

SILVACO

Innovative Semiconductor Design and
Manufacturing Through AI, Digital Twin
Modeling, Simulation Software and Automation

From Atoms to Systems

Investor Presentation January 2025

Needham's 27th Annual Growth Conference

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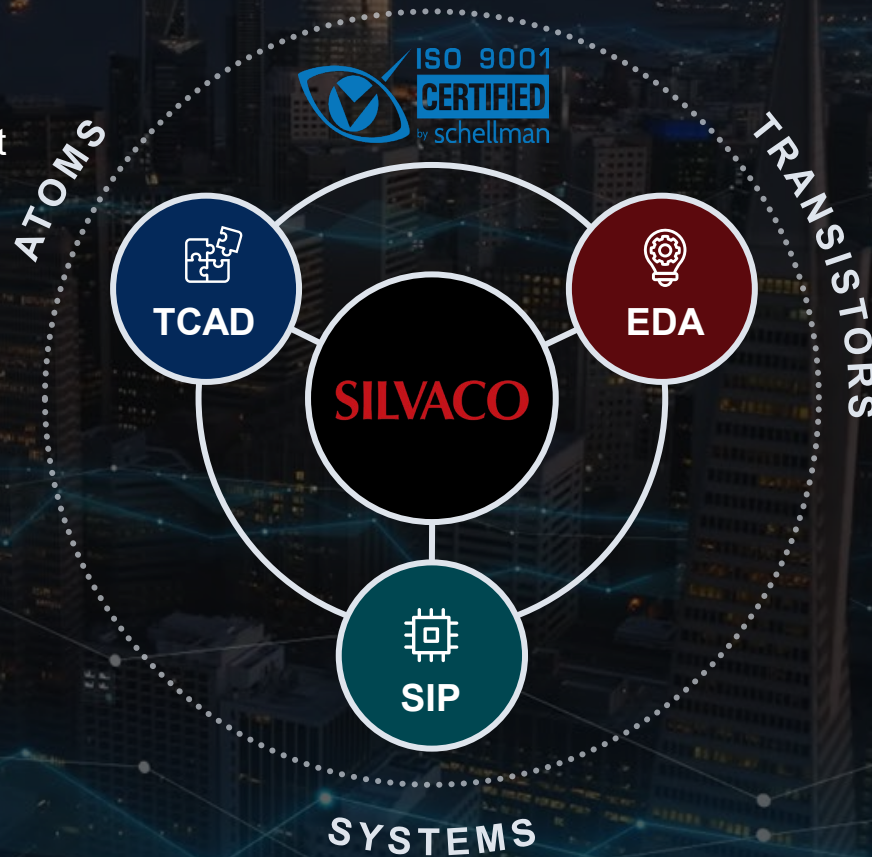
In addition to the financials presented in accordance with U.S. generally accepted accounting principles ("GAAP"), this presentation includes non-GAAP gross profit, non-GAAP gross profit margin, non-GAAP operating income (loss), and non-GAAP operating income (loss) margin. Non-GAAP metrics have limitations as analytical tools and you should not consider them in isolation or as a substitute for or superior to the most directly comparable financial measures prepared in accordance with U.S. GAAP. There are a number of limitations related to the use of non-GAAP metrics versus their nearest GAAP equivalents. Other companies, including companies in our industry, may calculate non-GAAP metrics differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP metrics as tools for comparison. We urge you to review the reconciliation of Silvaco's non-GAAP metrics to the most directly comparable GAAP financial measures, and not to rely on any single financial measure to evaluate our business. See the Appendix for reconciliation between each non-GAAP metric and the most comparable GAAP measure.

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Silvaco At-A-Glance

Simulation software platforms and digital twin modeling in semiconductor design & manufacturing

- Silvaco is a provider of TCAD, EDA simulation software, and SIP solutions that enable chip design, digital twin modeling and simulation utilizing AI and Machine Learning
- Decades of deep expertise in modeling, and simulation software from concept to design and manufacturing
- Silvaco's digital twin platform drives advances for next gen of power semis (SiC, GaN), displays, memory devices, and advanced CMOS technologies



800+⁽¹⁾
Customers

#2⁽²⁾
Global TCAD revenue

1984
Founded in 1984
270+Employees⁽¹⁾

2019
Relaunched with
new management team

Silicon Valley, USA
Global presence with HQ and R&D
in Silicon Valley, USA

1) Data as of September 30, 2024
2) 2023 Annual Electronic Design Market Data, Electronic System Design Alliance

Silvaco Milestone Achievements

Growth expansion, Compliance and Operational Excellence



Expanded FTCO platform adoption in May and October 2024



Announced a partnership with Micon Global to expand Silvaco's reach across the EMEA market, leveraging Micon's expertise to deliver cutting-edge TCAD, EDA, and SIP solutions to new customers – December 2024



Joined the SMART USA Institute under the CHIPS Manufacturing USA program to advance digital twin technologies in semiconductor manufacturing, reinforcing Silvaco's leadership in innovation – December 2024



Expanded Victory TCAD and Digital Twin Modeling Platform to Planar CMOS, FinFET and Advanced CMOS Technologies – Necessary step to enable FTCO for Advanced Process – September 2024



Achieved ISO 9001 Certification of TCAD, EDA, and IP Products - October 2024



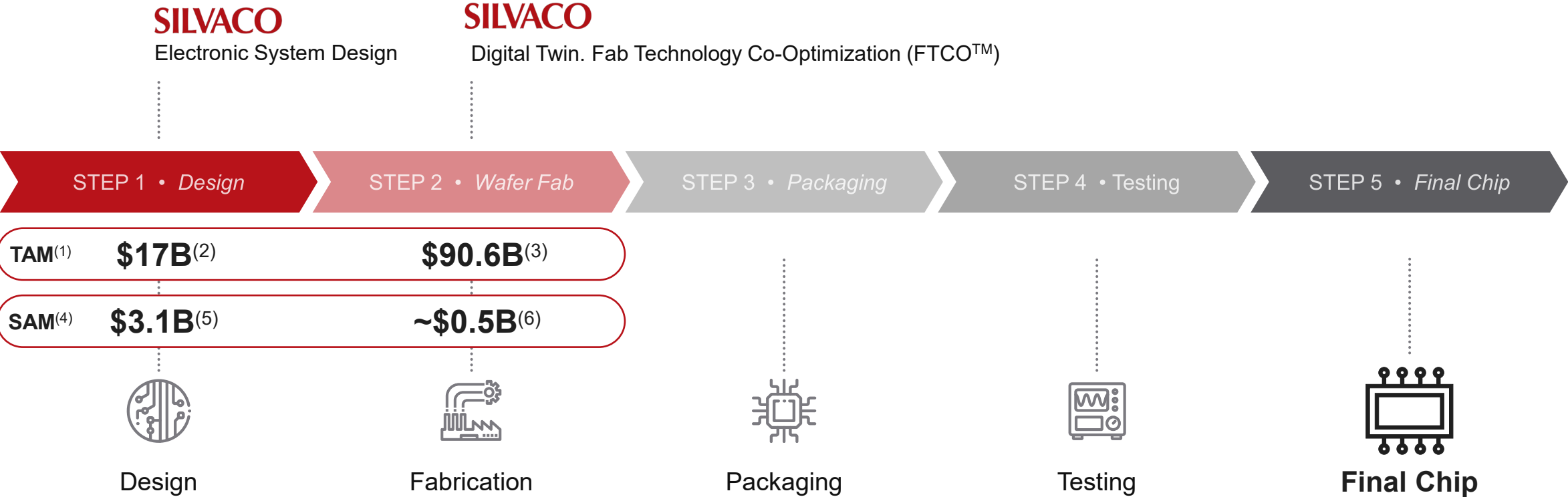
Legal Resolution: The Ninth Circuit Court of Appeals affirmed the dismissal of all claims against Silvaco brought by Aldini AG – December 2024



Litigation Update: Ruling in favor of Silvaco, denying a motion for prejudgment interest in the Nangate Denmark ApS litigation - December 2024

Electronic Design and Manufacturing Software Enables Value Chain

Silvaco is expanding market SAM using AI-based digital twin modeling & simulation



1) Total Addressable Market (“TAM”) 2) 2023 ESDA total reported EDA and SIP revenue 3) 2023 revenue based on SEMI press release: <https://www.semi.org/en/news-media-press-releases/semi-press-releases/global-total-semiconductor-equipment-sales-forecast-to-reach-record-%24124-billion-in-2025-semi-reports> 4) Serviceable Addressable Market (“SAM”) 5) Based on ESDA's breakdown of the EDA software market, which includes SIP, Silvaco estimates its solutions compete in portions of the EDA software market representing \$3.1 billion of the global aggregate EDA software market. 6) Silvaco estimate of SAM for its FTCO solution

