



INVESTOR PRESENTATION

OFC, April 1, 2025

Nasdaq: AAOI

Forward Looking Statements & Non-GAAP Financial Measures

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. In some cases, you can identify forward-looking statements by terminology such as "believe," "may," "estimate," "continue," "anticipate," "intend," "should," "could," "would," "target," "seek," "aim," "predicts," "think," "objectives," "optimistic," "new," "goal," "strategy," "potential," "is likely," "will," "expect," "plan" "project," "permit" or by other similar expressions that convey uncertainty of future events or outcomes. These statements include management's beliefs and expectations related to our outlook for the first quarter of 2025 and the remainder of 2025. Such forward-looking statements reflect the views of management at the time such statements are made. These forward-looking statements involve risks and uncertainties, as well as assumptions and current expectations, which could cause the company's actual results to differ materially from those anticipated in such forward-looking statements. These risks and uncertainties include but are not limited to: reduction in the size or quantity of customer orders; change in demand for the company's products due to industry conditions; changes in manufacturing operations; volatility in manufacturing costs; delays in shipments of products; disruptions in the supply chain; change in the rate of design wins or the rate of customer acceptance of new products; the company's reliance on a small number of customers for a substantial portion of its revenues; potential pricing pressure; a decline in demand for our customers' products or their rate of deployment of their products; general conditions in the internet datacenter, cable television (CATV) broadband, telecom, or fiber-to-the-home (FTTH) markets; changes in the world economy (particularly in the United States and China); changes in the regulation and taxation of international trade, including the imposition of tariffs; changes in currency exchange rates; the negative effects of seasonality; the impact of the COVID-19 pandemic on our business and financial results; and other risks and uncertainties described more fully in the company's documents filed with or furnished to the Securities and Exchange Commission, including our Annual Report on Form 10-K for the year ended December 31, 2024 and our Quarterly Report on Form 10-Q for the quarter ended September 30, 2024. More information about these and other risks that may impact the company's business are set forth in the "Risk Factors" section of the company's quarterly and annual reports on file with the Securities and Exchange Commission. You should not rely on forward-looking statements as predictions of future events. All forward-looking statements in this press release are based upon information available to us as of the date hereof, and qualified in their entirety by this cautionary statement. Except as required by law, we assume no obligation to update forward-looking statements for any reason after the date of this press release to conform these statements to actual results or to changes in the company's expectations.

In addition, this presentation includes non-GAAP gross margin, non-GAAP net income (loss), adjusted EBITDA, and non-GAAP earnings per share, which eliminate the impact of items that we do not consider indicative of our overall operating performance. Non-GAAP financial measures are not intended to be considered in isolation or as a substitute for results prepared in accordance with GAAP. A reconciliation between our GAAP and non-GAAP measures, as well as a discussion of why we present non-GAAP financial measures are included in our earnings press release that is available on our website and the appendix of this presentation.

Industry and Market Data

The information contained herein includes information provided by third-parties, such as market research firms. None of the Company, its affiliates or any third-parties that provided information to the Company (i) guarantee the accuracy, completeness, timeliness or availability of any information nor are they (ii) responsible for any error or omission (negligent or otherwise), regardless of the cause or the result obtained from the use of such content nor do they (iii) give any express or implied warranties, including, but not limited to, any warranties of merchantability or fitness for a particular purpose or use, and they expressly disclaim any responsibility or liability for direct, indirect, incidental, exemplary, compensatory, punitive, special or consequential damages, costs, expenses, legal fees or losses (including lost income or profits and opportunity costs) in connection with the use of the information herein.

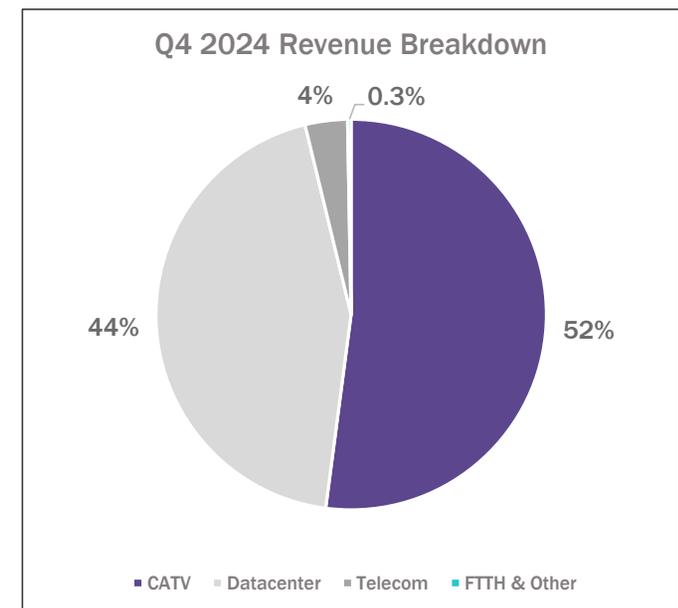
INVESTMENT HIGHLIGHTS

- | A Leader in Advanced Optics
- | Dynamic Markets
- | Marquee Customers
- | Proprietary Manufacturing
- | Diversifying Customer Base

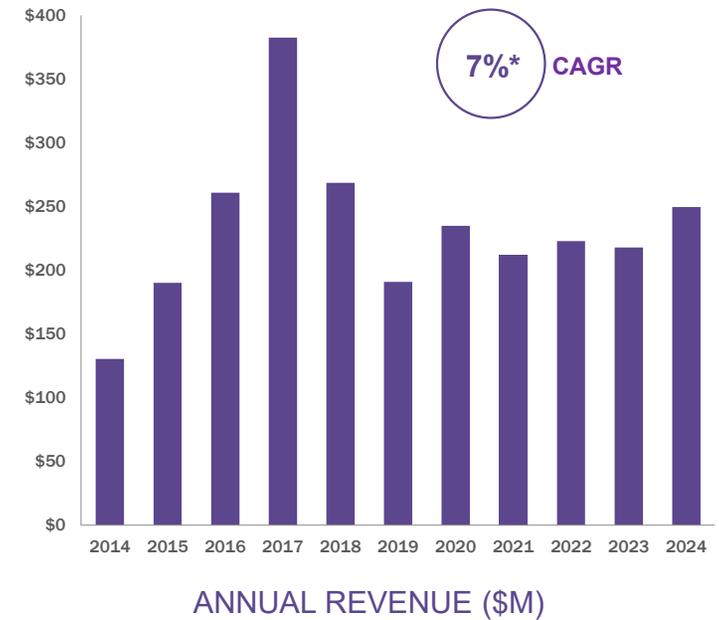
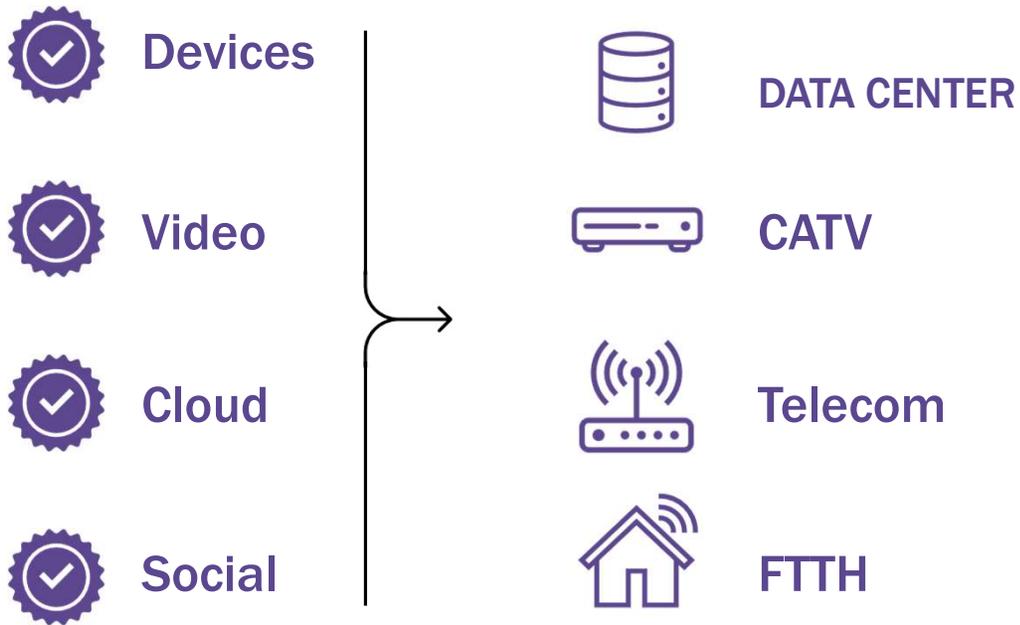
**A leading provider of optical
access products that enable the
gigabit age**

