunications project in Peru, for which no income tax benefit was recognized, and the mix of domestic and foreign earnings.

Other comprehensive income (loss). Other comprehensive income (loss), net of taxes was a gain of \$21.9 million in the nine months ended September 30, 2019 compared to a loss of \$34.3 million in the nine months ended September 30, 2018. The gain in the nine months ended September 30, 2019 was due to the strengthening of certain foreign currencies associated with our international operations, primarily the Canadian and Australian dollars, against the U.S. dollar as of September 30, 2019 when compared to December 31, 2018, and the loss in the nine months ended September 30, 2018 was due to a strengthening of the U.S. dollar against foreign currencies associated with our international operations, primarily the Canadian and Australian dollars, as of September 30, 2018 when compared to December 31, 2017.

Segment Results

The following table sets forth segment revenues and segment operating income (loss) for the periods indicated (dollars in thousands):

	Three Months Ended September 30,				Nine Months Ended September 30,			
	2019		2018		2019		2018	
Revenues:								
Electric Power Infrastructure Services	\$ 1,876,097	56.0%	\$ 1,617,736	54.2%	\$ 5,274,456	58.6%	\$ 4,756,416	59.0%
Pipeline and Industrial Infrastructure Services	1,476,798	44.0	1,367,545	45.8	3,724,897	41.4	3,302,789	41.0
Consolidated revenues from external customers	\$ 3,352,895	100.0%	\$ 2,985,281	100.0%	\$ 8,999,353	100.0%	\$ 8,059,205	100.0%
Operating income (loss):								
Electric Power Infrastructure Services	\$ 175,692	9.4%	\$ 179,181	11.1%	\$ 430,244	8.2%	\$ 466,087	9.8%
Pipeline and Industrial Infrastructure Services	132,424	9.0%	96,067	7.0%	243,066	6.5%	149,953	4.5%
Corporate and non-allocated costs	(98,722)	—	(82,687)	—	(265,849)	—	(225,219)	—
Consolidated operating income	\$ 209,394	6.2%	\$ 192,561	6.5%	\$ 407,461	4.5%	\$ 390,821	4.8%

Three months ended September 30, 2019 compared to the three months ended September 30, 2018

Electric Power Infrastructure Services Segment Results

Revenues increased \$258.4 million, or 16.0%, to \$1.88 billion for the three months ended September 30, 2019. This change in revenues was primarily due to increased customer spending on smaller transmission and distribution services, including increased revenues in the western United States associated with grid modernization and accelerated fire hardening programs; approximately \$50 million in revenues from acquired businesses; and a \$16 million increase in emergency restoration services revenues, primarily attributable to the significant impact of Hurricane Dorian on the eastern coast of the United States. These increases were partially offset by lower revenues on a larger transmission project in Canada that was substantially completed during the three months ended March 31, 2019 and less favorable foreign currency exchange rates, which negatively impacted revenues by approximately \$7 million and were primarily attributable to the relationship between the U.S. dollar and the Canadian and Australian dollars.

Operating income decreased \$3.5 million, or 1.9%, to \$175.7 million for the three months ended September 30, 2019. Operating income as a percentage of revenues decreased to 9.4% for the three months ended September 30, 2019 from 11.1% for the three months ended September 30, 2018. These decreases were primarily due to operating income for the three months ended September 30, 2018 including favorable progress on the larger transmission project in Canada that successfully executed through project procurement, winter schedule and productivity risks, resulting in a decrease in cost contingencies. Additionally, operating income for the three months ended September 30, 2019 was negatively impacted by severe weather and other delays on certain larger transmission projects in Canada that resulted in elevated levels of unabsorbed costs. Partially offsetting these decreases were increased revenues from smaller transmission and distribution services and emergency restoration services described above, including increased customer spending on continuing fire hardening programs.

Pipeline and Industrial Infrastructure Services Segment Results

Revenues increased \$109.3 million, or 8.0%, to \$1.48 billion for the three months ended September 30, 2019. This change was primarily due to an increase in revenues from smaller pipeline transmission and gas distribution services, which resulted from increased capital spending by our customers, and approximately \$40 million in revenues from acquired businesses. Partially offsetting these increases was a decrease in larger pipeline transmission revenues. The timing of construction for these types of larger projects is highly variable due to potential permitting delays, worksite access limitations related to environmental regulations and seasonal weather patterns. Due to these factors, the majority of our larger pipeline transmission project work for 2018 was performed in the second half of the year, while the majority of such work for 2019 was performed in the first half of the year. Also, partially offsetting these increases were less favorable foreign currency exchange rates during the three months ended September 30, 2019, which negatively impacted revenues by approximately \$3 million and were primarily attributable to the relationship between the U.S. dollar and the Canadian and Australian dollars.

Operating income increased \$36.4 million, or 37.8%, to \$132.4 million for the three months ended September 30, 2019. Operating income as a percentage of revenues increased to 9.0% for the three months ended September 30, 2019 from 7.0% for the three months ended September 30, 2018. These increases were primarily due to improved margins on both gas distribution services and larger pipeline transmission projects. Additionally, the three months ended September 30, 2018 were negatively impacted by \$28.9 million of project losses associated with engineering and production delays on a processing facility project in

Texas and a partial collapse of an underground borehole for a natural gas pipeline project in the northeast United States. These projects had a minimal negative impact on operating income for the three months ended September 30, 2019.

Corporate and Non-allocated Costs

Certain selling, general and administrative expenses, amortization of intangible assets and change in fair value of contingent consideration liabilities are not allocated to segments. Corporate and non-allocated costs for the three months ended September 30, 2019 increased \$16.0 million to \$98.7 million compared to the three months ended September 30, 2018. The increase was primarily due to a \$9.9 million increase in acquisition-related costs and a \$3.8 million increase in the fair value of contingent consideration liabilities in the three months ended September 30, 2019 as compared to a \$1.4 million decrease in the fair value of certain contingent consideration liabilities recognized in the three months ended September 30, 2018. Also contributing to the increase was a \$4.6 million increase in intangible amortization expense. Partially offsetting these increases was a \$4.2 million net decrease in incentive and stock-based compensation.

Nine months ended September 30, 2019 compared to the nine months ended September 30, 2018

Electric Power Infrastructure Services Segment Results

Revenues for this segment increased \$518.0 million, or 10.9%, to \$5.27 billion for the nine months ended September 30, 2019. This change in revenues was primarily due to increased customer spending on smaller transmission and distribution services, including increased revenues in the western United States associated with grid modernization and accelerated fire hardening programs, and approximately \$120 million in revenues from acquired businesses. These increases were partially offset by lower revenues on the larger transmission project in Canada that was substantially completed during the three months ended March 31, 2019; an \$8 million decrease in emergency restoration services revenues; and less favorable foreign currency exchange rates, which negatively impacted revenues by approximately \$29 million and were primarily attributable to the relationship between the U.S. dollar and the Canadian and Australian dollars. Additionally, as discussed above, segment revenues for the nine months ended September 30, 2019 were negatively impacted by a \$48.8 million reversal of revenues related to the large telecommunications project in Peru that was recorded in the three months ended June 30, 2019.

Operating income decreased \$35.8 million, or 7.7%, to \$430.2 million for the nine months ended September 30, 2019. Operating income as a percentage of segment revenues decreased to 8.2% for the nine months ended September 30, 2019 from 9.8% for the nine months ended September 30, 2018. These decreases were primarily due to the \$79.2 million charge associated with the termination of the large telecommunications project in Peru, higher operating income for the nine months ended September 30, 2018 related to the successful execution of the larger transmission project in Canada described above, as well as lower operating income for the nine months ended September 30, 2019 due to an increase in unabsorbed costs in Canada related to severe weather and other delays on certain larger transmission projects. The charge associated with the termination of the telecommunications project in Peru negatively impacted operating income as a percentage of revenues by 146 basis points and included a reduction of previously recognized earnings on the project, a reserve against a portion of alleged liquidated damages and recognition of estimated costs to complete the project turnover and close out the project. The nine months ended September 30, 2019 was positively impacted by the increase in revenues from smaller transmission and distribution services described above, including increased customer spending on continuing fire hardening programs.

Pipeline and Industrial Infrastructure Services Segment Results

Revenues for this segment increased \$422.1 million, or 12.8%, to \$3.72 billion for the nine months ended September 30, 2019. This change was primarily due to an increase in revenues from pipeline transmission, gas distribution and industrial services, which resulted from increased capital spending by our customers and included an increase in revenues from larger pipeline transmission projects. The timing of construction for larger projects is highly variable due to potential permitting delays, worksite access limitations related to environmental regulations and seasonal weather patterns. Due to these factors, the majority of our larger pipeline transmission project work for 2018 was performed in the second half of the year, while the majority of such work for 2019 was performed in the first half of the year. The increase in revenues also included approximately \$40 million from acquired businesses. Partially offsetting the increases were less favorable foreign currency exchange rates during the nine months ended September 30, 2019, which negatively impacted revenues by approximately \$25 million and were primarily attributable to the relationship between the U.S. dollar and the Canadian and Australian dollars.

Operating income increased \$93.1 million, or 62.1%, to \$243.1 million for the nine months ended September 30, 2019. Operating income as a percentage of segment revenues increased to 6.5% for the nine months ended September 30, 2019 from 4.5% for the nine months ended September 30, 2018. These increases were primarily due to improved margins across our transmission, distribution and industrial services operations resulting from improved execution and utilization, as well as an increase in revenues from larger pipeline transmission projects, which typically yield higher margins. Also contributing to these increases were a \$3.3 million reduction in asset impairment charges, a \$1.3 million reduction in severance and restructuring costs and the

impact of severe weather on various ongoing projects that resulted in lower productivity during the nine months ended September 30, 2018. The nine months ended September 30, 2018 were also negatively impacted by \$22.7 million of project losses associated with production issues and severe weather conditions on a large gas transmission project and a partial collapse of an underground borehole for a natural gas pipeline project in the northeast United States. Additionally, the nine months ended September 30, 2019 and 2018 were negatively impacted by \$23.3 million and \$20.6 million of project losses associated with engineering and production delays on a processing facility project, which was substantially complete as of September 30, 2019.

Corporate and Non-allocated Costs

Certain selling, general and administrative expenses, amortization of intangible assets and change in fair value of contingent consideration liabilities are not allocated to segments. Corporate and non-allocated costs for the nine months ended September 30, 2019 increased \$40.6 million to \$265.8 million compared to the nine months ended September 30, 2018. This increase was partially due to a \$8.1 million increase in the fair value of contingent consideration liabilities in the nine months ended September 30, 2019, as compared to a \$7.7 million decrease in the fair value of contingent consideration liabilities recognized during the nine months ended September 30, 2018. Also contributing to the increase were a \$9.0 million increase in intangible amortization, a \$4.3 million increase in acquisition-related costs, a \$4.0 million increase in salaries and benefits, a \$3.5 million increase in professional fees, and a \$3.3 million increase in deferred compensation expense primarily associated with market value changes. Partially offsetting these increases was a \$7.0 million net decrease in incentive and stock-based compensation.

Liquidity and Capital Resources

Cash Requirements

Amounts related to our cash and cash equivalents based on geographic location of the bank accounts were as follows (in thousands):

	September 30, 2019	December 31, 2018
Cash and cash equivalents held in domestic bank accounts	\$ 55,581	\$ 62,495
Cash and cash equivalents held in foreign bank accounts	24,463	16,192
Total cash and cash equivalents	\$ 80,044	\$ 78,687

Cash and cash equivalents held by joint ventures, which are either consolidated or proportionately consolidated, are available to support joint venture operations, but we cannot utilize those assets to support our other operations. We generally have no right to cash and cash equivalents held by a joint venture other than participating in distributions and in the event of dissolution. Amounts related to cash and cash equivalents held by joint ventures, which are included in our total cash and cash equivalents balances, were as follows (in thousands):

	September 30, 2019	December 31, 2018
Cash and cash equivalents held by domestic joint ventures	\$ 7,855	\$ 8,544
Cash and cash equivalents held by foreign joint ventures	142	441
Total cash and cash equivalents held by joint ventures	7,997	8,985
Cash and cash equivalents not held by joint ventures	72,047	69,702
Total cash and cash equivalents	\$ 80,044	\$ 78,687

At September 30, 2019, we were in compliance with the covenants under the credit agreement for our senior secured credit facility. We anticipate that our cash and cash equivalents on hand, existing borrowing capacity under our senior secured credit facility, our ability to access capital markets and future cash flows from operations will provide sufficient funds to enable us to meet our debt repayment obligations, fund future operating needs and planned capital expenditures during 2019, facilitate our ability to pay any future dividends we declare and grow through acquisitions or otherwise in the foreseeable future.

Our industry is capital intensive, and we expect substantial capital expenditures and commitments under equipment lease and rental arrangements to be needed into the foreseeable future in order to meet anticipated demand for our services, all of which may require cash. Total capital expenditures for 2019 are expected to be approximately \$265 million, of which we have spent \$207.6 million through September 30, 2019.

We also evaluate opportunities for strategic acquisitions, stock repurchases under our authorized stock repurchase programs and opportunities to invest in strategic partnerships with customers and infrastructure investors. These investment opportunities exist in the markets and industries we serve and may require the use of cash to purchase debt or equity investments.

Management monitors financial markets and national and global economic conditions for factors that may affect our liquidity and capital resources. We consider our investment policies related to cash and cash equivalents to be conservative in that we maintain a diverse portfolio of what we believe to be high-quality cash and cash equivalent investments with short-term maturities. Accordingly, we do not anticipate that weakness in the capital markets will have a material impact on the principal amounts of our cash and cash equivalents or our ability to rely upon our senior secured credit facility for funds. To date, we have not experienced a loss of or lack of access to our cash or cash equivalents or funds under our senior secured credit facility; however, our access to invested cash and cash equivalents or availability under our senior secured credit facility could be impacted in the future by adverse conditions in financial markets.

We generally do not provide for taxes related to undistributed earnings of our foreign subsidiaries because such earnings either would not be taxable when remitted or they are considered to be indefinitely reinvested. We could also be subject to additional foreign withholding taxes if we were to repatriate cash that is indefinitely reinvested outside the United States, but we do not expect such amounts to be material.

Sources and Uses of Cash

As of September 30, 2019, we had cash and cash equivalents of \$80.0 million and working capital of \$1.94 billion. We had \$1.87 billion of loans outstanding under our senior secured credit facility, which included \$1.26 billion outstanding under term loans and \$608.4 million of outstanding revolving loans. Of the total outstanding borrowings, \$1.65 billion were denominated in U.S. dollars, \$169.9 million were denominated in Canadian dollars and \$42.2 million were denominated in Australian dollars. We also had \$346.5 million of letters of credit outstanding under our senior secured credit facility, \$235.5 million of which were denominated in U.S. dollars and \$111.0 million of which were denominated in currencies other than the U.S. dollar, primarily Australian or Canadian dollars. As of September 30, 2019, our senior secured credit facility had \$1.18 billion available for revolving loans or new letters of credit.

In summary, our cash flows for each period were as follows (in thousands):

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2019	2018	2019	2018
Net cash provided by (used in) operating activities	\$ 91,167	\$ 39,104	\$ (100,247)	\$ 221,617
Net cash used in investing activities	\$ (391,797)	\$ (136,431)	\$ (607,124)	\$ (321,683)
Net cash provided by financing activities	\$ 307,111	\$ 90,963	\$ 708,749	\$ 72,860

Operating Activities

Cash flow from operations is primarily influenced by demand for our services and operating margins but can also be influenced by working capital needs associated with the various types of services that we provide. In particular, working capital needs may increase when we commence large volumes of work under circumstances where project costs, primarily labor, equipment and subcontractors, are required to be paid before the associated receivables are billed and collected. Accordingly, changes within working capital in accounts receivable, contract assets and contract liabilities are normally related and are typically affected on a collective basis by changes in revenue due to the timing and volume of work performed and variability in the timing of customer billings and payments. Additionally, working capital needs are generally higher during the summer and fall months due to increased demand for our services when favorable weather conditions exist in many of our operating regions. Conversely, working capital assets are typically converted to cash during the winter months. These seasonal trends can be offset by changes in project timing due to delays or accelerations and other economic factors that may affect customer spending.

Net cash provided by operating activities during the three months ended September 30, 2019 was favorably impacted by increased earnings and a smaller increase in operating assets and liabilities as compared to the three months ended September 30, 2018. Net cash used in operating activities during the nine months ended September 30, 2019 included the payment of \$112 million as a result of the exercise of on-demand advance payment and performance bonds in connection with the termination of the large telecommunications project in Peru, which is described in further detail in Note 11 of the Notes to Condensed Consolidated Financial Statements in Item 1. *Financial Statements*. Net cash used in operating activities was also impacted by increased working capital requirements, including mobilization and tooling costs, to support business growth and due to extended billing and collection cycles for certain utility customers. Additionally, during the nine months ended September 30, 2018, a significant advance billing position on a larger electric transmission project in Canada favorably impacted net cash flow from operating activities.

