

Q2 2023 EARNINGS PRESENTATION

August 9, 2023



#### FORWARD-LOOKING STATEMENTS

This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements reflect our current views with respect to, among other things, our operations and financial performance. Forward-looking statements include all statements that are not historical facts. These forward-looking statements relate to matters such as our industry, business strategy, goals, and expectations concerning our market position, future operations, margins, profitability, capital expenditures, liquidity and capital resources, and other financial and operating information. In some cases, you can identify these forward-looking statements by the use of words such as "anticipate," "assume," "believe," "continue," "could," "estimate," "expect," "intend," "may," "plan," "potential," "predict," "project," "future," "will," "seek," "foreseeable," "target," "guidance," the negative version of these words, or similar terms and phrases.

These forward-looking statements are subject to various risks, uncertainties, assumptions, or changes in circumstances that are difficult to predict or quantify. Such risks and uncertainties include, but are not limited to, the following: negative changes in external events beyond our control, including our customers' onboarding volumes, economic drivers which are sensitive to macroeconomic cycles, such as interest rate volatility and inflation, geopolitical unrest, uncertainty in financial markets (including as a result of recent bank failures and events affecting financial institutions), and the COVID-19 pandemic; our operations in a highly regulated industry and the fact that we are subject to numerous and evolving laws and regulations, including with respect to personal data, data security, and artificial intelligence; inability to identify and successfully implement our growth strategies on a timely basis or at all; potential harm to our business, brand, and reputation as a result of security breaches, cyber-attacks, or the mishandling of personal data; our reliance on third-party data providers; due to the sensitive and privacy-driven nature of our products and solutions, we could face liability and legal or regulatory proceedings, which could be costly and time-consuming to defend and may not be fully covered by insurance; our international business exposes us to a number of risks; the timing, manner and volume of repurchases of common stock pursuant to our share repurchases program; the continued integration of our platforms and solutions with human resource providers such as applicant tracking systems and human capital management systems as well as our relationships with such human resource providers; our ability to obtain, maintain, protect and enforce our intellectual property and other proprietary information; outages, or other errors with our technology and network infrastructure, including our data centers, servers, and third-party cloud and internet providers and our migration to the cloud; our i

For additional information on these and other factors that could cause First Advantage's actual results to differ materially from expected results, please see our Annual Report on Form 10-K for the year ended December 31, 2022, filed with the Securities and Exchange Commission (the "SEC"), as such factors may be updated from time to time in our filings with the SEC, which are accessible on the SEC's website at www.sec.gov. The forward-looking statements included in this presentation are made only as of the date of this presentation, and we undertake no obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments, or otherwise, except as required by law.

#### NON-GAAP FINANCIAL INFORMATION

This presentation contains "non-GAAP financial measures" that are financial measures that either exclude or include amounts that are not excluded or included in the most directly comparable measures calculated and presented in accordance with accounting principles generally accepted in the United States ("GAAP"). Specifically, we make use of the non-GAAP financial measures "Adjusted EBITDA," "Adjusted EBITDA Margin," "Adjusted Net Income," "Adjusted Diluted Earnings Per Share," "Constant Currency Revenues," and "Constant Currency Adjusted EBITDA."

Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Diluted Earnings Per Share, Constant Currency Revenues, and Constant Currency Adjusted EBITDA have been presented in this presentation as supplemental measures of financial performance that are not required by or presented in accordance with GAAP because we believe they assist investors and analysts in comparing our operating performance across reporting periods on a consistent basis by excluding items that we do not believe are indicative of our core operating performance. Management believes these non-GAAP measures are useful to investors in highlighting trends in our operating performance, while other measures can differ significantly depending on long-term strategic decisions regarding capital structure, the tax jurisdictions in which we operate, and capital investments. Management uses Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Diluted Earnings Per Share, Constant Currency Revenues, and Constant Currency Adjusted EBITDA to supplement GAAP measures of performance in the evaluation of the effectiveness of our business strategies, to make budgeting decisions, to establish discretionary annual incentive compensation, and to compare our performance against that of other peer companies using similar measures. Management supplements GAAP results with non-GAAP financial measures to provide a more complete understanding of the factors and trends affecting the business than GAAP results alone.

Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Diluted Earnings Per Share, Constant Currency Revenues, and Constant Currency Adjusted EBITDA are not recognized terms under GAAP and should not be considered as an alternative to net income (loss) as a measure of financial performance or cash provided by (used in) operating activities as a measure of liquidity, or any other performance measure derived in accordance with GAAP. The presentations of these measures have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our results as reported under GAAP. Because not all companies use identical calculations, the presentations of these measures may not be comparable to other similarly titled measures of other companies and can differ significantly from company to company.

We define Adjusted EBITDA as net income before interest, taxes, depreciation, and amortization, and as further adjusted for loss on extinguishment of debt, share-based compensation, transaction and acquisition-related charges, integration and restructuring charges, and other non-cash charges. We define Adjusted EBITDA Margin as Adjusted EBITDA divided by total revenues. We define Adjusted Net Income for a particular period as net income before taxes adjusted for debt-related costs, acquisition-related depreciation and amortization, share-based compensation, transaction and acquisition-related charges, integration and restructuring charges, and other non-cash charges, to which we then apply the related effective tax rate. We define Adjusted Diluted Earnings Per Share as Adjusted Net Income divided by adjusted weighted average number of shares outstanding—diluted. We define Constant Currency Revenues as current period revenues translated using prior-year period exchange rates. We define Constant Currency Adjusted EBITDA as current period Adjusted EBITDA translated using prior-year period exchange rates. For reconciliations of these non-GAAP financial measures to the most directly comparable GAAP measures, see the reconciliations included at the end of this presentation. Numerical figures included in the reconciliations have been subject to rounding adjustments. Accordingly, numerical figures shown as totals in various tables may not be arithmetic aggregations of the figures that precede them.



# COMPANY OVERVIEW & Q2 2023 HIGHLIGHTS

**Scott Staples** 

**Chief Executive Officer** 





## **COMPANY SNAPSHOT & HIGHLIGHTS**

**LEADING GLOBAL PROVIDER OF EMPLOYMENT BACKGROUND SCREENING AND VERIFICATION SOLUTIONS** 

**OUR MARKET** 

\$13B

**Total** Addressable Market

of Whitespace and Attractive Growth



33K

Customers

100M+

Screens

50%+

of Fortune 100 and ~33% Fortune 500 97%

**Gross Retention** Rate

13 Year

**Average Tenure** for Top 100 Customers



### **OUR TECHNOLOGY**

Core Global **Platform** 

935+

Automated and / or **Integrated Data Providers** 

3,000+

**Robotic Process Automation Bots Currently Deployed**  730M+

**Records in Proprietary Databases** (as of 6/30/23)

75+

**Human Capital Management Software Integrations** 



## OUR LTM Q2 2023 FINANCIALS

\$779M

Revenues

86% Americas 14% International \$239M

Adjusted EBITDA<sup>1</sup>

31%

**Adjusted EBITDA** Margin<sup>1</sup>

0.7x

Net Leverage Ratio 1

\$188M

**Cash Flow From Operations** 



## Q2 2023 KEY BUSINESS HIGHLIGHTS

\$185.3M

Revenues

\$56.0M

Adjusted EBITDA<sup>1</sup>

30.2%

Adjusted EBITDA Margin<sup>1</sup>

\$0.24

Adjusted
Diluted EPS<sup>1</sup>

\$33.1N

Operating Cash Flow



#### **Capital Allocation**



- Board of Directors declared a one-time special dividend of \$1.50 per share; represents a greater than 10% return of capital to shareholders
- Continued share repurchases using cash to buy back ~\$27M of common stock, or ~2M shares, in Q2
- Committed to driving long-term profitable growth through investments in technology and solutions, as well as through M&A, which remains a high priority

#### **Macro Environment**



- Recent macro jobs data, specifically related to new hires and quits, while down from prior year, remain relatively consistent
- In the U.S., consumer confidence remains high, and the inflation outlook is improving, though fears
  of ongoing economic weakness and the likelihood of additional interest rate hikes continue to
  impact corporate spending
- Customer sentiment is neutral; we are not hearing reported major changes upward or downward in enterprise customer hiring trends

#### **Artificial Intelligence**



- Embedding AI in customer care organization to provide higher level of service and improve efficiency
- Flexible architecture enables us to leverage AI tools from leading technology partners as well as easily plug in new vendors and technologies directly into our platform as the AI market matures
- Al benefits include reporting enhancements, data analysis optimization, and chatbot and knowledge base efficiencies

#### **Proprietary Databases**



- First Advantage databases, in aggregate, grew to 730+ million records as of 6/30/23, from 700+ million records as of 3/31/23
  - Verified! database now has 95+ million records
  - National Criminal Records File database now has ~635 million records



<sup>1.</sup> Non-GAAP measure. See appendix for reconciliation of Adjusted EBITDA, Adjusted EBITDA Margin, and Adjusted Diluted Earnings Per Share to their most directly comparable respective GAAP measures.

