

Investor Presentation – Q3 2026

October 29, 2026



Forward Looking Statements

This presentation contains forward-looking statements within the meaning of applicable U.S. securities laws, including statements regarding our 2026 financial guidance; our planned availability dates for the DigipassONE Authenticate Free Trial and the general availability of DigipassONE Verify; expectations regarding our products and product innovations, including with respect to DigipassONE and our Digital Agreements business; and our general goals and expectations regarding our operational or financial performance in the future. Forward-looking statements may be identified by words such as "seek", "believe", "plan", "estimate", "anticipate", "expect", "intend", "continue", "outlook", "may", "will", "should", "could", or "might", and other similar expressions. These forward-looking statements involve risks and uncertainties, as well as assumptions that, if they do not fully materialize or prove incorrect, could cause our results to differ materially from those expressed or implied by such forward-looking statements. Factors that could materially affect our business and financial results include, but are not limited to: our ability to attract new customers and retain and expand sales to existing customers; our ability to successfully develop and market new product offerings and product enhancements; changes in customer requirements; the potential effects of technological changes; the loss of one or more large customers; difficulties enhancing and maintaining our brand recognition; competition; lengthy sales cycles; unintended costs and consequences of our cost reduction and restructuring actions, including higher than anticipated restructuring charges, disruption to our operations, litigation or regulatory actions, or employee turnover; challenges retaining key employees and successfully hiring and training qualified new employees; security breaches or cyber-attacks; real or perceived malfunctions or errors in our products; interruptions or delays in the performance of our products and solutions; reliance on third parties for certain products and data center services; our ability to effectively manage third party partnerships, acquisitions, divestitures, alliances, or joint ventures; economic recession, inflation, tariffs or trade disputes, and political instability; claims that we have infringed the intellectual property rights of others; changing laws, government regulations or policies; pressures on price levels; component shortages; delays and disruption in global transportation and supply chains; impairment of goodwill or amortizable intangible assets causing a significant charge to earnings; actions of activist stockholders; and exposure to increased economic and operational uncertainties from operating a global business, as well as other factors described in the "Risk Factors" section of our most recent Annual Report on Form 10-K, as updated by the "Risk Factors" section of our subsequent Quarterly Reports on Form 10-Q (if any). Our filings with the Securities and Exchange Commission and other important information can be found in the Investor Relations section of our website at investors.onespan.com. Statements in this presentation are made as of October 29, 2026, and the continued availability of this presentation after that date shall under no circumstances create an implication that the information contained herein is correct as of any date after October 29, 2026. We do not have any intent, and disclaim any obligation, to update the forward-looking information to reflect events that occur, circumstances that exist or changes in our expectations after the date of this presentation, except as required by law.

Company Overview



OneSpan At a Glance¹



Shareholder Returns ³	FY 2025	9 Mo 2026	Since 1/1/25
Dividends	\$18.5M	\$14.7M	\$33.1M
Repurchases	\$13.1M	\$8.3M	\$21.4M
Total	\$31.6M	\$23.0M	\$54.6M

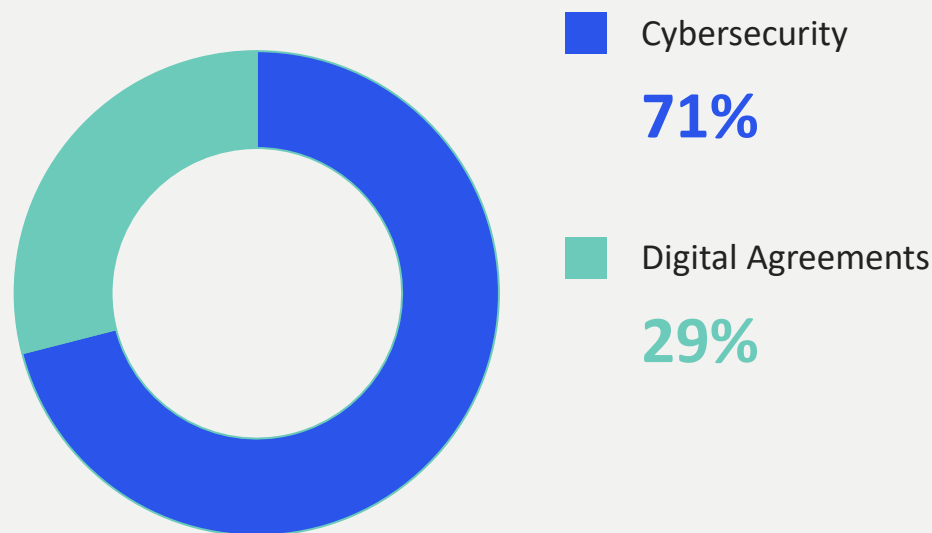
¹ Revenue, subscription revenue, AEBITDA, and FCF (free cash flow) are for the trailing twelve-month (TTM) period ending September 30, 2026. ARR and cash & cash equivalents are as of September 30, 2026. Includes the strategic acquisition of Build38, which closed in Q1 2026 and contributed less than 1% of TTM revenue growth, and incremental internal investments in 2026 to help drive higher future revenue growth.

² See Appendix for definitions and information regarding non-GAAP financial measures.

³ OneSpan's annualized dividend increased to \$0.52 per share in Q1 2026, up from \$0.48 in 2025. The Company repurchased approximately 1 million shares in 2H 2025 and 0.7M shares in 1H 2026. Numbers may not sum due to rounding.