Days sales outstanding (DSO) at September 30, 2019 was 91 days, as compared to 78 days at September 30, 2018. The increase in DSO is primarily due to an increase in retainage balances included in current receivables, a significant portion of which was related to a balance for the large electric transmission project in Canada that has been received subsequent to September 30, 2019, and elevated receivables associated with billing arrangement modifications for two customers. Collections for these customers

have improved subsequent to September 30, 2019, and we expect our DSO to decline and be more in line with historical levels in future periods. DSO is calculated by using the sum of current accounts receivable, net of allowance (which includes retainage and unbilled balances), plus contract assets less contract liabilities, divided by average revenues per day during the quarter.

Investing Activities

Net cash used in investing activities in the three months ended September 30, 2019 included \$329.8 million used for acquisitions and \$66.2 million of capital expenditures. These items were partially offset by \$4.9 million of proceeds from the sale of property and equipment. Net cash used in investing activities in the three months ended September 30, 2018 included \$74.1 million of capital expenditures, \$48.7 million used for acquisitions and \$19.4 million of cash paid for investments in unconsolidated affiliates and other entities, which primarily related to our acquisition of a 30% interest in a water and gas pipeline infrastructure contractor located in Australia. These items were partially offset by \$5.6 million of proceeds from the sale of property and equipment. Net cash used in investing activities in the nine months ended September 30, 2019 included \$385.2 million used for acquisitions, \$207.6 million of capital expenditures and \$39.0 million of cash paid for investments in unconsolidated affiliates and other entities. These items were partially offset by \$24.2 million of proceeds from the sale of property and equipment. Net cash used in investing activities in the nine months ended September 30, 2018 included \$222.7 million used for capital expenditures, \$94.9 million used for acquisitions; and \$21.0 million of cash paid for investments in unconsolidated affiliates and other entities, which primarily related to our acquisition of a 30% equity interest in a water and gas pipeline infrastructure contractor located in Australia. These items were partially offset by \$18.6 million of proceeds from the sale of property and equipment.

Our industry is capital intensive, and we expect substantial capital expenditures and commitments under equipment lease and rental arrangements to be needed into the foreseeable future. We also have various contractual obligations related to investments in unconsolidated affiliates and other capital commitments that are detailed in *Contractual Obligations* below. In addition, we expect to continue to pursue strategic acquisitions and investments, although we cannot predict the timing or amount of the cash needed for these initiatives.

Financing Activities

Net cash provided by financing activities in the three months ended September 30, 2019 included \$328.6 million of net borrowings under our senior secured credit facility, partially offset by \$11.2 million of net short-term repayments and \$5.8 million of cash payments of dividends and cash dividend equivalents. Net cash provided by financing activities in the three months ended September 30, 2018 included \$112.7 million of net borrowings under our senior secured credit facility and \$7.1 million of net short-term borrowings, partially offset by \$26.8 million of cash payments for common stock repurchases. Net cash provided by financing activities in the nine months ended September 30, 2019 included \$795.3 million of net borrowings under our senior secured credit facility, partially offset by \$27.1 million of net short-term repayments, \$20.1 million of cash payments for common stock repurchases, \$17.4 million of cash payments of dividends and cash dividend equivalents and \$16.0 million of cash payments to satisfy tax withholding obligations associated with stock-based compensation. Net cash provided by financing activities in the nine months ended September 30, 2018 included \$288.1 million of net borrowings under our senior secured credit facility and \$20.1 million of net short-term debt borrowings; partially offset by \$216.7 million of cash payments for common stock repurchases and \$14.7 million of payments to satisfy tax withholding obligations associated with stock-based compensation.

Contingent Consideration Liabilities

Certain of our acquisitions include the potential payment of contingent consideration, payable in the event certain performance objectives are achieved by the acquired businesses during designated post-acquisition periods. The majority of these contingent consideration liabilities are subject to a maximum payment amount, which totaled \$153.0 million as of September 30, 2019. Included within this maximum amount is approximately \$18.0 million related to certain acquisitions completed in 2018, payable based on performance over five-year and three-year post-acquisition periods, and approximately \$100.0 million related to the 2017 acquisition of Stronghold, Ltd. and Stronghold Specialty, Ltd., payable based on performance over a three-year post-acquisition period. The aggregate fair value of all of our contingent consideration liabilities was \$79.4 million as of September 30, 2019, of which \$71.0 million is included in "Accounts payable and accrued expenses" and \$8.4 million is included in "Insurance and other non-current liabilities." The significant majority of these liabilities would be paid at least 70% to 85% in cash. Cash payments for these liabilities up to the amount recognized at the respective acquisition dates, including measurement-period adjustments, will be classified as financing activities in our consolidated statements of cash flows. Any cash payments in excess of the amount of contingent consideration liabilities recognized at the respective acquisition dates will be classified as operating activities in our consolidated statements of cash flows.

Stock Repurchases

We repurchased the following shares of common stock in the open market under our stock repurchase programs (in thousands):

Quarter ended:	Shares	Amount
September 30, 2019	—	\$ —
June 30, 2019	—	\$ —
March 31, 2019	376	\$ 11,953
December 31, 2018	7,652	\$ 233,633
September 30, 2018	701	\$ 23,751
June 30, 2018	595	\$ 19,993
March 31, 2018	4,969	\$ 173,913

Our policy is to record a stock repurchase as of the trade date; however, the payment of cash related to a repurchase is made on the settlement date of the trade. During the three months ended September 30, 2019 and 2018, cash payments related to stock repurchases were none and \$26.8 million, and during the nine months ended September 30, 2019 and 2018, cash payments related to stock repurchases were \$20.1 million and \$216.7 million.

As of September 30, 2019, \$286.8 million remained authorized under our existing repurchase program, which authorizes us to repurchase outstanding common stock from time to time through June 30, 2021 (the 2018 Repurchase Program). Repurchases under the 2018 Repurchase Program may be implemented through open market or privately negotiated transactions, at management's discretion, based on market and business conditions, applicable contractual and legal requirements, including restrictions under our senior secured credit facility, and other factors. We are not obligated to acquire any specific amount of common stock and the 2018 Repurchase Program may be modified or terminated by our Board of Directors at any time at its sole discretion and without notice. For additional detail about our stock repurchases, refer to Note 9 of the Notes to Condensed Consolidated Financial Statements in Item 1. *Financial Statements*.

Dividends

We declared and paid the following cash dividends and cash dividend equivalents during 2018 and the first nine months of 2019 (in thousands, except per share amounts):

Declaration Date	Record Date	Payment Date	Dividend Per Share	Dividends Declared
August 28, 2019	October 1, 2019	October 15, 2019	\$ 0.04	\$ 5,564
May 24, 2019	July 1, 2019	July 15, 2019	\$ 0.04	\$ 6,233
March 21, 2019	April 5, 2019	April 19, 2019	\$ 0.04	\$ 5,896
December 6, 2018	January 2, 2019	January 16, 2019	\$ 0.04	\$ 5,838

A significant majority of dividends declared were paid on the corresponding payment dates. Holders of restricted stock units (RSUs) awarded under the Quanta Services, Inc. 2011 Omnibus Equity Incentive Plan (the 2011 Plan) generally received cash dividend equivalent payments equal to the cash dividend payable on account of the underlying Quanta common stock. Holders of exchangeable shares of certain Canadian subsidiaries of Quanta were paid a cash dividend of \$0.04 per exchangeable share on the payment dates. Holders of RSUs awarded under the Quanta Services, Inc. 2019 Omnibus Equity Incentive Plan (the 2019 Plan) and holders of unearned and unvested performance stock units (PSUs) awarded under the 2011 Plan and the 2019 Plan receive cash dividend equivalent payments only to the extent such RSUs and PSUs become earned and/or vest. Additionally, cash dividend equivalents related to certain equity awards that have been deferred pursuant to the terms of a deferred compensation plan maintained by us are recorded as liabilities in such plans until the deferred awards are settled.

The declaration, payment and amount of future cash dividends, if any, will be at the discretion of our Board of Directors after taking into account various factors, including our financial condition, results of operations, cash flows from operations, current and anticipated capital requirements and expansion plans, the income tax laws then in effect and the requirements of Delaware law. In addition, as discussed in *Debt Instruments — Senior Secured Credit Facility* below, our credit agreement restricts the payment of cash dividends unless certain conditions are met.

Debt Instruments

Senior Secured Credit Facility

We have a credit agreement with various lenders that, as amended on September 6, 2019 and subsequent to the execution of an incremental revolving credit increase agreement on September 12, 2019, provides for (i) a \$2.14 billion revolving credit facility and (ii) a term loan facility with term loans in the aggregate initial principal amount of \$1.29 billion. In addition, subject to the conditions specified in the credit agreement, we have the option to increase the capacity of the credit facility, in the form of an increase in the revolving credit facility, incremental term loans or a combination thereof, from time to time, upon receipt of additional commitments from new or existing lenders by up to an additional (i) \$400.0 million plus (ii) an additional amount that is unlimited so long as the Incremental Leverage Ratio Requirement (as defined in the credit agreement) is satisfied at the time of such increase. The Incremental Leverage Ratio Requirement requires, among other things, after giving pro forma effect to such increase and the use of proceeds therefrom, compliance with the credit agreement's financial covenants as of the most recent fiscal quarter end for which financial statements were required to be delivered and that our Consolidated Leverage Ratio does not exceed 2.5 to 1.0, subject to the conditions specified in the credit agreement.

Borrowings under the credit agreement are to be used to refinance existing indebtedness and for working capital, capital expenditures and other general corporate purposes. The maturity date for both the revolving credit facility and the term loan facility is October 31, 2022, and we are required to make quarterly principal payments on the term loan facility as described below.

With respect to the revolving credit facility, the entire amount available may be used by us for revolving loans and letters of credit in U.S. dollars and certain alternative currencies. Up to \$600.0 million may be used by certain of our subsidiaries for revolving loans and letters of credit, including in certain alternative currencies, up to \$100.0 million may be used for swing line loans in U.S. dollars, up to \$50.0 million may be used for swing line loans in Canadian dollars and up to \$50.0 million may be used for swing line loans in Australian dollars.

We borrowed \$600.0 million under the term loan facility in October 2018 and borrowed an additional \$687.5 million under the term loan facility in September 2019 and used all of such proceeds to repay outstanding revolving loans under the credit agreement. As of September 30, 2019, we had \$1.87 billion of borrowings outstanding under the credit agreement, which included \$1.26 billion borrowed under the term loan facility and \$608.4 million of outstanding revolving loans. Of the total outstanding borrowings, \$1.65 billion were denominated in U.S. dollars, \$169.9 million were denominated in Canadian dollars and \$42.2 million were denominated in Australian dollars. We also had \$346.5 million of letters of credit issued under our revolving credit facility, of which \$235.5 million were denominated in U.S. dollars and \$111.0 million were denominated in currencies other than the U.S. dollar, primarily Canadian and Australian dollars. The remaining \$1.18 billion of available commitments under the revolving credit facility was available for loans or issuing new letters of credit.

Revolving loans borrowed in U.S. dollars bear interest, at our option, at a rate equal to either (i) the Eurocurrency Rate (as defined in the credit agreement) plus 1.25% to 2.000%, as determined based on our Consolidated Leverage Ratio (as described below), or (ii) the Base Rate (as described below) plus 0.125% to 1.000%, as determined based on our Consolidated Leverage Ratio. Revolving loans borrowed in any currency other than U.S. dollars bear interest at a rate equal to the Eurocurrency Rate plus 1.125% to 2.000%, as determined based on our Consolidated Leverage Ratio. Additionally, standby or commercial letters of credit issued under the credit agreement are subject to a letter of credit fee of 1.125% to 2.000%, based on our Consolidated Leverage Ratio, and Performance Letters of Credit (as defined in the credit agreement) issued under the credit agreement in support of certain contractual obligations are subject to a letter of credit fee of 0.675% to 1.150%, based on our Consolidated Leverage Ratio.

Term loans bear interest at rates generally consistent with the revolving loans borrowed in U.S. dollars, except that the additional amount over the Eurocurrency Rate is 1.125% to 1.875%, as determined based on our Consolidated Leverage Ratio. We are also required to make quarterly principal payments of \$16.1 million on the term loans on the last business day of each March, June, September and December beginning in December 2019. The aggregate outstanding principal amount of all outstanding term loans must be paid on the maturity date; however, we may voluntarily prepay that amount from time to time, in whole or in part, without premium or penalty.

We are also subject to a commitment fee of 0.20% to 0.40%, based on our Consolidated Leverage Ratio, on any unused availability under the revolving credit facility.

Consolidated Leverage Ratio is the ratio of our Consolidated Funded Indebtedness to Consolidated EBITDA (as those terms are defined in the credit agreement). For purposes of calculating our Consolidated Leverage Ratio, Consolidated Funded Indebtedness is reduced by available cash and Cash Equivalents (as defined in the credit agreement) in excess of \$25.0 million. The Base Rate equals the highest of (i) the Federal Funds Rate (as defined in the credit agreement) plus 0.5%, (ii) the prime rate publicly announced by Bank of America, N.A. and (iii) the Eurocurrency Rate plus 1.00%. Consolidated Interest Coverage Ratio is the ratio of (i) Consolidated EBIT (as defined in the credit agreement) for the four fiscal quarters most recently ended to (ii) Consolidated Interest Expense (as defined in the credit agreement) for such period (excluding all interest expense attributable to capitalized loan costs and the amount of fees paid in connection with the issuance of letters of credit on our behalf during such period).

The credit agreement contains certain covenants, including (i) a maximum Consolidated Leverage Ratio of 3.0 to 1.0 (except that in connection with certain permitted acquisitions in excess of \$200.0 million, such ratio is 3.5 to 1.0 for the fiscal quarter in which the acquisition is completed and the two subsequent fiscal quarters) and (ii) a minimum Consolidated Interest Coverage Ratio of 3.0 to 1.0. As of September 30, 2019, we were in compliance with all of the covenants under the credit agreement.

Subject to certain exceptions, (i) all borrowings under the credit agreement are secured by substantially all of our assets and the assets of our wholly owned U.S. subsidiaries and by a pledge of all of the capital stock of our wholly owned U.S. subsidiaries and 65% of the capital stock of direct foreign subsidiaries of our wholly owned U.S. subsidiaries and (ii) our wholly owned U.S. subsidiaries guarantee the repayment of all amounts due under the credit agreement. Subject to certain conditions, all collateral will automatically be released from the liens securing the obligations under the credit agreement at any time we maintain an Investment Grade Rating (defined in the credit agreement as two of the following three conditions being met: (i) a corporate credit rating that is BBB- or higher by Standard & Poor's Rating Services, (ii) a corporate family rating that is Baa3 or higher by Moody's Investors Services, Inc. or (iii) a corporate credit rating that is BBB- or higher by Fitch Ratings, Inc.).

The credit agreement also limits certain acquisitions, mergers and consolidations, indebtedness, asset sales and prepayments of indebtedness and, subject to certain exceptions, prohibits liens on our assets. The credit agreement allows cash payments for dividends and stock repurchases subject to compliance with the following requirements (including after giving effect to the dividend or stock repurchase): (i) no default or event of default under the credit agreement; (ii) continued compliance with the financial covenants in the credit agreement; and (iii) at least \$100.0 million of availability under the revolving credit facility and/or cash and cash equivalents on hand.

The credit agreement provides for customary events of default and contains cross-default provisions with our underwriting, continuing indemnity and security agreement with our sureties and certain other debt instruments exceeding \$150.0 million in borrowings or availability. If an Event of Default (as defined in the credit agreement) occurs and is continuing, on the terms and subject to the conditions set forth in the credit agreement, the lenders may declare all amounts outstanding and accrued and unpaid interest immediately due and payable, require that we provide cash collateral for all outstanding letter of credit obligations, terminate the commitments under the credit agreement, and foreclose on the collateral.

Off-Balance Sheet Transactions

As is common in our industry, we have entered into certain off-balance sheet arrangements in the ordinary course of business that result in risks not directly reflected in our balance sheets. Our significant off-balance sheet transactions include certain obligations relating to our investments and joint venture arrangements, liabilities associated with non-cancelable operating leases, letters of credit obligations, surety guarantees related to performance and payment bonds, committed expenditures for the purchase equipment and certain multiemployer pension plan liabilities. See *Contractual Obligations* below and Note 11 of the Notes to Consolidated Financial Statements in Item 1. *Financial Statements* for a description of these arrangements.

