

A collage of images including a person in a lab coat and mask, a microchip, and communication towers, set against a geometric background of blue, white, and green shapes.

A Best-in-Class Industrial Growth Enterprise

August 2024

SAFE HARBOR

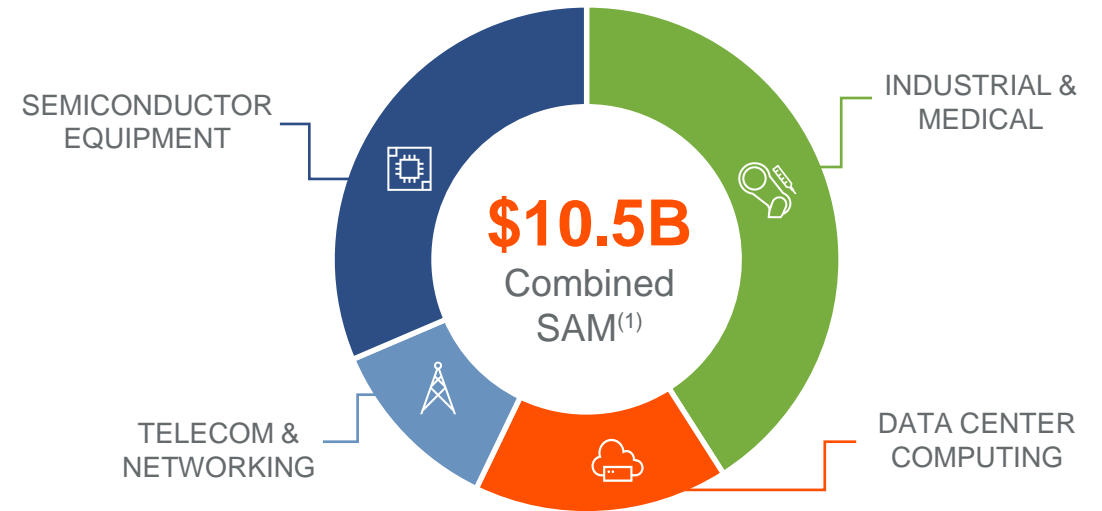
Advanced Energy Industries, Inc.'s (the "Company's" or "Advanced Energy's") guidance and other statements herein or made on the earnings conference call contain, in addition to historical information, forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Statements in this presentation that are not historical information are forward-looking statements. Forward-looking statements are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. Such risks and uncertainties are described in Advanced Energy's Form 10-K, Form 10-Q and other reports and statements filed with the Securities and Exchange Commission (SEC), which can be obtained from the SEC's website at www.sec.gov or from Advanced Energy's Investors page at ir.advancedenergy.com. All forward-looking statements are made and based on information available to Advanced Energy's management team as of July 30, 2024. Aspirational goals and medium-term targets should not be interpreted in any respect as guidance. The company assumes no obligation to update the information in this presentation.

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ADVANCED ENERGY AT A GLANCE

Headquartered in Denver Colorado, **Advanced Energy (NASDAQ: AEIS)** is a global leader in design and manufacture of highly engineered **precision power** conversion, measurement and control solutions for **mission-critical applications and processes**

Leader in Precision Power



BY THE NUMBERS



1981
Founded



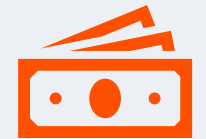
~10,000
Global Employees
(2023 Year End)



700+
Patents Issued
Globally



\$1.66B
2023 Revenue



\$207M
2023 Non-GAAP
Operating Income

PRECISION POWER LEADER FOR THE DIGITAL ECONOMY



PURE PLAY POWER LEADER

Strategic focus on precision power ensures sustainable advantage and scale



OUTPERFORMING MARKETS

Track record of broadening market reach, growing share and adding content



PROPRIETARY SOLUTIONS

Lead with differentiated, highly-engineered, high value products and technologies

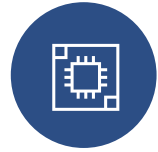


ACCELERATING EARNINGS

Capture long life-cycle revenues and optimize margins to target growing EPS at >2X faster than revenue

WE ARE THE PURE PLAY POWER LEADER

AE provides precision power conversion and control solutions for a wide range of high value and long life-cycle applications



SEMICONDUCTOR EQUIPMENT



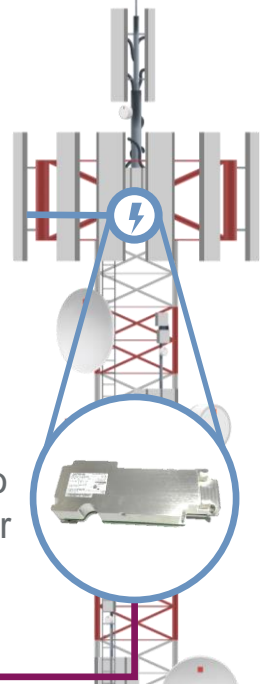
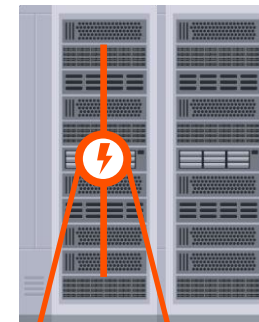
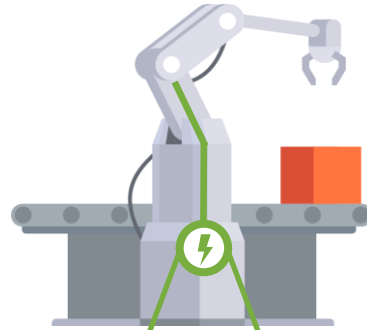
INDUSTRIAL & MEDICAL



