

Investor Day
SEPTEMBER 20, 2022

# SAFE HARBOR

This document contains "forward-looking statements" within the meaning of the federal securities laws, including Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements are based on Xperi Holding Corporation's (the "Company") current expectations, estimates and projections about the Company's financial results, forecasts, and business outlook, strategic priorities, growth expectations of the Company's businesses, industry growth rate projections, projected benefits of, demand for and adoption of the Company's products and services, anticipated launch dates of the Company's products, anticipated proliferation of Xperi Inc.'s independent streaming media platform, achievement of Xperi Inc.'s and Adeia's revenue and profit projections, anticipated growth of Adeia's patent portfolios, and the timing and anticipated benefits of the Company's planned separation of its IP and product businesses. In this context, forward-looking statements often address expected future business, financial performance and financial condition, and often contain words such as "expect," "anticipate," "intend," "plan," "believe," "could," "seek," "see," "will," "may," "would," "might," "potentially," "estimate," "continue," "expect," "target," similar expressions or the negatives of these words or other comparable terminology that convey uncertainty of future events or outcomes. All forward-looking statements by their nature address matters that involve risks and uncertainties, many of which are beyond our control, and are not guarantees of future results. These and other forward-looking statements are not guarantees of future results and are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those expressed in any forward-looking statements. Accordingly, there are or will be important factors that could cause actual results to differ materially from those indicated in such statements and, therefore, you should not place undue reliance on any such statements and caution must be exercised in relying on forward-looking statements. Important risk factors that may cause such a difference include, but are not limited to: anticipated tax treatment, unforeseen liabilities, future capital expenditures, revenue, cost savings, expenses, earnings, synergies, economic performance, indebtedness, financial condition, losses, future prospects, business strategies, and expansion and growth of the Company's ability to implement its business strategy; pricing trends, including the Company's ability to achieve economies of scale; the ability of the Company to retain and hire key personnel; uncertainty as to the long-term value of the Company's common stock; legislative, regulatory and economic developments affecting the Company's business; general economic and market developments and conditions; the evolving legal, regulatory and tax regimes under which the Company operates; unpredictability and severity of catastrophic events, including, but not limited to, acts of terrorism or outbreak of war or hostilities, including Russia's invasion of Ukraine, and natural disasters; the extent to which the COVID-19 pandemic continues to have an adverse impact on our business, results of operations, and financial condition will depend on future developments, including measures taken in response to the pandemic, which are highly uncertain and cannot be predicted; the impact of supply chain constraints on our customers; and the Spin-Off. These risks, as well as other risks associated with the business, are more fully discussed in the Company's filings with the SEC, including the Company's Annual Report on Form 10-K. While the list of factors presented here is, and the list of factors presented in the Company's filings with the SEC are, considered representative, no such list should be considered to be a complete statement of all potential risks and uncertainties. Unlisted factors may present significant additional obstacles to the realization of forward-looking statements. Consequences of material differences in results as compared with those anticipated in the forward-looking statements could include, among other things, business disruption, operational problems, financial loss, legal liability to third parties and similar risks, any of which could have a material adverse effect on the Company's consolidated financial condition, results of operations, liquidity or trading price of common stock. The Company does not assume any obligation to publicly provide revisions or updates to any forward-looking statements, whether as a result of new information, future developments or otherwise, should circumstances change, except as otherwise required by securities and other applicable laws.



# **AGENDA**

#### **BUSINESS OVERVIEW**

Jon Kirchner, Chief Executive Officer

- History
- Creating Value through Separation
- Separation Transaction Update and Overview

#### XPERI INC.

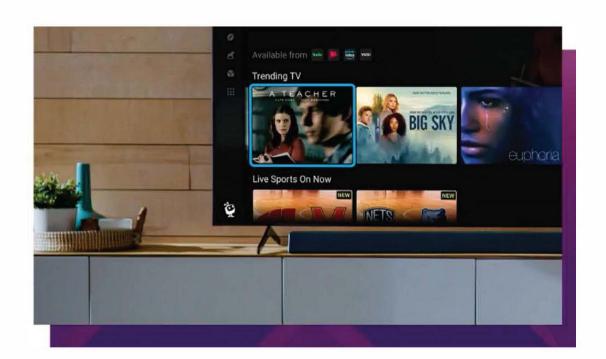
Jon Kirchner, Chief Executive Officer

• Driving Growth through Software and Services that create Extraordinary Experiences

#### ADEIA INC.

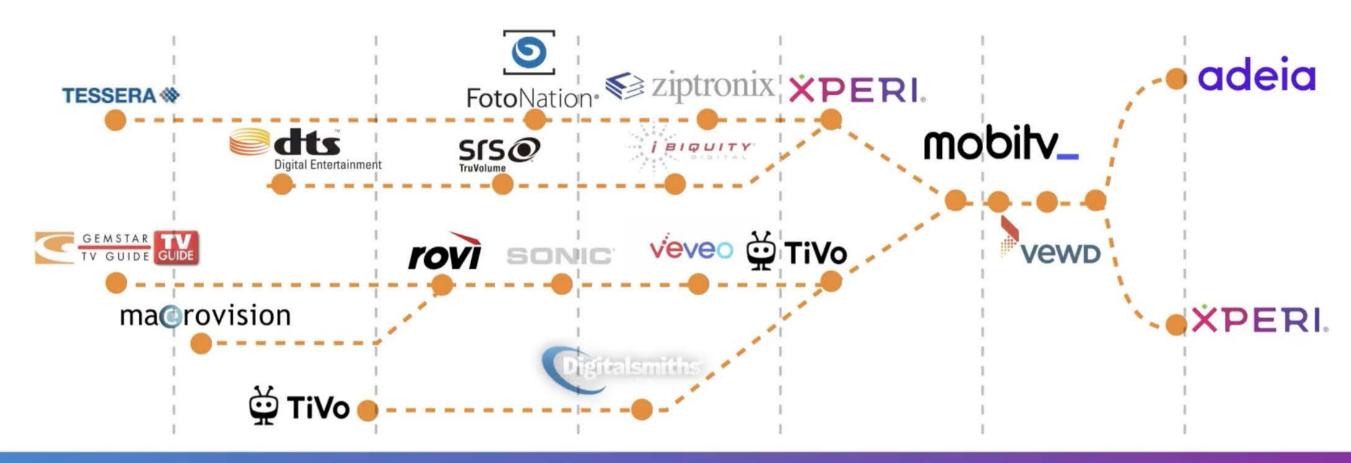
Paul Davis, Chief Executive Officer

 Innovation and Growth through a World Leading IP Licensing Platform





#### HISTORY OF INNOVATION THROUGH INDUSTRY TRANSITIONS



Enabling and Delivering Extraordinary Entertainment Experiences

Cinema > Home > Broadcast > Digital Cable > Video on Demand > OTT Streaming > Cloud Apps

Semiconductors > Device Enhancement > Content > Media Delivery > Al



# CATALYZING SHAREHOLDER VALUE WITH TWO FOCUSED COMPANIES

# adeia



Leading Pure-Play IP Business

Software and Services that Create Extraordinary Experiences

# STRATEGIC PRIORITIES

- License Adeia's innovations across the broader entertainment and semi industries and adjacent markets
- Grow patent portfolios 10% a year through ongoing investments in internal innovation
- Utilize diversified IP portfolios to drive new and improved agreements with industry leading companies
- Proliferate independent streaming media platforms across Smart TVs, video over broadband for operators, and connected cars
- Maintain track record of delivering world-class media discovery, audio & image sensing technology across multiple ecosystems
- Position business for long-term, profitable growth

# HIGHLIGHTS







#### Media Enabling video

Enabling video experience across all platforms



#### Semiconductor

Hybrid bonding and advanced processing node technologies



#### Users

Watch 5B hours per year and 4+ hours per day



#### 16B

Discovery queries served in the quarter



30M+

Households powered by TiVo+



100K+

Movies / shows streaming on TiVo+



2B+

Devices powered by DTS Technology



90M+ Autos worldwide with HD Radio

# SPIN-OFF TRANSACTION UPDATE

# XPERI.

XPERI. adeia

Leadership Teams Fully in Place

Identified go-forward Members of the Xperi and Adeia Boards of Directors

Finalized Separation Agreements Between Adeia and Xperi

Completed All Steps of Tax Separation Plan

Form 10 Completed and Filed

Adeia and Xperi
Operating as Fully
Independent Companies

Spin-Off Expected to be Complete on October 1, 2022



# TRANSACTION DETAILS

# TRANSACTION STRUCTURE

- Share distribution to Xperi Holding Corp. shareholders on a tax-free basis
- Xperi Inc. will spin out, the remaining company will be renamed Adeia
- Distribution Ratio: 4 shares of Xperi Inc. for every 10 shares of Xperi Holding Corp. stock

#### LISTING

- Xperi Inc. will list on the NYSE under the ticker symbol "XPER"
- Adeia will continue to list on the NASDAQ under the new ticker symbol "ADEA"

