#### Reconciliation of GAAP to Non-GAAP Financial Measures

(in thousands, except per share data – unaudited)

**Three Months Ended** 

			December 31, 2021		December 31, 2020								
	GAAP		Adjustments	Non-GAAP Adjusted	GAAP	Ad	justments	ľ	Non-GAAP Adjusted				
Revenues	\$	129,562		\$ 129,562	\$ 94,152			\$	94,152				
Cost of goods sold (a)		71,654	(15,337)	56,317	 55,501		(8,209)		47,292				
Gross profit		57,908	15,337	73,245	 38,651		8,209		46,860				
Operating expenses													
Sales and marketing (b)		19,423	(748)	18,675	12,857		(977)		11,880				
General and administrative (c)		62,530	(47,182)	15,348	13,684		11		13,695				
Research and development (d)		11,293	(267)	11,026	 12,638		(4,036)		8,602				
Total operating expenses		93,246	(48,197)	45,049	 39,179		(5,002)		34,177				
Operating (loss) income		(35,338)	63,534	28,196	(528)		13,211		12,683				
Interest expense		1,528	_	1,528	2,811		_		2,811				
Other loss (income) (e)		4,141		4,141	 (496)		326		(170)				
(Loss) income before income taxes		(41,007)	63,534	22,527	(2,843)		12,885		10,042				
Income tax (benefit) expense (f)		(792)	6,078	5,286	569		4,886		5,455				
Net (loss) income	\$	(40,215)	\$ 57,456	\$ 17,241	\$ (3,412)	\$	7,999	\$	4,587				
Net (loss) income per common share - diluted	\$	(0.59)		\$ 0.25	\$ (0.05)			\$	0.07				
Weighted-average common shares outstanding - diluted <sup>(g)</sup>		67,713	1,733	69,446	66,870		260		67,130				
Depreciation expense	\$	3,438		\$ 3,438	\$ 3,350		_	\$	3,350				
Amortization expense	\$	8,373		\$ 8,373	\$ 4,683		_	\$	4,683				

- (a) Includes stock and incentive plan compensation, amortization of acquired intangible assets, integration costs, impairment of long-lived assets, ARO acceleration and other non-recurring charges.
- (b) Includes stock and incentive plan compensation, integration costs and other non-recurring charges.
- (c) Includes stock and incentive plan compensation, acquisition-related costs, integration costs, contingent consideration fair value adjustments, impairment of long-lived assets and other non-recurring charges.
- (d) Includes stock and incentive plan compensation, impairment of long-lived assets and other non-recurring charges.
- (e) Includes amortization of fair value adjustments.
- (f) The income tax effect of the adjustments between GAAP net loss and non-GAAP adjusted net income takes into account the tax treatment and related tax rate that apply to each adjustment in the applicable tax jurisdiction.
- (g) Diluted shares may differ for non-GAAP measures as compared to GAAP due to a GAAP net loss position.

#### Reconciliation of GAAP to Non-GAAP Financial Measures (Continued)

(in thousands, except per share data – unaudited)

#### Year Ended

	 1	December 31, 2021		December 31, 2020									
	GAAP	Adjustments	lon-GAAP Adjusted		GAAP	A	djustments		on-GAAP Adjusted				
Revenues	\$ 425,208		\$ 425,208	\$	339,410			\$	339,410				
Cost of goods sold (a)	237,513	(36,428)	 201,085		200,649		(24,026)		176,623				
Gross profit	187,695	36,428	224,123		138,761		24,026	1	162,787				
Operating expenses													
Sales and marketing (b)	68,422	(2,898)	65,524		40,901		(2,437)		38,464				
General and administrative (c)	150,395	(92,555)	57,840		69,270		(21,077)		48,193				
Research and development (d)	44,966	(2,000)	42,966		32,788		(5,621)		27,167				
Total operating expenses	263,783	(97,453)	166,330		142,959		(29,135)		113,824				
Gain on sale of assets	15,263	(15,263)											
Operating (loss) income	(60,825)	118,618	57,793		(4,198)		53,161		48,963				
Interest expense	7,752	_	7,752		9,479		_		9,479				
Gain on extinguishment of debt	(889)	889	_		_		_		_				
Other loss (income) (e)	7,350	307	7,657		(2,198)		711		(1,487)				
(Loss) income before income	(75,038)	117,422	42,384		(11,479)		52,450		40,971				
Income tax (benefit) expense (f)	(3,759)	12,138	8,379		1,994		13,152		15,146				
Net (loss) income	\$ (71,279)	\$ 105,284	\$ 34,005	\$	(13,473)	\$	39,298	\$	25,825				
Net (loss) income per common share - diluted	\$ (1.06)		\$ 0.49	\$	(0.25)			\$	0.47				
Weighted-average common shares outstanding - diluted (g)	67,486	1,477	68,963		54,134		337		54,471				
Depreciation expense	\$ 13,224		\$ 13,224	\$	12,481		_	\$	12,481				
Amortization expense	\$ 27,506		\$ 27,506	\$	10,770			\$	10,770				

- (a) Includes stock and incentive plan compensation, amortization of acquired intangible assets, integration costs including a contract termination, impairment of long-lived assets, ARO acceleration and other non-recurring charges.
- (b) Includes stock and incentive plan compensation, integration costs and other non-recurring charges.
- (c) Includes stock and incentive plan compensation, acquisition-related costs, integration costs, contingent consideration fair value adjustments, impairment of long-lived assets and other non-recurring charges.
- (d) Includes stock and incentive plan compensation, impairment of long-lived assets and other non-recurring charges.
- (e) Includes amortization of fair value adjustments.