Q4 2024 Highlights and Q1 2025 Outlook

- Revenue of \$100.3 million, in-line with our guidance range.
 - Datacenter revenue rose 8% sequentially, driven by increased adoption of 400G products by our data center customers, along with new customers that we began shipping to during the year
 - CATV revenue more than doubled from Q3, largely driven by shipments of 1.8 GHz amplifiers for a major MSO customer
- Non-GAAP Gross Margin of 28.9% vs. 36.4% in Q4 2023, within our guidance range.
- Revenue for our 400G products increased 40% year over year and 17% sequentially.
- Continued to make progress on 800G products, with customers beginning to give us clear demand forecasts which indicate ramping demand beginning in the second half of 2025.
- Received a substantial order for Quantum Bandwidth® networking products from a top North American cable operator.
- First Quarter 2025 Guidance
 - Revenue in the range of \$94 million to \$104 million
 - Non-GAAP gross margin in the range of 29.0% to 30.5%
 - Non-GAAP net loss in the range of \$3.6 million to \$0.0 million, and non-GAAP loss per share in the range of \$(0.07) to \$0.00 using approximately 49.6 million shares
- Expect to make sizable capex investments over the next several quarters as we prepare for increased 400G, 800G, and 1.6 Tb datacenter product production in 2025. For the year, we expect between \$120 million and \$150 million in total CapEx.



Bandwidth Demand Drives Revenue



* CAGR calculated from 2014 through 2024.

Four End-Markets With Strong Demand Drivers

Cable Television

- DOCSIS 3.1+ & 4.0 upgrade cycle
- International market opportunities
- New opportunities for HFC nodes and optics

Datacenter

- Increasing size and complexity of datacenters, driven by AI
- Higher-speed interconnect - 1G to (10G/40G/100G/200G/400G/800G)
- Continuous need to expand, refresh and replenish

Telecommunications

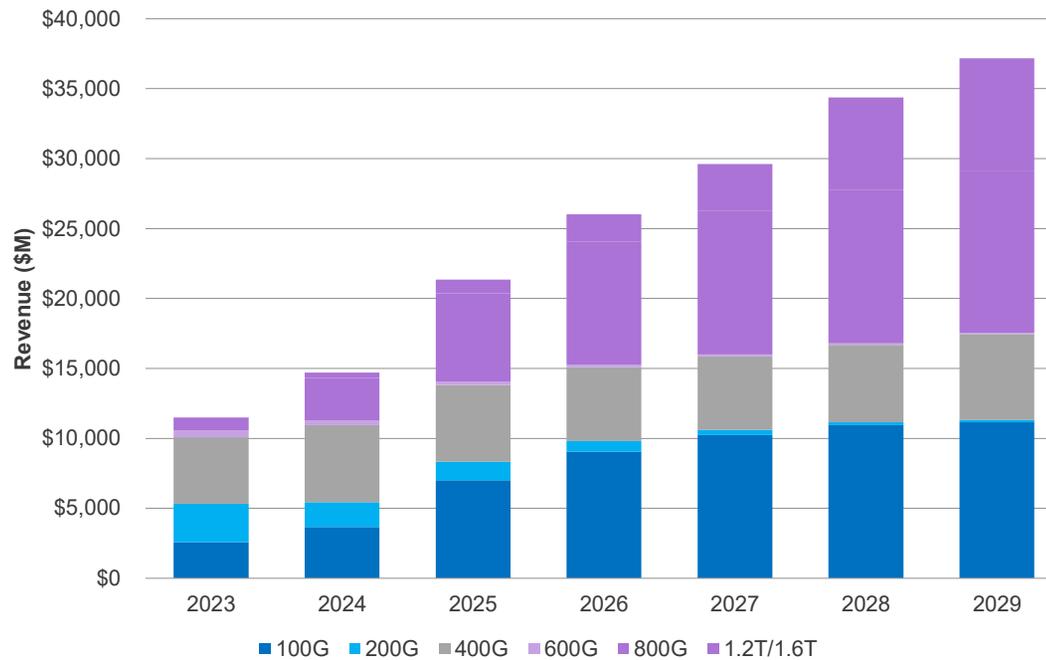
- 5G LTE deployment
- Backbone network for datacenter interconnect
- Aging access networks in need of rebuild

Fiber-to-the-Home

- 10/25/100 Gbps FTTH networks to replace 2.5Gbps
- Telecom carriers need to fiberize to compete with CATV, new entrants
- Greenfield economics and BEAD funding in US favor fiber deployment 8

Growth Expected in Datacenter Market

Total High-Speed (100G or greater) Market to Exceed \$25 Billion in 2026



2023-2029 CAGR: 22%
800G (23-29) CAGR: 52%

Source: Omdia

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- Source: High-Speed OC Forecast: 2023-29 – Omdia | Nov., 2024
- Historical and future data is estimated, based upon a methodology developed by Omdia research

AOI Global Operations

LOCATION	MANUFACTURING	R&D
<p>Houston</p> <p>400 Employees</p>	<ul style="list-style-type: none"> Laser Chips LD Packaging Transceivers 139,450sqft 	<p>✓</p>



LOCATION	MANUFACTURING	R&D
<p>Ningbo</p> <p>2,000 Employees</p>	<ul style="list-style-type: none"> Transceivers LD, PD Packaging CATV Equipment Factory-1: 460,920sqft Factory-2: 744,884sqft, beginning in May, 2025 	<p>✓</p>



