

Non-GAAP Financial Measures

We provide non-GAAP gross margin, non-GAAP net income (loss), and non-GAAP earnings 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 and related expenses, non-recurring expenses, unrealized foreign exchange loss (gain), losses from the disposal of idle assets, if any, non-GAAP tax benefit (expenses), and losses from the disposal of idle assets, if any, from our GAAP net income (loss). Included in our non-recurring expenses in Q2 2026 and Q2 2025 are employee severance expenses (if any), legal expenses associated with litigation and certain legal and advisory expenses associated with purchase termination or patent protection (if any). In computing our non-GAAP income tax benefit (expense), we have applied an annual effective tax rate for the year to date 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 elimination of items such as amortization of intangible assets, stock-based compensation expense, non-recurring revenue and expenses, 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.

Applied Optoelectronics, Inc.
Consolidated Balance Sheet

(In thousands)

Preliminary Unaudited

	3/31/2024	6/30/2024	9/30/2024	12/31/2024	3/31/2025	6/30/2025	9/30/2025	12/31/2025	3/31/2026	6/30/2026
ASSETS										
CURRENT ASSETS										
Cash and Cash Equivalents	8,433	10,653	34,124	67,428	51,144	64,699	136,961	206,140	439,705	499,737
Restricted Cash	8,972	5,465	7,243	11,705	15,667	22,496	13,756	9,895	9,672	9,021
Total Cash, Cash Equivalents and Short Term Investments	17,405	16,118	41,367	79,133	66,811	87,195	150,717	216,035	449,377	508,758
Accounts Receivable, Net	57,476	57,661	75,154	116,801	171,101	211,452	224,028	244,404	298,996	314,009
Notes Receivable	352	435	47	-	-	-	-	-	-	-
Inventories	54,322	54,322	64,382	88,135	102,313	138,867	170,214	183,105	206,246	278,791
Prepaid Income Tax	2	4	4	4	4	8	8	914	911	914
Prepaid Expenses and Other Current Assets	4,078	4,429	7,409	17,195	18,613	20,816	30,345	31,269	37,047	87,402
Total Current Assets	133,635	132,969	188,363	301,268	358,842	458,338	575,312	675,727	992,577	1,189,874
Property, Plant And Equipment, Net	199,941	197,781	205,303	219,235	241,453	269,386	310,303	376,050	419,003	697,086
Land Use Rights, Net	4,991	4,939	4,993	4,837	4,814	4,798	4,804	4,825	4,871	4,917
Right of use asset	4,552	4,249	4,102	9,646	9,216	22,106	42,048	49,697	71,949	75,168
Intangible Assets, Net	3,610	3,616	3,663	3,680	3,634	3,639	3,640	3,623	3,614	3,633
Other Assets	4,187	4,486	3,548	8,366	26,709	38,583	42,421	58,501	73,865	330,514
TOTAL ASSETS	350,916	348,040	409,972	547,032	644,668	796,850	978,528	1,168,423	1,565,879	2,301,192
LIABILITIES AND STOCKHOLDERS' EQUITY										
CURRENT LIABILITIES										
Accounts Payable	23,639	33,518	55,991	104,969	124,866	132,962	150,145	143,932	148,160	286,088
Bank Acceptance Payable	10,712	5,048	9,934	19,259	23,992	32,107	34,046	33,363	35,766	33,940
Accrued Expenses	13,345	17,210	19,140	22,091	20,488	27,686	34,135	42,491	31,345	46,939
Deferred Revenue	1,689	1,570	1,439	-	-	-	-	-	-	-
Current Lease Liability	1,095	1,087	1,115	1,380	1,349	1,905	2,838	3,522	2,932	4,223
Current Portion of Notes Payable and Long Term Debt	24,129	22,506	29,483	22,370	20,312	22,183	27,978	33,975	41,225	57,258
Total Current Liabilities	74,609	80,939	117,102	170,069	191,007	216,843	249,142	257,283	259,428	428,448
Convertible Senior Notes	76,331	76,690	77,053	134,497	134,229	133,936	130,120	129,829	129,516	129,142
Other Long-Term Liabilities	4,250	3,917	3,731	13,354	10,419	21,090	40,181	47,393	70,983	75,577
TOTAL LIABILITIES	155,190	161,546	197,886	317,920	335,655	371,869	419,443	434,505	459,927	633,167
STOCKHOLDERS' EQUITY										
Common Stock	39	41	45	49	53	62	68	75	79	84
Additional Paid-in Capital	484,663	502,387	543,492	683,462	772,738	893,927	1,045,986	1,224,538	1,610,439	2,192,682
Cumulative Translation Adjustment	(688)	(1,531)	709	(2,548)	(2,755)	1,113	1,088	(617)	(207)	2,399
Retained Earnings (Accumulated Deficit)	(288,288)	(314,403)	(332,160)	(451,851)	(461,023)	(470,121)	(488,057)	(490,078)	(504,359)	(527,140)
TOTAL STOCKHOLDERS' EQUITY	195,726	186,494	212,086	229,112	309,013	424,981	559,085	733,918	1,105,952	1,668,025
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	350,916	348,040	409,972	547,032	644,668	796,850	978,528	1,168,423	1,565,879	2,301,192