# FINANCIAL RESULTS & OUTLOOK

David Gamsey
EVP, Chief Financial Officer

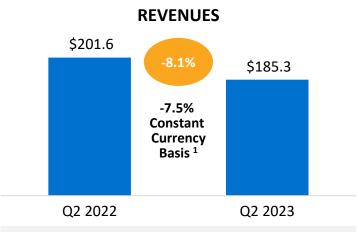




## Q2 2023 FINANCIAL RESULTS



(\$ in millions, except per share data and percentages)



- Q2 2023 revenues grew sequentially and were in-line with expectations communicated during Q1 2023 earnings call; cycling over strong revenues growth of 15% in Q2 2022
- Americas segment holding up relatively well given overall market conditions
- International softness due primarily to weakness in India and APAC; more resilient European operations
- Constant Currency Revenues<sup>1</sup> higher by ~60bps, or \$1.1M

#### ADJUSTED EBITDA AND MARGIN <sup>1</sup>



- Adjusted EBITDA Margin of 30.2%, in-line with expectations, and flat to prior-year
- Q2 2023 Adjusted EBITDA Margin increased 250 bps sequentially compared to Q1 2023
- Expect Adjusted EBITDA Margin to remain above 30% in the second half of the year
- Highly variable and flexible cost structure remains a key differentiator

#### ADJUSTED DILUTED EARNINGS PER SHARE 1



 Adjusted Diluted EPS declined YoY due to lower revenues, partly offset by effectiveness of share repurchase program







## **BALANCE SHEET STRENGTH PROVIDES FLEXIBILITY**



## CLEAR AND CONSISTENT CAPITAL ALLOCATION PRIORITIES

#### **Pursue Strategic M&A Opportunities**

- Vertical capabilities
- Geographic expansion
- Technology and/or data
- Enterprise Risk Services

#### **Continue to Invest in Organic Growth**

- Technology and automation
- Product innovation
- Sales initiatives

#### **Execute Share Repurchase Program**

- Q2 2023 share repurchases:
  - ~2M shares of common stock for ~\$27M
  - Average price per share of \$13.37
- Authorization date (8/2/22) through 8/3/23:
  - ~8.7M shares of common stock for ~\$114M
  - Average price per share of \$13.20
- ~\$86M remaining under the program as of 8/3/23

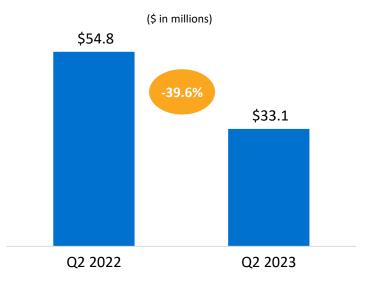
#### **One-Time Special Dividend of \$1.50 Per Share**

- ~\$218M payout
- Expected to be paid on 8/31/23 to shareholders of record at the close of business on 8/21/23

#### SIGNIFICANT CASH FLOW GENERATION

- YoY cash flow from operations declined due to lower Q2 revenues and incremental cash taxes paid, but still extremely strong
- Variable and flexible cost structure enables strong cash flow conversion
- Cash generation further enhanced by low net leverage

#### **CASH FLOW FROM OPERATIONS**



#### MODEST NET LEVERAGE

- Net leverage<sup>1</sup> of 0.7x at 6/30/23
- Pro forma net leverage<sup>1</sup> remains healthy at approximately 1.6x <u>AFTER</u> one-time special dividend
- Robust balance sheet, strong cash flow, and ample dry powder

(\$ in millions)	
Debt	\$565
Cash <sup>2</sup>	\$401
LTM Adjusted EBITDA <sup>1</sup>	\$239
Net Leverage <sup>1</sup>	0.7x
Pro Forma Net Leverage <sup>1</sup>	1.6x
<u> </u>	

<sup>1.</sup> Non-GAAP measure. See appendix for reconciliation of Adjusted EBITDA to its most directly comparable respective GAAP measure. Net leverage calculated as (Debt – Cash and Cash Equivalents – Short-term Investments) / LTM Adjusted EBITDA.