# CAPITAL STRUCTURE

- Xperi: ~175 \$200mm of cash and \$50mm of debt incurred in the recent Vewd acquisition
- Adeia: ~75 \$100mm of cash and the outstanding Term Loan B balance

#### MANAGEMENT TEAM

- Current Xperi leadership to continue in their roles for Xperi post-spin
- Key Adeia leadership roles filled by seasoned IP executives:
  - Paul Davis Chief Executive Officer
  - Keith Jones Chief Financial Officer



# **TODAY'S PRESENTERS**



Jon Kirchner
Chief Executive
Officer, Xperi



Geir Skaaden

Chief Products &
Services Officer,
Xperi



Matt Milne
Chief Revenue
Officer, Xperi

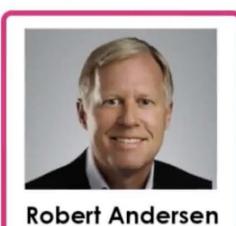


Steve Teig

Chief Executive
Officer, Perceive



President & Chief Operating Officer, Perceive



Chief Financial Officer, Xperi

# **AGENDA**

#### **WELCOME & OVERVIEW**

Jon Kirchner, Chief Executive Officer

MEGA TRENDS & THE OPPORTUNITY: INDEPENDENT STREAMING PLATFORM

Geir Skaaden, Chief Products & Services Officer Matt Milne, Chief Revenue Officer

#### CORE VS. GROWTH: KEY ELEMENTS

Jon Kirchner, Chief Executive Officer

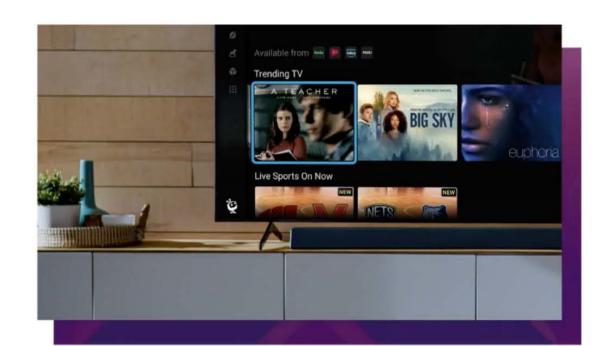
PERCEIVE: MARKET DISRUPTION, OPPORTUNITY & ROAD AHEAD

Steve Teig, Chief Executive Officer, Perceive Murali Dharan, President / Chief Operating Officer, Perceive

#### FINANCIAL OVERVIEW & CAPITAL ALLOCATION

Robert Andersen, Chief Financial Officer

#### SUMMARY OF XPERI AT SPIN







XPERI invents, develops and delivers technologies that create extraordinary experiences.



MISSION VISION SOLUTIONS **BRANDS** HOW **WHAT** WHY WHO Consumer Electronics Xperi invents, Smarter technology **DTS®** develops and delivers Extraordinary experiences Connected Car HD Radio™ technologies that create Pay TV IMAX® Enhanced Media Platform extraordinary experiences TiVo®



## **XPERI AFTER SEPARATION - LEADERSHIP TEAM**



JON KIRCHNER
Chief Executive Officer
30 Years



ROBERT ANDERSEN
Chief Financial Officer
8 Years



DR. PETRONEL BIGIOI Chief Technical Officer 14 Years



MATT MILNE
Chief Revenue Officer
11 Years



GEIR SKAADEN
Chief Product Officer
14 Years



JOHN PERNIN Chief Strategy Officer 16 Years



KRIS GRAVES
Chief HR Officer
10 Years



STEVE TEIG
CEO of Perceive
7 Years



MURALI DHARAN
President of Perceive
5 Years



# **BOARD OF DIRECTORS**

#### **Current Independent Directors**



**DAVE HABIGER** 



**DARCY ANTONELLIS** 



LAURA DURR



**CHRIS SEAMS** 



**JON KIRCHNER** 



# **OUR MARKETS**



#### Video Over Broadband (IPTV)

Classic Guides
Discovery (PCD & Video Metadata)
Consumer Hardware & Subs



DTS:X & IMAX Enhanced Audio Imaging



#### AutoStage AutoSense

HD Radio Music Metadata



TiVo OS & Stream 4k

Monetization - Advertising Tech
Vewd

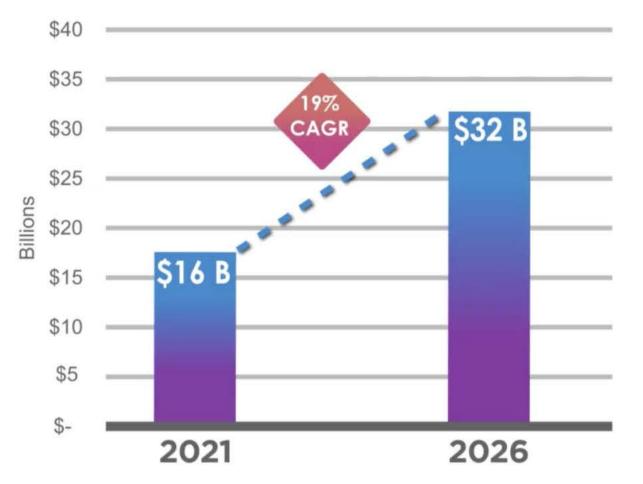


# **CTV STREAMING & ADVERTISING GROWTH**

Significant Gap Remains Between Viewership and Streaming Advertising Spend

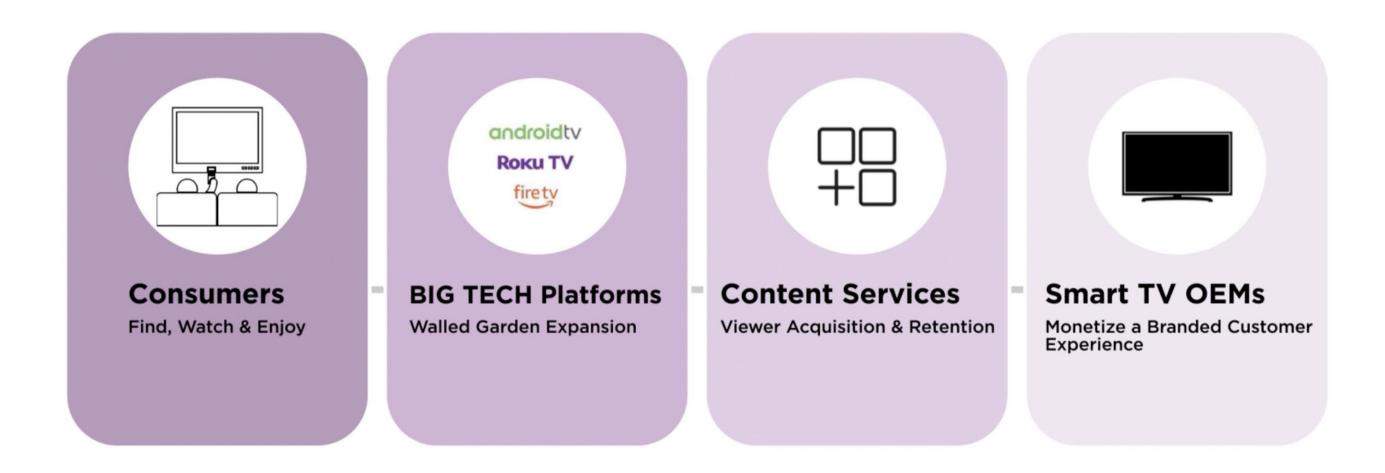
- 50.2% of Viewership Hours in 1H of '22 occured via streaming through an average of 8.9 services per household
- But only 22% of Advertisers TV
   Ad Budgets spent on streaming in 1H of '22

