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

(in thousands, except per share data – unaudited)

**Three Months Ended** 

	September 30, 2024							<b>September 30, 2023</b>							
		GAAP	Adjustments		Non-GAAP Adjusted			GAAP		Adjustments		Non-GAAP Adjusted			
Revenues	\$	378,734	_		\$	378,734	\$	319,946		_	\$	319,946			
Cost of goods sold (a)		136,608	(16,327	)		120,281		119,995		(14,903)		105,092			
Gross profit		242,126	16,327			258,453		199,951		14,903		214,854			
Operating expenses															
Sales and marketing (b)		43,719	(3,824	)		39,895		37,399		(2,823)		34,576			
General and administrative (c)		40,516	(8,200	)		32,316		35,741		(7,552)		28,189			
Research and development (d)		24,148	(3,013	)		21,135		14,450		(1,904)		12,546			
Total operating expenses		108,383	(15,037	)		93,346		87,590		(12,279)		75,311			
Operating income		133,743	31,364			165,107		112,361		27,182		139,543			
Interest expense		4,903	_			4,903		5,054		_		5,054			
Investment in equity securities - unrealized gain		(37,325)	37,325			_		_		_		_			
Other income		(9,953)	_			(9,953)		(52,649)		51,789		(860)			
Income before income taxes		176,118	(5,961)	)		170,157		159,956		(24,607)		135,349			
Income tax expense (e)		45,025	1,048			46,073		27,999		4,256		32,255			
Net income	\$	131,093	\$ (7,009)	)	\$	124,084	\$	131,957	\$	(28,863)	\$	103,094			
Net income per common share - diluted	\$	1.79			\$	1.70	\$	1.88			\$	1.47			
Weighted-average common shares outstanding - diluted		73,065	_			73,065		70,046				70,046			
Depreciation expense	\$	5,060		_	\$	5,060	\$	2,901	_		\$	2,901			
Amortization expense	\$	11,908			\$	11,908	\$	11,659			\$	11,659			

- (a) Includes stock and incentive plan compensation, amortization of acquired intangible assets, ARO acceleration and other related costs, and other non-recurring charges.
- (b) Includes stock and incentive plan compensation.
- (c) Includes stock and incentive plan compensation, acquisition-related costs, contingent consideration fair value adjustments, campus consolidation costs, non-recurring strategic initiatives, and other non-recurring charges.
- (d) Includes stock and incentive plan compensation, strategic collaboration and license costs, and other non-recurring charges.
- (e) The income tax effect of the adjustments between GAAP net income 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.

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

(in thousands, except per share data – unaudited)

Nine Months Ended

	Nine Months Ended														
	September 30, 2024							September 30, 2023							
		GAAP	Non-GAA		Non-GAAP Adjusted		GAAP	Adjustments		Non-GAAP Adjusted					
Revenues	\$	1,142,800		_	\$	1,142,800	\$	942,430		_	\$	942,430			
Cost of goods sold (a)		403,054		(42,561)		360,493		462,756		(165,410)		297,346			
Gross profit		739,746		42,561		782,307		479,674		165,410		645,084			
Operating expenses															
Sales and marketing (b)		134,300		(9,692)		124,608		106,472		(7,044)		99,428			
General and administrative (c)		135,820		(28,243)		107,577		85,163		(11,264)		73,899			
Research and development (d)		132,773		(74,166)		58,607		60,883		(20,737)		40,146			
Total operating expenses		402,893		(112,101)		290,792		252,518		(39,045)		213,473			
Gain on sale of assets		6,254		(6,254)											
Operating income		343,107		148,408		491,515		227,156		204,455		431,611			
Interest expense		14,624		_		14,624		14,978		_		14,978			
Investment in equity securities - unrealized gain		(75,492)		75,492		_		_		_		_			
Other income		(27,785)				(27,785)		(60,362)		51,789		(8,573)			
Income before income taxes		431,760		72,916		504,676		272,540		152,666		425,206			
Income tax expense (e)		107,528		27,907		135,435		49,259		61,093		110,352			
Net income	\$	324,232	\$	45,009	\$	369,241	\$	223,281	\$	91,573	\$	314,854			
Net income per common share - diluted	\$	4.55			\$	5.18	\$	3.18			\$	4.48			

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

\$

71,331

15,057

31,961

\$

70,268

9,616

35,132

70,268

9,616

35,132

\$

(b) Includes stock and incentive plan compensation.