Large and Growing Market Opportunity Serving Numerous Applications

Solving complex design challenges across end markets



Silvaco's Core Focus Markets

Power



EV & HEV
Automobiles



Datacenters



Industrial

Display



Flatscreen
TVs



Wearables



Automotive
Display

Memory



DRAM
Products



Flash Memory
Products



Artificial
Intelligence

Silvaco's Other Key Markets

Automotive



Vehicle
Electrification



Vehicle
Connectivity



ADAS

IoT Device



Industrial
Robotics



Smart
Homes



Predictive
Maintenance

HPC



Genomic
Sequencing



Artificial
Intelligence



Quantum
& Photonics
Computing

5G / 6G



4G to 5G/6G
Transition



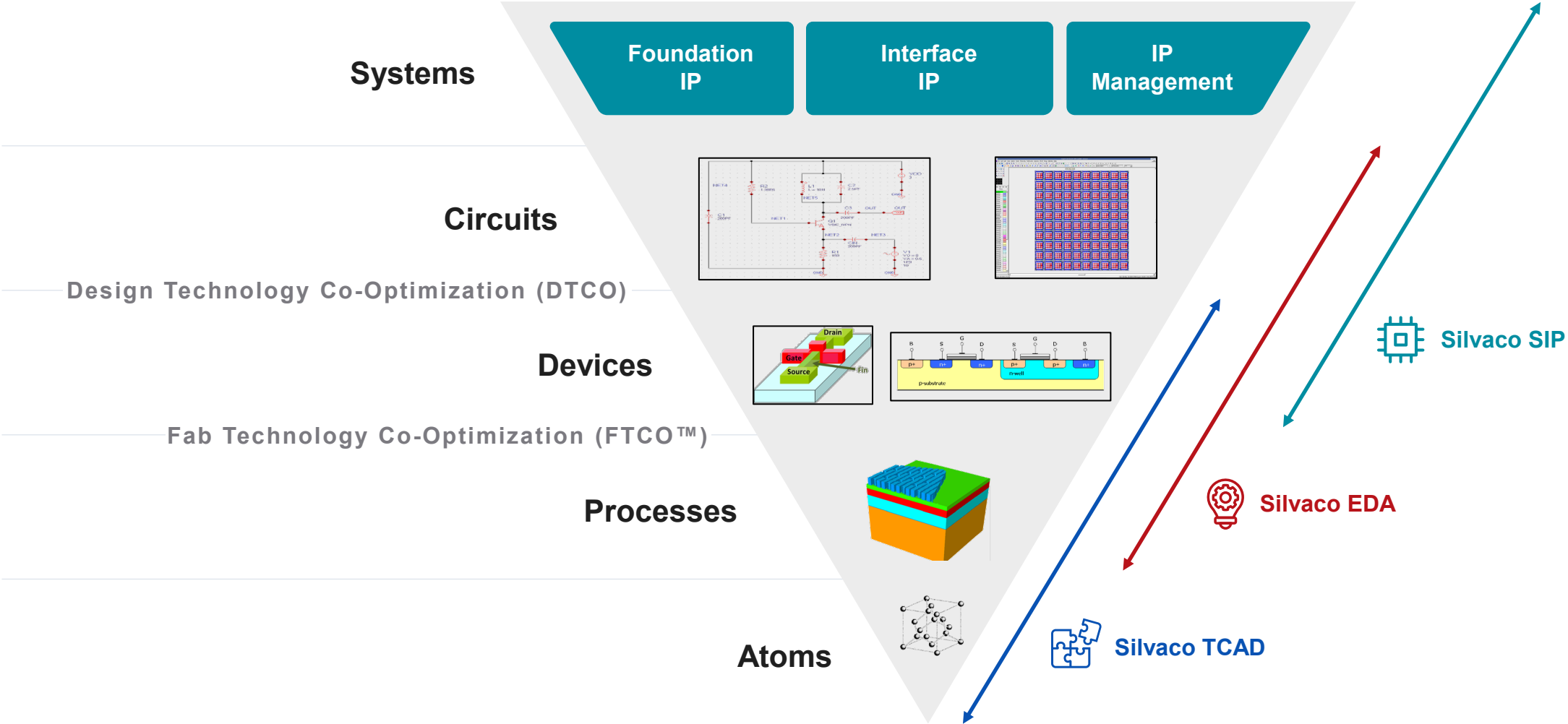
High-bandwidth,
Low-latency



Lower Process
Technology
Nodes

1) Based on ESDA's breakdown of the EDA software market, which includes SIP, Silvaco estimates its solutions compete in portions of the EDA software market representing \$3.1 billion of the global aggregate EDA software market.

