Q4 and FY 2023 Results

Disclaimer

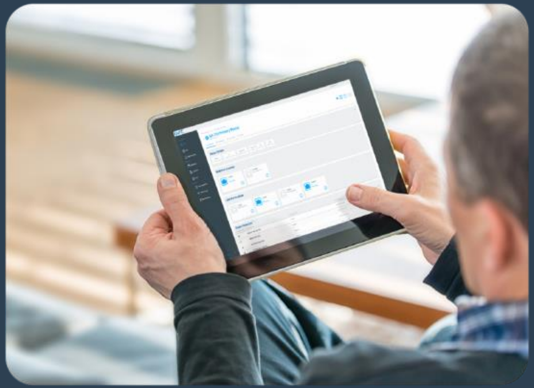
This material includes certain historical performance information and "forward-looking statements" regarding estimations, forecasts, targets and plans in relation to the results of operations, financial conditions and other overall management of Snap One Holdings Corp. (the "Company"). Terms such "outlook," "indicator," "believes," "project," "forecast," "targets," "expects," "potential," "continues," "may," "will," "should," "seeks," "approximately," "predicts," "intends," "plans," "scheduled," "estimates," "anticipates" "could," "would," "possible," "potential," "predict," or similar expressions may identify forward-looking statements, but the absence of these words does not mean the statement is not forward-looking.

Forward-looking statements with respect to Net Sales, Adjusted EBITDA and other financial measures, performance, strategies, prospects and other aspects of the businesses of the Company to which this presentation relates are based on information currently available to the Company as of the date of this material and on current expectations that are subject to known and unknown risks and uncertainties, which could cause actual results or outcomes to differ materially from expectations expressed or implied by such forward-looking statements. These determinations and assumptions are inherently subjective and uncertain. These forward-looking statements are not guarantees of future performance, and actual operating results may differ substantially due to a number of factors. Such forward looking statements are as to future events and are not to be viewed as facts, and involve significant known and unknown risks, uncertainties and other factors, many of which are outside the control of the Company and their respective representatives. Actual events or results may differ materially from those discussed in forward-looking statements as a result of various risks and uncertainties, including but not limited to: risks related to our business and industry, risks related to our products, risks related to our manufacturing and supply chain, risks related to our indebtedness, risks related to interest rate and exchange rate volatility, risks related to our distribution channels, risks related to laws and regulations, risks related to cybersecurity and privacy, risks related to intellectual property, risks related to our international operations, risks related to our common stock, risks related to our financial statements, and other risks. For a discussion of these and other risks and uncertainties, please refer to Snap One's Annual Report on Form 10-K filed with the SEC, as such factors may be updated from time to time in our periodic filings with the SEC, which are accessible on the SEC's website at www.sec.gov. There can be no assurance that the information contained in this presentation is reflective of future performance to any degree. Recipients are cautioned not to place undue reliance on forward-looking statements as a predictor of future performance. The forward-looking statements in this presentation speak as of the date of this presentation. The Company assumes no obligation to, and does not currently intend to, update these forward-looking statements whether as a result of new information, future events, changes in assumptions or otherwise except as required by law.

This presentation may include certain financial measures not presented in accordance with generally accepted accounting principles ("GAAP"), including, but not limited to, Contribution Margin and Adjusted EBITDA, Adjusted Net Income, Net Debt, Free Cash Flow, Adjusted EBITDA Less Purchases of Property and Equipment, and Adjusted Operating Expense. These non-GAAP financial measures are not measures of financial performance in accordance with GAAP and may exclude items that are significant in understanding and assessing the Company's financial results. Therefore, these measures should not be considered in isolation or as an alternative to net income, cash flows from operations or other measures of expense, profitability, liquidity or performance under GAAP. In addition, historical financial measures included in this presentation have not been audited and are subject to review and adjustment accordingly. You should be aware that the Company's presentation of these measures may not be comparable to similarly-titled measures used by other companies. For a reconciliation of non-GAAP financial measures to GAAP, see the Appendix provided herewith.

A note about the Company's fiscal calendar: the Company typically operates on a 52-week fiscal year. In fiscal year 2021, both the full year and fourth quarter included an extra fiscal week, which resulted in a 53-week fiscal year 2021 and a 14-week fiscal fourth quarter 2021 as compared to a 52-week full year 2022 and a 13-week fourth quarter 2022. Fiscal year 2023 included a 52-week full year and a 13-week fourth quarter.

Business Update



Company Overview

Snap One is the category leading vertically-integrated provider of products and services to a network of ~20,000 domestic professional do-it-for-me ("DIFM") integrators creating seamless connected experiences in homes and small businesses

Who Do We Serve?

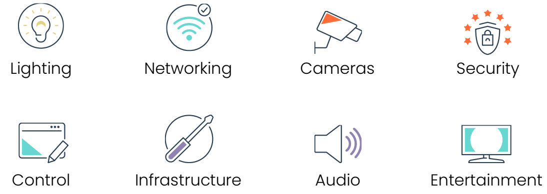
Snap One serves **professional integrators** (partners) who design, sell, install, and manage technology in residential, security, and commercial end markets to meet the rapidly growing demand for integrated "smart living" experiences

Typical Integrator Profile

- Small- to medium-sized businesses
- Focus on home and small business connected systems
- $10,000 to $20,000 DIFM consumer spend per job
- Provide full lifecycle services across design, installation, and support

What Do We Provide?

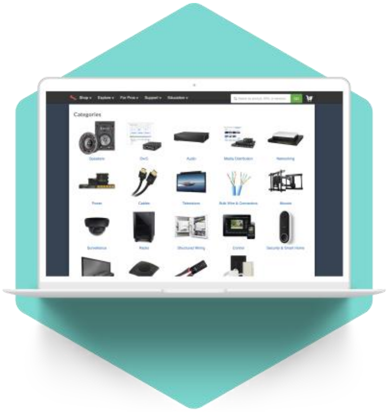
We provide integrators with a leading suite of **proprietary and third-party products** across **a broad range of categories, exclusive software platforms, and technology-enabled workflow solutions**



How Do We Serve?

As the **leading specialized distribution partner** to our professional integrators, we engage on an **omni-channel basis**, blending the benefits of our **comprehensive e-commerce portal** with the convenience of our 45 **local branches**[1] for same-day product availability

e-Commerce Portal Drives Value for Key Stakeholders



Extensive / Expanding Strategic Local Branch Network

Notes:
1. 45 local branches as of December 29, 2023. Includes two local branches in Canada.

Investment Highlights

A Market Leader in Large, High-Growth Market

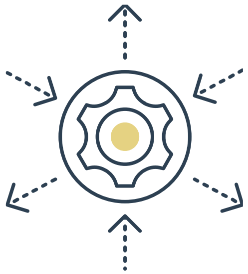
- ~20,000 integrators rely on Snap One product and workflow solutions
- Large market with multiple long-term secular tailwinds
- Differentiated offering driving continued market share gains

Vertically Integrated Solutions Servicing the Full Spectrum of Smart Living

- Proprietary and third-party products delivered to integrators via leading specialized local and virtual distribution platform
- Expansive proprietary SKU portfolio drives end-to-end platform
- Robust software solutions allow seamless integration
- Complementary portfolio of third-party products

Software-Driven Innovation

- Software platforms deepen competitive moat and enable subscription-based services
- Comprehensive feedback loop drives targeted R&D spend



Technology-Enabled Workflow Solutions Drive Positive Network Effects

- Award-winning lifecycle service and support
- Cloud-based software embedded in the integrator's workflow
- e-Commerce centric omni-channel offering

Visible Growth, Attractive Profitability

- Multiple growth vectors to grow share and expand TAM
- New integrator / wallet share expansion growth algorithm
- Demonstrated M&A engine
- Visibility from integrator re-occurring spending
- Vertical integration drives robust profitability

Snap One Playbook to Drive Growth

Long-Term Growth Algorithm	**Spend per Integrator** X	**# of Integrators** +	**Recurring Revenue Models** +	**M&A**
Strategy	**Ecosystem Adoption**	**Grow Integrator Network**	**Software Services and Revenue Models**	**Strategic M&A**