Applied Optoelectronics, Inc.
Consolidated Statement of Operations

(In thousands, except percentages and per share data)

	1Q24	2Q24	3Q24	4Q24	CY2024	1Q25	2Q25	3Q25	4Q25	CY2025	1Q26	2Q26
Revenue												
CATV	8,736	5,818	20,947	52,212	87,713	64,501	56,019	70,602	54,002	245,124	66,841	80,578
Datacenter	28,986	34,352	40,945	44,242	148,525	32,049	44,791	43,935	74,876	195,651	81,404	107,662
Telecom	2,269	2,379	2,798	3,535	10,981	2,937	1,940	3,742	5,111	13,730	2,559	3,411
Other	682	721	461	279	2,143	372	202	351	285	1,210	340	271
Total Revenues	40,673	43,270	65,151	100,271	249,365	99,859	102,952	118,630	134,274	455,715	151,144	191,922
YOY Growth %	-23.3%	4.0%	4.2%	65.9%	14.6%	145.5%	137.9%	82.1%	33.9%	82.8%	51.4%	86.4%
Cost of Goods Sold	33,082	33,708	49,234	71,542	187,565	69,315	71,790	85,367	92,329	318,802	107,228	138,715
COGS % of Revenue	81.3%	77.9%	75.6%	71.3%	75.2%	69.4%	69.7%	72.0%	68.8%	70.0%	70.9%	72.3%
Gross Profit	7,591	9,562	15,917	28,729	61,800	30,544	31,162	33,263	41,945	136,913	43,916	53,207
Gross Margin	18.7%	22.1%	24.4%	28.7%	24.8%	30.6%	30.3%	28.0%	31.2%	30.0%	29.1%	27.7%
Operating Expenses:												
Research and Development	11,712	13,078	13,428	16,737	54,954	17,810	20,612	21,265	25,820	85,507	25,656	34,871
R&D % of Revenue	28.8%	30.2%	20.6%	16.7%	22.0%	17.8%	20.0%	17.9%	19.2%	18.8%	17.0%	18.2%
Sales and Marketing	3,798	5,910	4,796	3,652	18,154	5,357	8,135	9,871	6,904	30,267	6,347	11,490
S&M % of Revenue	9.3%	13.7%	7.4%	3.6%	7.3%	5.4%	7.9%	8.3%	5.1%	6.6%	4.2%	6.0%
General and Administrative	13,727	16,818	14,240	14,813	59,600	16,314	18,391	20,314	20,722	75,741	24,904	31,573
G&A % of Revenue	33.7%	38.9%	21.8%	14.8%	23.9%	16.3%	17.9%	17.1%	15.4%	16.6%	16.5%	16.5%
Total Operating Expenses	29,237	35,806	32,464	35,202	132,708	39,481	47,138	51,450	53,446	191,515	56,907	77,934
Operating Expenses % of Revenue	71.8%	82.8%	49.8%	35.1%	53.2%	71.8%	45.8%	71.8%	71.8%	42.0%	71.8%	171.8%