From Atoms to Systems – Silvaco Solutions

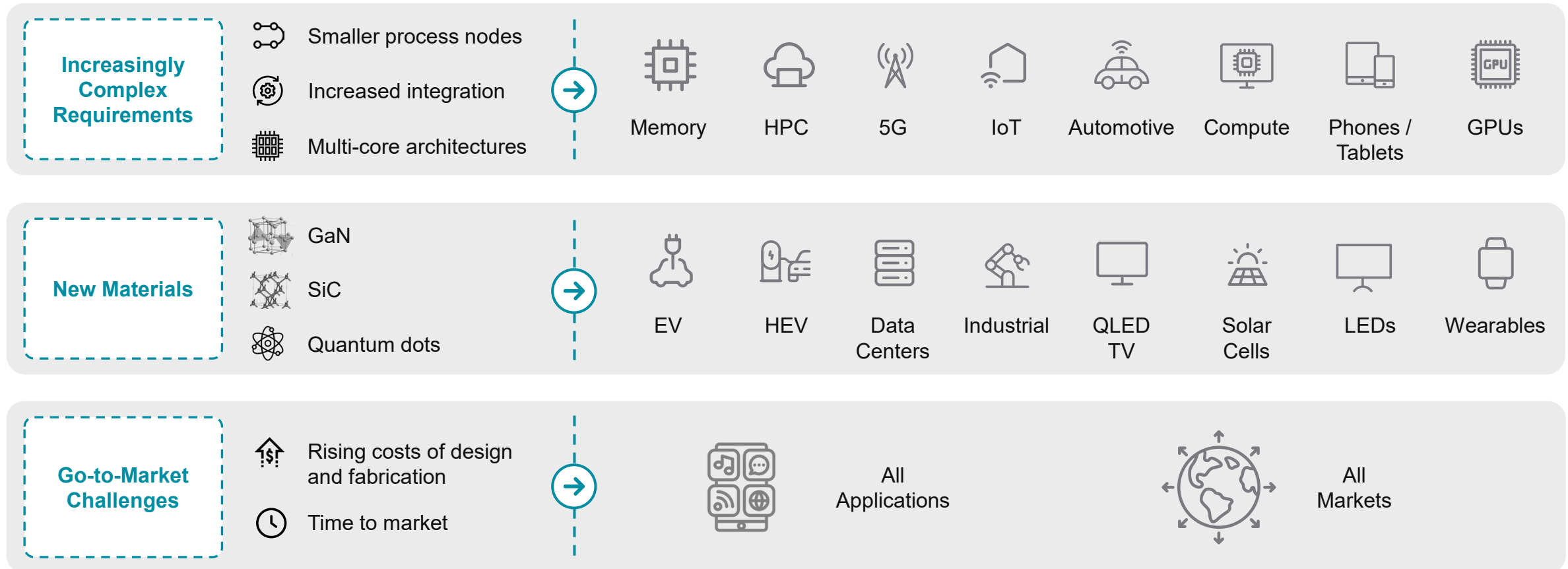


A New Era of Semiconductor Design Challenges

Complexity, New Materials, Go-to-Market

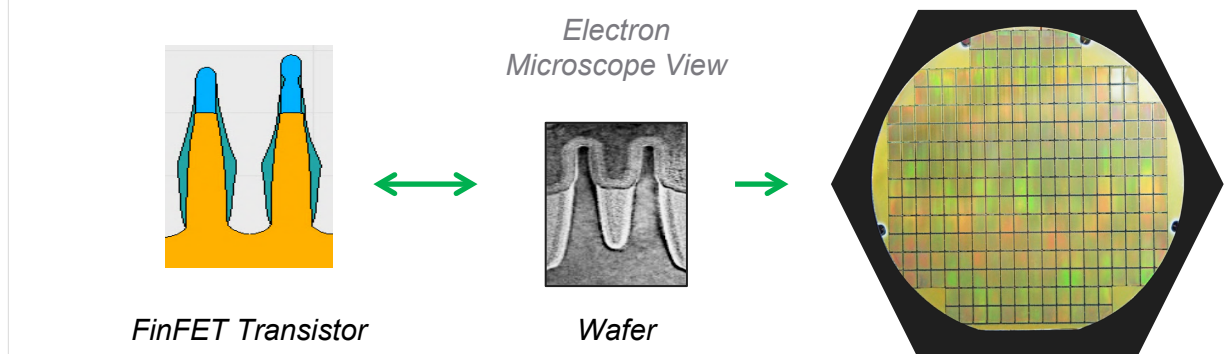
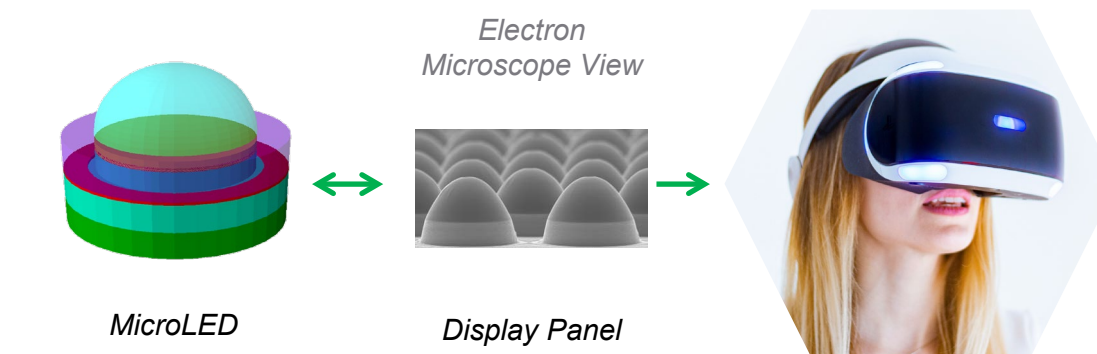
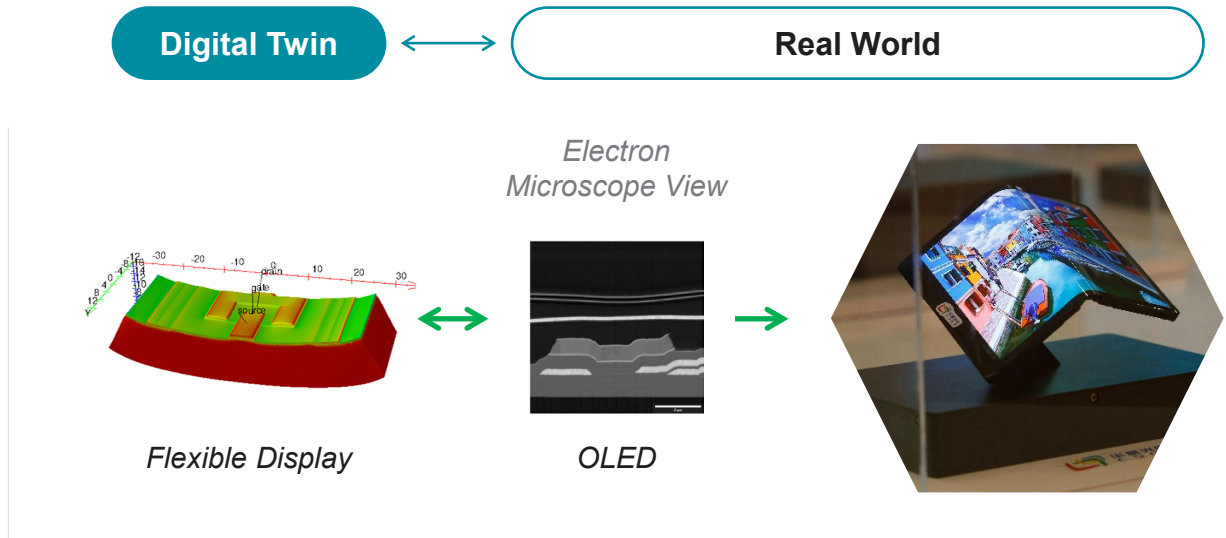
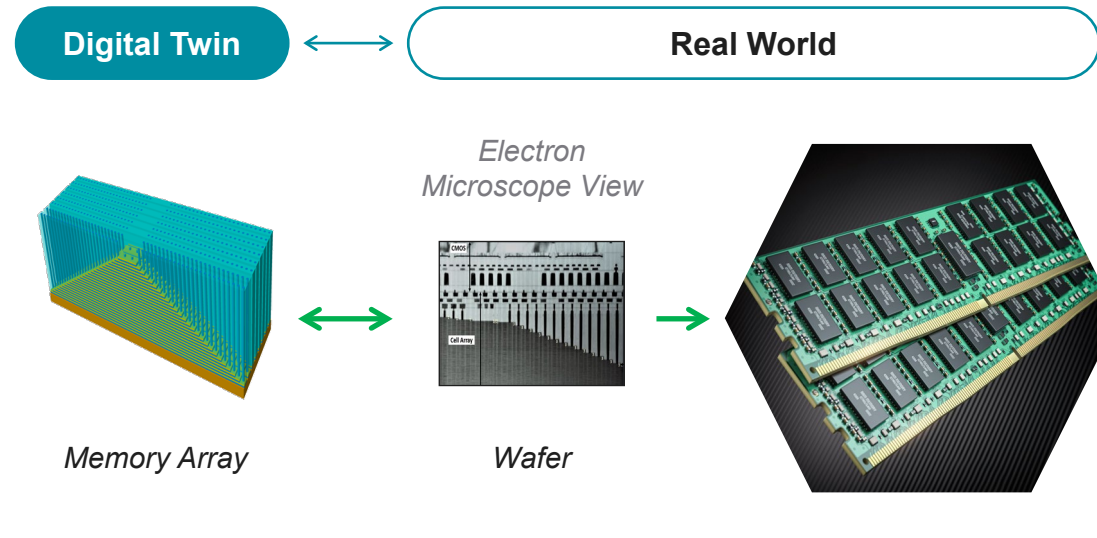
Numerous Design Challenges....

...Facing Diverse End Markets / Applications



Digital Twin Model(s)

A simulatable physics based digital counterpart that mirrors the form, fit and function of the physical world



Four Uses of AI in EDA Industry

Silvaco is leveraging AI to close the gap between design and fabrication to improve yield

Design Self-Optimizing Tools⁽¹⁾

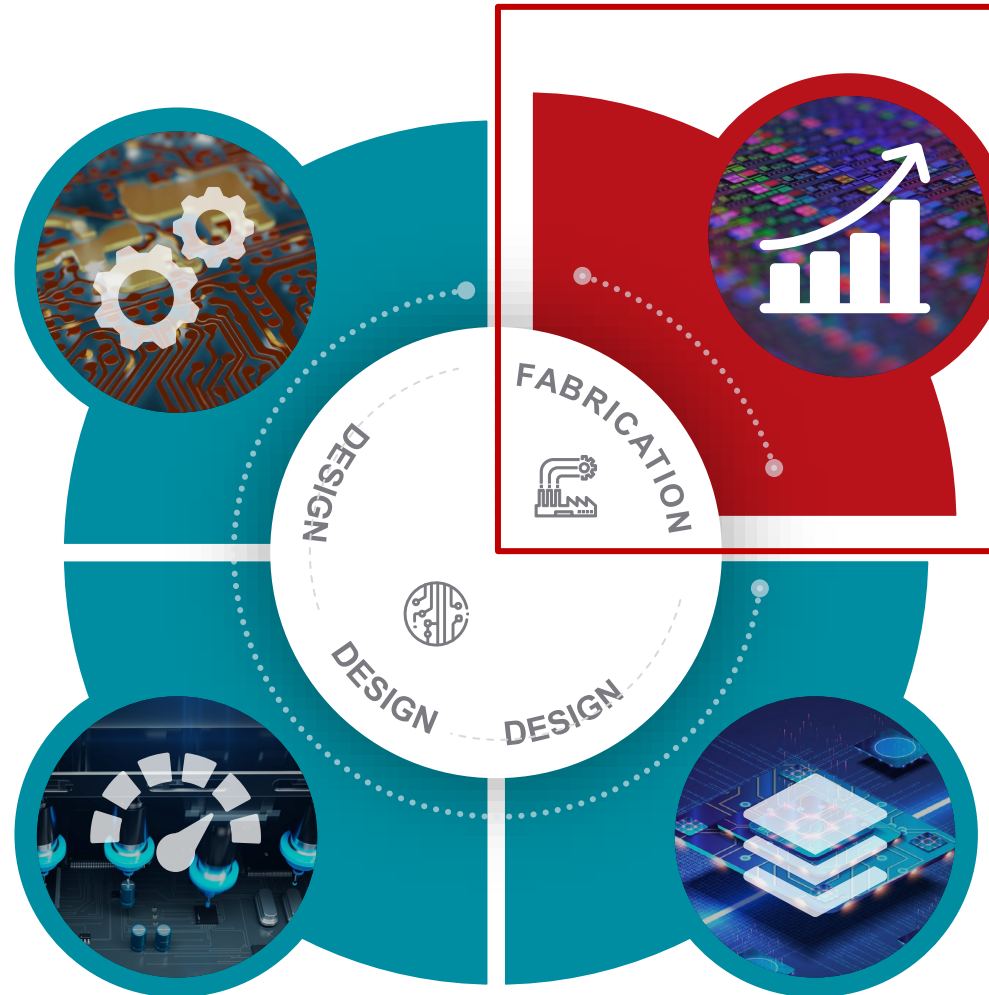
Improve Performance of Existing Design Tools

