Tactile MEDICAL®

Investor Presentation

August 10, 2026

NASDAQ: TCMD

Forward-Looking Statements & Non-GAAP Financial Information

Forward Looking Statements

This presentation contains forward-looking statements. Forward-looking statements are generally identifiable by the use of words like "may," "will," "should," "could," "expect," "anticipate," "estimate," "believe," "intend," "continue," "confident," "outlook," "guidance," "project," "goals," "look forward," "poised," "designed," "plan," "return," "focused," "positioned," "prospects," or "remain" or the negative of these words or other variations on these words or comparable terminology. All statements other than statements of historical or current fact are, or may be deemed to be, forward-looking statements. The reader is cautioned not to put undue reliance on these forward-looking statements, as these statements are subject to numerous factors and uncertainties outside of the Company's control that can make such statements untrue, including, but not limited to, the Company's ability to obtain reimbursement from third-party payers for its products; adverse economic conditions, including inflation, rising interest rates or a recession; the adequacy of the Company's liquidity to pursue its business objectives; price increases for supplies and components; wage and component price inflation; loss of a key supplier or other supply chain disruptions; entry of new competitors and/or competitive products; compliance with and changes in federal, state and local government laws and regulations; technological obsolescence of, or quality issues with, the Company's products; the Company's ability to expand its business through strategic acquisitions; the Company's ability to integrate acquisitions and related businesses; the effects of current and future U.S. and foreign trade policy and tariff actions; or the inability to carry out research, development and commercialization plans. In addition, other factors that could cause actual results to differ materially are discussed in the Company's filings with the SEC. Investors and security holders are urged to read these documents free of charge on the SEC's website at http://www.sec.gov. The Company undertakes no obligation to publicly update or revise its forward-looking statements as a result of new information, future events or otherwise.

Use of Non-GAAP Financial Measures

This presentation includes the non-GAAP financial measure of Adjusted EBITDA, which differs from financial measures calculated in accordance with U.S. generally accepted accounting principles ("GAAP"). This non-GAAP financial measure is presented because we believe it is a useful indicator of our operating performance. Management uses this measure principally as a measure of our operating performance and for planning purposes, including the preparation of our annual operating plan and financial projections. We believe this non-GAAP financial measure is useful to investors as supplemental information because it is frequently used by analysts, investors and other interested parties to evaluate companies in our industry. We believe Adjusted EBITDA is useful as a measure of comparative operating performance from period to period. In addition, Adjusted EBITDA is used as a performance metric in our compensation program. Set forth in the Appendix to this presentation, we have provided reconciliations of historical and guidance Adjusted EBITDA to net income (loss), the most directly comparable GAAP financial measure. Investors and other readers are encouraged to review these reconciliations. Non-GAAP financial information is presented for supplemental informational purposes only, has limitations as an analytical tool, and should not be considered in isolation or as a substitute for financial information presented in accordance with GAAP. You are encouraged to review the related GAAP financial measures to their most directly comparable GAAP financial measures and not rely on any single financial measure to evaluate our business.

Revealing & Treating Patients with Underserved Chronic Conditions…

…including:

Chronic Swelling/ Lymphatic Dysfunction

Inflammatory Lung Disease

Leadership Team

Decades of Combined Experience and Leadership in the Medical Device Industry

Sheri Dodd
Chief Executive Officer

Medtronic
Johnson&Johnson
World Health Organization

Elaine Birkemeyer
Chief Financial Officer

Optum
RALLY
BEST BUY

Nicolaus Wilson
SVP, Marketing & Market Access

PHILIPS
Boston Scientific

Kristie Burns
SVP, Business Development

CALA HEALTH
Resmed

Aaron Snodgrass
SVP, Sales

Tactile MEDICAL

Jerry Sauber
SVP, Manufacturing Operations and R&D

MINNETRONIX MEDICAL
Boston Scientific

James Berg
VP, Patient Services

Medtronic
United Healthcare
Optum

Underpenetrated, Large TAM

$10B
Total Addressable Market[1]

~2.5M
Diagnosed Populations[2]

~25M
Undiagnosed Populations[3]

Scaled, Market Leading Position

>95,000
Patients Served in 2025

$330M
2025 Total Revenue

Demonstrated Profitability

76%
2025 Gross Margin

$45M
2025 Adj. EBITDA[4]

$43M
2025 Operating Cash Flow

Strong Balance Sheet

$83.4M
Cash and Cash Equivalents[5]

Zero
Outstanding Borrowings[5]

$26.5M
Stock Repurchases in 2025

(1) Based on management estimates
(2) Data on file at Tactile Medical; . Weycker, D. et al. Prevalence and Incidence of Non-cystic Fibrosis BE Among US Adults in 2013 Chron Respir Dis 2017; 14(4):377–384.
(3) Includes phlebolymphedema, primary and secondary lymphedema, including lymphedema secondary to certain cancers, and lipedema. 3. Dean S, Valenti E, Hock K, Leffler J, Compston A, Abraham W, The clinical characteristics of lower extremity lymphedema in 440 patients. Jour of Vasc Surg: Venous & Lymph Disorders. ePublished Feb 2020. 4. Weycker, D. et al. Prevalence and Incidence of Non-cystic Fibrosis BE Among US Adults in 2013. Chron Respir Dis 2017;14(4):377–384. 5. Kosmas, E. et al. Bronchiectasis in Patients with COPD: An Irrelevant Imaging Finding or a Clinically Important Phenotype? CHEST. 2016; 150(4):894A. 6. Lambert AA, Dransfield MT. COPD Overlap Syndromes: Asthma and Beyond. Chronic Obstr Pulm Dis. 2016;3(1):459-465. Published 2016 Jan 15. doi:10.15326/jcopdf.3.1.2015.0176
(4) Non-GAAP measure. See the Appendix for a reconciliation to the directly comparable GAAP measure.
(5) As of December 31, 2025

Chronic & Progressive, Underdiagnosed & Undertreated Disease States

Significant Gaps in Both Diagnosis and Access to Effective Treatment

2M[1]
DIAGNOSED
LYMPHEDEMA IN THE U.S.

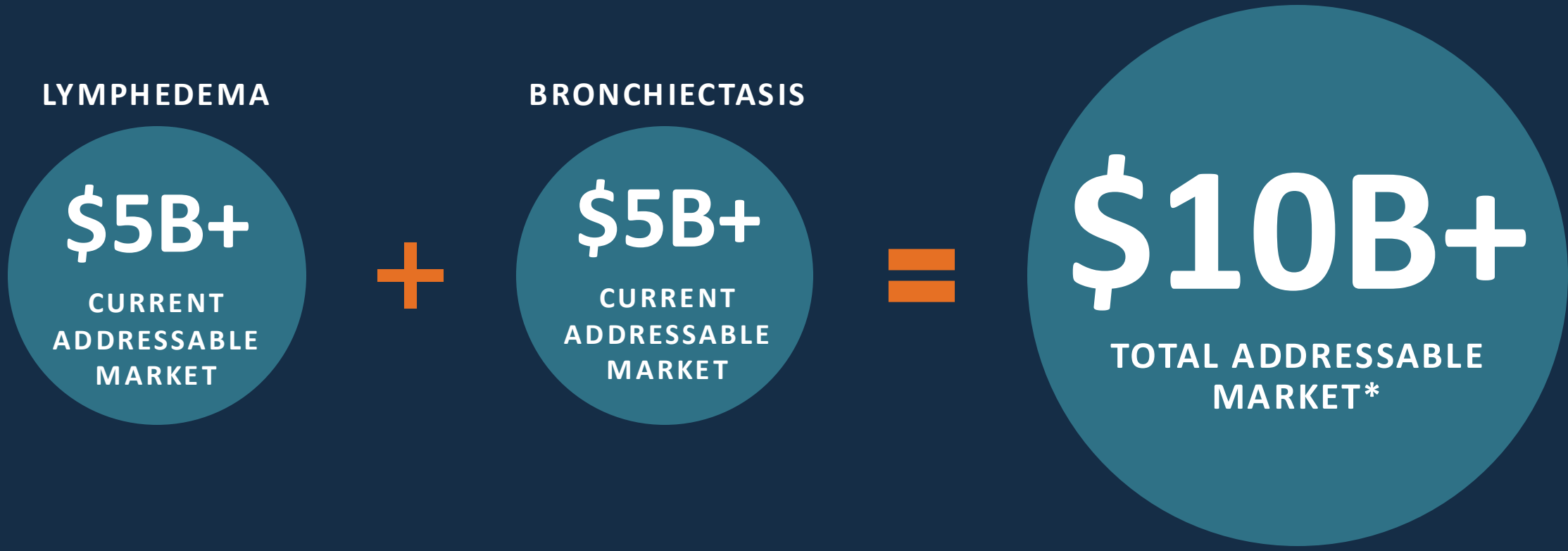
20M+[2,3]
UNDIAGNOSED
IN THE U.S.