DATA CENTER COMPUTING



TELECOM & NETWORKING



Grid Power

Facility Power

Process Power

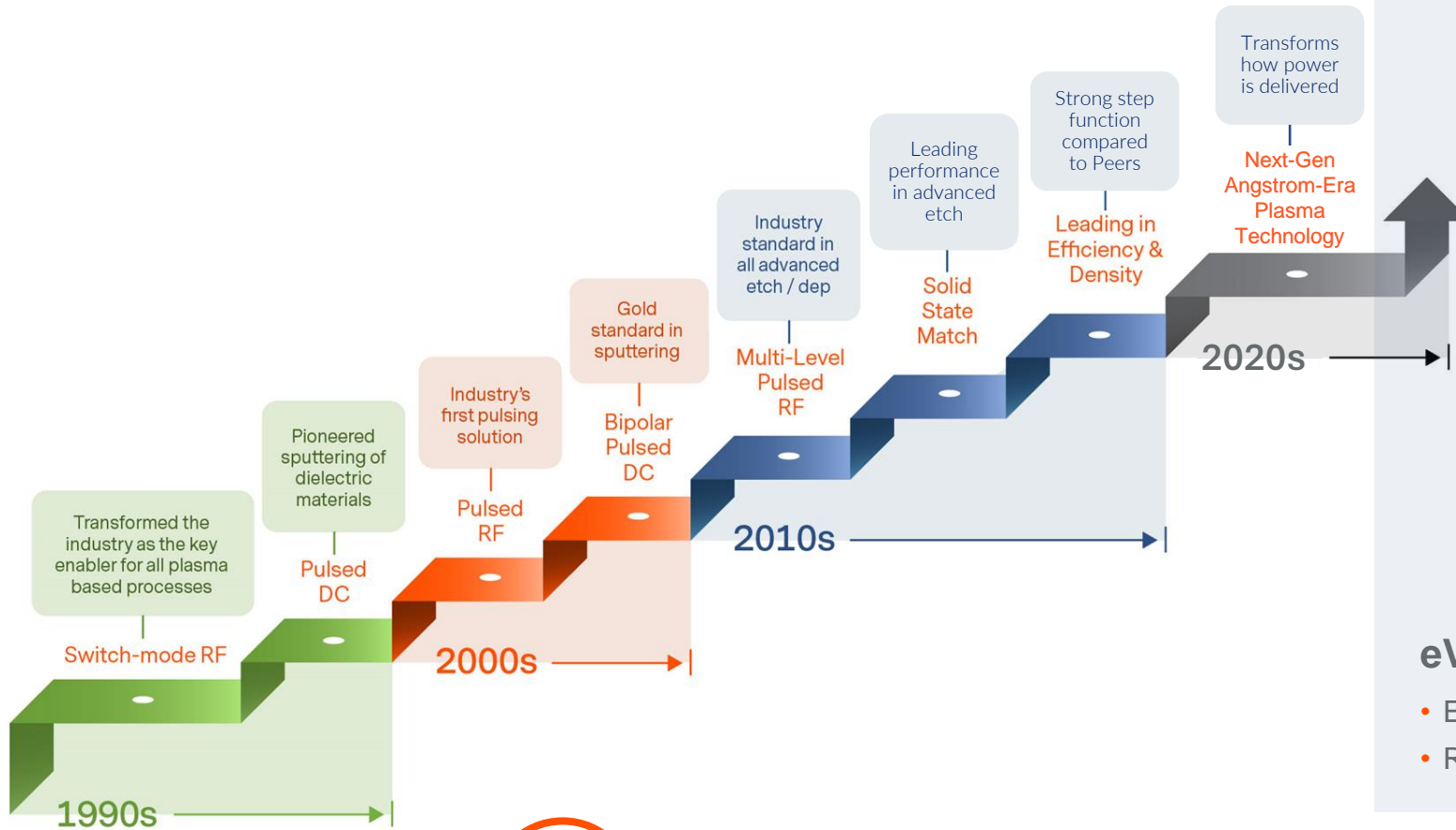
Custom Power

Server Power

Radio Power

~70% of revenue comes from sole-sourced designs

A HISTORY OF INNOVATION AND TECHNOLOGY LEADERSHIP



Angstrom-Era Precision Plasma Power



eVerest RF Generator

- Dynamic multi-level pulsing with ultra-fast RF response
- Widens process window, improves yield and throughput
- Modular architecture accelerates time to market



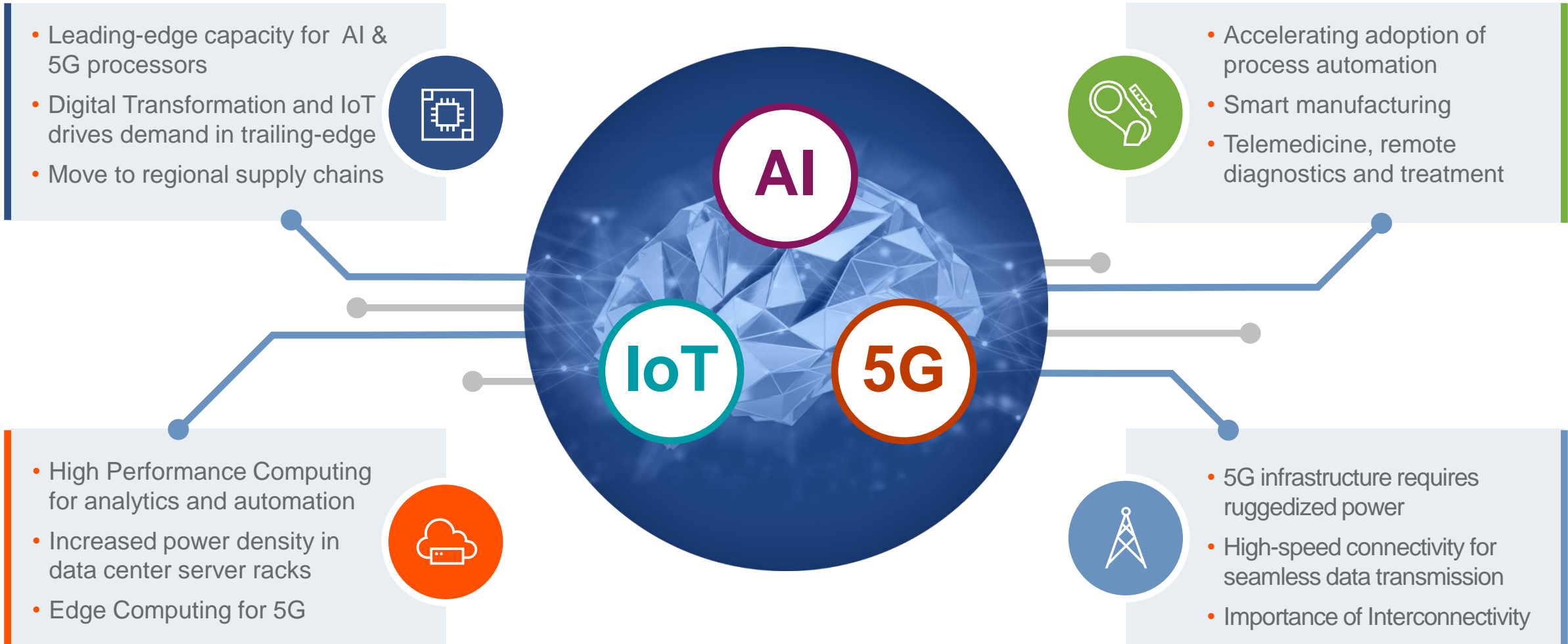
eVoS™ Asymmetric Bias Waveform Generator

- Enables new ways of process tuning with direct plasma control
- Reduces losses by delivering power where the plasma needs it