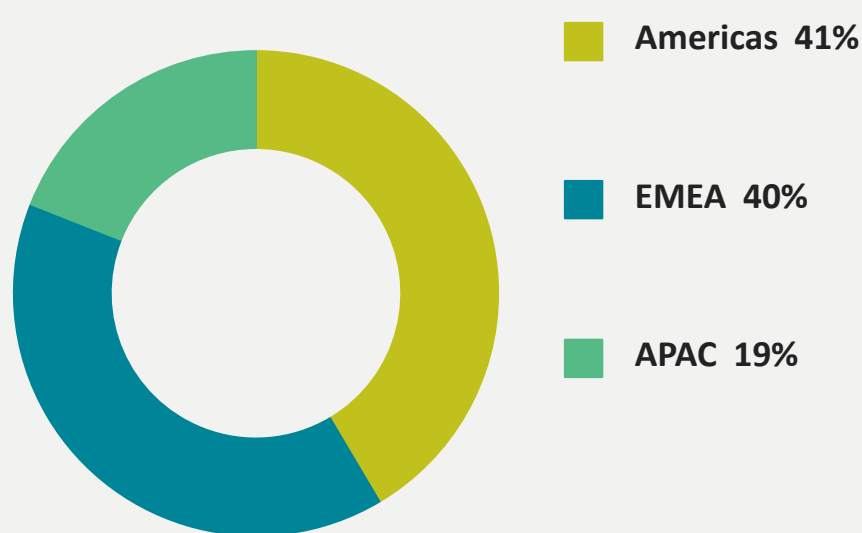
Diversified Revenue

Two Business Divisions



Revenue Split, TTM Q3'26

Geographic Mix¹



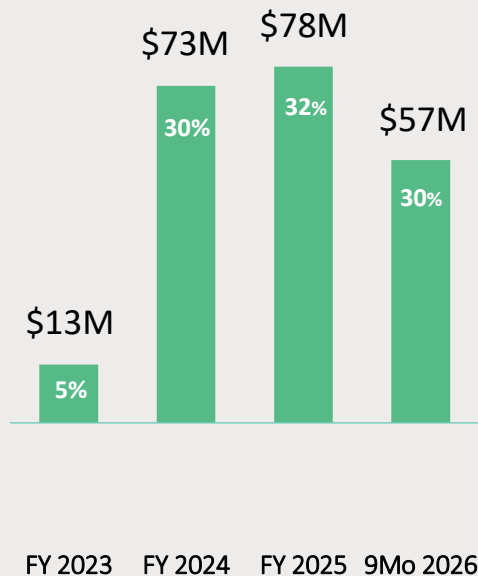
Revenue by Geography, TTM Q3'26

¹ In the America's region, Digital Agreements revenue is larger than Cybersecurity's. In the EMEA & APAC regions, Cybersecurity accounts for the majority of revenue.

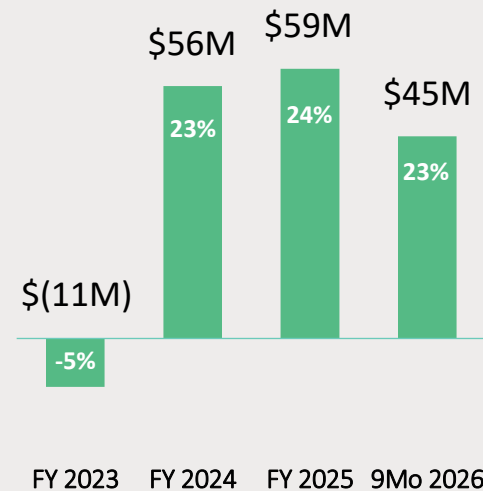
Strong Profitability & Cash Flow:

– Disciplined Investment Approach

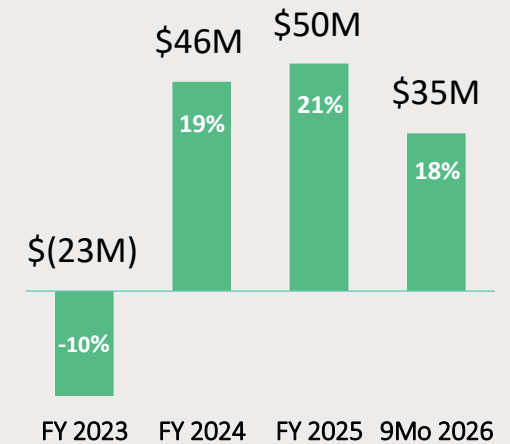
Adjusted EBITDA^{1,2}



Operating Cash Flow¹



Free Cash Flow^{1,2}



¹ The increase in FY 2024 adjusted EBITDA, operating cash flow, and free cash flow was largely driven by cost reductions. Includes the acquisitions of Nok Nok Labs and Build38, which closed in Q2 2025 and Q1 2026, respectively, and incremental internal investments in 2026 to help drive higher future revenue growth as discussed during the Company's Q4 2025 earnings call. Percentages on the bar charts denote percent of revenue in each corresponding period.

² See Appendix for definitions and information regarding non-GAAP financial measures.

Cybersecurity Division

- Trusted by the who's who of global banks to protect identities, safeguard mobile apps, and secure high value digital transactions from sophisticated attacks
- Investing for growth (organic and targeted M&A); Recently launched DigipassONE, our unified authentication platform
- Subscription Revenue¹: \$123 million, 9% growth
- Total Revenue^{1,2}: \$180 million, 1% growth
- ARR³: \$127 million, 10% growth
- Operating margin¹: 40%

¹TTM as of 9/30/26. Includes the acquisition of Build38, which closed in Q1, 2026.

²Total revenue growth includes 9% subscription growth, partially offset by a decline in legacy perpetual maintenance as contracts transition to term-based arrangements, and a secular decline in hardware tokens driven by adoption of mobile first policies.

³As of 9/30/26. Includes the acquisition of Build38.

Industry Leader in Securing Digital Banking Transactions

DigipassONE Authentication Platform

DigipassONE Authenticate



Passkey Free Trial

Passkeys, security keys, mobile and hardware tokens for login and transaction signing.

DigipassONE Verify



GA Expected Early '27

Digital credential issuance and verification for onboarding and authentication.

DigipassONE Protect



Expanded Capabilities

App shielding, malware and threat detection for app and device protection

DigipassONE Insights

New



Analytics to improve adoption, reduce friction, and strengthen security



Account management



Roles and entitlements



Policy engine



Auditing and compliance logging

- FIDO and OTP Authentication Protocols
- Cloud and On-prem Deployment Models
- Software, Hardware & Hybrid Solutions

Digital Agreements Division

- Robust security, white-labeling and pricing model differentiate OneSpan Sign from peers
- Focus on new logos, customer expansion and profitable growth
- Revenue¹: \$73 million, 15% growth
- ARR²: \$68 million, 6% growth
- Operating margin¹: 34%

¹TTM as of 9/30/26. Revenue is 100% subscription-based and includes overage fees.