Contractual Obligations

The following table summarizes our future contractual obligations as of September 30, 2019, excluding amounts discussed below related to unrecognized tax benefits, multiemployer pension plan obligations, interest associated with letters of credit, commitment fees under our senior secured credit facility, commitments associated with our insurance liabilities and acquisition-related contingent consideration liabilities (in thousands):

	Total	Remainder of 2019	2020	2021	2022	2023	Thereafter
Long-term debt - principal ⁽¹⁾	\$ 1,877,120	\$ 17,899	\$ 65,766	\$ 65,766	\$ 1,722,474	\$ 1,390	\$ 3,825
Long-term debt - cash interest ⁽²⁾	434	114	320	—	—	—	—
Short-term debt ⁽³⁾	7,622	7,622	—	—	—	—	—
Operating lease obligations ⁽⁴⁾	320,119	28,398	96,874	70,524	46,867	30,503	46,953
Operating leases obligations that have not yet commenced ⁽⁵⁾	10,319	111	1,564	1,826	1,701	1,492	3,625
Finance lease obligations ⁽⁶⁾	1,552	388	627	342	119	50	26
Short-term lease obligations ⁽⁷⁾	21,880	9,905	11,975	—	—	—	—
Equipment purchase commitments ⁽⁸⁾	7,654	5,370	2,284	—	—	—	—
Capital commitment related to investments in unconsolidated affiliates ⁽⁹⁾	6,314	6,314	—	—	—	—	—
Total contractual obligations	\$ 2,253,014	\$ 76,121	\$ 179,410	\$ 138,458	\$ 1,771,161	\$ 33,435	\$ 54,429

(1) We had \$1.87 billion of outstanding borrowings under our senior secured credit facility, which included \$1.26 billion borrowed under the term loan facility and \$608.4 million of outstanding revolving loans, both of which bear interest at variable market rates. Assuming the principal amount outstanding at September 30, 2019 remained outstanding and the interest rate in effect at September 30, 2019 remained the same, the annual cash interest expense would be approximately \$68.1 million, payable until October 31, 2022, the maturity date of the facility. Additionally, in connection with the term loan facility, we are required to make quarterly principal payments of \$16.1 million and pay the remaining balance on the maturity date for the facility.

(2) Amount represents cash interest expense on our fixed-rate long-term debt, which excludes our senior secured credit facility.

(3) Amount was recorded on our September 30, 2019 condensed consolidated balance sheet.

(4) Amounts represent undiscounted operating lease obligations at September 30, 2019. The operating lease obligations recorded on our September 30, 2019 condensed consolidated balance sheet represent the present value of these amounts.

(5) Amounts represent undiscounted operating leases obligations that have not commenced as of September 30, 2019. The operating leases obligations will be recorded on our consolidated balance sheet beginning on the commencement date of each lease.

(6) Amounts represent undiscounted finance lease obligations at September 30, 2019. The finance lease obligations recorded on our September 30, 2019 condensed consolidated balance sheet represent the present value of these amounts.

(7) Amounts represent short-term lease obligations that are not recorded on our September 30, 2019 condensed consolidated balance sheet due to our accounting policy election. Month-to-month rental expense associated primarily with certain equipment rentals is excluded from these amounts because we are unable to accurately predict future rental amounts.

(8) Amount represents capital committed for the expansion of our vehicle fleet in order to accommodate manufacturer lead times on certain types of vehicles. Although we have committed to the purchase of these vehicles at the time of their delivery, we expect that these orders will be assigned to third party leasing companies and made available to us under certain of our master equipment lease agreements, which will release us from our capital commitment.

(9) Amount represents outstanding capital commitments associated with investments in unconsolidated affiliates. As of September 30, 2019, we had outstanding capital commitments associated with investments in unconsolidated affiliates related to planned oil and gas infrastructure projects of \$6.7 million, of which \$6.3 million is expected to be paid in 2019. The remaining \$0.4 million of these capital commitments is anticipated to be paid by May 31, 2022; however, we have excluded these capital commitments from the Contractual Obligations table because we are unable to determine the timing of the payment. Included in this amount is \$6.2 million related to a partnership we formed with select investors during the year ended December 31, 2017, which is described further in *Recent Acquisitions, Investments and Divestitures* above. As of September 30, 2019, we had contributed \$13.7 million to this partnership in connection with certain investments. We are not obligated to invest amounts through this partnership and are unable to determine the timing of any such investments.

Unrecognized Tax Benefits

Quanta and certain subsidiaries remain under examination by various U.S. state, Canadian and other foreign tax authorities for multiple periods. We believe it is reasonably possible that within the next 12 months unrecognized tax benefits may decrease by up to \$3.0 million as a result of settlement of these examinations or the expiration of certain statute of limitations periods. Because we are unable to accurately predict the timing and amounts of any obligations related to unrecognized tax benefits, the Contractual Obligations table excludes unrecognized tax benefits.

Multiemployer Pension Plans

The Contractual Obligations table excludes obligations under the multiemployer pension plans in which our union employees participate. Certain of our operating units are parties to collective bargaining agreements with unions that represent certain of their employees. The agreements require the operating units to pay specified wages, provide certain benefits to union employees and contribute certain amounts to multiemployer pension plans and employee benefit trusts. Our multiemployer pension plan contribution rates generally are made to the plans on a “pay-as-you-go” basis based on our union employee payrolls. The location and number of union employees that we employ at any given time and the plans in which they may participate vary depending on our need for union resources in connection with our ongoing projects. Therefore, we are unable to accurately predict our union employee payroll and the resulting multiemployer pension plan contribution obligations for future periods.

We may also be required to make additional contributions to our multiemployer pension plans if they become underfunded, and these additional contributions will be determined based on our union employee payrolls. The Pension Protection Act of 2006 added special funding and operational rules generally applicable to plan years beginning after 2007 for multiemployer plans that are classified as “endangered,” “seriously endangered” or “critical” status based on multiple factors (including, for example, the plan’s funded percentage, the plan’s cash flow position and whether the plan is projected to experience a minimum funding deficiency). Plans in these classifications must adopt measures to improve their funded status through a funding improvement or rehabilitation plan, as applicable, which may require additional contributions from employers (e.g., a surcharge on benefit contributions) and/or modifications to retiree benefits. Certain multiemployer plans to which our operating units contribute or may contribute in the future are in “endangered,” “seriously endangered” or “critical” status. The amount of additional funds, if any, that we may be obligated to contribute to these plans in the future cannot be reasonably estimated and are not included in the above table due to uncertainty regarding the future levels of work that require union employees covered by these plans, as well as the future contribution levels and possible surcharges on contributions applicable to these plans.

We may be subject to additional liabilities imposed by law as a result of our participation in multiemployer defined benefit pension plans. The Employee Retirement Income Security Act of 1974, as amended by the Multiemployer Pension Plan Amendments Act of 1980, imposes certain liabilities upon an employer who is a contributor to a multiemployer plan if the employer withdraws from the plan or the plan is terminated or experiences a mass withdrawal. These liabilities include an allocable share of the unfunded vested benefits in the plan for all plan participants, not merely the benefits payable to a contributing employer’s own retirees. As a result, participating employers may bear a higher proportion of liability for unfunded vested benefits if other participating employers cease to contribute or withdraw, with the reallocation of liability being more acute in cases when a withdrawn employer is insolvent or otherwise fails to pay its withdrawal liability. We are not aware of any material withdrawal liabilities that have been incurred or asserted and that remain outstanding as a result of our withdrawal from a multiemployer defined benefit pension plan.

Letters of Credit Fees and Commitment Fees

The Contractual Obligations table excludes interest associated with letters of credit and commitment fees under our senior secured credit facility because the amount of outstanding letters of credit, availability and applicable interest rates and fees are all variable. Assuming that the amount of letters of credit outstanding and the interest rate as of September 30, 2019 remained the same, the annual cash interest expense for our letters of credit would be approximately \$4.9 million. For additional information regarding our letters of credit and the associated interest rates and fees and our borrowings under our senior secured credit facility, see *Liquidity and Capital Resources — Debt Instruments* above.

Performance Bonds and Parent Guarantees

The Contractual Obligations table does not include any commitments associated with our performance bonds or parent guarantees. As of September 30, 2019, we are not aware of any material obligations for payments related to these obligations.

Many customers, particularly in connection with new construction, require us to post performance and payment bonds issued by a financial institution known as a surety. These bonds provide a guarantee to the customer that we will perform under the terms of a contract and pay our subcontractors and vendors. If we fail to perform, the customer may demand that the surety make payments or provide services under the bond. We must reimburse the surety for any expenses or outlays it incurs. Under our underwriting, continuing indemnity and security agreement with our sureties and with the consent of the lenders that are party to our credit

agreement, we have granted security interests in certain of our assets as collateral for our obligations to the sureties. We may be required to post letters of credit or other collateral in favor of the sureties or our customers in the future, which would reduce the borrowing availability under our senior secured credit facility. We have not been required to make any material reimbursements to our sureties for bond-related costs except as set forth in *Legal Proceedings* in Note 11 of the Notes to Consolidated Financial Statements in Item 1. *Financial Statements* in connection with the exercise of approximately \$112.0 million of advance payment and performance bonds related to the terminated project in Peru. However, to the extent further reimbursements are required, the amounts could be material and could adversely affect our consolidated business, financial condition, results of operations or cash flows.

Performance bonds expire at various times ranging from mechanical completion of a project to a period extending beyond contract completion in certain circumstances, and as such a determination of maximum potential amounts outstanding requires the use of certain estimates and assumptions. Such amounts can also fluctuate from period to period based upon the mix and level of our bonded operating activity. As of September 30, 2019, the total amount of the outstanding performance bonds was estimated to be approximately \$2.7 billion. Our estimated maximum exposure as it relates to the value of the performance bonds outstanding is lowered on each bonded project as the cost to complete is reduced, and each commitment under a performance bond generally extinguishes concurrently with the expiration of our related contractual obligation. The estimated cost to complete these bonded projects was approximately \$796 million as of September 30, 2019.

Additionally, from time to time, we guarantee certain obligations and liabilities of our subsidiaries that may arise in connection with, among other things, contracts with customers, equipment lease obligations, joint venture arrangements and contractor licenses. These guarantees may cover all of the subsidiary's unperformed, undischarged and unreleased obligations and liabilities under or in connection with the relevant agreement. For example, with respect to customer contracts, a guarantee may cover a variety of obligations and liabilities arising during the ordinary course of the subsidiary's business or operations, including, among other things, warranty and breach of contract claims, third party and environmental liabilities arising from the subsidiary's work and for which it is responsible, liquidated damages, or indemnity claims. We are not aware of any obligations or liabilities currently asserted under any of these guarantees that are material, individually or in the aggregate. However, to the extent a subsidiary incurs a material obligation or liability and we have guaranteed the performance or payment of such liability, the recovery by a customer or other counterparty or a third party will not be limited to the assets of the subsidiary. As a result, responsibility under the guarantee could exceed the amount recoverable from the subsidiary alone and could materially and adversely affect our consolidated business, financial condition, results of operations and cash flows.

Insurance

We are insured for employer's liability, workers' compensation, auto liability and general liability claims. Under these third-party insurance programs, the deductible for employer's liability is \$1.0 million per occurrence, the deductible for workers' compensation is \$5.0 million per occurrence, and the deductibles for auto liability and general liability are \$10.0 million per occurrence. We manage and maintain a portion of our casualty risk through our wholly-owned captive insurance company, including claims up to deductibles under our third-party insurance programs. In connection with our casualty insurance programs, we are required to issue letters of credit to secure our obligations. We also have employee health care benefit plans for most employees not subject to collective bargaining agreements, of which the primary plan is subject to a deductible of \$0.5 million per claimant per year.

Losses under all of these insurance programs are accrued based upon our estimate of the ultimate liability for claims reported and an estimate of claims incurred but not reported, with assistance from third-party actuaries. These insurance liabilities are difficult to assess and estimate due to unknown factors, including the severity of an injury, the extent of damage, the determination of our liability in proportion to other parties and the number of incidents not reported. The accruals are based upon known facts and historical trends, and management believes such accruals are adequate. As of September 30, 2019 and December 31, 2018, the gross amount accrued for insurance claims totaled \$280.2 million and \$272.9 million, with \$210.1 million and \$210.1 million considered to be long-term and included in "Insurance and other non-current liabilities." Related insurance recoveries/receivables as of September 30, 2019 and December 31, 2018 were \$34.8 million and \$56.5 million, of which \$0.4 million and \$0.3 million are included in "Prepaid expenses and other current assets" and \$34.4 million and \$56.2 million are included in "Other assets, net."

We renew our insurance policies on an annual basis, and therefore deductibles and levels of insurance coverage may change in future periods. In addition, insurers may cancel our coverage or determine to exclude certain items from coverage, or we may elect not to obtain certain types or incremental levels of insurance based on the potential benefits considered relative to the cost of such insurance. In any such event, our overall risk exposure would increase, which could negatively affect our results of operations, financial condition and cash flows. The Contractual Obligations table excludes commitments associated with our insurance liabilities, as we are unable to determine the timing of payments related to these obligations.

Contingent Consideration Liabilities

The Contractual Obligations table excludes acquisition-related contingent consideration associated with certain acquisitions, the payment of which is contingent upon the achievement of certain performance objectives by the acquired businesses during post-acquisition periods and, if earned, would be payable to the former owners of the acquired businesses. The liabilities recorded represent the estimated fair values of future amounts payable to the former owners of the acquired businesses and are estimated by management based on entity-specific assumptions that are evaluated on an ongoing basis. Because acquisition-related contingent consideration liabilities are contingent upon future events, we include these liabilities in the Contractual Obligations table when the contingencies are resolved. We expect a significant portion of these liabilities to be settled by late 2020 or early 2021.

Aggregate fair values of these outstanding and unearned contingent consideration liabilities and their classification in the Condensed Consolidated Balance Sheets in Item 1. *Financial Statements* were as follows (in thousands):

	September 30, 2019	December 31, 2018
Accounts payable and accrued expenses	\$ 70,982	\$ —
Insurance and other non-current liabilities	8,438	70,756
Total contingent consideration liabilities	\$ 79,420	\$ 70,756

The fair values of these liabilities were primarily determined using a Monte Carlo simulation valuation methodology based on probability-weighted performance projections and other inputs including a discount rate and an expected volatility factor for each acquisition. The expected volatility factors ranged from 22.2% to 30.0% based on historical asset volatility of selected guideline public companies. Depending on contingent consideration payment terms, the present values of the estimated payments are discounted based on a risk-free rate and/or our cost of debt, ranging from 2.1% to 3.9%. The fair value determinations incorporate significant inputs not observable in the market. Accordingly, the level of inputs used for these fair value measurements is the lowest level (Level 3), as further described in Note 2 of the Notes to Condensed Consolidated Financial Statements in Item 1. *Financial Statements*. Significant changes in any of these assumptions could result in a significantly higher or lower potential liability.

The majority of our contingent consideration liabilities are subject to a maximum payment amount, which aggregated to \$153.0 million as of September 30, 2019. One contingent consideration liability is not subject to a maximum payout amount, and that liability had a fair value of \$1.0 million as of September 30, 2019.

Our aggregate contingent consideration liabilities can change due to additional business acquisitions, settlement of outstanding liabilities, changes in the fair value of amounts owed based on forecasted performance in post-acquisition periods and accretion in present value. During the three and nine months ended September 30, 2019, we recognized net increases in the fair value of our aggregate contingent consideration liabilities of \$3.8 million and \$8.1 million. During the three and nine months ended September 30, 2018, we recognized net decreases in the fair value of our aggregate contingent consideration liabilities of \$1.4 million and \$7.7 million. These changes are reflected in “Change in fair value of contingent consideration liabilities” in our condensed consolidated statements of operations.

Concentrations of Credit Risk

We are subject to concentrations of credit risk related primarily to our cash and cash equivalents and our net receivable position with customers, which includes amounts related to billed and unbilled accounts receivable and contract assets net of advanced billings with the same customer. Substantially all of our cash and cash equivalents are managed by what we believe to be high credit quality financial institutions. In accordance with our investment policies, these institutions are authorized to invest cash and cash equivalents in a diversified portfolio of what we believe to be high quality cash and cash equivalent investments, which consist primarily of interest-bearing demand deposits, money market investments and money market mutual funds. Although we do not currently believe the principal amount of these cash and cash equivalents is subject to any material risk of loss, changes in economic conditions could impact the interest income we receive from these investments. In addition, we grant credit under normal payment terms, generally without collateral, to our customers, which include electric power and energy companies, governmental entities, general contractors, and builders, owners and managers of commercial and industrial properties located primarily in the United States, Canada, Australia and Latin America. Consequently, we are subject to potential credit risk related to changes in business and economic factors throughout these locations, which may be heightened as a result of uncertain economic and financial market conditions that have existed in recent years. However, we generally have certain statutory lien rights with respect to services provided. Some of our customers have experienced significant financial difficulties (including bankruptcy), and customers may experience financial difficulties in the future. These difficulties expose us to increased risk related to collectability of billed and unbilled receivables and contract assets for services we have performed.