AE leads with generations of power delivery innovations

DATA ECONOMY DRIVES GROWTH ACROSS OUR 4 VERTICALS



FOCUS ON PROPRIETARY DESIGNS TO ACCELERATE GROWTH

AE TARGETED GROWTH STRATEGIES



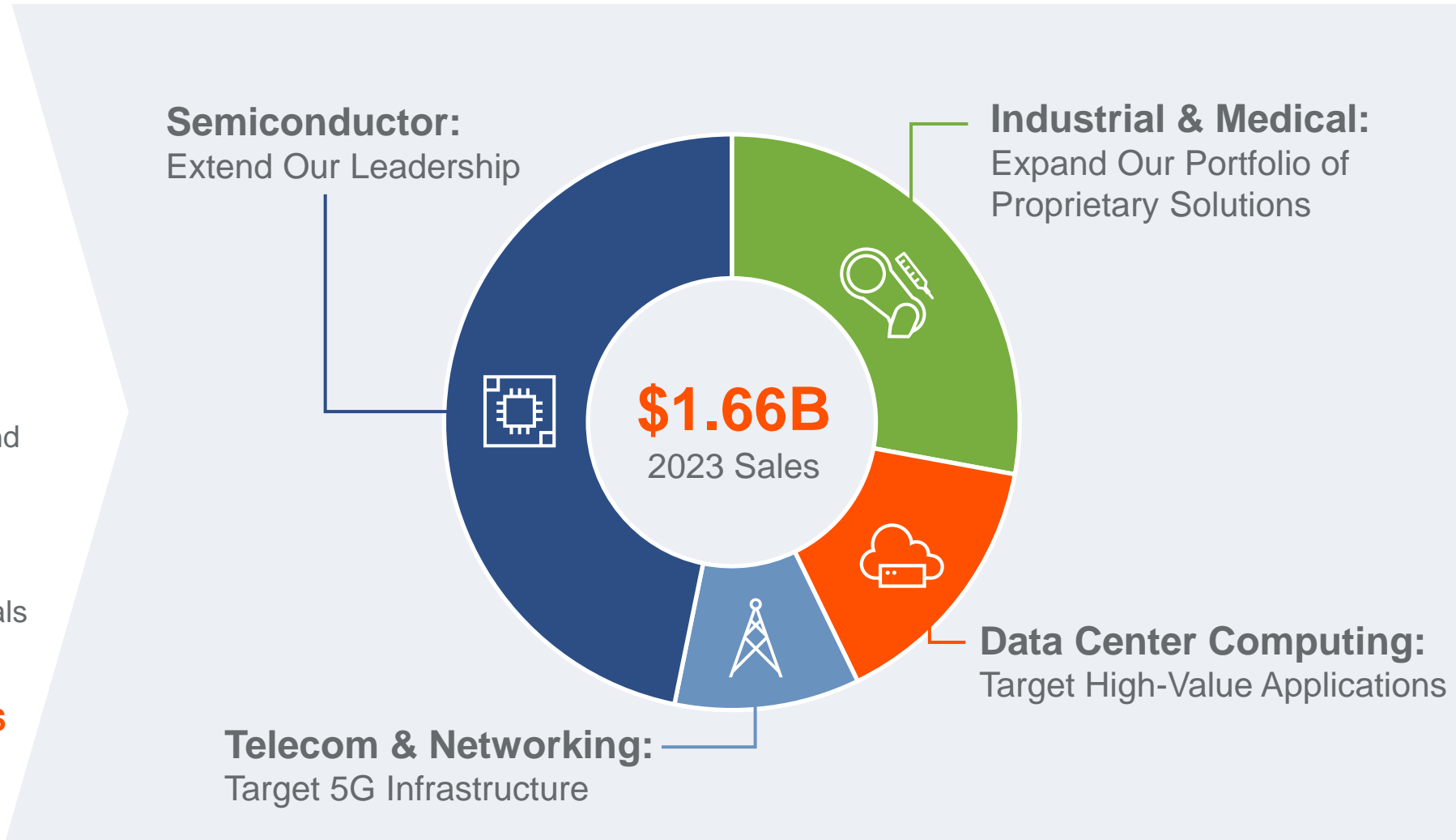
GROW SHARE
Across Mission-Critical
Precision Power Verticals



Invest in **INNOVATION** and
Technology Leadership



Leverage Strong Financials
and Increased Scale to
Capitalize on
NEW OPPORTUNITIES



SEMICONDUCTOR: EXTEND OUR LEADERSHIP

MARKET LEADER WITH PROVEN TRACK RECORD

No.1

Market share every year for over 10 years in Process Power and RF Power⁽¹⁾

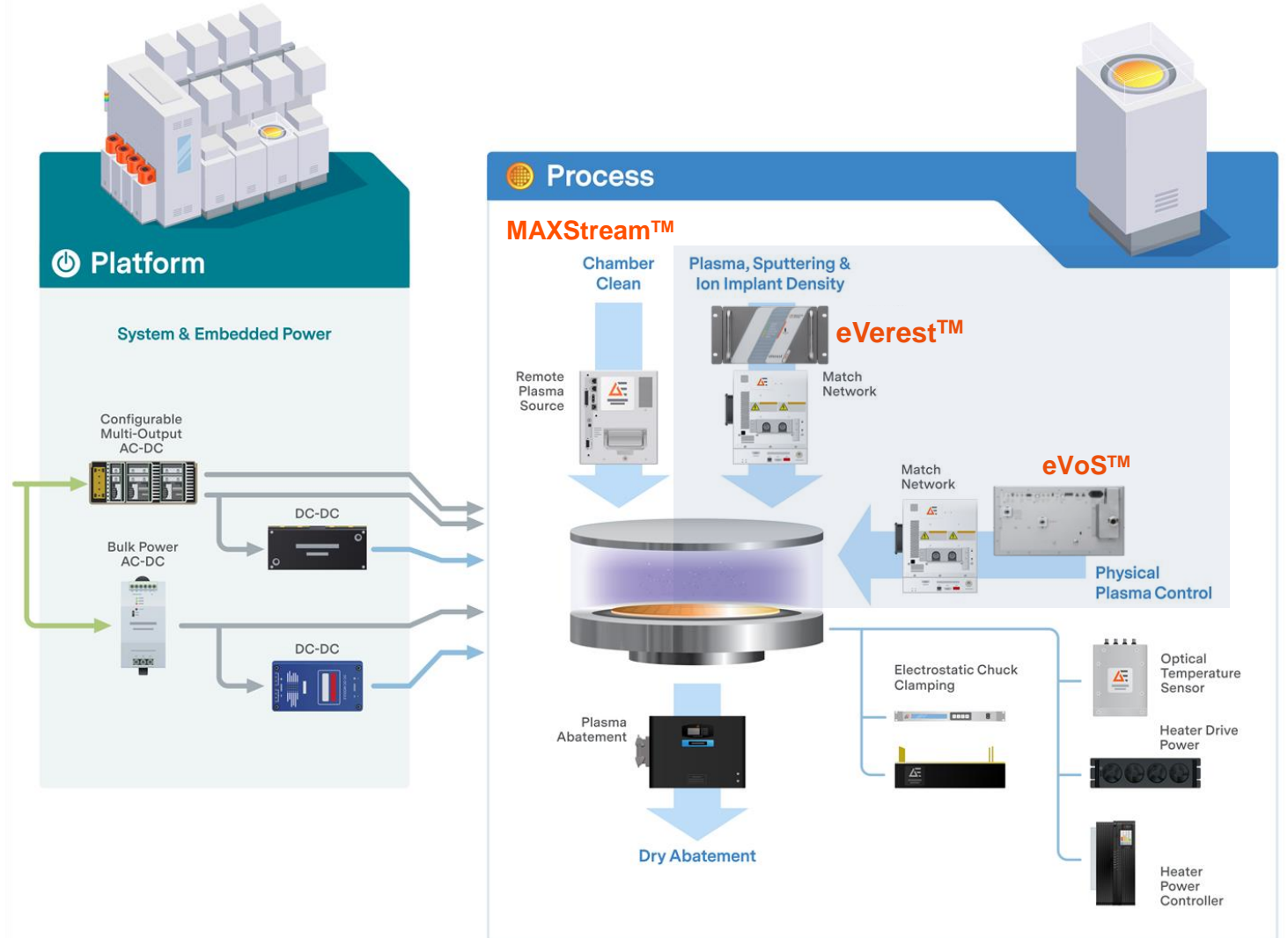
13%

10-year Semi Product Revenue CAGR⁽²⁾

TARGET TO CONTINUE TO OUTGROW OUR MARKET

>1.2X

AE targeted Semi revenue CAGR over WFE⁽³⁾ CAGR



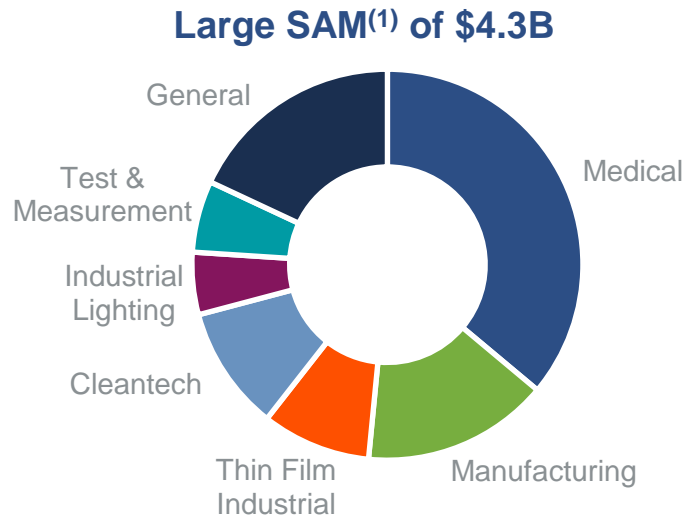
(1) AEIS market share per TechInsights; Process Power is based on RF+DC market share

