nLIGHT

Earnings Presentation

Q3 2026

November 5, 2026

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This presentation includes certain non-GAAP financial measures as defined by the SEC rules, including non-GAAP operating expense, Adjusted EBITDA, non-GAAP net income (loss) and non-GAAP net income (loss) per share (basic and diluted). These non-GAAP financial measures are provided in addition to, and not as a substitute for or superior to measures of financial performance prepared in accordance with U.S. GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalents. For example, other companies may calculate non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. As required by Regulation G, we have provided a reconciliation of those measures to the most directly comparable GAAP measures, which is available in the appendix.

This presentation may also contain estimates, projections and other statistical data made by independent parties and by us relating to market size and growth and other data about our industry and our business. These data involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. We have not independently verified the accuracy and completeness of the information obtained by third parties included in this presentation. In addition, projections, assumptions and estimates of our future performance and the future performance of the markets in which we operate are necessarily subject to a high degree of uncertainty and risk.

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Third Quarter 2026 | Key Messages

Defense Drives Y/Y Growth

Q3’26 Defense & Space revenue increased 15% year-over-year on continued execution in DE and defense sensing programs

Record Product Margins

Q3’26 product gross margin was a record 47.4% driven by a favorable mix, strong factory absorption, lower reserves and a decrease in tariff spending

Adj. EBITDA Beat

Revenue upside, better margins and OpEx discipline drove upside to Adjusted EBITDA, demonstrating the strength and leverage of our business model

Strong Demand Outlook

Demand continues to build across our portfolio of directed energy, laser sensing, kinetic and advanced manufacturing opportunities

Q3 2026 Summary | Supply Constrained Product Revenue and Strong Margins

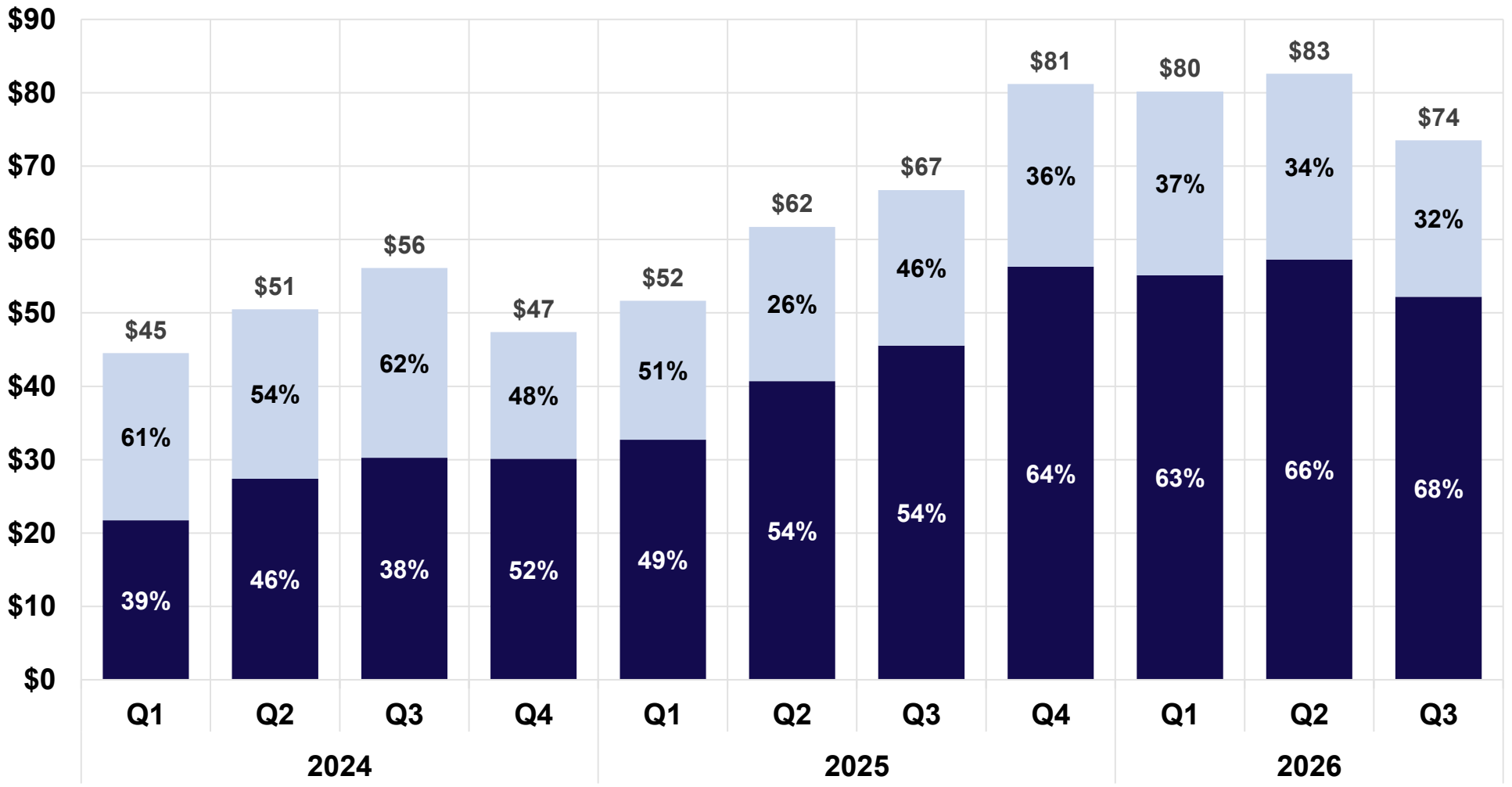
- **Q3 revenue above the high-end of guidance**
  - Total revenue of $73.8 million | +11% year-over-year, -11% quarter-over-quarter on supply constraints
  - Total Defense & Space revenue of $52.5 million | +15% year-over-year, -8% quarter-over-quarter
    - Defense & Space products revenue of $26.7 million | +1% year-over-year, -22% quarter-over-quarter
    - Development revenue of $25.7 million | +34% year-over-year, +11% quarter-over-quarter
  - Total Advanced Manufacturing revenue of $21.3 million | +1% year-over-year, -16% quarter-over-quarter
    - $15 million of ‘unmet’ demand due to supply chain constraints
      - Expected to ship balance of unmet demand over the next several quarters
    - Exit of commercial cutting and welding markets