On January 29, 2019, PG&E Corporation and its primary operating subsidiary, Pacific Gas and Electric Company (collectively PG&E), one of our largest customers, filed for bankruptcy protection under Chapter 11 of the U.S. Bankruptcy Code, as amended. We are monitoring the bankruptcy proceeding and evaluating the treatment of, and potential claims related to, our

pre-petition receivables. As of the bankruptcy filing date, we had approximately \$165 million of billed and unbilled receivables, \$54 million of which remained unpaid as of September 30, 2019. Subsequent to the bankruptcy filing, the bankruptcy court approved the assumption by PG&E of certain contracts with subsidiaries of Quanta, which authorized PG&E to pay approximately \$122 million of pre-petition receivables, \$111 million of which has been received as of September 30, 2019. We also believe we will ultimately collect the approximately \$43 million of pre-petition receivables that were not assumed by PG&E, which amount has been classified as non-current within "Other assets, net" in our condensed consolidated balance sheet as of September 30, 2019. However, the ultimate outcome of the bankruptcy proceeding is uncertain, and our belief regarding collection of the remaining receivables is based on a number of assumptions that are potentially subject to change as the proceeding progresses. Should any of those assumptions change, the amount collected could be materially less than the amount of the remaining receivables. Additionally, we are continuing to perform services for PG&E while the bankruptcy case is ongoing and believe that amounts billed for post-petition services will continue to be collected in the ordinary course of business.

PG&E, which is within our Electric Power Infrastructure Services segment, represented 10.5% of our consolidated revenues for the nine months ended September 30, 2019 and represented 11.6% of our consolidated net receivable position at September 30, 2019. No customer represented 10% or more of our consolidated revenues for the three months ended September 30, 2019 or for the three and nine months ended September 30, 2018, and no customer represented 10% or more of our consolidated net receivable position at December 31, 2018.

Insurance and Indemnity Matters

Project Insurance Claim. In June 2018, while performing a horizontal directional drill and installing an underground gas pipeline, one of our subsidiaries experienced a partial collapse of a borehole. Subsequent to the incident, we have worked with our customer to mitigate the impact of the incident and to substantially complete the project. As required by the contract, the customer procured certain insurance coverage for the project, with our subsidiaries as additional insureds. We are working collaboratively with the customer to pursue insurance claims with the customer's insurance carriers. The insurers have preliminarily acknowledged coverage for the incident; however, the amount of coverage is subject to further negotiation and, to the extent necessary, litigation. To the extent we are not successful in recovering the full amount of the insurance claims we are pursuing, we plan to pursue contractual relief from the customer.

As of September 30, 2019, we had recorded a receivable of \$81.5 million in accordance with GAAP related to accounting for insurance claims and potential recoveries. The amount represents a portion of the total insurance claims being pursued by us, which amounted to approximately \$144 million as of such date. To the extent we are unsuccessful in realizing insurance or contractual recoveries, additional charges to operating results, which could be material, would be required.

Hallen Acquisition Assumed Liability. As discussed in further detail in Note 11 of the Notes to Consolidated Financial Statements in Item 1 *Financial Statements* of Part I, we assumed certain contingent liabilities in connection with the acquisition of Hallen. Hallen's potential liabilities associated with this matter are expected to be covered under applicable insurance policies or contractual remedies negotiated by us with the former owners of Hallen. As of September 30, 2019, we had not recorded an accrual for any probable and estimable loss related to this matter. However, the ultimate amount of liability in connection with this matter remains subject to uncertainties associated with pending litigation, including, among other things, the apportionment of liability among the defendants and the likelihood and amount of potential damages claims. As a result, this matter could result in a loss that is in excess of, or not covered by, such insurance or contractual remedies, which could have a material adverse effect on our consolidated results of operations and cash flows.

Legal Proceedings

We are from time to time party to various lawsuits, claims and other legal proceedings that arise in the ordinary course of business. These actions typically seek, among other things, compensation for alleged personal injury, breach of contract and/or property damages, employment-related damages, punitive damages, civil penalties or other losses, or injunctive or declaratory relief. With respect to all such lawsuits, claims and proceedings, we record a reserve when it is probable that a loss has been incurred and the amount of loss can be reasonably estimated. In addition, we disclose matters for which management believes a material loss is at least reasonably possible. See Note 11 of the Notes to Condensed Consolidated Financial Statements in Item 1. *Financial Statements* of Part I for additional information regarding litigation, claims and other legal proceedings.

Related Party Transactions

In the normal course of business, we enter into transactions with related parties. Our significant related party transactions typically involve real property and facility leases with prior owners of certain acquired businesses.

Critical Accounting Policies Update

The discussion and analysis of our financial condition and results of operations are based on our consolidated financial statements, which have been prepared in accordance with GAAP. The preparation of these consolidated financial statements requires us to make estimates and assumptions that affect, among other things, the reported amounts of assets, liabilities, revenues, and expenses, as well as disclosures of contingent assets and liabilities known to exist as of the date the consolidated financial statements are published. Our critical accounting estimates are detailed in Item 7. *Management's Discussion and Analysis of Financial Condition and Results of Operations* in Part II of our 2018 Annual Report. Significant changes to our critical accounting policies as a result of adopting new guidance related to leases effective January 1, 2019 are referenced below:

Leases

See *Leases* in Note 2 of the Notes to Condensed Consolidated Financial Statements in Item 1. *Financial Statements* of Part I of this Quarterly Report for information on the new accounting standard related to leases.

Outlook

We believe there are growth opportunities across the industries we serve and continue to have a positive long-term outlook. Overall, favorable end-market drivers have spurred demand for services in both our Electric Power Infrastructure Services and Pipeline and Industrial Infrastructure Services segments, and we believe both segments are generally in a multi-year up-cycle. Additionally, the traditional electric utility model has evolved since our inception, with many long-standing customers shifting their focus from fossil fuel-based electric power generation to an advanced integrated utility model primarily concentrated on electric transmission and distribution investment and increasing their focus on gas distribution and ownership of pipeline infrastructure. We have strategically adapted our business over time to respond to these changes, which allows us to collaborate with our customers and create unique solutions that benefit end users. We are focused on long-term profitable growth and continuing to distinguish ourselves through safe execution and best-in-class field leadership. Although not without risks and challenges, including those discussed below and in *Uncertainty of Forward-Looking Statements and Information* and referenced in Item 1A. *Risk Factors* of Part II of this Quarterly Report, we believe, with our full-service operations, broad geographic reach, financial position and technical expertise, we are well positioned to capitalize on opportunities and trends in the industries we serve.

Electric Power Infrastructure Services Segment

We expect demand for electricity in North America to grow over the long term and believe that certain segments of the North American electric power grid are not adequate to efficiently serve the power needs of the future. These factors have affected and will continue to affect reliability, requiring utilities to upgrade, modernize and expand their existing transmission and distribution systems. Furthermore, the electric power industry is required to meet federal reliability standards for its transmission and distribution systems. In response to these dynamics, over the past several years, many utilities across North America have begun to implement plans to upgrade their transmission and distribution systems in order to improve reliability and reduce congestion.

As demand for power increases, we expect the need for new power generation facilities to also increase. The development of such facilities, expected to be powered by certain traditional energy sources (e.g., natural gas) and renewable energy sources (e.g., solar and wind), would necessitate new or expanded transmission infrastructure to transport power to demand centers. Furthermore, we anticipate that the amount of electricity generated by natural gas-powered facilities will continue to increase as compared to coal-powered facilities, based on access to low cost natural gas resources from unconventional shale formations in the United States and Canada and the more favorable environmental characteristics of natural gas. To the extent this dynamic continues, transmission and substation infrastructure will be needed to interconnect these new generation facilities. We also anticipate that modification and reengineering of existing transmission and substation infrastructure will be required as existing coal and nuclear generation facilities are retired or shut down.

With respect to distribution systems, a number of utilities are implementing system upgrades or hardening programs in response to severe weather events that have occurred over the past several years, such as hurricanes, which is increasing distribution investment in some regions of the United States. Similarly, California and other regions in the western U.S. are implementing system resiliency initiatives to prevent and manage the impact of wildfires on their transmission and distribution infrastructure. We also anticipate that utilities will continue to integrate smart grid technologies into their distribution systems over time to improve grid management and create efficiencies. Further, to the extent adoption of electrical vehicle technology increases, we believe upgrades to distribution and other electrical infrastructure will be required to accommodate increased load demand.

We believe that several existing, pending or proposed legislative or regulatory actions may also positively impact long-term demand for the services we provide, particularly in connection with electric power infrastructure and renewable energy spending.

For example, legislative or regulatory action that alleviates some of the siting and right-of-way challenges that impact transmission projects would potentially accelerate future construction, and federal reliability standards for transmission and distribution systems could create incentives for system investment and maintenance. We also consider renewable energy, including solar and wind generation facilities, to be an ongoing opportunity for our engineering, project management and installation services; however, the economic feasibility of these projects may depend on the availability of tax incentive programs and there is no assurance that existing incentive programs will be extended or that new incentive programs will be implemented.

Despite these positive trends, the regulatory and environmental permitting processes remain a hurdle for some proposed transmission and renewable energy projects, and these factors continue to create uncertainty as to timing of projects and customer spending. In the near term, margins for our electric power infrastructure services operations have been impacted somewhat by regulatory and permitting delays, particularly for larger transmission projects, and unfavorable economic and market conditions in Canada. We anticipate many of these issues to subside over the long term, and we expect this segment's backlog to remain strong during the remainder of 2019.

Our customers are also seeking additional specialized labor resources to address an aging utility workforce and labor availability issues, increasing pressure to reduce costs and improve reliability, and increasing duration and complexity of customer capital programs. We believe these trends will continue, possibly to the point where customer demand for labor resources will outpace the supply of industry resources. Our ability to take advantage of available opportunities is limited by our ability to employ, train and retain the necessary skilled personnel. We are taking proactive steps to develop our workforce, including through strategic relationships with universities, the military and unions; the expansion and development of our training facility, which provides classroom and on-the-job training programs; and the development of our postsecondary educational institution, which specializes in pre-apprenticeship training, apprenticeship training and specialized utility task training for electric workers, and includes curriculum for the gas distribution and communications industries. Although we believe these initiatives will help address workforce needs, meeting our customers' demand for labor resources could remain challenging.

With respect to our communications service offerings, consumer and commercial demand for communication and data-intensive, high-bandwidth wireline and wireless services and applications is driving significant investment in infrastructure and the deployment of new technologies. In particular, we believe there is increasing demand to upgrade or build fiber optic networks that are closer or connected to the end user. In North America, communications providers are also in the early stages of developing new fifth generation wireless services (5G), which are intended to facilitate bandwidth-intensive services at high speeds for consumers and a wide range of commercial applications. These 5G networks require significant fiber network development and the deployment of new small cells to provide 5G services. As a result of these near- and longer-term industry trends, we believe there will be meaningful demand for our services. While we also continue to perform certain communications services in Latin America and believe the drivers mentioned above are generally present, we are currently evaluating whether additional opportunities in that market align with our long-term strategy, both in terms of expected profitability and risk profile.

Pipeline and Industrial Infrastructure Services Segment

We continue to see growth opportunities in our Pipeline and Industrial Infrastructure Services segment, primarily with respect to services related to natural gas distribution, pipeline integrity, downstream industrial services, the installation and maintenance of larger pipeline systems and associated facilities, and horizontal directional drilling. We have experienced an increase in demand for our natural gas distribution services as a result of improved economic conditions, lower natural gas prices, regulatory requirements and customer desire to upgrade and replace aging infrastructure, which is also being driven by regulatory requirements. We believe there are also growth opportunities for our pipeline integrity, rehabilitation and replacement services. Regulatory measures have increased and could continue to increase the frequency or stringency of pipeline integrity testing requirements, which we expect to result in increased capital expenditures by our customers.

We believe, looking at trends and estimates for process facility utilization rates and overall refining capacity, North America will be the largest downstream maintenance market in the world over the next several years. Furthermore, we believe processing facilities located along the U.S. Gulf Coast region should have certain strategic advantages due to their access and proximity to affordable hydrocarbon resources. While our high-pressure and critical-path turnaround services can be negatively impacted in any given year or period by severe weather events along the U.S. Gulf Coast region, these services, as well as our capabilities with respect to instrumentation, high-voltage and other electrical services, piping, fabrication and storage, and other industrial services, are expected to have favorable near-term industry drivers and longer-term opportunities. Additionally, a number of larger pipeline projects from the North American shale formations and Canadian oil sands to power plants, refineries, liquefied natural gas (LNG) export facilities and other demand centers are in various stages of development. While there is risk the projects will not move forward or could be delayed, we believe many of our customers remain committed to them given the cost and time required to move from conception to construction.

Furthermore, due to its abundant supply and current low price, we believe demand for North American natural gas will continue to increase in the future and that natural gas will remain a fuel of choice for both primary power generation and backup power generation for renewable-driven power plants. In certain areas of North America, the existing pipeline system infrastructure is insufficient to support this expected future development. Furthermore, the abundance of affordable natural gas in the United States, Canada and Australia has resulted in efforts to develop LNG export facilities to serve higher-price international markets, which could provide pipeline and related facilities development opportunities for us. Although fluctuating commodity prices, regulatory issues and changing economic conditions may impact the number of projects that ultimately move forward, we believe our comprehensive service offerings and broad geographic presence enable us to competitively pursue opportunities that become available.

Despite these positive trends, regulatory and environmental permitting challenges and political and legal challenges have caused the delay of some larger pipeline projects during the past several years. These dynamics have negatively impacted our segment margins in certain recent periods, in part as a result of our inability to adequately cover certain fixed costs. Margins for larger pipeline projects are also subject to significant performance risk, which can arise from, among other things, adverse weather conditions, challenging geography, customer decisions and crew productivity. Specific opportunities for larger pipeline projects are also sometimes difficult to predict because of the seasonality of bidding and construction cycles.

Although much of this segment's services are influenced by hydrocarbon production volume rather than shorter-term changes in commodity prices, the broader oil and gas industry is highly cyclical and subject to volatility as a result of fluctuations in natural gas, natural gas liquids and oil prices. Certain of our end markets remain challenged as the broader energy market has not fully recovered from the significant decline in oil prices that occurred in 2014 and 2015. Exploration and production companies and midstream companies significantly reduced capital spending in response to the price decline, and demand in certain areas where the price of oil is influential, such as Australia, the Canadian Oil Sands, certain oil-driven U.S. shale formations and the Gulf of Mexico, has been adversely impacted by low oil prices. If oil and natural gas prices decline or remain at lower levels over the long term, our outlook may change and demand for our services could be materially impacted.

Overall, we remain optimistic about this segment's operations. Over the past several years we have taken steps to diversify and expand our operations in this segment, with services such as pipeline integrity, natural gas distribution, and downstream industrial services, in order to potentially mitigate end-market cyclicality. Additionally, from a near- and medium-term perspective, we continue to believe that larger pipeline project opportunities can provide significant profitability, although these projects are often subject to more cyclicality and execution risk than our other service offerings.

Strategic Acquisitions and Investments

We continue to evaluate potential strategic acquisitions and investments to broaden our customer base, expand our geographic area of operations, grow our portfolio of services and increase opportunities across our operations. We believe that attractive growth opportunities exist primarily due to the highly fragmented and evolving nature of the industries in which we operate and adjacent industries, along with the inability of many companies to expand and modernize due to capital or liquidity constraints. We will pursue opportunities designed to enhance our core business and leadership position in the industries we serve and provide innovative solutions to our customers. We also believe our unique operating model and entrepreneurial mindset will continue to be attractive to acquisition candidates.

Uncertainty of Forward-Looking Statements and Information

This Quarterly Report includes "forward-looking statements" reflecting assumptions, expectations, projections, intentions or beliefs about future events that are intended to qualify for the "safe harbor" from liability established by the Private Securities Litigation Reform Act of 1995. You can identify these statements by the fact that they do not relate strictly to historical or current facts. They use words such as "anticipate," "estimate," "project," "forecast," "may," "will," "should," "could," "expect," "believe," "plan," "intend" and other words of similar meaning. In particular, these include, but are not limited to, statements relating to the following:

- Projected revenues, net income, earnings per share, margins, weighted average shares outstanding, capital expenditures, tax rates and other projections of operating or financial results;
- Expectations regarding our business or financial outlook, growth, trends or opportunities in particular markets;
- The expected value of contracts or intended contracts with customers;
- The scope, services, term or results of any projects awarded or expected to be awarded to us;

- The development of larger electric transmission and pipeline projects, as well as the level of oil, natural gas and natural gas liquids prices and their impact on our business or demand for our services;
- Future capital allocation initiatives, including the amount, timing and strategies with respect to any future stock repurchases, and expectations regarding the declaration, amount and timing of any future cash dividends;
- The impact of existing or potential legislation or regulation;
- Potential opportunities that may be indicated by bidding activity or similar discussions with customers;
- The future demand for and availability of labor resources in the industries we serve;
- The expected realization of remaining performance obligations or backlog;
- The potential benefits from investments or acquisitions;
- The expected outcome of pending or threatened legal proceedings;
- Beliefs and assumptions about the collectability of receivables;
- The business plans or financial condition of our customers;
- Our plans and strategies;
- Possible recovery of pending or contemplated insurance claims, change orders and claims asserted against customers or third parties; and
- The current economic and regulatory conditions and trends in the industries we serve.