Pro forma net leverage reflects use of cash for one-time special dividend, which is a subsequent event to June 30, 2023.

<sup>2.</sup> Cash includes Cash and Cash Equivalents of \$399M and Short-term Investments of \$2M

## REAFFIRMING FULL YEAR 2023 GUIDANCE



- Expect results at lower end of guidance ranges given current hiring environment and expectations that existing macroeconomic conditions and similar labor market trends will continue through the remainder of 2023 without significant changes.
- Adjusted Net Income and Adjusted Diluted Earnings Per Share are still expected to be within the lower end of the guidance ranges, even after taking into account the impact of the one-time special dividend.

(\$ in millions, except per share data)	FY 2022 Actuals	FY 2023 Guidance	Y/Y % Growth	
Revenues	\$810	\$770 to \$810	-5% to 0%	
Constant Currency Revenues		\$774 to \$814	-4% to +0.5%	
Adjusted EBITDA	\$249	\$240 to \$255	-4% to +2%	
Adjusted Net Income	\$156	-7% to -1%		
Impact of One-Time Special Dividend		\$(2.7)		
Adjusted Diluted Earnings Per Share	\$1.03	\$1.00 to \$1.07	-3% to +4%	
Impact of One-Time Special Dividend		\$(0.02)		

#### Note:

- Actual results may differ materially from First Advantage's Full-Year 2023 Guidance as a result of, among other things, the factors described under "Forward-Looking Statements" in this presentation.
- A reconciliation of the foregoing guidance for the non-GAAP metrics of (i) Constant Currency Revenues to GAAP revenues, (ii) Adjusted EBITDA and Adjusted Net Income to GAAP net income, and (iii) Adjusted Diluted Earnings Per Share to GAAP diluted earnings per share cannot be provided without unreasonable effort because of the inherent difficulty of accurately forecasting the occurrence and financial impact of the various adjusting items necessary for such reconciliation that have not yet occurrence, are out of our control, or cannot be reasonably predicted. For the same reasons, the Company is unable to assess the probable significance of the unavailable information, which could have a material impact on its future GAAP financial results.
- "Y/Y% Growth" column compares "FY 2023 Guidance" column to "FY 2022 Actuals" column.
- Selected modeling assumptions include capital expenditures, including capitalized software development costs of ~\$30M; net interest expense, excluding amortization of financing fees and fair value gains/(losses) from interest rate swaps of ~\$20M; depreciation and amortization excluding intangible amortization of ~\$27M; negative foreign currency impact on Adjusted EBITDA of ~\$1M; cash income tax payments of ~\$35M; adjusted effective tax rate of ~25%; fully diluted shares outstanding of ~145M; impact of lower interest income on Adjusted Diluted Earnings Per Share after funding one-time special dividend of \$(0.02).



## **CLOSING REMARKS**

**Scott Staples** 

**Chief Executive Officer** 





## KEY STRATEGIC FOCUS AREAS DRIVING GROWTH & INDUSTRY LEADERSHIP







## **INVESTMENT HIGHLIGHTS**

1



A global leader in a large, fragmented, and growing market

2



Diversified enterprise-focused customer base across attractive industry verticals with focus on high volume hiring

3



Digital technology, automation, and machine learning enabling customers to hire smarter and onboard faster

4



Strong cash flow generation driven by revenue growth and superior margins from attractive and resilient financial model

5



Differentiated and embedded proprietary technology providing customers with mission-critical products and solutions

6



Proprietary databases extending competitive advantage through product leadership, faster turnaround times, and cost efficiencies

7



Long-term opportunities from changing hiring behaviors and dynamics, along with our product innovation, is expected to support long-term sustainable growth