500K[4]
DIAGNOSED
BRONCHIECTASIS IN THE U.S.

4.4M[5,6]
UNDIAGNOSED
IN THE U.S.

1. Data on file at Tactile Medical. 2. Includes phlebolymphedema, primary and secondary lymphedema, including lymphedema secondary to certain cancers, and lipedema. 3. Dean S, Valenti E, Hock K, Leffler J, Compston A, Abraham W, The clinical characteristics of lower extremity lymphedema in 440 patients. Jour of Vasc Surg: Venous & Lymph Disorders. ePublished Feb 2020. 4. Weycker, D. et al. Prevalence and Incidence of Non-cystic Fibrosis BE Among US Adults in 2013. Chron Respir Dis 2017;14(4):377–384. 5. Kosmas, E. et al. Bronchiectasis in Patients with COPD: An Irrelevant Imaging Finding or a Clinically Important Phenotype? CHEST. 2016; 150(4):894A. 6. Lambert AA, Dransfield MT. COPD Overlap Syndromes: Asthma and Beyond. Chronic Obstr Pulm Dis. 2016;3(1):459-465. Published 2016 Jan 15. doi:10.15326/jcopdf.3.1.2015.0176

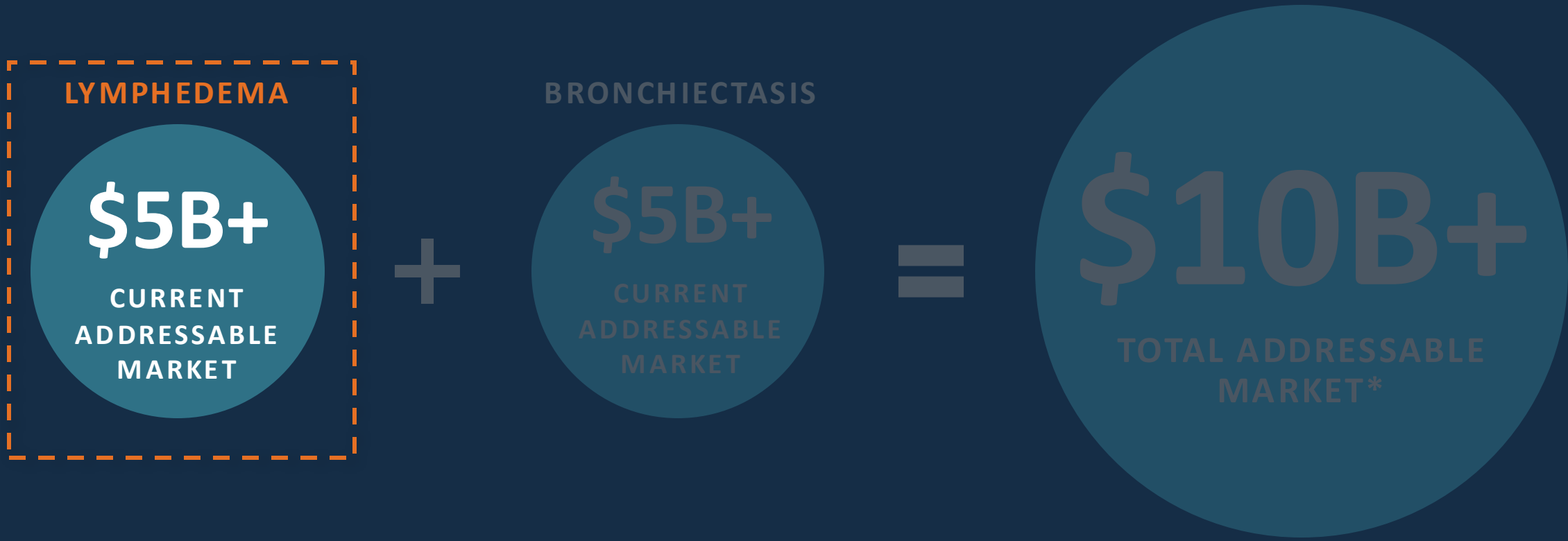
Significant Opportunity to Improve Access to Critically Underserved Patient Populations



Gaps in Patient Education and Access Present an Opportunity to Deliver Patient-Centric Solutions that Address Life-Altering Symptoms Across the Entire Body

*Based on management estimates

Significant Opportunity to Improve Access to Critically Underserved Patient Populations



Gaps in Patient Education and Access Present an Opportunity to Deliver Patient-Centric Solutions that Address Life-Altering Symptoms Across the Entire Body

*Based on management estimates

Lymphedema Has Many Causes and Affects People of all Backgrounds

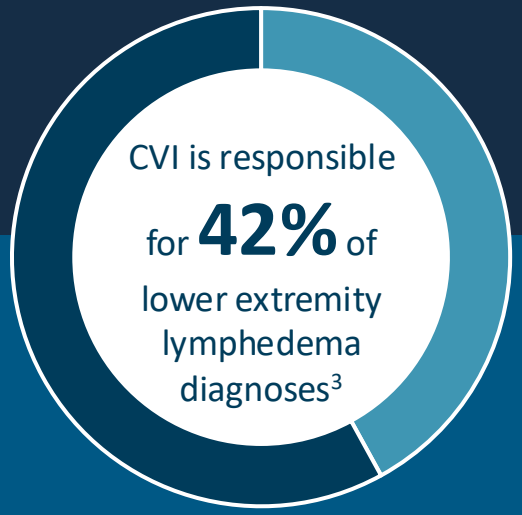
What is It?

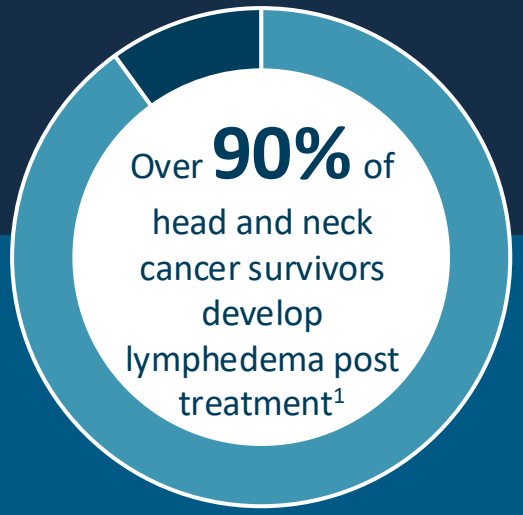
The lymphatic system enables the transport of fluids containing infection-fighting white blood cells.