71,331

15,057

31,961

Weighted-average common shares

outstanding - diluted

Depreciation expense

Amortization expense

- (c) Includes stock and incentive plan compensation, acquisition-related costs, contingent consideration fair value adjustments, campus consolidation costs, non-recurring strategic initiatives, and other non-recurring charges.
- (d) Includes stock and incentive plan compensation, strategic collaboration and license costs, impairment of long-lived assets, and other non-recurring charges.
- (e) The income tax effect of the adjustments between GAAP net income 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.

# Reconciliation of GAAP to Non-GAAP Financial Measures

(in thousands, except per share data – unaudited)

**Three Months Ended** 

	Three Months Ended												
	June 30, 2024							September 30, 2024					
		GAAP	Ac	djustments		lon-GAAP Adjusted		GAAP	Adjustments	ľ	Non-GAAP Adjusted		
Revenues	\$	394,091			\$	394,091	\$	378,734		\$	378,734		
Cost of goods sold (a)		138,317		(13,671)		124,646		136,608	(16,327)	)	120,281		
Gross profit		255,774		13,671		269,445		242,126	16,327		258,453		
Operating expenses													
Sales and marketing (b)		45,035		(3,076)		41,959		43,719	(3,824)	)	39,895		
General and administrative (c)		47,409		(10,684)		36,725		40,516	(8,200)	)	32,316		
Research and development (d)		60,601		(40,956)		19,645		24,148	(3,013)	)	21,135		
Total operating expenses	_	153,045	_	(54,716)		98,329	_	108,383	(15,037)		93,346		
Operating income		102,729		68,387		171,116		133,743	31,364		165,107		
Interest expense		4,862		_		4,862		4,903	_		4,903		
Investment in equity securities – unrealized loss (gain)		22,537		(22,537)		_		(37,325)	37,325	i			
Other income	_	(9,044)	_	<u> </u>		(9,044)	_	(9,953)			(9,953)		
Income before income taxes		84,374		90,924		175,298		176,118	(5,961)	)	170,157		
Income tax expense (e)	_	22,301	_	26,158		48,459	_	45,025	1,048		46,073		
Net income	\$	62,073	\$	64,766	\$	126,839	\$	131,093	\$ (7,009)	\$	124,084		
Net income per common share - diluted	\$	0.88			\$	1.80	\$	1.79		\$	1.70		
Weighted-average common shares outstanding - diluted		70,601				70,601		73,065	_		73,065		
Depreciation expense	\$	4,591			\$	4,591	\$	5,060		\$	5,060		
Amortization expense	\$	10,122	_		\$	10,122	\$	11,908		\$	11,908		

- (a) Includes stock and incentive plan compensation, amortization of acquired intangible assets, and other non-recurring charges.
- (b) Includes stock and incentive plan compensation.
- (c) Includes stock and incentive plan compensation, acquisition-related costs, contingent consideration fair value adjustments, campus consolidation costs, and other non-recurring charges.
- (d) Includes stock and incentive plan compensation and strategic collaboration and license costs.
- (e) The income tax effect of the adjustments between GAAP net income 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.

# **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 (income) expense, net and income tax expense, net of indemnification income.

The below table presents Management EBITDA for the three and nine months ended September 30, 2024 and 2023, respectively:

	Three Mor Septem			Nine Months Ended September 30,				
	2024	2023		2024	2023			
Adjusted net income	\$ 124,084	\$	103,094	\$	369,241	\$	314,854	
Depreciation expense	5,060		2,901		15,057		9,616	
Interest (income) expense, net	(4,627)		513		(12,648)		2,888	
Income tax expense <sup>(a)</sup>	 46,047		35,926		135,355		113,696	
Management EBITDA	\$ 170,564	\$	142,434	\$	507,005	\$	441,054	

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