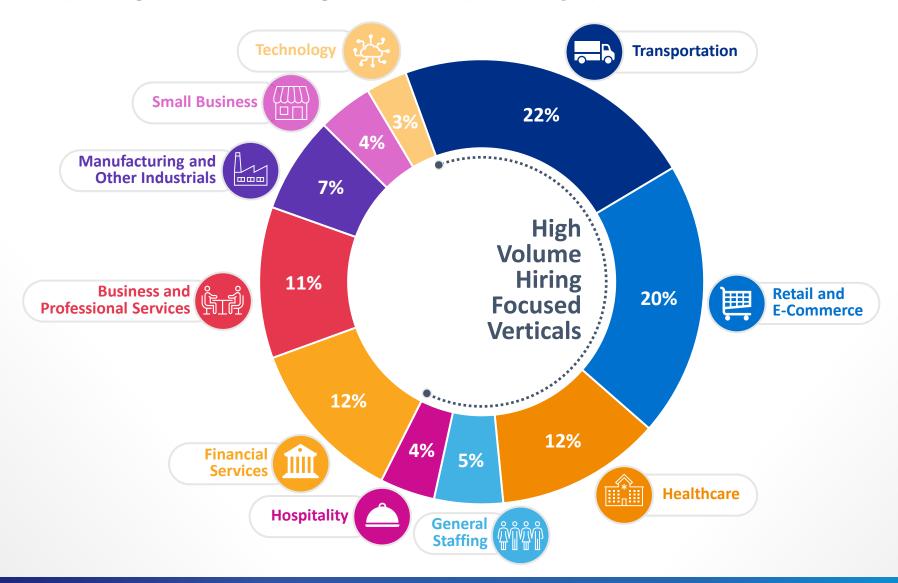


Supplemental Materials and Reconciliations to GAAP Measures



## FY 2022 REVENUE BREAKDOWN BY VERTICAL







## DEDICATED TO OUR SUSTAINABILITY EFFORTS



Our commitments to advancing sustainability are through a lens of enhancing of choice, and a leader in the ethical treatment of a diverse employee base

#### stakeholder value while continuing to be a responsible corporate citizen, an employer **Key Focus Areas 2022** Highlights Resource Use & Waste Reduction Began gathering sustainability-related data, including environmental metrics, using third-party Systems & Energy Efficiency tool **Footprint Intentionality** Supplier Environmentalism Disclosed SASB- and TCFD-aligned data in 2022 Sustainability Report Climate Risk & Monitoring Focused on DE&I: added two employee resource Diversity, Equity & Inclusion groups, added employee training **Employee Health & Wellbeing** Provided opportunities for mentorship, community **Employee Engagement** impact, and volunteerism Corporate Culture & Reputation **Community Action & Participation** Increased work-life balance resources **Good Governance** Enhanced Global Code of Conduct and Ethics Supply Chain Governance Expanded cybersecurity program and protections Financial Health & Performance Cybersecurity & Data Privacy Prepared Corporate Responsibility and Sustainability Policy, published in 2023 **Compliant & Ethical Conduct**

## LONG-TERM ORGANIC GROWTH TARGETS <sup>1</sup>

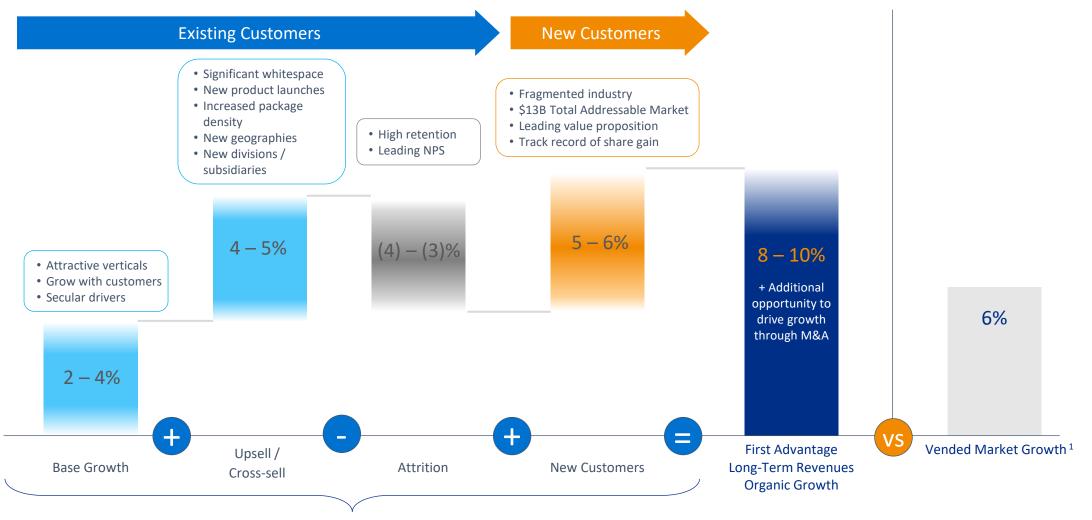


	Long-Term Organic Targets	Key Drivers
Revenues Growth	8 – 10%	<ul> <li>Proven growth formula</li> <li>Existing customer base growth</li> <li>Upsell / cross-sell to existing customers</li> <li>New customer wins</li> <li>Net of existing customer attrition</li> <li>Performance track record</li> <li>Identified market opportunity</li> <li>M&amp;A is incremental to target</li> </ul>
Adjusted EBITDA Growth	11 – 14%	<ul><li> Growth in revenues</li><li> Continued automation</li><li> Further operating efficiencies</li></ul>
Adjusted Net Income Growth	14 – 18%	<ul><li>Above factors</li><li>Leveraging non-operating expenses</li></ul>



