

Reconciliation of Adjusted EBITDA (Non-GAAP)

(\$ in thousands)

	2024					2025				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Net Income (GAAP)	\$ 32,828	\$ 47,410	\$ 55,253	\$ 54,513	\$ 190,004	\$ 57,505	\$ 58,709	\$ 76,420	\$ 11,560	\$ 204,194
Add:										
Interest expense, net	10,605	10,202	9,762	9,158	39,727	7,358	7,182	7,207	6,828	28,575
Provision for income taxes	10,965	14,976	15,871	24,436	66,248	16,572	18,134	23,508	13,037	71,251
Depreciation and amortization	13,851	14,352	14,812	13,685	56,700	13,843	13,919	14,036	13,934	55,732
EBITDA	\$ 68,249	\$ 86,940	\$ 95,698	\$ 101,792	\$ 352,679	\$ 95,278	\$ 97,944	\$ 121,171	\$ 45,359	\$ 359,752
<u>EBITDA Adjustments</u>										
Stock-based compensation	2,931	3,849	3,767	4,465	15,012	3,613	4,524	4,287	7,211	19,635
Acquisition-related transaction and other costs	483	448	396	1,294	2,621	492	341	286	180	1,299
Reduction in workforce costs	4,568	282	76	47	4,973	114	33	—	—	147
Goodwill impairment charge	—	—	—	—	—	—	—	—	56,706	56,706
Adjusted EBITDA*	\$ 76,231	\$ 91,519	\$ 99,937	\$ 107,598	\$ 375,285	\$ 99,497	\$ 102,842	\$ 125,744	\$ 109,456	\$ 437,539
Net sales	\$ 468,701	\$ 502,951	\$ 503,773	\$ 533,772	\$ 2,009,197	\$ 507,692	\$ 540,959	\$ 543,736	\$ 537,932	\$ 2,130,319
Adjusted EBITDA Margin	16.3%	18.2%	19.8%	20.2%	18.7%	19.6%	19.0%	23.1%	20.3%	20.5%

*Adjusted EBITDA as presented differs from consolidated EBITDA as calculated under our credit facility, which may include additional adjustments, limitations, or exclusions.