How?	▪ Introduce new products and software
	▪ Partner with leading third-party vendors
	▪ Deliver new and enhanced technology-enabled workflow solutions
	▪ Local branch expansion
	▪ Product ecosystem and loyalty program encourages integrator adoption and standardization
	▪ Pricing as a lever
		▪ Apply learnings and ongoing track record of growing penetration in Residential Home Technology to adjacent markets, including:
		  ▪ Security
		  ▪ Commercial
		  ▪ International
			▪ Introduce new software revenue models, including:
			  ▪ Remote management and end-consumer support (Control4 Connect, Control4 Assist, Parasol, OvrC)
			  ▪ Data and vendor services
			  ▪ Surveillance-as-a-service
			  ▪ Cybersecurity
				▪ Execute accretive acquisition strategy, including:
				  ▪ Complementary products and technology
				  ▪ Targeted local branch expansion
				  ▪ Geographic expansion

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2023 Year in Review

Partner Experience

- Ranked a **top-five brand 45 times** across 62 identified product sub-categories in the **2023 CE Pro 100 Brand Analysis awards**
- Awarded **14 2023 CE Pro Quest for Quality Awards** out of the 22 identified categories included in CE Pro's survey of professional integrators
- Maintained a **clear leadership role** at the 2023 CEDIA Expo with Best New Hardware, Residential Tech Today Innovation, and CEDIA Hall of Fame awards
- **Converged e-commerce portals** to produce a unified experience that allows partners to find all products and tools in a single location

Product & Software Innovation

- Successfully **introduced exciting new products** across outdoor audio and lighting, linear lighting, control, surveillance, and networking
- Introduced the **Control4 CORE Lite Controller** to provide an automation solution for single-room applications
- Developed the revolutionary **Episode Radiance** outdoor speaker series, which was named 'Outdoor Living Product of the Year' by Consumer Electronics Show ("CES") 2023
- Launched **a new series of Araknis switches and routers** that feature a multi-Gigabit interface for high bandwidth installations including commercial deployments

Growth Markets

- Announced the **ClareVision Smart Video Doorbell**, providing a high-quality, self-contained solution that integrates seamlessly with other Clare offerings
- Launched the high capacity **Luma NVRs and VMS platform**, representing further momentum in support of large scale residential and commercial deployments
- Earned four Security Sales & Integration 2023 Supplier **Stellar Service Awards** in categories such as Technical Support and Dealer Program / Incentives

Omni-Channel Expansion

- Opened **four net new local branches** in 2023 bringing the total number to **45** at year end

Subscription-Based Software Services

- Launched **Control4 Connect and Control4 Assist** in January of 2024, bolstering Snap One's industry leading portfolio of remote management and end consumer support services
- Carefully designed to:
  - Enhance the long-term satisfaction of the **end consumer**
  - Drive **recurring revenue** and incremental profitability for Snap One and our partners
  - **Align the industry** in a way that focuses on the end user

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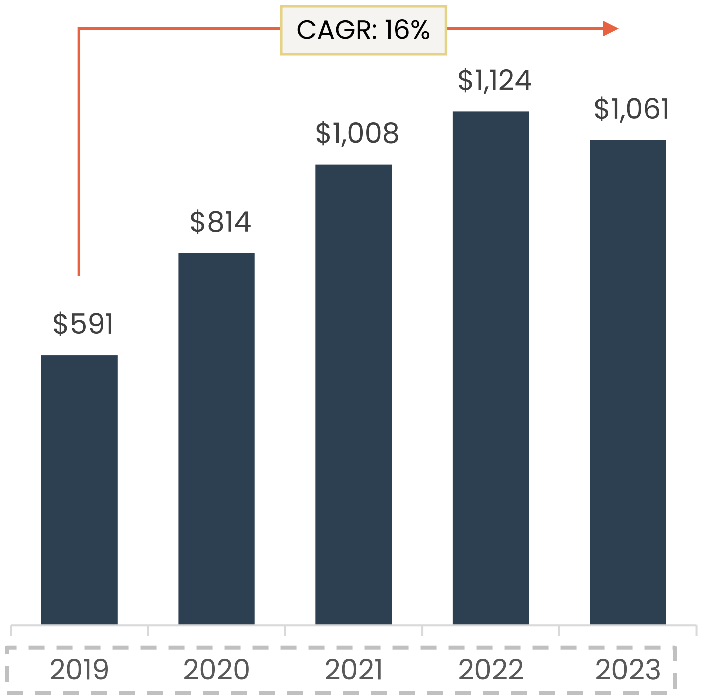
Scaling Platform with Profitable Growth

Reported Net Sales

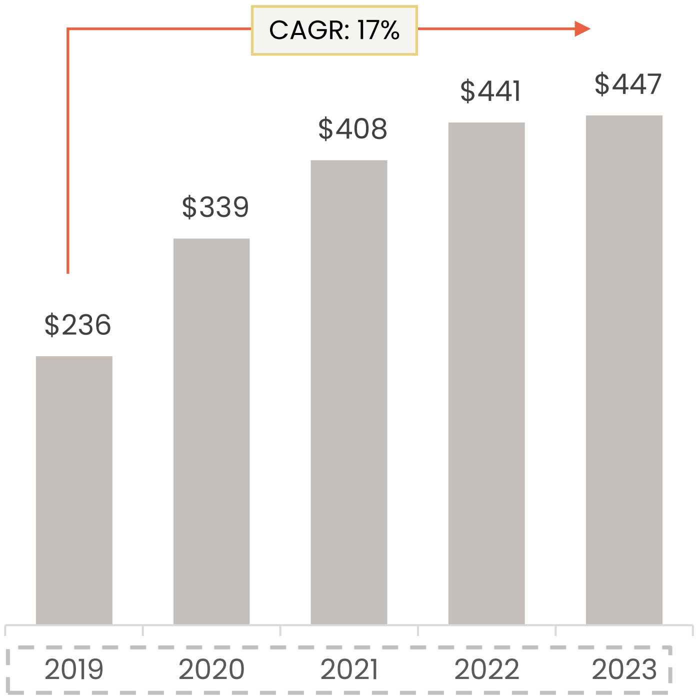
($ in millions)



YoY Growth: 38% 24% 11% (6%)

Contribution Margin

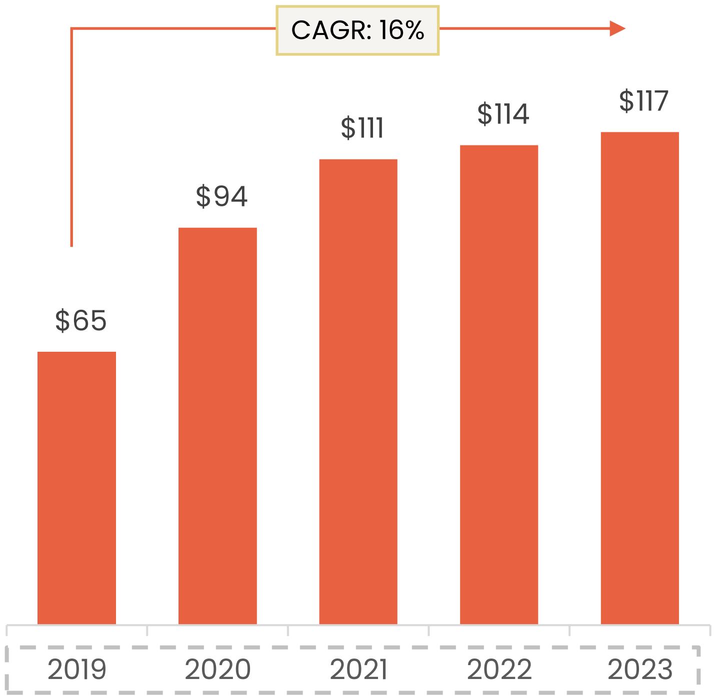
($ in millions)



Contribution Margin: 39.9% 41.7% 40.5% 39.3% 42.2%

Adjusted EBITDA

($ in millions)

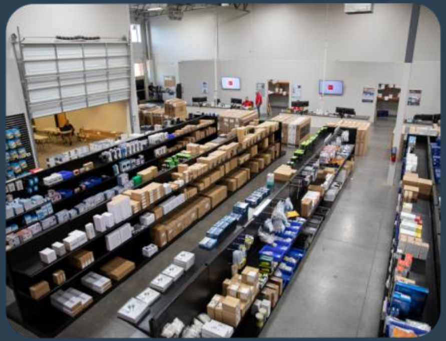


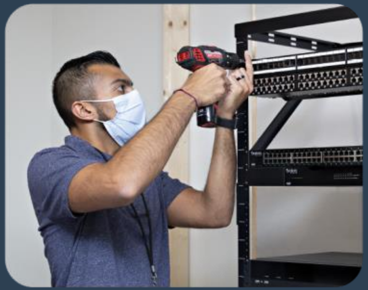
Adj. EBITDA Margin: 11.0% 11.6% 11.0% 10.2% 11.0%

