

A10 NETWORKS, INC.
Non-GAAP Condensed Consolidated Statements of Operations
(unaudited, in thousands, except per share data)

	Three Months Ended						Nine- Months Ended	
	Mar. 31, 2021	Jun. 30, 2021	Sep. 30, 2021	Mar. 31, 2022	Jun. 30, 2022	Sep. 30, 2022	Sep. 30, 2021	Sep. 30, 2022
Revenue:								
Products	\$ 30,540	\$ 34,363	\$ 39,815	\$ 37,045	\$ 41,475	\$ 45,104	\$ 104,718	\$ 123,624
Services	24,303	24,805	25,545	25,627	26,498	26,955	74,653	79,080
Total revenue	54,843	59,168	65,360	62,672	67,973	72,059	179,371	202,704
Cost of revenue:								
Products	7,015	8,174	7,796	8,560	9,447	10,049	22,985	28,056
Services	4,570	4,901	4,994	3,851	3,707	4,227	14,465	11,785
Total cost of revenue	11,585	13,075	12,790	12,411	13,154	14,276	37,450	39,841
Gross profit	43,258	46,093	52,570	50,261	54,819	57,783	141,921	162,863
Gross margin	78.9 %	77.9 %	80.4 %	80.2 %	80.6 %	80.2 %	79.1 %	80.3 %
Operating expenses:								
Sales & marketing	17,714	18,922	20,154	21,590	20,698	20,319	56,790	62,607
Research & development	10,549	11,856	12,585	12,021	13,375	13,408	34,990	38,804
General & administrative	4,187	4,199	5,328	4,967	4,659	4,590	13,714	14,216
Total operating expenses	32,450	34,977	38,067	38,578	38,732	38,317	105,494	115,627
Income from operations	10,808	11,116	14,503	11,683	16,087	19,466	36,427	47,236
	19.7 %	18.8 %	22.2 %	18.6 %	23.7 %	27.0 %	20.3 %	23.3 %
Non-operating income (expense):								
Interest expense	—	—	—	—	—	—	—	—
Interest income and other income (expense), net	(1,183)	(112)	(198)	(513)	485	(439)	(1,493)	(467)
Total non-operating income (expense), net	(1,183)	(112)	(198)	(513)	485	(439)	(1,493)	(467)
Income before provision for income taxes	9,625	11,004	14,305	11,170	16,572	19,027	34,934	46,769
Provision for income taxes	184	488	636	1,140	3,212	3,116	1,308	7,468
Non-GAAP net income	\$ 9,441	\$ 10,516	\$ 13,669	\$ 10,030	\$ 13,360	\$ 15,911	\$ 33,626	\$ 39,301
Non-GAAP net income per share:								
Basic	\$ 0.12	\$ 0.14	\$ 0.18	\$ 0.13	\$ 0.18	\$ 0.21	\$ 0.44	\$ 0.52
Diluted	\$ 0.12	\$ 0.13	\$ 0.17	\$ 0.13	\$ 0.17	\$ 0.20	\$ 0.42	\$ 0.50
Weighted-average shares used in computing Non-GAAP net income per share:								
Basic	76,704	76,774	77,149	76,795	75,893	75,881	76,885	76,191
Diluted	79,636	79,316	79,927	79,285	78,306	77,679	79,803	78,454
<u>Tax Effected Non-GAAP Results</u>								
Non-GAAP net income	\$ 9,441	\$ 10,516	\$ 13,669	\$ 10,030	\$ 13,360	\$ 15,911	\$ 33,626	\$ 39,301
Income tax effect of non-GAAP items	(1,865)	(1,059)	(2,952)	(1,636)	(1,409)	(2,831)	(5,876)	(5,876)
Non-GAAP net income, as adjusted for income tax effect of non GAAP items	\$ 7,576	\$ 9,457	\$ 10,717	\$ 8,394	\$ 11,951	\$ 13,080	\$ 27,750	\$ 33,425

A10 NETWORKS, INC.
Condensed Consolidated Statements of Operations
(unaudited, in thousands, except per share data, on a US GAAP basis)