(2) 10-year CAGR 2013 - 2023

(3) WFE = Wafer Fab Equipment market based on internal estimate and 3rd party market forecasts

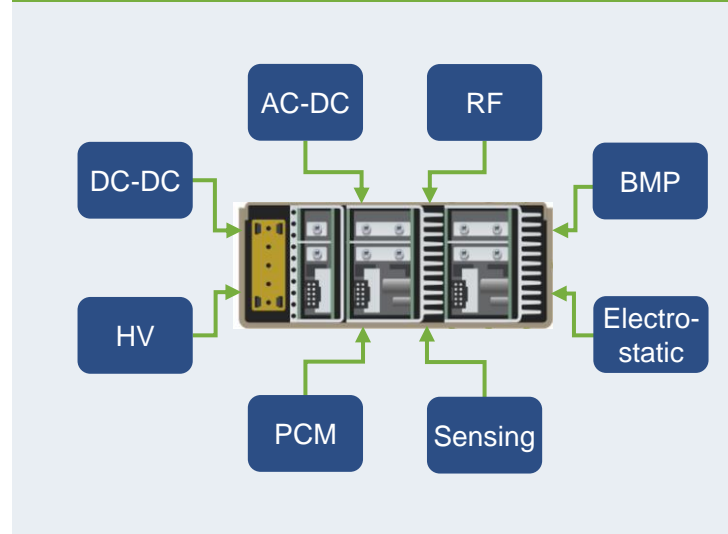
INDUSTRIAL & MEDICAL: EXPAND OUR PORTFOLIO OF PROPRIETARY SOLUTIONS

LARGE MARKET WITH A WIDE RANGE OF NICHE OPPORTUNITIES



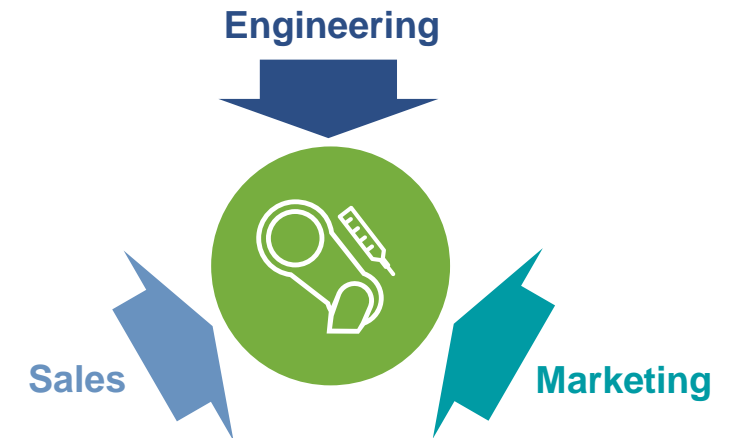
- Large SAM consists of many small and medium **high-value opportunities**
- Target long-life cycle and proprietary applications to capture **sole-source positions**

LEVERAGE BROAD PORTFOLIO OF STANDARD PRODUCTS TO DELIVER CUSTOM SOLUTIONS



- Most **comprehensive portfolio** of standard power products
- Develop **modified standard or full custom solutions** to solve customers' challenging power delivery problems

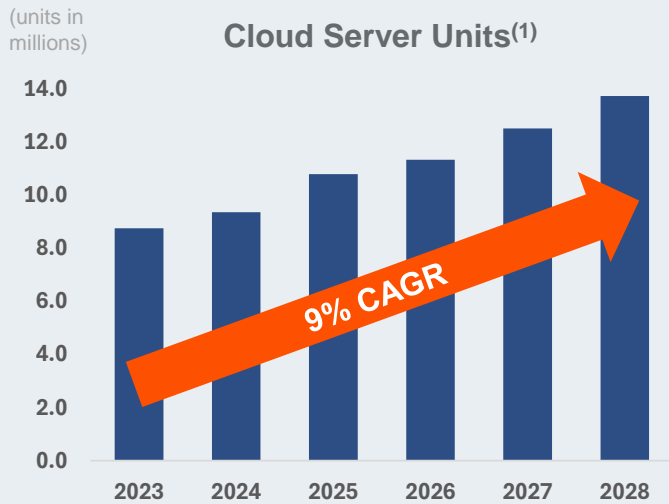
ACCELERATING INVESTMENTS TO DRIVE GROWTH



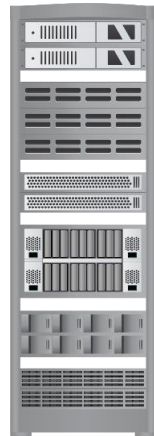
- **Allocate more** engineering, sales and marketing resources to I&M applications
- Investments in our digital platform help **broaden our customer base** and drive future market share gains in I&M

DATA CENTER COMPUTING: TARGET HIGH-VALUE APPLICATIONS

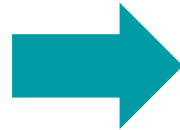
GROWING INVESTMENTS



AI DRIVES HIGH-VALUE CONTENT



Traditional Server

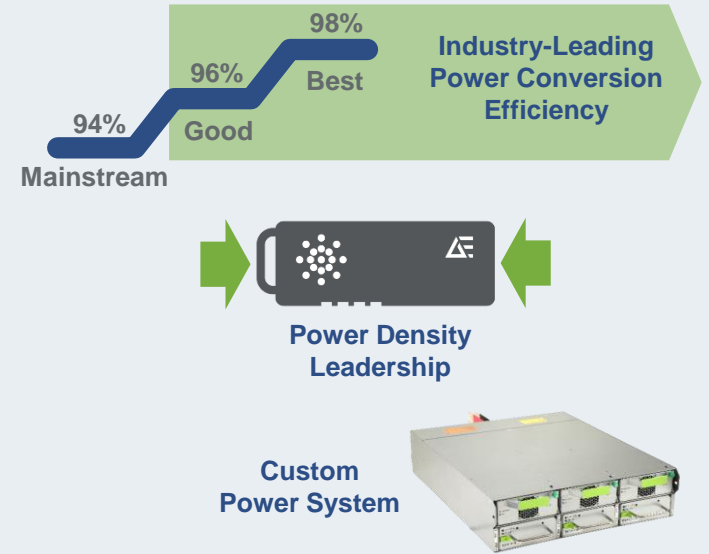


3-10X Power Content
48V Infrastructure
Power Shelf



AI & HPC Server

AE TECHNOLOGY LEADERSHIP



OUR FOCUSED STRATEGY

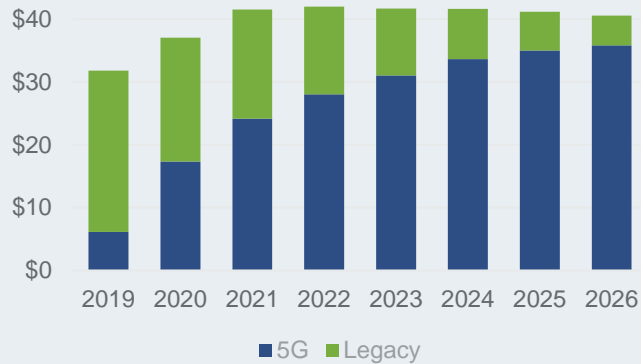
- **Technologies** that address the most difficult power delivery problems
- Win **high value applications** at Tier-I and Tier-II hyperscale customers
- Capture additional opportunities with **48V transition**
- Deliver **best-in-class** quality and performance