LOCATION
<p>San Jose</p> <p>Datacenter customer support</p> <p>3 employees</p>



LOCATION	R&D	R&D
<p>Atlanta</p> <p>60 Employees</p>	<ul style="list-style-type: none"> CATV R&D Remote-PHY 12,000sqft New facility online in Q3/25, ~36,000 sqft 	<p>✓</p>

LOCATION	MANUFACTURING	R&D
<p>Taipei</p> <p>870 Employees</p>	<ul style="list-style-type: none"> Transceivers LD Packaging Factory-1: 268,797sqft (MFG rel.: 46%) Factory-2: 83,994sqft, beginning in May, 2025 	<p>✓</p>

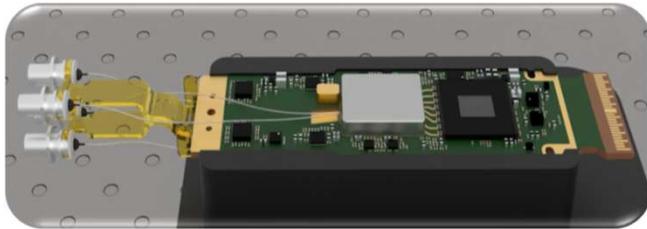
MANUFACTURING AUTOMATION

CRITICAL
DIFFERENTIATOR

- | Location-agnostic
- | Enhanced quality/reproducibility
- | Highly scalable
- | Flexible platform (400G/800G/1.6T +)
- | Rapid response to customer & market demand

Overview of AOI's Automation Engineering Capabilities

1. Product Compatibility Design

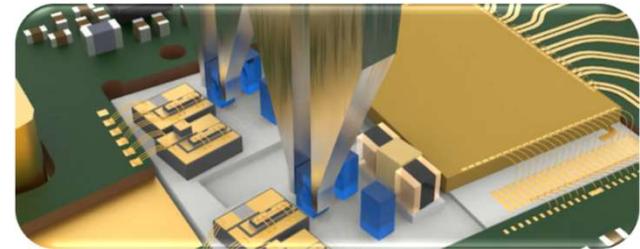


Product Platform

Standard product platform to increase the flexibility of the production automation system.

AOI self-developed technology

2. Advanced Manufacturing Process



High Precision

Highly integrated and automated process to increase production precision and efficiency

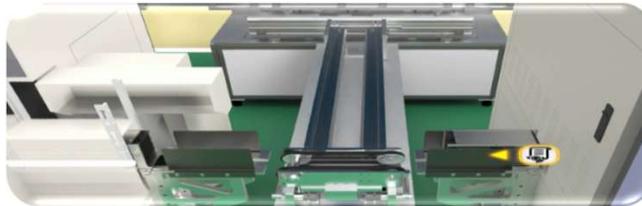
5. Efficient Test System



400G/800G/(1.6T*) GUI Test System

Proprietary technology increases test station throughput by 20x.

4. In-Process Material Handling



Unique Conveyor System

Standardized magazine and fixture design integrated throughout the production process to achieve reliable automated in-process material transport.

3. Online Inspection

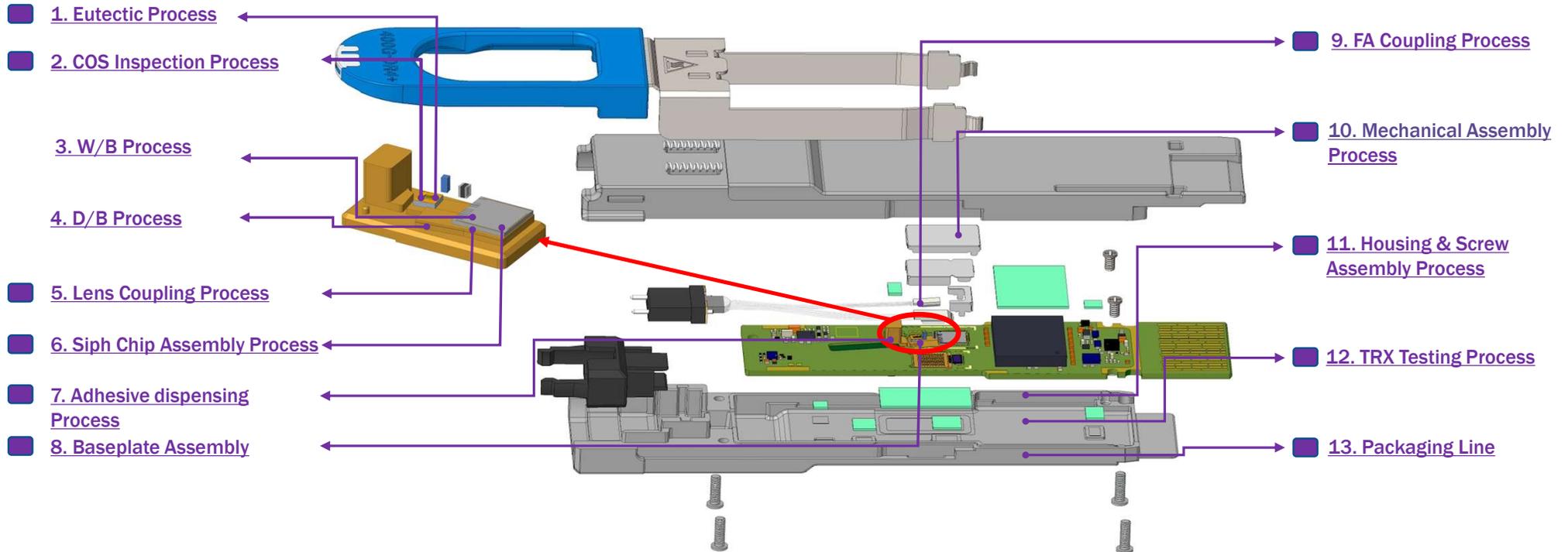


Trained AI Neural Networks for In-Process Inspection

Huge 9-year dataset for training neural networks on fused dataset combining imagery and test data

*1.6T testing under development

AOI Automatic Production, Largely In-House Developed



Other Key Process:

14. L/W Process

15. Laser Soldering Process

16. AWG Coupling

17. Box Sealing Process

AOI in-house designed equipment, developed between 2016 and 2025

Results

Automated Production is Largely Location-Agnostic, Minimizing Supply-Chain Risks for Customers