	Three Months Ended							Year Ended	Nine- Months Ended	
	Mar. 31, 2021	Jun. 30, 2021	Sep. 30, 2021	Dec. 31, 2021	Mar. 31, 2022	Jun. 30, 2022	Sep. 30, 2022	Dec. 31, 2021	Sep. 30, 2021	Sep. 30, 2022
Revenue:										
Products	\$ 30,540	\$ 34,363	\$ 39,815	\$ 43,680	\$ 37,045	\$ 41,475	\$ 45,104	\$ 148,398	\$ 104,718	\$ 123,624
Services	24,303	24,805	25,545	26,991	25,627	26,498	26,955	101,644	74,653	79,080
Total revenue	54,843	59,168	65,360	70,671	62,672	67,973	72,059	250,042	179,371	202,704
Cost of revenue:										
Products	7,086	8,215	7,859	9,460	8,633	9,518	10,191	32,620	23,160	28,342
Services	5,413	5,415	5,335	4,722	4,206	3,967	4,574	20,885	16,163	12,747
Total cost of revenue	12,499	13,630	13,194	14,182	12,839	13,485	14,765	53,505	39,323	41,089
Gross profit	42,344	45,538	52,166	56,489	49,833	54,488	57,294	196,537	140,048	161,615
Gross margin	77.2 %	77.0 %	79.8 %	79.9 %	79.5 %	80.2 %	79.5 %	78.6 %	78.1 %	79.7 %
Operating expenses:										
Sales & marketing	19,092	19,749	21,354	25,456	22,782	21,773	21,605	85,651	60,195	66,160
Research & development	13,981	13,491	13,578	13,027	12,887	14,235	14,360	54,077	41,050	41,482
General & administrative	5,247	5,082	6,931	6,161	6,162	5,337	5,661	23,421	17,260	17,160
Total operating expenses	38,320	38,322	41,863	44,644	41,831	41,345	41,626	163,149	118,505	124,802
Income from operations	4,024	7,216	10,303	11,845	8,002	13,143	15,668	33,388	21,543	36,813
	7.3%	12.2%	15.8%	16.8%	12.8%	19.3%	21.7%	13.4%	12.0%	18.2%
Non-operating income (expense):										
Interest and other income (expense), net	(1,183)	(112)	(198)	(253)	(513)	485	(439)	(1,746)	(1,493)	(467)
Total non-operating income (expense), net	(1,183)	(112)	(198)	(253)	(513)	485	(439)	(1,746)	(1,493)	(467)
Income before income taxes	2,841	7,104	10,105	11,592	7,489	13,628	15,229	31,642	20,050	36,346
Provision for income taxes	184	488	(64,781)	864	1,140	3,212	3,116	(63,245)	(64,109)	7,468
Net income	\$ 2,657	\$ 6,616	\$ 74,886	\$ 10,728	\$ 6,349	\$ 10,416	\$ 12,113	\$ 94,887	\$ 84,159	\$ 28,878
Net income per share:										
Basic	\$ 0.03	\$ 0.09	\$ 0.97	\$ 0.14	\$ 0.08	\$ 0.14	\$ 0.16	\$ 1.23	\$ 1.09	\$ 0.38
Diluted	\$ 0.03	\$ 0.08	\$ 0.94	\$ 0.13	\$ 0.08	\$ 0.13	\$ 0.16	\$ 1.19	\$ 1.05	\$ 0.37
Weighted-average shares used in computing net income per share:										
Basic	76,704	76,774	77,149	77,548	76,795	75,893	75,881	77,046	76,885	76,191
Diluted	79,636	79,316	79,927	80,316	79,285	78,306	77,679	80,037	79,803	78,454

A10 NETWORKS, INC.
Reconciliation of GAAP net income to EBITDA and Adjusted EBITDA
(unaudited, in thousands)

