



Appendix: GAAP to Non-GAAP Reconciliation



GAAP to Non-GAAP Reconciliations of Net Income to Adjusted EBITDA (LTM as of Q3'21)

	<u>Nine months ended September 30,</u>	<u>Three months ended December 31,</u>	<u>Twelve months ended September 30,</u>
	<u>2021</u>	<u>2020</u>	<u>2021</u>
GAAP net (loss) income	\$ (7,838)	\$ 121	\$ (7,717)
Add back:			
Stock compensation expense	22,588	6,839	29,427
Acquisition related expenses	3,895	812	4,707
Other expense, net (a)	973	1,194	2,167
Interest income	(855)	(485)	(1,340)
Interest expense	2,383	2,404	4,787
Depreciation and amortization expense	7,432	1,917	9,349
Provision for income taxes	512	275	787
Non-GAAP adjusted EBITDA	<u>\$ 29,090</u>	<u>\$ 13,077</u>	<u>\$ 42,167</u>

- (a) This adjustment includes the accounting impact of the quarterly valuation reassessment of contingent consideration resulting from the 2020 acquisition of \$(1.1) million and \$(0.3) million for the nine and twelve months ended September 30, 2021, respectively, and the induced conversion expense from repurchasing our 2023 Notes of \$2.1 million for the nine and twelve months ended September 30, 2021