- **Gross margins & Adjusted EBITDA remain strong**
  - GAAP GM 33.1% | Record GAAP Products GM 47.4%
    - Non-GAAP GM 34.7% | Record Non-GAAP Products GM 48.8%
  - Adjusted EBITDA | $11.1 million driven by better-than-expected product margins and a decrease in non-GAAP OpEx

- **Strong balance sheet with $315M of cash and marketable securities**
  - Significant sequential increase in working capital due to planned growth and supply chain mitigation efforts
  - Positive cash from operations on a year-to-date basis

Revenue by Market | Defense & Space Drove y/y Growth

Quarterly Revenue
$ Millions



Q3 ’26 Total Revenue
- $73.8 million
- +11% y/y
- -11% q/q

Q3 ’26 Adv. Mfg. Revenue
- $21.3 million
- +1% y/y
- -16% q/q

Q3 ’26 D&S Revenue
- $52.5 million
- +15% y/y
- -8% q/q

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Percentages may not total to 100% due to rounding

Q3 2026 Financial Update

Q3 2026 Summary Financial Results | Strong Execution Drove Solid Results

	Q3 2026	Q3 2025	Q2 2026
Total Revenue ($ in millions)	**$73.8**	**$66.7**	**$82.6**
Products Revenue	$48.0	$47.6	$59.4
Development Revenue	$25.7	$19.1	$23.2
Total Gross Margin (GAAP)	**33.1%**	**31.1%**	**31.1%**
Products Gross Margin (GAAP)	47.4%	41.0%	41.2%
Development Gross Margin (GAAP)	6.5%	6.4%	5.6%
Total Gross Margin (non-GAAP)*	**34.7%**	**32.0%**	**32.6%**
Products Gross Margin (non-GAAP)*	48.8%	42.3%	42.4%
Development Gross Margin (non-GAAP)*	8.3%	6.4%	7.5%
Net Loss	($7.2)	($6.9)	($1.3)
Non-GAAP Net Income*	$10.2	$4.3	$9.6
Net Loss per Share	($0.12)	($0.14)	($0.02)
Non-GAAP Net Income per Share (diluted)*	$0.16	$0.08	$0.15
Adjusted EBITDA*	$11.1	$7.1	$10.7
Cash and investments	$314.5	$116.1	$330.8
Cash Flow from (used in) Operations	($13.1)	$5.2	$20.7
Capital Expenditures	($4.4)	($2.8)	($4.9)