	Three Months Ended							Year Ended	Nine- Months Ended	
	Mar. 31, 2021	Jun. 30, 2021	Sep. 30, 2021	Dec. 31, 2021	Mar. 31, 2022	Jun. 30, 2022	Sep. 30, 2022	Dec. 31, 2021	Sep. 30, 2021	Sep. 30, 2022
<u>EBITDA & Adjusted EBITDA (Non-GAAP)</u>										
GAAP net income	\$ 2,657	\$ 6,616	\$ 74,886	\$ 10,728	\$ 6,349	\$ 10,416	\$ 12,113	\$ 94,887	\$ 84,159	\$ 28,878
GAAP net income margin	4.8%	11.2%	114.6%	15.2%	10.1%	15.3%	16.8%	37.9%	46.9%	14.2%
Exclude: Interest income and other (income) expense, net	1,183	112	198	253	513	(485)	439	1,746	1,493	468
Exclude: Depreciation & amortization expense	2,413	2,340	2,291	1,863	1,844	1,868	1,827	8,907	7,044	5,539
Exclude: Provision for income taxes	184	488	(64,781)	864	1,140	3,212	3,116	(63,245)	(64,109)	7,467
EBITDA	6,437	9,556	12,594	13,708	9,846	15,011	17,495	42,295	28,587	42,352
Exclude: Stock-based compensation	4,620	2,612	4,201	3,598	3,681	2,944	3,798	15,031	11,433	10,423
Exclude: Global Portfolion Transition expense	1,911	1,036	(1)	2,117	—	—	—	5,063	2,946	—
Adjusted EBITDA	<u>\$ 12,968</u>	<u>\$ 13,204</u>	<u>\$ 16,794</u>	<u>\$ 19,423</u>	<u>\$ 13,527</u>	<u>\$ 17,955</u>	<u>\$ 21,293</u>	<u>\$ 62,389</u>	<u>\$ 42,966</u>	<u>\$ 52,775</u>
Adjusted EBITDA margin	23.6%	22.3%	25.7%	27.5%	21.6%	26.4%	29.5%	25.0%	24.0%	26.0%

A10 NETWORKS, INC.
Condensed Consolidated Balance Sheets
(unaudited, in thousands)

	Mar. 31, 2021	Jun. 30, 2021	Sep. 30, 2021	Dec. 31, 2021	Mar. 31, 2022	Jun. 30, 2022	Sep. 30, 2022
ASSETS							
CURRENT ASSETS:							
Cash and cash equivalents	\$ 75,696	\$ 67,949	\$ 85,637	\$ 78,925	\$ 67,758	\$ 84,242	\$ 32,131
Marketable securities	85,261	98,860	101,820	106,117	96,945	82,551	95,642
Accounts receivable, net of allowances	51,449	50,219	46,784	61,795	49,282	67,908	73,500
Inventory, net	19,547	19,084	19,169	22,462	20,832	21,926	21,289
Prepaid expenses and other current assets	13,022	14,523	13,910	14,720	17,415	15,038	15,023
Total current assets	244,975	250,635	267,320	284,019	252,232	271,665	237,585
Property and equipment, net	8,223	9,148	9,555	10,692	13,460	15,046	17,958
Goodwill	1,307	1,307	1,307	1,307	1,307	1,307	1,307
Intangible assets	502	141	33	—	—	—	—
Other non-current assets	36,573	34,907	96,230	97,067	94,748	96,547	95,811
TOTAL ASSETS	\$ 291,580	\$ 296,138	\$ 374,445	\$ 393,085	\$ 361,747	\$ 384,565	\$ 352,661
LIABILITIES AND STOCKHOLDERS' EQUITY							
CURRENT LIABILITIES:							
Accounts payable	\$ 4,521	\$ 5,661	\$ 3,755	\$ 6,852	\$ 4,994	\$ 5,567	\$ 6,045
Accrued liabilities	26,198	27,763	28,968	36,101	30,213	36,870	41,472
Deferred revenue	68,299	69,918	70,501	73,132	74,125	80,022	74,762
Total current liabilities	99,018	103,342	103,224	116,085	109,332	122,459	122,279
Deferred revenue, non-current	44,920	46,409	46,616	48,499	47,224	47,848	51,405
Other non-current liabilities	22,983	21,882	21,010	19,613	19,214	19,499	18,243
TOTAL LIABILITIES	166,921	171,633	170,850	184,197	175,770	189,806	191,927
STOCKHOLDERS' EQUITY:							
Common & treasury stock, additional paid-in-capital	394,241	387,490	391,683	390,359	365,744	368,105	325,951
Dividends paid	—	—	—	(3,880)	(7,749)	(11,543)	(15,392)
Accumulated other comprehensive income (loss)	10	(9)	2	(229)	(1,005)	(1,206)	(1,341)
Accumulated deficit	(269,592)	(262,976)	(188,090)	(177,362)	(171,013)	(160,597)	(148,484)
Total stockholders' equity	124,659	124,505	203,595	208,888	185,977	194,759	160,734
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 291,580	\$ 296,138	\$ 374,445	\$ 393,085	\$ 361,747	\$ 384,565	\$ 352,661

A10 NETWORKS, INC.
Revenue by Product Type, Geography and Vertical
(unaudited, in thousands, on a US GAAP basis)