Reduced Manufacturing
Cycle Time by More Than
35%



DPPM (Defective Parts Per
Million) << 50 for Multi-Lane
Single Mode 800G TRx



Decreased Labor Hours by
85%+

2025 Capacity Addition Plan



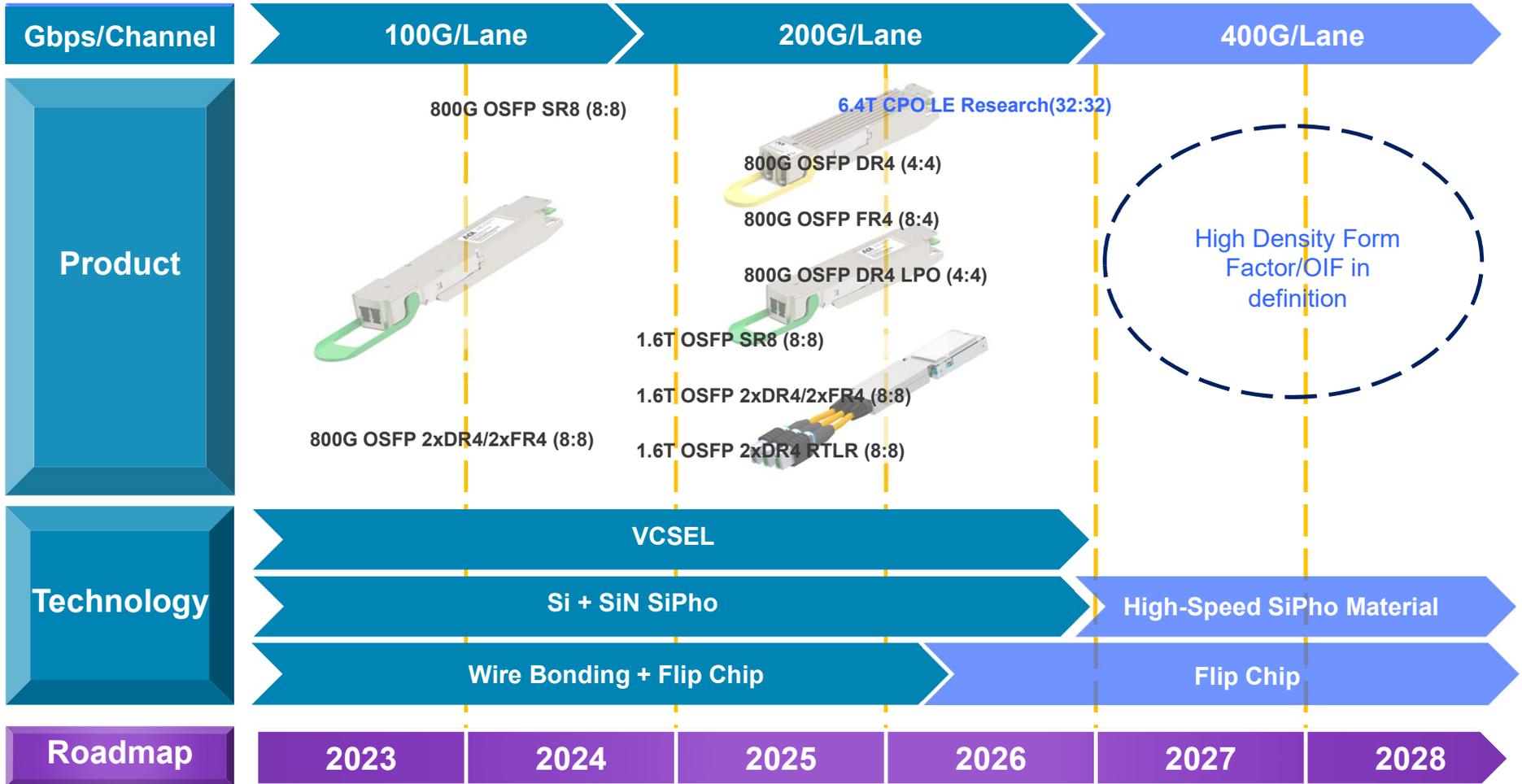
➤ Multi-Phase Capacity Addition Plan

- AOI is in qualification with multiple hyperscale customers with interest in both Taiwan and Texas plant output.

Product	Location	Capacity*	2025-Apr	2025-May	2025-Jun	2025-Jul	2025-Aug	2025-Sep	2025-Oct	2025-Nov	2025-Dec
400G DR4/FR4	Taipei, TW	120%	▶								
400G DR4/FR4	Taipei, TW	140%				▶					
800G 2xFR4/DR8	Taipei, TW	145%		▶							
800G 2xFR4/DR8	Taipei, TW	235%			▶						
800G 2xFR4/DR8	Taipei, TW	255%				▶					
800G 2xFR4/DR8	Taipei, TW	365%					▶				
800G 2xFR4/DR8	Taipei, TW	440%						▶			
800G 2xFR4/DR8	Texas, US	100%						▶			
800G 2xFR4/DR8	Taipei, TW	500%							▶		
800G 2xFR4/DR8	Texas, US	200%							▶		
800G 2xFR4/DR8	Taipei, TW	830%								▶	
800G 2xFR4/DR8	Texas, US	300%								▶	
800G 2xFR4/DR8	Texas, US	400%									▶

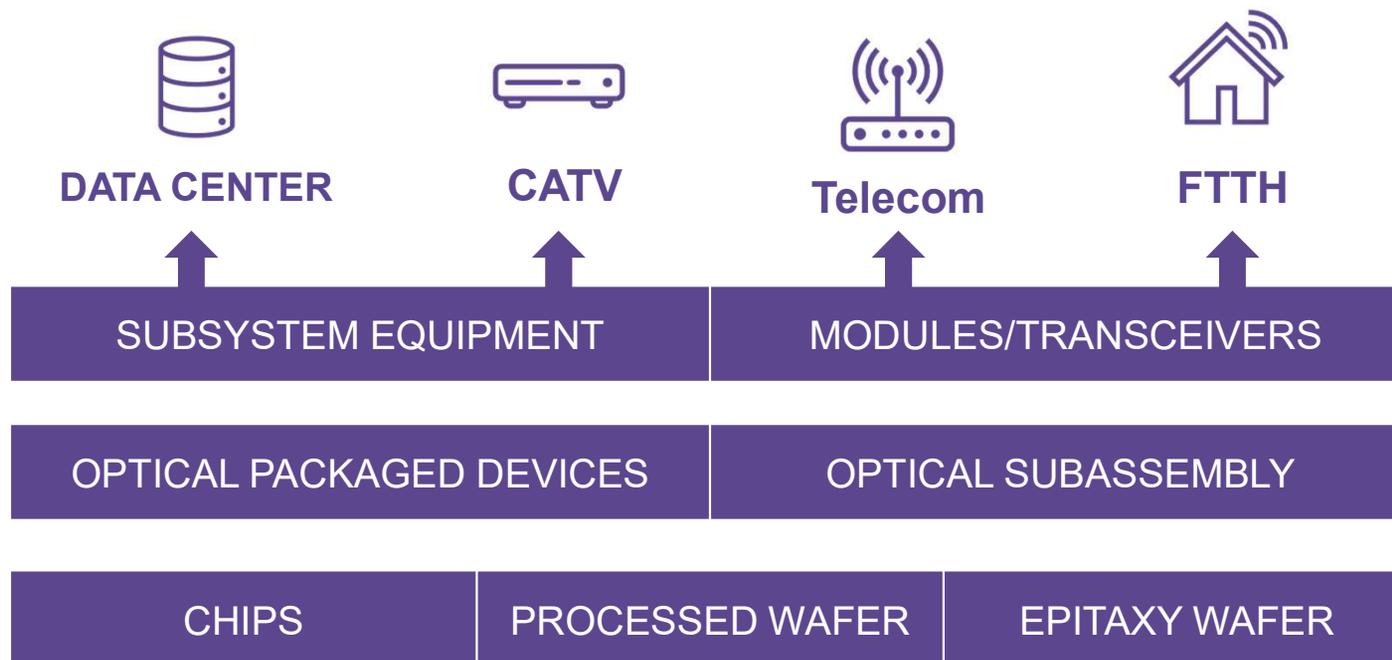
* Capacity Addition Relative to Baseline (March, 2025 for Taiwan, September, 2025 for US)

