Disclaimer

Special Note on Forward-Looking Statements

This presentation contains forward-looking statements that are based on current expectations, estimates, forecasts and projections of future performance based on management's judgment, beliefs, current trends, and anticipated product performance. These forward-looking statements include, without limitation, statements relating to growth drivers of Napco Security Technologies, Inc.'s (the "Company") business such as school security products and recurring revenue services; potential market opportunities; the benefits of our recurring service revenue products to customers and dealers; our ability to control expenses and costs; and expected annual run rate for recurring service revenue. Forward-looking statements involve risks and uncertainties that may cause actual results to differ materially from those contained in the forward-looking statements. These factors include, but are not limited to, such risk factors described in our SEC filings, including our Annual Report on Form 10-K and Quarterly Reports on form 10-Q. Other unknown or unpredictable factors or underlying assumptions subsequently proving to be incorrect could cause actual results to differ materially from those in the forward-looking statements. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, level of activity, performance, or achievements. You should not place undue reliance on these forward-looking statements. This presentation also contains estimates and other statistical data made by independent parties and by us. Management bases all estimates as to events that may occur in the future upon their best judgment as of the date of this presentation. Whether or not such estimates may be achieved will depend upon the Company achieving its overall business objectives and the availability of funds. Actual results will vary from the estimates, and such variations may be material. Moreover, except as required by law, neither the Company nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements included in this presentation. All information provided in this presentation speaks only as of the date on which it was made, unless otherwise stated, and we undertake no duty to update such information, except as required under applicable law.

Use of Non-GAAP Financial Measures

We disclose certain non-GAAP financial measures in this presentation for our historical performance, including EBITDA, non-GAAP operating income and Adjusted EBITDA. We define EBITDA as GAAP net income (loss) plus income tax expense (benefit), net interest expense and depreciation and amortization expense. Non-GAAP operating income excludes impairment of goodwill, amortization of intangibles, restructuring charges, stock-based compensation expense and other infrequent or unusual charges. We believe that these historical non-GAAP financial measures provide useful information to both management and investors by excluding certain items and expenses that are not indicative of our core operating results or do not reflect our normal business operations. In addition, our management uses non-GAAP measures to compare our performance relative to forecasts and to benchmark our performance externally against competitors. The presentation of this information is not meant to be a substitute for the corresponding financial measures prepared in accordance with generally accepted accounting principles. Our use of non-GAAP financial measures has certain limitations in that such non-GAAP financial measures may not be directly comparable to those reported by other companies. For example, the terms used in this presentation, such as Non-GAAP operating income and Adjusted EBITDA, do not have a standardized meaning. Other companies may use the same or similarly named measures, but exclude different items, which may not provide investors with a comparable view of our performance in relation to other companies. We seek to compensate for the limitation of our non-GAAP presentation by providing a detailed reconciliation of the non-GAAP financial measures to the most directly comparable U.S. GAAP measures in the tables attached hereto. Readers are encouraged to review the related U.S. GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable U.S. GAAP financial measures.
Richard Soloway / Chairman & CEO – Founder, 30+ years security, electronics experience. Founded two previous companies, the first of which installed electric garage door openers and the second manufactured guitar amplifiers, buzz boxes and wah wah pedals. Winner of numerous awards including Ernst & Young’s Entrepreneur of the Year and holder of patents relating to security products.


Michael Carriéri / EVP Engineering & Chief Technology Officer – Over 20 years of experience in the security industry. Extensive knowledge of developing advanced electronic products with applications in military/defense, media/broadcasting and consumer electronics. Fire Chief Emeritus of the Fire Department of Melville, Long Island.

Stephen Spinelli / SVP Sales – 25 years of sales experience in the security industry. Previously Mr. Spinelli was with a global leader in commercial & residential security systems, comprising alarms, access control and locking. He has a proven track record of leading sales teams and consistently surpassing sales goals.