² As of 9/30/26. ARR does not include overage fees.

Enterprise-Class Solutions with Strong Presence in BFSI Industries



eSignatures



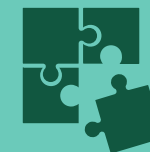
Identity Verification



Smart Forms



Remote Notary



eSignature Integrations

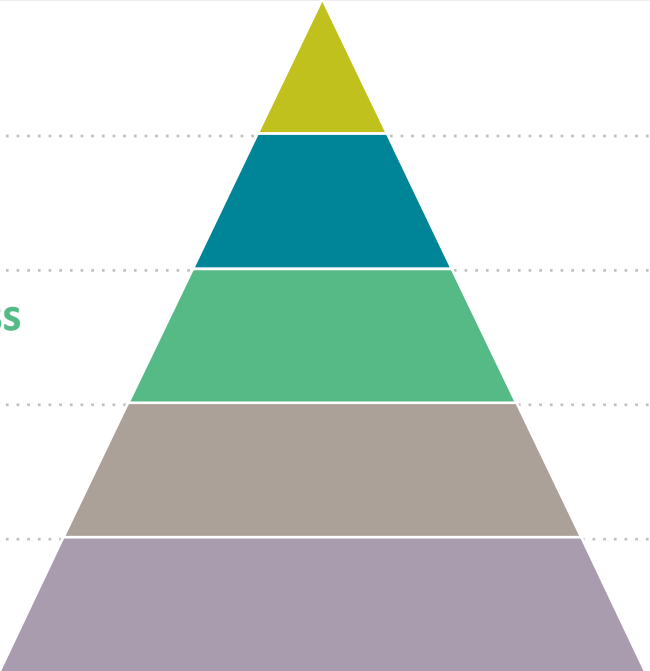
- Land and Expand SaaS model
- World-class Customer Support
- Bank-grade Security

Trusted Technology Partner to Global Blue-Chip Enterprises

– Including more than 60% of the World's 100 Largest Banks

Banking	Other Financial Services	Insurance	Government	Healthcare, Telecom & Other
                   	<p><i>Action Financial Services, LLC</i></p>         	        	     	               

GTM Focused on Enterprise Sales and Growing Partner Network

CUSTOMER SEGMENTATION BASED ON EMPLOYEE COUNT		OSPN SALES FOCUS ¹	PARTNER COVERAGE		
Tiers (Employee Count)		Efficient Resource Allocation with Sellers	Global System Integrators	Resellers & Distributors	Platform Partners
Large Enterprise 100,000+		SAM	✓		✓
Enterprise 10,000 – 100,000		NAM	✓		✓
Medium Business 5,000 – 10,000		NAM	✓		✓
Mid-Market 2,000 – 5,000		TAM		✓	✓
Small Business < 2,000		ISR		✓	✓

Transforming to Drive Profitable, Long-Term Growth

2026-2027+: Committed to driving efficient revenue growth while maintaining strong profitability and cash generation, and returning capital to shareholders

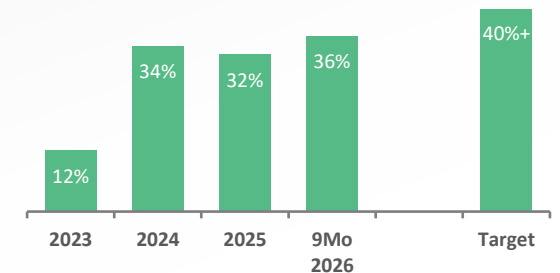
- Continue to innovate and expand product portfolio – acquired Build38 (Q1'26), launched DigipassONE (Q3'26)
- Expand existing and drive new customer relationships
- Leverage and expand partner network

2024-2025: Initial pieces put in place to drive long-term revenue growth

- Two Divisions – separate R&D and S&M teams
- New CTO and CRO
- Targeted M&A and Strategic Investments
- \$100M Credit facility

2023-2024: Significant cost reductions and renewed focus on operational excellence

Rule-of-40 Performance¹



Near-term growth investments to scale toward sustained 40%+ performance longer term

Financial Highlights & Outlook



Q3 2026 Financial Highlights¹

\$64M

Revenue
(12% growth)

\$51M

Subscription Revenue
(16% growth)

\$19M

Adjusted EBITDA²
(30% margin)

\$0.35

Non-GAAP EPS²

\$196M

ARR²
(9% growth)

105%

NRR²

\$51M

Cash and Equiv.

\$0.13

Dividend³

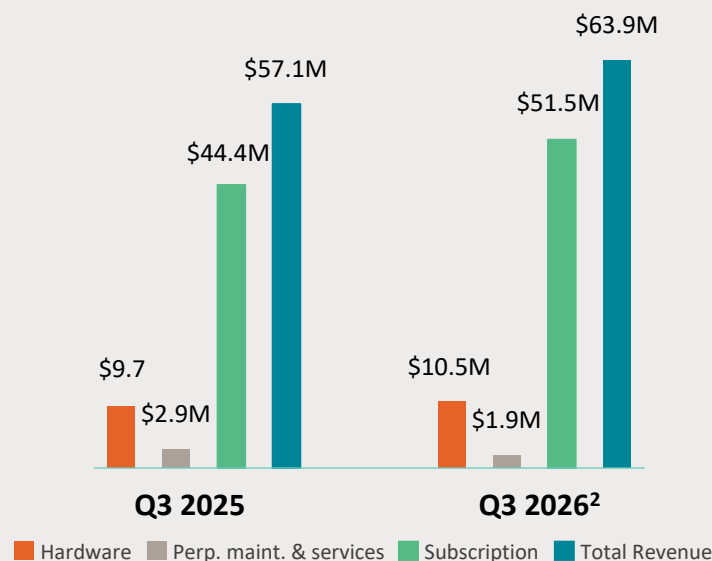
¹ Includes the acquisition of Build38, which closed in Q1 2026.

