



2Q 2024 Earnings Results

Nasdaq: NEO

July 29, 2024

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Mission

We save lives by improving patient care.

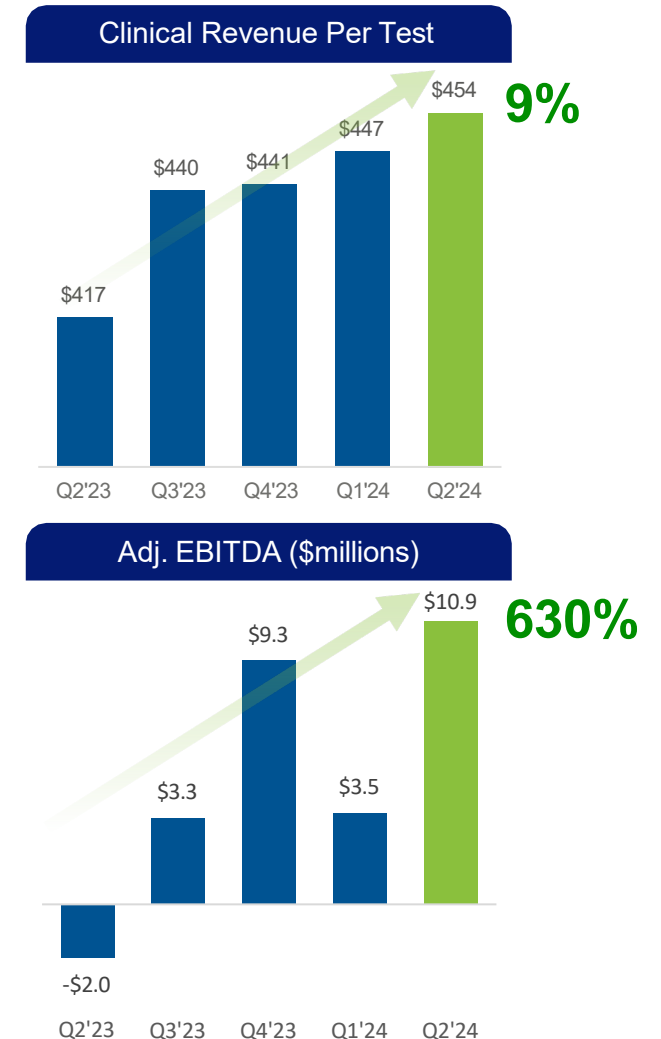
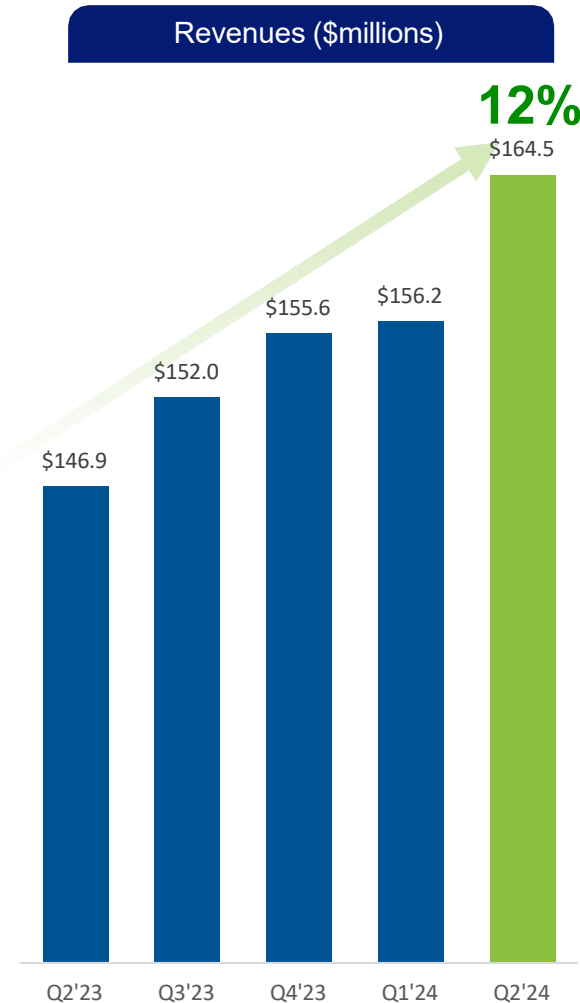
Vision

We are becoming the world's leading provider of comprehensive cancer testing, data and solutions through uncompromising quality, exceptional customer experience, and innovative products and services.

Momentum Continues

2Q 2024 Highlights

- Double digit revenue growth
- Increased testing volumes
- 13th consecutive quarterly increase vs prior year in Revenue per Test
- Adjusted Gross Margin increased to 47.3%
- ~40% growth in NGS
- 4 consecutive quarters of positive AEBITDA
- Alignment of product divisions into one commercial structure
- Key milestone realized in LIMS implementation
- Raising FY revenue guide, increasing FY adj. EBITDA guide



2024 Strategic Priorities

Profitably Grow The Core Business



- Increase volumes in the base business and NGS
- Drive market penetration in Oncology
- Continue to improve Revenue Cycle Management
- Deliver Best-in-Class Customer Experience

Accelerate ADx and Innovation



- New Product Development and launches
- Further improvements to ADx margins
- Scale Informatics business

Drive Value Creation



- Drive operating efficiencies and improve Gross Margins
- Complete Phase 1 of LIMS Implementation
- Quality System Enhancements

Profitably Grow the Core

Delivered volume growth, increased AUP, and improved mix

Profitably Grow The Core Business



- Increase volumes in the base business and NGS
- Drive market penetration in Oncology
- Continue to improve Revenue Cycle Management
- Deliver Best-in-Class Customer Experience

Increase Volumes in the Base Business and NGS

- ~40% growth in NGS

Drive Market Penetration in Community Oncology

- Expanding commercial resources/ reps by year end
- Improving sales force effectiveness with digital tools to increase time spent selling

Revenue Cycle Management Initiatives

- AUP up \$37 or 9% from Q2'23 and up \$7 or 2% from Q1'24

Best-in-Class Customer Experience

- Improved TAT 10% as compared to Q2 2023
- Expanded MD molecular group to enhance access to medical expertise