- Training for specific capability
- Reinforcement learning
- Efficiency improvement
- Optimum results in less time

Design Assistant⁽¹⁾

Build Foundation Models From Design Experience

- Machine learning foundation models
- Learns about design and style
- Design strategy recommendations
- Understanding of intent



Fab Assistant⁽²⁾

Build Digital Twin of Fab Process

- Use manufacturing data to develop Digital Twin of Fab
- Builds a Real-Time model of Fab Process
- Fab engineers run experiments on desktop
- Identifies issues that impact yield, faster and earlier

Generative Design⁽¹⁾

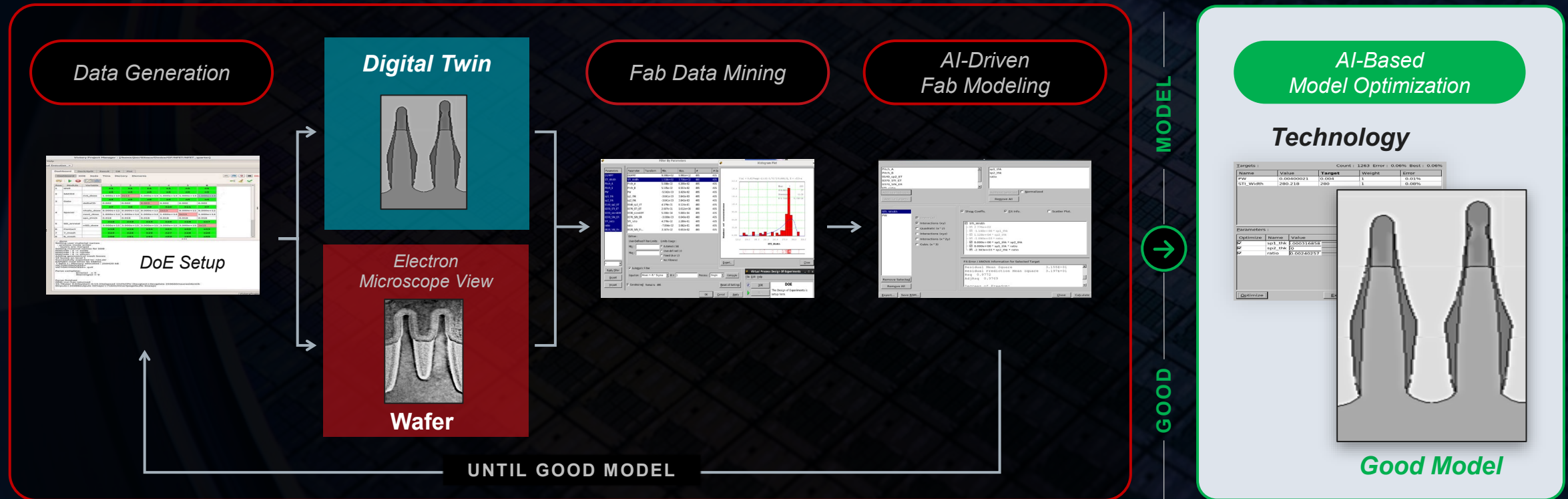
Expand Assistant Capabilities

- Deep learning on mega data
- Generate new data
- Self-supervised learning
- Design generated from requirements

1) Source: DAC 2023 Keynote, Wally Rhines, President & CEO Cornami, Inc. & independent director of Silvaco 2) Source: Silvaco

Silvaco's AI-Driven Fab Technology Co-Optimization (FTCO™)

Removing cost of trial-and-error by utilizing AI-generated digital twin models

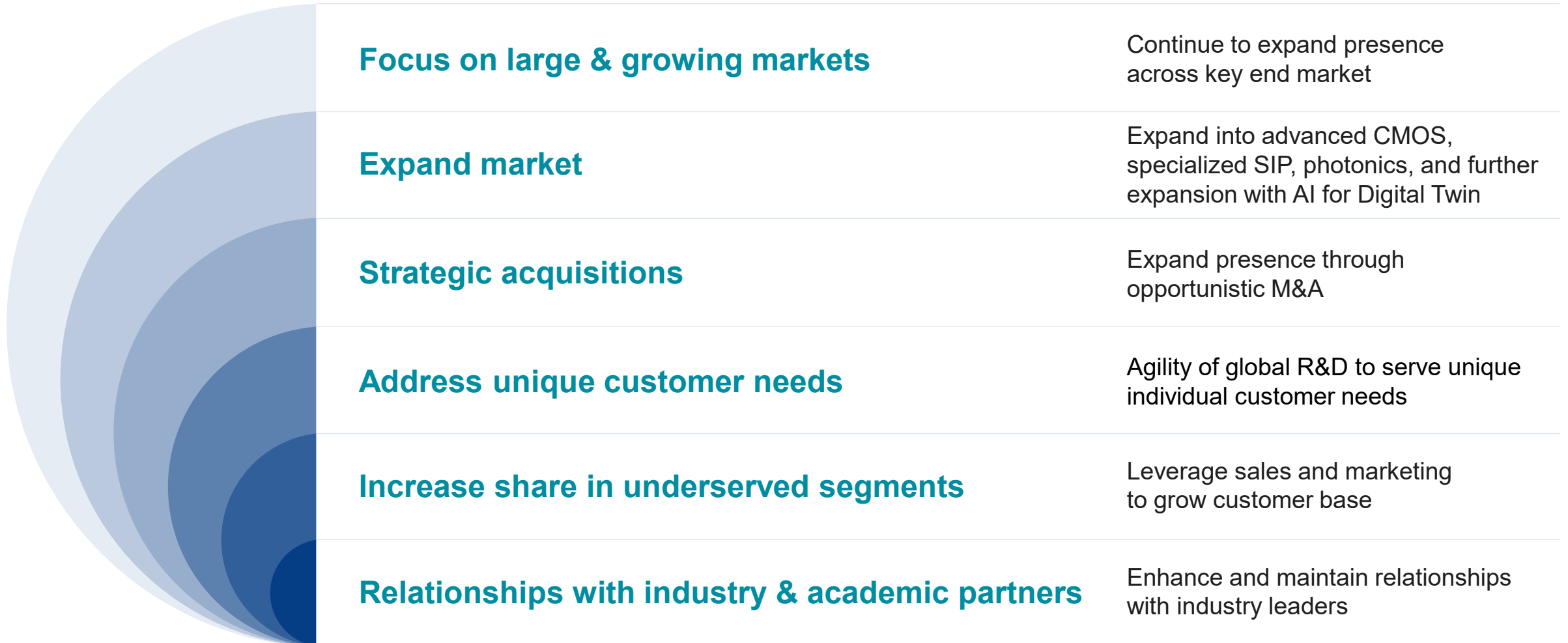


→ Artificial intelligence-based solution for wafer-level fabrication facilities: Memory, CMOS, SiC, GaN, etc.

→ Uses manufacturing data to perform statistical and physics-based machine learning software simulations to create a computer model or 'digital twin'

Growth Strategy Summary

Growing TAM in semiconductor and photonics



Why Customers Choose Silvaco

Electronic system design software is a crucial part of the semiconductor value chain