² See Appendix for definitions and information regarding non-GAAP financial measures.

³ OneSpan's annualized dividend is \$0.52 per share.

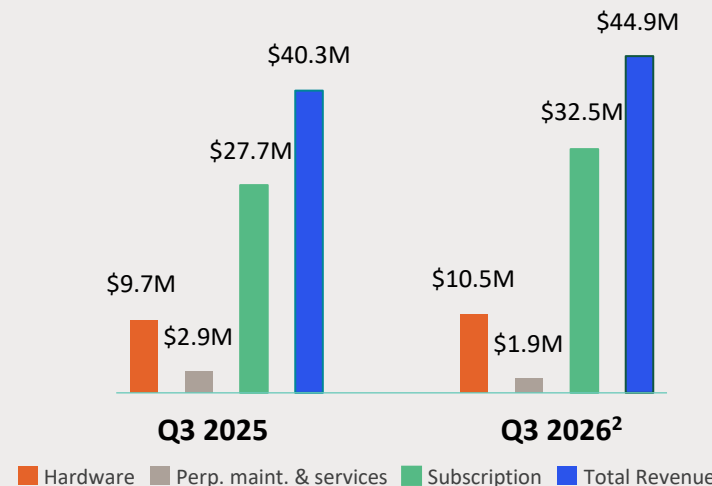
Q3 2026 YoY Revenue Growth

Total Company¹



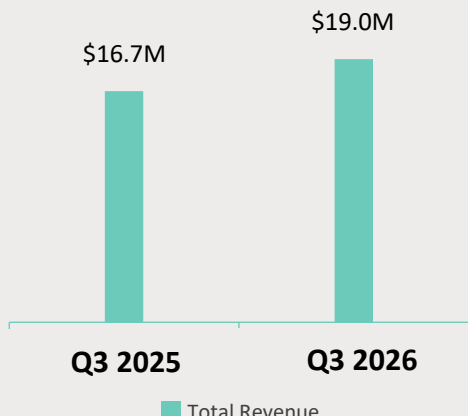
Revenue grew 12%, driven by 16% growth in subscription revenue, which accounted for a record 81% of total revenue. Total Software & Services revenue grew 13% and accounted for 84% of total revenue.

Cybersecurity Division¹



Revenue grew 11%, driven by 17% growth in subscription revenue and 7% growth in hardware revenue. The decline in perpetual maintenance and services revenue is primarily attributed to the transition of legacy software licenses to term from perpetual.

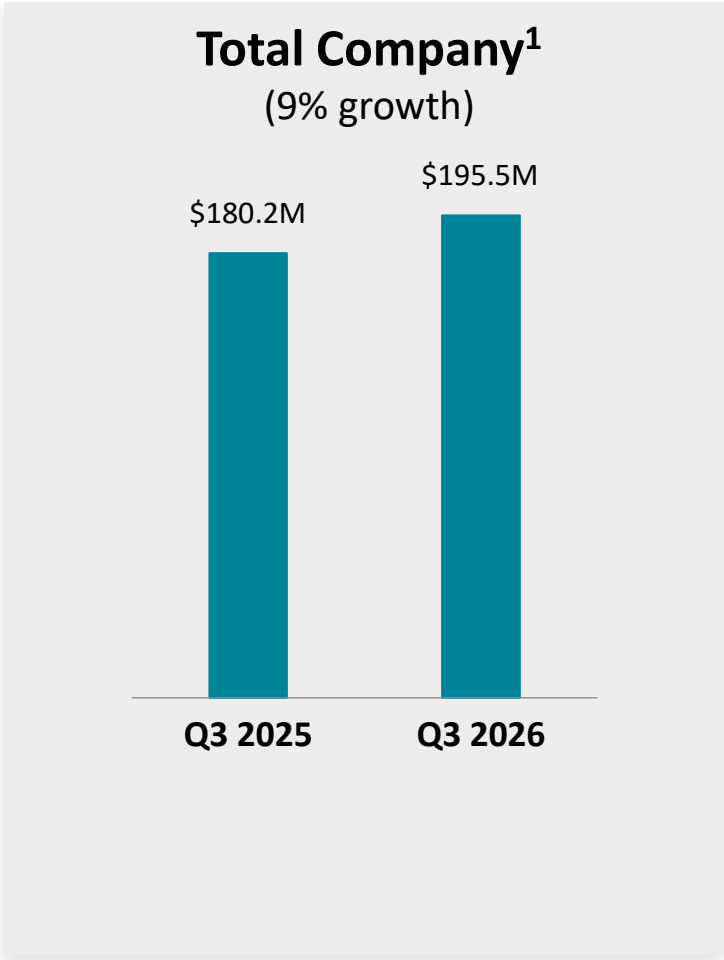
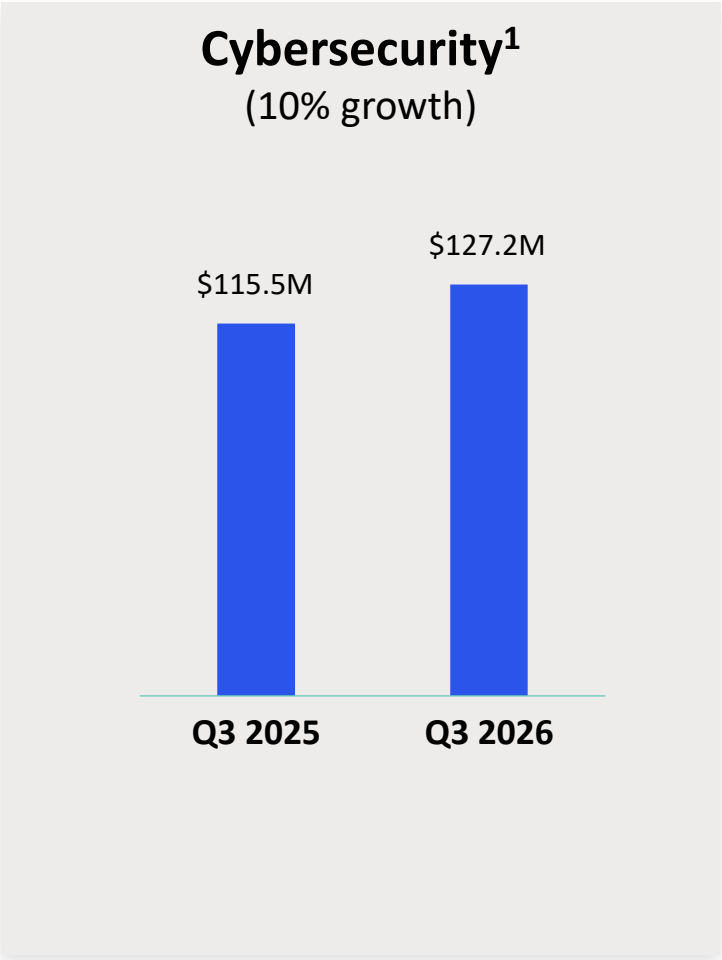
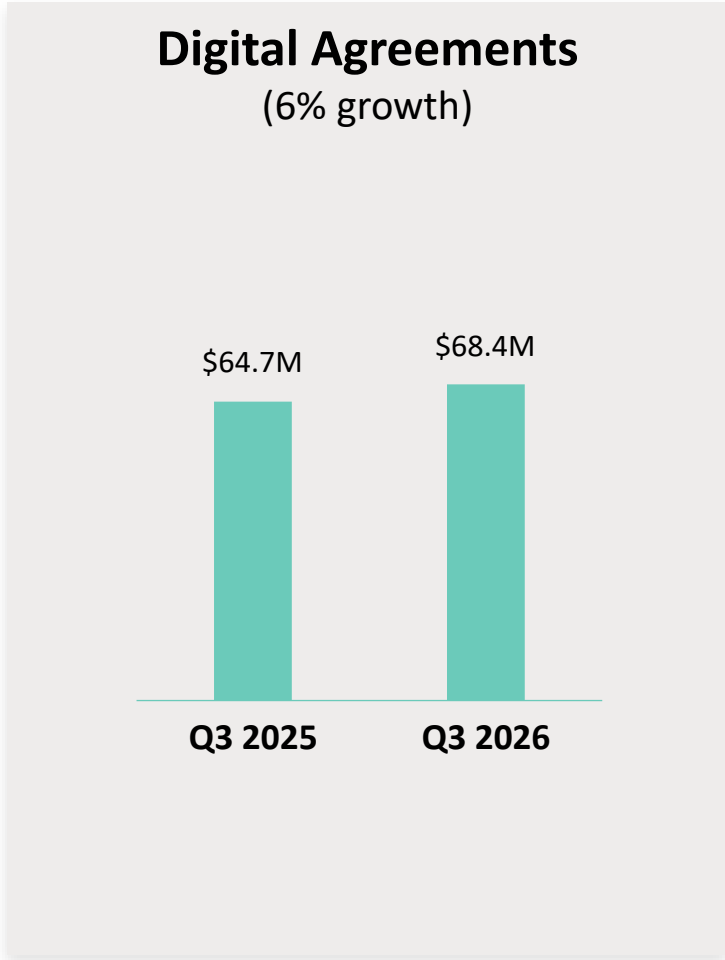
Digital Agreements Division¹