Commercial Field Expansion a Catalyst for Growth

Optimizing Clinical Field for Penetration into Community Oncology

2022

Productivity



Headcount

~65

- Heme, Community hospital and Pathology focus

2023

Productivity



Headcount

~90

- Expanded sales for by ~40% to address Community Oncology
- Digital tools and analytics deployment
- New product launches
 - NeoComp Solid Tumor
 - NeoComp DNA/RNA lung
 - Myeloid CGP

2024

Productivity



Headcount

~140

- Expanded commercial organization by >50% including addition of new territories to increase reach and frequency
- Improved sales force effectiveness with Customer 360 and digital tools maturity
- New product launches
 - NEO | AMLExpress
 - Continue to penetrate with 2023 product launches

FUTURE

Productivity



Headcount

150+

- Future expansion of field team planned to further increase reach and frequency
- AI enabled and Guided selling implementation
- New product launches
 - NEO | PanTracer LBx
 - NEO | PanTracer ST
 - Continue to penetrate with 2023 & 2024 product launches

Accelerate Advanced Diagnostics and Innovation

New products on the horizon

Accelerate ADx and Innovation



- New Product Development and launches
- Further improvements to ADx margins
- Scale Informatics business

New Product Development and Launches in H2

- NEO | AMLEExpress™
- NEO | PanTracer™ LBx

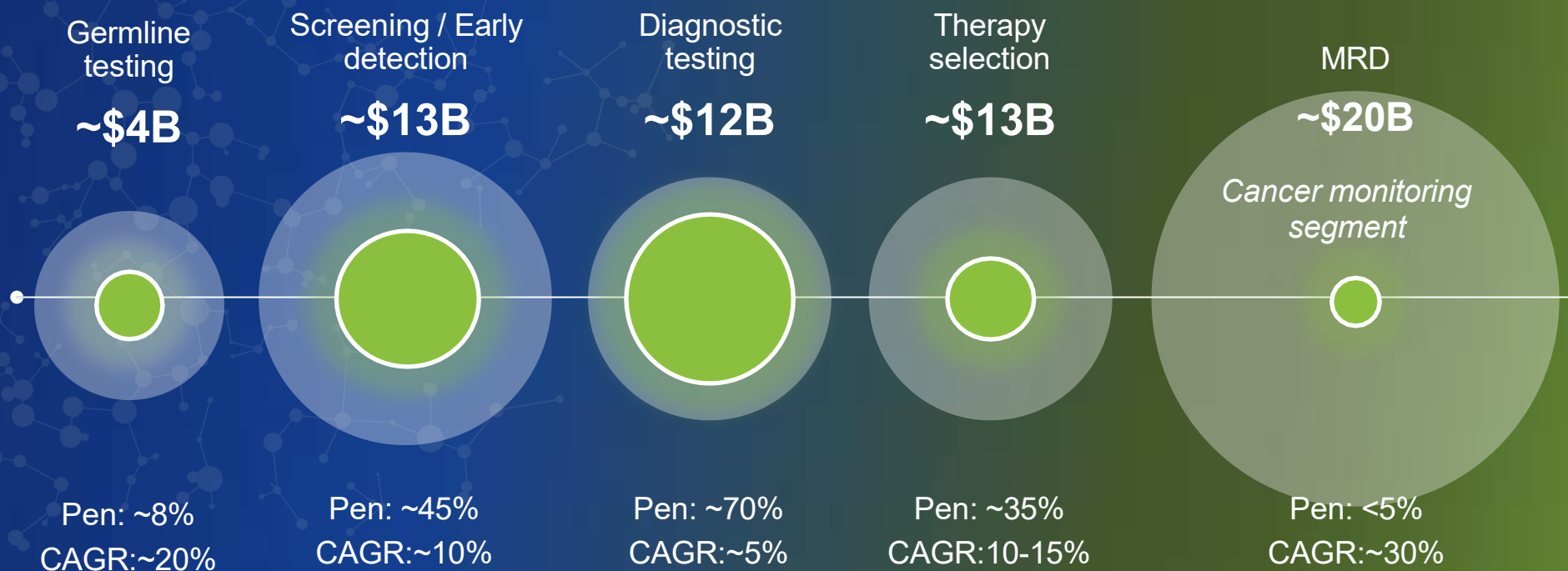
Further Improvements to ADx Margins

- Improved adjusted gross margins by 470 bps vs Q2'23

Scale Informatics

- Leveraging oncology diagnostic data assets
- NGS volume growth adds depth and breadth to data assets

Cancer Testing is a Large and Attractive Market



Market Leader in Highly Attractive Heme Market

Diagnosis and Prognosis

Do I have cancer, Is it at high risk of reoccurrence?

Cytogenetics, Flow, Molecular, FISH

TAM: \$2.9B
Mkt Pen: 50-60%
CAGR: 5%
Neo share: ~25%

Drivers:

- Increasing prevalence of leukemia driving growth
- As more molecular diagnostic markers are identified, comprehensive testing shift earlier in testing paradigm

Therapy Selection

What therapy is best for me?

FISH, PCR, NGS

TAM: \$0.8-1.2B
Mkt Pen: 40%
CAGR: 13%
Neo share: ~25%

Drivers:

- Targeted therapy approvals in AML in particular paving way for CGP adoption for therapy selection
- NGS panels to stay at the forefront of an evolving biomarker landscape

MRD / Surveillance

Do I have cancer remaining?
Is my cancer coming back?