Operating Income (Loss)	(21,646)	(26,244)	(16,547)	(6,473)	(70,908)	(8,937)	(15,976)	(18,187)	(11,501)	(54,602)	(12,991)	(24,727)
Operating Margin	-53.2%	-60.7%	-25.4%	-6.5%	-28.4%	-8.9%	-15.5%	-15.3%	-8.6%	-12.0%	-8.6%	-12.9%
Other Income (Expense):												
Interest Income	260	93	156	365	873	224	286	450	830	1,792	1,737	3,248
Interest Expense	(1,676)	(1,693)	(1,702)	(1,754)	(6,825)	(934)	(818)	(901)	(843)	(3,497)	(863)	(927)
Other Income (Expense)	(108)	1,729	336	(111,828)	(109,871)	475	7,410	702	1,016	9,603	(1,115)	914
Total Other Income (Expense):	(1,524)	129	(1,210)	(113,217)	(115,823)	(235)	6,878	251	1,003	7,898	(241)	3,235
Other Income % of Revenue	-3.7%	0.3%	-1.9%	-112.9%	-46.4%	-0.2%	6.7%	0.2%	0.7%	1.7%	-0.2%	1.7%
Net Income (Loss) before Income Taxes	(23,170)	(26,115)	(17,757)	(119,690)	(186,731)	(9,172)	(9,098)	(17,936)	(10,498)	(46,704)	(13,232)	(21,492)
Net Margin	-57.0%	-60.4%	-27.3%	-119.4%	-74.9%	-9.2%	-8.8%	-15.1%	-7.8%	-10.2%	-8.8%	-11.2%
Income Tax Benefit (Expense)	-	-	-	(2)	(2)	-	-	-	8,476	8,476	(1,049)	(1,289)
Net Income (Loss)	(23,170)	(26,115)	(17,757)	(119,692)	(186,733)	(9,172)	(9,098)	(17,936)	(2,022)	(38,228)	(14,281)	(22,781)
Net Margin after Taxes	-57.0%	-60.4%	-27.3%	-119.4%	-74.9%	-9.2%	-8.8%	-15.1%	-1.5%	-8.4%	-9.4%	-11.9%
Earnings per share (Basic)	\$ (0.60)	\$ (0.66)	\$ (0.42)	\$ (2.60)	\$ (4.50)	\$ (0.18)	\$ (0.16)	\$ (0.28)	\$ (0.03)	\$ (0.64)	\$ (0.19)	\$ (0.28)
Earnings per share (Diluted)	\$ (0.60)	\$ (0.66)	\$ (0.42)	\$ (2.60)	\$ (4.50)	\$ (0.18)	\$ (0.16)	\$ (0.28)	\$ (0.03)	\$ (0.64)	\$ (0.19)	\$ (0.28)
Shares used to compute GAAP basic earnings per share	38,362	38,864	42,312	46,057	41,539	50,041	56,772	63,329	70,336	60,184	75,980	81,568
Shares used to compute GAAP diluted earnings per share	38,362	38,864	42,312	46,057	41,539	50,041	56,772	63,329	70,336	60,184	75,980	81,568