Revenue grew 14% driven by expansion of overages, renewal contracts, and new customer additions. Revenue is subscription-based and delivered through a SaaS model.

¹ Division and total revenue amounts may not sum due to rounding.
² Includes the acquisition of Build38, which closed in Q1 2026.

Q3 2026 ARR Growth



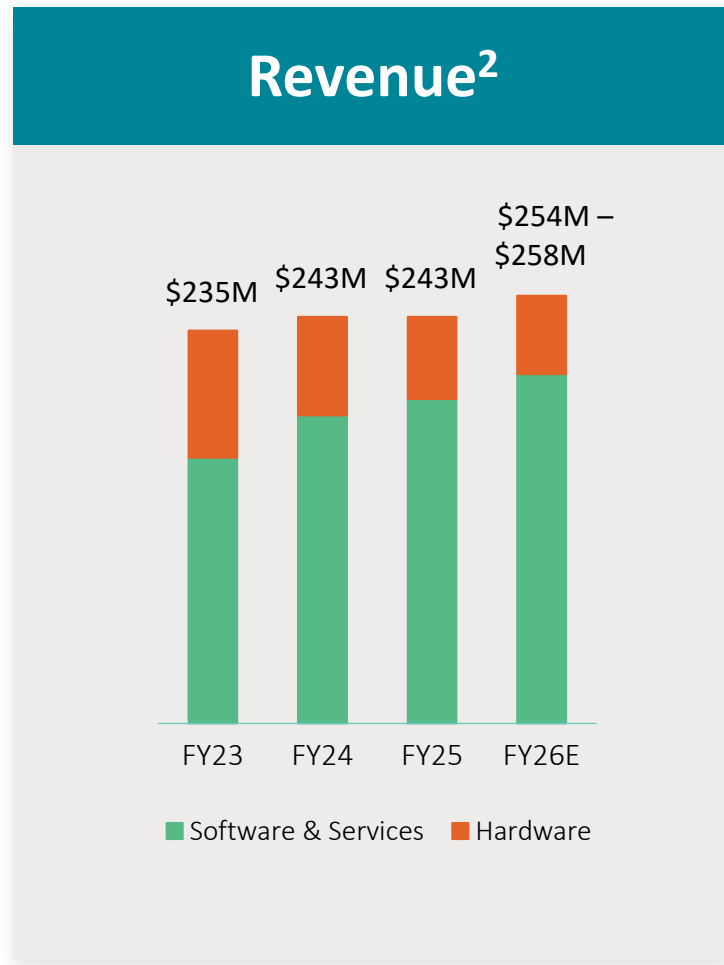
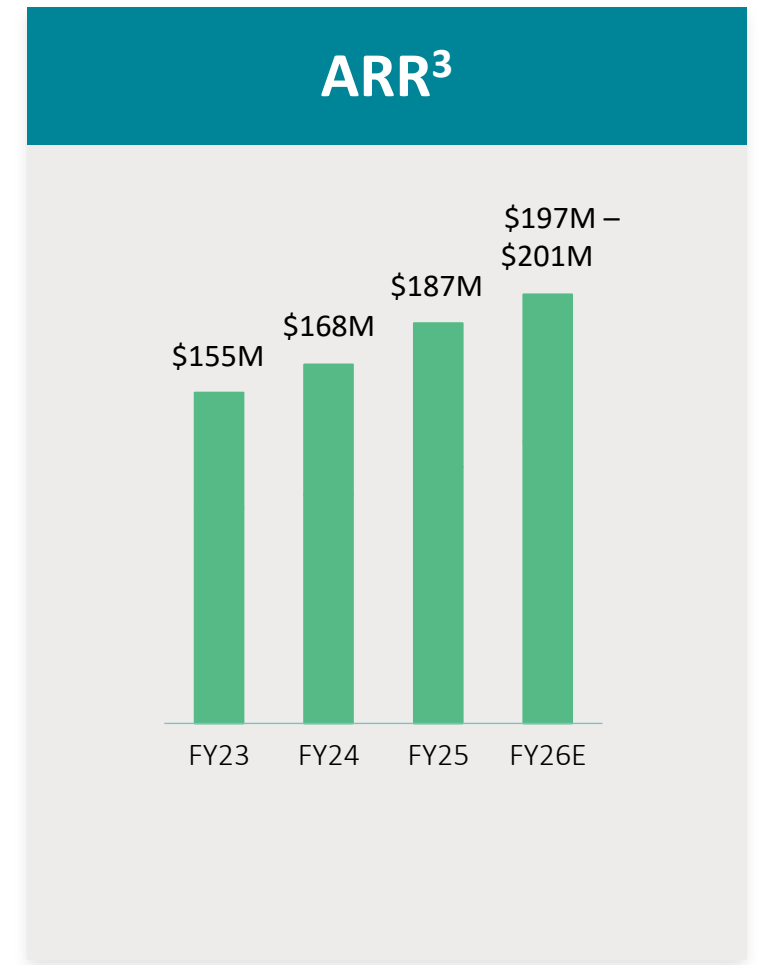
¹ Includes the acquisition of Build38, which closed in Q1 2026. Total Company and Cybersecurity organic ARR growth rates were approximately 7% and 8%, respectively.

2026 Guidance Metrics

Metric	FY 2026 Prior Guidance	Guidance Change (at Midpoint)	FY 2026 Current Guidance
Total Revenue	\$248M – \$252M	+ \$6.0M	\$254M – \$258M
Software & Services Revenue*	\$202M – \$204M	+ \$6.0M	\$208M – \$210M
Hardware Revenue	\$46M – \$48M	N/A	\$46M – \$48M
Adjusted EBITDA ²	\$67M – \$71M	+ \$5.0M	\$72M – \$76M
ARR ¹	\$194M – \$198M	+ \$3.0M	\$197M – \$201M

* Software & Services Revenue includes subscription and perpetual maintenance and services revenue.

FY 2026 Guidance Metrics and Prior Year Results¹



¹ Includes the acquisitions of Nok Nok Labs, which closed in Q2 2025, and Build38, which closed in Q1 2026. FY26 Adjusted EBITDA guidance includes an impact of \$3 - \$4 million related to the acquisition of Build38 and incremental internal investments in 2026 to help drive higher future revenue growth.

² Software & Services includes subscription revenue and perpetual maintenance and services revenue.

³ See appendix for definitions and information regarding non-GAAP financial measures.

Appendix



