

CGD and CMS segment sales include \$468.8 million, \$365.8 million and \$327.8 million in 2019, 2018 and 2017, respectively, of sales to U.S. government agencies. CTS segment sales include \$158.5 million and \$147.3 million in 2018 and 2017, respectively, of sales under various contracts with our customer, Transport for London. No other customer accounts for 10% or more of our revenues for any periods presented.

**Disaggregation of Total Net Sales:** We disaggregate our sales from contracts with customers by end customer, contract type, deliverable type and revenue recognition method for each of our segments, as we believe these factors affect the nature, amount, timing, and uncertainty of our revenue and cash flows.

*Sales by Geographic Region* (in millions):

	Years Ended September 30,		
	2019	2018	2017
United States	\$ 956.6	\$ 627.8	\$ 522.8
United Kingdom	218.2	240.7	219.4
Australia	163.5	166.7	175.6
Far East/Middle East	74.0	86.4	112.7
Other	84.2	81.3	77.2
Total sales	<u>\$ 1,496.5</u>	<u>\$ 1,202.9</u>	<u>\$ 1,107.7</u>

*Sales by End Customer:* We are the prime contractor for the vast majority of our sales. The table below presents total net sales disaggregated by end customer (in millions):

	Years Ended September 30,		
	2019	2018	2017
U.S. Federal Government and State and Local Municipalities	\$ 938.8	\$ 639.5	\$ 522.6
Other	557.7	563.4	585.1
Total sales	<u>\$ 1,496.5</u>	<u>\$ 1,202.9</u>	<u>\$ 1,107.7</u>

*Sales by Contract Type:* Substantially all of our contracts are fixed-price type contracts. Sales included in Other contract types represent cost plus and time and material type contracts.

On a fixed-price type contract, we agree to perform the contractual statement of work for a predetermined sales price. On a cost-plus type contract, we are paid our allowable incurred costs plus a profit which can be fixed or variable depending on the contract's fee arrangement up to predetermined funding levels determined by the customer. On a time-and-material type contract, we are paid on the basis of direct labor hours expended at specified fixed-price hourly rates (that include wages, overhead, allowable general and administrative expenses and profit) and materials at cost. The table below presents total net sales disaggregated by contract type (in millions):

	Years Ended September 30,		
	2019	2018	2017
Fixed Price	\$ 1,452.4	\$ 1,146.2	\$ 1,036.9
Other	44.1	56.7	70.8
Total sales	<u>\$ 1,496.5</u>	<u>\$ 1,202.9</u>	<u>\$ 1,107.7</u>