NGS, Flow cytometry, Mass spec

TAM: \$4.5B
Mkt Pen: 5-15%
CAGR: 11%
Neo share: <1%

Drivers:

- Flow and Mass Spec modalities continue to lead the current heme MRD testing market
- Early indications show the field is moving towards NGS methods for pan-heme and ultra-sensitive MRD detection

NEO | AMLExpress™

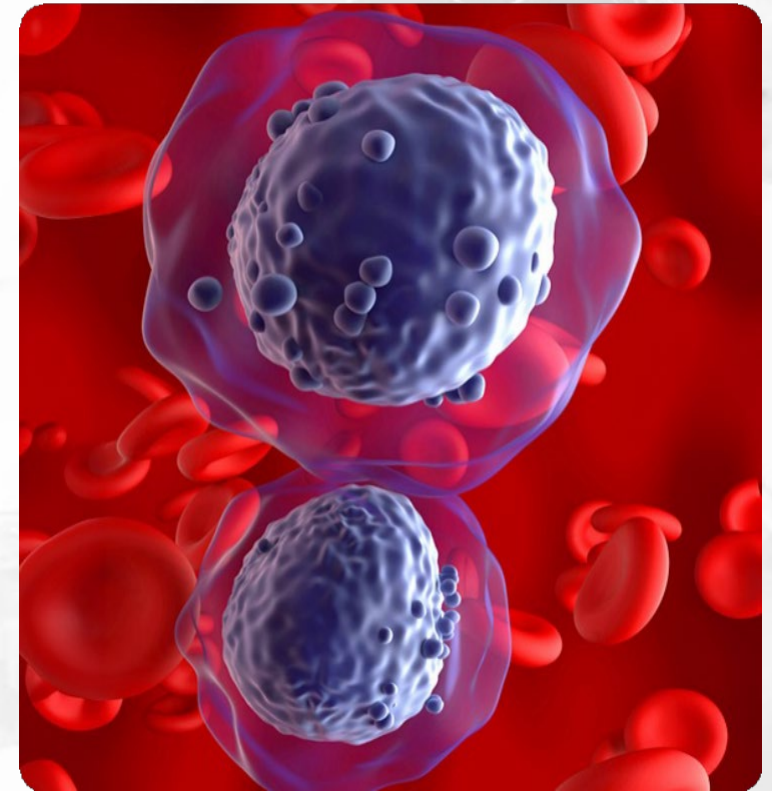
Accelerates treatment insights to improve patient outcomes

- Enhanced NGS panel
- Detects DNA and RNA biomarkers for AML
- 2 to 3-day TAT
- Allows for patient stratification for clinical trials
- Significant economic benefit to hospitals



**2X
FASTER**

than our current
market-leading test



NEO | PanTracer™ LBx

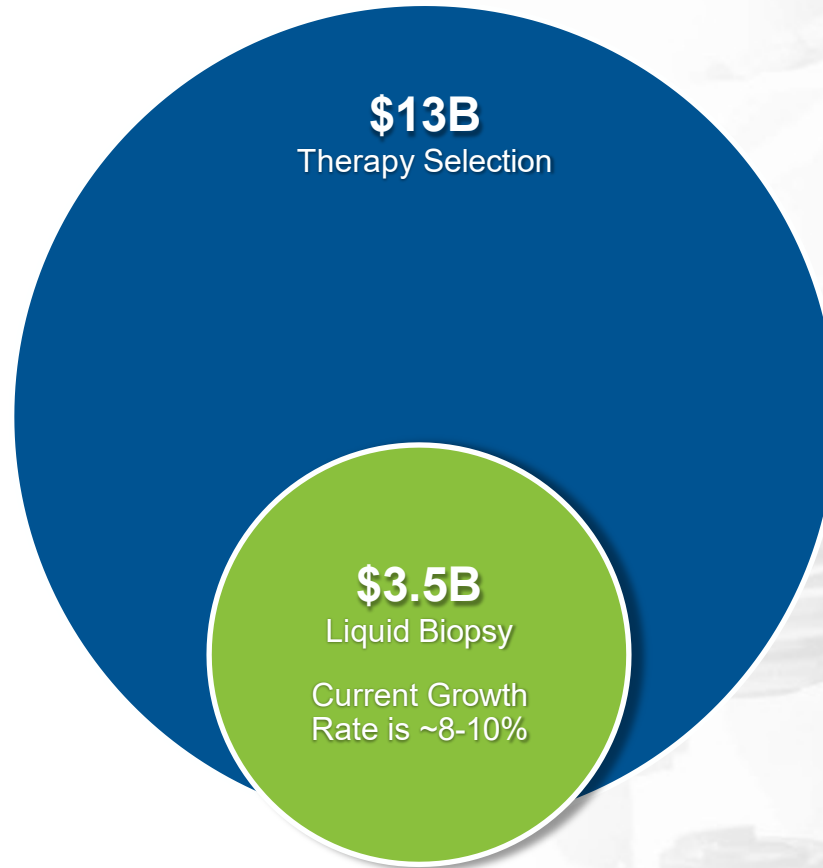
Competitive solution when tissue is not available

NEO | PanTracer LBx

- 500+ gene NGS assay
- Detects all major variants, including MSI and TMB
- Minimal sample input
- Highly competitive sensitivity and specificity
- 7-day TAT

Liquid Biopsy Drivers

- Ordering physician choice
- Tissue biopsy not attainable
- Tissue test failure
- Enhanced actionability with concurrent tissue and liquid CGP
- Guideline and/or peer recommendations



Drive Value Creation

Drive operating efficiencies and improve Gross Margins

Drive Value Creation



- Drive operating efficiencies and improve Gross Margins
- Complete Phase 1 of LIMS Implementation
- Quality System Enhancements

Lab Productivity

- Drove 320 bps of gross margin improvement in the quarter through productivity and the use of AI and automation

Lab Footprint Optimization

- Decommissioned La Jolla site; significant savings
- In final stages of Raleigh expansion; operational in H2

LIMS

- Achieved specimen receipt and fresh prep milestone
- Positioned to achieve first go-live module in Q3
- Alignment with Informatics to leverage Enterprise data

Quality System Enhancements

- Continued preparation for full compliance with FDA proposed rule, beginning with May 2025 requirements