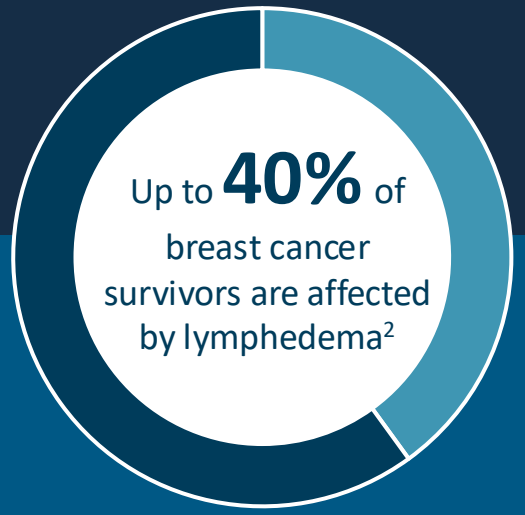
When the lymphatic system is damaged or impaired, these fluids can build up, causing swelling, infections & discomfort.

How Does it Occur?

- Chronic venous insufficiency (CVI)
- Cancer treatment
- Obesity
- Trauma
- Surgery
- Infection







1. Ridner, S.H., et al., A Prospective Study of the Lymphedema and Fibrosis Continuum in Patients with Head and Neck Cancer. Lymphat Res Biol, 2016. 14(4): p. 198-205.1.
2. Ridner S, McMahon E, Dietrich M, et al. Home-Based Lymphedema Treatment in Patients with Cancer-Related Lymphedema or Noncancer-Related Lymphedema. Onc Nurse Forum. July 2008 Vol. 35(4); 671-680.
3. Dean S, Valenti E, Hock K, Leffler J, Compston A, Abraham W, The clinical characteristics of lower extremity lymphedema in 440 patients. Jour of Vasc Surg: Venous & Lymph Disorders. ePublished Feb 2020

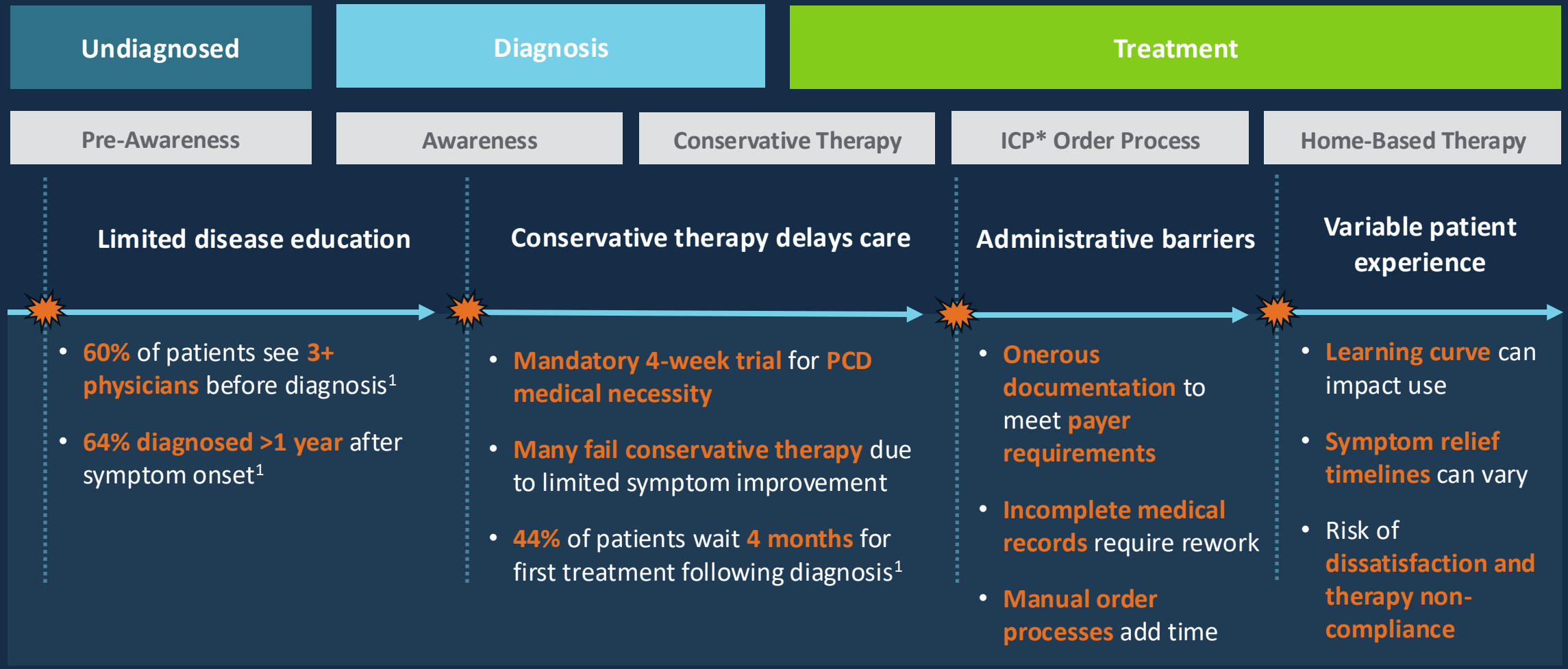
As a Result, Less Than 10% of Diagnosed Patients Receive a Solution to Treat Their Symptoms

Lymphedema Symptoms Include:

- Cellulitis
- Swelling
- Hard-to-heal wounds
- Limb heaviness
- Fibrosis
- Skin changes
- Pain & tightness
- Dysphagia
- Inability to swallow
- Limited range of motion

***Most* patients are unaware of what they are experiencing**

The Care Journey is Long and Complex, with Countless Friction Points



1. Bowman C, Rockson SG. The lymphedema patient experience within the healthcare system: a crosssectional epidemiologic assessment. Sci Rep. 2024 Jun 1;14(1):12600. doi: 10.1038/s41598-024-63145-1. PMID: 38824156; PMCID: PMC11144203

*ICP=Intermittent Compression Pump

Tactile Medical Delivers Differentiated Solutions: Product and Service

Legacy Systems

Basic Device: **ENTRE PLUS®**

Convenient, at-home treatment for lymphedema and chronic swelling designed for a better patient experience

Advanced Device: **FLEXITOUCH PLUS®**

Uses advanced intermittent pneumatic compression to provide a comfortable and effective way to self-manage lymphedema

Recent & Upcoming Innovation

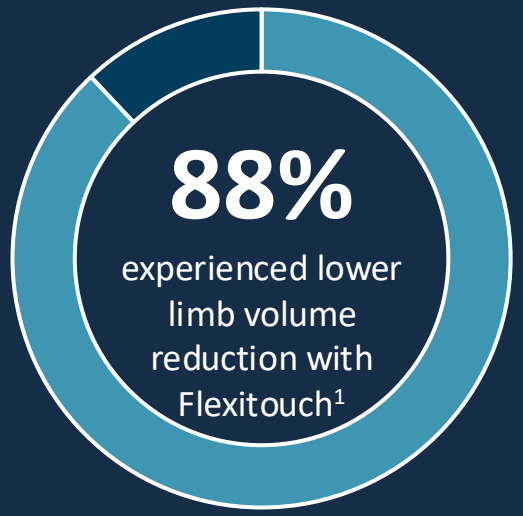
Basic Device: **NIMBL®**

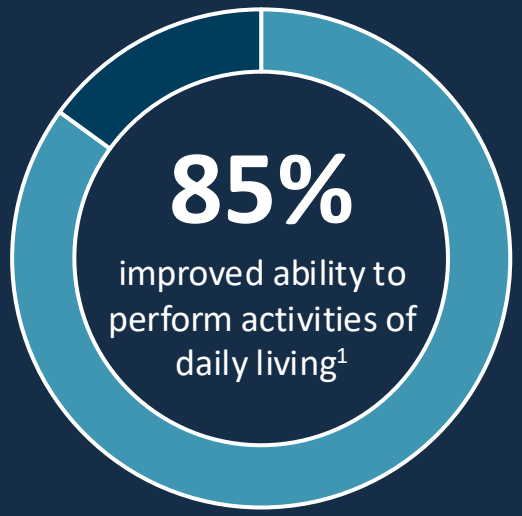
Smaller, lighter, and portable solution for use at home or on the go with connectivity to Kylee™