Technology Roadmap



Automation Can Be Leveraged in Other Businesses as Volume Ramps

In-House Automation Team Enables New
Manufacturing Models for High-Volume, Scalable
Production

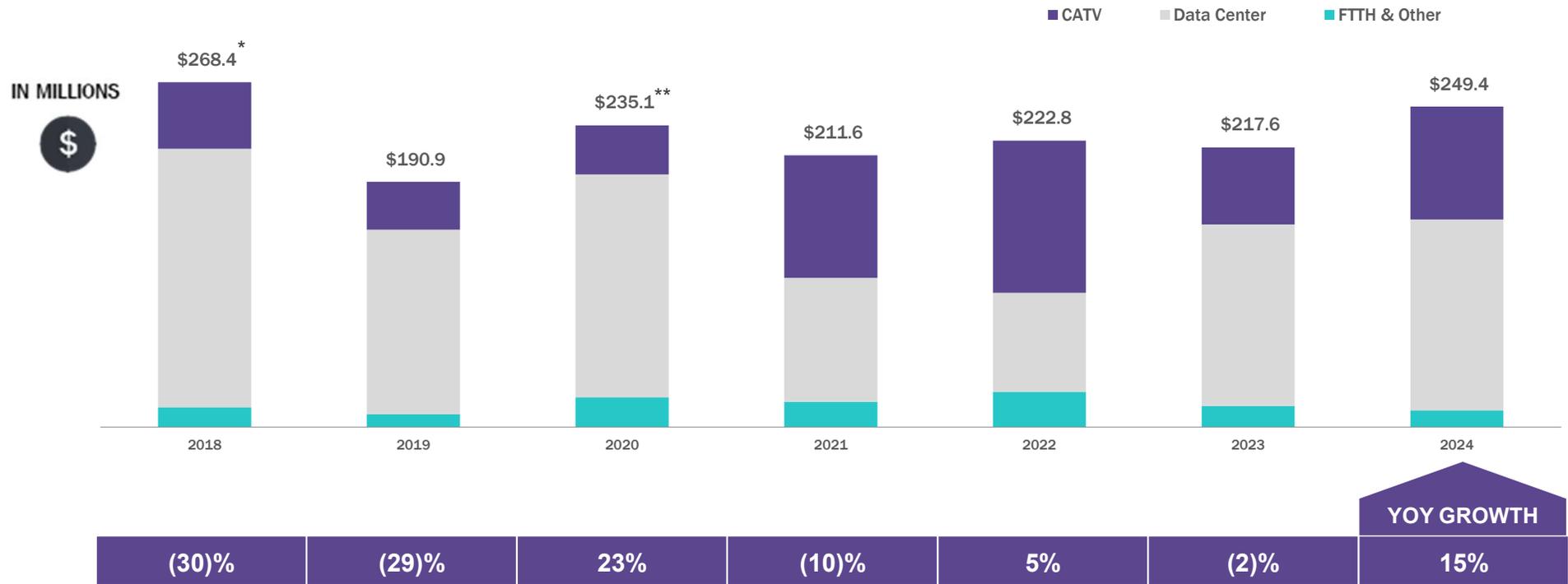


Financial Review



Financial Performance

ANNUAL REVENUE BY END MARKET

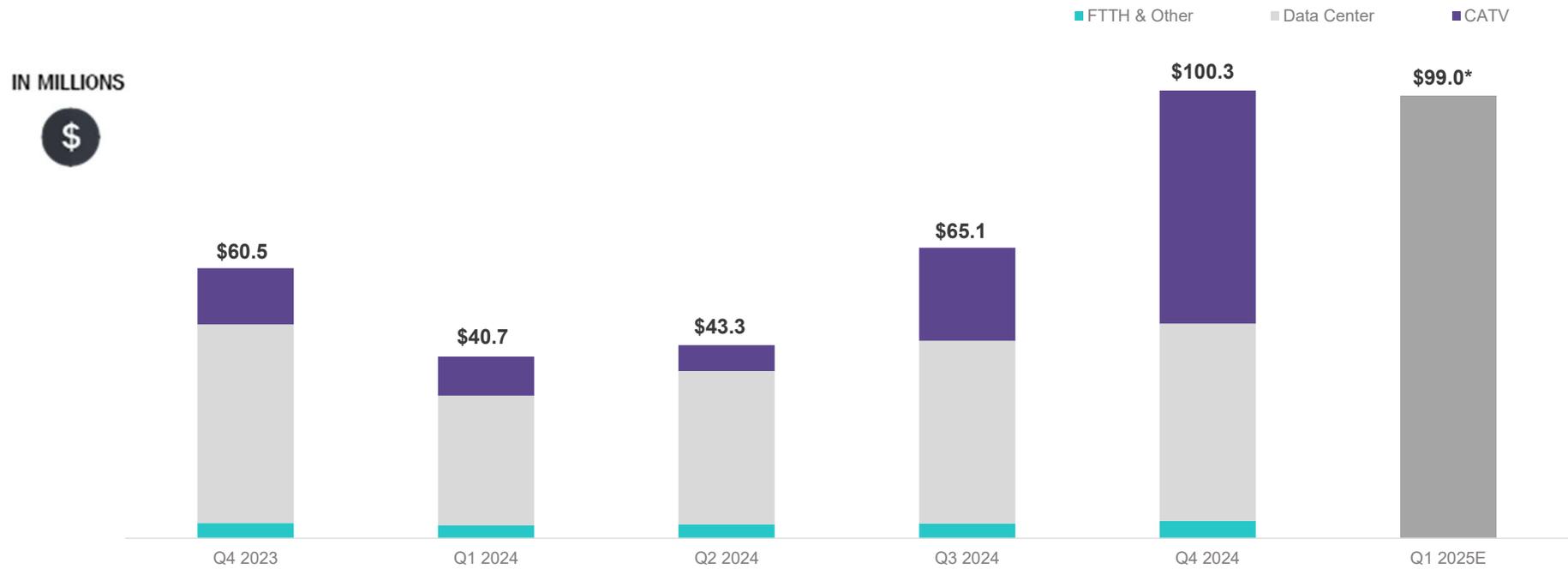


* Reflects a \$900 thousand credit issued to a customer, which is adjusted out of our non-GAAP revenue in Q4/2018. All other revenue is on a GAAP basis.

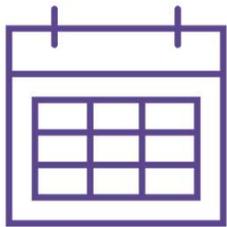
** Reflects a \$449 thousand credit issued to a customer, which is adjusted out of our non-GAAP revenue in Q4/2020. All other revenue is on a GAAP basis.