TELECOM & NETWORKING: TARGET 5G INFRASTRUCTURE

5G INFRASTRUCTURE MARKET GROWTH TREND

Mobile Radio Access Network Market⁽¹⁾

(\$ in billions)



- A stable market as investment in 5G continues
- Increased capacity demand driven by expanding use cases

SELECTIVE STRATEGY

- Win proprietary designs in 5G radio power for both macro and small cells
- Target high value opportunities in Telecom and Networking

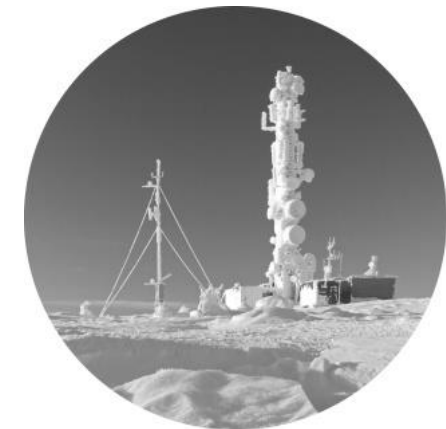
WHY WE WIN

- Industry-leading high density, rugged power supplies for outdoor radio
- Deep application knowledge necessary in 5G radio design
- 20+ years of customer intimacy with leading OEMs

Powering many of the largest wireless networks across the world



**High reliability
ruggedized power
supply for the harshest
environments**



INORGANIC GROWTH: GROW SCOPE AND LEVERAGING SCALE

Strong Track Record
 Deployed >\$700M adding ~\$800M of pro forma revenue⁽¹⁾



Well-Defined Acquisition Criteria

- Precision Power and Controls
- Expand SAM, portfolio & technology
- Synergistic with current organization

Solid Funnel of Opportunities

- Large and fragmented power market
- Plenty of differentiated high-value targets
- Extend our leadership

Discipline and Value Creation

- Analytical and deliberate
- Accretive to EPS within first year
- Target ROIC > 10%

Q2 2024 FINANCIAL HIGHLIGHTS



REVENUE

\$365 million

Up 11% Q/Q



NON-GAAP EPS⁽¹⁾

\$0.85

Up 47% Q/Q



NON-GAAP GROSS MARGIN⁽¹⁾

35.3%

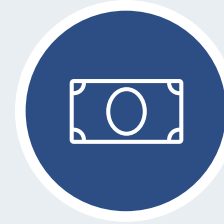
Up 20 bps Q/Q



NON-GAAP OP MARGIN⁽¹⁾

9.3%

Up 270 bps Q/Q



OPERATING CASH FLOW⁽²⁾

\$7 million

Includes annual tax payment



TOTAL CASH⁽³⁾

\$986 million

Net Cash of \$79 million

(1) Detailed explanations of non-GAAP financials and reconciliations of GAAP to non-GAAP financials can be found at the end of this presentation

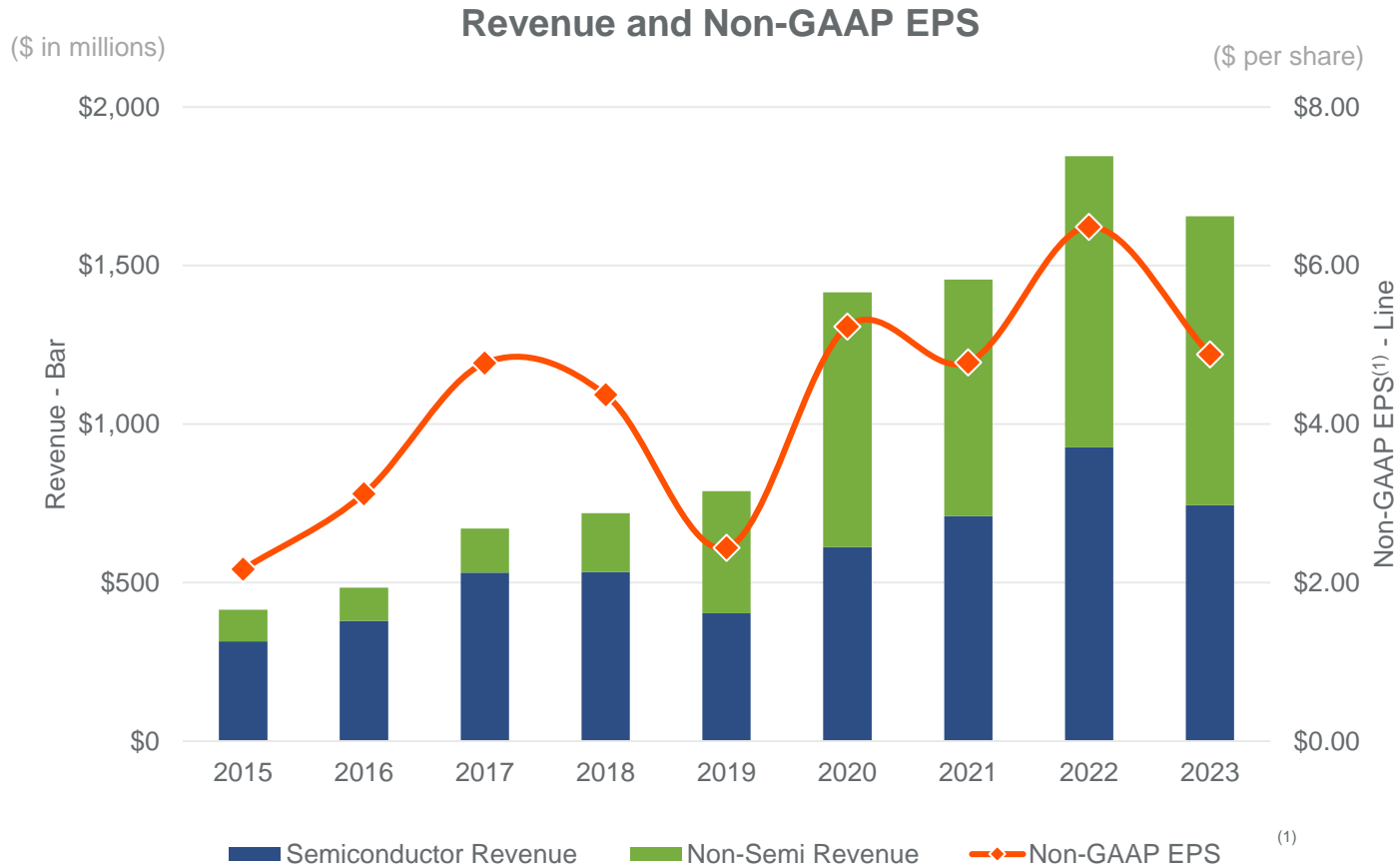
(2) Cash flow from operating activities from continuing operations

(3) Net Cash = Cash less Current portion of long-term debt and Long-term debt

GROWING REVENUE AND EARNINGS THROUGH CYCLES

MORE BALANCED REVENUE MIX OVER TIME

BENEFITS OF DIVERSIFICATION



- Revenue growth driven by a combination of organic and inorganic growth
- Increased diversification into multiple markets enables future performance to be substantially better than previous market cycles
- 2023 total revenue down 10% Y/Y, with semi revenue down 20% Y/Y, partially offset by aggregate non-semi revenue flat Y/Y
- Manufacturing and cost optimization, favorable mix shift, and volume recovery position us to deliver higher earnings through business cycles