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

Preliminary Unaudited	1Q 2024	2Q 2024	3Q 2024	4Q2024	CY2024	1Q 2025	2Q 2025	3Q 2025	4Q 2025	CY2025	1Q 2026	2Q 2026
GAAP total gross profit	7,591	9,562	15,918	28,729	61,800	30,544	31,162	33,263	41,945	136,914	43,916	53,207
Share-based compensation expense	102	137	116	118	473	83	94	87	97	361	156	170
Non-recurring expense	6	32	29	15	82	0	41	7	25	73	16	282
Expenses associated with discontinued products	-	-	202	98	-	-	-	3,372	129	-	-	3,594
Non-GAAP income from gross profit	7,699	9,731	16,265	28,960	62,655	30,627	31,297	36,729	42,196	140,849	44,088	57,253
GAAP research and development expense	11,712	13,078	13,428	16,737	54,955	17,810	20,612	21,265	25,820	85,507	25,656	34,871
Share-based compensation expense	280	478	356	341	1,455	275	331	293	292	1,191	452	495
Non-recurring expense	3	84	-	30	117	-	114	21	4	139	-	337
Non-GAAP research and development expense	11,429	12,516	13,072	16,366	53,383	17,535	20,167	20,951	25,524	84,177	25,204	34,039
GAAP sales and marketing expense	3,798	5,910	4,796	3,652	18,156	5,357	8,135	9,872	6,904	30,268	6,347	11,490
Share-based compensation expense	286	541	335	352	1,514	323	499	275	361	1,458	451	439
Non-recurring expense	-	1,842	20	(1,025)	837	-	75	11	1	87	-	449
Non-GAAP sales and marketing expense	3,512	3,527	4,441	4,325	15,805	5,034	7,561	9,586	6,542	28,723	5,896	10,602
GAAP general and administrative expense	13,727	16,818	14,240	14,813	59,598	16,314	18,391	20,314	20,721	75,740	24,904	31,573
Share-based compensation expense	2,173	4,902	2,137	2,137	11,349	1,880	2,240	2,460	2,118	8,698	3,333	3,759
Amortization expense	129	100	103	106	438	108	110	113	117	448	121	123
Non-recurring expense	513	818	498	743	2,572	393	632	116	252	1,393	260	3,676
Non-cash expenses associated with discontinued products	1028	1061	1,074	1,038	4,201	1,045	1,073	1,107	1,042	4,267	916	1,101
Non-GAAP general and administrative expense	9,884	9,937	10,428	10,789	41,037	12,888	14,336	16,518	17,192	60,933	20,274	22,914
GAAP total operating expense	29,237	35,806	32,464	35,202	132,709	39,481	47,138	51,451	53,445	191,515	56,907	77,934
Share-based compensation expense	2,738	5,921	2,828	2,830	14,317	2,478	3,070	3,028	2,771	11,347	4,236	4,693
Amortization expense	129	100	103	106	438	108	110	113	117	448	121	123
Non-recurring expense	516	2,744	518	(252)	3,526	393	821	148	257	1,619	260	4,462
Non-cash expenses associated with discontinued products	1,028	1,061	1,074	1,039	4,202	1,045	1,073	1,107	1,042	4,267	916	1,101
Non-GAAP total operating expense	24,826	25,980	27,941	31,479	110,225	35,457	42,064	47,055	49,258	173,834	51,374	67,555
GAAP operating income (loss)	(21,646)	(26,244)	(16,547)	(6,473)	(70,910)	(8,937)	(15,976)	(18,187)	(11,501)	(54,601)	(12,991)	(24,727)
Non-recurring customer credit	-	-	-	-	-	-	-	-	-	-	-	-
Share-based compensation expense	2,840	6,058	2,944	2,949	14,791	2,561	3,164	3,115	2,868	11,708	4,392	4,863
Amortization expense	129	100	103	106	438	108	110	113	117	448	121	123
Non-recurring expense	522	2,776	547	(237)	3,608	393	862	155	282	1,692	276	4,744
Expenses associated with discontinued products	-	-	202	98	300	-	-	3,372	129	3,501	-	3,594
Non-cash expenses associated with discontinued products	1,028	1,061	1,074	1,039	4,202	1,045	1,073	1,107	1,043	4,267	916	1,101
Non-GAAP operating income (loss)	(17,127)	(16,249)	(11,677)	(2,518)	(47,570)	(4,830)	(10,767)	(10,325)	(7,062)	(32,985)	(7,286)	(10,302)
GAAP other income (loss)	(1,524)	129	(1,210)	(113,217)	(115,822)	(235)	6,878	251	1,003	7,897	(241)	3,235