Recent Financial Performance

QUARTERLY REVENUE BY END MARKET



* Reflects midpoint of Q1 2025 guidance of \$94 million to \$104 million provided in Q4 2024 earnings press release on 2/26/25



Q4/24 Results

NON-GAAP*

\$ IN MILLIONS EXCEPT %	Q4/24
TOTAL REVENUE	\$ 100.3
CATV	\$ 52.2
DATACENTER	\$ 44.2
TELECOM	\$ 3.5
GROSS MARGIN	28.9%
OPERATING LOSS	\$ 2.5
NET LOSS	\$ 1.0
CASH**	\$ 79.1

*Please refer to the Safe Harbor statement on the use of Non-GAAP metrics, as well as the attached GAAP-non-GAAP reconciliation.

** Cash: Cash, cash equivalents, short-term investments, and restricted cash.

Balance Sheet Highlights

IN MILLIONS	12/31/2022	12/31/2023	12/31/2024
CASH ⁽¹⁾	\$36	\$55	\$79
WORKING CAPITAL ⁽²⁾	\$45	\$79	\$131
PROPERTY, PLANT & EQUIPMENT, NET	\$210	\$200	\$219
TOTAL ASSETS	\$408	\$389	\$547
TOTAL DEBT ⁽³⁾	\$69	\$39	\$46
STOCKHOLDERS' EQUITY	\$185	\$215	\$229

(1) Cash: Cash, cash equivalents, short-term investments, and restricted cash.

(2) Working Capital: Total current assets less total current liabilities.

(3) Total Debt: Short-term loans, notes and bank acceptances payable and total long-term debt. Convertible notes outstanding are expected to be settled in common stock, not cash, so are excluded from total debt.