Differentiated Platforms

- Power
- Display
- Memory



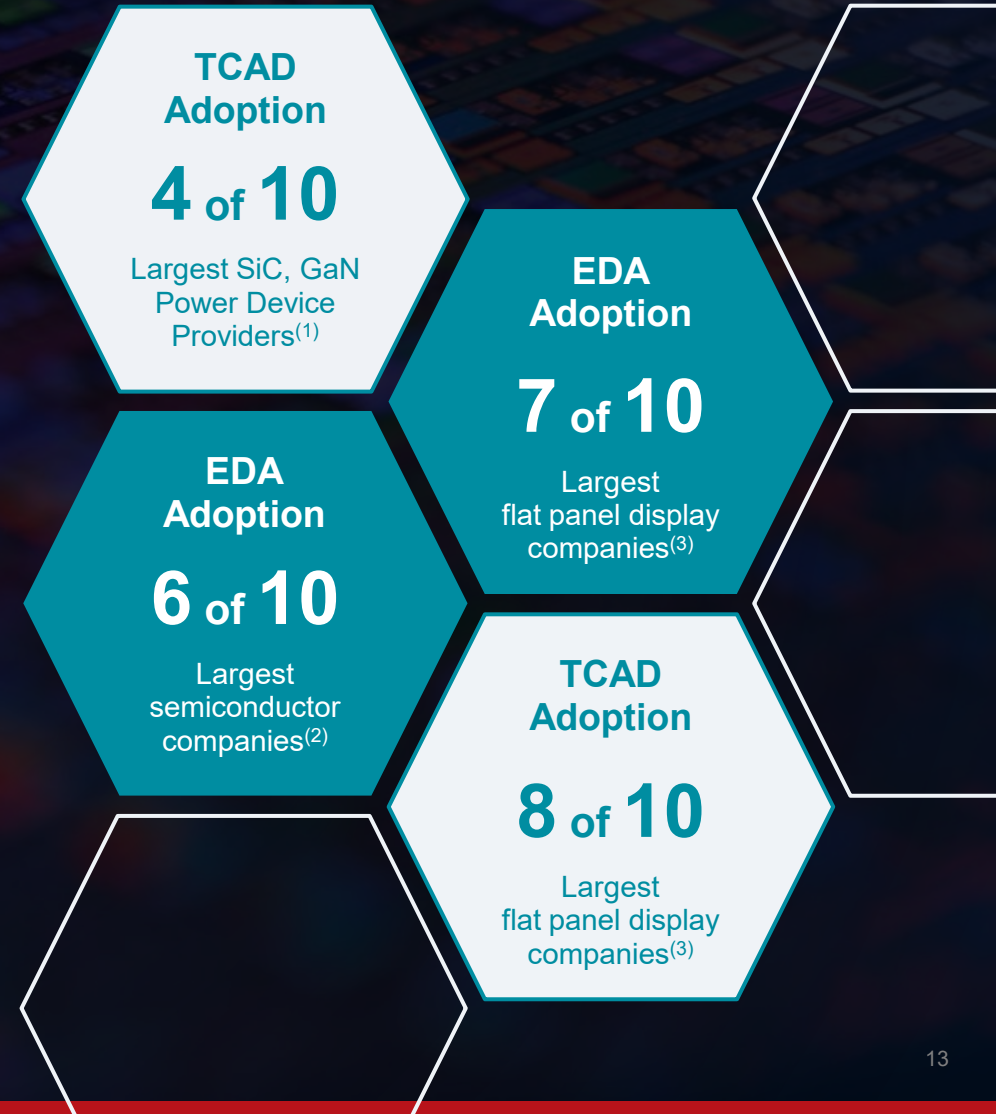
Deeply Embedded in Our Customers' R&D

- Advanced technology understanding
- Agility to respond to customer' needs (Agile R&D)

1) 2023 Future Market Insight SiC and GaN Semiconductor Market Report

2) Largest in terms of revenue according to companiesmarketcap.com

3) Largest in terms of revenue from Q3'2023 to Q2'2024 according to Display Supply Chain Consultants (DSCC)



Silvaco Financial Highlights

Growth expansion, Compliance and Operational Excellence

Q4 2024 Preliminary Unaudited Financial Highlights

- Record fourth quarter 2024 bookings are expected to range between \$20.1 and \$20.4 million, up year-over-year by 29% to 31%.
- Record Fourth quarter 2024 revenue is expected to range between \$17.7 and \$18.1 million, up year-over-year by 41% to 45%.
- Fourth quarter 2024 signed 13 new customers as well as expanded our relationship with several existing customers across key markets including photonics, power, automotive, memory, and foundry.
- Fourth quarter 2024 GAAP gross margin is anticipated to reach 85% to 87%. Fourth quarter 2024 non-GAAP gross margin¹ is anticipated to reach 88% to 90%, up from 79% (GAAP and non-GAAP) in the fourth quarter of 2023.



FY 2024 Preliminary Unaudited Financial Highlights

- Record 2024 bookings are expected to range between \$65.5 and \$65.9 million, up year-over-year approximately 13%.
- Record 2024 revenue is expected to range between \$59.5 and \$59.9 million, up year-over-year approximately 10%.
- 2024 signed 46 new customers as well as expanded our relationship with several existing customers across key markets including power, automotive, government/mil-aero, photonics, IOT, 56/6G, memory, and foundry.
- 2024 GAAP gross margin is anticipated to reach 79% to 81%. 2024 non-GAAP gross margin¹ is anticipated to reach 85% to 87%, up from 83% (GAAP and non-GAAP) in 2023.



Highly Recurring Model with Multiple Growth Vectors

Electronic system design software is a crucial part of the semiconductor value chain



Global Presence

A comprehensive and expanding international strategy that effectively meets diverse customer needs.



FTCO™ Digital-Twin Modeling

Promoting the adoption of our digital-twin modeling product for fab process optimization in memory and other emerging technologies.



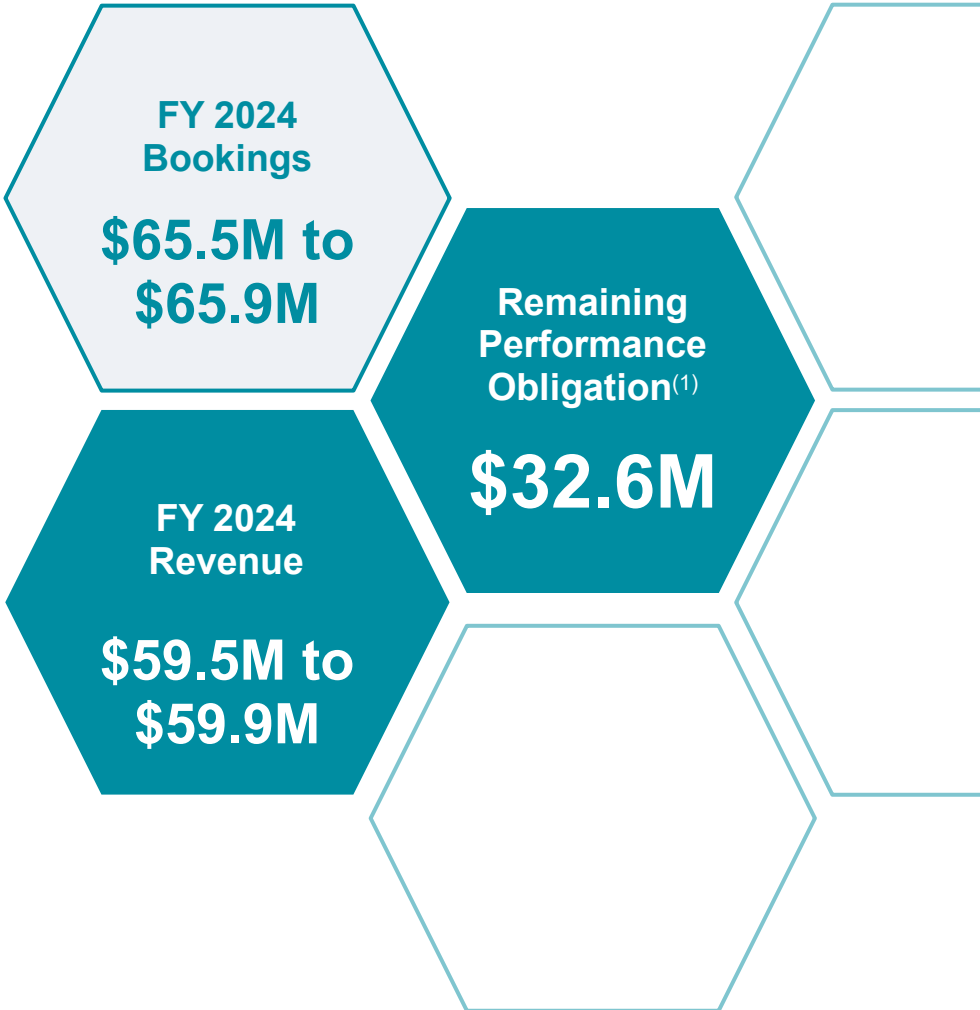
Technology and Product Development

Our R&D is focused on advancing our technology and products in collaboration with strategic customers and partners to drive next-generation technology.



Strategic Acquisitions

Our experienced team has the experience and resources to enable us to identify and execute upon actionable growth opportunities.