Notes:
1. For a reconciliation of non-GAAP financial measures to GAAP, see the Appendix provided herewith

Fiscal Year Period

Financial Update





Q4 2023 Financial Updates

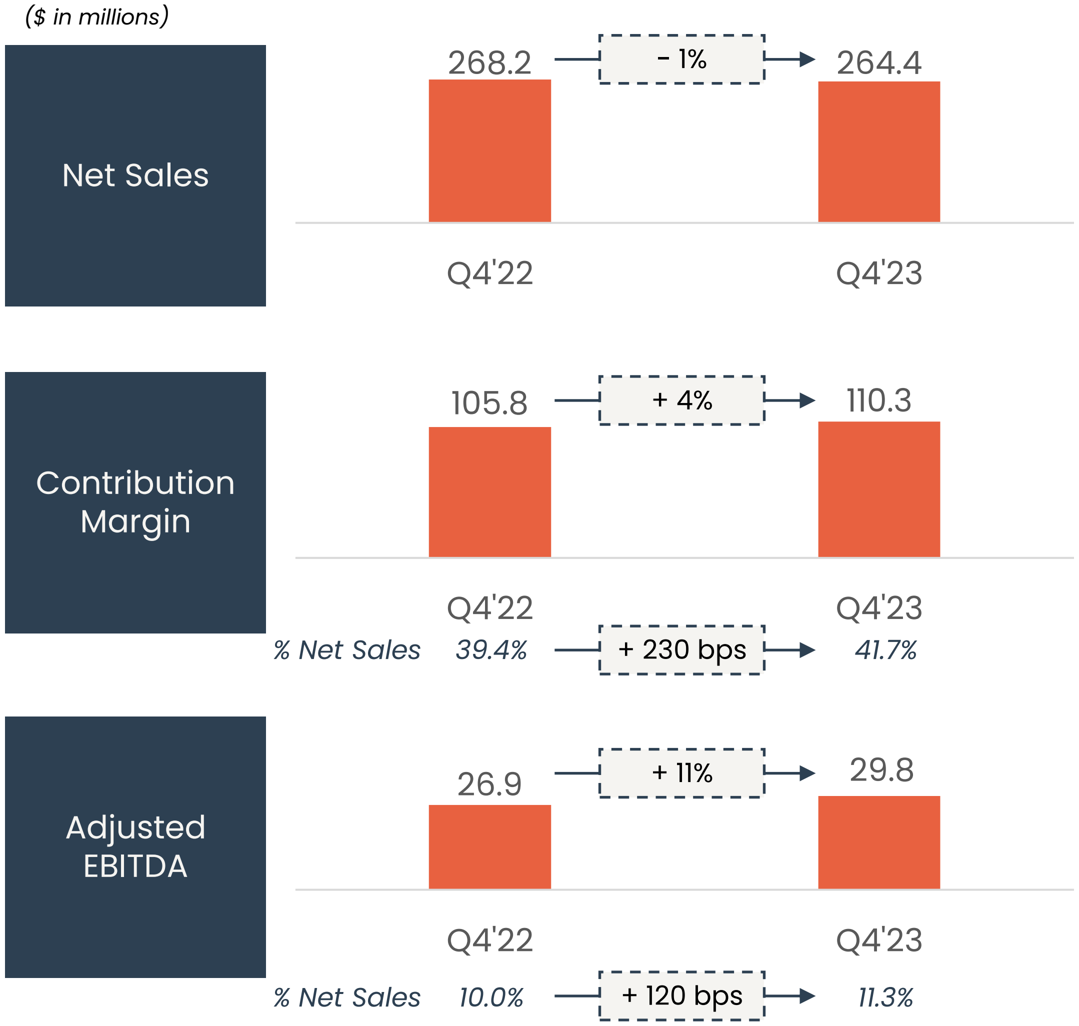
Compared to Q4 2022

- ✓ Net Sales of $264.4M (down 1% YoY)
- ✓ SG&A Expenses of $88.2M (up 6% YoY)
- ✓ Net Loss of $5.8M (up $1.7M)
- ✓ Contribution Margin of $110.3M, 41.7% of Net Sales (up 4% YoY)
- ✓ Adjusted EBITDA of $29.8M (up 11% YoY)
- ✓ Adjusted Net Income of $11.2M (up 7% YoY)

Note:
1. For a reconciliation of non-GAAP financial measures to GAAP, see the Appendix provided herewith

Review of Q4 Performance

Summary Financials



Financial Highlights

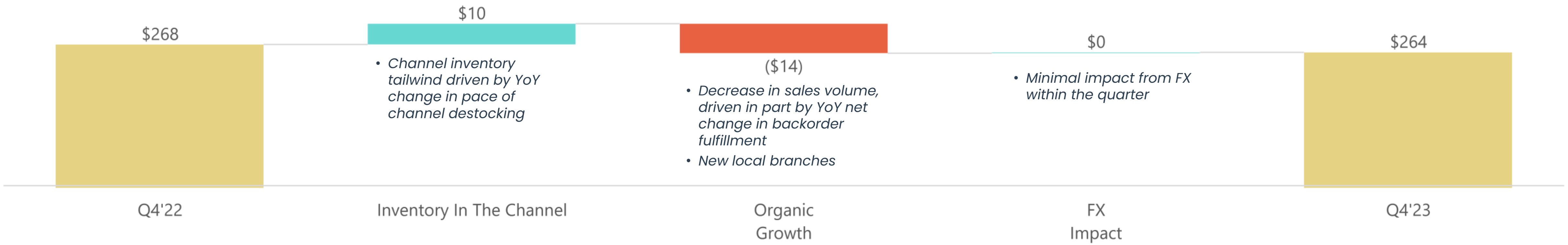
- **Net Sales**
  - YoY decline of 1% primarily driven by decreased sales volume, which is attributable, in part, to YoY net change in backorder fulfillment
  - Benefited from the continued ramp of local branches opened in the past year and YoY change in pace of channel destocking
- **Contribution Margin**
  - 41.7% of Net Sales in Q4'23
  - YoY margin rate increase largely due to execution of supply chain cost management initiatives, which drove input cost efficiencies
- **Adjusted EBITDA**
  - 11.3% of Net Sales in Q4'23
  - Adjusted EBITDA up $2.9M and ~120 bps as a % of Net Sales YoY
  - Adjusted EBITDA growth driven by Contribution Margin rate expansion, partially offset by Net Sales decline and an increase in SG&A expenses

Note:
1. For a reconciliation of non-GAAP financial measures to GAAP, see the Appendix provided herewith

Q4 Net Sales and Contribution Margin Rate Bridges

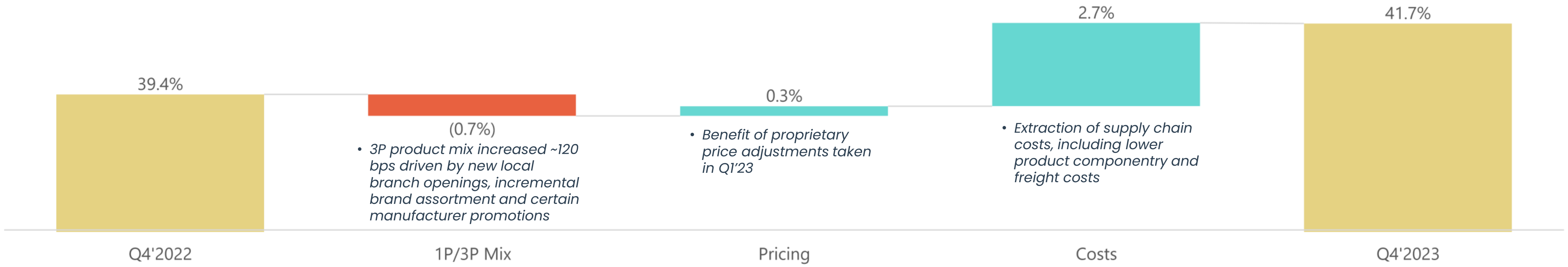
Q4’22 – Q4’23 Net Sales Growth

($ in millions)