	Three Months Ended							Year Ended	Nine- Months Ended	
	Mar. 31, 2021	Jun. 30, 2021	Sep. 30, 2021	Dec. 31, 2021	Mar. 31, 2022	Jun. 30, 2022	Sep. 30, 2022	Dec. 31, 2021	Sep. 30, 2021	Sep. 30, 2022
Revenue by type:										
Product	\$ 30,540	\$ 34,363	\$ 39,815	\$ 43,680	\$ 37,045	\$ 41,475	\$ 45,104	\$ 148,398	\$ 104,718	\$ 123,624
Service	24,303	24,805	25,545	26,991	25,627	26,498	26,955	101,644	74,653	79,080
Total revenue	<u>\$ 54,843</u>	<u>\$ 59,168</u>	<u>\$ 65,360</u>	<u>\$ 70,671</u>	<u>\$ 62,672</u>	<u>\$ 67,973</u>	<u>\$ 72,059</u>	<u>\$ 250,042</u>	<u>\$ 179,371</u>	<u>\$ 202,704</u>
Revenue by geography:										
Americas	\$ 26,270	\$ 28,836	\$ 32,261	\$ 33,802	\$ 32,958	\$ 38,553	\$ 35,995	\$ 121,169	\$ 87,367	\$ 107,506
United States	20,657	23,600	27,227	28,000	29,174	33,756	29,219	99,484	71,484	92,149
Americas-other	5,613	5,236	5,034	5,802	3,784	4,797	6,776	21,685	15,883	15,357
APJ	19,954	23,267	22,111	25,042	17,789	21,614	24,860	90,374	65,332	64,263
APAC	6,335	7,703	6,794	7,842	6,249	7,964	9,487	28,674	20,832	23,700
Japan	13,619	15,564	15,317	17,200	11,540	13,650	15,373	61,700	44,500	40,563
EMEA	8,619	7,065	10,988	11,827	11,925	7,806	11,204	38,499	26,672	30,935
Total revenue	<u>\$ 54,843</u>	<u>\$ 59,168</u>	<u>\$ 65,360</u>	<u>\$ 70,671</u>	<u>\$ 62,672</u>	<u>\$ 67,973</u>	<u>\$ 72,059</u>	<u>\$ 250,042</u>	<u>\$ 179,371</u>	<u>\$ 202,704</u>
Revenue by vertical:										
Enterprise	\$ 20,864	\$ 23,145	\$ 23,074	\$ 25,937	\$ 21,905	\$ 23,725	\$ 27,103	\$ 93,020	\$ 67,083	\$ 72,733
Service Provider	33,979	36,023	42,286	44,734	40,767	44,248	44,956	157,022	112,288	129,971
Total revenue	<u>\$ 54,843</u>	<u>\$ 59,168</u>	<u>\$ 65,360</u>	<u>\$ 70,671</u>	<u>\$ 62,672</u>	<u>\$ 67,973</u>	<u>\$ 72,059</u>	<u>\$ 250,042</u>	<u>\$ 179,371</u>	<u>\$ 202,704</u>

A10 NETWORKS, INC.

Reconciliation of Selected GAAP to Non-GAAP Financial Measures

(unaudited, in thousands, except per share data)