## PROVEN FORMULA FOR ABOVE-MARKET LONG-TERM REVENUES GROWTH









#### **ADJUSTED EBITDA**

_	For the Quarters Ended											LTM										
	Ma	r 31, 2021	Jur	30, 2021	. ,				,		,				•		•		,		Jun	30, 2023
(in thousands)		Q1		Q2		Q3 Q4		Q4 Q1		Q2			Q3	Q4		Q1		Q2		-		
Net (loss) income	\$	(19,389)	\$	3,770	\$	16,285	\$	15,385	\$	13,013	\$	14,236	\$	17,209	\$	20,146	\$	1,925	\$	9,782	\$	49,062
Interest expense (income), net		6,717		10,452		4,706		3,097		(850)		3,112		1,740		5,197		8,681		3,887		19,505
(Benefit) provision for income taxes		(4,435)		3,063		3,397		6,837		4,935		5,432		6,709		3,399		681		3,968		14,757
Depreciation and amortization		34,763		35,918		35,812		36,322		34,034		34,407		34,744		35,061		31,866		32,056		133,727
Loss on extinguishment of debt		13,938		_		_		_		_		_		_		_		_		_		_
Share-based compensation		562		2,664		1,343		4,961		1,859		1,943		2,022		2,032		2,058		3,601		9,713
Transaction and acquisition-related charges (a)		3,984		382		2,144		2,804		1,498		1,179		1,908		1,433		1,071		1,190		5,602
Integration, restructuring, and other charges <sup>(b)</sup>		450		73		257		32		(889)		525		(144)		3,020		2,278		1,487		6,641
Adjusted EBITDA	\$	36,590	\$	56,322	\$	63,944	\$	69,438	\$	53,600	\$	60,834	\$	64,188	\$	70,288	\$	48,560	\$	55,971	\$	239,007
Revenues		132,070		174,826		192,867		212,532		189,881		201,561		205,986		212,595		175,520		185,315		779,416
Net (loss) income margin		(14.7)%		2.2%		8.4%		7.2%		6.9%		7.1%		8.4%		9.5%		1.1%		5.3%		6.3%
Net (loss) income Year/Year Growth		(54.4)%		(123.0)%		(571.8)%		(362.5)%		(167.1)%		277.6%		5.7%		30.9%		(85.2)%		(31.3)%		(16.7)%
Adjusted EBITDA Margin		27.7%		32.2%		33.2%		32.7%		28.2%		30.2%		31.2%		33.1%		27.7%		30.2%		30.7%
Adjusted EBITDA Year/Year Growth		34.5%		77.9%		47.7%		55.5%		46.5%		8.0%		0.4%		1.2%		(9.4)%		(8.0)%		(3.6)%



<sup>(</sup>a) Represents charges incurred related to acquisitions and similar transactions, primarily consisting of change in control-related costs, professional service fees, and other third-party costs. Additionally includes incremental professional service fees incurred related to the initial public offering, subsequent one-time compliance efforts, the registered common stock offering by certain selling stockholders in November 2021, and a transaction bonus expense related to one of the Company's 2021 acquisitions.

<sup>(</sup>b) Represents charges from organizational restructuring and integration activities, non-cash, and other charges primarily related to nonrecurring legal exposures, foreign currency (gains) losses, and (gains) losses on the sale of assets.

#### **CONSTANT CURRENCY REVENUES**

	For the Quarter Ended Jun 30, 2023									
(in thousands)	A	Americas	Inte	ernational	Elim	ininations	Tota	al revenues		
Revenues, as reported (GAAP)	\$	162,682	\$	24,113	\$	(1,480)	\$	185,315		
Foreign currency translation impact <sup>(a)</sup>		(26)		1,061		41		1,076		
Constant currency revenues	\$	162,656	\$	25,174	\$	(1,439)	\$	186,391		
Inorganic revenues		_		_		_		_		
Organic constant currency revenues	\$	162,656	\$	25,174	\$	(1,439)	\$	186,391		
Organic constant currency revenues growth		(4.7)%		(23.8)%		(30.6)%		(7.5)%		

(a) Constant currency revenue is calculated by translating current period amounts using prior-year period exchange rates.