2Q 2024 Financial Results



2nd Quarter 2024 Financial Highlights

Revenue
Up 12%
to \$165M

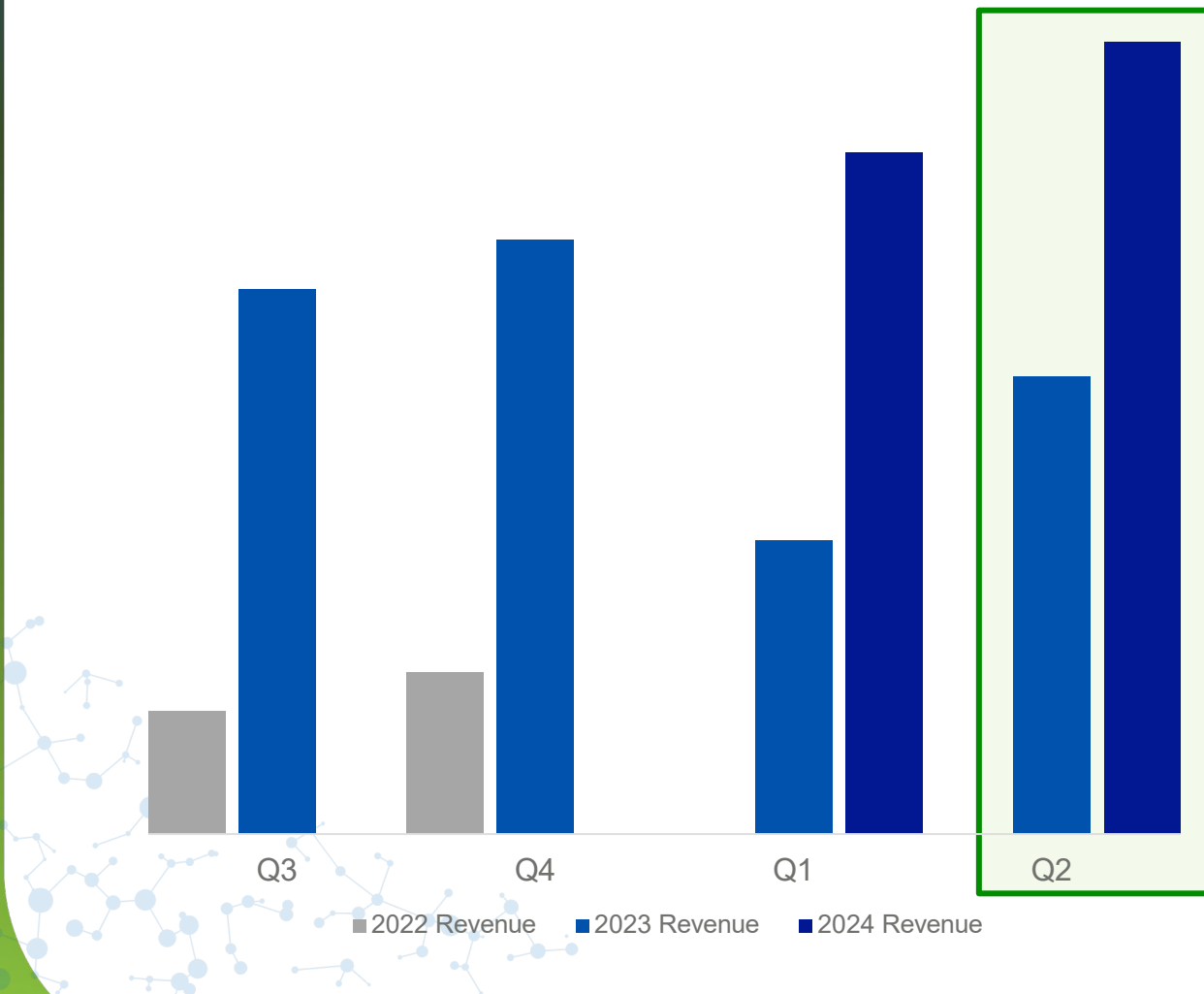
Adj. Gross Profit
Up 20%
to \$78M

Cash Flow from
Operations
Up 997%
to \$14M

Adj. EBITDA
Up 630%
to +\$11M

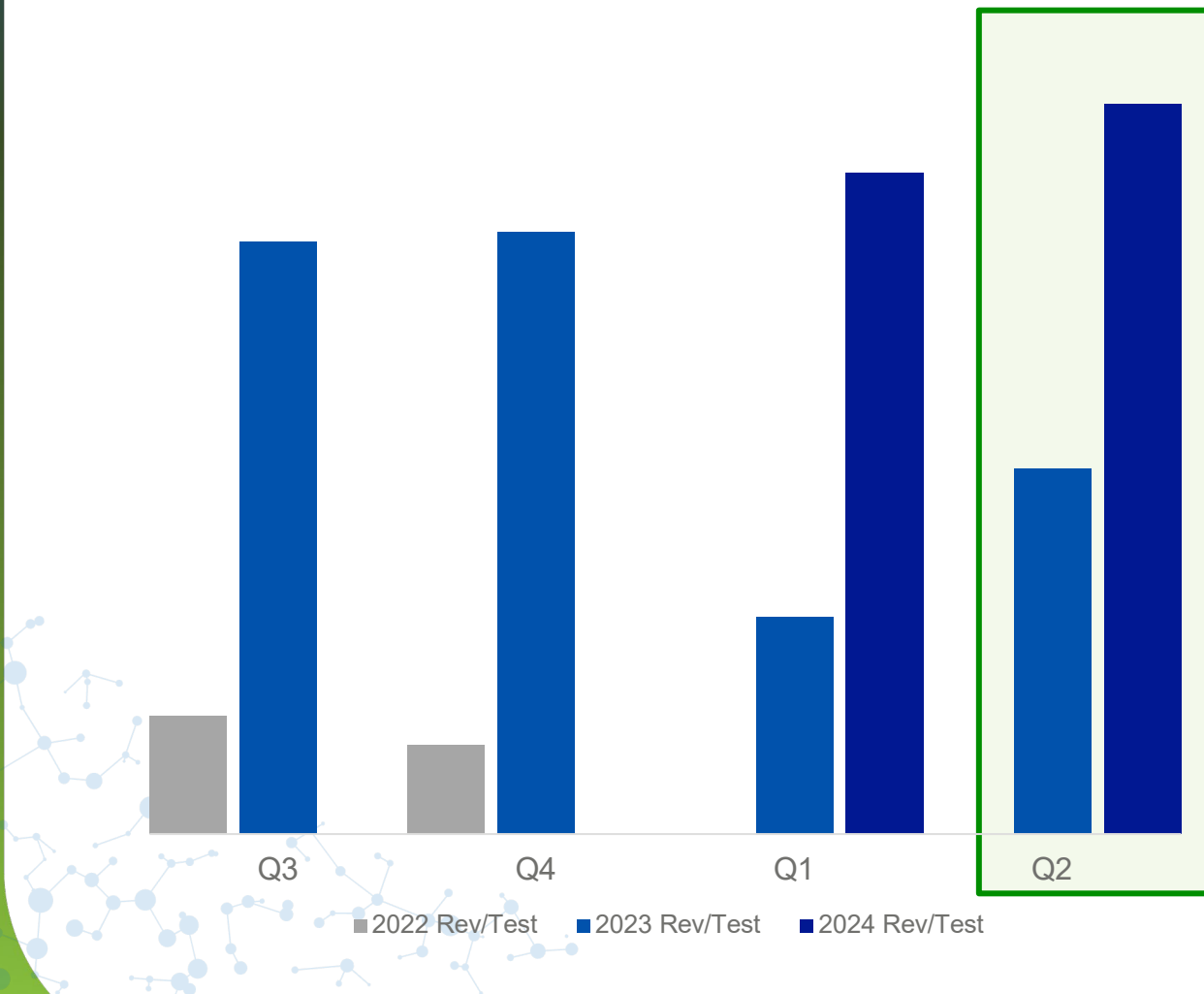
- Total Quarter Revenue Increased **12%**
 - Clinical Revenue Increased **15%**
 - ADx Revenue Decreased **3%**
- **~40%** growth in NGS
 - Representing 30% of total Clinical Revenue
- Adjusted Gross Margin increased to **47.3%** an improvement of 320 bps
- Adjusted EBITDA increased to positive \$11 million, an improvement of \$13 million over prior year