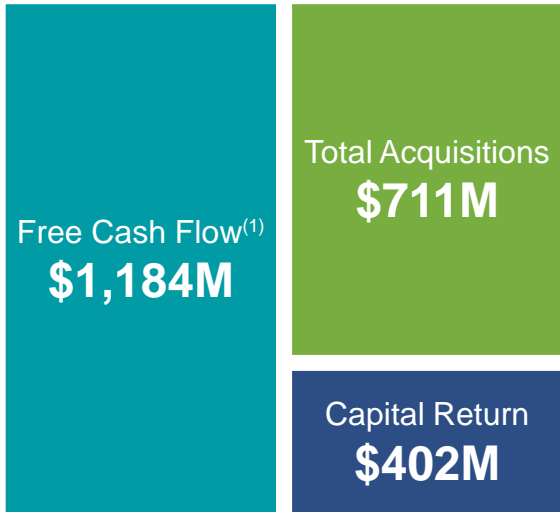
SOLID EXECUTION ENABLED US TO ACHIEVE LONG-TERM TARGETS

	FROM 2020 ANALYST EVENT		2H 2022 PERFORMANCE	
	ASPIRATIONAL GOALS	LONG-TERM VISION	2H'22 RUN-RATE	UPDATE
Total Revenue (\$M)	\$1,650	\$2,500	\$2,014	Ahead of our 3-year plan
Acquired Revenue (\$M)	-	~\$500	~\$95	Solid Progress
N.G. Gross Margins ⁽¹⁾	>40%	>40%	37.0%	~300bps Impact due to Supply
N.G. OPEX ⁽¹⁾ as % of Revenue	20%	20%	19.9%	Inline with Target
Non-GAAP EPS ⁽¹⁾	\$7.50	\$12.00	\$7.64	Surpassed Aspirational Goal

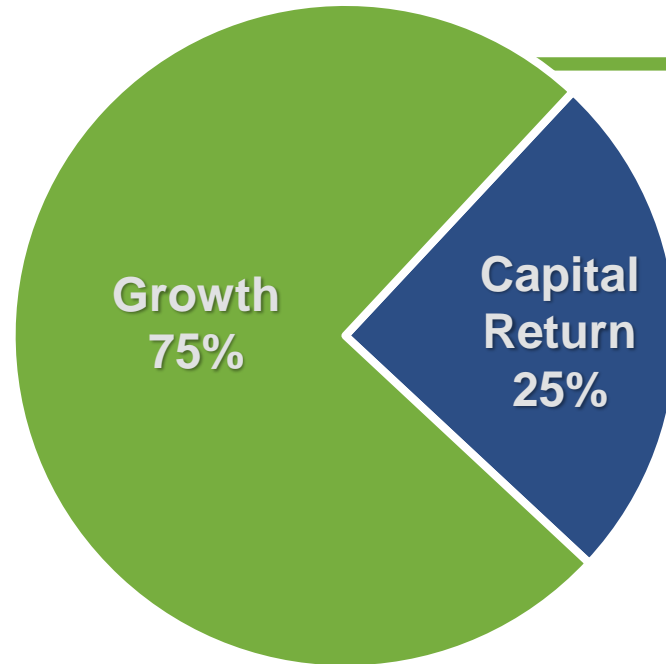
CAPITAL ALLOCATION PLAN

Capital Allocation Track Record

2014 to 2023 (Cumulative)



Allocation of Free Cash Flow



GROWTH THROUGH STRATEGIC ACQUISITIONS: ~75%

- M&A Engine with a disciplined process
- Solid track record in deploying capital to value-creating acquisitions
- Building a solid funnel of targets
- Target net debt leverage at less than 3.0x for the right deal
- Increase liquidity with convertible note offering

SHARE REPURCHASE AND DIVIDEND PROGRAM: ~25%

- Opportunistic repurchase program to take advantage of market volatility
- Quarterly dividend program at \$0.10/share



Strong Balance Sheet
supports continued inorganic growth

STRONG PERFORMANCE THROUGH CYCLES

- **Good execution in 2023**
 - Revenue of \$1.66 billion down 10% Y/Y, non-GAAP⁽¹⁾ EPS of \$4.88, record operating cash flow of \$213 million
 - 2023 benefited from our diversification strategy, with revenue performance significantly improved from previous semi downturns and better than many of our semi sub-system peers
- **Investments in new products, channel strategy, and factory optimization yielding results**
 - Launched 20 new products in 2023, including game-changing platforms such as eVoS™, eVerest™ and NeoPower
 - Achieved record number of design wins in the Semiconductor, Industrial and Medical markets
 - Launched new digital platform in 2023, with web traffic and engagement levels > 2X in six months
 - Completed closure of 2 small factories in Q4, in addition to Shenzhen closure in Q1
- **Expect business levels to increase through the remainder of 2024 as markets improve**
 - Believe Q1 was a trough and Q2 revenue to rebound driven by a surge in Data Center Computing demand
 - Expect 2024 EPS to be largely inline with our previous projections, and 2H'24 outlook remains largely unchanged
- **Expect to deliver strong growth and market share gains as markets recover**
 - Maintain momentum in new product launches and design wins
 - Broaden our customer base and expand presence at existing customers with channel strategy and website
 - Continue to improve operational efficiency, optimize manufacturing footprint, and control costs
 - Leverage strong balance sheet to look for acquisitions that make financial and strategic sense

(1) Detailed explanations of non-GAAP financials and reconciliations of GAAP to non-GAAP financials can be found at the end of this presentation

PRECISION POWER LEADER FOR THE DIGITAL ECONOMY



PURE PLAY POWER LEADER

Strategic focus on precision power ensures sustainable advantage and scale



OUTPERFORMING MARKETS

Track record of broadening market reach, growing share and adding content



PROPRIETARY SOLUTIONS

Lead with differentiated, highly-engineered, high value products and technologies



ACCELERATING EARNINGS

Capture long life-cycle revenues and optimize margins to target growing EPS at >2X faster than revenue

The text 'THANK YOU' is centered in a dark blue, all-caps, sans-serif font. The background is a light blue and white geometric pattern with a green and orange decorative bar at the bottom.

THANK YOU

ENVIRONMENT, SOCIAL AND GOVERNANCE

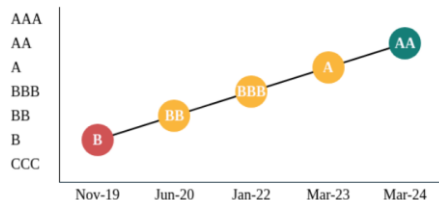
COMMITMENTS

In 2022, Advanced Energy launched the **ESG Working Group**, which is responsible for defining our ESG approach and advancing our ESG program

MSCI ESG RATINGS



ESG Rating history



ESG Rating history shows five most recent rating actions



ENVIRONMENT

- Inventing Energy Efficient Products
- Implementing Energy Efficient Operations
- Reducing Waste

98%

Advanced Energy launched power conversion products for energy-intensive data center computing applications with conversion efficiency approaching 98%

86%

Total Waste Diversion Rate in our Asia Pacific factories

~35%

From 2014 to 2022, our factories in China and the Philippines reduced Scope 2 CO₂ emissions by 23,941 metric tonnes, a ~35% reduction from the base year.