Francis Okoniewski / Vice President Investor Relations – Over 30 years experience in financial services industry including senior partner level equity portfolio management, corporate investor relations and US capital markets. Will focus Company’s efforts to effectively communicate its financial performance and strategic direction to current & prospective stakeholders as well as investment banks and institutional equity research.
NAPCO Investment Highlights

Security Market Leader with Multiple Secular Tailwinds Driving Growth

Integrated Platform Serving Large, Loyal, Professional Market Across All Security Verticals

Innovation DNA – 50 engineers, Track Record of Delivering New Products

Differentiated Hardware-Enabled Recurring Revenue Services Business Model

Highly Visible Growth and Attractive Profitability
NAPCO Security At-a-Glance
Delivering Advanced Technology and High-Quality Security Solutions to Professional Installers

Our Brands

ALARMS & CONNECTIVITY

LOCKING

ACCESS CONTROL

Estimated Revenue by Market Segment

Residential

Commercial

$49.3MM (13%)
FQ3 2024 Sales (YoY Growth)

40%
FQ3 2024 Recurring Revenue % of Total

$81MM
Annual Run-rate Recurring Revenue

29%
FQ3 2024 Recurring Revenue Growth

92%
FQ3 2024 Recurring Gross Margin

32%
FQ3 2024 Adj. EBITDA Margin
Multiple Growth Trends Driving Increased Investment in Security and Safety

Key NAPCO Growth Drivers

- Copper Phone Line Obsolescence
- School Safety
- Regulatory Mandated Fire Alarm Upgrades
- Building Retrofits
- IoT-Enhanced Systems
- Enhanced Security
- Increased Retail Theft
- Building Automation

NAPCO Security Technologies, Inc.
Large and Growing Markets with Significant Whitespace

Multi-Billion Dollar Opportunity for Retrofits and New Installs Across Markets

**Commercial Security (1)**
North America Market Size
$8bn

- **Global Market Size**
  - **$Bn**
  - **CAGR: 7.7%**
  - **2021A**
  - **2026E**
  - **121.4**
  - **83.5**

**School Security (2)**
Global Market Size
$8bn

- **U.S. Market Size**
  - **$Bn**
  - **CAGR 11.3%**
  - **2020A**
  - **2027E**
  - **3.1**
  - **1.5**

**Residential Security (3)**
U.S. Market Size
$8bn

- **Household Penetration**
  - **17.4%**
  - **42.5%**
  - **CAGR: 12.4%**
  - **2021A**
  - **2026E**
  - **9.0**
  - **5.0**

**Notes:**
Source: Napco management estimates unless otherwise noted
2. School and Campus Security Market – Maximize Market Research

- 5MM+ commercial buildings in the U.S.
- Multi-decade upgrade cycle underway for alarm systems - #1 driver of recurring services
- Security top of mind for new installs and building upgrades
- Fire alarm system convergence to cellular in early stages – cost savings, reliability, and carriers not supporting old copper telephone service

- 135K+ K-12 / colleges and universities and 350K houses of worship in the U.S. with limited overall penetration today
- Significant need to harden buildings against trespassing and active shooters
- School safety has become critical
- Large increase in government and school-specific funding for security across education landscape

- 140MM+ total homes in the U.S.; limited penetration of professionally monitored security
- Increasing awareness and desire for smart home technologies with security being the primary driver
- Copper line upgrade cycle also influencing this market
- Increasing demand for Integrated Video for both commercial forensic analysis & liability reduction, and integrated residential HD video system options, driven by Wi-Fi & broadband availability
NAPCO Products Address Full Suite of Building Security and Safety Needs

Significant Security Presence in Commercial Settings (Majority Commercial Revenue)
Unique Integrated Platform Across Full Security Spectrum

Professional-Focused Integrated Platform Across all Security Verticals

Recurring Revenue Services

**ALARMS & CONNECTIVITY**
- Intrusion, Cellular and Fire Alarm Systems
- Connected Home and Small & Larger Business
- StarLink Communications

**LOCKING: ACCESS & ARCHITECTURAL**
- Architectural & Mechanical Locking Solutions
- Wireless Locking Standalone or Networked for Instant Lockdown
- Healthcare, Campus & School

**ACCESS CONTROL**
- Integrated ID Readers / Control Panels / Video / Software Solutions
- Enterprise, Web-Browser-Based & Hosted Systems
- Corporate, Campus and School

**Key End Markets Served**
- General Commercial / Small Business
- Schools
- Healthcare
- Pharmaceuticals
- Correction Centers
- Transportation
- Residential Homes / New Construction
Award-Winning Products