- (f) The income tax effect of the adjustments between GAAP net loss and non-GAAP adjusted net income takes into account the tax treatment and related tax rate that apply to each adjustment in the applicable tax jurisdiction.
- (g) Diluted shares may differ for non-GAAP measures as compared to GAAP due to a GAAP net loss position.

# **Reconciliation of GAAP to Non-GAAP Financial Measures**

(in thousands, except per share data – unaudited)

#### **Three Months Ended**

			March 31, 2021			June 30, 2021						September 30, 2021						December 31, 2021					
		GAAP	Adjustments		on-GAAP Adjusted		GAAP	Adjust	ments		GAAP usted	G	SAAP	Adju	stments		n-GAAP djusted		GAAP	Ad	justments		on-GAAP djusted
Revenues	\$	92,509		\$	92,509	\$	101,064			\$ 10	1,064	\$10	02,073			\$	102,073	\$	129,562			\$	129,562
Cost of goods sold (a)		51,479	(5,462)		46,017		54,976	(′	7,111)	4	7,865	5	59,404	(	(8,518)		50,886		71,654		(15,337)		56,317
Gross profit		41,030	5,462		46,492		46,088		,111	5	3,199	4	12,669		8,518		51,187		57,908		15,337		73,245
Operating expenses																							
Sales and marketing (b)		14,173	(642)		13,531		17,631		(825)	1	6,806	1	17,195		(683)		16,512		19,423		(748)		18,675
General and administrative (c)		16,138	(2,135)		14,003		43,177	(28	3,640)	1	4,537	2	28,550	(1	4,598)		13,952		62,530		(47,182)		15,348
Research and development (d)		10,360	(425)		9,935		12,061		(599)	1	1,462	1	11,252		(709)		10,543		11,293		(267)		11,026
Total operating expenses		40,671	(3,202)		37,469		72,869	(30	,064)	4	12,805	5	56,997	(1	5,990)		41,007		93,246		(48,197)		45,049
Gain on sale of assets		15,263	(15,263)																				
Operating income (loss)		15,622	(6,599)		9,023		(26,781)	37	,175	1	0,394	(1	14,328)	2	24,508		10,180		(35,338)		63,534		28,196
Interest expense		2,718	_		2,718		1,937		_		1,937		1,569		_		1,569		1,528		_		1,528
Gain on extinguishment of debt		(889)	889		_		_		_		_		_		_		_		_		_		
Other income (e)		(549)	307		(242)		(182)				(182)		3,940				3,940		4,141				4,141
Income (loss) before income taxes		14,342	(7,795)		6,547		(28,536)	37	,175		8,639	(1	19,837)	2	24,508		4,671		(41,007)		63,534		22,527
Income tax expense (benefit) (f)		5,334	(2,083)		3,251		(1,879)	2	2,731		852	(	(6,422)		5,412		(1,010)		(792)		6,078		5,286
Net income (loss)	\$	9,008	\$ (5,712)	\$	3,296	\$	(26,657)	\$ 34	,444	\$	7,787	\$ (1	13,415)	\$ 1	9,096	\$	5,681	\$	(40,215)	\$	57,456	\$	17,241
Net income (loss) per common share - diluted	\$	0.13		\$	0.05	\$	(0.39)			\$	0.11	\$	(0.20)			\$	0.08	\$	(0.59)			\$	0.25
Weighted-average common shares outstanding - diluted (g)		67,714			67,714		67,505	1	,200	6	58,705	6	67,623		1,614		69,237		67,713		1,733		69,446
Demoniation armongs	\$	3,046		\$	3,046	\$	3,163			\$	3,163	\$	3,577			•	3,577	\$	3,438		_	•	3,438
Depreciation expense	\$	4,685		\$	4,685		6,074				6,074		8,374			\$	8,374	\$	8,373			\$	8,373
Amortization expense	Φ	4,003		Φ	4,003	Φ	0,074			Φ	0,074	Φ	0,3/4			Φ	0,3/4	φ	0,373			Φ	0,5/5

- (a) Includes stock and incentive plan compensation, amortization of acquired intangible assets, integration costs, impairment of long-lived assets, ARO acceleration and other non-recurring charges.
- (b) Includes stock and incentive plan compensation, integration costs and other non-recurring charges.

- (c) Includes stock and incentive plan compensation, acquisition-related costs, integration costs, contingent consideration fair value adjustments, impairment of long-lived assets and other non-recurring charges.
- (d) Includes stock and incentive plan compensation.
- (e) Includes amortization of fair value adjustments.
- (f) The income tax effect of the adjustments between GAAP net income (loss) and non-GAAP adjusted net income takes into account the tax treatment and related tax rate that apply to each adjustment in the applicable tax jurisdiction.
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# **Reconciliation of Non-GAAP Financial Measures**

(in thousands – unaudited)

As shown below, the Company provides the components of Management EBITDA. Management EBITDA consists of; adjusted net income plus the remainder of depreciation, interest expense, net and income tax expense, net of indemnification income.

The below table presents Management EBITDA for the three months and year ended December 31, 2021 and 2020, respectively:

	 Three Mon Decem	 		Ended iber 31,			
	2021	 2020	 2021		2020		
Adiusted net income	\$ 17,241	\$ 4,587	\$ 34,005	\$	25,825		
Depreciation expense	3,438	3,350	13,224		12,481		
Interest expense, net	1,522	2,795	7,707		9,242		
Income tax expense <sup>(a)</sup>	9,316	4,903	15,500		12,926		
Management EBITDA	\$ 31,517	\$ 15,635	\$ 70,436	\$	60,474		

<sup>(</sup>a) Represents income tax expense, less tax indemnification income.