INVESTMENT SUMMARY

| A leader In Advanced Optics

| Focus on fast growing markets including hyperscale datacenters

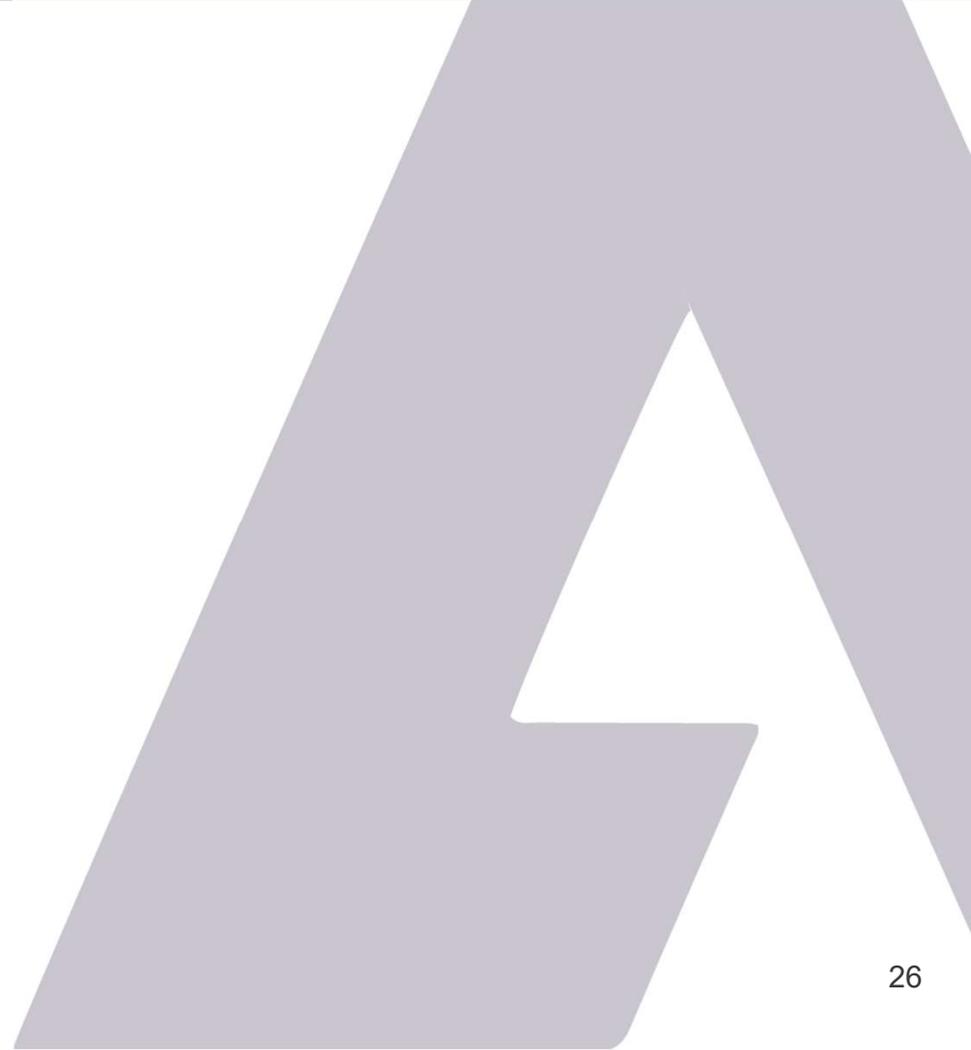
| Marquee global customers

| Extensive internally developed technology

| Manufacturing expertise creates differentiation & enhances margin

| Operating model provides significant leverage

APPENDIX



MANAGEMENT TEAM



Dr. Thompson Lin
FOUNDER, PRESIDENT & CEO

28+ YEARS



Dr. Stefan Murry
CFO & CSO

28+ YEARS



Dr. Fred Chang
COMPONENT BU HEAD

23+ YEARS



Dr. Alex Anselm
SEMICONDUCTOR PRODUCTS
DIVISION HEAD

25+ YEARS



David Kuo
GENERAL COUNSEL & CHIEF
COMPLIANCE OFFICER

16+ YEARS



Joshua Yeh
ASIA GM

19+ YEARS

NON-GAAP FINANCIAL MEASURES

Non-GAAP Financial Measures

- We provide non-GAAP gross margin, non-GAAP net income (loss), and non-GAAP loss per share to eliminate the impact of items that we do not consider indicative of our overall operating performance. To arrive at our non-GAAP gross margin, we exclude stock-based compensation and related expenses, expenses associated with discontinued products, and non-recurring (income) expenses, if any, from our GAAP gross margin. To arrive at our non-GAAP net income (loss), we exclude all amortization of intangible assets, stock-based compensation expense, non-recurring expenses, unrealized foreign exchange loss (gain), losses from the disposal of idle assets, if any, non-GAAP tax benefit (expenses) and cash and non-cash expenses associated with discontinued products, if any, from our GAAP net income (loss). Included in our non-recurring expenses in Q4 2024, Q4 2023, and Q3 2024 are employee severance expenses, legal expenses associated with litigation and certain legal and advisory expenses associated with purchase termination or patent protection (if any), also included in our non-recurring income (expenses) in Q4 2024 and Q4 2023, are certain non-recurring expenses related to the debt extinguishment loss on our convertible notes. In computing our non-GAAP income tax benefit (expense), we have applied an estimate of our annual effective income tax rate and applied it to our net income before income taxes. Our adjusted EBITDA is calculated by excluding depreciation expense, non-GAAP tax benefit (expense), and interest (income) expense, as well as the items excluded from non-GAAP net income (loss), from our GAAP net loss. Our non-GAAP diluted net loss per share is calculated by dividing our non-GAAP net loss by the fully diluted share count (for periods in which non-GAAP net income is positive) or basic share count (for periods in which our non-GAAP net income is negative). We believe that our non-GAAP measures are useful to investors in evaluating our operating performance for the following reasons:
- We believe that elimination of items such as amortization of intangible assets, stock-based compensation expense, non-recurring revenue and expenses, including non-recurring expenses from debt extinguishment and losses on convertible note exchange, losses from the disposal of idle assets, unrealized foreign exchange gain or loss, and depreciation on certain equipment undergoing reconfiguration, is appropriate because treatment of these items may vary for reasons unrelated to our overall operating performance;
- We believe that elimination of expenses associated with discontinued products, including depreciation and inventory obsolescence is appropriate because these expenses are not indicative of our ongoing operations;
- We believe that estimating non-GAAP income taxes allows comparison with prior periods and provides additional information regarding the generation of potential future deferred tax assets;
- We believe that non-GAAP measures provide better comparability with our past financial performance, period-to-period results and with our peer companies, many of which also use similar non-GAAP financial measures; and We anticipate that investors and securities analysts will utilize non-GAAP measures as a supplement to GAAP measures to evaluate our overall operating performance.

NON-GAAP FINANCIAL MEASURES

A reconciliation of our GAAP net income (loss), GAAP total gross profit, GAAP earnings (loss), and GAAP earnings (loss) per share for Q4 2024 and FY 2024 to our non-GAAP net income (loss), non-GAAP total gross profit, Adjusted EBITDA, and earnings (loss) per share, respectively, is provided below, together with corresponding reconciliations for Q4 2023 and FY 2023.

Non-GAAP measures should not be considered as an alternative to net income (loss), earnings (loss) per share, or any other measure of financial performance calculated and presented in accordance with GAAP. Our non-GAAP measures may not be comparable to similarly titled measures of other organizations because other organizations may not calculate such other non-GAAP measures in the same manner. We have not reconciled the non-GAAP measures included in our guidance to the appropriate GAAP financial measures because the GAAP measures are not readily determinable on a forward-looking basis. GAAP measures that impact our non-GAAP financial measures may include stock-based compensation expense, non-recurring expenses, amortization of intangible assets, unrealized exchange loss (gain), asset impairment charges, loss (gain) from disposal of idle assets, and changes in the fair value of our convertible notes. These GAAP measures cannot be reasonably predicted and may directly impact our non-GAAP gross margin, our non-GAAP net income and our non-GAAP fully-diluted earnings per share, although changes with respect to certain of these measures may offset other changes. In addition, certain of these measures are out of our control. Accordingly, a reconciliation of the non-GAAP financial measure guidance to the corresponding GAAP measures is not available without unreasonable effort.

NON-GAAP RECONCILIATION

Applied Optoelectronics, Inc.
GAAP to Non-GAAP Reconciliation
(In thousands)

Preliminary Unaudited	4Q22	CY2022	1Q23	2Q23	3Q23	4Q23	CY2023	1Q 2024	2Q 2024	3Q 2024	4Q2024	CY2024
GAAP revenue	61,584	222,818	53,030	41,615	62,547	60,453	217,646	40,673	43,270	65,151	100,271	249,365
Non-recurring customer credit	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP revenue	61,584	222,818	53,030	41,615	62,547	60,453	217,646	40,673	43,270	65,151	100,271	249,365
GAAP total gross profit	6,225	33,627	9,244	7,898	20,174	21,604	58,921	7,591	9,562	15,917	28,729	61,799
Non-recurring customer credit	-	-	-	-	-	-	-	-	-	-	-	-
Share-based compensation expense	118	489	114	156	124	131	524	102	137	116	118	473
Non-recurring expense	5	169	-	-	-	-	-	6	32	29	15	82
Non-cash expenses associated with discontinued products	-	92	-	-	-	-	-	-	-	202	-	202
Expenses associated with discontinued products	6,802	6,858	2,962	2,254	29	275	5,520	-	-	-	99	99
Non-GAAP income from gross profit	13,150	41,235	12,320	10,308	20,327	22,010	64,965	7,699	9,731	16,264	28,961	62,655
GAAP research and development expense	9,224	36,244	8,536	8,640	9,457	9,341	35,975	11,712	13,078	13,428	16,737	54,955
Share-based compensation expense	313	1,331	297	480	358	356	1,492	280	478	356	341	1,455
Non-recurring expense	4	13	-	-	-	-	-	3	84	-	30	117
Non-cash expenses associated with discontinued products	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP research and development expense	8,907	34,900	8,239	8,160	9,099	8,985	34,483	11,429	12,516	13,072	16,366	53,383
GAAP sales and marketing expense	2,616	9,723	2,327	2,269	3,035	3,438	11,069	3,798	5,910	4,796	3,652	18,156
Share-based compensation expense	214	856	195	291	300	324	1,110	286	541	335	352	1,514
Non-recurring expense	2	9	-	-	-	-	-	-	1,842	20	(1,025)	837
Non-GAAP sales and marketing expense	2,400	8,858	2,132	1,978	2,735	3,114	9,959	3,512	3,527	4,441	4,325	15,605
GAAP general and administrative expense	12,749	46,658	12,548	12,954	14,368	13,356	53,226	13,727	16,818	14,240	14,813	59,598
Share-based compensation expense	1,712	6,924	1,684	2,135	2,454	2,486	8,759	2,173	4,902	2,137	2,137	11,349
Amortization expense	157	616	159	162	167	171	659	129	100	103	106	438
Non-recurring expense	3	38	357	602	1,344	396	2,699	513	818	498	743	2,572
Non-cash expenses associated with discontinued products	1,147	4,533	1,162	1,148	864	816	3,991	1,028	1,061	1,074	1,036	4,201
Non-GAAP general and administrative expense	9,730	34,547	9,186	8,907	9,539	9,487	37,118	9,884	9,937	10,428	10,789	41,037
GAAP total operating expense	24,589	92,625	23,411	23,863	26,860	26,135	100,269	29,237	35,806	32,464	35,202	132,709
Share-based compensation expense	2,239	9,111	2,176	2,906	3,112	3,166	11,360	2,738	5,921	2,828	2,830	14,317
Amortization expense	157	616	159	162	167	171	659	129	100	103	106	438
Non-recurring expense	9	60	357	602	1,344	396	2,699	516	2,744	518	(252)	3,526
Non-cash expenses associated with discontinued products	1,147	4,533	1,162	1,148	864	816	3,991	1,028	1,061	1,074	1,039	4,202
Non-GAAP total operating expense	21,037	78,305	19,557	19,045	21,373	21,586	81,560	24,826	25,980	27,941	31,479	110,225
GAAP operating income (loss)	(18,364)	(58,998)	(14,167)	(15,965)	(6,686)	(4,531)	(41,348)	(21,646)	(26,244)	(16,547)	(6,473)	(70,910)
Non-recurring customer credit	-	-	-	-	-	-	-	-	-	-	-	0
Share-based compensation expense	2,357	9,600	2,290	3,062	3,236	3,297	11,885	2,840	6,058	2,944	2,949	14,791
Amortization expense	157	615	159	162	167	171	659	129	100	103	106	438
Non-recurring expense	14	229	357	602	1,344	396	2,699	522	2,776	547	(237)	3,608
Expenses associated with discontinued products	6,802	6,859	2,962	2,254	29	275	5,520	-	-	202	98	300
Non-cash expenses associated with discontinued products	1,147	4,625	1,162	1,148	864	816	3,990	1,028	1,061	1,074	1,039	4,202
Non-GAAP operating income (loss)	(7,887)	(37,070)	(7,237)	(8,737)	(1,046)	424	(16,595)	(17,127)	(16,249)	(11,677)	(2,518)	(47,570)
GAAP other income (loss)	(1,886)	(7,398)	(2,125)	(971)	(2,267)	(9,326)	(14,691)	(1,524)	129	(1,210)	(113,217)	(115,822)
Loss (gain) from disposal of idle assets	-	-	-	-	-	-	-	-	-	-	-	-
Unrealized exchange loss (gain)	(434)	1,810	(1,109)	(66)	423	(635)	(1,386)	383	(-107)	(-260)	576	592
Non-recurring expense (income)	-	3	-	-	-	9,206	9,206	-	(1,200)	(139)	111,962	110,623
Non-GAAP other income (loss)	(2,320)	(5,585)	(3,234)	(1,037)	(1,844)	(755)	(6,871)	(1,141)	(1,178)	(1,609)	(679)	(4,608)