Revised Presentation of Revenue by Business Division¹

(in millions, unaudited)

	Three months ended,										
	March 31 2024	June 30 2024	Sept. 30 2024	Dec. 31 2024	March 31 2025	June 30 2025	Sept. 30 2025	Dec. 31 2025	March 31 2026	June 30 2026	Sept. 30 2026
Cybersecurity Revenue											
Subscription	\$ 30.6	\$ 19.5	\$ 23.2	\$ 25.9	\$ 33.1	\$ 26.5	\$ 27.7	\$ 28.1	\$ 35.3	\$ 27.2	\$ 32.5
Perpetual maintenance and services	7.2	6.3	5.6	5.1	3.5	3.7	2.9	3.0	2.6	2.3	1.9
Hardware products	12.6	19.7	12.1	14.4	11.1	14.0	9.7	14.3	10.6	11.4	10.5
Total Cybersecurity	<u>\$ 50.4</u>	<u>\$ 45.5</u>	<u>\$ 40.8</u>	<u>\$ 45.5</u>	<u>\$ 47.7</u>	<u>\$ 44.2</u>	<u>\$ 40.3</u>	<u>\$ 45.4</u>	<u>\$ 48.5</u>	<u>\$ 40.9</u>	<u>\$ 44.9</u>
Digital Agreements Revenue											
Subscription	\$ 14.2	\$ 15.3	\$ 15.4	\$ 15.6	\$ 15.6	\$ 15.6	\$ 16.7	\$ 17.4	\$ 17.4	\$ 19.5	\$ 19.0
Perpetual maintenance and services	0.2	0.2	0.1	0.1	0.1	0.0	0.0	0.1	0.0	0.0	0.0
Total Digital Agreements	<u>\$ 14.4</u>	<u>\$ 15.5</u>	<u>\$ 15.4</u>	<u>\$ 15.7</u>	<u>\$ 15.7</u>	<u>\$ 15.6</u>	<u>\$ 16.7</u>	<u>\$ 17.5</u>	<u>\$ 17.4</u>	<u>\$ 19.5</u>	<u>\$ 19.0</u>
Total Company Revenue											
Subscription	\$ 44.8	\$ 34.7	\$ 38.5	\$ 41.5	\$ 48.7	\$ 42.1	\$ 44.4	\$ 45.6	\$ 52.7	\$ 46.7	\$ 51.5
Perpetual maintenance and services	7.4	6.5	5.6	5.2	3.6	3.7	2.9	3.1	2.7	2.3	1.9
Hardware products	12.6	19.7	12.1	14.4	11.1	14.0	9.7	14.3	10.6	11.4	10.5
Total Company Revenue	<u>\$ 64.8</u>	<u>\$ 60.9</u>	<u>\$ 56.2</u>	<u>\$ 61.2</u>	<u>\$ 63.4</u>	<u>\$ 59.8</u>	<u>\$ 57.1</u>	<u>\$ 62.9</u>	<u>\$ 65.9</u>	<u>\$ 60.5</u>	<u>\$ 63.9</u>