% Growth Component	*3.7%*	*(5.3%)*	*0.1%*	***(1.4%)***

Q4’22 – Q4’23 Contribution Margin %



Notes:
1. For a reconciliation of non-GAAP financial measures to GAAP, see the Appendix provided herewith
2. Components based on management estimates

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FY 2023 Financial Highlights

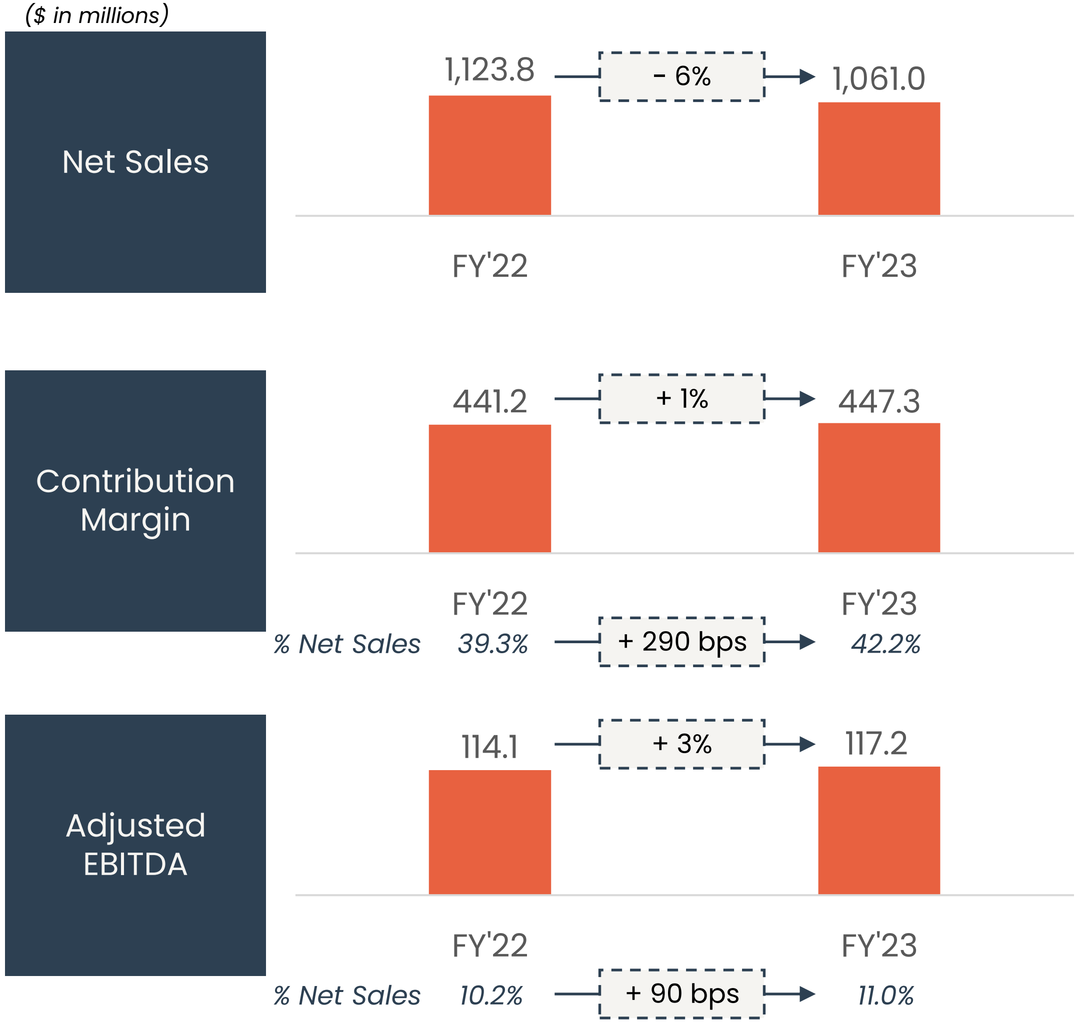
Compared to FY 2022

- ✓ Net Sales of $1,061.0M (down 6% YoY)
- ✓ SG&A expenses of $359.8M (up 2% YoY)
- ✓ Net Loss of $21.4M (up $12.7M)
- ✓ Contribution Margin of $447.3M, 42.2% of Net Sales (up 1% YoY)
- ✓ Adjusted EBITDA of $117.2M (up 3% YoY)
- ✓ Adjusted Net Income of $40.3M (down 23%)

Note:
1. For a reconciliation of non-GAAP financial measures to GAAP, see the Appendix provided herewith

Review of FY 2023 Performance

Summary Financials



Financial Highlights

- **Net Sales**
  - YoY decline of ~6% largely driven by channel inventory destocking headwinds
  - Benefited from the continued ramp of local branches opened in the past year and price adjustments
  - Adjusted for channel inventory impact, Net Sales increased ~2%
- **Contribution Margin**
  - 42.2% of Net Sales in FY '23
  - YoY margin rate increase largely due to the cumulative impact of price adjustments taken in the last twelve months as well as execution of supply chain cost management initiatives, which drove input cost efficiencies
- **Adjusted EBITDA**
  - 11% of Net Sales in FY '23
  - Adjusted EBITDA up $3.1M and up ~90bps as a % of Net Sales YoY
  - Adjusted EBITDA growth driven by Contribution Margin rate expansion, partially offset by Net Sales decline and an increase in SG&A expenses

Note:
1. For a reconciliation of non-GAAP financial measures to GAAP, see the Appendix provided herewith

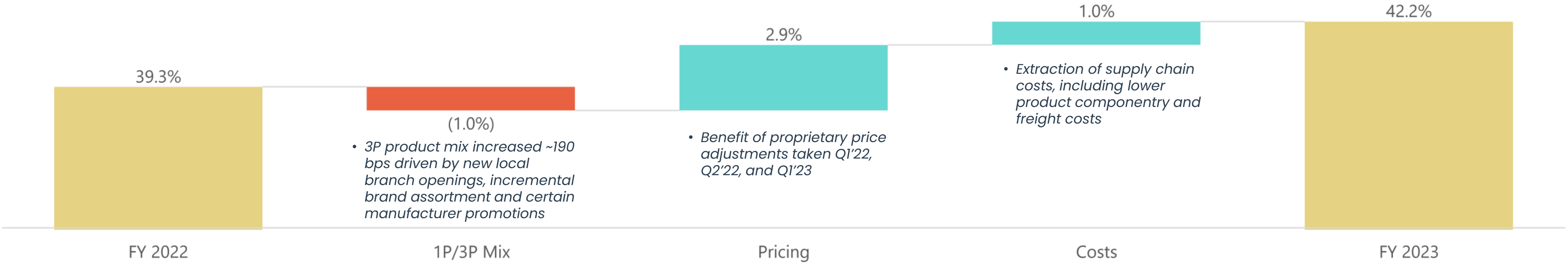
FY Net Sales and Contribution Margin Rate Bridges

FY’22 – FY’23 Net Sales Growth

($ in millions)