- **Q3 ’26 Revenue grew 11% Y/Y**
  - Product revenue +1% Y/Y
  - Development revenue +34% Y/Y
- **Gross Margin expansion**
  - Record product margin
    - Favorable mix
    - Lower reserves
- **Strong Adjusted EBITDA**
  - Better product margins & lower non-GAAP OpEx
    - Partially offset by lower overall revenue
- **Healthy Balance Sheet**
  - Investing in working capital
  - Capex in-line

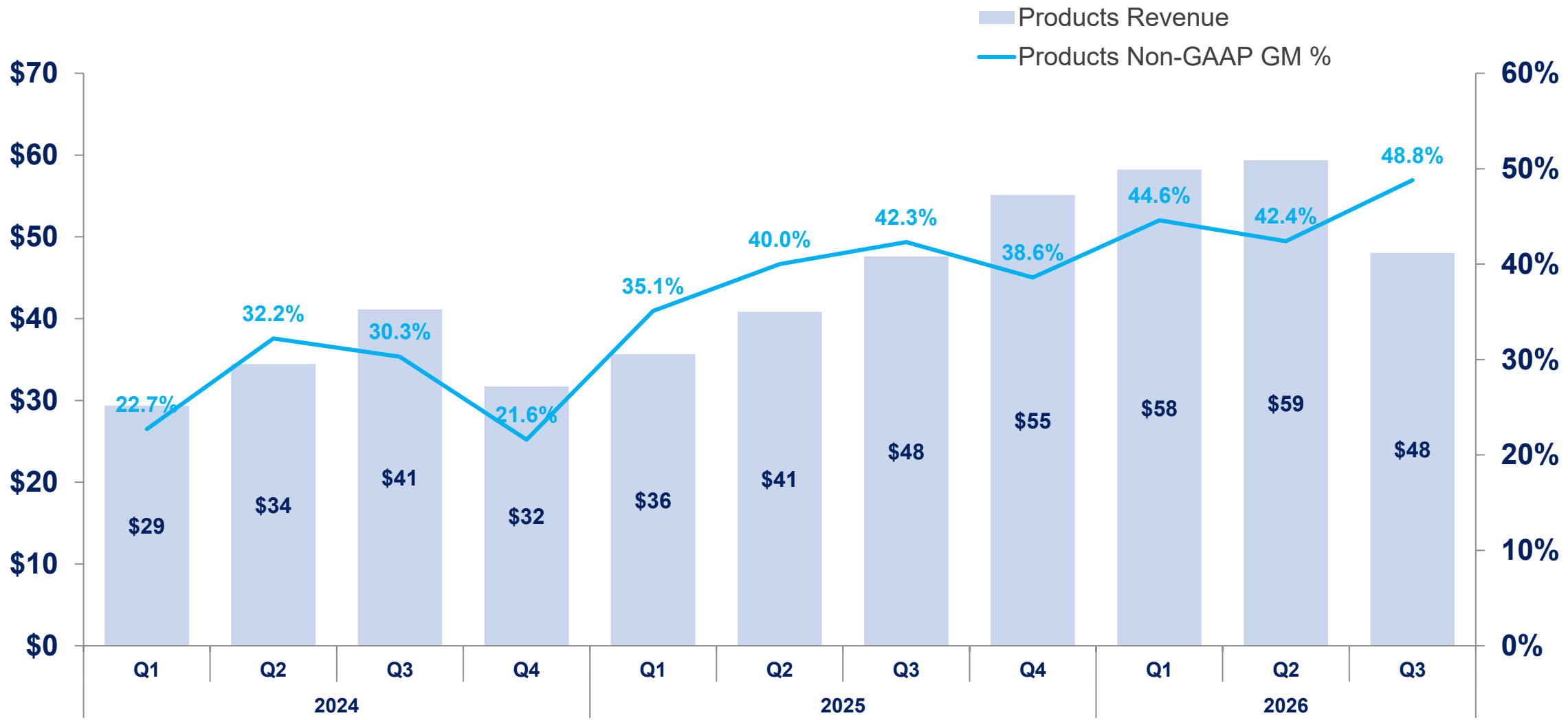
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* See Appendix for reconciliation to most directly comparable GAAP measure