SOCIAL

- Empowering Our People
- Engaging with Our Communities

~45%

Women comprise almost half of our global workforce

>85%

of employees are proud to work at AE based on 2022 employee survey

0.45

Total Recordable Incident Rate (TRIR) and 0.26 Loss Time Incidence Rate (LTIR)

345

Employees participated in our leadership development program in 2022

GOVERNANCE

- Enabling Effective Management
- Enhancing Transparency

90%

of our board members are independent, non-executive directors

30%

of our Board of Directors are women

4.6

years of average tenure for Board of Directors

2

Women leaders added to Advanced Energy's Executive Leadership Team in 2022

Q3 2024 GUIDANCE

(\$ in millions, except per share data)	Guidance
Revenue	\$370 +/- \$20
GAAP EPS from continuing operations	(\$0.10) +/- \$0.25
Non-GAAP ⁽¹⁾ EPS	\$0.90 +/- \$0.25

QUARTERLY NON-GAAP FINANCIALS⁽¹⁾

Quarterly Trend

(figures in \$ millions, except percentage and EPS)

All figures from Continuing Operations

	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2
Revenue	351.6	361.3	346.1	396.9	397.5	440.9	516.3	490.7	425.0	415.5	410.0	405.3	327.5	364.9
Gross Profit	139.7	137.3	124.9	141.0	145.3	163.8	193.4	179.4	156.5	147.8	148.2	144.5	115.0	128.9
Gross Margin	39.7%	38.0%	36.1%	35.5%	36.6%	37.1%	37.5%	36.6%	36.8%	35.6%	36.1%	35.7%	35.1%	35.3%
Total OPEX	79.5	82.6	83.6	86.1	87.6	94.2	99.8	100.9	99.7	98.5	97.3	94.9	93.5	95.1
OPEX %	22.6%	22.9%	24.2%	21.7%	22.0%	21.4%	19.3%	20.6%	23.5%	23.7%	23.7%	23.4%	28.6%	26.1%
Operating Income	60.2	54.7	41.2	54.8	57.8	69.6	93.6	78.5	56.8	49.3	50.9	49.7	21.5	33.8
Operating Income %	17.1%	15.1%	11.9%	13.8%	14.5%	15.8%	18.1%	16.0%	13.4%	11.9%	12.4%	12.3%	6.6%	9.3%
Depreciation	7.3	7.5	7.9	8.1	8.4	8.5	8.5	8.8	9.5	9.4	9.7	9.7	10.0	10.2
EBITDA⁽²⁾	67.6	62.2	49.1	63.0	66.1	78.1	102.1	87.3	66.3	58.7	60.7	59.4	31.5	44.0
EBITDA %	19.2%	17.2%	14.2%	15.9%	16.6%	17.7%	19.8%	17.8%	15.6%	14.1%	14.8%	14.6%	9.6%	12.1%
Other Income/(Expense)	(2.6)	(1.9)	(1.7)	(2.5)	(2.1)	(2.2)	(1.9)	(1.1)	0.5	0.2	1.3	5.2	5.1	4.3
Income Before Taxes	57.6	52.8	39.6	52.3	55.6	67.4	91.7	77.4	57.3	49.5	52.3	54.8	26.6	38.1
Tax Provision/(Benefit)	7.9	4.7	5.6	0.9	8.9	13.1	12.1	13.2	10.4	7.6	3.8	8.1	4.7	6.1
Tax Rate	13.7%	8.9%	14.0%	1.6%	16.0%	19.4%	13.2%	17.0%	18.1%	15.3%	7.2%	14.8%	17.7%	15.9%
Non-GAAP Net Income	49.7	48.1	34.0	51.5	46.7	54.3	79.6	64.2	47.0	41.9	48.5	46.7	21.9	32.0
Net Income %	14.1%	13.3%	9.8%	13.0%	11.8%	12.3%	15.4%	13.1%	11.1%	10.1%	11.8%	11.5%	6.7%	8.8%
Non-GAAP EPS	1.29	1.25	0.89	1.36	1.24	1.44	2.12	1.70	\$1.24	\$1.11	\$1.28	\$1.24	\$0.58	\$0.85
Average Shares Outstanding	38.6	38.6	38.4	37.9	37.8	37.7	37.6	37.7	37.8	37.8	37.9	37.6	37.7	37.8

NON-GAAP MEASURES

Advanced Energy's non-GAAP measures exclude the impact of non-cash related charges such as stock-based compensation, amortization of intangible assets, and long-term unrealized foreign exchange gains and losses, as well as discontinued operations, and non-recurring items such as acquisition-related costs, facility expansion and related costs, restructuring, asset impairments, and other charges, as they are not indicative of future performance. The tax effect of our non-GAAP adjustments represents the anticipated annual tax rate applied to each non-GAAP adjustment after consideration of their respective book and tax treatments. In addition, the tax effect also includes a discrete tax benefit associated with the release of a portion of our deferred tax asset valuation allowance.

The non-GAAP measures included in this presentation are not in accordance with, or an alternative for, similar measures calculated under generally accepted accounting principles and may be different from non-GAAP measures used by other companies. In addition, these non-GAAP measures are not based on any comprehensive set of accounting rules or principles. We believe that these non-GAAP measures provide useful information to management and investors to evaluate business performance without the impacts of certain non-cash charges, non-economic foreign currency remeasurements, and other cash charges which are not part of our usual operations. We use these non-GAAP measures to assess performance against business objectives, make business decisions, develop budgets, forecast future periods, assess trends, and evaluate financial impacts of various scenarios. In addition, management's incentive plans include these non-GAAP measures as criteria for achievements. Additionally, we believe that these non-GAAP measures, in combination with its financial results calculated in accordance with GAAP, provide investors with additional perspective. To gain a complete picture of all effects on our financial results from any and all events, management does (and investors should) rely upon the GAAP measures as well, as the items excluded from non-GAAP measures may contribute to not accurately reflecting the underlying performance of the company's continuing operations for the period in which they are incurred. Furthermore, the use of non-GAAP measures has limitations in that such measures do not reflect all of the amounts associated with our results of operations as determined in accordance with GAAP, and these measures should only be used to evaluate our results of operations in conjunction with the corresponding GAAP measures.

NON-GAAP RECONCILIATION

Reconciliation of Non-GAAP measure - operating expenses and operating income, excluding certain items

	Three Months Ended			Six Months Ended	
	June 30,		March 31,	June 30,	
	2024	2023	2024	2024	2023
Gross profit from continuing operations, as reported	\$ 127,741	\$ 147,080	\$ 112,829	\$ 240,570	\$ 302,191
Adjustments to gross profit:					
Stock-based compensation	1,056	589	829	1,885	972
Facility expansion, relocation costs and other	161	60	1,308	1,469	1,017
Acquisition-related costs	(57)	97	44	(13)	150
Non-GAAP gross profit	128,901	147,826	115,010	243,911	304,330
Non-GAAP gross margin	35.3%	35.6%	35.1%	35.2%	36.2%
Operating expenses from continuing operations, as reported	114,773	117,255	112,152	226,925	232,328
Adjustments:					
Amortization of intangible assets	(6,800)	(7,075)	(6,947)	(13,747)	(14,137)
Stock-based compensation	(10,328)	(7,348)	(10,176)	(20,504)	(13,766)
Acquisition-related costs	(1,934)	(1,165)	(1,266)	(3,200)	(2,043)
Restructuring, asset impairments, and other charges	(625)	(3,154)	(245)	(870)	(4,197)
Non-GAAP operating expenses	95,086	98,513	93,518	188,604	198,185
Non-GAAP operating income	\$ 33,815	\$ 49,313	\$ 21,492	\$ 55,307	\$ 106,145
Non-GAAP operating margin	9.3%	11.9%	6.6%	8.0%	12.6%