- **2017**
  - Winner for the ESX Innovation Award
  - Wins SIA NPS Monitoring Solutions Award

- **2018**
  - Winner for the ESX Innovation Award
  - Wins "SSI MVP Award" from Security Sales & Integration Magazine

- **2019**
  - Wins "SSI MVP Home Controls Award" from Security Sales & Integration Magazine

- **2021**
  - Wins "SSI Top 30 Technology Innovations Award" from Security Sales & Integration Magazine
  - Wins Gold for the Stellar Service "Best Warranty Policies"

- **2021**
  - Wins Silver for the Stellar Service "Best Training Programs"

- **2021**
  - Wins Silver for the Stellar Service "Best Dealer Protection Policies"

- **2022**
  - Winner for the ESX Innovation Award

- **2022**
  - Winner for the ESX Innovation Award

- **2023**
  - Winner for the ESX Innovation Award & SSI MVP Award from Security Sales & Integration Magazine
Diversified Distribution Strategy Focused on the Professional

Strong Position with the Professional Channel is Key Strategic Advantage

Notes:
Source: Napco management estimates
1. Distributors count contain multiple branches
Differentiated Portfolio of High Margin Recurring Services
Large Current Installed Base with Significant White Space for Future Growth

- **Commercial Fire**
  - SINGLE PATH CELLULAR
  - DUAL PATH CELLULAR + IP
  - FIRELINK PANEL WITH STARLINK COMMUNICATOR BUILT IN
  - COMMERCIAL FIRE $12-26 per month

- **IoT Smartphone Apps**
  - iBridge
  - prima

- **Small / Mid Size Business &/Or Residential**
  - SMALL MID SIZE BUSINESS / RESIDENTIAL $3 to 8 per month
  - SMALL MID SIZE BUSINESS / RESIDENTIAL $7 to 13 per month
  - SMALL MID SIZE RESIDENTIAL CELL/WiFi PANEL $8 to $13 per month

- **Locking and Access Control**
  - GATEWAY FOR WIRELESS DOOR COMMUNICATIONS FROM UP TO 63 LOCKS
  - CELLULAR SYSTEM COMMUNICATOR
  - RADIO CONTROLLED LOCK
  - AIR ACCESS HOSTED SERVICE PLAN: $20 per month (up to 12 doors and 500 access cards)
Competitive Landscape
NAPCO is the only Company with Products in All Three Security Verticals
AirAccess: Cellular Based Access Control System

Significant Market Opportunity: Now Recurring Revenue from Access Control & Locking

- Gateway for wireless door communications from up to 63 locks
- Cellular System Communicator
- Cloud-Based Software & Encrypted Data
- Easy Starter Kit

- Additional Recurring Service Revenue generator for NAPCO and dealers
- Cloud-based service powered by proven StarLink technology
- No corporate IT department integration - cellular based technology
- No expensive upfront hardware costs
- Easily installable, highly scalable

Wireless Network locks w/ integrated NetPanel w/ any Wiegand reader

End Users – Informed & in Control via app or online
Introducing Prima:
Napco’s All-New Security, Video & Connected Home Cell/Wi-Fi System & Platform

+ Add More Residential Accounts/Day than Ever Before Possible

5-Minute Setup, Built-in Onscreen Step-by-Step Videos “Installers Optional”

- Maximize Accounts
- Maximize RMR
- Maximize Valuation
- Maximize Bottom Line

prima by NAPCO
The All-in-One Smart Panel You Asked For + Revolutionary 5-Minute Install
Significant Growth in Recurring Revenue with Highly Attractive Margins

Reported Recurring Revenue (1)

<table>
<thead>
<tr>
<th>Year</th>
<th>Reported Recurring Revenue (MM)</th>
<th>% of Total Revenue</th>
<th>Gross Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>7.9</td>
<td>9.1%</td>
<td>75.2%</td>
</tr>
<tr>
<td>2018</td>
<td>12.0</td>
<td>13.1%</td>
<td>76.8%</td>
</tr>
<tr>
<td>2019</td>
<td>17.4</td>
<td>16.9%</td>
<td>78.2%</td>
</tr>
<tr>
<td>2020</td>
<td>24.0</td>
<td>23.7%</td>
<td>82.0%</td>
</tr>
<tr>
<td>2021</td>
<td>33.9</td>
<td>29.7%</td>
<td>85.6%</td>
</tr>
<tr>
<td>2022</td>
<td>46.0</td>
<td>32.0%</td>
<td>87.0%</td>
</tr>
<tr>
<td>2023</td>
<td>59.9</td>
<td>35%</td>
<td>89%</td>
</tr>
</tbody>
</table>