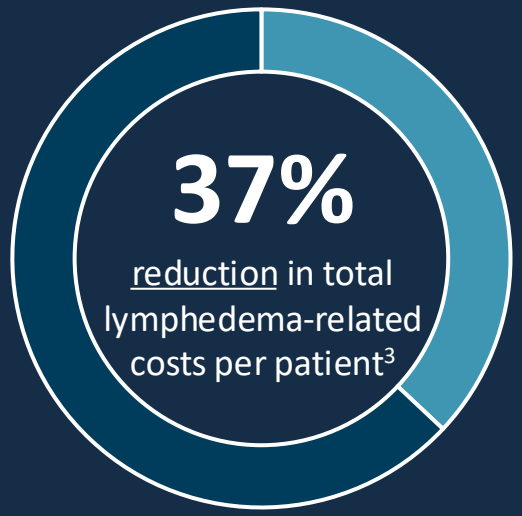
Advanced Device: **IN DEVELOPMENT**

New features and product enhancements designed to meet lymphedema and chronic swelling patients where they are in their care continuum

Proven Clinical Efficacy Drives Consistent and Effective Therapy







Existing Clinical Evidence Supports Flexitouch as a Proven, Effective, and Cost-Efficient Therapy

Supported by 2026 Clinical Practice Guidelines[4]

1. Muluk SC, Hirsch AT, Tafe EC. Pneumatic Compression Device Treatment of Lower Extremity Lymphedema Elicits Improved Limb Volume and Patient-Reported Outcomes. EJVES. 2013; Vol. 46(4): 480–487.
2. Muluk SC, Hirsch AT, Tafe EC. Pneumatic Compression Device Treatment of Lower Extremity Lymphedema Elicits Improved Limb Volume and Patient-Reported Outcomes. EJVES. 2013; Vol. 46(4): 480–487.
3. Karaca-Mandic P, Hirsch AT, Rockson SG, Ridner SH. The Cutaneous, Net Clinical, and Health Economic Benefits of Advanced Pneumatic Compression Devices in Patients With Lymphedema. JAMA Dermatol. 2015;151(11):1187–1193.
4. Clinical Practice Guidelines for lower extremity lymphedema, presented in March 2026 at the American Venous Forum Annual Meeting; a review of 20 randomized controlled trials included in the guidelines demonstrated a statistically significant reduction in edema volume across all trial cohorts treated with PCDs from baseline to trial completion.

Flexitouch Plus Further Validated in Treating Head & Neck Cancer-Related Lymphedema

Data Overview

- Six-month results from Tactile Medical's clinical trial examining the effectiveness of Flexitouch Plus vs. usual care in treating lymphedema among head and neck cancer survivors
- Data shows sustained clinical benefits of Flexitouch Plus following initial two-month results from June 2025
- Largest prospective, randomized controlled study on this patient group ever conducted in the U.S.

Two- and Six-Month Data Demonstrate Differentiation of Flexitouch Plus vs. Usual Care in Treatment:

Faster Time to Initial Therapy[1]

17.9 days
with Flexitouch Plus
(vs. 29.8 days with usual care)

More Patients Receiving Therapy[1]

94.9%
with Flexitouch Plus
(vs. 71% with usual care)

Reduction in Internal Swelling[2]

Statistically Significant Improvement
at base of tongue (p=0.008) and arytenoids (p=0.023)

1. Murphy, Barbara. et al. A multisite randomized trial of an advanced pneumatic compression device vs usual care for head and neck cancer related lymphedema: Short-term results. DOI: 10.1200/JCO.2025.43.16_suppl.6107
2. Ridner, Sheila. et al. Long-Term Outcomes of Advanced Pneumatic Compression versus Usual Care for Head and Neck Cancer Related Lymphedema.

Kylee™ App Enables Personalized Treatment and Patient Engagement

Learn

Personalized information to help patients understand their condition

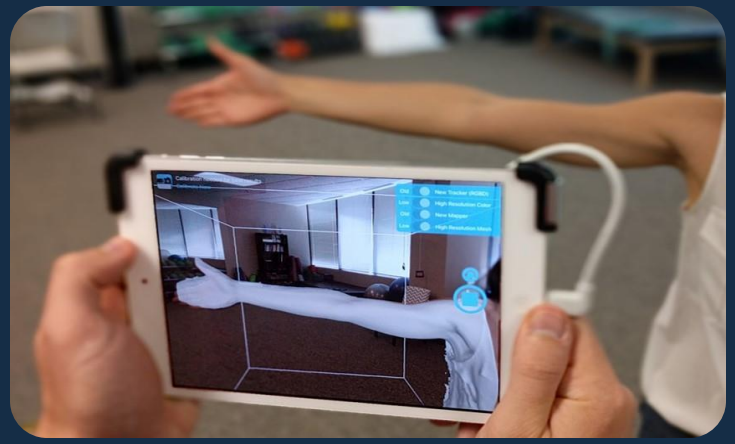
Track

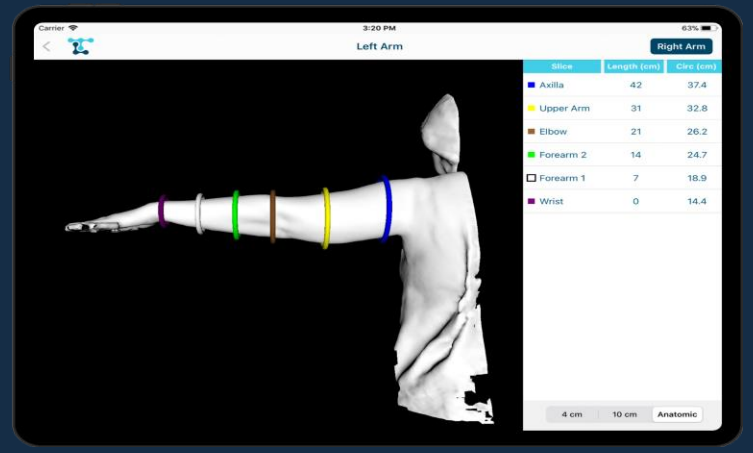
Symptom & treatment tracking to understand how therapy is progressing

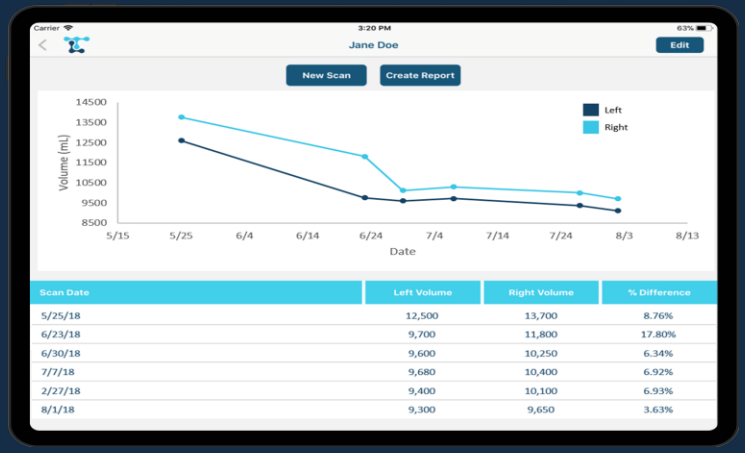
Share

Converts treatment data into reports that can be shared with care team

LymphaTech Acquisition Adds Portfolio Breadth & Depth, Advancing Evolution to Integrated Solutions Leader