These forward-looking statements are not guarantees of future performance, involve or rely on a number of risks, uncertainties, and assumptions that are difficult to predict or beyond our control, and reflect management's beliefs and assumptions based on information available at the time the statements are made. We caution you that actual outcomes and results may differ materially from what is expressed, implied or forecasted by our forward-looking statements and that any or all of our forward-looking statements may turn out to be inaccurate or incorrect. Those statements can be affected by inaccurate assumptions and by known or unknown risks and uncertainties, including the following:

- Market conditions;
- The effects of industry, economic, financial or political conditions outside our control, including weakness in the capital markets or any actual or potential shutdown, sequester, default or similar event or occurrence involving the U.S. federal government;
- Quarterly variations in our operating and financial results, liquidity, financial condition, capital requirements, and reinvestment opportunities;
- Trends and growth opportunities in relevant markets;
- Delays, reductions in scope or cancellations of anticipated, pending or existing projects, including as a result of weather, regulatory or permitting issues, environmental processes, project performance issues, claimed force majeure events, protests or other political activity, legal challenges or customer capital constraints;
- The successful negotiation, execution, performance and completion of anticipated, pending and existing contracts, including the ability to obtain future project awards;
- Our dependence on suppliers, subcontractors, equipment manufacturers and other third-party contractors;
- Estimates relating to revenue recognition and costs associated with contracts;

- Our ability to attract and the potential shortage of skilled employees and our ability to retain key personnel and qualified employees;
- Our dependence on fixed price contracts and the potential to incur losses with respect to these contracts;
- Adverse weather conditions or significant weather events, including hurricanes, tropical storms and floods;
- Risks associated with operational hazards that arise due to the nature of the services we provide and the conditions in which we operate;
- Our ability to generate internal growth;
- Competition in our business, including our ability to effectively compete for new projects and market share;
- The effect of natural gas, natural gas liquids and oil prices on our operations and growth opportunities and on our customers' capital programs and demand for our services;
- The future development of natural resources;
- The failure of existing or potential legislative actions and initiatives to result in demand for our services;
- Fluctuations of prices of certain materials used in our business, including as a result of the imposition of tariffs or changes in U.S. trade relationships with other countries;
- Unexpected costs or liabilities that may arise from pending or threatened legal proceedings, indemnity obligations, reimbursement obligations associated with letters of credit or bonds or other claims or actions asserted against us, including liabilities, costs, fines or penalties for which we are not covered by, or are in excess of, our third-party insurance;
- Liabilities associated with multiemployer pension plans, including underfunding of liabilities and termination or withdrawal liabilities;
- The outcome of pending or threatened legal proceedings;
- Risks relating to the potential unavailability or cancellation of third-party insurance, the exclusion of coverage for certain losses, and potential increases in premiums for coverage deemed beneficial to us;
- Damage to our brand or reputation arising as a result of cyber-security or data privacy breaches, environmental and occupational health and safety matters, or other negative corporate incidents;
- Cancellation provisions within our contracts and the risk that contracts expire and are not renewed or are replaced on less favorable terms;
- Loss of customers with whom we have long-standing or significant relationships;
- The potential that participation in joint ventures or similar structures exposes us to liability and/or harm to our reputation for acts or omissions by our partners;
- Our inability or failure to comply with the terms of our contracts, which may result in additional costs, unexcused delays, warranty claims, failure to meet performance guarantees, damages or contract terminations;
- The inability or refusal of our customers to pay for services, including failure to collect our outstanding receivables, or the failure to recover amounts billed to customers in bankruptcy;
- The failure to recover on payment claims against project owners or third-party contractors or to obtain adequate compensation for customer-requested change orders;
- The failure of our customers to comply with regulatory requirements applicable to their projects, which may result in project delays and cancellations;

- Budgetary or other constraints that may reduce or eliminate tax incentives or government funding for projects, which may result in project delays or cancellations;
- Estimates and assumptions in determining our financial results, remaining performance obligations and backlog;
- Our ability to successfully complete our remaining performance obligations or realize our backlog;
- Risks associated with operating in international markets, including instability of foreign governments, currency exchange fluctuations, and compliance with unfamiliar foreign legal systems and cultural practices, the U.S. Foreign Corrupt Practices Act and other applicable anti-bribery and anti-corruption laws, and complex U.S. and foreign tax regulations and international treaties;
- Our ability to successfully identify, complete, integrate and realize synergies from acquisitions;
- The potential adverse impact resulting from uncertainty surrounding acquisitions and investments, including the ability to retain key personnel from acquired businesses, the potential increase in risks already existing in our operations and poor performance or decline in value of our investments;
- The adverse impact of impairments of goodwill, other intangible assets, receivables, long-lived assets or investments;
- Our growth outpacing our decentralized management and infrastructure;
- Requirements relating to governmental regulation and changes thereto;
- Inability to enforce our intellectual property rights or the obsolescence of such rights;
- Risks related to the implementation of new information technology solutions;
- The impact of our unionized workforce on our operations, including labor stoppages or interruptions due to strikes or lockouts;
- The cost of borrowing, availability of cash and credit, fluctuations in the price and volume of our common stock, debt covenant compliance, interest rate fluctuations and other factors affecting our financing and investing activities;
- The ability to access sufficient funding to finance desired growth and operations, including our ability to access capital markets on favorable terms;
- Our ability to obtain performance bonds and other project security;
- Our ability to meet the regulatory requirements applicable to us and our subsidiaries, including the Sarbanes-Oxley Act of 2002;
- Rapid technological and other structural changes that could reduce the demand for our services;
- New or changed tax laws, treaties or regulations;
- Legislative or regulatory changes that result in increased costs, including with respect of labor and healthcare costs;
- Significant fluctuations in foreign currency exchange rates; and
- The other risks and uncertainties described elsewhere herein and in Item 1A. *Risk Factors* of Part I of our 2018 Annual Report and as may be detailed from time to time in our other public filings with the SEC.

All of our forward-looking statements, whether written or oral, are expressly qualified by these cautionary statements and any other cautionary statements that may accompany such forward-looking statements or that are otherwise included in this report. In addition, we do not undertake and expressly disclaim any obligation to update or revise any forward-looking statements to reflect events or circumstances after the date of this report or otherwise.

Item 3. *Quantitative and Qualitative Disclosures about Market Risk.*

The information in this section should be read in connection with the information on financial market risk related to changes in interest rates and currency exchange rates in Item 7A. *Quantitative and Qualitative Disclosures About Market Risk* of Part II of our 2018 Annual Report. Our primary exposure to market risk relates to unfavorable changes in concentration of credit risk, interest rates and currency exchange rates.

Credit Risk. We are subject to concentrations of credit risk related to our cash and cash equivalents and net receivable position with customers, which includes amounts related to billed and unbilled accounts receivable and contract assets net of advanced billings with the same customer. Substantially all of our cash and cash equivalents are managed by what we believe to be high credit quality financial institutions. In accordance with our investment policies, these institutions are authorized to invest cash and cash equivalents in a diversified portfolio of what we believe to be high-quality investments, which primarily include interest-bearing demand deposits, money market investments and money market mutual funds. Although we do not currently believe the principal amounts of these cash and cash equivalents are subject to any material risk of loss, changes in economic conditions could impact the interest income we receive from these investments.

In addition, we grant credit under normal payment terms, generally without collateral, and therefore are subject to potential credit risk related to our customers' inability to pay for services provided. For example, in January 2019 one of our customers, PG&E, filed for bankruptcy protection under Chapter 11 of the U.S. Bankruptcy Code, as amended. See Item 2. *Management's Discussion and Analysis of Financial Condition and Results of Operations — Concentration of Credit Risk* for additional information regarding our pre-petition receivables and this bankruptcy matter. Furthermore, the risk of nonpayment may be heightened as a result of depressed economic and financial market conditions. We believe the concentration of credit risk related to billed and unbilled receivables and contract assets is limited because of the diversity of our customers, and we perform ongoing credit risk assessments of our customers and financial institutions and in some cases obtain collateral or other security from our customers.

Interest Rate Risk. As of September 30, 2019, we had no derivative financial instruments to manage interest rate risk. As such, we were exposed to earnings and fair value risk due to changes in interest rates with respect to our long-term obligations. As of September 30, 2019, the fair value of our variable rate debt of \$1.87 billion approximated book value. Our weighted average interest rate on our variable rate debt for the three months ended September 30, 2019 was 3.86%. The annual effect on our pretax earnings of a hypothetical 50 basis point increase or decrease in variable interest rates would be approximately \$9.3 million based on our September 30, 2019 balance of variable rate debt.

Foreign Currency Risk. The U.S. dollar is the functional currency for the majority of our operations, which are primarily located within the United States. The functional currency for our foreign operations, which are primarily located in Canada, Australia and Latin America, is typically the currency of the country in which the foreign operating unit is located. Accordingly, our financial performance is subject to fluctuation due to changes in foreign currency exchange rates relative to the U.S. dollar. During the three and nine months ended September 30, 2019, revenues from our foreign operations accounted for 14.3% and 15.2% of our consolidated revenues. Fluctuations in foreign exchange rates during the three and nine months ended September 30, 2019 caused a decrease of approximately \$10 million and \$54 million in foreign revenues compared to the three and nine months ended September 30, 2018.

We are also subject to foreign currency risk with respect to sales, purchases and borrowings that are denominated in a currency other than the respective functional currencies of our operating units. To minimize the risk from changes in foreign currency exchange rates, we may enter into foreign currency derivative contracts to hedge our foreign currency risk on a cash flow basis. There were no outstanding foreign currency derivative contracts at September 30, 2019.

We also have foreign exchange risk related to cash and cash equivalents in foreign banks. Based on the balance of cash and cash equivalents in foreign banks of \$24.5 million as of September 30, 2019, an assumed 5% adverse change to foreign exchange rates would result in a fair value decline of \$0.8 million. Fluctuations in fair value are recorded in "Accumulated other comprehensive income (loss)," a separate component of stockholders' equity.

Item 4. *Controls and Procedures.*

Attached as exhibits to this Quarterly Report on Form 10-Q are certifications of Quanta's Chief Executive Officer and Chief Financial Officer that are required in accordance with Rule 13a-14 of the Securities Exchange Act of 1934, as amended (the Exchange Act). This item includes information concerning the controls and controls evaluation referred to in the certifications, and it should be read in conjunction with the certifications for a more complete understanding of the topics presented.

Evaluation of Disclosure Controls and Procedures

Our management has established and maintains a system of disclosure controls and procedures that are designed to provide reasonable assurance that information required to be disclosed by us in the reports that we file or submit under the Exchange Act, such as this Quarterly Report, is recorded, processed, summarized and reported within the time periods specified in the SEC rules and forms. The disclosure controls and procedures are also designed to provide reasonable assurance that such information is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure.

As of the end of the period covered by this Quarterly Report, we evaluated the effectiveness of the design and operation of our disclosure controls and procedures pursuant to Rule 13a-15(b) of the Exchange Act. This evaluation was carried out under the supervision and with the participation of our management, including our Chief Executive Officer and Chief Financial Officer. Based on this evaluation, these officers have concluded that, as of September 30, 2019, our disclosure controls and procedures were effective to provide reasonable assurance of achieving their objectives.

Evaluation of Internal Control over Financial Reporting

No change in our internal control over financial reporting occurred during the quarter ended September 30, 2019 that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

Design and Operation of Control Systems

Our management, including the Chief Executive Officer and Chief Financial Officer, does not expect that our disclosure controls and procedures or our internal control over financial reporting will prevent or detect all errors and all fraud. A control system, no matter how well designed and operated, can provide only reasonable, not absolute, assurance that the control system's objectives will be met. The design of a control system must reflect the fact that there are resource constraints, and the benefits of controls must be considered relative to their costs. Further, because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that misstatements due to error or fraud will not occur or that all control issues and instances of fraud, if any, within the company have been detected. These inherent limitations include the realities that judgments in decision-making can be faulty and breakdowns can occur because of simple errors or mistakes. Controls can be circumvented by the individual acts of some persons, by collusion of two or more people, or by management override of the controls. The design of any system of controls is based in part on certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential future conditions. Over time, controls may become inadequate because of changes in conditions or deterioration in the degree of compliance with policies or procedures.

PART II — OTHER INFORMATION

Item 1. *Legal Proceedings.*

We are from time to time party to various lawsuits, claims and other legal proceedings that arise in the ordinary course of business. These actions typically seek, among other things, compensation for alleged personal injury, breach of contract and/or property damages, employment-related damages, punitive damages, civil penalties or other losses, or injunctive or declaratory relief. With respect to all such lawsuits, claims and proceedings, we record a reserve when it is probable that a loss has been incurred and the amount of loss can be reasonably estimated. In addition, we disclose matters for which management believes a material loss is at least reasonably possible. See Note 11 of the Notes to Condensed Consolidated Financial Statements in Item 1. *Financial Statements* of Part I of this Quarterly Report, which is incorporated by reference in this Item 1, for additional information regarding litigation, claims and other legal proceedings.

Item 1A. *Risk Factors.*

As of the date of this filing, there have been no material changes from the risk factors previously disclosed in Item 1A *Risk Factors* of Part I of our 2018 Annual Report. Our business is subject to a variety of risks and uncertainties, and when considering an investment in our company, you should carefully consider all of the risk factors described herein and in our 2018 Annual Report. The matters specifically identified are not the only risks and uncertainties facing our company, and additional risks and uncertainties not known to us or not specifically identified may also impair our business. If any of these risks and uncertainties occur, our business, financial condition, results of operations and cash flows could be negatively impacted, which could negatively impact the value of an investment in our company.

Item 2. *Unregistered Sales of Equity Securities and Use of Proceeds.*

Unregistered Sales of Equity Securities

On August 5, 2019, we completed an acquisition in which a portion of the consideration for the acquisition consisted of the unregistered issuance of shares of our common stock. The aggregate consideration paid at closing in this acquisition included 60,860 shares of our common stock valued at approximately \$1.8 million as of the acquisition date. For additional information about this acquisition, including additional consideration, see Note 4 of the Notes to Condensed Consolidated Financial Statements in Item 1. *Financial Statements* of Part I of this Quarterly Report. The shares of common stock issued in this transaction were issued in reliance upon the exemption from registration provided by Section 4(a)(2) of the Securities Act of 1933, as amended, as the shares were issued to the owners of the business acquired in a privately negotiated transaction not involving any public offering or solicitation.

Issuer Purchases of Equity Securities During the Third Quarter of 2019

The following table contains information about our purchases of equity securities during the three months ended September 30, 2019.

Period	Total Number of Shares Purchased ⁽¹⁾⁽²⁾	Average Price Paid per Share	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs	Maximum Number (or Approximate Dollar Value) of Shares that may yet be Purchased Under the Plans or Programs ⁽¹⁾
July 1 - 31, 2019				
Open Market Stock Repurchases ⁽¹⁾	—	\$ —	—	\$ 286,756,122
Tax Withholdings ⁽²⁾	6,672	\$ 37.84	—	
August 1 - 31, 2019				
Open Market Stock Repurchases ⁽¹⁾	—	\$ —	—	\$ 286,756,122
Tax Withholdings ⁽²⁾	11,035	\$ 32.68	—	
September 1 - 30, 2019				
Open Market Stock Repurchases ⁽¹⁾	—	\$ —	—	\$ 286,756,122
Total	17,707		—	\$ 286,756,122

(1) Includes shares repurchased as of the trade date of such repurchases. On September 4, 2018, we issued a press release announcing that our Board of Directors approved a stock repurchase program that authorizes us to purchase, from time to time through June 30, 2021, up to \$500.0 million of our outstanding common stock. Repurchases under this program can be made in open market and privately negotiated transactions, at our discretion, based on market and business conditions, applicable contractual and legal requirements and other factors. This program does not obligate us to acquire any specific amount of common stock and may be modified or terminated by our Board of Directors at any time at its sole discretion and without notice.

(2) Includes shares purchased from employees to satisfy tax withholding obligations in connection with the vesting of restricted stock unit and performance unit awards or the settlement of previously vested but deferred restricted stock unit awards.

Item 3. Defaults Upon Senior Securities.

None.

Item 4. Mine Safety Disclosures.

Not applicable.

Item 5. Other Information.

None.

Item 6. Exhibits.

