

SUPPLEMENTAL DATA FOR SELLING & ADMINISTRATIVE EXPENSE RECLASSIFICATION

Certain financial information presented in NIC's historical consolidated statements of income has been reclassified to conform to the current year presentation. Beginning with the 2019 reporting period, the Company started breaking out its historical selling & administrative expenses into two line items: selling & administrative and enterprise technology & product support. The new selling & administrative category consists of "traditional" corporate-level expenses for sales and marketing, human resources, legal, finance, internal audit and executive administration, among others. The new enterprise technology & product support category consists primarily of expenses related to our corporate-level IT, product and security teams that develop, manage and secure our centrally hosted data center infrastructure and centrally developed payment processing solutions and government agency vertical products. The impact of this reclassification has been summarized below:

	2018					2017					2016				
	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD
<i>Before reclassification</i>															
Selling & administrative	\$13.2	\$14.0	\$14.7	\$14.8	\$56.7	\$11.7	\$13.1	\$12.1	\$13.9	\$50.8	\$11.3	\$11.2	\$11.7	\$12.9	\$47.1
<i>After reclassification</i>															
Selling & administrative	\$7.5	\$8.3	\$8.5	\$8.5	\$32.8	\$7.3	\$8.5	\$6.9	\$8.7	\$31.4	\$7.6	\$7.4	\$7.4	\$8.5	\$30.9
Enterprise technology & product support	5.7	5.7	6.2	6.3	23.9	4.4	4.6	5.2	5.2	19.4	3.7	3.8	4.3	4.4	16.2
Total Expense	\$13.2	\$14.0	\$14.7	\$14.8	\$56.7	\$11.7	\$13.1	\$12.1	\$13.9	\$50.8	\$11.3	\$11.2	\$11.7	\$12.9	\$47.1