	Three Months Ended						Nine- Months Ended	
	Mar. 31, 2021	Jun. 30, 2021	Sep. 30, 2021	Mar. 31, 2022	Jun. 30, 2022	Sep. 30, 2022	Sep. 30, 2021	Sep. 30, 2022
GAAP cost of revenue - products	\$ 7,086	\$ 8,215	\$ 7,859	\$ 8,633	\$ 9,518	\$ 10,191	\$ 23,160	\$ 28,342
Stock-based compensation	(71)	(41)	(63)	(73)	(71)	(142)	(175)	(286)
Non-GAAP cost of revenue - products	<u>\$ 7,015</u>	<u>\$ 8,174</u>	<u>\$ 7,796</u>	<u>\$ 8,560</u>	<u>\$ 9,447</u>	<u>\$ 10,049</u>	<u>\$ 22,985</u>	<u>\$ 28,056</u>
GAAP cost of revenue - services	\$ 5,413	\$ 5,415	\$ 5,335	\$ 4,206	\$ 3,967	\$ 4,574	\$ 16,163	\$ 12,747
Stock-based compensation	(570)	(262)	(328)	(355)	(260)	(347)	(1,160)	(962)
Global distribution center transition expense	(273)	(252)	(13)	—	—	—	(538)	—
Non-GAAP cost of revenue - services	<u>\$ 4,570</u>	<u>\$ 4,901</u>	<u>\$ 4,994</u>	<u>\$ 3,851</u>	<u>\$ 3,707</u>	<u>\$ 4,227</u>	<u>\$ 14,465</u>	<u>\$ 11,785</u>
GAAP total cost of revenue	\$ 12,499	\$ 13,630	\$ 13,194	\$ 12,839	\$ 13,485	\$ 14,765	\$ 39,323	\$ 41,089
Stock-based compensation	(641)	(303)	(391)	(428)	(331)	(489)	(1,335)	(1,248)
Global distribution center transition expense	(273)	(252)	(13)	—	—	—	(538)	—
Non-GAAP total cost of revenue	<u>\$ 11,585</u>	<u>\$ 13,075</u>	<u>\$ 12,790</u>	<u>\$ 12,411</u>	<u>\$ 13,154</u>	<u>\$ 14,276</u>	<u>\$ 37,450</u>	<u>\$ 39,841</u>
GAAP gross profit	\$ 42,344	\$ 45,538	\$ 52,166	\$ 49,833	\$ 54,488	\$ 57,294	\$ 140,048	\$ 161,615
Stock-based compensation	641	303	391	428	331	489	1,335	1,248
Global distribution center transition expense	273	252	13	—	—	—	538	-
Non-GAAP gross profit	<u>\$ 43,258</u>	<u>\$ 46,093</u>	<u>\$ 52,570</u>	<u>\$ 50,261</u>	<u>\$ 54,819</u>	<u>\$ 57,783</u>	<u>\$ 141,921</u>	<u>\$ 162,863</u>
GAAP sales & marketing expense	\$ 19,092	\$ 19,749	\$ 21,354	\$ 22,782	\$ 21,773	\$ 21,605	\$ 60,195	\$ 66,160
Stock-based compensation	(1,378)	(827)	(1,199)	(1,192)	(1,075)	(1,286)	(3,404)	(3,553)
Global distribution center transition expense	—	—	(1)	—	—	—	(1)	—
Non-GAAP sales & marketing expense	<u>\$ 17,714</u>	<u>\$ 18,922</u>	<u>\$ 20,154</u>	<u>\$ 21,590</u>	<u>\$ 20,698</u>	<u>\$ 20,319</u>	<u>\$ 56,790</u>	<u>\$ 62,607</u>
GAAP research & development	\$ 13,981	\$ 13,491	\$ 13,578	\$ 12,887	\$ 14,235	\$ 14,360	\$ 41,050	\$ 41,482
Stock-based compensation	(1,607)	(668)	(993)	(866)	(860)	(952)	(3,268)	(2,678)
Global distribution center transition expense	(1,572)	(715)	—	—	—	—	(2,287)	—
Amortization expense related to acquisition	(253)	(252)	—	—	—	—	(505)	—
Non-GAAP research & development	<u>\$ 10,549</u>	<u>\$ 11,856</u>	<u>\$ 12,585</u>	<u>\$ 12,021</u>	<u>\$ 13,375</u>	<u>\$ 13,408</u>	<u>\$ 34,990</u>	<u>\$ 38,804</u>
GAAP general & administrative expense	\$ 5,247	\$ 5,082	\$ 6,931	\$ 6,162	\$ 5,337	\$ 5,661	\$ 17,260	\$ 17,160
Stock-based compensation	(994)	(814)	(1,618)	(1,195)	(678)	(1,071)	(3,426)	(2,944)
Global distribution center transition expense	(66)	(69)	15	—	—	—	(120)	—
Non-GAAP general & administrative expense	<u>\$ 4,187</u>	<u>\$ 4,199</u>	<u>\$ 5,328</u>	<u>\$ 4,967</u>	<u>\$ 4,659</u>	<u>\$ 4,590</u>	<u>\$ 13,714</u>	<u>\$ 14,216</u>

A10 NETWORKS, INC.