Unrealized exchange loss (gain)	383	-107	-260	576	592	218	(5,278)	5,550	(282)	208	1,177	(432)
Non-recurring expense (income)	-	(1,200)	(139)	111,962	110,623	-	-	(69)	-	(69)	-	-
Non-GAAP other income (loss)	(1,141)	(1,178)	(1,609)	(679)	(4,608)	(17)	1,600	5,732	721	8,036	936	2,803
GAAP net income (loss)	(23,170)	(26,115)	(17,757)	(119,692)	(186,734)	(9,172)	(9,098)	(17,936)	(2,022)	(38,228)	(14,281)	(22,781)
Share-based compensation expense	2,840	6,058	2,944	2,949	14,791	2,561	3,164	3,116	2,868	11,709	4,392	4,863
Expenses associated with discontinued products	-	-	202	98	300	-	-	3,372	129	3,501	-	3,594
Non-cash expenses associated with discontinued products	1,028	1,061	1,074	1,039	4,202	1,045	1,073	1,106	1,043	4,267	916	1,101
Amortization of intangible assets	129	100	103	106	438	108	110	113	117	448	121	123
Non-recurring expense (income)	522	1,576	408	111,725	114,231	393	862	85	282	1,622	276	4,744
Unrealized exchange loss (gain)	383	(107)	(260)	576	592	218	(5,278)	5,550	(282)	208	1,177	(432)
Non-GAAP Tax Benefit	6,236	6,571	4,504	2,152	19,463	3,988	337	(806)	(2,770)	750	2,459	14,262
Non-GAAP net income (loss)	(12,032)	(10,856)	(8,782)	(1,047)	(32,717)	(859)	(8,830)	(5,400)	(635)	(15,723)	(4,940)	5,475
GAAP net income (loss)	(23,170)	(26,115)	(17,757)	(119,692)	(186,734)	(9,172)	(9,098)	(17,936)	(2,022)	(38,228)	(14,281)	(22,781)
Share-based compensation expense	2,840	6,058	2,944	2,949	11,847	2,561	3,164	3,116	2,868	11,709	4,392	4,863
Expenses associated with discontinued products	-	-	202	98	300	-	-	3,372	129	3,501	-	3,594
Non-cash expenses associated with discontinued products	1,028	1,061	1,074	1,039	4,202	1,045	1,073	1,106	1,043	4,267	916	1,101
Amortization of intangible assets	129	100	103	106	438	108	110	113	117	448	121	123
Non-recurring expense (income)	522	1,576	408	111,725	114,231	393	862	85	282	1,622	276	4,744
Unrealized exchange loss (gain)	383	(107)	(260)	576	592	218	(5,278)	5,550	(282)	208	1,177	(432)
Tax (benefit) expense related to the above	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation expense	3,837	3,907	4,055	4,213	16,012	4,573	5,217	6,148	7,045	22,983	8,191	9,276
Interest (income) expense, net	1,416	1,600	1,546	1,390	5,952	709	532	451	13	1,705	(874)	(2,321)
Adjusted EBITDA	(13,015)	(11,920)	(10,629)	2,404	(33,160)	435	(3,418)	2,005	716	(262)	966	(543)
GAAP diluted net income (loss) per share	\$ (0.60)	\$ (0.66)	\$ (0.42)	\$ (2.60)	\$ (4.50)	\$ (0.18)	\$ (0.16)	\$ (0.28)	\$ (0.03)	\$ (0.64)	\$ (0.19)	\$ (0.28)
Share-based compensation expense	0.07	0.15	0.07	0.06	0.36	0.05	0.06	0.05	0.04	0.20	0.06	0.06
Expenses associated with discontinued products	0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.05	0.00	0.06	0.00	0.04
Non-cash expenses associated with discontinued products	0.03	0.02	0.03	0.02	0.10	0.02	0.02	0.02	0.01	0.07	0.01	0.01
Amortization of intangible assets	0.01	0.00	0.00	0.00	0.01	0.00	0.00	0.00	0.00	0.01	0.00	0.00
Non-recurring expense (income)	0.01	0.04	0.01	2.43	2.75	0.01	0.01	0.00	0.01	0.03	0.00	0.05
Unrealized exchange loss (gain)	0.01	0.00	(0.01)	0.01	0.01	0.00	(0.10)	0.08	0.00	0.00	0.02	0.00
Non-GAAP Tax Benefit	0.16	0.17	0.11	0.06	0.47	0.08	0.01	(0.01)	(0.04)	0.01	0.03	0.18
Non-GAAP diluted net income (loss) per share	\$ (0.31)	\$ (0.28)	\$ (0.21)	\$ (0.02)	\$ (0.79)	\$ (0.02)	\$ (0.16)	\$ (0.09)	\$ (0.01)	\$ (0.26)	\$ (0.07)	\$ 0.06
Shares used to compute diluted loss per share	38,362	39,365	42,312	46,057	41,539	50,041	56,772	63,329	70,336	60,183	75,980	81,568
Shares used to compute diluted earnings per share	44,116	44,629	47,576	49,737	46,385	56,472	62,037	74,954	81,961	71,808	87,605	88,152