Reconciliation of Non-GAAP measure - income excluding certain items

	Three Months Ended			Six Months Ended	
	June 30,		March 31,	June 30,	
	2024	2023	2023	2024	2023
Income from continuing operations, less non-controlling interest, net of income tax	\$ 15,604	\$ 27,455	\$ 5,787	\$ 21,391	\$ 59,207
Adjustments:					
Amortization of intangible assets	6,800	7,075	6,947	13,747	14,137
Acquisition-related costs	1,877	1,262	1,310	3,187	2,193
Facility expansion, relocation costs, and other	161	60	1,308	1,469	1,017
Restructuring, asset impairments, and other charges	625	3,154	245	870	4,197
Unrealized foreign currency loss (gain)	(1,545)	(2,266)	(1,757)	(3,302)	(1,213)
Tax effect of non-GAAP adjustments, including certain discrete tax benefits	(498)	(1,051)	(622)	(1,120)	(2,172)
Non-GAAP income, net of income tax, excluding stock-based compensation	23,024	35,689	13,218	36,242	77,366
Stock-based compensation, net of tax	8,993	6,191	8,694	17,687	11,495
Non-GAAP income, net of income tax	\$ 32,017	\$ 41,880	\$ 21,912	\$ 53,929	\$ 88,861

Reconciliation of non-GAAP measure - per share earnings excluding certain items

	Three Months Ended			Six Months Ended	
	June 30,		March 31,	June 30,	
	2024	2023	2024	2024	2023
Diluted earnings per share from continuing operations, as reported	\$ 0.41	\$ 0.73	\$ 0.15	\$ 0.57	\$ 1.57
Add back:					
Per share impact of non-GAAP adjustments, net of tax	0.44	0.38	0.43	0.86	0.78
Non-GAAP earnings per share	\$ 0.85	\$ 1.11	\$ 0.58	\$ 1.43	\$ 2.35

NON-GAAP RECONCILIATION

(\$ in thousands, except percentage and \$ per share)

Reconciliation of Non-GAAP measure - operating expenses and operating income, excluding certain items

	Year Ended December 31,								
	2015	2016	2017	2018	2019	2020	2021	2022	2023
Gross profit from continuing operations, as reported	\$ 216,870	\$ 253,147	\$ 356,381	\$ 365,607	\$ 315,652	\$ 541,869	\$ 532,322	\$ 675,506	\$ 592,398
Adjustments to gross profit:									
Stock-based compensation		351	1,394	742	525	567	764	1,478	2,059
Facility expansion, relocation costs and other				1,328	3,891	4,349	6,189	5,295	2,334
Acquisition-related costs				569	8,290	5,381	3,585	(299)	238
Non-GAAP gross profit	216,870	253,498	357,775	368,246	328,358	552,166	542,860	681,980	597,029
Non-GAAP gross margin	52.3%	52.4%	53.3%	51.2%	41.6%	39.0%	37.3%	37.0%	36.1%
Operating expenses from continuing operations, as reported	110,214	126,290	155,611	194,054	261,264	365,846	380,641	442,411	478,704
Adjustments:									
Amortization of intangible assets	(4,368)	(4,167)	(4,350)	(5,774)	(12,168)	(20,129)	(22,060)	(26,114)	(28,254)
Stock-based compensation	(2,810)	(5,981)	(11,155)	(8,961)	(6,803)	(11,705)	(14,975)	(18,371)	(28,942)
Acquisition-related costs			(150)	(1,726)	(12,002)	(10,209)	(6,803)	(8,637)	(4,026)
Facility expansion, relocation costs and other				(518)	(948)	(2,213)	(229)	—	(189)
Restructuring	(197)			(4,239)	(5,038)	(13,166)	(4,752)	(6,814)	(26,977)
Non-GAAP operating expenses	102,839	116,142	139,956	172,836	224,305	308,424	331,822	382,475	390,316
Non-GAAP operating expenses as % of revenue	24.8%	24.0%	20.9%	24.0%	28.4%	21.8%	22.8%	20.7%	23.6%
Non-GAAP operating income	\$ 114,031	\$ 137,356	\$ 217,819	\$ 195,410	\$ 104,053	\$ 243,742	\$ 211,038	\$ 299,505	\$ 206,713
Non-GAAP operating margin	27.5%	28.4%	32.5%	27.2%	13.2%	17.2%	14.5%	16.2%	12.5%

NON-GAAP RECONCILIATION

(\$ in thousands, except percentage and \$ per share)

Reconciliation of Non-GAAP measure - income excluding certain items

	Year Ended December 31,								
	2015	2016	2017	2018	2019	2020	2021	2022	2023
Income from continuing operations, less non-controlling interest, net of income taxes	\$ 83,482	\$ 116,948	\$ 136,101	\$ 147,063	\$ 56,461	\$ 135,096	\$ 134,663	\$ 201,875	\$ 130,749
Adjustments:									
Amortization of intangible assets	4,368	4,167	4,350	5,774	12,168	20,129	22,060	26,114	28,254
Acquisition-related costs			150	2,295	20,292	15,590	10,388	8,338	4,264
Facility expansion, relocation costs, and other				1,846	4,838	6,562	6,418	5,295	2,523
Restructuring	197			4,239	5,038	13,166	4,752	6,814	26,977
Unrealized foreign currency (gain) loss			3,489		—	8,384	(3,543)	(7,645)	(89)
Acquisition-related costs and other included in other (income) expense, net			—		(29)	716	(2,186)	(8,417)	(1,516)
Other charges			40,163	5,703	(13,737)				
Tax effect of non-GAAP adjustments	(1,589)	(2,854)	(5,264)	(4,626)	3,206	(7,611)	(1,346)	(3,008)	(31,303)
Non-GAAP income, net of income taxes, excluding stock-based compensation	86,458	118,261	178,989	162,294	88,237	192,032	171,206	229,366	159,859
Stock-based compensation, net of taxes	2,810	6,332	12,549	9,703	5,627	9,418	12,042	15,444	24,181
Non-GAAP income, net of income taxes	\$ 89,268	\$ 124,593	\$ 191,538	\$ 171,997	\$ 93,864	\$ 201,450	\$ 183,248	\$ 244,810	\$ 184,040

Reconciliation of non-GAAP measure - per share earnings excluding certain items

	Year Ended December 31,								
	2015	2016	2017	2018	2019	2020	2021	2022	2023
Diluted earnings per share from continuing operations, as reported	\$ 2.03	\$ 2.92	\$ 3.39	\$ 3.74	\$ 1.47	\$ 3.51	\$ 3.51	\$ 5.35	\$ 5.35
Add back:									
Per share impact of non-GAAP adjustments, net of tax	0.14	0.19	1.37	0.63	0.97	1.72	1.27	1.14	1.14
Non-GAAP earnings per share	\$ 2.17	\$ 3.11	\$ 4.77	\$ 4.37	\$ 2.44	\$ 5.23	\$ 4.78	\$ 6.49	\$ 6.49

Q3 2024 RECONCILIATION OF GAAP TO NON-GAAP GUIDANCE

(\$ in millions, except per share data)	Low End		Midpoint		High End	
Revenue	\$350		\$370		\$390	
Reconciliation of Non-GAAP EPS						
GAAP EPS	\$	(0.35)	\$	(0.10)	\$	0.15
Stock-based compensation		0.28		0.28		0.28
Amortization of intangible assets		0.19		0.19		0.19
Restructuring and other		0.77		0.77		0.77
Tax effects of excluded items		(0.24)		(0.24)		(0.24)
Non-GAAP⁽¹⁾ EPS	\$	0.65	\$	0.90	\$	1.15