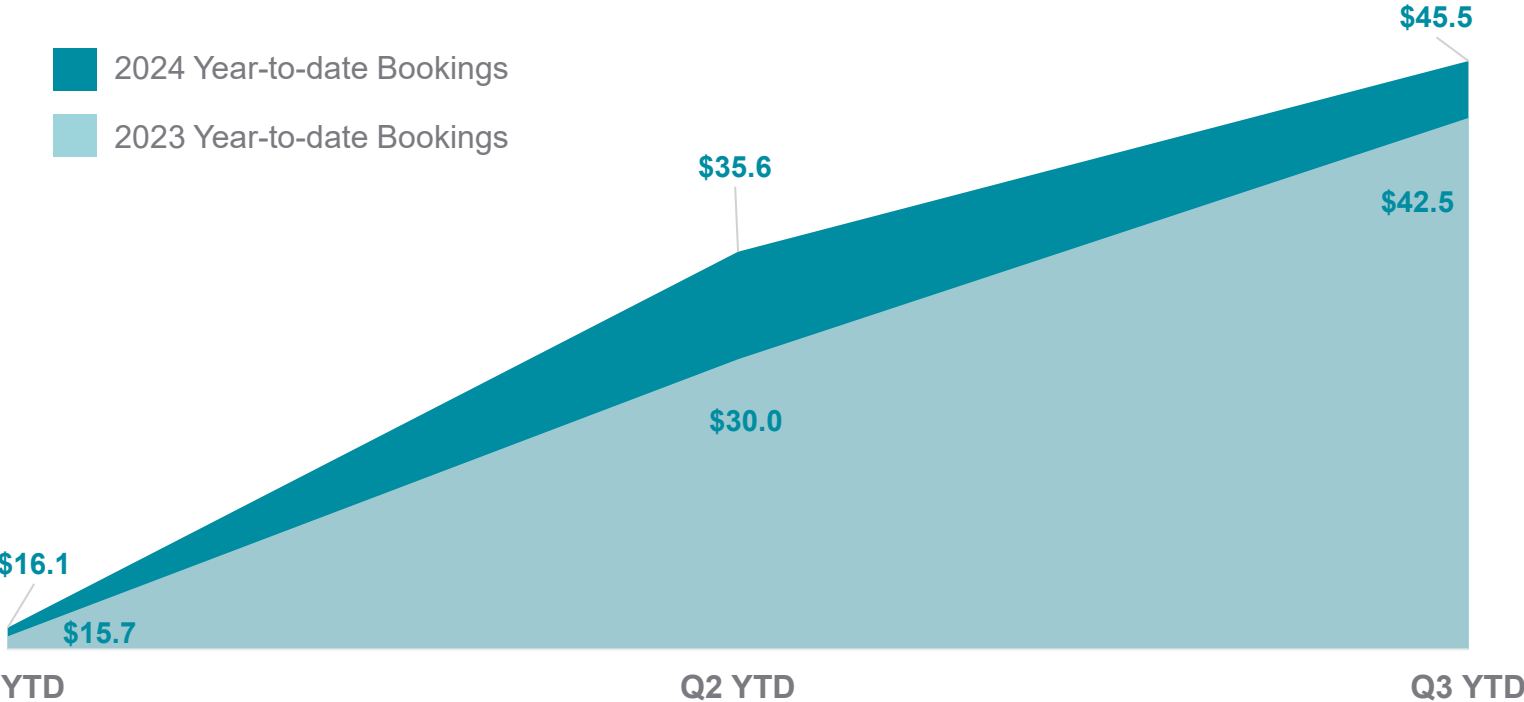
1) Remaining Performance Obligation represents contracted revenue that has not yet been recognized, which includes both deferred revenue and backlog, net of cancellations and adjustments, was \$32.6 million as of September 30, 2024.

Q3-24 Bookings Performance

(\$ in millions)

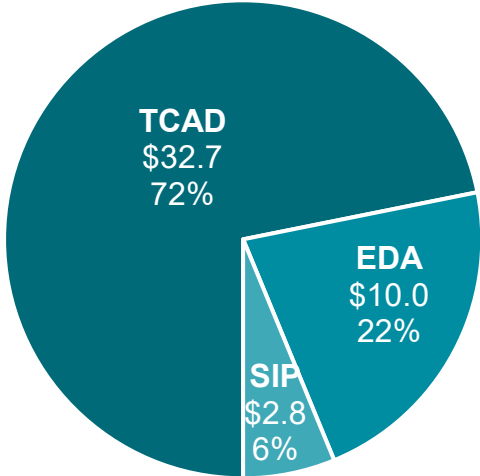
Quarterly Bookings Trend

- Q3-24 YTD Bookings up 7% from previous year
- Q3-24 YTD 33 New Customer Wins including 14 in Q3-2024 alone.
- Remaining Performance Obligation⁽¹⁾ of \$32.6 million as of September 30, 2024.



Q3-24 YTD Bookings by Product

- **TCAD:** Up \$5.7 million and 21% from previous year driven by FTCO™ digital-twin modeling product sale to memory customer.
- **EDA:** Down \$0.8 million and 8% from previous year due in part due to large display customer renewal in Q3-23.
- **SIP:** Down \$2.0 million and 41% from previous year. Key agreement renewed in Q2-24.



1) Remaining Performance Obligation represents contracted revenue that has not yet been recognized, which includes both deferred revenue and backlog, net of cancellations and adjustments.

Q3-24 YTD Revenue Performance

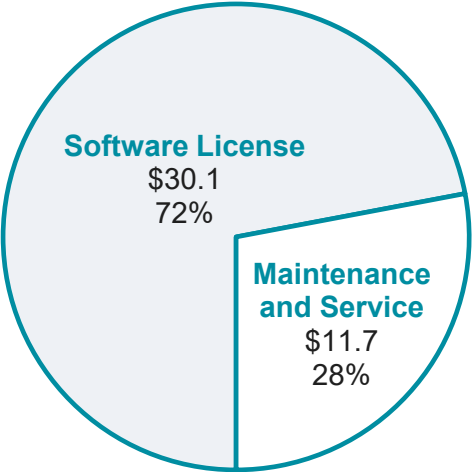
(\$ in millions)

Revenue



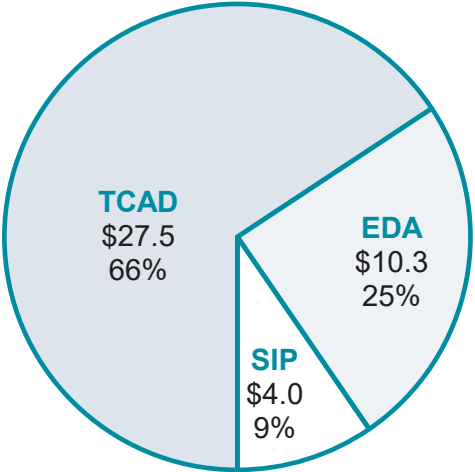
YTD Sales by Category

- **Software License:** Term-Based licenses (SEPI) (averaging 3 years) and semiconductor IP products
- **Maintenance & Service:** Provides additional consistent recurring revenue



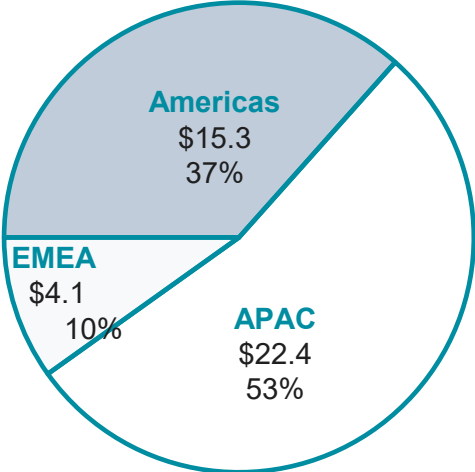
YTD Sales by Product

- **TCAD:** Up \$3.0 million and 12% from previous year driven by FTCO digital-twin modeling product sale to memory customer
- **EDA:** Down \$0.9 million and 8% from previous year
- **SIP:** Down \$2.1 million and 34% from previous year. Key agreement renewed in Q2-24.



YTD Sales by Country

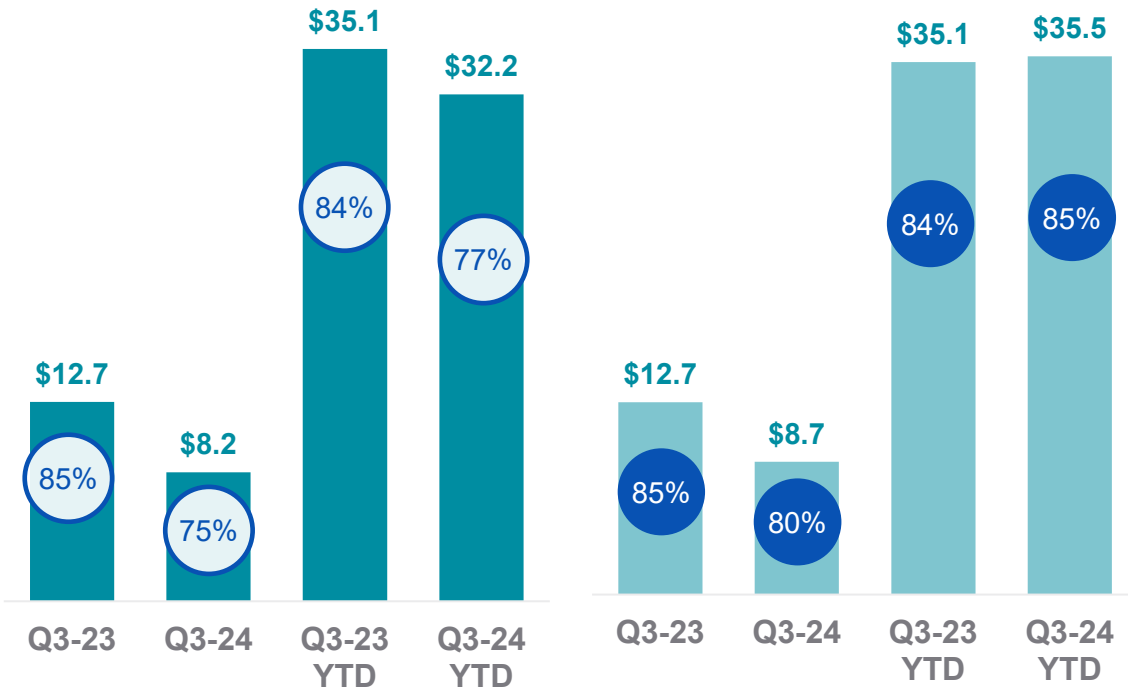
- **Americas:** Up \$2.0 million and 15% from previous year driven by higher TCAD sales.
- **APAC:** Down \$1.9 million and 8% from previous year on lower TCAD and IP sales.
- **EMEA:** Flat to previous year