#### CTV Advertising Growth from '21 - '26





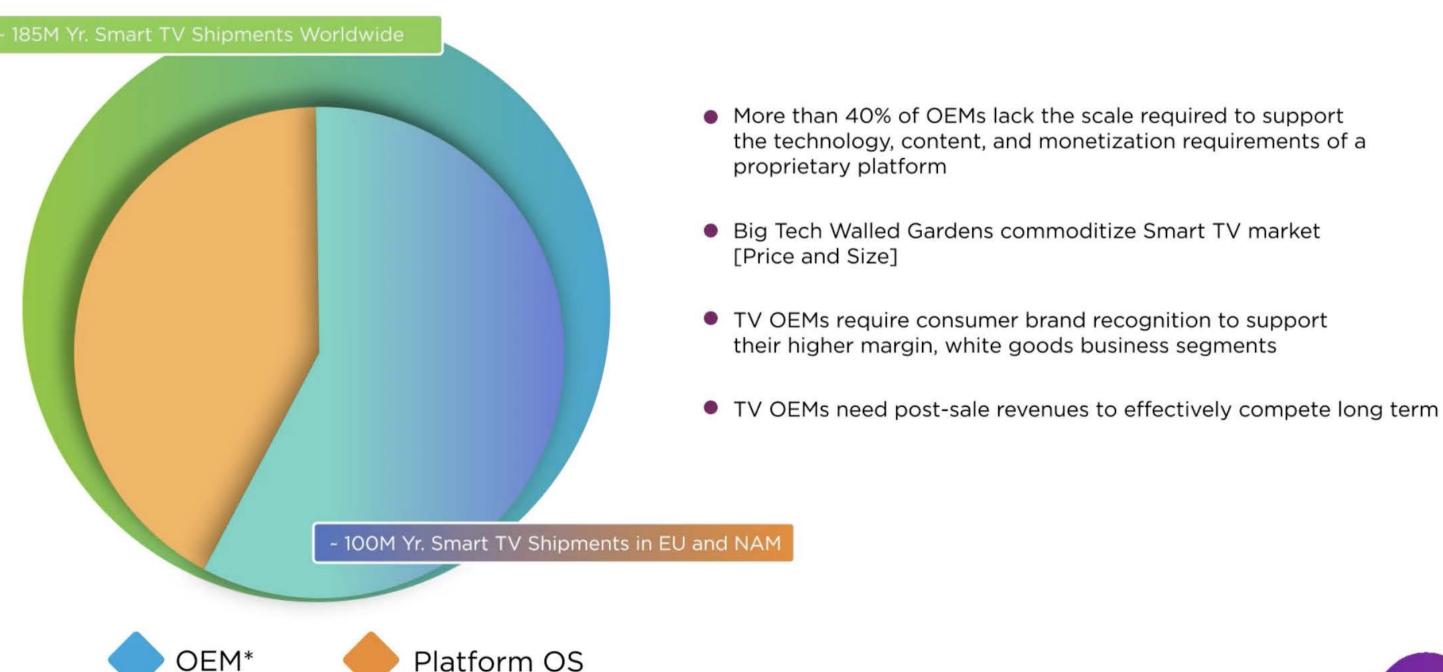
# KEY DYNAMICS IMPACTING THE CTV ECOSYSTEM



These dynamics create an opportunity for an independent media platform to service consumer, content, and OEM needs



#### OUR OPPORTUNITY IS MORE THAN 40% OF SMART TV MARKET IN EU & NAM



#### XPERI INDEPENDENT STREAMING PLATFORM

#### Powered by TiVo - Not a TiVo TV

- Streaming and hybrid TV integrated in unbiased content first user experience proven to drive industry leading engagement
- TV OEMs brand the experience
- TV OEMs retain direct customer relationship through the lifecycle of the Smart TV [~5+ Yrs]
- TV OEMs participate in monetization through the lifecycle of the Smart TV [~5+ Yrs]



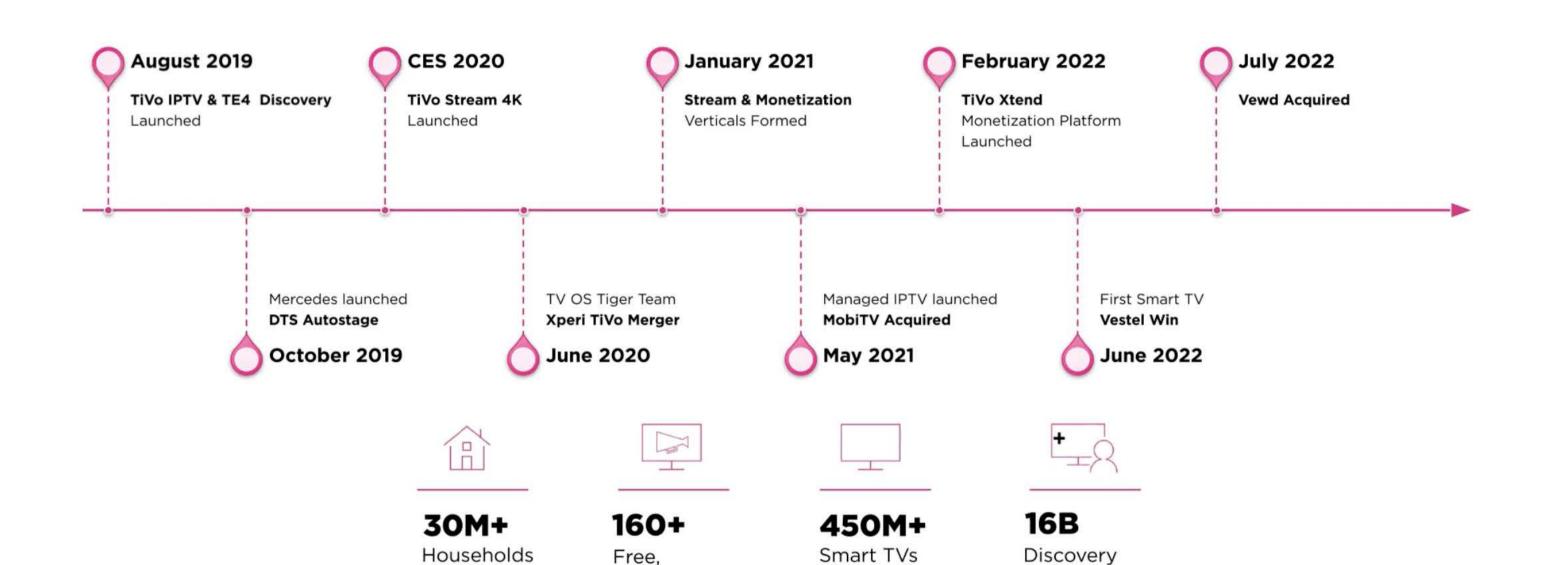
Customer@TVOEM



Customer@BIGTECH.Walled.Garden



#### **BUILDING AN INDEPENDENT STREAMING MEDIA PLATFORM**



ad-supported

channels on

TiVo+

powered by

Vewd

powered by

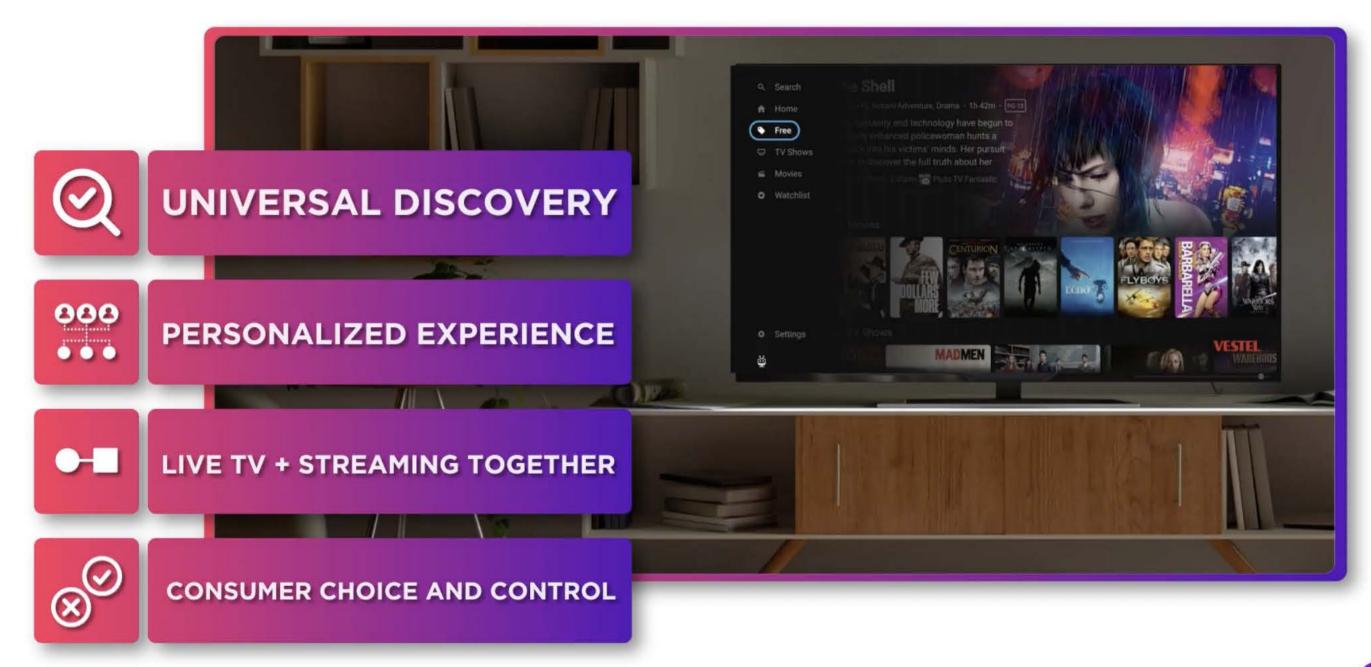
TiVo



queries served

in the quarter

# WHAT IS TIVO OS





#### PROVEN INDUSTRY LEADING ENGAGEMENT

Free, Familiar & Frictionless

170%
AVOD Engagement
TiVo Stream 4K vs. Android Streamers

ENGAGEMENT VIEWERSHIP MONETIZATION

50/50

Consumers Are Looking For Linear Hybrid TV Seamlessly Integrated With Streaming



#### TIVO OS LAUNCH - VESTEL TO OFFER FIRST "POWERED BY TIVO" SMART TVS





Accounts for a quarter of the European TV Market ✓ Produces 10 Million TVs per year



Leading Brands in Europe including:

# VESTEL TOSHIBA **JVC HITACHI**

**Polaroid** 

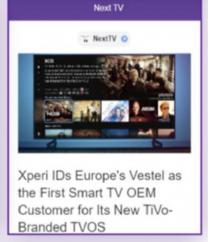


2022











# **OUR COMPETITIVE ADVANTAGE**



#### Smart TV Market Needs a Neutral Platform

Unlike existing platforms, TiVo allows users choice and control, enables subscriber acquisition and retention for content services, and provides recurring revenue for partners.