% Growth Component	*(7.1%)*	*1.7%*	*(0.2%)*	***(5.6%)***

FY’22 – FY’23 Contribution Margin %



Notes:
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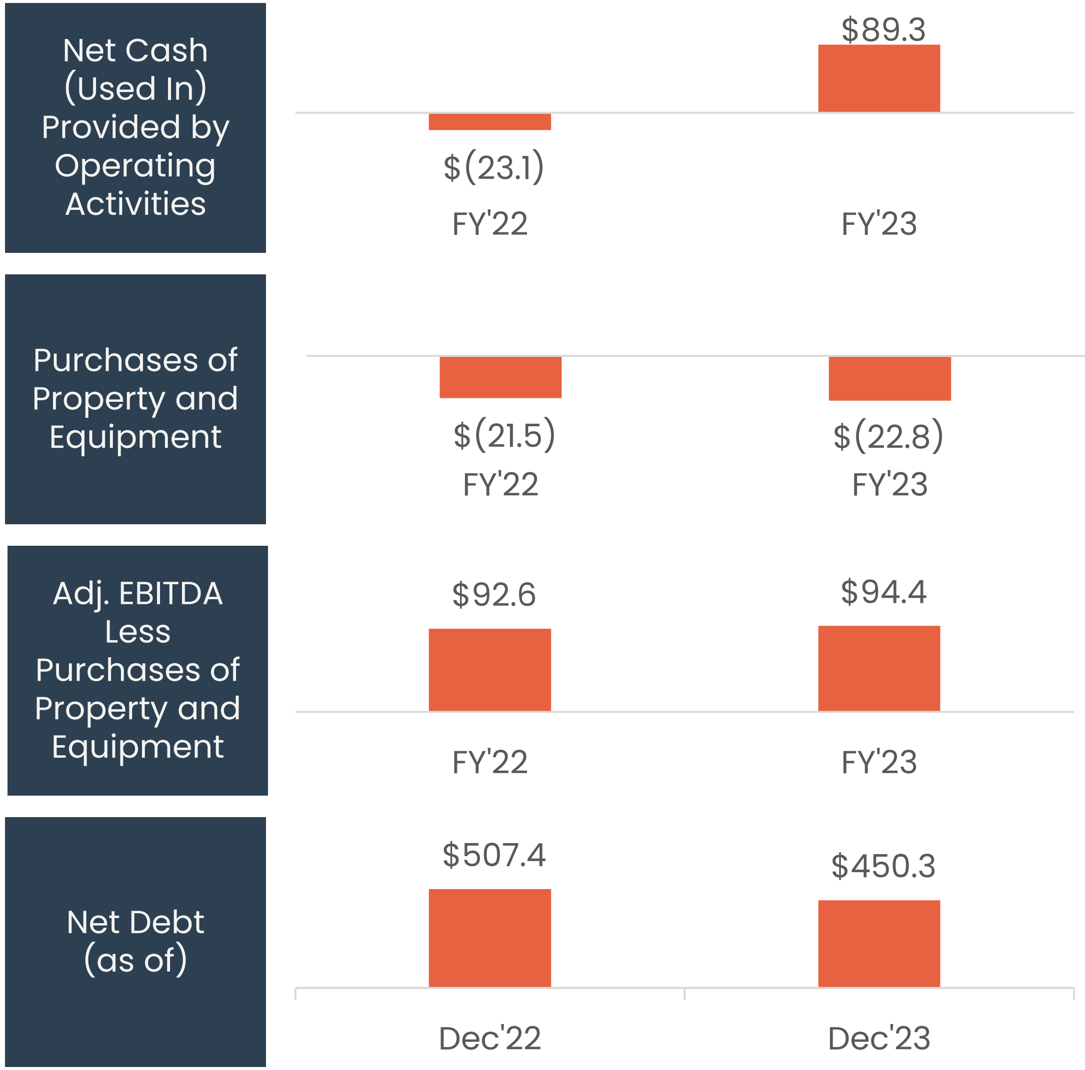
2. Components based on management estimates

Balance Sheet & Cash Flow Metrics

For the Years Ended Dec 30, 2022 & Dec 29, 2023

(unless otherwise noted)

($ in millions)



Summary

(compared to prior-year period unless otherwise noted)

- Net Cash Provided By Operating Activities
  - Net cash provided by operating activities of $89.3M
  - Increase in cash primarily driven by effective inventory management
- Purchases of Property and Equipment
  - Purchases of property and equipment total ~2% of net sales
  - Primarily related to non-recurring corporate office relocation capex, local branch openings, and capitalized costs from growth initiatives
- Adjusted EBITDA Less Purchases of Property and Equipment
  - Adj. EBITDA less purchases of property and equipment of $94.4M, representing ~81% of Adj. EBITDA
  - Modest increase from prior year driven by Adj. EBITDA growth of ~$3.1M offset by a ~$1.3M increase to purchases of property and equipment
- Net Debt
  - Defined as current debt plus amount outstanding under revolving credit facility plus long-term debt less cash and cash equivalents
  - Net debt reduction primarily attributable to paydown of outstanding revolver balance and an increase in cash and cash equivalents

Note:
1. For a reconciliation of non-GAAP financial measures to GAAP, see the Appendix provided herewith

Revenue Disaggregation(s) and KPIs

1 Expanded Revenue Disaggregation
(Reported Quarterly and Annually)

Product Type	▪ Proprietary ▪ Third-Party
Geography	▪ Domestic Integrator ▪ Domestic Other ▪ International

2 Integrator Metrics
(Reported Annually)

Fiscal Year Transacting Domestic Integrators	▪ A domestic integrator who transacts with Snap One in a fiscal year period ▪ Excludes sales through managed transactions with non-integrator customers, such as national accounts
Fiscal Year Spend per Transacting Domestic Integrator	Fiscal Year Domestic Integrator Net Sales ÷ Fiscal Year Transacting Domestic Integrators

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Reported Quarterly: Revenue Disaggregation(s)

1

Expanded Revenue Disaggregation: Product Type

- Proprietary: $167.8M in Q4 2023; represents 3.3% decrease over Q4 2022
  - Proprietary product YoY sales decline primarily attributable to decreased sales volume driven in part by YoY net change in backorder fulfillment
- Third-party: $96.5M in Q4 2023; represents 2.1% increase over Q4 2022
  - Third-party product YoY sales increase primarily driven by new local branch openings, incremental brand assortment and certain manufacturer promotions
- Implies sales mix of 63.5% Proprietary and 36.5% Third-party in Q4 2023

($ in millions)	2022 Q4	2023 Q4	% YoY Growth
Product Type			
Proprietary	$173.6	$167.8	*(3.3%)*
Third-party	$94.6	$96.5	*2.1%*
Total Reported Net Sales	**$268.2**	**$264.4**	***(1.4%)***
% Mix			
Proprietary	*64.7%*	*63.5%*	
Third-party	*35.3%*	*36.5%*	

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Reported Quarterly: Revenue Disaggregation(s)

1

Expanded Revenue Disaggregation: Geography

- Domestic Net Sales: $228.6M in Q4 2023; represents 1.2% YoY decline
  - Domestic Integrator: $224.1M in Q4 2023; represents 0.4% YoY decline
  - Domestic Other: $4.5M in Q4 2023; represents 28.4% YoY decline
- International Net Sales: $35.8M in Q4 2023; represents 3.0% YoY decline

($ in millions)	2022[1] Q4	2023 Q4	% YoY Growth
Domestic Net Sales:			
Domestic Integrator	$225.1	$224.1	*(0.4%)*
Domestic Other	$6.3	$4.5	*(28.4%)*
Total Domestic Net Sales	**$231.3**	**$228.6**	***(1.2%)***
International Net Sales	$36.9	$35.8	*(3.0%)*
Total Reported Net Sales	**$268.2**	**$264.4**	***(1.4%)***

Note:
1. Certain amounts, including Access Networks net sales, have been reclassified to conform to the current period presentation

Reported Annually: Revenue Disaggregation(s)

1

Expanded Revenue Disaggregation: Product Type

- Proprietary: $699.2M in FY 2023; represents 8.3% decline from FY 2022
  - Proprietary product YoY sales decline primarily attributable to channel inventory destocking and the YoY net change in backorder fulfillment
- Third-party: $361.8M in FY 2023; flat compared to FY 2022
  - Modest third-party product YoY sales increase primarily driven by new local branch openings, incremental brand assortment and certain manufacturer promotions
- Implies sales mix of 65.9% Proprietary and 34.1% Third-party in FY 2023

($ in millions)	FY 2022	FY 2023	% YoY Growth
Product Type			
Proprietary	$762.1	$699.2	*(8.3%)*
Third-party	$361.7	$361.8	*0.0%*
Total Reported Net Sales	**$1,123.8**	**$1,061.0**	***(5.6%)***
% Mix			
Proprietary	*67.8%*	*65.9%*	
Third-party	*32.2%*	*34.1%*	

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Reported Annually: Revenue Disaggregation(s)

1

Expanded Revenue Disaggregation: Geography

- Domestic Net Sales: $925.3M in FY 2023; represents 4.8% YoY decline
  - Domestic Integrator: $904.8M in FY 2023; represents 3.9% YoY decline
  - Domestic Other: $20.5M in FY 2023; represents 31.7% YoY decline
- International Net Sales: $135.7M in FY 2023; represents 10.8% YoY decline

($ in millions)	FY 2022[1]	FY 2023	% YoY Growth
Domestic Net Sales:			
Domestic Integrator	$941.7	$904.8	*(3.9%)*
Domestic Other	$30.0	$20.5	*(31.7%)*
Total Domestic Net Sales	**$971.7**	**$925.3**	***(4.8%)***
International Net Sales	$152.1	$135.7	*(10.8%)*
Total Reported Net Sales	**$1,123.8**	**$1,061.0**	***(5.6%)***