Q3-24 Financial Summary

(\$ in millions)

Gross Profit and Gross Margin



■ GAAP Gross Profit

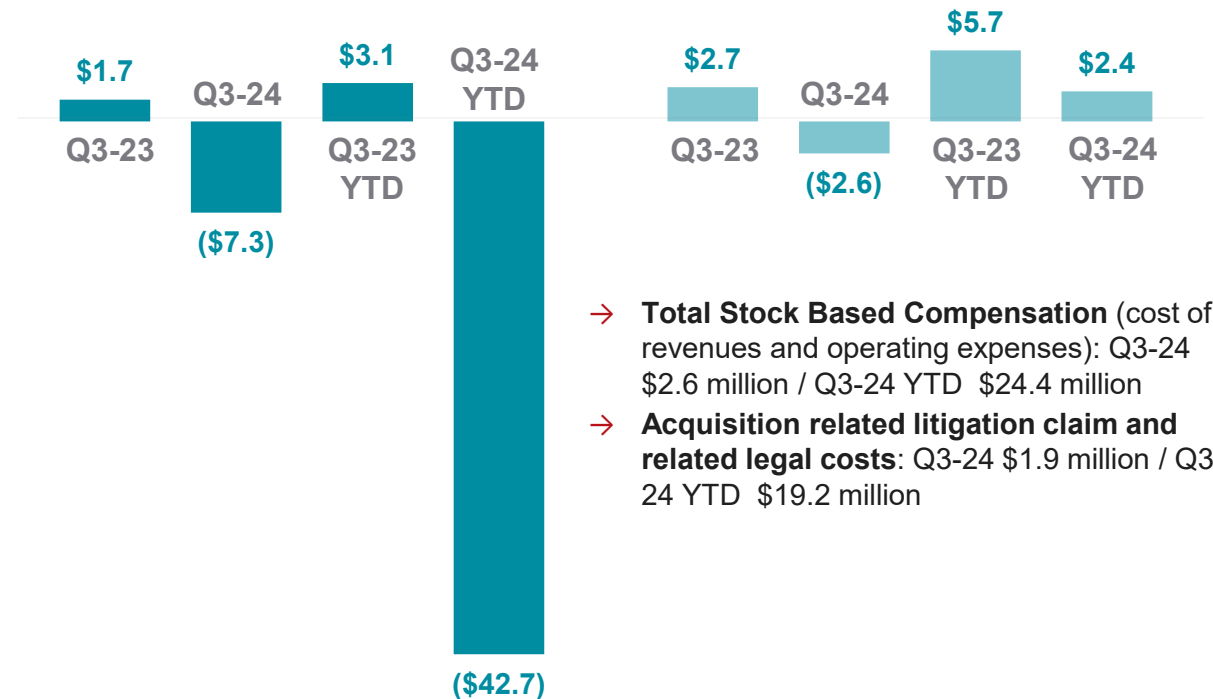
■ Non-GAAP Gross Profit⁽¹⁾

○ GAAP Gross Margin

● Non-GAAP Gross Margin⁽¹⁾

→ **Stock-based compensation** for cost of revenue: Q3-24 \$0.3 million / Q3-24 YTD \$2.8 million

Operating Income (Loss)



■ GAAP Operating Income (Loss)

■ Non-GAAP Operating Income (Loss)⁽¹⁾

- **Total Stock Based Compensation** (cost of revenues and operating expenses): Q3-24 \$2.6 million / Q3-24 YTD \$24.4 million
- **Acquisition related litigation claim and related legal costs:** Q3-24 \$1.9 million / Q3-24 YTD \$19.2 million

Q4 and FY 2024 GAAP Preliminary Unaudited Results

Fourth Quarter 2024

- **Gross bookings** in the range of \$20.1 million to \$20.4 million, reflecting a 29% to 31% increase from the fourth quarter of 2023.
- **Revenue** in the range of \$17.7 million to \$18.1 million, representing a 41% to 45% increase from the fourth quarter of 2023.
- **GAAP gross margin** in the range of 85% to 87%, increased from 79% in the fourth quarter of 2023.
- **GAAP net operating income (loss)** in the range of \$2.3 million to \$3.1 million, compared to (\$1.9) million in the fourth quarter of 2023.
- **GAAP net income (loss) per share** in the range of \$0.14 to \$0.18, compared to (\$0.11) in the fourth quarter of 2023.

Full Year 2024

- **Gross bookings** in the range of \$65.5 million to \$65.9 million, reflecting a ~13% increase from 2023.
- **Revenue** in the range of \$59.5 million to \$59.9 million, representing a ~10% increase from 2023.
- **GAAP gross margin** in the range of 79% to 81%, compared to 83% in 2023.
- **GAAP net operating income (loss)** in the range of (\$40.4) million to (\$39.6) million, compared to \$1.1 million in 2023.
- **GAAP net income (loss) per share** in the range of (\$1.49) to (\$1.55), compared to \$(0.02) in 2023.

Q4 and FY 2024 Non-GAAP Preliminary Unaudited Results

Fourth Quarter 2024

- **Gross bookings** in the range of \$20.1 million to \$20.4 million, reflecting a 29% to 31% increase from the fourth quarter of 2023.
- **Revenue** in the range of \$17.7 million to \$18.1 million, representing a 41% to 45% increase from the fourth quarter of 2023.
- **Non-GAAP gross margin** in the range of 88% to 90%, increased from 79% in the fourth quarter of 2023.
- **Non-GAAP operating income** in the range of \$2.6 million to \$3.4 million, compared to a net loss of \$1.3 million in the fourth quarter of 2023.
- **Non-GAAP net income per share** in the range of \$0.13 to \$0.17, compared to \$0.08 in the fourth quarter of 2023.

Full Year 2024

- **Gross bookings** in the range of \$65.5 million to \$65.9 million, reflecting a ~13% increase from 2023.
- **Revenue** in the range of \$59.5 million to \$59.9 million, representing a ~10% increase from 2023.
- **Non-GAAP gross margin** in the range of 85% to 87%, increased from 83% in 2023.
- **Non-GAAP operating income** in the range of \$5.0 million to \$5.8 million, compared to \$4.4 million in 2023.
- **Non-GAAP net income per share** in the range of \$0.23 to \$0.27, compared to \$0.17 in 2023.


GAAP gross margin is the most comparable GAAP measure to non-GAAP gross margin, GAAP operating income (loss) is the most comparable GAAP measure to non-GAAP operating income, and GAAP net income (loss) per share is the most comparable measure to Non-GAAP net income (loss) per share. Non-GAAP operating income excludes items such as certain transaction-related costs, IPO preparation costs, acquisition-related litigation claim and legal costs, stock-based compensation, amortization of acquired intangible assets, Payroll taxes related to IPO RSU lockup release, impairment charges and executive severance costs. Non-GAAP operating income (loss) excludes items such as certain transaction-related costs, IPO preparation costs, acquisition-related litigation claim and legal costs, stock-based compensation, amortization of acquired intangible assets, Payroll taxes related to IPO RSU lockup release, impairment charges and executive severance costs, loss incurred from the repayment of debt facility, change in fair value of contingent consideration recorded in connection with our acquisitions and increase in income tax expenses due to Non-GAAP adjustments. Please see the reconciliations for GAAP to Non-GAAP results in the Appendix of this presentation.


Silvaco Investment Highlights


Enabling customers' next-generation products

 **High Barrier to Entry** Trusted and differentiated platform backed by decades of investment and expertise

 **Large and Growing Market Opportunity** Current \$3.1B+ opportunity⁽¹⁾ and further expansion with AI for Digital Twin

 **Differentiated Capabilities Provide Competitive Advantages** TCAD, EDA, and Semiconductor IP, plus Digital Twin technology for fab process

 **Proven with Top Tier Customers** Growing customer base with top-tier customers in established and new markets

 **Team with Deep Industry Expertise** Experienced management team with proven track-record of executing growth and profitable strategies, aiming to transform Silvaco into a market leader

1) Based on ESDA's breakdown of the EDA software market, which includes SIP, Silvaco estimates its solutions compete in portions of the EDA software market representing \$3.1 billion of the global aggregate EDA software market.