About LymphaTech's Technology

- **FDA-cleared digital platform** for fluid volume and circumference measurements
- **Generates clinical-grade 3D body model** – replacing manual and highly variable methods

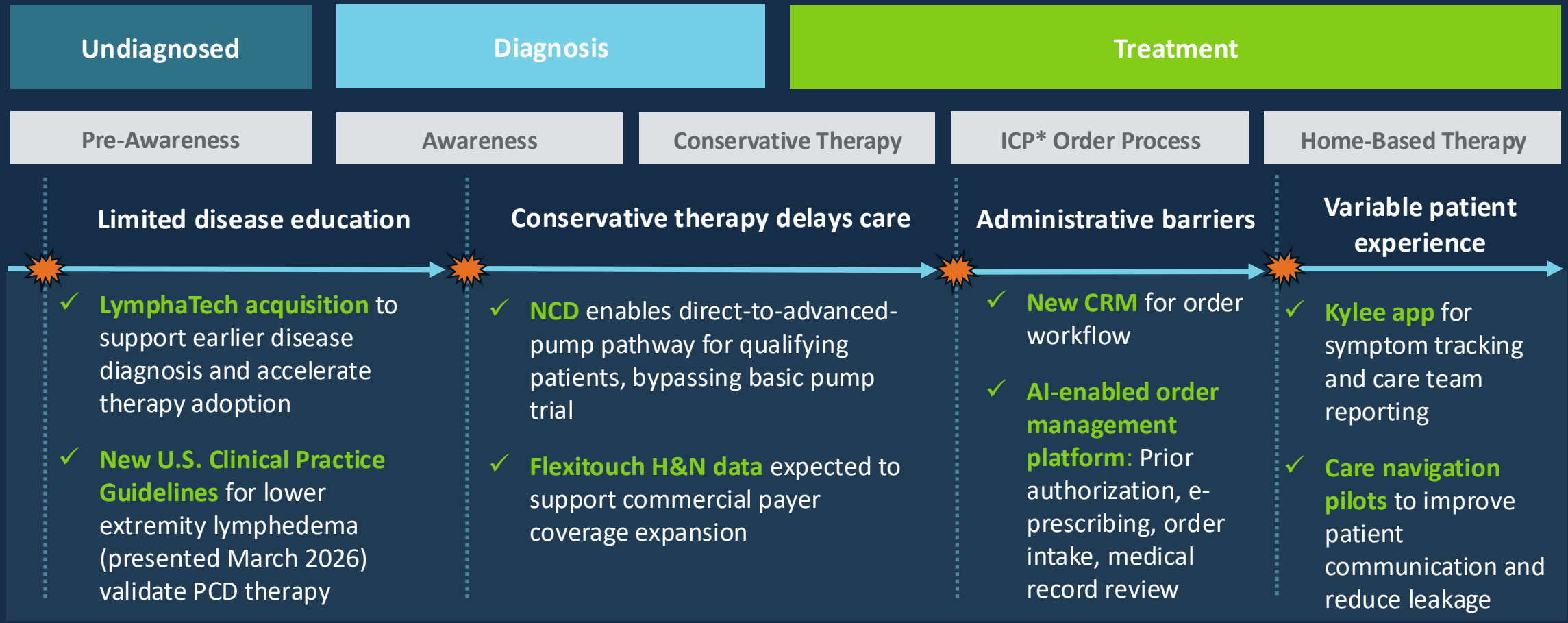
Immediate Strategic Value for Tactile

- **Improves disease identification** via fast, objective, and repeatable measurement
- **Accelerates therapy access**
- **Strengthens Tactile Medical's portfolio & market leadership**

Long-Term Vision for Tactile

- **Now –** SaaS-based measurement tool
- **Mid-Term –** Expanded FDA indication for diagnostic capabilities
- **Long-Term –** Full continuum platform from diagnosis through connected therapy and long-term monitoring

Removing Friction Points Across the Care Continuum: Strategic Investment Supported by Structural Tailwinds



Supported by fully resourced & well-balanced sales organization to optimize productivity and drive operating leverage

*ICP=Intermittent Compression Pump

Market Leadership and Robust Sales Force Further Strengthened By Distinct Barriers to Entry

Vertically Integrated Model

- **Integrated direct-to-patient/provider model**
- I**n-house DME operations** with oversight of entire order process: manufacturing, claims processing, collections, and RCM

Scalable RCM

- **Efficient, scalable revenue cycle management**
- Drives stronger cash flow, provider/payer relationships, and patient experience

Product Innovation

- **History of meaningful new product development**
- **Comprehensive suite** of solutions **covering the entire body**

Strong IP Moat

- **Robust patent portfolio**[1] across four core product areas
- **~170** patents globally, with **~20** additional pending

[1]As of December 31, 2025

Lymphedema Market Fundamentals & Strategy

~145K[1]
Diagnosed patients treated with a PCD or NPCD

Number of diagnosed patients treated annually with PCD/NPCD is growing ~10%[1]

2M[1]
Addressable diagnosed U.S. patients without PCD or NPCD treatment

Significant annual addressable market

Near-term commercial focus: *further penetrate addressable diagnosed patient population*

20M+[2,3]
Undiagnosed U.S. patients with lymphedema

Even larger undiagnosed market

Longer-term commercial focus: *drive growth within addressable undiagnosed population*

1. Data on file at Tactile Medical. 2. Includes phlebolymphedema, primary and secondary lymphedema, including lymphedema secondary to certain cancers, and lipedema. 3. Dean S, Valenti E, Hock K, Leffler J, Compston A, Abraham W, The clinical characteristics of lower extremity lymphedema in 440 patients. Jour of Vasc Surg: Venous & Lymph Disorders. ePublished Feb 2020. 4. NPCD: Non-pneumatic compression device