¹ Effective January 1, 2026, we have revised our presentation of revenue by major products and services to better align with how we manage the business and our strategic focus on growing recurring revenues. Accordingly, term maintenance revenue is now included within subscription revenue. As a result, subscription revenue now consists primarily of subscription licenses sold for on-premises software, the related maintenance and support revenue, and SaaS revenue. Additionally, maintenance revenue associated with perpetual licenses and professional services is now presented together, which reflects the steady decline in perpetual license arrangements. These changes are presentation-only and have no impact on total revenue, operating income, or cash flows, and prior-period results have been updated for comparability.

Definitions

ARR, or Annual Recurring Revenue, is calculated as the approximate annualized value of our customer recurring contracts as of the measurement date. These include subscription, term-based license, and maintenance and support contracts and exclude one-time fees. To the extent that we are negotiating a renewal with a customer within 90 days after the expiration of a recurring contract, we continue to include that revenue in ARR if we are actively in discussion with the customer for a new recurring contract or renewal and the customer has not notified us of an intention to not renew. See our Form 10-K for the year ended December 31, 2025 for additional information describing how we define ARR, including how ARR differs from GAAP revenue.

NRR, or Net Recurring Revenue, is defined as the approximate year-over-year growth in ARR from the same set of customers at the end of the prior year period.

Non-GAAP Financial Measures

We report financial results in accordance with GAAP. We also evaluate our performance using certain non-GAAP financial metrics, namely Adjusted EBITDA, Non-GAAP Net Income, Non-GAAP Net Income Per Diluted Share, and Free Cash Flow. Our management believes that these measures, when taken together with the corresponding GAAP financial metrics, provide useful supplemental information regarding the performance of our business, as further discussed in the descriptions of each of these non-GAAP metrics below.

These non-GAAP financial measures are not measures of performance under GAAP and should not be considered in isolation or as alternatives or substitutes for the most directly comparable financial measures calculated in accordance with GAAP. While we believe that these non-GAAP financial measures are useful for the purposes described below, they have limitations associated with their use, since they exclude items that may have a material impact on our reported results and may be different from similar measures used by other companies. Additional information about the non-GAAP financial measures appear below.

Adjusted EBITDA is defined as net income before interest, taxes, depreciation, amortization, long-term incentive compensation and related payroll tax expense, restructuring and other related charges, and certain non-recurring items, including acquisition related costs, rebranding costs, and non-routine shareholder matters. Adjusted EBITDA is a non-GAAP financial metric. We use Adjusted EBITDA as a simplified measure of performance for use in communicating our performance to investors and analysts and for comparisons to other companies within our industry. As a performance measure, we believe that Adjusted EBITDA presents a view of our operating results that is most closely related to serving our customers. By excluding interest, taxes, depreciation, amortization, long-term incentive compensation and related payroll tax expense, restructuring costs and other related costs, and certain other non-recurring items, we are able to evaluate performance without considering decisions that, in most cases, are not directly related to meeting our customers' requirements and were either made in prior periods (e.g., depreciation, amortization, long-term incentive compensation and related payroll tax expense, non-routine shareholder matters), deal with the structure or financing of the business (e.g., interest, one-time strategic action costs, restructuring costs, impairment charges) or reflect the application of regulations that are outside of the control of our management team (e.g., taxes). In addition, removing the impact of these items helps us compare our core business performance with that of our competitors.

Non-GAAP Financial Measures, Continued

Non-GAAP Net Income and Non-GAAP Net Income Per Share are defined as net income or net income per diluted share, as applicable, before the consideration of long-term incentive compensation expenses, the amortization of intangible assets, restructuring costs, and certain other non-recurring items. We use these measures to assess the impact of our performance excluding items that can significantly impact the comparison of our results between periods and the comparison to competitor results.

We exclude long-term incentive compensation and related payroll tax expense because our long-term incentives generally reflect the use of restricted stock unit grants or cash incentive grants, including incentives directly tied to the performance of the business, while other companies may use different forms of incentives that have different cost impacts, which makes comparison difficult. We exclude amortization of intangible assets as we believe the amount of such expense in any given period may not be correlated directly to the performance of the business operations and that such expenses can vary significantly between periods as a result of new acquisitions, the full amortization of previously acquired intangible assets, or the write down of such assets due to an impairment event. However, intangible assets contribute to current and future revenue, and related amortization expense will recur in future periods until expired or written down.

We also exclude certain non-recurring items including one-time strategic action costs and non-recurring shareholder matters, as these items are unrelated to the operations of our core business. By excluding these items, we are better able to compare the operating results of our underlying core business from one reporting period to the next.

We use a long-term projected non-GAAP tax rate of 20% for the purpose of determining our Non-GAAP Net Income and Non-GAAP Net Income Per Diluted Share to provide better consistency across interim reporting periods. We will assess the appropriate non-GAAP tax rate on a regular basis, which could be subject to change for a variety of reasons, including the rapidly evolving global tax environment, significant changes in our geographic earnings mix, or other changes to our strategy or business operations.

Free Cash Flow is defined as net cash provided by operating activities, less additions of property and equipment, including capitalized software.

Reconciliations of Adjusted EBITDA and Non-GAAP Net Income to their most directly comparable GAAP financial measure, net income, appear below. Reconciliation of Free Cash Flow to its most directly comparable GAAP financial measure, cash flow from operations, also appears below.