2nd Quarter Clinical Services Results



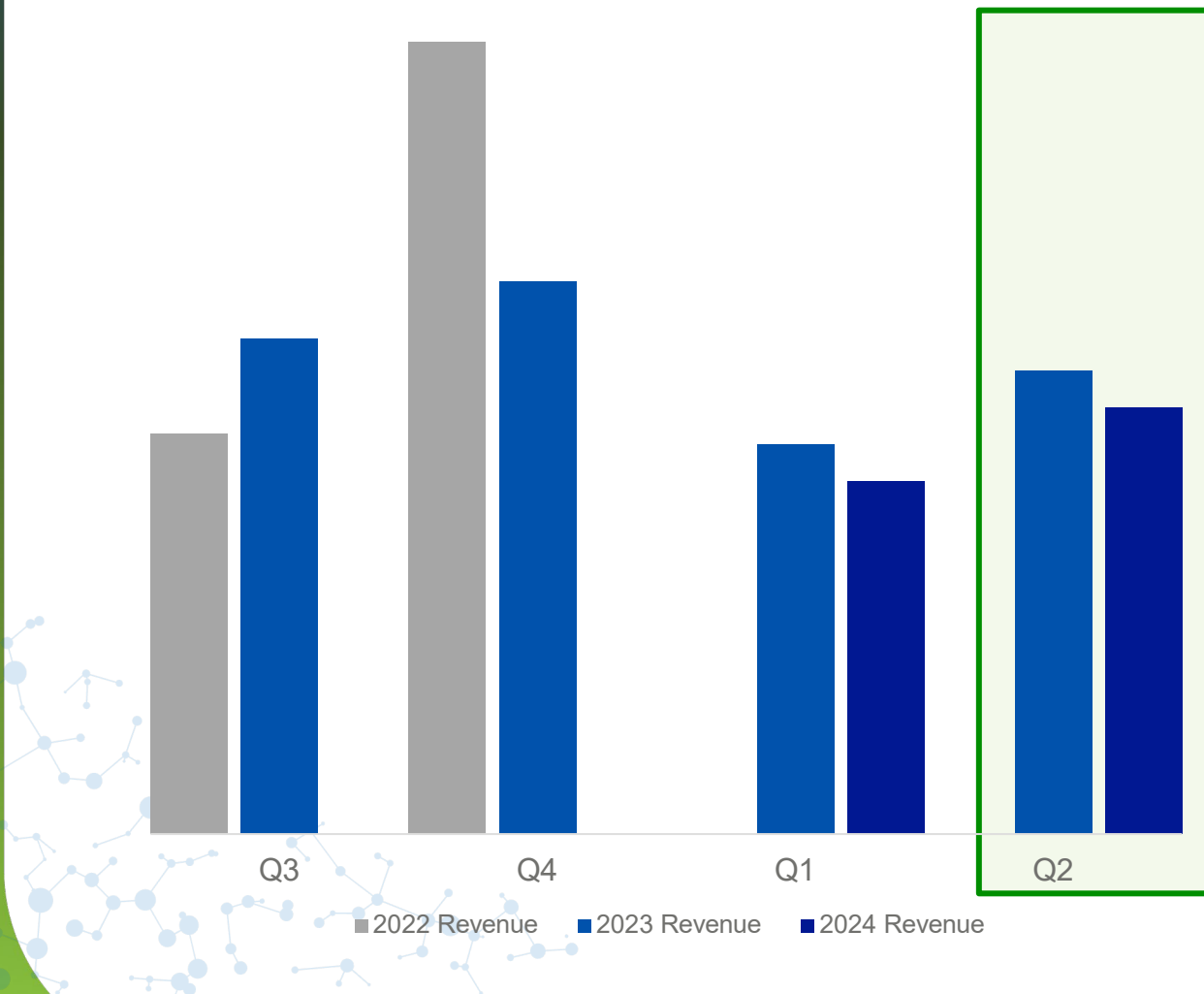
- Revenue Grew 15% to \$141M
- Revenue per Test Improved 9% Due to Mix and Pricing
- Volume Increased 6%
- Continuing to See the Benefits of Investments Made in Field Resources in 2022 and 2023

2nd Quarter Clinical Services Revenue per Test



- 13th Consecutive Quarter of Revenue per Test Growth
- Revenue per Test Increased 9% over Prior Year to \$454
- Focused on Higher-Value Tests
- Positive Contributions from Revenue Cycle Management Initiatives

2nd Quarter Advanced Diagnostics Results



- Revenue declined 3% over the prior year to \$23M, but increased 6.5% over Q1 2024
- Continuing to focus on profitable business
- Expanded Adjusted Gross Margin by 470 bps over prior year