Exhibit No.	Description
3.1	Restated Certificate of Incorporation of Quanta Services, Inc. (previously filed as Exhibit 3.1 to the Company's Form 8-K filed March 26, 2019 and incorporated herein by reference)
3.2	Bylaws of Quanta Services, Inc., as amended and restated December 6, 2018 (previously filed as Exhibit 3.1 to the Company's Form 8-K filed December 11, 2018 and incorporated herein by reference)
10.1 ^*	Consulting Agreement dated August 12, 2019, effective as of August 1, 2019, by and between Jesse E. Morris and Quanta Services, Inc.
10.2 ^*	Amendment No. 1 to Amended and Restated Indemnity Agreement dated August 12, 2019, effective as of August 1, 2019, by and between Quanta Services, Inc. and Jesse E. Morris
10.3	Incremental Term Loan Amendment and Fifth Amendment to Fourth Amended and Restated Credit Agreement and Omnibus Amendment to Loan Documents, dated as of September 6, 2019, among Quanta Services, Inc. and certain subsidiaries of Quanta Services, Inc., as Borrowers, certain subsidiaries of Quanta Services, Inc. identified therein as Guarantors, the lenders party thereto, Bank of America, N.A., as Administrative Agent, and the L/C Issuers party thereto (previously filed as Exhibit 10.6 to the Company's Form 8-K filed September 9, 2019 and incorporated by reference)
10.4 *	Incremental Revolving Credit Increase Agreement and Lender Joinder Agreement, dated as of September 12, 2019, among Quanta Services, Inc. and certain subsidiaries of Quanta Services, Inc., as Borrowers, certain subsidiaries of Quanta Services, Inc. identified therein as Guarantors, BNP Paribas, the Swing Line Lenders and L/C Issuers party thereto and Bank of America, N.A., as Administrative Agent
31.1 *	Certification by Chief Executive Officer pursuant to Rule 13a-14(a), as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 (filed herewith)
31.2 *	Certification by Chief Financial Officer pursuant to Rule 13a-14(a), as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 (filed herewith)
32.1 *	Certification by Chief Executive Officer and Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (furnished herewith)
101 *	The following financial statements from the Company's Quarterly Report on Form 10-Q for the quarter ended September 30, 2019, formatted in Inline XBRL: (i) Condensed Consolidated Balance Sheets, (ii) Condensed Consolidated Statements of Operations, (iii) Condensed Consolidated Statements of Comprehensive Income, (iv) Condensed Consolidated Statements of Cash Flows, (v) Condensed Consolidated Statements of Equity and (vi) Notes to Condensed Consolidated Financial Statements, tagged as blocks of text and with detailed tags
104 *	The cover page from the Company's Quarterly Report on Form 10-Q for the quarter ended September 30, 2019, formatted in Inline XBRL (included as Exhibit 101)

^ Management contracts or compensatory plans or arrangements

* Filed or furnished herewith

CONSULTING AGREEMENT

This Consulting Agreement (this "Agreement"), is entered into this 12th day of August, 2019, effective as of the 1st day of August 2019 (the "Effective Date"), by and between Jesse E. Morris, a citizen and resident of Texas ("Consultant"), and Quanta Services, Inc., a Delaware corporation with an address of 2800 Post Oak Boulevard, Suite 2600, Houston, Texas 77056, including its associated companies, affiliates, offices and subsidiaries, shareholders, officers, directors, managers, employees, agents, attorneys, representatives and assigns (collectively referred to herein as the "Company").

WHEREAS, the Company provides specialty contracting services delivering infrastructure solutions for the electric power, natural gas and pipeline, and renewable energy industries, including the design, installation, repair and maintenance of network infrastructure and related consulting, engineering and constructions services;

WHEREAS, the Consultant has certain skills and expertise that may be useful to the Company; and

WHEREAS, the Company desires to secure from Consultant certain consulting services and Consultant desires to provide the Company with such services pursuant to the terms set forth herein.

NOW, THEREFORE, in consideration of the mutual covenants and agreements set forth in this Agreement and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, Consultant and the Company agree as follows:

1. Scope of Consulting Agreement and Services.

1.1. Engagement. Beginning on the Effective Date, the Company will engage Consultant as an independent Consultant to perform for the Company certain services as described in Section 1.2 below, and Consultant hereby accepts such engagement. With respect to such engagement, Consultant shall report to Earl C. Austin, Jr., President and Chief Executive Officer of the Company, who shall (a) provide Consultant with the Company's requests for Consultant's services along with sufficient information for Consultant to properly perform those services hereunder and (b) examine and review the services performed by Consultant, and promptly notify Consultant in the event the performance of any such services is deemed unsatisfactory by the Company. Notwithstanding anything contained herein to the contrary, except as limited by the provisions of this Section 1 and Sections 5 hereof, this Agreement shall be considered to be non-exclusive relationship between the parties whereby Consultant shall be free to contract or subcontract directly or indirectly with other companies and individuals during the Term (as defined in Section 7.1 below) of this Agreement.

1.2. Nature and Performance of Services. For purposes of this Agreement, the term "*services*" shall include all obligations, duties, requirements and responsibilities of Consultant for the successful completion by Consultant of the work assigned to Consultant

by the Company hereunder, including the furnishing of all supervision, labor, materials and other supplies, in accordance with the terms and conditions set forth herein. During the Term of this Agreement at such times as the Company may reasonably request, Consultant agrees to be available to the Company, as needed, to transition his duties, perform services for, consult with, advise and/or otherwise assist the Company as may be requested by the Company. Consultant shall only perform services that are authorized by the Company prior to the performance of such services, including mutually agreed upon time schedules for completion of such services, if appropriate. Consultant has the right, in Consultant's sole discretion, to accept or refuse any assignment offered by the Company. Consultant will perform the requested services in a professional, workmanlike and expeditious manner under the direction of the Company's directors and/or representatives, and comply, to the best of Consultant's ability, with the rules, regulations and instructions of the Company. In consideration for such services, the Company will compensate Consultant as set forth in Section 2 below. All services of Consultant provided to Company under this Agreement shall be performed solely by Consultant, unless otherwise agreed to in writing by the Company.

1.3. Ability to Provide Services. Consultant represents and warrants that the role as a Consultant for the Company as contemplated herein does not violate any applicable law, and that Consultant will obtain and maintain any and all permissions, approvals, qualifications, licenses, registrations and authorizations required by any applicable law to serve in this capacity. Consultant agrees to make all notices to and filings with any governmental authority required for the due execution and performance of this Agreement. Consultant represents that this engagement by the Company and the services performed under this Agreement will not violate any obligations that Consultant may have to any other party. Consultant acknowledges and agrees that the Company shall be entitled in its discretion to disclose fully to any appropriate governmental authorities the role of Consultant and its relationship to the Company.

2. Compensation.

2.1. Fees. During the Term of this Agreement, the Company will pay the Consultant for services performed pursuant to Section 1 above the monthly fee of \$10,000 (TEN THOUSAND AND 00/100 DOLLARS) (the "Fee"). The Fee represents the total compensation to be paid to Consultant for such services, and Consultant will not be entitled to, and the Company shall have no obligation to provide to Consultant, any other form of remuneration or benefit of any kind whatsoever, except as may be explicitly provided herein.

2.2. Expenses. Consultant will be reimbursed by the Company for such reasonable direct travel expenses and other reasonable out-of-pocket costs actually incurred in the performance of Consultant's services hereunder, provided that such expenses and costs are approved by the Company in writing prior to their incurrence pursuant to internal operating procedures of the Company. Consultant agrees to supply the Company with receipts and other supporting documentation for any expenses or costs to be reimbursed. Travel expenses by commercial carrier will be reimbursed at economy class rates for

domestic travel or business class rates for international travel. Use of Consultant's own automobile will be reimbursed at the current IRS mileage rate.

2.3. Payment of Fees and Expenses. Consultant shall deliver to the Company no later than the 10th day of each month an invoice for Fees, expenses and costs of the preceding month that are payable under Section 2 and outlining the services performed, hours worked and expenses and costs incurred. Payment for each invoice shall be made by the Company within 30 days of its receipt. Such payment of Fees to Consultant will represent the full and final payment for such services rendered by Consultant to the Company.

2.4. Taxes. Consultant shall be responsible for any and all taxes, levies or other liabilities (including services taxes) that may result from the payment of the Fees, expenses and costs, and all payments to Consultant will be made via wire transfer to Consultant's bank account (pursuant to wire instructions provided by Consultant), except as otherwise mutually agreed by the parties hereto. Consultant further acknowledges that Consultant is responsible for filing, withholding, reporting and paying all applicable taxes that may be applicable to the payment of the Fee or reimbursement of the expenses and costs, including, without limitation, any social security and unemployment taxes.

3. Independent Consultant. Consultant acknowledges that Consultant will serve as an independent Consultant to the Company and will not be an agent, employee, partner or joint venturer of the Company. During the Term (as defined below) of this Agreement, Consultant shall always act as an independent Consultant and nothing herein shall be construed to create any agency, partnership, joint venture or other cooperative relationship between the Company and Consultant or a relationship of employer and employee between the Company and Consultant. As an independent Consultant, Consultant acknowledges that Consultant shall not be entitled to any of the benefits the Company affords its employees and that Consultant is not eligible to participate in any of the Company's employee benefit plans, including, without limitation, pension plans, vacation pay, sick leave, health or disability benefits, unemployment insurance benefits, retirement benefits, restricted stock grants or other employee benefits of any kind. In addition, Consultant shall not be treated as an employee of the Company for purposes of the Federal Insurance Contributions Act, the Social Security Act, the Federal Unemployment Act, income tax withholding and any applicable state or local laws, including without limitation, those pertaining to workers' compensation, unemployment compensation and income tax withholding, and Consultant shall be solely responsible for the withholding and payment of all insurance premiums, including, but not limited to, health insurance and workers' compensation insurance.

4. Consultant's Authority. The authority and powers of Consultant hereunder are strictly limited to those necessary for the performance of the services hereunder. Consultant shall not have the right, power or authority to bind, represent or commit the Company in any way, manner or thing whatsoever, or represent that it has any right to do so. In particular and notwithstanding anything to the contrary herein, without the approval of the Company, Consultant shall not: (a) make any representations or undertakings on behalf of the Company or its affiliates, (b) represent as having authority to bind the Company or its affiliates or to accept orders or conduct business on behalf of the Company or its affiliates, (c) enter into or create any binding liability or obligation on the Company or its affiliates or (d) represent that Consultant is or otherwise hold itself out as a joint

venturer, member, manager, partner, shareholder, director, officer, employee, legal representative or commercial agent of the Company or its affiliates.

5. Confidential Information; Non-Disclosure.

5.1. Confidential Information. Consultant acknowledges that, in the course of the services that will be performed pursuant to this Agreement, Consultant will have access to trade secrets, intellectual property and proprietary or confidential information related to the Company's businesses, such information shall include, but not be limited, to information concerning the Company's customers or partners (including their identities), pricing, processes, suppliers, methods, operations, services, technologies, inventions, models, engineering data, maps, test results, diagrams, specifications, processes, drawings, contracts, marketing techniques and materials, marketing and development plans, short-term and long-term business plans, strategies, employee information, lists of prospects compiled by the Company, information received by the Company from third parties that is subject to obligations of confidentiality, other information regarding the Company's business or accounts that the Company informs Consultant (or that Consultant should know by virtue of the circumstances under which he learned this information) is to be kept confidential, and any other information that the Company designates as secret or confidential (collectively the "Confidential Information").

5.2. Nature of Confidential Information. Consultant acknowledges and recognizes this Confidential Information is not known to the Company's competitors or generally known within the specialized construction contracting, electric power, telecommunication, renewable energy, or pipeline industries, the Confidential Information was developed by the Company over a long period of time and/or at its substantial expense, that the Company undertakes reasonable efforts to protect this Confidential Information, and this Confidential Information is of great competitive value to the Company. The Company makes no express or implied representation or warranty as to the accuracy or completeness of any Confidential Information and shall have no liability as a result of the use of any Confidential Information.

5.3. Ownership and Control of Confidential Information. All Confidential Information shall be and remain the exclusive property of the Company, and no right or license is granted (expressly, by implication, estoppel or otherwise) to Consultant by virtue of this Agreement or any disclosure of Confidential Information hereunder. Nothing in this Agreement obligates the Company to disclose any Confidential Information to Consultant.

5.4. Use and Disclosure Restrictions. During and after the Term of this Agreement, Consultant will not (a) use any of the Confidential Information other than as authorized by the Company within the scope of the services performed for the Company hereunder or (b) disclose or transfer any Confidential Information to any person or entity other than to the Company or to persons or entities to whom disclosure has been authorized by the Company. Consultant understands that it is not allowed to sell, license or otherwise exploit any products (including software in any form) that embody or otherwise exploit in whole or in part any Confidential Information or materials. Consultant will take all

Exhibit 10.1

reasonable precautions to prevent the inadvertent or accidental exposure of the Confidential Information. Consultant understands and agrees that all obligations of confidentiality set forth in this Section 5.4 that apply to Consultant, and all protections that apply to the Company herein, also hereby apply with regard to any and all affiliates, subsidiaries, parents, clients and Consultants of the Company.

5.5. **Publicity.** No publicity releases (including news releases and advertising) relating to this Agreement and the services performed hereunder shall be issued by Consultant without the prior written approval of the Company. Any inquiry that Consultant may receive from news media concerning this Agreement will be referred to the Company's representative for response. Any technical paper, article, publication or announcement of advances generated in connection with the services performed under this Agreement, during the Term of this Agreement or in the future, shall require the Company's prior written approval.

5.6. **Return and Destruction of All Confidential Information.** Upon the request of the Company at any time and, in any event, without request, upon the end of the Term of this Agreement, Consultant will (a) return to the Company all tangible originals and copies of the Confidential Information, including any and all notes, analyses, reports, summaries, compilations, studies or other documents, writings or materials prepared or developed by, for or on behalf of Consultant that contain, reflect or otherwise incorporate, use or rely on any Confidential Information and (b) destroy or delete, as applicable, all such information and materials stored in electronic, magnetic, optical or any other intangible form and certify to the Company such destruction and deletion. Consultant agrees not to retain any copies of any Confidential Information materials after the end of the Term of this Agreement for any reason.

5.7. **Compliance with U.S. Export Control Laws.** Consultant agrees not to, directly or indirectly, transfer, export or re-export any technical data, or any product, equipment or material embodying or made by use of any technical data, that is part of the Confidential Information of the Company in violation of any U.S. export control laws or regulations.

5.8. **Remedies.** Consultant acknowledges and agrees that monetary damages or other remedies at law would be inadequate to protect the Company against any actual or threatened breach of this Section 5 by Consultant, and that any such breach would cause irreparable harm, and, as such, agrees that the Company shall be entitled to injunctive or other preliminary or equitable relief without proof of actual damages or posting of any bond with respect to any such actual or threatened breach. Such remedies shall not be deemed exclusive remedies for any such breach, but shall be in addition to and without prejudice to any other rights or remedies otherwise available to the Company.

6. Trade Secrets. In accordance with the Defend Trade Secrets Act, the Company hereby provides notice to each employee that Employee will not be held criminally or civilly liable under any federal or state trade secret law for a disclosure of a trade secret that is made in confidence to a federal, state, or local government official, either directly or indirectly, or to an attorney, provided

that it is disclosed solely for the purpose of reporting or investigating a suspected violation of the law, or is made in a complaint or other document filed in a lawsuit or other proceeding filed under seal so that it is not disclosed to the public.

7. Term and Termination.

7.1. Term and Rights to Terminate. The term of this Agreement (the “Term”) and Consultant’s engagement shall commence on the Effective Date and continue for until December 31, 2019, subject to its earlier termination by either party hereto upon written notice of termination to the other party with or without cause.

7.2. Effects of Termination. Except as may otherwise be expressly provided herein, upon the termination of this Agreement for any reason pursuant to Section 7.1 above, (i) Consultant shall immediately discontinue the performance of services on the date and to the extent specified in the notice, (ii) Consultant will promptly return all property of the Company or its affiliates which may be held in Consultant’s custody or trust, including but not limited to, equipment/and or documents of any nature whatsoever, and Consultant will not duplicate or cause to have duplicated any documents relating to the services performed by Consultant under this Agreement, except as may be specifically authorized in writing by the Company, (iii) Consultant shall promptly return and destroy all Confidential Information as provided in Section 5.6, (iv) Consultant shall be paid the actual costs incurred during the performance of services hereunder up to the date of termination that have not been previously reimbursed by the Company, but only to the extent such costs are necessary, reasonable and verifiable and have been incurred by Consultant prior to or in connection with discontinuing the work hereunder, specifically excluding unabsorbed overhead or anticipatory profit and (iv) neither party hereto shall have any further obligations to the other under this Agreement beyond any other rights or obligations that have accrued hereunder prior to the date of termination.

7.3. Survival. Any provision of this Agreement which is expressly or by implication intended to survive the termination of this Agreement, including Section 5, shall survive and remain in effect after the termination of this Agreement

8. Governing Law. This Agreement will be governed by, and construed and interpreted in accordance with, the laws of the State of Texas applicable to contracts to be performed exclusively therein without regard to the choice of law provisions thereof. Any action to enforce this Agreement or address any dispute hereunder shall be commenced in a court of competent jurisdiction within the State of Texas, and the parties to this Agreement unconditionally waive trial by jury. This Agreement will not be construed against any party on the ground that it was the drafter of the Agreement or any particular provision. All captions and headings herein contained are inserted for convenience of reference only and shall not affect the meaning or interpretation of this Agreement.

9. Notice. All notices, requests, demands, declarations and other communications required hereunder or given pursuant hereto shall be in writing and shall become effective (a) if given by facsimile, when transmitted and receipt has been confirmed, (b) if given by courier or

overnight delivery, when delivered by such courier or overnight delivery carrier or (c) if personally delivered, when so delivered in person, addressed as follows:

(i) If to Consultant: (ii) If to the Company:

Jesse Morris Quanta Services, Inc.
XXXXXXX 2800 Post Oak Blvd, Suite 2600
XXXXXXX Houston, TX 77056
XXXXXXX ATTN: General Counsel

or at such other address as either party may from time to time designate for itself by written notice to the other party.