#### **CONSTANT CURRENCY ADJUSTED EBITDA**

	For the Quarter Ended					
(in thousands)	Jun 30, 2023 Q2					
Adjusted EBITDA, as reported	\$	55,971				
Foreign currency translation impact <sup>(a)</sup>		145				
Constant currency Adjusted EBITDA	\$	56,116				

(a) Constant currency Adjusted EBITDA is calculated by translating current period amounts using prior-year period exchange rates.



#### **ADJUSTED NET INCOME**

	For the Quarters Ended							
	Jun	30, 2022	Jun 30, 2023					
(in thousands)		Q2		Q2				
Net income	\$	14,236	\$	9,782				
Provision for income taxes		5,432		3,968				
Income before provision for income taxes		19,668		13,750				
Debt-related charges <sup>(a)</sup>		(1,669)		33				
Acquisition-related depreciation and amortization (b)		29,029		25,470				
Share-based compensation		1,943		3,601				
Transaction and acquisition-related charges (c)		1,179		1,190				
Integration, restructuring, and other charges <sup>(d)</sup>		525		1,487				
Adjusted Net Income before income tax effect		50,675		45,531				
Less: Income tax effect <sup>(e)</sup>		12,669		10,705				
Adjusted Net Income	\$	38,006	\$	34,826				

#### ADJUSTED DILUTED EARNINGS PER SHARE

	For the Quarters Ended					
	0, 2022 Q2	Jun	30, 2023 Q2			
Diluted net income per share (GAAP)	\$ 0.09	\$	0.07			
Adjusted Net Income adjustments per share						
Income taxes	0.04		0.03			
Debt-related charges <sup>(a)</sup>	(0.01)		0.00			
Acquisition-related depreciation and amortization (b)	0.19		0.18			
Share-based compensation	0.01		0.02			
Transaction and acquisition related charges (c)	0.01		0.01			
Integration, restructuring, and other charges (d)	0.00		0.01			
Adjusted income taxes (e)	(0.08)		(0.07)			
Adjusted Diluted Earnings Per Share (Non-GAAP)	\$ 0.25	\$	0.24			
	 		·			

Weighted average number of shares outstanding used in computation of Adjusted Diluted Earnings Per Share:
Weighted average number of shares outstanding—diluted
(GAAP and Non-GAAP) 152,360,350 145,338,920

- (a) Represents non-cash interest expense related to the amortization of debt issuance costs for the Company's First Lien Credit Facility. Beginning in 2022, this adjustment also includes the impact of the change in fair value of interest rate swaps. This adjustment, which represents the difference between the fair value gains or losses and actual cash payments and receipts on the interest rate swaps, was added as a result of the increased interest rate volatility observed in 2022.
- Represents the depreciation and amortization expense related to intangible assets and developed technology assets recorded due to the application of ASC 805, Business Combinations. As a result, the purchase accounting related depreciation and amortization expense will recur in future periods until the related assets are fully depreciated or amortized, and the related purchase accounting assets may contribute to revenue generation.
- (c) Represents charges incurred related to acquisitions and similar transactions, primarily consisting of change in control-related costs, professional service fees, and other third-party costs. Additionally includes incremental professional service fees incurred related to the initial public offering and subsequent one-time compliance efforts. The three months ended June 30, 2023 and 2022 include a transaction bonus expense related to one of the Company's 2021 acquisitions.
- (d) Represents charges from organizational restructuring and integration activities, non-cash, and other charges primarily related to nonrecurring legal exposures, foreign currency (gains) losses, and (gains) losses on the sale of assets.
- (e) Effective tax rates of approximately 23.5% and 25.0% have been used to compute Adjusted Net Income and Adjusted Diluted Earnings Per Share for the three months ended June 30, 2023 and 2022, respectively. As of December 31, 2022, we had net operating loss carryforwards of approximately \$11.0 million for federal income tax purposes available to reduce future income subject to income taxes. As a result, the amount of actual cash taxes we may pay for federal income taxes differs significantly from the effective income tax rate computed in accordance with GAAP and from the normalized rates shown above.