Owning the Space with Lymphedema Solutions that Improve Patient's Lives

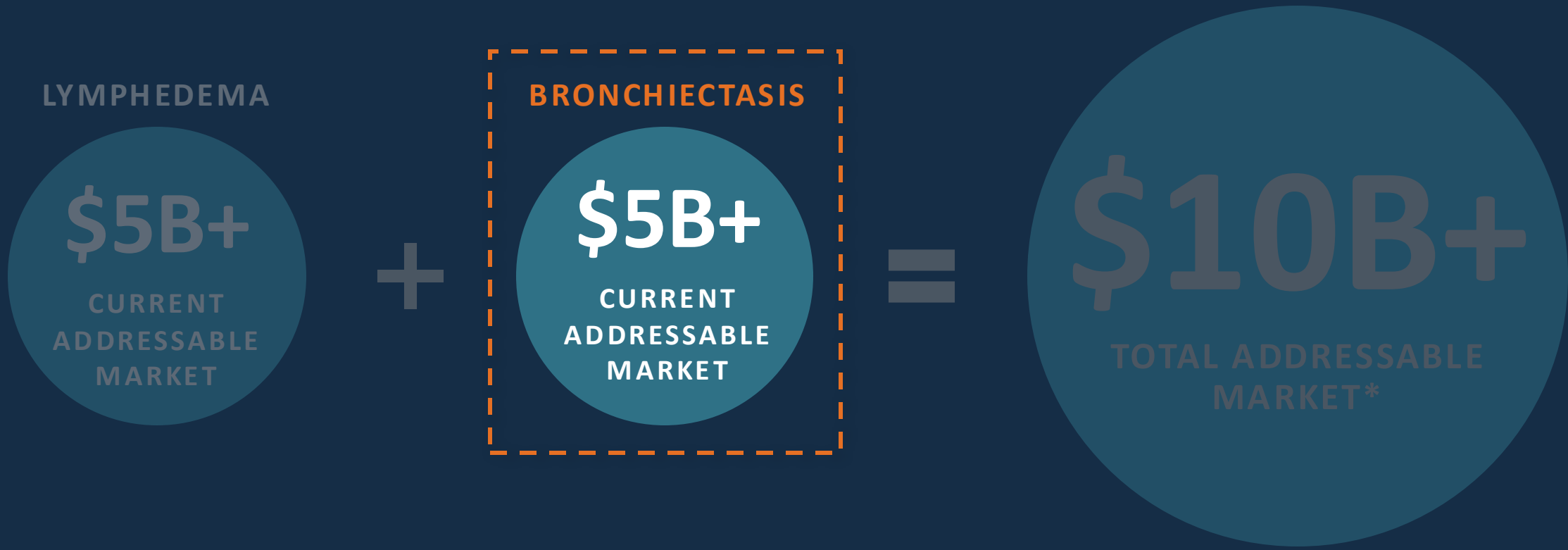
#1* MARKET SHARE

$5B+* TOTAL ADDRESSABLE MARKET

- CLINICALLY PROVEN PNEUMATIC COMPRESSION DEVICES
- EXPANDING CLINICAL EVIDENCE
- LARGE SALES REACH
- SCALABLE BACK OFFICE CAPABILITIES
- BROAD INSURANCE COVERAGE
- NEARLY 275M U.S. LIVES UNDER COVERAGE

*Based on management estimates

Significant Opportunity to Improve Access to Critically Underserved Patient Populations



Gaps in Patient Education and Access Present an Opportunity to Deliver Patient-Centric Solutions that Address Life-Altering Symptoms Across the Entire Body

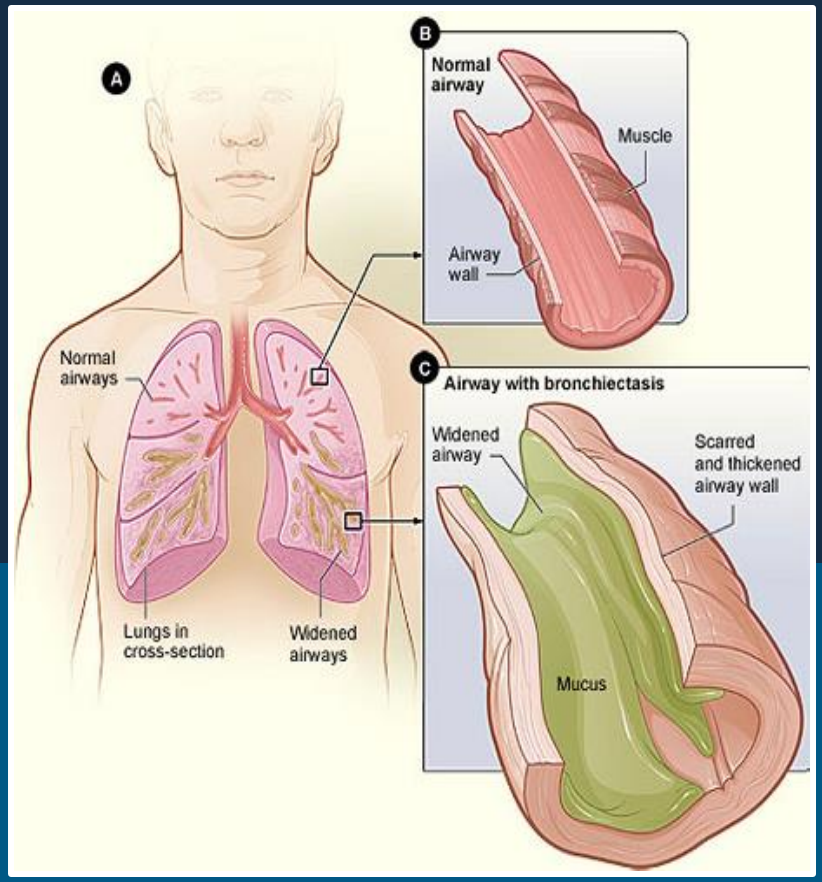
*Based on management estimates

Bronchiectasis is Among the Most Common Respiratory Diseases

What is It?

Bronchiectasis is a complex respiratory disease that causes airways to be abnormally widened, inflamed, and scarred, leading to permanent damage.

Damaged airways can no longer clear mucus and bacteria from airways and lungs, causing cough, increased mucus production, and frequent lung infections and pneumonia.



23%

of Smokers are Diagnosed with Bronchiectasis[1]

42%

of COPD Patients are Diagnosed with Bronchiectasis[2]

1. Cai Q, Triphuridet N, Zhu Y, et al. Bronchiectasis in Low-Dose CT Screening for Lung Cancer. *Radiology*. 2022;304(2):437-447. doi:10.1148/radiol.212547
2. Kosmas, E. et al. Bronchiectasis in Patients with COPD: An Irrelevant Imaging Finding or a Clinically Important Phenotype? CHEST. 2016; 150(4):894.

Too Many Bronchiectasis Patients are Not Receiving Access to Quality-of-Life Restoring Treatment

Routinely left untreated

LEFT UNTREATED

- **Commonly misdiagnosed** due to overlap with COPD
- Inability to clear mucus leads to a **cycle of infection, inflammation and worsening damage**

If treated, first-line options not effective for many patients

BASIC APPROACH

- Antibiotics for commonly-occurring infections
- First-line airway clearance techniques like huff coughing, PEP* devices

STANDARD OF CARE

- Chest physiotherapy (CPT)
- Administered by care provider with manual positioning and clapping the lungs to thin and mobilize secretions

*PEP is defined as "positive expiratory pressure"

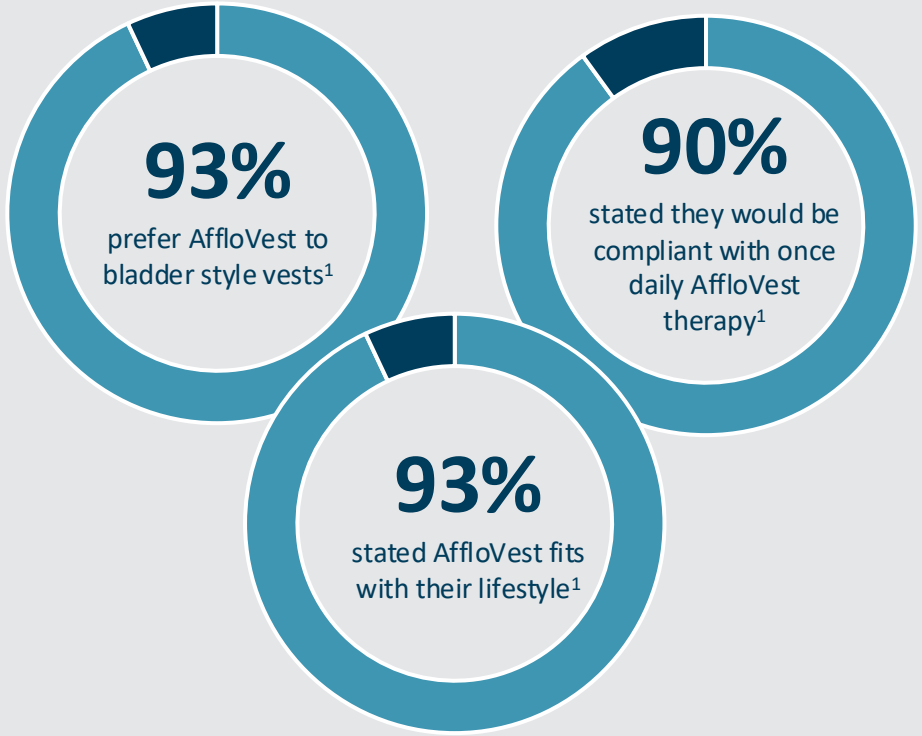
Tactile is Advancing the Bronchiectasis Treatment Paradigm with Proven At-Home Therapy