Applied Optoelectronics, Inc.
Consolidated Statement of Operations

NON GAAP
(In thousands, except percentages and
per share data)

Preliminary Unaudited

	1Q24	2Q24	3Q24	4Q24	CY2024	1Q25	2Q25	3Q25	4Q25	CY2025	1Q26	2Q26
Revenue												
CATV	8,736	5,818	20,947	52,212	87,713	64,501	56,019	70,602	54,002	245,124	66,841	80,578
Datacenter	28,986	34,352	40,945	44,242	148,525	32,049	44,791	43,935	74,876	195,651	81,404	107,662
Telecom	2,269	2,379	2,798	3,535	10,981	2,937	1,940	3,742	5,111	13,730	2,559	3,411
Other	682	721	461	279	2,143	372	202	351	285	1,210	340	271
Total Revenues	40,673	43,270	65,151	100,271	249,365	99,859	102,952	118,630	134,274	455,715	151,144	191,922
YOY Growth %	-23.3%	4.0%	4.2%	65.9%	14.6%	145.5%	137.9%	82.1%	33.9%	82.8%	51.4%	86.4%
Cost of Goods Sold	32,974	33,539	48,887	71,310	186,710	69,232	71,655	81,901	92,078	314,866	107,056	134,669
COGS % of Revenue	81.1%	77.5%	75.0%	71.1%	74.9%	69.3%	69.6%	69.0%	68.6%	69.1%	70.8%	70.2%
Gross Profit	7,699	9,731	16,264	28,961	62,655	30,627	31,297	36,729	42,196	140,849	44,088	57,253
Gross Margin	18.9%	22.5%	25.0%	28.9%	25.1%	30.7%	30.4%	31.0%	31.4%	30.9%	29.2%	29.8%
Operating Expenses:												
Research and Development	11,429	12,516	13,072	16,366	53,383	17,535	20,167	20,951	25,524	84,177	25,204	34,039
R&D % of Revenue	28.1%	28.9%	20.1%	16.3%	21.4%	17.6%	19.6%	17.7%	19.0%	18.5%	16.7%	17.7%
Sales and Marketing	3,512	3,527	4,441	4,325	15,805	5,034	7,561	9,586	6,542	28,723	5,896	10,602
S&M % of Revenue	8.6%	8.2%	6.8%	4.3%	6.3%	5.0%	7.3%	8.1%	4.9%	6.3%	3.9%	5.5%
General and Administrative	9,885	9,937	10,429	10,789	41,037	12,888	14,336	16,518	17,192	60,934	20,274	22,914
G&A % of Revenue	24.3%	23.0%	16.0%	10.8%	16.5%	12.9%	13.9%	13.9%	12.8%	13.4%	13.4%	11.9%
Total Operating Expenses	24,826	25,980	27,942	31,480	110,225	35,457	42,064	47,055	49,258	173,834	51,374	67,555
Operating Expenses % of Revenue	61.0%	60.0%	42.9%	31.4%	44.2%	35.5%	40.9%	39.7%	36.7%	38.1%	34.0%	35.2%
Operating Income (Loss)	(17,127)	(16,249)	(11,678)	(2,519)	(47,570)	(4,830)	(10,767)	(10,326)	(7,062)	(32,985)	(7,286)	(10,302)