Notes:
1. FYE June 30

YoY growth:
- 2018: 51.2%
- 2019: 45.2%
- 2020: 38.0%
- 2021: 41.0%
- 2022: 35.6%
- 2023: 30%

Gross Margin:
- 2017: 75.2%
- 2018: 76.8%
- 2019: 78.2%
- 2020: 82.0%
- 2021: 85.6%
- 2022: 87.0%
- 2023: 89%

Gross Margin:
- 2017: 35%
- 2018: 35%
- 2019: 35%
- 2020: 35%
- 2021: 35%
- 2022: 35%
- 2023: ~80%

Additional Note:
- Long Term Target: 150.0
Significant Focus on School and Campus Security Opportunity
Best-In-Class Solutions Across Full Spectrum of Technology-Driven Products and Services

Representative School Security Solutions

- LocDown Locking
- Retrofit Classroom
- Door Access
- Alarms
- Enterprise Access
- Security & Video

Top Institutions Trust NAPCO’s School Solutions

**Total U.S. K-12 Market: ~131,000 Schools**

- Plus many more...

**Total U.S. Colleges & Universities Market: ~5,300 Schools**

- Plus many more...

Solutions range from basic classroom locking to radio-controlled lockdown,

NAPCO

Security Technologies, Inc.
Financial Overview
FQ3 2024 Highlights
As of March 31, 2024

FQ3 Sales +13% YoY to $49MM Quarterly Record.

FQ3 Recurring Revenue +29% YoY to $19.5MM

FQ3 Recurring Revenue Gross Margin 92%, +200bps YoY Total Gross Margin 54% +500 BPS YoY

FQ3 Adjusted EBITDA
$15.6MM Quarterly Record
FQ3 Adj. EBITDA +37% YoY
FQ3 Adj. EBITDA per share (diluted) $0.42

FQ3 Net Income
$13.2MM Quarterly Record
FQ3 Net Income +38% YoY
FQ3 GAAP EPS (diluted) $0.36

Cash, Marketable Securities & Other Investments
Balance $87.5MM $0 Debt

FQ3 2024 Sales
Recurring Revenue
FQ3 Gross Margin
FQ3 Adjusted EBITDA
FQ3 Net Income
Balance Sheet
Strong Long Term Financial Profile
Growth and Margin Expansion

Reported Revenue (1)
$MM

<table>
<thead>
<tr>
<th>Year</th>
<th>Reported Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>101.4</td>
</tr>
<tr>
<td>2021</td>
<td>114.0</td>
</tr>
<tr>
<td>2022</td>
<td>143.6</td>
</tr>
<tr>
<td>2023</td>
<td>169.9</td>
</tr>
</tbody>
</table>

18.8% CAGR

CAGR

Adjusted EBITDA (1)(2)
$MM

<table>
<thead>
<tr>
<th>Year</th>
<th>Adjusted EBITDA</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>14.0</td>
</tr>
<tr>
<td>2021</td>
<td>20.1</td>
</tr>
<tr>
<td>2022</td>
<td>22.6</td>
</tr>
<tr>
<td>2023</td>
<td>34.3</td>
</tr>
</tbody>
</table>

34.8% CAGR

Adjusted EBITDA Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>13.8%</td>
</tr>
<tr>
<td>2021</td>
<td>17.6%</td>
</tr>
<tr>
<td>2022</td>
<td>15.8%</td>
</tr>
<tr>
<td>2023</td>
<td>20%</td>
</tr>
</tbody>
</table>

~+620bps expansion

Notes:
1. FYE June 30
2. See Appendix for Adj. EBITDA reconciliation
Long Term Goals  
As of March 31, 2024  
Sustainable, Profitable Growth