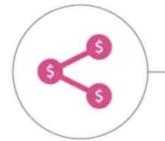
#### **Xperi Benefits From its Leading IPTV Platform**

TiVo RevolutionIzed TV with the original DVR and still **leads in IPTV**, so TiVo benefits from a long history of delivering **flexible solutions** to customers that **simplify entertainment** for consumers.



#### Award-Winning User Experience Drives TV Demand and Viewership

Leveraging **strong content relationships** to enable its content-first approach, TiVo redefines streaming to drive increased Smart TV demand, audience viewership, and platform revenue.



#### **Unique Business Model Powers Ecosystem Adoption**

Based on decades of experience growing profitable CE and entertainment ecosystems, the TiVo business model is designed to **better reward partner adoption** than competing platforms.

# **TIVO+ DELIVERS OVER 160 CHANNELS & MORE THAN** 100K MOVIES & TV SHOWS.

All Free-to-View and Fully Monetized.













































# **TIVO XTEND CTV**

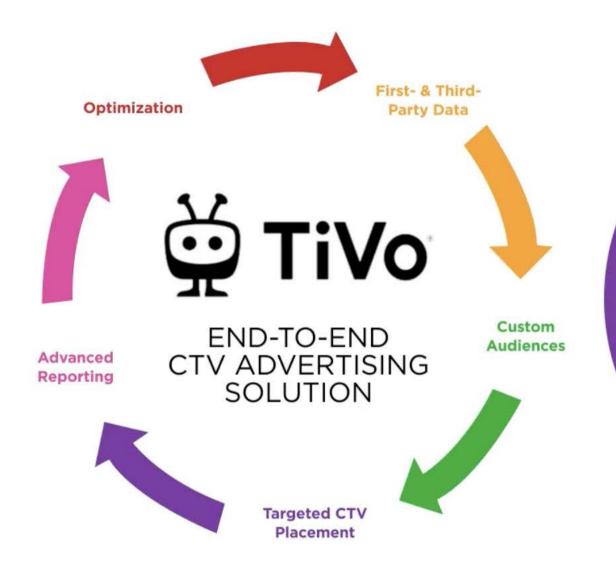


Incremental Reach From CTV

19.4% CTV Only

78.8% Linear Only

24.6% Incremental Reach



Reached on Linear Only

**78.8**%

Reached on Both

1.8%

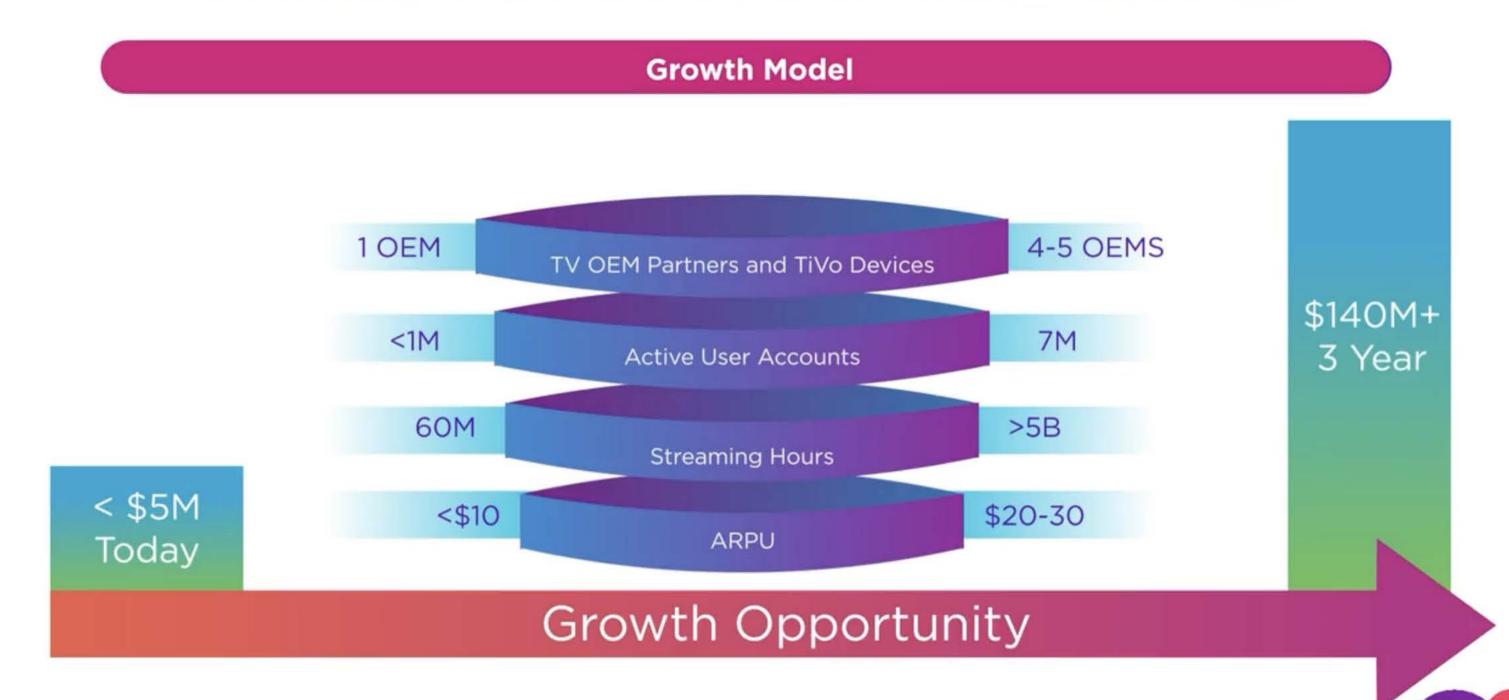
Reached on CTV Only

19.4%





# HIGHLY SCALABLE BUSINESS MODEL



# VIDEO OVER BROADBAND | IPTV OPPORTUNITY

#### Video Services Drive Global Demand for Broadband Growth



Video represents **82%** of US broadband bandwidth usage 1H '22



TiVo IPTV households on average engage with **8.9** streaming services and yield **\$30+** in ARPU

#### **Global Market for IPTV**



[Source - Market & Markets Research]

# IN-VEHICLE INFOTAINMENT MARKET

#### Radio Remains Primary Source for In-Vehicle Audio Entertainment



90% of all new vehicles are projected to be connected by 2025



HD Radio has shipped on **90M+** vehicles, standard on 24 car brands and radio still maintains **72%** of audio listening among US drivers