Operating Margin	-42.1%	-37.6%	-17.9%	-2.5%	-19.1%	-4.8%	-10.5%	-8.7%	-5.3%	-7.2%	-4.8%	-5.4%
Other Income (Expense):												
Interest Income	261	93	156	365	874	224	286	450	830	1,790	1,737	3,248
Interest Expense	(1,676)	(1,693)	(1,702)	(1,754)	(6,825)	(933)	(818)	(901)	(843)	(3,495)	(863)	(927)
Other Income (Expense)	274	422	(63)	710	1,343	692	2,132	6,184	733	9,741	61	483
Total Other Income (Expense):	(1,141)	(1,178)	(1,609)	(679)	(4,608)	(17)	1,600	5,733	720	8,036	935	2,804
Other Income % of Revenue	-2.8%	-2.7%	-2.5%	-0.7%	-1.8%	0.0%	1.6%	4.8%	0.5%	1.8%	0.6%	1.5%
Net Income (Loss) before Income Taxes	(18,268)	(17,427)	(13,287)	(3,197)	(52,178)	(4,847)	(9,167)	(4,593)	(6,342)	(24,948)	(6,351)	(7,498)
Net Margin	-44.9%	-40.3%	-20.4%	-3.2%	-20.9%	-4.9%	-8.9%	-3.9%	-4.7%	-5.5%	-4.2%	-3.9%
Income Tax Benefit (Expense)	6,236	6,571	4,505	2,150	19,462	3,988	337	(806)	5,707	9,225	1,410	12,973
Net Income (Loss)	(12,032)	(10,856)	(8,782)	(1,047)	(32,716)	(859)	(8,830)	(5,399)	(635)	(15,723)	(4,941)	5,475
Net Margin after Income Tax	-29.6%	-25.1%	-13.5%	-1.0%	-13.1%	-0.9%	-8.6%	-4.6%	-0.5%	-3.5%	-3.3%	2.9%
Interest Income (Expense)	(1,416)	(1,600)	(1,547)	(1,389)	(5,952)	(709)	(532)	(451)	(13)	(1,705)	874	2,321
Depreciation and Amortization	3,837	3,907	4,055	4,212	16,010	4,573	5,217	6,147	7,045	22,981	8,191	9,276
Adjusted EBITDA	(13,015)	(11,920)	(7,685)	2,404	(30,216)	435	(3,418)	2,005	716	(262)	966	(543)
EBITDA Margin	-32.0%	-27.5%	-11.8%	2.4%	-12.1%	0.4%	-3.3%	1.7%	0.5%	-0.1%	0.6%	-0.3%
Earnings per share (Basic)	\$ (0.31)	\$ (0.28)	\$ (0.21)	\$ (0.02)	\$ (0.79)	\$ (0.02)	\$ (0.16)	\$ (0.09)	\$ (0.01)	\$ (0.26)	\$ (0.07)	\$ 0.07
Earnings per share (Diluted)	\$ (0.31)	\$ (0.28)	\$ (0.21)	\$ (0.02)	\$ (0.79)	\$ (0.02)	\$ (0.16)	\$ (0.09)	\$ (0.01)	\$ (0.26)	\$ (0.07)	\$ 0.06
Shares used to compute Non-GAAP basic earnings per share	38,362	39,365	42,312	46,057	41,539	50,041	56,772	63,329	70,336	60,183	75,980	81,568
Shares used to compute Non-GAAP diluted earnings per share	38,362	39,365	42,312	46,057	41,539	50,041	56,772	63,329	70,336	60,183	75,980	88,152