2nd Quarter Income Statement

Income Statement In \$Millions	2Q24	%vPY
Clinical Services	\$141.4	14.8%
Advanced Diagnostics	\$23.1	-2.7%
Total Net Revenue	\$164.5	12.0%
Cost of Revenue	\$92.0	5.7%
Adjusted Gross Profit	\$77.8	20.1%
Adjusted Gross Margin	47.3%	320 bps
Sales and Marketing	\$21.7	14.7%
<i>as % of Revenue</i>	<i>13.2%</i>	<i>31 bps</i>
General and Administrative	\$63.3	5.0%
<i>as % of Revenue</i>	<i>38.5%</i>	<i>-255 bps</i>
Research and Development	\$7.9	5.1%
<i>as % of Revenue</i>	<i>4.8%</i>	<i>-31 bps</i>
Restructuring Charges	\$1.5	-49.8%
Total Operating Expenses	\$94.4	5.2%
Loss From Operations	-\$21.9	26.6%
Net Income/Loss	-\$18.6	23.4%
Deprec. and Amort.	\$18.1	-0.8%
Interest/Taxes and Adjustments	\$11.4	183.5%
Adjusted EBITDA	\$10.9	629.9%
<i>as % of Revenue</i>	<i>6.6%</i>	<i>800 bps</i>

Quarter Improvement in Revenue Growth, Adjusted Gross Margin and Adjusted EBITDA

- Revenue: Increased revenue by 12% over prior year. Drivers are higher testing volumes including NGS and increases in revenue per test.
- Adjusted Gross Profit: Increased by 20% over prior year due to revenue growth and operating leverage generating higher adjusted gross profit and margins.
- Adjusted EBITDA: Improved \$13 million versus prior year due to improvement in revenue and gross profit.

Quarterly financial information is unaudited. Growth corresponds to prior year period. Reference non-GAAP reconciliation slides in Appendix for details.

2nd Quarter Balance Sheet

Balance Sheet In \$Millions	Dec-23	Jun-24
Cash and cash equivalents	342.5	355.1
Marketable securities, at fair value	72.7	32.8
Accounts receivable, net	131.2	146.6
Inventories	24.2	23.2
Prepaid assets	18.0	17.4
Other current assets	8.2	9.2
Total current assets	596.8	584.2
Property and equipment, net	92.0	92.2
Operating lease right-of-use assets	91.8	83.7
Intangible assets, net	373.1	356.4
Goodwill	522.8	522.8
Other assets	4.7	4.1
Total non-current assets	1,084.4	1,059.1
Total Assets	1,681.2	1,643.3
Accounts payable and other current liabilities	90.7	86.3
Current portion of operating lease liabilities	5.6	3.6
Current portion of convertible senior notes, net	-	200.1
Total current liabilities	96.3	290.0
Convertible senior notes, net	538.2	339.6
Operating lease liabilities	67.9	63.3
Deferred income tax liabilities, net	24.3	23.0
Other long-term liabilities	13.0	11.5
Total long-term liabilities	643.4	437.4
Total Liabilities	739.7	727.4
Total stockholders' equity	941.5	915.9
Total Liabilities and Stockholders' Equity	1,681.2	1,643.3

- Cash and Marketable Securities: \$388 million
- Cash Flow from Operations: \$14 million for Q2'24, increased \$15 million from Q2'23
- Ample Liquidity to Retire 2025 Convertible Notes Using Cash on Hand
- Financial Flexibility to Make Needed Investments to Drive Long-Term Sustainable Growth

Quarterly financial information is unaudited. Growth corresponds to prior year period. Reference non-GAAP reconciliation slides in Appendix for details.

FY 2024 Revised Guidance

Guide (\$ Millions)	Original	YoY Growth	Current	YoY Growth
Revenue	\$650–\$660	10%–12%	↑ \$655–\$667	11%–13%
Adj. EBITDA	\$21–24	600%–700%	↑ \$33–\$37	1000%–1133%

Strategic Focus to Drive Long-Term Sustainable Growth

AEBITDA Growth Exceeds Revenue Growth Due to Improving Gross Profit and Operating Leverage

Continue to Invest in our People and the Business

Q2'24 Summary

- Momentum continues with a strong quarter; revenue growth of 12% and 630% Adj. EBITDA improvement
- Planning to launch three new NGS products over the next 12 months to strengthen position with pathologists and community oncologists
- Key strategic initiatives continue to drive revenue growth, gain operating leverage, and improve financial performance
- Increased 2024 guidance reflects confidence in delivering long-term, sustainable growth

Growth corresponds to prior period 2023.

Reference non-GAAP reconciliation slides in Appendix for details.





Serving patients. Saving lives.™

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Rev. MMDDYY

Appendix



Balance Sheet

June 30, 2024

(unaudited, in thousands)

	June 30, 2024 (unaudited)		December 31, 2023	
ASSETS				
Current assets				
Cash and cash equivalents	\$	355,085	\$	342,488
Marketable securities, at fair value		32,770		72,715
Accounts receivable, net		146,581		131,227
Inventories		23,214		24,156
Prepaid assets		17,396		17,987
Other current assets		9,157		8,239
Total current assets		584,203		596,812
Property and equipment, net		92,158		92,012
Operating lease right-of-use assets		83,671		91,769
Intangible assets, net		356,404		373,128
Goodwill		522,766		522,766
Other assets		4,075		4,742
Total non-current assets		1,059,074		1,084,417
Total assets	\$	1,643,277	\$	1,681,229
LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities				
Accounts payable and other current liabilities	\$	86,312	\$	90,694
Current portion of operating lease liabilities		3,574		5,610
Current portion of convertible senior notes, net		200,073		—
Total current liabilities		289,959		96,304
Long-term liabilities				
Operating lease liabilities		63,294		67,871
Convertible senior notes, net		339,577		538,198
Deferred income tax liabilities, net		23,015		24,285
Other long-term liabilities		11,548		13,034
Total long-term liabilities		437,434		643,388
Total liabilities	\$	727,393	\$	739,692
Stockholders' equity				
Total stockholders' equity	\$	915,884	\$	941,537
Total liabilities and stockholders' equity	\$	1,643,277	\$	1,681,229