#### Infotainment Market from '21 - '27

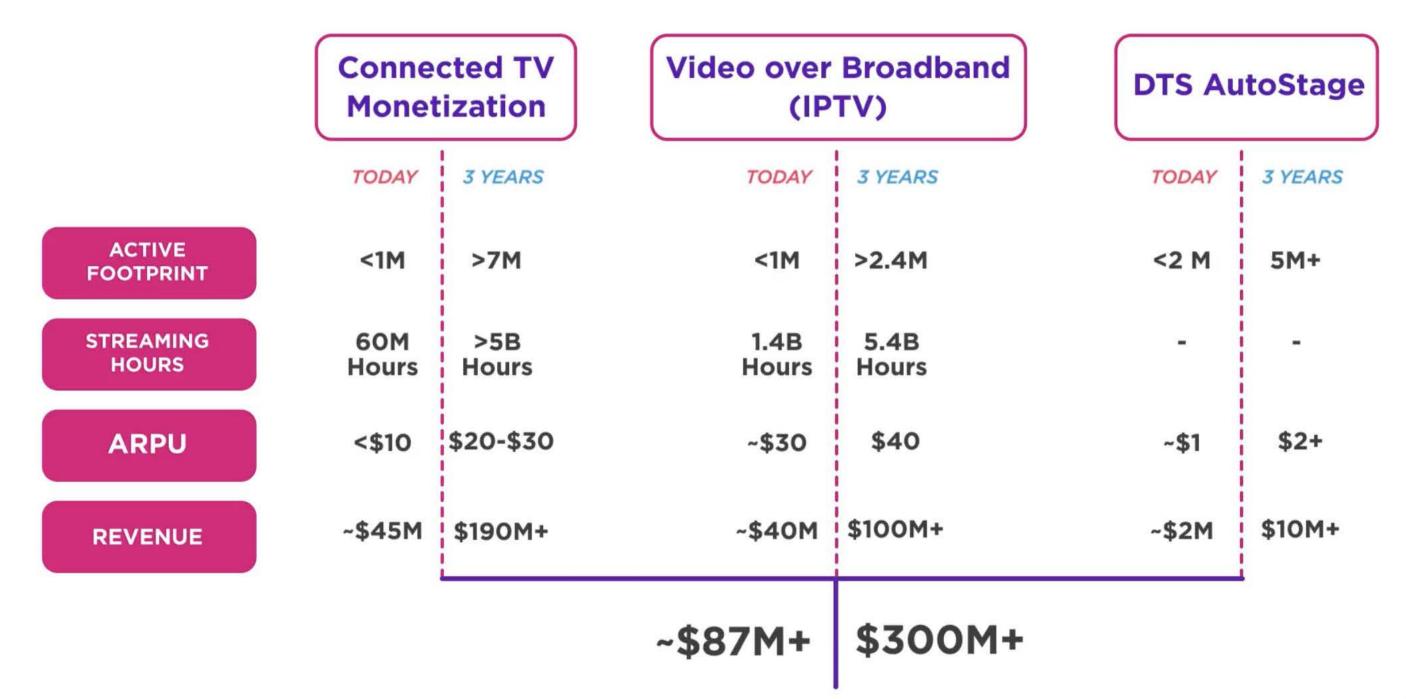


# DTS AUTOSTAGE EVOLUTION

**Audio Platform Media Platform** Radio **HD Radio** FM105.1 WOME-HOT 103.5 2 106.7 10 2 Jazzm 4 105.1 10 2 (1) (2) (a) (b) (c) (c) 2002 PRIOR 2022 2024 2022



#### **EXPONENTIAL BUSINESS MODEL | INDEPENDENT STREAMING PLATFORM**



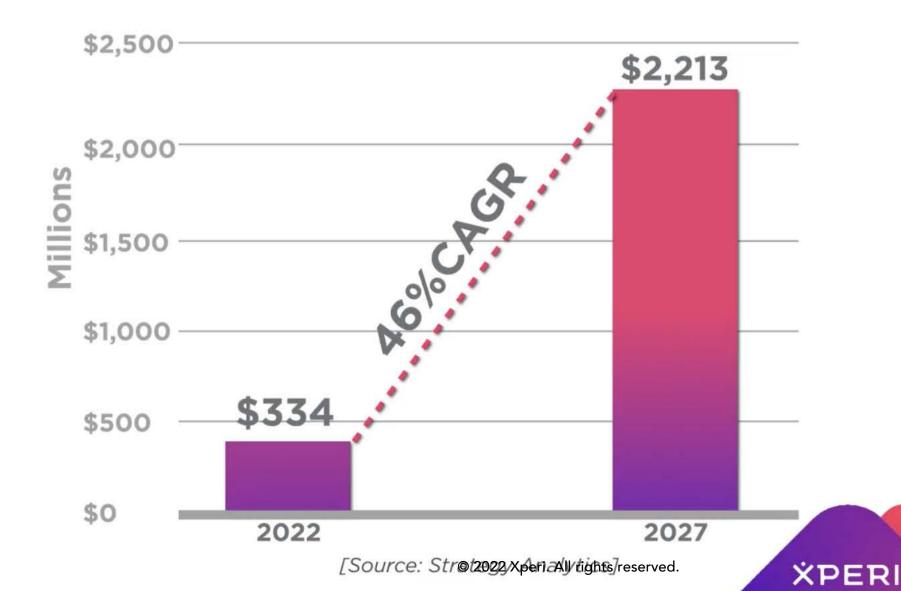


# IN VEHICLE SAFETY MARKET

Global Safety Standards Drive Demand for Next Generation In Cabin Sensing

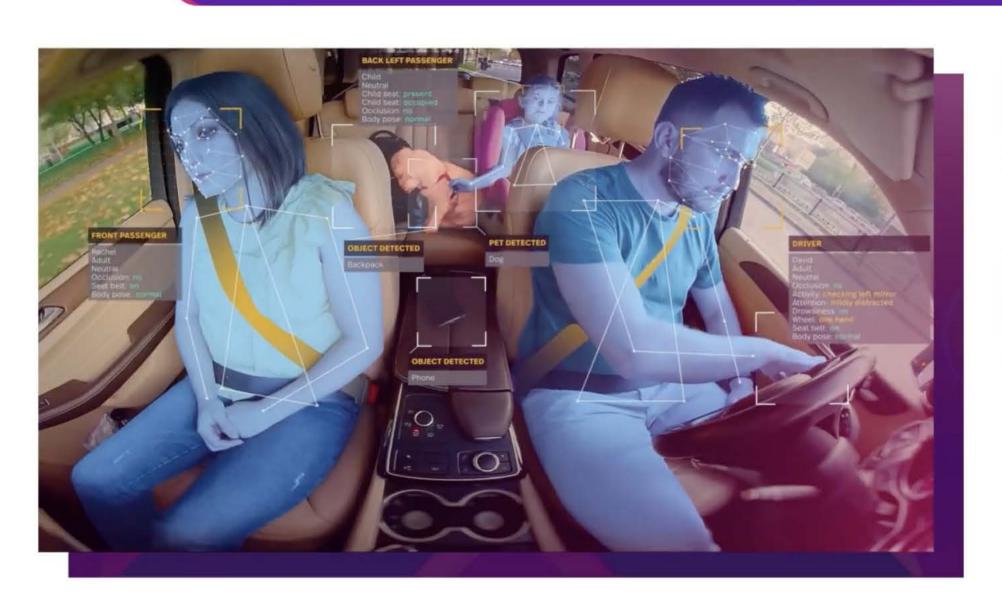
#### Camera Based DMS '22 - '27

- EU Safety Regulations require driver monitoring for new cars starting in 2024
- 43% industry penetration of camera based Driver Monitoring Systems (DMS) systems expected by 2027



# **DTS AUTOSENSE**

# Single Camera Driver and Occupancy Monitoring Platform









2022 Gold Stevie® Award for the Technical Innovation of the Year



2020 Overall AutoTech Solution of the Year



Top safety pick 2020 CLEPA Awards



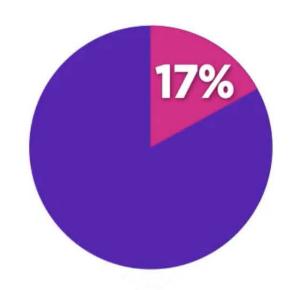
2021 Most Innovative
Application or Deployment of
Computer Vision



#### **PAY TV**

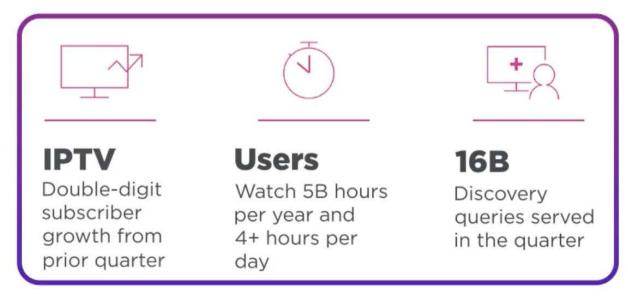
#### Video Over Broadband (IPTV)

Core Guides
Discovery (PCD & Video Metadata)
Consumer Hardware & Subs



FY 2022 Video Over Broadband (IPTV) Revenue

- Mature, High Margin Core Revenue
- Strong and trusted brand
- High Growth Independent Streaming Platform (IPTV) offsets decline
- Infrastructure supports media platform growth

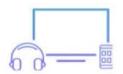




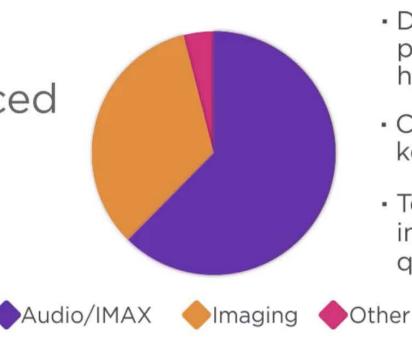
Select customers only



# CONSUMER ELECTRONICS



DTS:X & IMAX Enhanced Audio **Imaging** 



- DTS audio business is large and highly profitable with 80%+ penetration in home audio product categories
- Customers are very strategic to our key growth initiatives
- Technology components contribute to independent streaming platform's quality and features



with DTS

2015



Select customers only

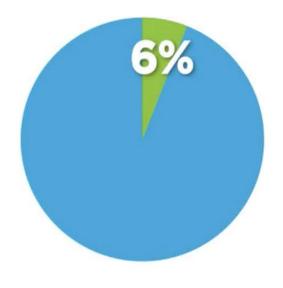


## CONNECTED CAR



# **AutoStage AutoSense**

**HD** Radio Music Metadata



FY 2022 **Growth Products** 

- HD Radio is standard for digital AM/FM in the US
- Deep relationships with every auto brand worldwide
- Global service infrastructure for infotainment and safety platforms



