Note:
1. Certain amounts, including Access Networks net sales, have been reclassified to conform to the current period presentation

Reported **Annually**: KPIs

2

Integrator Metrics

- Transacting Domestic Integrators in Period: approximately 19.7K in FY 2023; represents a YoY increase of 0.5%
  - YoY growth in transacting domestic integrators driven by growth in home technology and commercial transacting integrators
- Spend per Domestic Integrator in Period: $45.9K in FY 2023; represents a YoY decline of 4.4%
  - YoY decline driven by channel inventory destocking and YoY net change in backorder fulfillment

	FY 2022[1]	FY 2023
Domestic Integrator Net Sales ($M)	$941.7	$904.8
÷ Transacting Domestic Integrators (thousands)	19.6	19.7
Spend per Domestic Integrator in Period ($ thousands)	**$48.0**	**$45.9**
% YoY Growth		
Transacting Domestic Integrators in Period		*0.5%*
Spend per Domestic Integrator in Period		*(4.4%)*

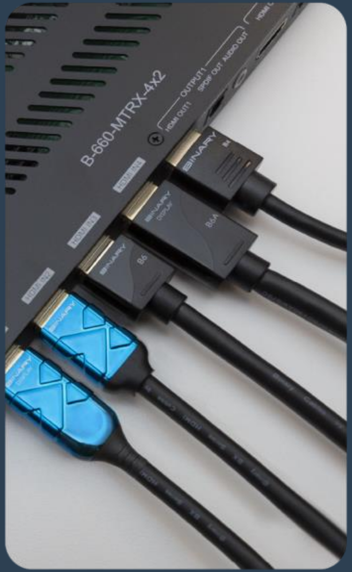
Note:
1. Certain amounts, including Access Networks net sales and transacting domestic integrators, which were excluded in our presentation of these numbers in our prior Annual Report for the year ended December 30, 2022, have been reclassified to conform to the current period presentation.

FY 2024 Outlook

$Millions	FY'23 Actuals	FY'24 Outlook	
		Low	High
Net Sales	$1,061	**$1,060**	**$1,130**
% Growth		*(0.1%)*	*6.5%*
Adj. EBITDA	$117.2	**$120**	**$128**
Adj. EBITDA Margin %	*11.0%*	*11.3%*	*11.3%*
% Growth		*2.4%*	*9.2%*

- We have a positive outlook for our performance in the coming year despite market uncertainty that we expect to persist into 2024
- 2024 annual Net Sales guidance of $1,060M - $1,130M, which represents flat to mid-single digit growth
  - Reflects our expectations for organic growth, including local branch openings/ramp and the YoY change in pace of channel destocking, partially offset by continued macroeconomic uncertainty
- Adj. EBITDA guidance of $120M - $128M demonstrates our commitment to continue to drive incremental Adj. EBITDA margin expansion
  - Reflects anticipated Contribution Margin rate improvement as well as a continued focus on cost controls

Appendix



Reconciliation of Net Loss to Adjusted EBITDA

	2019	2020	2021	2022					2023				
($ in millions)	FY '19	FY '20	FY '21	Q1 '22	Q2 '22	Q3 '22	Q4 '22	FY '22	Q1 '23	Q2 '23	Q3 '23	Q4 '23	FY'23
Net loss	**$ (34.5)**	**$ (25.2)**	**$ (36.5)**	**$ (2.3)**	**$ (1.3)**	**$ (1.0)**	**$ (4.1)**	**$ (8.7)**	**$ (14.5)**	**$ (0.1)**	**$ (0.9)**	**$ (5.8)**	**$ (21.4)**
Interest expense	35.2	45.5	33.2	6.7	7.7	10.2	11.2	35.8	13.9	14.9	14.9	14.5	58.3
Income tax benefit	(13.4)	(4.4)	(6.6)	(0.4)	(0.2)	(0.2)	(0.7)	(1.5)	(3.0)	(4.8)	(0.3)	(3.9)	(12.0)
Depreciation and amortization	39.7	58.0	56.6	14.9	15.0	14.8	14.9	59.6	15.2	15.4	15.4	15.2	61.1
Other expense (income), net	(1.0)	(1.8)	(0.9)	(0.4)	(0.1)	0.6	1.4	1.5	0.8	(2.0)	0.5	2.1	1.5
Equity-based compensation	3.7	4.3	21.5	5.6	6.8	5.6	5.4	23.3	7.8	5.5	4.3	5.9	23.5
Loss on extinguishment of debt	-	-	12.1	-	-	-	-	-	-	-	-	-	-
Severance cost (a)	-	-	-	-	-	0.5	0.1	0.6	1.3	-	-	1.3	2.5
Compensation expense for payouts in lieu of TRA participation (b)	-	-	10.9	0.3	0.3	0.3	0.3	1.1	0.3	(0.0)	0.2	0.2	0.6
IT system transition costs (c)	-	-	-	-	-	0.3	0.3	0.6	0.1	0.1	0.0	0.3	0.5
Deferred acquisition payments (d)	13.6	9.6	6.5	0.7	0.3	(0.0)	0.1	1.1	0.1	0.1	-	-	0.1
Fair value adjustment to contingent value rights (e)	0.3	0.8	4.9	(2.8)	(3.3)	(0.1)	(1.0)	(7.2)	0.6	1.4	(1.7)	(0.6)	(0.3)
Loss on notes receivable (f)	-	-	-	-	5.9	-	-	5.9	-	-	-	-	-
Acquisition and integration related costs (g)	20.2	5.3	0.4	0.2	0.1	0.3	0.8	1.3	-	-	-	-	-
Deferred revenue purchase accounting adjustment (h)	0.8	1.0	0.5	0.1	0.1	0.0	-	0.2	-	-	-	-	-
Fair value adjustment to contingent consideration (i)	-	-	-	-	-	-	(1.8)	(1.8)	-	-	-	-	-
Initial public offering costs (j)	-	0.5	4.8	-	-	-	-	-	-	-	-	-	-
Other professional services costs (k)	-	-	-	0.8	0.4	0.6	0.3	2.1	0.0	0.1	0.3	0.0	0.5
Other (l)	0.3	0.7	3.3	0.1	0.1	0.1	(0.2)	0.1	0.1	1.1	0.4	0.6	2.2
Adjusted EBITDA	**$ 64.9**	**$ 94.5**	**$ 110.8**	**$ 23.6**	**$ 31.7**	**$ 31.9**	**$ 26.9**	**$ 114.1**	**$ 22.7**	**$ 31.7**	**$ 33.0**	**$ 29.8**	**$ 117.2**
Net Sales	$ 590.8	$ 814.1	$ 1,008.0	$ 277.4	$ 296.9	$ 281.2	$ 268.2	$ 1,123.8	$ 252.0	$ 274.4	$ 270.1	$ 264.4	$ 1,061.0
Adjusted EBITDA Margin	*11.0%*	*11.6%*	*11.0%*	*8.5%*	*10.7%*	*11.3%*	*10.0%*	*10.2%*	*9.0%*	*11.5%*	*12.2%*	*11.3%*	*11.0%*

Note:
1. Certain prior period Adjusted EBITDA and Adjusted Net Income add-back amounts have been reclassified to conform to the current period presentation. These reclassifications had no effect on the previously reported Adjusted EBITDA and Adjusted Net Income totals.