Income Statement

June 30, 2024

(unaudited, in thousands)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
NET REVENUE				
Clinical Services	\$ 141,388	\$ 123,156	\$ 275,923	\$ 238,025
Advanced Diagnostics	23,114	23,761	44,819	46,112
Total net revenue	164,502	146,917	320,742	284,137
COST OF REVENUE				
	92,008	87,026	182,779	169,432
GROSS PROFIT				
	72,494	59,891	137,963	114,705
Operating expenses:				
General and administrative	63,328	60,308	129,125	121,857
Research and development	7,886	7,502	15,506	14,897
Sales and marketing	21,677	18,901	41,898	35,160
Restructuring charges	1,544	3,074	3,942	7,758
Total operating expenses	94,435	89,785	190,471	179,672
LOSS FROM OPERATIONS	(21,941)	(29,894)	(52,508)	(64,967)
Interest income	(4,592)	(4,308)	(9,426)	(7,532)
Interest expense	1,666	1,784	3,351	3,541
Other expense (income), net	2	(730)	265	(616)
Loss before taxes	(19,017)	(26,640)	(46,698)	(60,360)
Income tax benefit	(375)	(2,309)	(995)	(5,234)
NET LOSS	\$ (18,642)	\$ (24,331)	\$ (45,703)	\$ (55,126)
NET LOSS PER SHARE				
Basic	\$ (0.15)	\$ (0.19)	\$ (0.36)	\$ (0.44)
Diluted	\$ (0.15)	\$ (0.19)	\$ (0.36)	\$ (0.44)
WEIGHTED AVERAGE COMMON SHARES OUTSTANDING				
Basic	126,405	125,356	126,257	125,192
Diluted	126,405	125,356	126,257	125,192

Statements of Cash Flows

June 30, 2024

(unaudited, in thousands)

	Six Months Ended June 30,	
	2024	2023
CASH FLOWS FROM OPERATING ACTIVITIES		
Net loss	\$ (45,703)	\$ (55,126)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation	19,651	18,523
Amortization of intangibles	16,723	17,566
Stock-based compensation	16,615	10,463
Non-cash operating lease expense	4,793	4,648
Amortization of convertible debt discount and debt issue costs	1,452	1,433
Impairment of assets	333	1,660
Other adjustments	159	5
Changes in assets and liabilities, net	(26,046)	(13,412)
Net cash used in operating activities	(12,023)	(14,240)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of marketable securities	—	(6,756)
Proceeds from maturities of marketable securities	40,501	62,868
Purchases of property and equipment	(18,663)	(17,421)
Net cash provided by investing activities	21,838	38,691
CASH FLOWS FROM FINANCING ACTIVITIES		
Repayment of equipment financing obligations	—	(61)
Issuance of common stock, net	2,782	1,504
Net cash provided by financing activities	2,782	1,443
Net change in cash and cash equivalents	12,597	25,894
Cash and cash equivalents, beginning of period	342,488	263,180
Cash and cash equivalents, end of period	\$ 355,085	\$ 289,074

Adjusted Gross Margin

June 30, 2024

(unaudited, in thousands)

(5) Clinical Services cost of revenue adjustments for the three months ended June 30, 2024 includes \$4.3 million of amortization of acquired intangible assets and \$0.2 million of stock-based compensation. Clinical Services cost of revenue adjustments for the three months ended June 30, 2023 includes \$4.3 million of amortization of acquired intangible assets. Clinical Services cost of revenue adjustments for the six months ended June 30, 2024 includes \$8.6 million of amortization of acquired intangible assets and \$0.5 million of stock-based compensation. Clinical Services cost of revenue adjustments for the six months ended June 30, 2023 includes \$8.5 million of amortization of acquired intangible assets. There were no stock-based compensation amounts recorded for the three and six months ended June 30, 2023.

(6) Advanced Diagnostics cost of revenue adjustments for the three months ended June 30, 2024 includes \$0.6 million of amortization of acquired intangible assets and \$0.1 million of stock-based compensation. Advanced Diagnostics cost of revenue adjustments for the three months ended June 30, 2023 includes \$0.6 million of amortization of acquired intangible assets. Advanced Diagnostics cost of revenue adjustments for the six months ended June 30, 2024 includes \$1.2 million of amortization of acquired intangible assets and \$0.2 million of stock-based compensation. Advanced Diagnostics cost of revenue adjustments for the six months ended June 30, 2023 includes \$1.2 million of amortization of acquired intangible assets. There were no stock-based compensation amounts recorded for the three and six months ended June 30, 2023.