10. Assignment. The Company has chosen Consultant on the basis of Consultant's experience and qualifications, including Consultant's reputation for ethical business conduct and compliance with applicable laws. As such, Consultant agrees not to assign any of its rights or obligations under this Agreement or delegate the performance of any of the duties hereunder, to any person or entity.

11. Entire Agreement; Conflicts; No Third-Party Rights. This Agreement, together with that certain Amended and Restated Indemnity Agreement dated December 6, 2018, as further amended by Amendment No. 1 to Amended and Restated Indemnity Agreement dated as of the date hereof, in each case between Consultant and the Company (as so amended, the "Indemnity Agreement"), sets forth the entire agreement between Consultant and the Company and fully supersedes and replaces any and all prior and contemporaneous agreements or understandings, written or oral, between the Company and Consultant pertaining to the subject matter of this Agreement and the Indemnity Agreement. In the event of any conflict between the terms and provisions of this Agreement and those of the Indemnity Agreement, the terms and provisions of the Indemnity Agreement shall prevail. A person who is not a party to this Agreement has no rights to enforce or to enjoy any of the benefits of any term of this Agreement

12. Partial Invalidity. Should any provision of this Agreement be declared or be determined by any court of competent jurisdiction to be illegal, invalid or unenforceable, all remaining provisions of this Agreement shall otherwise remain in full force and effect and be construed as if such illegal, invalid or unenforceable provision had not been included herein.

13. Waiver; Amendment. No term, provision or condition of this Agreement can be waived, amended, supplemented or otherwise modified except in writing and signed by the Company and Consultant, and then such waiver, amendment, supplement or other modification shall only be effective in the specific instance and for the specific purpose for which given.

14. No Waiver. No failure or delay by either party hereto in exercising any right, power or privilege hereunder shall operate as a waiver thereof, nor shall any single or partial exercise or waiver thereof preclude any other or further exercise thereof or the exercise of any right, power or privilege whatsoever hereunder. The waiver by either party hereto of a breach of any of the provisions

of this Agreement shall not operate or be construed as a waiver of any subsequent or simultaneous breach of the same or different provisions.

15. Acknowledgment. The parties affirm that they have read this Agreement and have had adequate time to consider the terms of the Agreement. Consultant and the Company represent and acknowledge that in executing this Agreement they do not rely upon and have not relied upon any representation or statement made by any of the parties or by any of the parties' agents, attorneys, employees or representatives with regard to the subject matter, basis or effect of this Agreement or otherwise, other than those specifically stated in this Agreement.

16. Counterparts; Signatures. This Agreement may be executed in two or more counterparts, each of which shall constitute an original and all of which together shall constitute one and the same instrument. It will not be necessary in making proof of this Agreement or the terms of this Agreement to produce or account for more than one such counterparts. Each party agrees that it will be bound by its own facsimile or scanned signature and that it accepts the facsimile or scanned signature of the other party to this Agreement.

IN WITNESS WHEREOF, the undersigned have executed this Agreement as of the date first written above.

QUANTA SERVICES, INC. CONSULTANT:

By: /s/ Earl C. Austin, Jr. /s/ Jesse E. Morris
Earl C. Austin, Jr. Jesse E. Morris
President and Chief Executive Officer

**AMENDMENT NO. 1
TO
AMENDED AND RESTATED INDEMNITY AGREEMENT**

THIS AMENDMENT NO. 1 to AMENDED AND RESTATED INDEMNITY AGREEMENT (the “Amendment”) dated as of the 12th day of August, 2019, but effective as of the 1st day of August, 2019, is made and entered into by and between **Quanta Services, Inc.**, a Delaware corporation (the “Company”), and **Jesse E. Morris** (“Indemnitee”), an individual resident in the State of Texas. The Company and Indemnitee are sometimes referred to herein individually as a “Party” and collectively as the “Parties”.

W I T N E S S E T H:

WHEREAS, the Parties entered into that certain Amended and Restated Indemnity Agreement dated December 6, 2018 (the “Original Agreement”) setting forth the agreement of the Parties with respect to indemnification; and

WHEREAS, the Parties desire to amend the Original Agreement as set forth herein.

NOW, THEREFORE, in consideration of the mutual covenants herein contained, and on the terms herein set forth, the Parties hereby agree as follows:

1. Amendment to Services. Section 1 of the Original Agreement is hereby deleted in its entirety and the following shall be inserted in lieu thereof:

“1. **Services To The Company**. Indemnitee will serve or continue to serve (a) as an officer, director or key employee of the Company for so long as Indemnitee is duly elected or appointed or until Indemnitee tenders his resignation, or (b) as a consultant of the Company for the duration of the term, or until earlier termination, of the applicable consulting agreement. This Agreement shall not be deemed an employment contract between the Company (or any of its Subsidiaries or any Enterprise) and Indemnitee. The foregoing notwithstanding, this Agreement shall continue in force after Indemnitee has ceased to serve as a director, officer, key employee or consultant of the Company.”

2. Amendment of Definitions. Subsections (d) and (m) of Section 2 of the Original Agreement are hereby deleted in their entirety and the following shall be inserted in lieu thereof:

“(d) “Corporate Status” describes the status of a person who is or was a director, officer, trustee, general partner, managing member, fiduciary, employee, agent or consultant of the Company or of any other Enterprise (as defined below) which such person is or was serving at the request of the Company.”

“(m) The term “Proceeding” shall include any threatened, pending or completed action, suit, arbitration, alternate dispute resolution mechanism, investigation, inquiry, administrative hearing, appeal or any other actual, threatened or completed proceeding, whether brought by or in the right of the Company or otherwise and whether of a civil (including intentional or unintentional tort claims), criminal, administrative or investigative nature, in which Indemnitee was, is or will be involved as a party or otherwise by reason of the fact that Indemnitee is or was a director, officer, key employee or consultant of the Company, by reason of any action (or omission from action) taken by him or of any action (or omission from action) on his part while acting as a director, officer, key employee or consultant of the Company, or by reason of the fact that he is or was serving at the request of the Company as a director, officer, trustee, general partner, managing member, fiduciary, employee, consultant or agent of any other Enterprise, in each case whether or not serving in such capacity at the time any liability or expense is incurred for which indemnification, reimbursement, or advancement of expenses can be provided under this Agreement. Notwithstanding the foregoing, “Proceeding” shall not include any proceeding or arbitration, or part thereof, initiated by Indemnitee to enforce his or her rights under this Agreement or as provided for in Section 14(e) of this Agreement.”

3. Amendment to Duration. Section 18 of the Original Agreement is hereby deleted in its entirety and the following shall be inserted in lieu thereof:

“18. **Duration Of Agreement**. All agreements and obligations of the Company contained herein shall continue during the period Indemnitee serves as a director, officer, key employee or consultant of the Company or as a director, officer, trustee, general partner, managing member, fiduciary, employee, consultant or agent of any other corporation, partnership, joint venture, trust, employee benefit plan or other Enterprise which Indemnitee serves at the request of the Company and shall continue thereafter so long as Indemnitee may be subject to any possible Proceeding (including any rights of appeal thereto and any Proceeding commenced by Indemnitee pursuant to Section 14 of this Agreement) by reason of his Corporate Status, whether or not he is serving in any such capacity at the time any liability or expense is incurred for which indemnification or advancement of Expenses can be provided under this Agreement.”

4. Amendment to Binding Effect. Subsections (a) and (c) of Section 22 of the Original Agreement are hereby deleted in their entirety and the following shall be inserted in lieu thereof:

“(a) . The Company expressly confirms and agrees that it has entered into this Agreement and assumed the obligations imposed on it hereby in order to induce Indemnitee to serve as a director, officer, key employee or consultant of the Company, and the Company acknowledges that Indemnitee is relying upon this Agreement in serving as a director, officer, key employee or consultant of the Company.”

“(c) The indemnification, hold harmless and advancement of expenses rights provided by or granted pursuant to this Agreement shall be binding upon and be enforceable by the parties hereto and their respective successors and assigns (including any direct or indirect successor by purchase, merger, consolidation or otherwise to all or substantially all of the business or assets of the Company), shall continue as to an Indemnitee who has ceased to be a director, officer, trustee, general partner, managing member, fiduciary, employee, agent or consultant of the Company or of any other Enterprise that such Indemnitee had been serving at the Company’s request, and shall inure to the benefit of Indemnitee and his or her spouse, assigns, heirs, devisees, executors and administrators and other legal representatives.”

6. Supplemental Instrument. This instrument is executed and shall constitute an instrument supplemental to and in amendment of the Original Agreement and shall be construed with and as a part of the Original Agreement. All references herein and in the Original Agreement to the Agreement shall be deemed to refer to the Original Agreement as amended hereby.

7 . Ratification of Original Agreement. Except as modified and expressly amended by this Amendment and any other written supplement or amendment executed by the Parties, the Original Agreement is in all respects ratified and confirmed, and all of the terms, provisions and conditions thereof shall be and remain in full force and effect.

8 . Entire Agreement. This Amendment, together with the Original Agreement, constitutes the entire agreement and understanding between the Parties concerning the matters addressed by the Original Agreement, and supersedes any and all previous agreements or understandings between the Parties concerning same.

9 . Applicable Law. This Amendment shall be governed by and construed and enforced in accordance with the laws of the State of Delaware, without regard to conflicts of law rules.

10. Interpretation. Any capitalized terms used herein which are defined in the Original Agreement shall have the meaning attributable to such terms in the Original Agreement unless otherwise defined herein. Headings in this Amendment are for informational purposes only and shall not be used to construe the intent of this Amendment.

11 . Counterparts. This Amendment may be executed in two or more counterparts, all of which shall be deemed one and the same agreement and shall become effective when one or more counterparts have been signed by each of the Parties.

[signatures follow]

IN WITNESS WHEREOF, the Parties have caused this Amendment to be duly executed as of the date first above written.

QUANTA SERVICES, INC. INDEMNITEE:

By: /s/ Earl C. Austin, Jr. /s/ Jesse E. Morris
Earl C. Austin, Jr. Jesse E. Morris
President and Chief Executive Officer

INCREMENTAL REVOLVING CREDIT INCREASE AGREEMENT AND LENDER JOINDER AGREEMENT

This INCREMENTAL REVOLVING CREDIT INCREASE AGREEMENT AND LENDER JOINDER AGREEMENT (this “Agreement”) dated as of September 12, 2019 (the “Increase Effective Date”) is entered into among Quanta Services, Inc., a Delaware corporation (the “Company”), the Australian Borrowers, the Canadian Borrowers, the Guarantors, BNP Paribas (the “New Revolving Lender”), the Swing Line Lenders party hereto, the L/C Issuers party hereto and Bank of America, N.A., as Administrative Agent. All capitalized terms used herein and not otherwise defined herein shall have the meanings given to such terms in the Credit Agreement (as defined below), as amended hereby.

RECITALS

WHEREAS, the Borrowers, the Guarantors, the Lenders and Bank of America, N.A., as Administrative Agent, Swing Line Lender and L/C Issuer, entered into that certain Fourth Amended and Restated Credit Agreement dated as of December 18, 2015 (as heretofore amended and modified, the “Credit Agreement”);

WHEREAS, pursuant to Section 2.02(f) of the Credit Agreement, the Company has requested to increase the Aggregate Revolving Commitments with a new Revolving Commitment in the aggregate principal amount of \$150,000,000 (the “New Revolving Commitment”) from the New Revolving Lender; and

WHEREAS, the New Revolving Lender has agreed to provide the New Revolving Commitment on the terms and conditions set forth herein and to become a “Lender” under the Credit Agreement in connection therewith.

NOW, THEREFORE, in consideration of the premises and the mutual covenants contained herein, and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties hereto agree as follows:

1. New Revolving Commitment; Reallocation. Upon giving effect to this Agreement, (a) the New Revolving Lender hereby agrees to provide the New Revolving Commitment and be an “L/C Issuer” for all purposes of the Credit Agreement and the other Loan Documents, (b) the Revolving Commitments and Pro Rata Shares of each of Lender shall be as set forth on Schedule I hereto, (c) the amount of the Aggregate Revolving Commitments in effect on the Increase Effective Date shall be TWO BILLION ONE HUNDRED THIRTY-FIVE MILLION DOLLARS (\$2,135,000,000), and (d) the Outstanding Amount of all Revolving Loans, Swingline Loans and L/C Obligations shall be reallocated such that each Revolving Lender shall hold its respective Pro Rata Share of the Outstanding Amount all Revolving Loans, Swingline Loans and L/C Obligations in accordance with Schedule I hereto. The foregoing is being effected in accordance with Section 2.02(f) of the Credit Agreement and pursuant to clause (b) of the definition of “Incremental Cap” in Section 1.01 of the Credit Agreement, as such term is used in Section 2.02(f) of the Credit Agreement.

2. New Revolving Lender Joinder.

(a) In accordance with Section 2.02(f)(i)(D) of the Credit Agreement, the New Revolving Lender hereby agrees that it shall have a Revolving Commitment in the amount set forth on Schedule I hereto under the Credit Agreement. The New Revolving Lender (i) represents and

warrants that (A) it has full power and authority, and has taken all action necessary, to execute and deliver this Agreement and to consummate the transactions contemplated hereby and to become a Lender under the Credit Agreement, (B) it meets all requirements of an Eligible Assignee under the Credit Agreement (subject to receipt of such consents as may be required under the Credit Agreement), (C) from and after the date hereof, it shall be bound by the provisions of the Credit Agreement as a Lender thereunder and shall have the obligations of a Lender thereunder, (D) it has received a copy of the Credit Agreement, together with copies of the most recent financial statements delivered pursuant to Section 7.01 thereof, as applicable, and such other documents and information as it has deemed appropriate to make its own credit analysis and decision to enter into this Agreement on the basis of which it has made such analysis and decision independently and without reliance on the Administrative Agent, the Arrangers or any other Lender, and (E) if it is a Foreign Lender, attached hereto is any documentation required to be delivered by it pursuant to the terms of the Credit Agreement; (ii) agrees that (A) it will, independently and without reliance on the Administrative Agent or any other Lender, and based on such documents and information as it shall deem appropriate at the time, continue to make its own credit decisions in taking or not taking action under the Loan Documents, and (B) it will perform in accordance with their terms all of the obligations which by the terms of the Loan Documents are required to be performed by it as a Lender; and (iii) appoints and authorizes the Administrative Agent to take such action as agent on its behalf and to exercise such powers under the Credit Agreement and the other Loan Documents as are delegated to the Administrative Agent, by the terms thereof, together with such powers as are reasonably incidental thereto.

(b) Each of the Administrative Agent, the Borrowers, and the Guarantors agrees that, upon the Increase Effective Date, the New Revolving Lender shall (i) be a party to the Credit Agreement and the other Loan Documents, (ii) be a “Lender” for all purposes of the Credit Agreement and the other Loan Documents, (iii) be an “L/C Issuer” for all purposes of the Credit Agreement and the other Loan Documents and (iv) be subject to and bound by the terms of the Credit Agreement and the Loan Documents and have the rights and obligations of a Lender and an L/C Issuer under the Credit Agreement and the other Loan Documents.

(c) The address of the New Revolving Lender for purposes of all notices and other communications is as set forth on the Administrative Questionnaire delivered by the New Revolving Lender to the Administrative Agent.

3. Conditions Precedent. This Agreement shall be effective upon satisfaction of the following conditions precedent:

(a) Receipt by the Administrative Agent of counterparts of this Agreement duly executed by each of the Borrowers, the Guarantors, the Swing Line Lenders, the L/C Issuers, the New Revolving Lender, and the Administrative Agent.

(b) Receipt by the Administrative Agent of a Revolving Note executed by each Borrower for the New Revolving Lender if the New Revolving Lender has requested a Revolving Note.

(c) Receipt by the Administrative Agent of a certificate of each Loan Party dated as of the Increase Effective Date signed by a Responsible Officer of such Loan Party (i) certifying and attaching resolutions adopted by such Loan Party approving or consenting to the institution of the New Revolving Commitment and (ii) in the case of the Company, certifying that (i) the

representations and warranties of the Company and each other Loan Party set forth in Article VI of the Credit Agreement and any other Loan Document, or which are contained in any document furnished at any time under or in connection therewith, are true and correct in all material respects (and in all respects if any such representation or warranty is already qualified by materiality or reference to Material Adverse Effect) on and as of the date hereof, except to the extent that such representations and warranties specifically refer to an earlier date, in which case they were true and correct in all material respects (and in all respects if any such representation or warranty is already qualified by materiality or reference to Material Adverse Effect) as of such earlier date (and except that the representations and warranties contained in subsections (a) and (b) of Section 6.05 of the Credit Agreement shall be deemed to refer to the most recent statements furnished pursuant to clauses (a) and (b), respectively, of Section 7.01 of the Credit Agreement) and (ii) no event has occurred and is continuing which constitutes a Default or an Event of Default.