Reconciliation of Net Income to Adjusted EBITDA⁵

(in thousands, unaudited)

	Three months ended September 30,		Nine months ended September 30,	
	2025	2026	2025	2026
Net income	\$ 6,514	\$ 7,798	\$ 29,361	\$ 26,144
Interest expense (income), net	(388)	80	(1,812)	253
Provision for income taxes	1,893	1,657	7,480	6,358
Depreciation and amortization of intangible assets ¹	2,566	3,371	7,152	9,937
Long-term incentive compensation ²	3,627	5,519	10,553	11,122
Restructuring and other related charges ³	1,001	-	1,535	-
Other non-recurring items ⁴	2,322	830	3,939	3,345
Adjusted EBITDA	<u>\$ 17,535</u>	<u>\$ 19,255</u>	<u>\$ 58,208</u>	<u>\$ 57,159</u>

¹ Includes cost of sales depreciation and amortization expense directly related to delivering cloud subscription revenue of \$2.1 million and \$6.2 million for the three and nine months ended September 30, 2026, respectively, and \$1.3 million and \$3.7 million for the three and nine months ended September 30, 2025, respectively. Costs are recorded in "Services and other cost of goods sold" on the condensed consolidated statements of operations.

² Long-term incentive compensation and related payroll tax expense includes stock-based compensation and related payroll tax expense, and cash incentive grants awarded to employees located in jurisdictions where we do not issue stock-based compensation due to tax, regulatory or similar reasons. The immaterial expense associated with these cash incentive grants was less than \$0.1 million for the three and nine months ended September 30, 2026 and 2025.

³ Costs are recorded in "Services and other cost of goods sold" and "Restructuring and other related charges," respectively, on the condensed consolidated statements of operations. Includes restructuring and other related charges of \$0.4 million for the three and nine months ended September 30, 2025, respectively, that are recorded in "Services and other cost of goods sold" on the condensed consolidated statements of operations.

⁴ For the three months ended September 30, 2026 and 2025, other non-recurring items consist of \$0.8 million and \$2.3 million, respectively, of fees related to non-recurring acquisition projects. For the nine months ended September 30, 2026 and 2025, other non-recurring items consist of \$3.3 million and \$3.9 million, respectively, of fees related to non-recurring acquisition projects.

⁵ Adjusted EBITDA is a non-GAAP financial measure. The Company is not providing a reconciliation of Adjusted EBITDA guidance to GAAP net income, the most directly comparable GAAP measure, because we are unable to predict certain items included in GAAP net income without unreasonable efforts. Please refer to slide 22 for definitions and additional information about Adjusted EBITDA.

Reconciliation of Net Income to Non-GAAP Net Income

(in thousands, except per share data; unaudited)

	Three months ended September 30,		Nine months ended September 30,	
	2025	2026	2025	2026
Net income	\$ 6,514	\$ 7,798	\$ 29,361	\$ 26,144
Benefit from income taxes	1,893	1,657	7,480	6,358
Income loss before income taxes	8,407	9,455	36,841	32,502
Long-term incentive compensation and related payroll tax expense ¹	3,627	5,519	10,553	11,122
Amortization of intangible assets ²	741	1,176	1,982	3,283
Restructuring and other related charges ³	1,001	-	1,535	-
Other non-recurring items ⁴	2,322	830	3,939	3,345
Non-GAAP net income before income taxes	16,098	16,980	54,850	50,252
Non-GAAP provision for income taxes ⁵	(3,220)	(3,396)	(10,970)	(10,050)
Non-GAAP Net income	<u>\$ 12,878</u>	<u>\$ 13,584</u>	<u>\$ 43,880</u>	<u>\$ 40,202</u>
Non-GAAP net income per share, diluted	<u>\$ 0.33</u>	<u>\$ 0.35</u>	<u>\$ 1.13</u>	<u>\$ 1.04</u>
Weighted-average shares used to compute non-GAAP net income per share, diluted	38,768	39,039	38,845	38,497

¹ Long-term incentive compensation and related payroll tax expense includes stock-based compensation and related employer payroll tax expense, and cash incentive grants awarded to employees located in jurisdictions where we do not issue stock-based compensation due to tax, regulatory or similar reasons. The immaterial expense associated with these cash incentive grants was less than \$0.1 million for the three and nine months ended September 30, 2026 and 2025.

² Includes cost of sales amortization expense directly related to delivering cloud subscription revenue of \$0.4 million and \$1.0 million for the three and nine months ended September 30, 2026, respectively. There was no amortization expense included in cost of sales for the three and nine months ended September 30, 2025. Costs are recorded in "Services and other cost of goods sold" on the condensed consolidated statements of operations.

³ Costs are recorded in "Services and other cost of goods sold" and "Restructuring and other related charges," respectively, on the condensed consolidated statements of operations. Includes restructuring and other related charges of \$0.4 million for the three and nine months ended September 30, 2025, respectively. These charges are recorded in "Services and other cost of goods sold" on the condensed consolidated statements of operations.

⁴ For the three months ended September 30, 2026 and 2025, other non-recurring items consist of \$0.8 million and \$2.3 million, respectively, of fees related to non-recurring acquisition projects. For the nine months ended September 30, 2026 and 2025, other non-recurring items consist of \$3.3 million and \$3.9 million, respectively, of fees related to non-recurring acquisition projects.

⁵ We use a long-term projected non-GAAP tax rate of 20% for the purpose of determining our Non-GAAP Net Income and Non-GAAP Net Income Per Diluted Share to provide better consistency across interim reporting periods.

Free Cash Flow Reconciliation

(in thousands, unaudited)

	Three months ended September 30,		Nine months ended September 30,	
	2025	2026	2025	2026
Net cash provide by operating activities	\$ 11,302	\$ 16,492	\$ 46,885	\$ 44,561
Purchases of property and equipment ¹	(2,535)	(3,229)	(6,018)	(9,526)
Free Cash Flow	<u>\$ 8,767</u>	<u>\$ 13,263</u>	<u>\$ 40,867</u>	<u>\$ 35,035</u>

¹ Includes capitalized software development costs.

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