NON-GAAP RECONCILIATION

Applied Optoelectronics, Inc.
GAAP to Non-GAAP Reconciliation
(In thousands)
Preliminary Unaudited

	4Q22	CY2022	1Q23	2Q23	3Q23	4Q23	CY2023	1Q 2024	2Q 2024	3Q 2024	4Q2024	CY2024
GAAP net income (loss)	(20,251)	(66,397)	(16,292)	(16,944)	(8,953)	(13,858)	(56,048)	(23,170)	(26,115)	(17,757)	(119,692)	(186,734)
Share-based compensation expense	2,357	9,601	2,290	3,062	3,236	3,297	11,885	2,840	6,058	2,944	2,949	14,791
Expenses associated with discontinued products	6,802	6,859	2,962	2,254	29	274	5,519	-	-	202	98	300
Non-cash expenses associated with discontinued products	1,147	4,624	1,162	1,148	864	816	3,990	1,028	1,061	1,074	1,039	4,202
Amortization of intangible assets	157	616	159	162	167	171	659	129	100	103	106	438
Non-recurring expense (income)	15	233	358	602	1,344	9,603	11,907	522	1,576	408	111,725	114,231
Unrealized exchange loss (gain)	(434)	1,809	(1,109)	(66)	423	(635)	(1,387)	383	(107)	(260)	576	592
Non-GAAP Tax Benefit	4,793	14,640	3,327	3,710	1,200	1,909	10,146	6,236	6,571	4,504	2,152	19,463
Non-GAAP net income (loss)	(5,414)	(28,015)	(7,143)	(6,072)	(1,690)	1,577	(13,329)	(12,032)	(10,856)	(8,782)	(1,047)	(32,717)
GAAP net income (loss)	(20,251)	(66,397)	(16,292)	(16,944)	(8,953)	(13,858)	(56,048)	(23,170)	(26,115)	(17,757)	(119,692)	(186,734)
Non-recurring customer credit	-	-	-	-	-	-	-	-	-	-	-	0
Share-based compensation expense	2,358	9,603	2,290	3,062	3,236	3,297	11,885	2,840	6,058	2,944	2,949	14,791
Expenses associated with discontinued products	6,802	6,859	2,962	2,254	29	274	5,519	-	-	202	98	300
Non-cash expenses associated with discontinued products	1,147	4,625	1,162	1,148	864	816	3,990	1,028	1,061	1,074	1,039	4,202
Amortization of intangible assets	158	617	159	162	167	171	659	129	100	103	106	438
Non-recurring expense (income)	14	232	358	602	1,344	9,603	11,907	522	1,576	408	111,725	114,231
Unrealized exchange loss (gain)	(434)	1,807	(1,109)	(66)	423	(635)	(1,387)	383	(107)	(260)	576	592
Tax (benefit) expense related to the above	(1)	(1)	-	8	-	-	8	-	-	-	-	0
Depreciation expense	4,200	17,960	4,008	3,882	3,946	3,894	15,730	3,837	3,907	4,055	4,213	16,012
Loss (gain) from disposal of idle assets	-	0	-	-	-	-	-	-	-	-	-	0
Interest (income) expense, net	1,852	6,192	2,104	2,138	1,924	1,206	7,373	1,416	1,600	1,546	1,390	5,952
Adjusted EBITDA	(4,155)	(18,503)	(4,358)	(3,754)	2,980	4,768	(364)	(13,015)	(11,920)	(7,685)	2,404	(30,216)
GAAP diluted net income (loss) per share	\$ (0.71)	\$ (2.38)	\$ (0.56)	\$ (0.57)	\$ (0.27)	\$ (0.31)	\$ (1.75)	\$ (0.60)	\$ (0.66)	\$ (0.42)	\$ (2.60)	\$ (4.50)
Non-recurring customer credit	-	-	-	-	-	-	-	-	-	-	-	-
Share-based compensation expense	0.08	0.34	0.08	0.10	0.10	0.07	0.4	0.07	0.15	0.07	0.06	0.36
Expenses associated with discontinued products	0.24	0.24	0.01	0.08	0.00	0.01	0.2	0.00	0.00	0.00	0.00	0.01
Non-cash expenses associated with discontinued products	0.04	0.17	0.01	0.04	0.03	0.02	0.12	0.03	0.02	0.03	0.02	0.10
Amortization of intangible assets	0.01	0.02	0.10	0.01	0.01	0.00	0.02	0.01	0.00	0.00	0.00	0.01
Non-recurring expense (income)	-	0.01	0.04	0.02	0.04	0.21	0.37	0.01	0.04	0.01	2.43	2.75
Unrealized exchange loss (gain)	(0.02)	0.07	(0.04)	(0.01)	0.01	(0.01)	(0.04)	0.01	0.00	(0.01)	0.01	0.01
Non-GAAP Tax Benefit	0.17	0.52	0.12	0.12	0.03	0.04	0.32	0.16	0.17	0.11	0.06	0.47
Non-GAAP diluted net income (loss) per share	\$ (0.19)	\$ (1.01)	\$ (0.25)	\$ (0.21)	\$ (0.05)	\$ 0.04	\$ (0.42)	\$ (0.31)	\$ (0.28)	\$ (0.21)	\$ (0.02)	\$ (0.79)
Shares used to compute diluted earnings per share	28,460	27,846	28,872	29,489	32,774	44,778	31,944	38,362	39,365	42,312	46,057	41,539