(d) Upon the reasonable request of the New Revolving Lender made at least ten days prior to the Increase Effective Date, the Company shall have provided to the New Revolving Lender the documentation and other information so requested in order to comply with its ongoing obligations under applicable “know your customer” and anti-money-laundering rules and regulations, including the Act, in each case at least five days prior to the Increase Effective Date.

(e) Payment by the Company of all agreed fees and expenses (including reasonable attorney’s fees of the Administrative Agent).

4. Miscellaneous.

(a) The Credit Agreement, and the obligations of the Loan Parties thereunder and under the other Loan Documents, are hereby ratified and confirmed and shall remain in full force and effect according to their terms, as affected and amended by this Agreement.

(b) Upon the effectiveness of this Agreement, each reference in the Credit Agreement to “this Agreement,” “hereunder” or words of like import shall mean and be a reference to the Credit Agreement (as amended by this Agreement). This Agreement is a Loan Document.

(c) Each Guarantor (i) acknowledges and consents to all of the terms and conditions of this Agreement, (ii) affirms all of its obligations under the Loan Documents and (iii) agrees that this Agreement and all documents executed in connection herewith do not operate to reduce or discharge its obligations under the Credit Agreement or the other Loan Documents.

(d) The Loan Parties hereby represent and warrant as follows:

(i) Each Loan Party has taken all necessary corporate or other organizational action to authorize the execution, delivery and performance of this Agreement;

(ii) This Agreement has been duly executed and delivered by the Loan Parties and constitutes each of the Loan Parties’ legal, valid and binding obligations, enforceable against such Loan Party in accordance with its terms, except as such enforceability may be limited by (A) applicable Debtor Relief Laws and (B) general principles of equity (regardless of whether such enforceability is considered in a proceeding at law or in equity);

(iii) No consent, approval, authorization or order of, or filing, registration or qualification with, any court or governmental authority or third party is required in connection with the execution, delivery or performance by any Loan Party of this Agreement, except for any filings that the Company or any of its Subsidiaries may be required to make with the Securities and Exchange Commission or pursuant to applicable stock exchange rules, which the Company expects to file promptly upon execution of this Agreement;

(iv) The representations and warranties of the Loan Parties set forth in Article VI of the Credit Agreement and in each other Loan Document are true and correct in all material respects (and in all respects if any such representation or warranty is already qualified by materiality or reference to Material Adverse Effect) as of the date hereof with the same effect as if made on and as of the date hereof, except to the extent such representations and warranties expressly relate solely to an earlier date, in which case they shall be true and correct in all material respects (and in all respects if any such representation or warranty is already qualified by materiality or reference to Material Adverse Effect) as of such earlier date (and except that the representations and warranties contained in subsections (a) and (b) of Section 6.05 of the Credit Agreement shall be deemed to refer to the most recent statements furnished pursuant to clauses (a) and (b), respectively, of Section 7.01 of the Credit Agreement); and

(v) No event has occurred and is continuing which constitutes a Default or an Event of Default.

(e) This Agreement may be executed in any number of counterparts, each of which when so executed and delivered shall be an original, but all of which shall constitute one and the same instrument. Delivery of an executed counterpart of this Agreement by telecopy or digital/electronic transmission (e.g., PDF format) shall be effective as an original and shall constitute a representation that an executed original shall be delivered.

(f) THIS AGREEMENT AND THE RIGHTS AND OBLIGATIONS OF THE PARTIES HEREUNDER SHALL BE GOVERNED BY AND CONSTRUED AND INTERPRETED IN ACCORDANCE WITH THE LAWS OF THE STATE OF NEW YORK.

[Signature pages follow]

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be duly executed as of the date first above written.

BORROWERS:

QUANTA SERVICES, INC.,
a Delaware corporation

By: /s/ Nicholas M. Grindstaff
Name: Nicholas M. Grindstaff
Title: Vice President – Finance and Treasurer

QSI FINANCE (AUSTRALIA) PTY LTD, a corporation incorporated under the laws of the Commonwealth of Australia

By: /s/ Gerald Albert Ducey, Jr.
Name: Gerald Albert Ducey, Jr.
Title: Director

By: /s/ Scot P. Fluharty
Name: Scot P. Fluharty
Title: Director

QSI FINANCE V (US), L.P., a Delaware limited partnership

By: QSI FINANCE IV (CANADA) ULC, its managing partner

By: /s/ Nicholas M. Grindstaff
Name: Nicholas M. Grindstaff
Title: Treasurer

QSI FINANCE II (AUSTRALIA) PTY LTD, a corporation incorporated under the laws of the Commonwealth of Australia

By: /s/ Gerald Albert Ducey, Jr.
Name: Gerald Albert Ducey, Jr.
Title: Director

By: /s/ Scot P. Fluharty
Name: Scot P. Fluharty
Title: Director

QSI FINANCE X (CANADA) ULC, a British Columbia corporation

By: /s/ Nicholas M. Grindstaff
Name: Nicholas M. Grindstaff
Title: Treasurer

GUARANTORS:

1 DIAMOND, LLC
ADVANCED ELECTRIC SYSTEMS, LLC
APPRENTICESHIP PROGRAMS, INC.
ARCANUM CHEMICALS, LLC
ARNETT & BURGESS PIPELINERS (ROCKIES) LLC
B&N CLEARING AND ENVIRONMENTAL, LLC
BRENT WOODWARD, INC.
BRINK CONSTRUCTORS, INC.
CONAM CONSTRUCTION CO.
CONTI COMMUNICATIONS, INC.
CRUX SUBSURFACE, INC.
DACON CORPORATION
DASHIELL CORPORATION
DOMINO HIGHVOLTAGE SUPPLY, LLC
ENERGY CONSULTING GROUP, LLC
FIELD PERSONNEL SERVICES, LLC
FIVE POINTS CONSTRUCTION CO.
GRID CREATIVE, INC.
GRID MANUFACTURING CORPORATION
GRID TRAINING CORPORATION
HARGRAVE POWER, INC.
HAVERFIELD INTERNATIONAL INCORPORATED
HERITAGE MIDSTREAM, LLC
H.L. CHAPMAN PIPELINE CONSTRUCTION, INC.
INFRA SOURCE CONSTRUCTION, LLC
INFRA SOURCE FIELD SERVICES, LLC
INFRA SOURCE SERVICES, LLC
INTERMOUNTAIN ELECTRIC, INC.
IONEARTH, LLC
IRBY CONSTRUCTION COMPANY
ISLAND MECHANICAL CORPORATION
JBT ELECTRIC, LLC
J.C.R. CONSTRUCTION CO., INC.
J.W. DIDADO ELECTRIC, LLC
LAZY Q RANCH, LLC
LAZY Q TRAINING CENTER, LLC
MEARS EQUIPMENT SERVICES, LLC
MEARS GROUP, INC.
MEARS INSTALLATION, LLC
MEJIA PERSONNEL SERVICES, INC.
M. G. DYESS, INC.
MICROLINE TECHNOLOGY CORPORATION
MID AMERICA ENERGY SERVICES, INC.
M. J. ELECTRIC, LLC
MTS QUANTA, LLC
NLC CA., INC.
NLC ID., INC.
NLC FL., INC.
NLC TX., INC.
NORTHERN POWERLINE CONSTRUCTORS, INC.
NORTHSTAR ENERGY SERVICES, INC.
NOVA EQUIPMENT LEASING, LLC
NOVA GROUP, INC.
NOVA NEXTGEN SOLUTIONS, LLC
NPC ENERGY SERVICES LLC
PAR ELECTRICAL CONTRACTORS, INC.
PERFORMANCE ENERGY SERVICES, L.L.C.
PHOENIX POWER GROUP, INC.
POTELCO, INC.
POWER DELIVERY PROGRAM, INC.
PRICE GREGORY INTERNATIONAL, INC.
PRICE GREGORY SERVICES, LLC
PROBST ELECTRIC, INC.
QES GP, LLC
QP ENERGY SERVICES, LLC

QPS ENGINEERING, LLC
QSI ENGINEERING, INC.
QSI FINANCE GP (US), LLC
QSI FINANCE I (US), L.P.
QSI, INC.
QTSL, LLC
QUANTA ASSET MANAGEMENT LLC
QUANTA AVIATION SERVICES, LLC
QUANTA CAPITAL GP, LLC
QUANTA CAPITAL LP, L.P.
QUANTA CAPITAL SOLUTIONS, INC.
QUANTA ELECTRIC POWER CONSTRUCTION, LLC
QUANTA ELECTRIC POWER SERVICES, LLC
QUANTA ELECTRIC POWER SERVICES WEST, LLC
QUANTA ENERGIZED SERVICES U.S., LLC
QUANTA ENERGY SERVICES, LLC
QUANTA EQUIPMENT COMPANY, LLC
QUANTA GOVERNMENT SOLUTIONS, INC.
QUANTA INFRASTRUCTURE SERVICES, LLC
QUANTA INLINE DEVICES, LLC
QUANTA MARINE SERVICES, LLC
QUANTA PIPELINE SERVICES, INC.
QUANTA POWER GENERATION, INC.
QUANTA SERVICES WEST, LLC
QUANTA SUBSURFACE, LLC
QUANTA TECHNOLOGY, LLC
QUANTA TELECOMMUNICATION SERVICES, LLC
QUANTA UTILITY ENGINEERING SERVICES, INC.
QUANTA UTILITY INSTALLATION COMPANY, INC.
REALTIME ENGINEERS, INC.
REALTIME UTILITY ENGINEERS, INC.
RMS HOLDINGS, LLC
ROAD BORE CORPORATION
SERVICE ELECTRIC COMPANY
SOUTHWEST TRENCHING COMPANY, INC.
STRONGHOLD GENERAL, LLC
STRONGHOLD SPECIALTY GENERAL, LLC
SUMMIT LINE CONSTRUCTION, INC.
SUMTER UTILITIES, INC.
T. G. MERCER CONSULTING SERVICES, INC.
THE ASPEN UTILITY COMPANY, LLC
THE COMTRAN GROUP, INC.
THE RYAN COMPANY, INC.
UNDERGROUND CONSTRUCTION CO., INC.
UNDERGROUND ELECTRIC CONSTRUCTION COMPANY, LLC
UTILITY TRAINING SERVICES CORPORATION
VALARD CONSTRUCTION, LLC
WINCO, INC.

By: /s/ Nicholas M. Grindstaff
Name: Nicholas M. Grindstaff
Title: Treasurer

CAN-FER UTILITY SERVICES, LLC

By: Mejia Personnel Services, Inc.,
its sole member

By: /s/ Nicholas M. Grindstaff
Name: Nicholas M. Grindstaff
Title: Treasurer

DIGCO UTILITY CONSTRUCTION, L.P.
LINDSEY ELECTRIC, L.P.
NORTH HOUSTON POLE LINE, L.P.

By: Mejia Personnel Services, Inc.,
its general partner

By: /s/ Nicholas M. Grindstaff

Name: Nicholas M. Grindstaff
Title: Treasurer

QUANTA ASSOCIATES, L.P.

By: Quanta Services, Inc.,
its general partner

By: /s/ Nicholas M. Grindstaff
Name: Nicholas M. Grindstaff
Title: Vice President – Finance and Treasurer

QUANTA SERVICES MANAGEMENT PARTNERSHIP, L.P.

By: QSI, Inc.,
its general partner

By: /s/ Nicholas M. Grindstaff
Name: Nicholas M. Grindstaff
Title: Treasurer

STRONGHOLD, LTD.
STRONGHOLD SPECIALTY, LTD.

By: QES GP, LLC,
its general partner

By: /s/ Nicholas M. Grindstaff
Name: Nicholas M. Grindstaff
Title: Treasurer

CAT-SPEC, LTD.
ELITE TURNAROUND SPECIALISTS, LTD.
STRONGHOLD TOWER GROUP, LTD.

By: Stronghold Specialty General, LLC,
its general partner

By: /s/ Nicholas M. Grindstaff
Name: Nicholas M. Grindstaff
Title: Treasurer

CITADEL INDUSTRIAL SERVICES, LTD.
DORADO SPECIALTY SERVICES, LTD.
ELITE FABRICATION, LTD.
ELITE PIPING & CIVIL, LTD.
SPECIALTY TANK SERVICES, LTD.
STRONGHOLD INSPECTION, LTD.
TURNKEY AUTOMATION, LTD.

By: Stronghold General, LLC,
its general partner

By: /s/ Nicholas M. Grindstaff
Name: Nicholas M. Grindstaff
Title: Treasurer

ADMINISTRATIVE AGENT: BANK OF AMERICA, N.A.,
as Administrative Agent

By: /s/ Anthony W. Kell
Name: Anthony W. Kell
Title: Vice President

SWING LENDERS AND
L/C ISSUERS: BANK OF AMERICA, N.A.,
as Domestic Swing Line Lender and an L/C Issuer

By: /s/ Jo Ann Vasquez
Name: Jo Ann Vasquez
Title: Vice President

BANK OF AMERICA, N.A., AUSTRALIA BRANCH,
as Australian Swing Line Lender

By: /s/ Ari Rubin
Name: Ari Rubin
Title: Vice President

BANK OF AMERICA, N.A., CANADA BRANCH,
as Canadian Swing Line Lender

By: /s/ Medina Sales de Andrade
Name: Medina Sales de Andrade
Title: Vice President

BANK OF MONTREAL,
as an L/C Issuer

By: /s/ Mike Gift
Name: Mike Gift
Title: Director

CITIBANK, N.A.,
as an L/C Issuer

By: /s/ Cynthia Goodwin
Name: Cynthia Goodwin
Title: S.V.P.

NEW REVOLVING LENDER: BNP PARIBAS,
as the New Revolving Lender

By: /s/ Pierre Nicholas Rogers
Name: Pierre Nicholas Rogers
Title: Managing Director

By: /s/ Joseph Mack
Name: Joseph Mack
Title: Vice President

SCHEDULE I

Revolving Commitments and Pro Rata Shares

Lender	Revolving Commitment	Pro Rata Share of Revolving Commitment
Bank of America, N.A.	\$250,000,000.00	11.709601870 %
PNC Bank, National Association	\$250,000,000.00	11.709601870 %
Wells Fargo Bank, National Association	\$250,000,000.00	11.709601870 %
JPMorgan Chase Bank, N.A.	\$250,000,000.00	11.709601870 %
Bank of Montreal	\$150,000,000.00	7.025761124 %
HSBC Bank USA, N.A.	\$100,000,000.00	4.683840749 %
Banco Bilbao Vizcaya Argentaria, S.A. New York Branch	\$100,000,000.00	4.683840749 %
U.S. Bank National Association	\$100,000,000.00	4.683840749 %
BNP Paribas	\$150,000,000.00	7.025761124 %

SunTrust Bank	\$75,000,000.00	3.512880562 %
Citibank, N.A.	\$100,000,000.00	4.683840749 %
Branch Banking and Trust Company	\$75,000,000.00	3.512880562 %
Citizens Bank, N.A.	\$35,000,000.00	1.639344262 %
MUFG Bank, Ltd. (f/k/a The Bank of Tokyo-Mitsubishi UFJ, Ltd.)	\$100,000,000.00	4.683840749 %
Regions Bank	\$50,000,000.00	2.341920375 %
Santander Bank, N.A.	--	--
Zions Bancorporation, N.A. (d/b/a Amegy Bank)	\$60,000,000.00	2.810304450 %
BOKF, NA (d/b/a Bank of Texas)	\$40,000,000.00	1.873536300 %
Total	\$2,135,000,000.00	100.000000000 %

I, Earl C. Austin, Jr., certify that:

1. I have reviewed this quarterly report on Form 10-Q of Quanta Services, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Dated: November 1, 2019

By: /s/ EARL C. AUSTIN, JR.
Earl C. Austin, Jr.
President, Chief Executive Officer and Chief Operating Officer
(Principal Executive Officer)

I, Derrick A. Jensen, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Quanta Services, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
 - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Dated: November 1, 2019

By: /s/ DERRICK A. JENSEN

Derrick A. Jensen
Chief Financial Officer
(Principal Financial Officer)

CERTIFICATION

PURSUANT TO 18 U.S.C. SECTION 1350,

AS ADOPTED PURSUANT TO

SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

Each of the undersigned officers of Quanta Services, Inc. (the "Company") hereby certifies, pursuant to 18 U.S.C. § 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, to such officer's knowledge that:

(1) the accompanying Form 10-Q report for the period ending September 30, 2019 as filed with the U.S. Securities and Exchange Commission (the "Report") fully complies with the requirements of Section 13(a) of the Securities Exchange Act of 1934, as amended; and

(2) the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company as of the dates and for the periods expressed in the Report.

Dated: November 1, 2019

/s/ EARL C. AUSTIN, JR.

Earl C. Austin, Jr.

President, Chief Executive Officer and Chief Operating Officer

Dated: November 1, 2019

/s/ DERRICK A. JENSEN

Derrick A. Jensen

Chief Financial Officer