<table>
<thead>
<tr>
<th>Metric</th>
<th>LTM</th>
<th>Long Term Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>$183.2MM</td>
<td>$300MM+</td>
</tr>
<tr>
<td>Recurring Revenue (% of Total)</td>
<td>$71.4MM</td>
<td>~$150MM</td>
</tr>
<tr>
<td>(39%)</td>
<td></td>
<td>(~50%)</td>
</tr>
<tr>
<td>Recurring Revenue Gross Margin</td>
<td>90%</td>
<td>~80%</td>
</tr>
<tr>
<td>Product Revenue (% of Total)</td>
<td>$112MM</td>
<td>~$150MM</td>
</tr>
<tr>
<td>(61%)</td>
<td></td>
<td>(50%)</td>
</tr>
<tr>
<td>Product Gross Margin (%)</td>
<td>29.2%</td>
<td>~50%</td>
</tr>
<tr>
<td>Adj. EBITDA Margin (%)</td>
<td>31%</td>
<td>~45%</td>
</tr>
</tbody>
</table>
### Selected Balance Sheet Highlights

**As of March 31, 2024**

<table>
<thead>
<tr>
<th>($MM)</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash, Marketable Securities and Investments</td>
<td>$87.5</td>
</tr>
<tr>
<td>Working Capital (1)</td>
<td>$138.3</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$195</td>
</tr>
<tr>
<td>Debt</td>
<td>$0.0</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>$26.6</td>
</tr>
<tr>
<td>Stockholders’ Equity</td>
<td>$168</td>
</tr>
<tr>
<td>Diluted Shares Outstanding (2)</td>
<td>37</td>
</tr>
</tbody>
</table>

**Notes:**
1. Working capital shown as total current assets less total current liabilities
2. Diluted shares outstanding in millions as of December 31, 2023

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**NAPCO’S FACILITIES**

- **ISO-certified factory in Dominican Republic**
- **Amityville, NY and Dominican Republic company owned facilities**
- **Facilities in New York and the Dominican Republic allow for receiving products within approximately 6 days versus ~6 weeks if were sourced from China**
- **Lower U.S. tariffs for manufacturing components shipped from China to DR**
NAPCO Investment Highlights

Security Market Leader with Multiple Secular Tailwinds Driving Growth

- Broad portfolio of security products for security professionals
- Large market with multiple long-term secular tail winds
- Growing recurring services adoption driving above market growth

Integrated Platform Serving the Professional Across All Security Verticals

- Robust product portfolio with integration across all key security verticals
- Open architecture allows easy integration with any systems
- Powerful professional-focused distribution channel

Differentiated Hardware-Enabled Recurring Services Business Model

- Significant growth of hardware-enabled recurring services
- High margin, stable revenue streams
- Market-leading technology driving large and growing installed base
- Long term target of ~50% recurring revenue as % of total

Innovation DNA

- Long track record of security innovation
- Relationship with distribution network drives feedback loop
- Substantial proprietary intellectual property

Highly Visible Growth and Attractive Profitability

- Multiple vectors to accelerate long term growth and increase wallet share
- Significant visibility from increasing mix of sticky recurring revenues
- Recurring services drive highly visible margin expansion
APPENDIX

Supplemental Financial Information
# Annual Financials – Income Statement

**As of June 30, 2023**

($ in millions, except per share values)