Thank you. | **SILVACO**



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Reconciliation—Non-GAAP Gross Profit and Gross Margin

Appendix

(\$ in thousands)	Three Months Ended		Nine Months Ended	
	Sep. 30, 2023	Sep. 30, 2024	Sep. 30, 2023	Sep. 30, 2024
Gross Profit	\$12,670	\$8,186	\$35,088	\$32,201
Add:				
Stock-based compensation	—	313	—	2,780
Amortization of acquired intangibles ⁽¹⁾	—	249	—	498
Non-GAAP Gross Profit	\$12,670	\$8,748	\$35,088	\$35,479

	Three Months Ended		Nine Months Ended	
	Sep. 30, 2023	Sep. 30, 2024	Sep. 30, 2023	Sep. 30, 2024
Gross Margin	85%	75%	84%	77%
Add:				
Stock-based compensation	—	3%	—	7%
Amortization of acquired intangibles ⁽¹⁾	—	2%	—	1%
Non-GAAP Gross Margin	85%	80%	84%	85%

Note: We define non-GAAP Gross Profit and non-GAAP Gross Margin as our Gross Profit and Gross Margin adjusted to exclude stock-based compensation.

(1) Reflects the amortization of intangible assets attributable to our technology licenses.

Reconciliation—Non-GAAP Operating Income (Loss)

Appendix

	Three Months Ended		Nine Months Ended	
	Sep. 30, 2023	Sep. 30, 2024	Sep. 30, 2023	Sep. 30, 2024
<i>(\$ in thousands)</i>				
Operating Income (Loss)	\$1,742	(\$7,302)	\$3,070	(\$42,703)
Add:				
Stock-based Compensation	—	2,559	—	24,388
Acquisition-related estimated litigation claim and legal costs ⁽¹⁾	723	1,883	1,192	19,194
Amortization of acquired intangibles ⁽²⁾	82	295	257	661
IPO preparation costs ⁽³⁾	197	—	1,176	873
Non-GAAP Operating Income (Loss)	\$2,744	(\$2,565)	\$5,695	\$2,413

Note: We define non-GAAP operating income as our GAAP operating income (loss) adjusted to exclude certain costs, including certain transaction-related costs, IPO preparation costs, acquisition-related estimated litigation claim and costs, stock-based compensation expense, amortization of acquired intangible assets, impairment charges, and executive severance costs.

1) Reflects litigation-related expenses incurred in connection with our acquisitions and the estimated Nangate litigation claim.

2) Reflects the amortization of intangible assets attributable to our acquisitions and technology licenses.

3) Reflects one-time costs including third-party professional services fees and costs incurred in connection with, and in preparation for our Initial Public Offering.

Reconciliation—Non-GAAP Gross Margin

Appendix

	Three Months Ended		Twelve Months Ended	
	Dec. 31, 2023	Dec. 31, 2024*	Dec. 31, 2023	Dec. 31, 2024*
Gross Margin	79%	85% - 87%	83%	79% - 81%
Add:				
Stock-based compensation	—	approximately 1%	—	approximately 5%
Amortization of acquired intangibles ⁽¹⁾	—	approximately 1%	—	approximately 1%
Payroll taxes related to IPO RSU lockup release ⁽²⁾	—	approximately <1%	—	approximately <1%
Non-GAAP Gross Margin	79%	88% - 90%	83%	85% - 87%

* Preliminary unaudited results.

Note: We define non-GAAP Gross Margin as our Gross Margin adjusted to exclude certain costs including stock-based compensation, amortization of acquired intangibles, and payroll taxes related to IPO RSU lockup release.

(1) Reflects the amortization of intangible assets attributable to our technology licenses.

(2) Reflects taxes related to the release of vested RSUs previously subject to a liquidity provision, triggered by the IPO and subsequent lockup expiration.

Reconciliation—Non-GAAP Operating Income (Loss)

Appendix

(\$ in millions)	Three Months Ended		Twelve Months Ended	
	Dec. 31, 2023	Dec. 31, 2024*	Dec. 31, 2023	Dec. 31, 2024*
Operating Income (Loss)	(\$1.9)	\$2.3 to \$3.1	\$1.1	(\$40.4) to (\$39.6)
Add:				
Stock-based Compensation	—	approximately 2.5	—	approximately 26.9
Acquisition-related estimated litigation claim and legal costs ⁽¹⁾	0.5	approximately (3.4)	1.7	approximately 15.8
Amortization of acquired intangibles ⁽²⁾	0.1	approximately 0.3	0.3	approximately 1.0
IPO preparation costs ⁽³⁾	—	—	1.2	approximately 0.9
Payroll taxes related to IPO RSU lockup release ⁽⁴⁾	—	approximately 0.5	—	approximately 0.5
Executive Severance ⁽⁵⁾	—	approximately 0.4	—	approximately 0.4
Non-GAAP Operating Income (Loss)	(\$1.3)	\$2.6 to \$3.4	\$4.4	\$5.0 to \$5.8

* Preliminary unaudited results.

Note: We define non-GAAP operating income as our GAAP operating income (loss) adjusted to exclude certain costs, including certain transaction-related costs, IPO preparation costs, acquisition-related estimated litigation claim and costs, stock-based compensation expense, payroll taxes related to IPO RSU lockup release, amortization of acquired intangible assets, impairment charges, and executive severance costs.

1) Reflects litigation-related expenses incurred in connection with our acquisitions and the estimated Nangate litigation claim.

2) Reflects the amortization of intangible assets attributable to our acquisitions and technology licenses.

3) Reflects one-time costs including third-party professional services fees and costs incurred in connection with, and in preparation for our Initial Public Offering.

4) Reflects taxes related to the release of vested RSUs previously subject to a liquidity provision, triggered by the IPO and subsequent lockup expiration.

5) Includes executive severance which occurred in connection with management changes.

Reconciliation—Non-GAAP Net Income (Loss) Per Share

Appendix

	Three Months Ended		Twelve Months Ended	
	Dec. 31, 2023	Dec. 31, 2024*	Dec. 31, 2023	Dec. 31, 2024*
Net Income (Loss) Per Share	(\$0.11)	\$0.14 to \$0.18	(\$0.02)	(\$1.49) to (\$1.55)
Add:				
Stock-based Compensation	—	approximately 0.09	—	approximately 1.05
Acquisition-related estimated litigation claim and legal costs ⁽¹⁾	0.03	approximately (0.12)	0.09	approximately 0.62
Amortization of acquired intangibles ⁽²⁾	0.0	approximately 0.01	0.02	approximately 0.04
IPO preparation costs ⁽³⁾	—	—	0.06	approximately 0.03
Payroll taxes related to IPO RSU lockup release ⁽⁴⁾	—	approximately 0.02	—	approximately 0.02
Executive Severance ⁽⁵⁾	—	approximately 0.01	—	approximately 0.02
Loss on debt extinguishment ⁽⁶⁾	—	—	—	approximately 0.03
Change in fair value of consideration ⁽⁷⁾	(0.0)	approximately <0.01	0.02	approximately <0.01
Foreign exchange (gain) loss	(0.0)	approximately <0.01	0.02	approximately 0.01
Income tax effect of non-GAAP adjustment ⁽⁸⁾	(0.0)	approximately (0.02)	(0.01)	approximately (0.03)
Non-GAAP Net Income (Loss) Per Share	(\$0.08)	\$0.13 to \$0.17	\$0.17	\$0.23 to \$0.27

* Preliminary unaudited results.

Note: We define non-GAAP net income (loss) per share as our GAAP net income (loss) per share adjusted to exclude certain costs including certain transaction-related costs, IPO preparation costs, acquisition-related estimated litigation claim and costs, stock-based compensation expense, payroll taxes related to IPO RSU lockup release, amortization of acquired intangible assets, impairment charges, and executive severance costs.

1) Reflects litigation-related expenses incurred in connection with our acquisitions and the estimated Nangate litigation claim.

2) Reflects the amortization of intangible assets attributable to our acquisitions and technology licenses.

3) Reflects one-time costs including third-party professional services fees and costs incurred in connection with, and in preparation for our Initial Public Offering.

4) Reflects taxes related to the release of vested RSUs previously subject to a liquidity provision, triggered by the IPO and subsequent lockup expiration.

5) Includes executive severance which occurred in connection with management changes.

6) Loss incurred from the repayment of debt facility.

7) Includes the change in fair value of contingent consideration recorded in connection with our acquisitions.

8) Reflects the increase in income tax expenses due to Non-GAAP adjustments.