NEXT-GENERATION AFFLOVEST®

- **High frequency chest wall oscillation** (HFCWO) therapy
- Lighter, more adjustable vest and redesigned controller **improve comfort and ease of use**
- **Built-in connectivity** enables patient adherence tracking and real-world data for clinicians
- Maintains **proven clinical effectiveness**

While effective management of bronchiectasis involves a multimodal approach, **HFCWO is the only therapy that directly removes retained mucus – the primary driver of disease progression**

Next-generation AffloVest launched June 2026



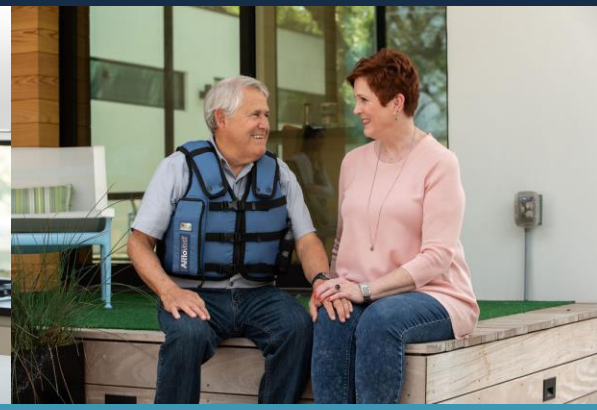
1. Wetherby M, Dunn N, Mullenix V. et al. A Patient Preference Study of High-Frequency Chest Wall Oscillation Devices. RT Magazine. May/June 2023.

Leading the Market with Patient-Friendly Airway Clearance Therapy

#1* MARKET SHARE

$5B+ * TOTAL ADDRESSABLE MARKET

- DIFFERENTIATED PORTABLE DESIGN
- BROAD DME CHANNEL REACH
- AFFLOVEST FITS COMPLEX RESPIRATORY PATIENT ALREADY ON-SERVICE
- STRONG REIMBURSEMENT



*Based on management estimates

Well-Defined Go-to-Market Strategy

Lymphedema: Direct Sales Force
Selling Through Established Call Points

~275M Covered Lives

- Vascular Practices
- Oncology Practices
- Lymphatic Therapists
- Veterans Affairs

Account Managers:
Disease education, referral network development, patient identification, review product features

Product Specialists:
Documentation gathering, e-prescribe onboarding, in-clinic patient demo assistance

Patient Education Consultants (PECs):
In-home patient demos and training

Bronchiectasis: Indirect Sales Force
Selling Through DME[1] Partners

- Respiratory DMEs

Specialists:
Educate and train DME sales partners and providers on bronchiectasis and the role of AffloVest in its care

Strategically-organized** sales force designed to **meet and drive demand

[1]Durable medical equipment

Recent Milestones

Multiple Product Launches & Operational Enhancements Fueling Continued Market Penetration and Profitable Growth

2024

- Generated new clinical evidence among VA patients using Flexitouch
- Completed enrollment in Head & Neck lymphedema RCT
- Launched Nimbl® System for upper extremity lymphedema conditions
- Deployed new workflow-related tools
- Further strengthened balance sheet

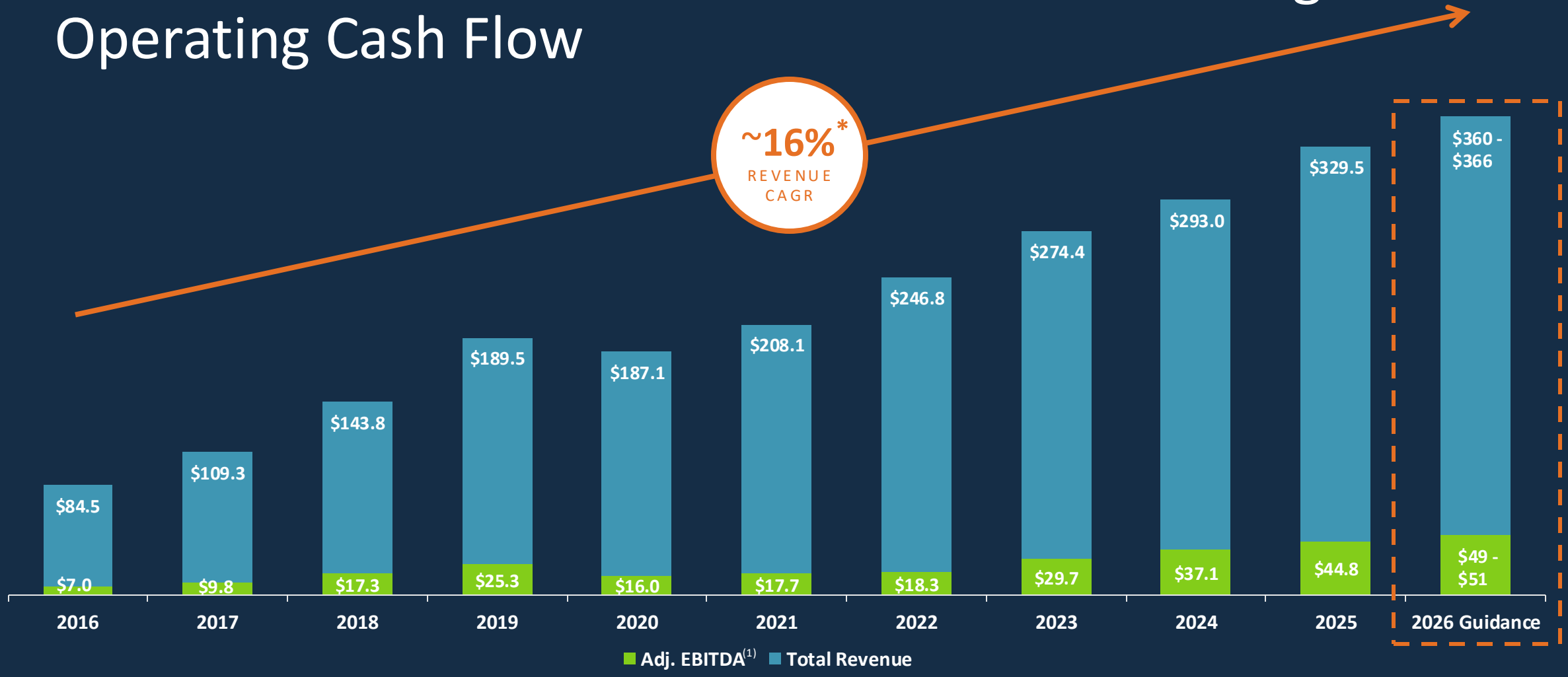
2025

- Expanded Nimbl® System for lower extremity lymphedema conditions
- Completed launch of new customer relationship management tool
- Optimized sales organization for scale and efficiency
- Announced six-month data among head and neck cancer survivors using Flexitouch Plus
- Completed $30M share repurchase program and repaid $26M in outstanding borrowings to retire term loan

YTD 2026

- New exclusive U.S. distribution agreement with ElastiMed for MyoSleeve™ Wearable CompressionDevice within the VA and DoD
- Acquired LymphaTech, expanding lymphedema portfolio breadth & depth
- Expanded AI-enabled order management platform to execute the Medicare prior authorization requirement for PCDs
- Launched next-generation AffloVest
- Announced journal publication of two- and six-month head and neck data

Durable Revenue & Profit Growth with Increasing Operating Cash Flow



Operating Cash Generation[2]:

$7.0	$4.2	$9.0	$2.7	$2.8	$2.6	$5.2	$35.9	$40.7	$42.8

(In $ millions)
*Trailing 10 yr. Revenue CAGR from FY'16 to FY'26E (at midpoint)
*Includes COVID-19 impacted FY'20 and FY'21
(1) Non-GAAP measure. See the Appendix for a reconciliation to the directly comparable GAAP measure.
(2) Net cash provided by operating activities.