Autos worldwide with HD Radio



HD Radio stations in North America



Countries use Xperi Broadcast Solutions















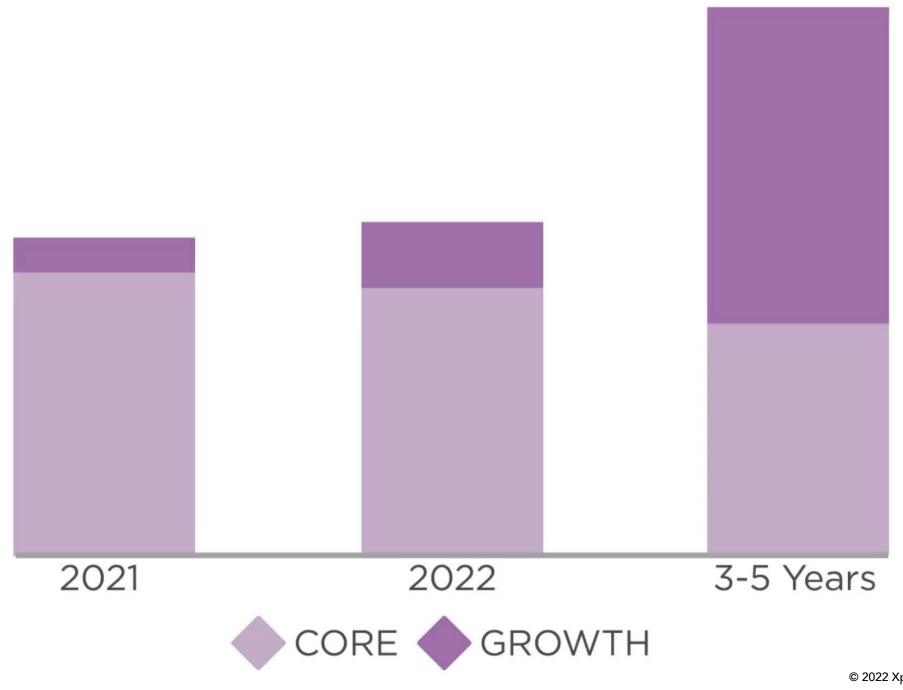








#### **CORE VS. GROWTH SUMMARY**



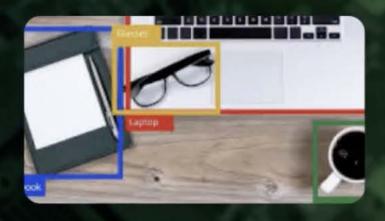


# Perceive | INNOVATION, INSIGHT AND INSPIRATION

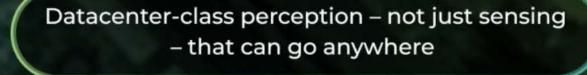
- Disruptive market opportunity to transform Al
- World class, industry leading technology
- Stems from our CE, Semi and deep learning experience
- Incubated as a stand-alone, non-wholly owned subsidiary
- Independent from core strategic priorities of media business

### **ENABLING DEVICES THAT UNDERSTAND THEIR ENVIRONMENTS**

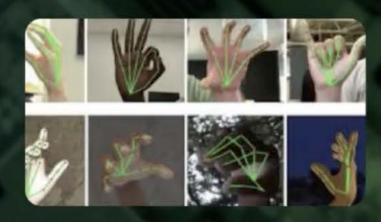














Consumer, PCs/tablets, automotive, wearables, ...



## CAN'T YOU DO THIS IN THE CLOUD?

More data

Faster data

Farther data

Wireless data

HIGHER COST, HIGHER RISK

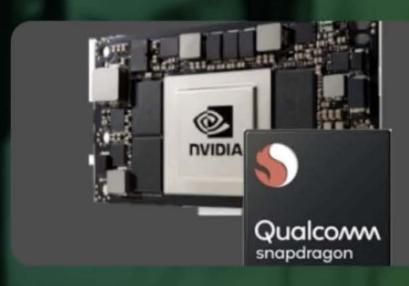
Responsiveness + Energy + Money + Privacy + Security

#### TODAY'S EDGE INFERENCE PRODUCTS ARE NOT GOOD ENOUGH

Low accuracy



High cost and power consumption



Large footprint and too much heat



Requires re-thinking, from first principles, how to do edge inference

#### EFFICIENCY IS THE DRIVER TO DISRUPTION IN COMPUTING

More computational throughput per dollar and/or per watt

Moore's Law

CISC → RISC in CPUs

CPU → GPU

Massive improvements in compiler technology

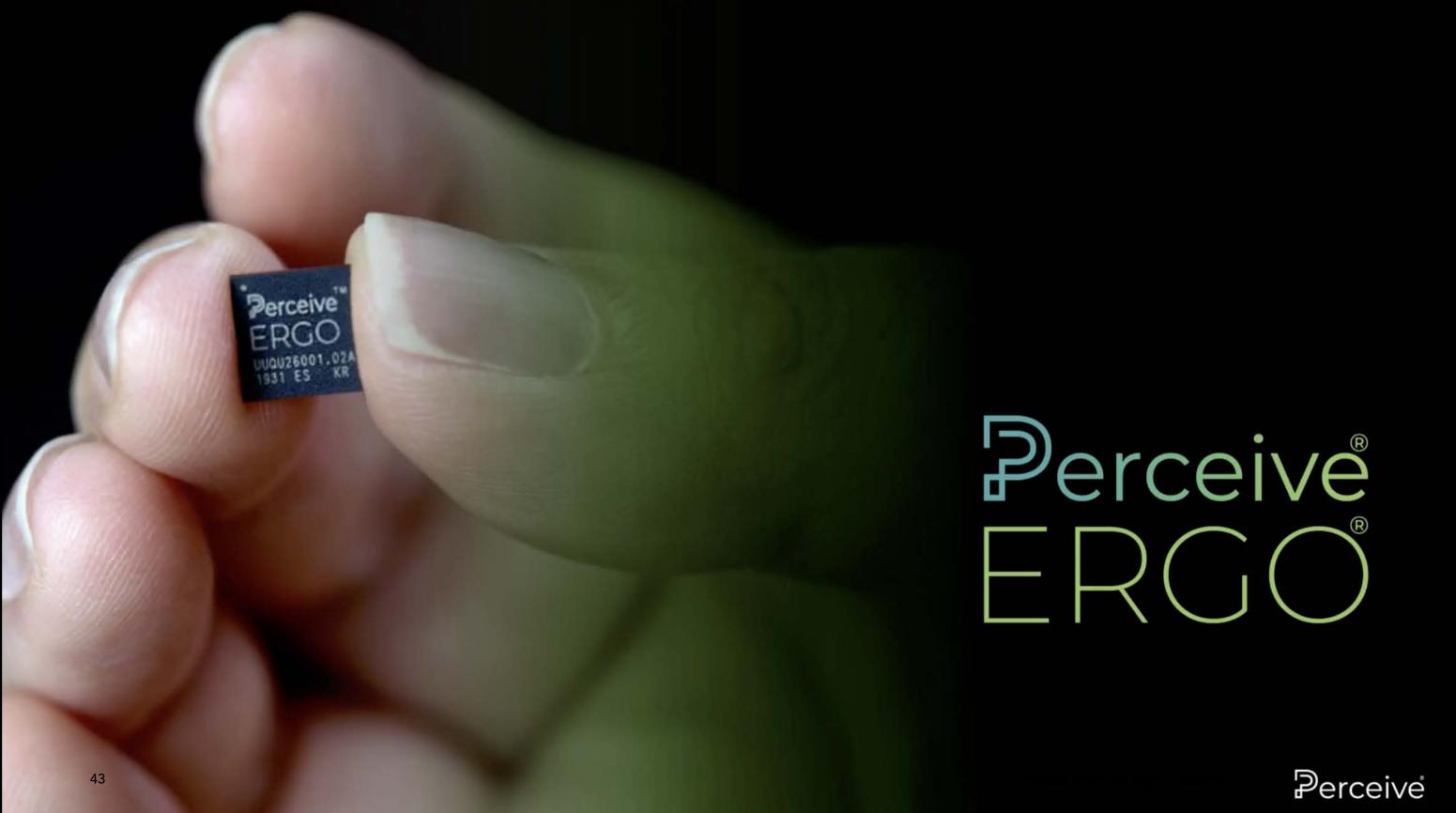
But it is about to...

This disruption has not happened yet for Deep Learning!

1 M parameters  $\rightarrow$  1 B parameters  $\rightarrow$  100 B parameters  $\rightarrow$  1 T parameters!

Big GPUs  $\rightarrow$  bigger GPUs  $\rightarrow$  data center full of GPUs  $\rightarrow$  ...!