<table>
<thead>
<tr>
<th></th>
<th>FY 2021A</th>
<th>FY 2022A</th>
<th>FY 2023A</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Equipment Revenue</strong></td>
<td>80.1</td>
<td>97.6</td>
<td>110.0</td>
</tr>
<tr>
<td><strong>Services Revenue</strong></td>
<td>33.9</td>
<td>46.0</td>
<td>59.9</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$114.0</td>
<td>$143.6</td>
<td>$169.9</td>
</tr>
<tr>
<td><strong>Equipment Gross Profit</strong></td>
<td>21.7</td>
<td>19.1</td>
<td>19.8</td>
</tr>
<tr>
<td><strong>Services Gross Profit</strong></td>
<td>29.0</td>
<td>40.0</td>
<td>53.3</td>
</tr>
<tr>
<td><strong>Total Gross Profit</strong></td>
<td>$50.7</td>
<td>$59.2</td>
<td>$73.2</td>
</tr>
<tr>
<td><strong>Research &amp; Development</strong></td>
<td>(7.6)</td>
<td>(8.0)</td>
<td>(9.3)</td>
</tr>
<tr>
<td><strong>Selling, General &amp; Admin</strong></td>
<td>(25.2)</td>
<td>(32.9)</td>
<td>(33.6)</td>
</tr>
<tr>
<td><strong>Impairment of Intangible Asset</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>(32.8)</td>
<td>(40.9)</td>
<td>(42.9)</td>
</tr>
<tr>
<td><strong>Operating Income</strong></td>
<td>$17.9</td>
<td>$18.2</td>
<td>$30.3</td>
</tr>
<tr>
<td><strong>Other (expense) income</strong></td>
<td>(0.0)</td>
<td>3.6</td>
<td>0.9</td>
</tr>
<tr>
<td><strong>Pretax Income, GAAP</strong></td>
<td>17.9</td>
<td>21.8</td>
<td>31.2</td>
</tr>
<tr>
<td><strong>Income Tax Expense</strong></td>
<td>(2.5)</td>
<td>(2.2)</td>
<td>(4.0)</td>
</tr>
<tr>
<td><strong>Net Income, GAAP</strong></td>
<td>$15.4</td>
<td>$19.6</td>
<td>$27.1</td>
</tr>
<tr>
<td><strong>Basic Weighted Avg. Shares</strong></td>
<td>36.7</td>
<td>36.7</td>
<td>36.7</td>
</tr>
<tr>
<td><strong>Basic EPS, GAAP</strong></td>
<td>$0.42</td>
<td>$0.53</td>
<td>$0.74</td>
</tr>
<tr>
<td><strong>Diluted Weighted Avg. Shares</strong></td>
<td>36.8</td>
<td>36.9</td>
<td>37.0</td>
</tr>
<tr>
<td><strong>Diluted EPS, GAAP</strong></td>
<td>$0.42</td>
<td>$0.53</td>
<td>$0.73</td>
</tr>
</tbody>
</table>
### Annual Financials – Reconciliation of Non-GAAP Financial Measures

**As of June 30, 2023**

($ in millions, except per share values)

<table>
<thead>
<tr>
<th>Fiscal Year End June 30,</th>
<th>FY 2021A</th>
<th>FY 2022A</th>
<th>FY 2023A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income (GAAP)</td>
<td>$15.4</td>
<td>$19.6</td>
<td>$27.1</td>
</tr>
<tr>
<td>Add back provision for income taxes</td>
<td>2.5</td>
<td>2.2</td>
<td>4.0</td>
</tr>
<tr>
<td>Add back other (income) expense</td>
<td>0.0</td>
<td>(3.6)</td>
<td>(904)</td>
</tr>
<tr>
<td><strong>Operating Income (GAAP)</strong></td>
<td>$17.9</td>
<td>$18.2</td>
<td>$30.3</td>
</tr>
<tr>
<td>Adjustments for non-GAAP measures of performance:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Add back stock-based compensation expense</td>
<td>0.4</td>
<td>1.6</td>
<td>1.4</td>
</tr>
<tr>
<td>Add back non-recurring legal expenses</td>
<td>-</td>
<td>1.0</td>
<td>0.6</td>
</tr>
<tr>
<td>Add back impairment of Goodwill and Other intangibles</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Adjusted non-GAAP operating income</strong></td>
<td>$18.4</td>
<td>$20.9</td>
<td>$32.7</td>
</tr>
<tr>
<td>Add back depreciation and other amortization</td>
<td>1.3</td>
<td>1.4</td>
<td>1.5</td>
</tr>
<tr>
<td>Add back amortization of acquisition-related intangibles</td>
<td>0.4</td>
<td>0.4</td>
<td>0.4</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA (earnings before interest, taxes, depreciation and amortization)</strong></td>
<td>$20.1</td>
<td>$22.6</td>
<td>$34.3</td>
</tr>
<tr>
<td>Adjusted EBITDA per Diluted Share</td>
<td>$0.55</td>
<td>$0.61</td>
<td>$0.93</td>
</tr>
<tr>
<td>Weighted average number of diluted shares outstanding</td>
<td>36.8</td>
<td>36.9</td>
<td>37.0</td>
</tr>
</tbody>
</table>