Reconciliation of Selected GAAP to Non-GAAP Financial Measures

(unaudited, in thousands, except per share data)

	Three Months Ended						Nine- Months Ended	
	Mar. 31, 2021	Jun. 30, 2021	Sep. 30, 2021	Mar. 31, 2022	Jun. 30, 2022	Sep. 30, 2022	Sep. 30, 2021	Sep. 30, 2022
GAAP total operating expenses	\$ 38,320	\$ 38,322	\$ 41,863	\$ 41,831	\$ 41,345	\$ 41,626	\$ 118,505	\$ 124,802
Stock-based compensation	(3,979)	(2,309)	(3,810)	(3,253)	(2,613)	(3,309)	(10,098)	(9,175)
Amortization expense related to acquisition	(253)	(252)	—	—	—	—	(505)	—
Global distribution center transition expense	(1,638)	(784)	14	—	—	—	(2,408)	—
Non-GAAP total operating expenses	<u>\$ 32,450</u>	<u>\$ 34,977</u>	<u>\$ 38,067</u>	<u>\$ 38,578</u>	<u>\$ 38,732</u>	<u>\$ 38,317</u>	<u>\$ 105,494</u>	<u>\$ 115,627</u>
GAAP income from operations	\$ 4,024	\$ 7,216	\$ 10,303	\$ 8,002	\$ 13,143	\$ 15,668	\$ 21,543	\$ 36,813
Stock-based compensation	4,620	2,612	4,201	3,681	2,944	3,798	11,433	10,423
Amortization expense related to acquisition	253	252	—	—	—	—	505	—
Global distribution center transition expense	1,911	1,036	(1)	—	—	—	2,946	—
Non-GAAP income from operations	<u>10,808</u>	<u>11,116</u>	<u>14,503</u>	<u>11,683</u>	<u>16,087</u>	<u>19,466</u>	<u>\$ 36,427</u>	<u>\$ 47,236</u>
GAAP Provision for income taxes	\$ 184	\$ 488	\$ (64,781)	\$ 1,140	\$ 3,212	\$ 3,116	\$ (64,109)	\$ 7,468
Release of DTA valuation allowance	—	—	65,417	—	—	—	65,417	—
Non-GAAP provision for income Taxes	<u>\$ 184</u>	<u>\$ 488</u>	<u>\$ 636</u>	<u>\$ 1,140</u>	<u>\$ 3,212</u>	<u>\$ 3,116</u>	<u>\$ 1,308</u>	<u>\$ 7,468</u>
GAAP net income	\$ 2,657	\$ 6,616	\$ 74,886	\$ 6,349	\$ 10,416	\$ 12,113	\$ 84,159	\$ 28,878
Stock-based compensation	4,620	2,612	4,201	3,681	2,944	3,798	11,433	10,423
Amortization expense related to acquisition	253	252	—	—	—	—	505	—
Global distribution center transition expense	1,911	1,036	(1)	—	—	—	2,946	—
Release of DTA valuation allowance	—	—	(65,417)	—	—	—	(65,417)	—
Non-GAAP net income	<u>\$ 9,441</u>	<u>\$ 10,516</u>	<u>\$ 13,669</u>	<u>\$ 10,030</u>	<u>\$ 13,360</u>	<u>\$ 15,911</u>	<u>\$ 33,626</u>	<u>\$ 39,301</u>
Non-GAAP net income per share:								
Basic	\$ 0.12	\$ 0.14	\$ 0.18	\$ 0.13	\$ 0.18	\$ 0.21	\$ 0.44	\$ 0.52
Diluted	\$ 0.12	\$ 0.13	\$ 0.17	\$ 0.13	\$ 0.17	\$ 0.20	\$ 0.42	\$ 0.50
Weighted-average shares used in computing Non-GAAP net income per share:								
Basic	76,704	76,774	77,149	76,795	75,893	75,881	76,885	76,191
Diluted	79,636	79,316	79,927	79,285	78,306	77,649	79,803	78,454
<u>Tax Effected Non-GAAP Results</u>								
Non-GAAP net income	\$ 9,441	\$ 10,516	\$ 13,669	\$ 10,030	\$ 13,360	\$ 15,911	\$ 33,626	\$ 39,301
Income tax effect of non-GAAP items	(1,865)	(1,059)	(2,952)	(1,636)	(1,409)	(2,831)	(5,876)	(5,876)
Non-GAAP net income, as adjusted for income tax effect of non-GAAP items	<u>\$ 7,576</u>	<u>\$ 9,457</u>	<u>\$ 10,717</u>	<u>\$ 8,394</u>	<u>\$ 11,951</u>	<u>\$ 13,080</u>	<u>\$ 27,750</u>	<u>\$ 33,425</u>