Strategic Priorities In-Place to Drive Sustainable & Profitable Growth

Improve Patient Experience

Increase Access to Care

- **Remove existing barriers**:
  - Clinician and patient market development
- Expand **clinical evidence generation**
- Influence policy changes through **payer advocacy**
- Further **streamline entire order process**

Expand Treatment Options

- **Nimbl, next-gen basic PCD, fully launched for upper & lower conditions**
- Developing new features for **advanced pump**
- **MyoSleeve** wearable compression device for VA and DoD patients
- **Next-gen AffloVest** launch in June 2026

Enhance Lifetime Patient Value

- **Serve patients** over a **longer duration of time** as they manage their lymphedema
- Engage with patients earlier in the care funnel
- Support **end-to-end patient treatment journey**

Investment Highlights

Leveraging Technology & Market Leadership to Deliver Profitable Growth

~$10B TAM*

With significant greenfield

Strong Pipeline & Tech Strategy

Driving innovation, customer service, and operating leverage

Broad Payer Support

With increasingly supportive coverage landscape following recent National Coverage Decision (NCD)

Extensive Distribution Reach

Scalable revenue cycle management and logistics capacity to support national expansion

Extensive Clinical Evidence

Strong clinical and economic impact across diverse care settings

Profitable Market Leader

75%+ gross margin; profitability inflecting

*Based on management estimates

Appendix

Financial Results: Q2 2026 & 2025, FY'25 & FY'24

3 MONTHS ENDED JUNE 30, 2026 FINANCIAL SUMMARY:

REVENUE

$85.7M

ADJ EBITDA(1)

$11.4M

$ Millions	Three months ended June 30, 2026	Three months ended June 30, 2025	Year Ended December 31, 2025	Year Ended December 31, 2024
Lymphedema products	$73.6	$66.0	$278.4	$259.4
Airway clearance products	$12.1	$12.9	$51.1	$33.6
Total revenues	$85.7	$78.9	$329.5	$293.0
Gross profit	$65.3	$58.8	$250.1	$216.7
Gross margin	*76.3%*	*74.5%*	75.9%	*74.0%*
Total operating expenses	$58.5	$54.7	$220.9	$194.5
Operating income (loss)	$6.8	$4.1	$29.3	$22.2
Net income (loss)	$7.8	$3.2	$19.1	$17.0
Adjusted EBITDA(1)	$11.4	$7.7	$44.8	$37.1

1. Non-GAAP measure. See slides 32 and 33 for a reconciliation to the directly comparable GAAP measure

Reconciliation of GAAP Net Income (Loss) to Non-GAAP Adjusted EBITDA

	Years ended December 31									
($ Millions)	2025	2024	2023	2022	2021	2020	2019	2018	2017	2016
Net income (loss)	$ 19.1	$ 17.0	$ 28.5	$ (17.9)	$ (11.8)	$ (0.6)	$ 11.0	$ 6.6	$ 5.9	$ 2.9
Interest (income) expense, net	(2.1)	(1.3)	2.3	2.7	0.5	(0.1)	(0.3)	(0.4)	(0.4)	(0.0)
Income tax (benefit) expense	12.3	6.5	(12.7)	2.4	9.5	(1.6)	0.2	(3.1)	(1.7)	1.4
Depreciation and amortization	6.6	6.8	6.5	6.3	3.7	2.8	3.5	3.7	1.8	0.8
Stock-based compensation	8.4	7.8	7.5	9.6	10.1	10.7	9.8	8.0	4.2	1.9
Loss on termination of lease	-	-	-	-	-	-	1.1	-	-	-
Impairment charges and inventory write-offs	-	-	-	0.2	0.6	4.0	-	2.5	-	-
Acquisition costs	-	-	-	-	1.1	-	-	-	-	-
CARES Act funding	-	-	-	-	-	(1.2)	-	-	-	-
Change in fair value of earn-out	-	-	(2.5)	11.9	(0.2)	-	-	-	-	-
Litigation defense costs	-	-	-	2.8	3.7	1.0	-	-	-	-
Executive transition costs	0.5	0.3	-	0.3	0.5	1.0	-	-	-	-
Adjusted EBITDA	$ 44.8	**$ 37.1**	**$ 29.7**	**$ 18.3**	**$ 17.7**	**$ 16.0**	**$ 25.3**	**$ 17.3**	**$ 9.8**	**$ 7.0**

Reconciliation of GAAP Net Income to Non-GAAP Adjusted EBITDA

(Dollars in millions)	Three Months Ended June 30, 2026	2025	Increase (Decrease) $	%
Net income	$ 7.8	$ 3.2	$ 4.6	142%
Interest (income) expense, net	(0.5)	(0.4)	(0.1)	23%
Income tax expense (benefit)	(0.4)	1.3	(1.7)	(132%)
Depreciation and amortization	1.8	1.7	0.2	9%
Stock-based compensation	2.3	1.9	0.3	17%
Acquisition & integration costs	0.2	—	0.2	— %
Litigation-related costs	—	—	—	— %
Executive transition costs	0.4	—	0.4	— %
Adjusted EBITDA	**$ 11.4**	**$ 7.7**	**$ 3.7**	**49%**

Reconciliation of FY 2026 GAAP Net Income to Adjusted EBITDA Guidance

(Dollars in millions)	Year ended December 31, 2026 Low	High
Net income	$ 23.2	$ 24.7
Interest (income) expense, net	(2.4)	(2.4)
Income tax expense	9.4	10.0
Depreciation and amortization	7.5	7.5
Stock-based compensation	8.6	8.6
Acquisition & integration costs	1.3	1.3
Executive transition costs	0.4	0.4
Litigation-related costs	1.0	1.0
Adjusted EBITDA	$ 49.0	$ 51.0

Select Comparisons from the Balance Sheet as of 6/30/2026 and 12/31/2025

(Dollars in millions)	6/30/2026	12/31/2025	Increase (Decrease) $	Increase (Decrease) %
Cash	$ 69.9	$ 83.4	$ (13.6)	(16)%
Accounts receivable	43.1	43.9	(0.7)	(2)%
Accounts receivable, non-current	0.0	0.0	0.0	0%
Total accounts receivable	43.1	43.9	(0.7)	(2)%
Inventories	16.8	14.0	2.8	20%
Note payable, current	0.0	0.0	0.0	0%
Note payable, non-current	0.0	0.0	0.0	0%
Total net borrowings	0.0	0.0	0.0	0%
Total stockholders' equity	$ 223.8	$ 218.9	$ 4.9	2%