Reconciliation of Net Loss to Adjusted Net Income

	2019	2020	2021	2022					2023				
($ in millions)	**FY '19**	**FY '20**	**FY '21**	**Q1 '22**	**Q2 '22**	**Q3 '22**	**Q4 '22**	**FY '22**	**Q1 '23**	**Q2 '23**	**Q3 '23**	**Q4 '23**	**FY '23**
Net loss	**$ (34.5)**	**$ (25.2)**	**$ (36.5)**	**$ (2.3)**	**$ (1.3)**	**$ (1.0)**	**$ (4.1)**	**$ (8.7)**	**$ (14.5)**	**$ (0.1)**	**$ (0.9)**	**$ (5.8)**	**$ (21.4)**
Amortization	31.5	47.5	48.6	12.7	12.6	12.5	12.4	50.2	12.4	12.4	12.4	12.3	49.6
Equity-based compensation	3.7	4.3	21.5	5.6	6.8	5.6	5.4	23.3	7.8	5.5	4.3	5.9	23.5
Interest rate cap expense (income)	-	0.0	-	-	-	-	2.6	2.6	0.8	(1.9)	0.3	2.8	2.0
Foreign currency (gain) loss	(1.1)	(0.2)	0.1	(0.2)	0.2	0.1	(0.0)	0.1	(0.1)	(0.0)	0.1	(0.2)	(0.2)
Loss on extinguishment of debt	-	-	12.1	-	-	-	-	-	-	-	-	-	-
(Gain) loss on sale of business	0.6	(1.0)	-	-	-	-	-	-	-	-	-	-	-
Severance cost (a)	-	-	-	-	-	0.5	0.1	0.6	1.3	-	-	1.3	2.5
Compensation expense for payouts in lieu of TRA participation (b)	-	-	10.9	0.3	0.3	0.3	0.3	1.1	0.3	(0.0)	0.2	0.2	0.6
IT system transition costs (c)	-	-	-	-	-	0.3	0.3	0.6	0.1	0.1	0.0	0.3	0.5
Deferred acquisition payments (d)	13.6	9.6	6.5	0.7	0.3	(0.0)	0.1	1.1	0.1	0.1	-	-	0.1
Fair value adjustment to contingent value rights (e)	0.3	0.8	4.9	(2.8)	(3.3)	(0.1)	(1.0)	(7.2)	0.6	1.4	(1.7)	(0.6)	(0.3)
Loss on notes receivable (f)	-	-	-	-	5.9	-	-	5.9	-	-	-	-	-
Acquisition and integration related costs (g)	20.2	5.3	0.4	0.2	0.1	0.3	0.8	1.3	-	-	-	-	-
Deferred revenue purchase accounting adjustment (h)	0.8	1.0	0.5	0.1	0.1	0.0	-	0.2	-	-	-	-	-
Fair value adjustment to contingent consideration (i)	-	-	-	-	-	-	(1.8)	(1.8)	-	-	-	-	-
Initial public offering costs (j)	-	0.5	4.8	-	-	-	-	-	-	-	-	-	-
Other professional services costs (k)	-	-	-	0.8	0.4	0.6	0.3	2.1	0.0	0.1	0.3	0.0	0.5
Other (l)	0.2	0.8	3.2	0.0	0.0	0.5	(0.3)	0.3	-	1.1	0.4	0.6	2.2
Income tax effect of adjustments (m)	(15.6)	(15.2)	(23.5)	(4.5)	(5.4)	(4.6)	(4.6)	(19.1)	(5.5)	(4.2)	(4.2)	(5.6)	(19.5)
Adjusted Net Income	**$ 19.7**	**$ 28.3**	**$ 53.6**	**$ 10.7**	**$ 16.5**	**$ 14.9**	**$ 10.5**	**$ 52.6**	**$ 3.4**	**$ 14.3**	**$ 11.3**	**$ 11.2**	**$ 40.3**
Net Sales	$ 590.8	$ 814.1	$ 1,008.0	$ 277.4	$ 296.9	$ 281.2	$ 268.2	$ 1,123.8	$ 252.0	$ 274.4	$ 270.1	$ 264.4	$ 1,061.0
Adjusted Net Income Margin	*3.3%*	*3.5%*	*5.3%*	*3.9%*	*5.6%*	*5.3%*	*3.9%*	*4.7%*	*1.3%*	*5.2%*	*4.2%*	*4.3%*	*3.8%*

Note:
1. Certain prior period Adjusted EBITDA and Adjusted Net Income add-back amounts have been reclassified to conform to the current period presentation. These reclassifications had no effect on the previously reported Adjusted EBITDA and Adjusted Net Income totals.

Notes to the Reconciliations of Net Loss to Adjusted EBITDA and Adjusted Net Income

a. Severance cost associated with various restructuring actions such as warehouse relocation, departmental reorganization and focused reduction in workforce.

b. Represents expense, net of forfeitures, related to payments to certain pre-IPO owners in lieu of their participation in the Tax Receivable Agreement entered into on July 29, 2021 (“TRA”). Management does not believe such costs are indicative of our ongoing operations as they are one-time awards specific to the establishment of the TRA.

c. Represents costs associated with the implementation of enterprise resource planning (“ERP”) systems, customer resource management systems, and business intelligence systems as part of our initiative to modernize our information technology (“IT”) infrastructure.

d. Represents expenses incurred related to deferred payments to employees associated with historical acquisitions. The deferred payments are cash retention awards for key personnel from the acquired companies and are to be paid to employees through 2023. Management does not believe such costs are indicative of our ongoing operations as they are one-time awards specific to acquisitions and are incremental to our typical compensation costs incurred and we do not expect such costs to be reflective of future increases in base compensation expense.

e. Represents noncash gains and losses recorded from fair value adjustments related to contingent value right (“CVR”) liabilities. Fair value adjustments related to CVR liabilities represent potential obligations to the prior sellers in conjunction with the acquisition of the Company by investment funds managed by Hellman & Friedman, LLC (“H&F”) in August 2017.

f. Represents provision for credit losses on notes receivable related to the Company’s unsecured loan to Clare.

g. Represents costs directly associated with acquisitions and acquisition-related integration activities. These costs also include certain restructuring costs (e.g., severance) and other third-party transaction advisory fees associated with planned and completed acquisitions.

h. Represents an adjustment related to the fair value of deferred revenue related to the Control4 Corporation acquisition.

i. Represents noncash adjustment to the fair value of contingent consideration related to the Access Networks acquisition.

j. Represents expenses related to professional fees in connection with preparation for our IPO.

k. Represents professional service fees associated with managements remediation of the material weakness that was disclosed as part of our initial Registration Statement, preparation for compliance with SOX, the implementation of new accounting standards, and accounting for non-recurring transactions.

l. Represents non-recurring expenses related to consulting, restructuring, and other expenses which management believes are not representative of our operating performance.

m. Represents the tax impacts with respect to each adjustment noted above after considering the impact of permanent differences using the statutory tax rate related to the applicable federal and foreign jurisdictions and the blended state tax rate.

Non-GAAP Reconciliations

Contribution Margin

	2019	2020	2021	2022					2023				
($ in millions)	FY '19	FY '20	FY '21	Q1 '22	Q2 '22	Q3 '22	Q4 '22	FY '22	Q1 '23	Q2 '23	Q3 '23	Q4 '23	FY '23
Net Sales	**$ 590.8**	**$ 814.1**	**$ 1,008.0**	**$ 277.4**	**$ 296.9**	**$ 281.2**	**$ 268.2**	**$ 1,123.8**	**$ 252.0**	**$ 274.4**	**$ 270.1**	**$ 264.4**	**$ 1,061.0**
Cost of sales, exclusive of depreciation and amortization (a)	354.8	474.8	599.9	172.3	180.4	167.4	162.5	682.6	145.8	157.2	156.6	154.1	613.7
Net sales less cost of sales, exclusive of depreciation and amortization	**$ 236.0**	**$ 339.3**	**$ 408.1**	**$ 105.1**	**$ 116.5**	**$ 113.8**	**$ 105.8**	**$ 441.2**	**$ 106.2**	**$ 117.2**	**$ 113.6**	**$ 110.3**	**$ 447.3**
Contribution Margin	**39.9%**	**41.7%**	**40.5%**	**37.9%**	**39.2%**	**40.5%**	**39.4%**	**39.3%**	**42.1%**	**42.7%**	**42.0%**	**41.7%**	**42.2%**

Free Cash Flow

	2019	2020	2021	2022					2023				
($ in millions)	FY '19	FY '20	FY '21	Q1 '22	Q2 '22	Q3 '22	Q4 '22	FY '22	Q1 '23	Q2 '23	Q3 '23	Q4 '23	FY '23
Net cash provided by (used in) operating activities	$ (4.1)	$ 64.2	$ (30.4)	$ (23.0)	$ 3.5	$ 4.2	$ (7.7)	$ (23.1)	$ (2.6)	$ 28.0	$ 40.3	$ 23.6	$ 89.3
Purchases of property and equipment	(4.5)	(10.2)	(10.0)	(3.3)	(3.1)	(3.6)	(11.5)	(21.5)	(9.2)	(6.5)	(4.3)	(2.8)	(22.8)
Free Cash Flow	**$ (8.6)**	**$ 54.0**	**$ (40.4)**	**$ (26.3)**	**$ 0.4**	**$ 0.6**	**$ (19.2)**	**$ (44.6)**	**$ (11.8)**	**$ 21.5**	**$ 36.0**	**$ 20.8**	**$ 66.5**