	Three Months Ended June 30,			Six Months Ended June 30,		
	2024	2023	% Change	2024	2023	% Change
Clinical Services:						
Total revenue (GAAP)	\$ 141,388	\$ 123,156	14.8 %	\$ 275,923	\$ 238,025	15.9 %
Cost of revenue (GAAP)	\$ 78,094	\$ 71,746	8.8 %	\$ 154,938	\$ 139,038	11.4 %
Adjustments to cost of revenue ⁽⁵⁾	(4,552)	(4,263)		(9,159)	(8,527)	
Adjusted cost of revenue (non-GAAP)	\$ 73,542	\$ 67,483	9.0 %	\$ 145,779	\$ 130,511	11.7 %
Gross profit (GAAP)	\$ 63,294	\$ 51,410	23.1 %	\$ 120,985	\$ 98,987	22.2 %
Adjusted gross profit (non-GAAP)	\$ 67,846	\$ 55,673	21.9 %	\$ 130,144	\$ 107,514	21.0 %
Gross profit margin (GAAP)	44.8 %	41.7 %		43.8 %	41.6 %	
Adjusted gross profit margin (non-GAAP)	48.0 %	45.2 %		47.2 %	45.2 %	
Advanced Diagnostics:						
Total revenue (GAAP)	\$ 23,114	\$ 23,761	(2.7)%	\$ 44,819	\$ 46,112	(2.8)%
Cost of revenue (GAAP)	\$ 13,914	\$ 15,280	(8.9)%	\$ 27,841	\$ 30,394	(8.4)%
Adjustments to cost of revenue ⁽⁶⁾	(715)	(590)		(1,413)	(1,179)	
Adjusted cost of revenue (non-GAAP)	\$ 13,199	\$ 14,690	(10.1)%	\$ 26,428	\$ 29,215	(9.5)%
Gross profit (GAAP)	\$ 9,200	\$ 8,481	8.5 %	\$ 16,978	\$ 15,718	8.0 %
Adjusted gross profit (non-GAAP)	\$ 9,915	\$ 9,071	9.3 %	\$ 18,391	\$ 16,897	8.8 %
Gross profit margin (GAAP)	39.8 %	35.7 %		37.9 %	34.1 %	
Adjusted gross profit margin (non-GAAP)	42.9 %	38.2 %		41.0 %	36.6 %	
Consolidated:						
Total revenue (GAAP)	\$ 164,502	\$ 146,917	12.0 %	\$ 320,742	\$ 284,137	12.9 %
Cost of revenue (GAAP)	\$ 92,008	\$ 87,026	5.7 %	\$ 182,779	\$ 169,432	7.9 %
Adjustments to cost of revenue ⁽⁵⁾⁽⁶⁾	(5,267)	(4,853)		(10,572)	(9,706)	
Adjusted cost of revenue (non-GAAP)	\$ 86,741	\$ 82,173	5.6 %	\$ 172,207	\$ 159,726	7.8 %
Gross profit (GAAP)	\$ 72,494	\$ 59,891	21.0 %	\$ 137,963	\$ 114,705	20.3 %
Adjusted gross profit (non-GAAP)	\$ 77,761	\$ 64,744	20.1 %	\$ 148,535	\$ 124,411	19.4 %
Gross profit margin (GAAP)	44.1 %	40.8 %		43.0 %	40.4 %	
Adjusted gross profit margin (non-GAAP)	47.3 %	44.1 %		46.3 %	43.8 %	

Adjusted EBITDA

June 30, 2024

(unaudited, in thousands)

(4) For the three months ended June 30, 2024, other significant (income) expenses, net, includes site closure costs, severance costs, and fees related to non-recurring legal matters. For the three months ended June 30, 2023, other significant (income) expenses, net, includes fees related to a regulatory matter and other non-recurring items. For the six months ended June 30, 2024, other significant (income) expenses, net, includes site closure costs, severance costs, and fees related to non-recurring legal matters. For the six months ended June 30, 2023, other significant (income) expenses, net, CEO transition costs, fees related to a regulatory matter and other non-recurring items.

	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Net loss (GAAP)	\$ (18,642)	\$ (24,331)	\$ (45,703)	\$ (55,126)
<i>Adjustments to net loss:</i>				
Interest income	(4,592)	(4,308)	(9,426)	(7,532)
Interest expense	1,666	1,784	3,351	3,541
Income tax benefit	(375)	(2,309)	(995)	(5,234)
Depreciation	9,746	9,475	19,651	18,523
Amortization of intangibles	8,361	8,783	16,723	17,566
EBITDA (non-GAAP)	\$ (3,836)	\$ (10,906)	\$ (16,399)	\$ (28,262)
<i>Further adjustments to EBITDA:</i>				
Stock-based compensation expense	8,841	5,705	16,615	10,463
Restructuring charges	1,544	3,074	3,942	7,758
IP litigation	1,962	—	6,243	—
Other significant (income) expenses, net ⁽⁴⁾	2,358	76	3,960	874
Adjusted EBITDA (non-GAAP)	\$ 10,869	\$ (2,051)	\$ 14,361	\$ (9,167)

Adjusted EBITDA 2024 Guidance

(unaudited, in thousands)

GAAP net loss in 2024 will be impacted by certain charges, including: (i) expense related to the amortization of intangible assets, (ii) stock-based compensation and (iii) restructuring charges. These charges have been included in GAAP net loss available to stockholders and GAAP net loss per share; however, they have been removed from adjusted net loss and adjusted diluted net loss per share.

The following table reconciles the Company's 2024 outlook for net loss and EPS to the corresponding non-GAAP measures of adjusted net loss, adjusted EBITDA, and adjusted diluted EPS:

(11) This adjustment is for rounding and, in those periods in which GAAP net (loss) income is negative and adjusted net (loss) income is positive, also compensates for the effects of additional diluted shares included in adjusted diluted shares outstanding for the treasury stock impact of outstanding stock options and restricted stock and the if-converted impact of convertible notes.

(12) For those periods in which GAAP net (loss) income is negative and adjusted net (loss) income is positive, this adjustment includes any options or restricted stock that would be outstanding as dilutive instruments using the treasury stock method and the weighted average number of shares that would be outstanding if the convertible notes were converted into common stock on the original issue date based on the number of days such shares would have been outstanding in the reporting period, until the effect of these adjustments are anti-dilutive.

	Year Ended December 31, 2024	
	Low Range	High Range
Net loss (GAAP)	\$ (88,000)	\$ (81,000)
Amortization of intangibles	33,000	33,000
Stock-based compensation expenses	33,000	32,000
Restructuring charges	5,000	5,000
Other one-time expenses	20,000	20,000
Adjusted net loss (non-GAAP)	3,000	9,000
Interest and taxes	(11,000)	(11,000)
Depreciation	41,000	39,000
Adjusted EBITDA (non-GAAP)	<u>\$ 33,000</u>	<u>\$ 37,000</u>
Net loss per diluted share (GAAP)	\$ (0.69)	\$ (0.64)
<i>Adjustments to net loss per diluted share:</i>		
Amortization of intangibles	0.26	0.26
Stock-based compensation expenses	0.26	0.25
Restructuring charges	0.04	0.04
Other one-time expenses	0.16	0.16
Rounding and impact of diluted shares in adjusted diluted shares ⁽¹¹⁾	<u>(0.01)</u>	<u>—</u>
Adjusted diluted EPS⁽¹²⁾ (non-GAAP)	<u>\$ 0.02</u>	<u>\$ 0.07</u>
Weighted average assumed shares outstanding in 2024:		
Diluted shares (GAAP)	127,000	127,000
Options, restricted stock, and converted shares not included in diluted shares ⁽¹²⁾	<u>—</u>	<u>—</u>
Adjusted diluted shares outstanding (non-GAAP)	<u>127,000</u>	<u>127,000</u>