Folklore and anecdotal training recipes in place of mathematical principles



#### MUCH MORE THAN CHIPS...A BETTER STRATEGY FOR EDGE AI



O Edge AI chip that is production-qualified

Percipio™

O Full software suite to train neural networks

SDK

Software libraries for building applications

Model Zoo

Catalog of networks and recipes

>50x compression of neural networks (NNs) while preserving accuracy

Novel, compact representation for NNs

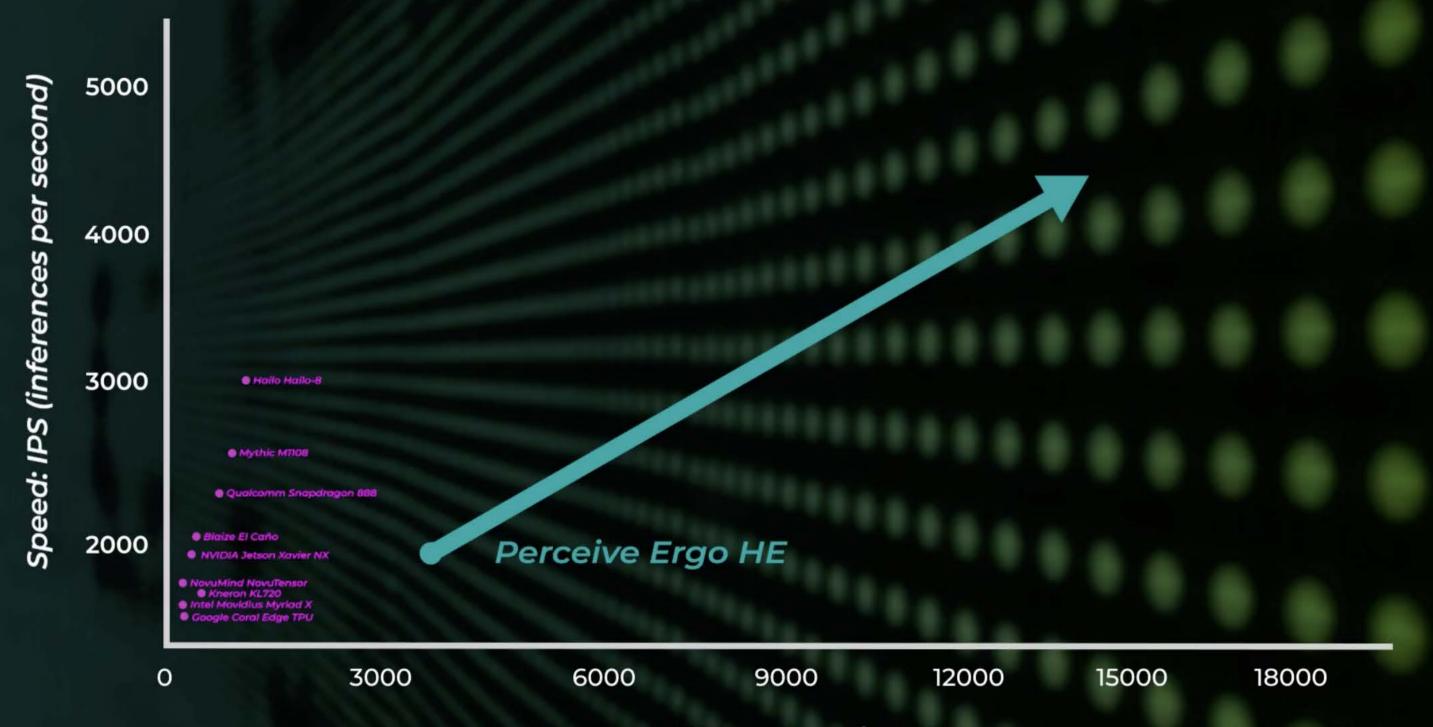
Mathematical rigor: based on information theory

Fabric explicitly optimized for our proprietary NN representation

Breakthrough architecture to accelerate our neural network computations



## LARGE ADVANTAGE IN COMPUTATIONAL EFFICIENCY



## GO-TO-MARKET





Edge AI Chips Market Opportunity (M units)

562

229

357

24% CAGR

152

205

28% CAGR

77

2021

2025

#### **Initial Markets**

(Security Cameras, Computers, Video Conferencing, XR)











## **COMPANY PROFILE**



Annual investment of \$20M leveraging Xperi's innovation, experience, customer relationships, and market position



World-class team of 55+ covering ML, hardware, software, and tools



Led by Steve Teig, World Technology & Edison Award winner, serial entrepreneur with 372 patents



100 patents filed; ~35 issued to date

## **DISRUPTIVE OPPORTUNITY**



Datacenter-class AI for the edge and in power-constrained applications



Unique Platform: combination of machine learning, software, and silicon



Differentiated offering with substantial technology advantage



Immediate market opportunity with large future potential

Breakthrough ML that offers a unique path to significant growth



# FINANCIAL HIGHLIGHTS

Strong Base of Established 'Core' Franchises



- Leading suite of software and services addressing large TAMs
- Long standing customer relationships
- Recurring revenues with high gross margin and long-term visibility

Disruptive Growth Potential by Delivering Independent Media Platforms



- Huge TAM potential
- Attractive, highly scalable ad-based monetization engine
- Leverages Xperi's footprint and core capabilities as well as credibility across ecosystems

Clear Path to Accelerating Profitable Growth

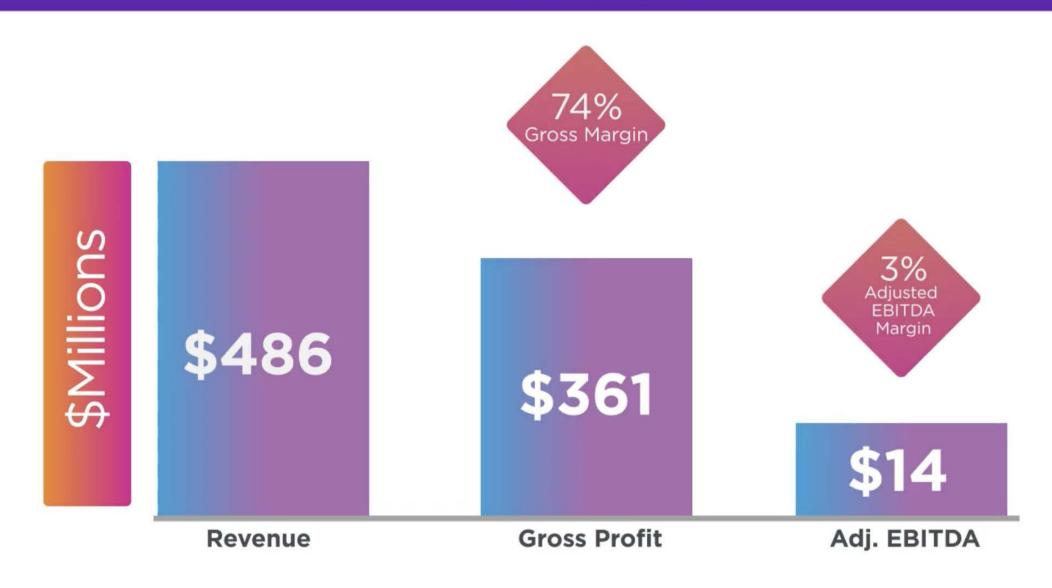


- Significant operating leverage with high-margin business
- Recent investments reaching maturity
- Cost-transformation and separation related costs nearing completion



### **XPERI PRODUCT - FINANCIAL SNAPSHOT**

#### FY 2021 Actual



SOURCE: Form 10 and 8-K filed with SEC on August 26, 2022 See backup table for GAAP to non-GAAP reconciliation



#### ROBUST FINANCIAL MODEL ACROSS PRODUCT CATEGORIES

Product Category	Primary Revenue Model	LTM* Revenue   % of Total (\$ million)	LTM Gross Margin	
PAY TV	Recurring fees on monthly basis per-subscriber	\$257   53%	~70%	
CONSUMER ELECTRONICS	Per unit license fees	\$113   23%	~90%	
CONNECTED CAR		\$83   17%	~80%	
MEDIA PLATFORM	Consumption-based Ad monetization	\$34   7%	~30%	
Total		\$488	~74%	

\*Twelve months ended June 30, 2022



#### **GROWTH DRIVERS BY PRODUCT CATEGORY- 3-5 YEAR OUTLOOK**

#### Significant Mix Shift Toward Growth Areas

**Product Category** 

**Revenue Growth** 

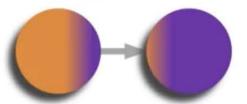
**Key Drivers** 

Core vs. Growth
Outlook over 3-5 Years
Core Growth



~50%

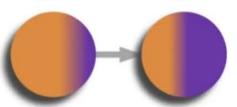
 Monetization of Connected TV from TiVo OS





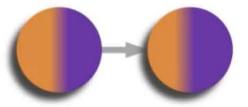
Flat

 Expansion of higher ARPU IPTV solutions balances gradual decline of legacy Classic Guides business