Adjusted EBITDA Less Purchases of Property and Equipment

	2019	2020	2021	2022					2023				
($ in millions)	FY '19	FY '20	FY '21	Q1 '22	Q2 '22	Q3 '22	Q4 '22	FY '22	Q1 '23	Q2 '23	Q3 '23	Q4 '23	FY '23
Adjusted EBITDA	$ 64.9	$ 94.5	$ 110.8	$ 23.6	$ 31.7	$ 31.9	$ 26.9	$ 114.1	$ 22.7	$ 31.7	$ 33.0	$ 29.8	$ 117.2
Purchases of property and equipment	(4.5)	(10.2)	(10.0)	(3.3)	(3.1)	(3.6)	(11.5)	(21.5)	(9.2)	(6.5)	(4.3)	(2.8)	(22.8)
Adjusted EBITDA Less Purchases of Property and Equipment	**$ 60.5**	**$ 84.2**	**$ 100.8**	**$ 20.3**	**$ 28.6**	**$ 28.3**	**$ 15.5**	**$ 92.6**	**$ 13.5**	**$ 25.1**	**$ 28.7**	**$ 27.0**	**$ 94.4**

Notes:
a. Cost of sales for fiscal years 2023, 2022, and 2021 excludes depreciation and amortization of $61.1 million, $59.6 million, and $56.6 million, respectively.

Other Reconciliations

Net Debt

($ in millions)	2020 FY '20	2021 FY '21	2022 FY '22	2023 Q1 '23	Q2 '23	Q3 '23	Q4 '23
Term debt	672.6	465.0	516.5	515.2	513.9	512.6	511.3
Revolving credit facility	-	-	12.0	50.0	28.0	-	-
Less: Cash and cash equivalents	77.5	40.6	21.1	34.5	33.8	40.0	61.0
Net Debt	**$ 595.2**	**$ 424.4**	**$ 507.4**	**$ 530.8**	**$ 508.1**	**$ 472.6**	**$ 450.3**

Notes:
a. Net Debt excludes outstanding letters of credit and any unamortized debt issuance costs associated with the term debt or revolving credit facility

Reconciliation of Selling, General, and Administrative Expenses to Adjusted Non-Variable Operating Expenses

	2019	2020	2021	2022					2023				
($ in millions)	FY '19	FY '20	FY '21	Q1 '22	Q2 '22	Q3 '22	Q4 '22	FY '22	Q1 '23	Q2 '23	Q3 '23	Q4 '23	FY '23
GAAP Selling, General, and Administrative Expenses	**$ 210.0**	**$ 267.2**	**$ 350.3**	**$ 86.5**	**$ 95.4**	**$ 89.4**	**$ 83.0**	**$ 354.3**	**$ 93.8**	**$ 93.8**	**$ 84.0**	**$ 88.2**	**$ 359.8**
<u>Components of GAAP SG&A</u>													
Variable operating expenses (Non-GAAP)	39.7	48.5	65.5	13.6	17.2	16.9	15.7	63.4	14.2	15.4	16.7	15.3	61.6
Non-variable operating expenses (Non-GAAP)	170.2	218.8	284.7	72.9	78.2	72.5	67.4	291.0	79.6	78.4	67.3	73.0	298.2
<u>Adjustments to Non-Variable Operating Expenses</u>													
Equity-based compensation	3.7	4.3	21.5	5.6	6.8	5.6	5.4	23.3	7.8	5.5	4.3	5.9	23.5
Severance cost (a)	-	-	-	-	-	0.5	0.1	0.6	1.3	-	-	1.3	2.5
Compensation expense for payouts in lieu of TRA participation (b)	-	-	10.9	0.3	0.3	0.3	0.3	1.1	0.3	(0.0)	0.2	0.2	0.6
IT system transition costs (c)	-	-	-	-	-	0.3	0.3	0.6	0.1	0.1	0.0	0.3	0.5
Deferred acquisition payments (d)	13.6	9.6	6.5	0.7	0.3	(0.0)	0.1	1.1	0.1	0.1	-	-	0.1
Fair value adjustment to contingent value rights (e)	0.3	0.8	4.9	(2.8)	(3.3)	(0.1)	(1.0)	(7.2)	0.6	1.4	(1.7)	(0.6)	(0.3)
Loss on notes receivable (f)	-	-	-	-	5.9	-	-	5.9	-	-	-	-	-
Acquisition and integration related costs (g)	20.2	5.3	0.4	0.2	0.1	0.3	0.8	1.3	-	-	-	-	-
Fair value adjustment to contingent consideration (h)	-	-	-	-	-	-	(1.8)	(1.8)	-	-	-	-	-
Initial public offering costs (i)	-	0.5	4.8	-	-	-	-	-	-	-	-	-	-
Other professional services costs (j)	-	-	-	0.8	0.4	0.6	0.3	2.1	0.0	0.1	0.3	0.0	0.5
Other (k)	0.3	0.7	3.3	0.1	0.1	0.1	(0.2)	0.1	0.1	1.1	0.4	0.6	2.2
Adjusted Non-Variable Operating Expenses (Non-GAAP)	**$ 132.2**	**$ 197.4**	**$ 232.4**	**$ 68.0**	**$ 67.7**	**$ 65.1**	**$ 63.2**	**$ 263.9**	**$ 69.4**	**$ 70.1**	**$ 63.8**	**$ 65.3**	**$ 268.5**
% Net Sales	***22.4%***	***24.2%***	***23.1%***	***24.5%***	***22.8%***	***23.1%***	***23.5%***	***23.5%***	***27.5%***	***25.5%***	***23.6%***	***24.7%***	***25.3%***
% YoY Growth		*49.4%*	*17.7%*	*27.1%*	*24.0%*	*5.9%*	*0.5%*	*13.6%*	*2.0%*	*3.6%*	*-2.0%*	*3.4%*	*1.8%*

Note:
1. Certain prior period Adjusted Non-Variable Operating Expense add-back amounts have been reclassified to conform to the current period presentation. These reclassifications had no effect on the previously reported Adjusted Non-Variable Operating Expense totals.

Notes to the Reconciliation of Selling, General, and Administrative Expenses to Adjusted Non-Variable Operating Expenses

a. Severance cost associated with various restructuring actions such as warehouse relocation, departmental reorganization and focused reduction in workforce.

b. Represents expense, net of forfeitures, related to payments to certain pre-IPO owners in lieu of their participation in the Tax Receivable Agreement entered into on July 29, 2021 ("TRA"). Management does not believe such costs are indicative of our ongoing operations as they are one-time awards specific to the establishment of the TRA.

c. Represents costs associated with the implementation of enterprise resource planning ("ERP") systems, customer resource management systems, and business intelligence systems as part of our initiative to modernize our information technology ("IT") infrastructure.

d. Represents expenses incurred related to deferred payments to employees associated with historical acquisitions. The deferred payments are cash retention awards for key personnel from the acquired companies and are to be paid to employees through 2023. Management does not believe such costs are indicative of our ongoing operations as they are one-time awards specific to acquisitions and are incremental to our typical compensation costs incurred and we do not expect such costs to be reflective of future increases in base compensation expense.

e. Represents noncash gains and losses recorded from fair value adjustments related to contingent value right ("CVR") liabilities. Fair value adjustments related to CVR liabilities represent potential obligations to the prior sellers in conjunction with the acquisition of the Company by investment funds managed by Hellman & Friedman, LLC ("H&F") in August 2017.

f. Represents provision for credit losses on notes receivable related to the Company's unsecured loan to Clare.

g. Represents costs directly associated with acquisitions and acquisition-related integration activities. These costs also include certain restructuring costs (e.g., severance) and other third-party transaction advisory fees associated with planned and completed acquisitions.

h. Represents noncash adjustment to the fair value of contingent consideration related to the Access Networks acquisition.

i. Represents expenses related to professional fees in connection with preparation for our IPO.

j. Represents professional service fees associated with managements remediation of the material weakness that was disclosed as part of our initial Registration Statement, preparation for compliance with SOX, the implementation of new accounting standards, and accounting for non-recurring transactions.

k. Represents non-recurring expenses related to consulting, restructuring, and other expenses which management believes are not representative of our operating performance.