Low-Mid Single Digits\*  IMAX Enhanced audio solutions into the Home market





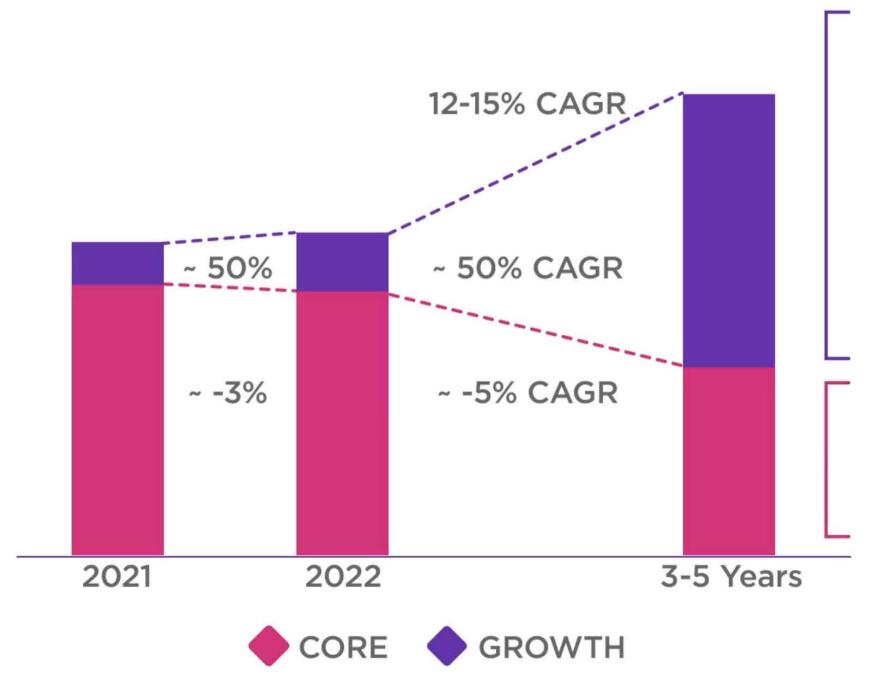
Low-Mid Teens

- Rollout of connected media solutions (AutoStage)
- Rollout of monitoring solutions (AutoSense)
- Greater penetration of HD Radio



<sup>\*</sup> Excludes one-time prior-period revenue from resolution of mobile imaging contract dispute in 2022

#### **CORE VS. GROWTH SUMMARY**



Monetization revenue growth from TiVo OS rollout

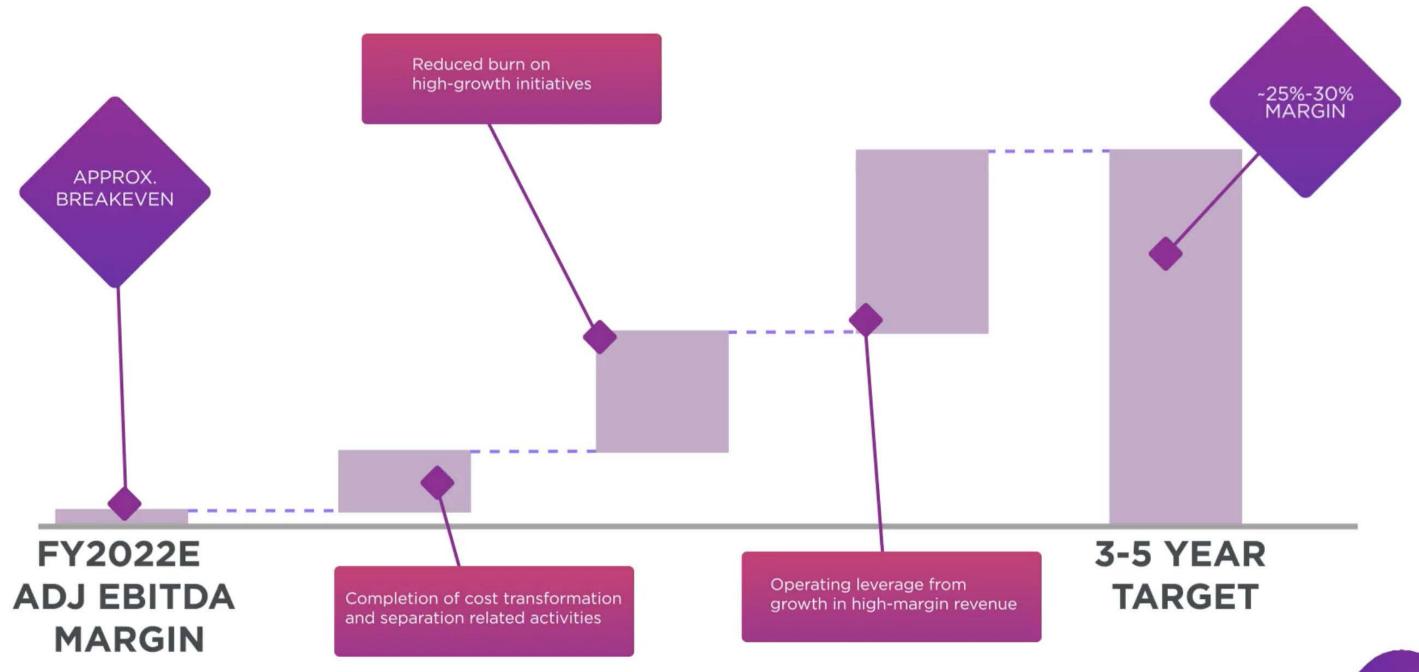
Customer shift to IPTV

Proliferation of automotive solutions AutoSense and AutoStage

Core products and services provide business support and profit for growth investments



## LONG-TERM EBITDA MARGIN DRIVERS





## FINANCIAL OUTLOOK FY22 AND FY23

#### FY2022E

Preliminary FY2023E

Revenue

\$490-510mm

Non-GAAP
Gross Margin

Mid 70%

Non-GAAP
Operating Expense

\$400-420mm

Adj. EBITDA Margin

Approx. Breakeven

Mid-Single Digit YoY Growth

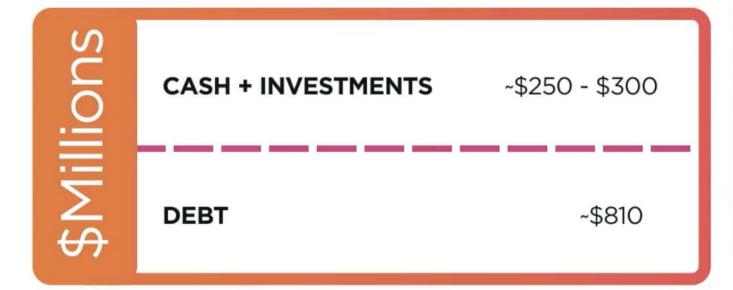
~10%



## **BALANCE SHEET ESTIMATES**

# Prior To Spin

**Estimated** Xperi Holding Corp at 9/30/2022



# Post Spin





SpinCo



#### CAPITAL ALLOCATION PRIORITIES FOCUSED ON PROFITABLE GROWTH



Maintain a strong balance sheet with approximately \$125-\$150mm of net cash post-spin off, providing financial flexibility to execute on growth and margin expansion initiatives



Ongoing internal investment principally focused on driving innovation and solution enhancements across our product categories



Continue to take a disciplined approach to opportunistic M&A to accelerate growth



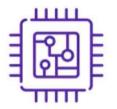
# ENORMOUS GROWTH POTENTIAL ENABLED BY A STRONG CORE BUSINESS



Large Media Platform opportunity, targeting hundreds of millions of revenue over 3+ years



Clear path to delivering against our 30% EBITDA margin goals



Disruptive opportunity for **AI at the edge** with **Perceive** 



Appendix / Reference Materials

# XPERI INC. GAAP TO NON-GAAP RECONCILIATIONS (in thousands) (unaudited)

	Twelve Months Ended December 31, 2021		Six Months Ended June 30, 2022	
GAAP Loss before taxes	\$	(160,238)	\$	(50,993)
Pro forma adjustments for transaction accounting		(1,674)		(837)
Pro forma adjustments for autonomous entity		1,020		510
Pro forma other adjustments		(3,000)		(1,500)
Interest expense		3,000		1,500
Other income		(1,590)		(226)
Depreciation expense		22,584		10,707
Amortization expense		105,311		29,553
Merger and integration-related costs:				
Transaction and other related costs recorded in selling, general and administrative		<del></del> ;		2,058
Restructuring and asset impairment costs recorded in selling, general and administrative		(818)		2 <del></del> :
Severance and retention recorded in cost of revenue, excluding depreciation and				
amortization of intangible assets		849		106
Severance and retention recorded in research, development and other		2,681		97
Severance and retention recorded in selling, general and administrative		2,890		(35)
Stock-based compensation expense:				
Cost of revenue		1,999		1,398
Research, development and other		17,914		10,780
Selling, general and administrative	157	22,873	8	11,501
Non-GAAP Adjusted EBITDA	\$	13,802	\$	14,619