Gross Margin | Products Gross Margin Trends

Products Revenue & Non-GAAP Product Gross Margin – Quarterly

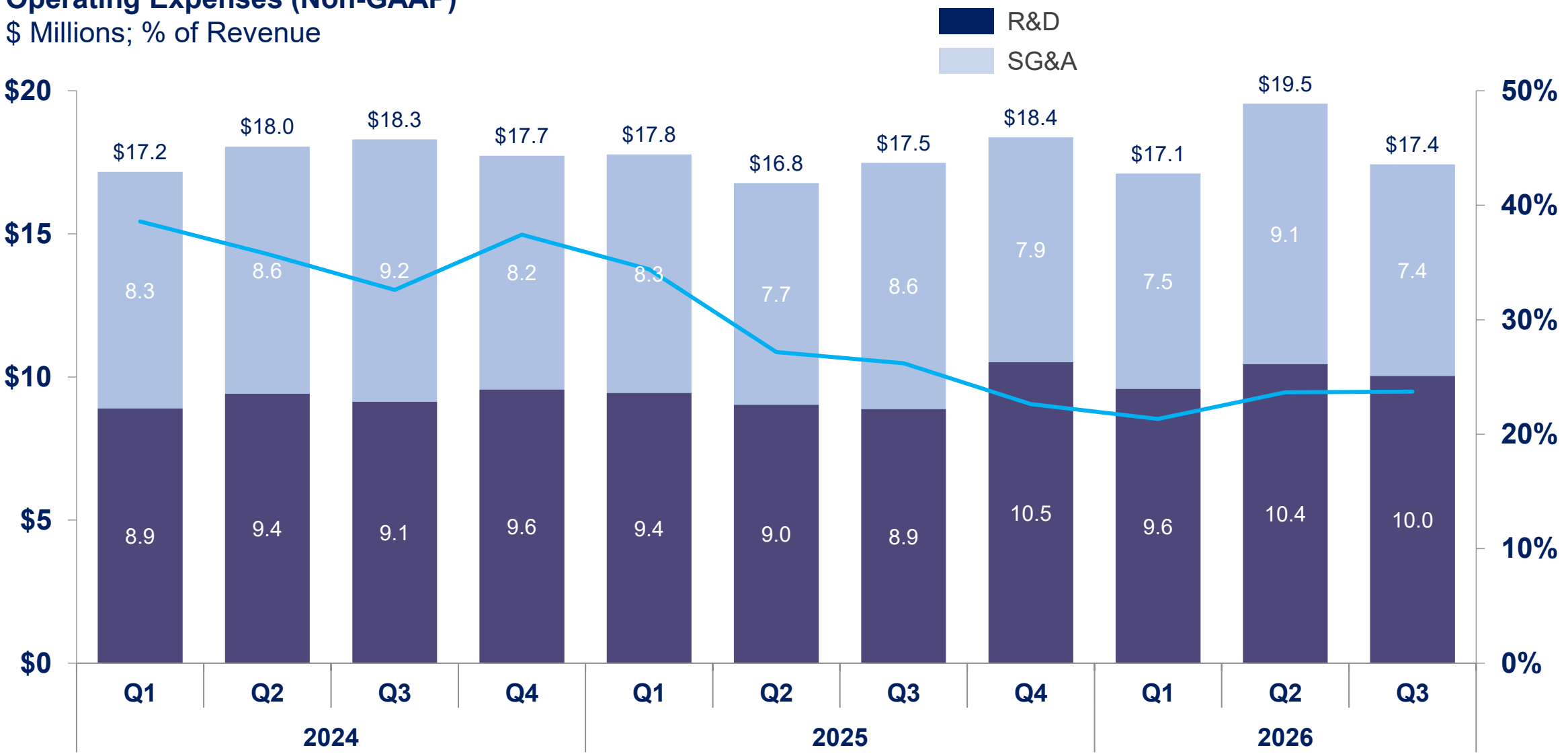
$ Millions; % of Revenue



Operating Expenses | Operating Expense Trends

Operating Expenses (Non-GAAP)

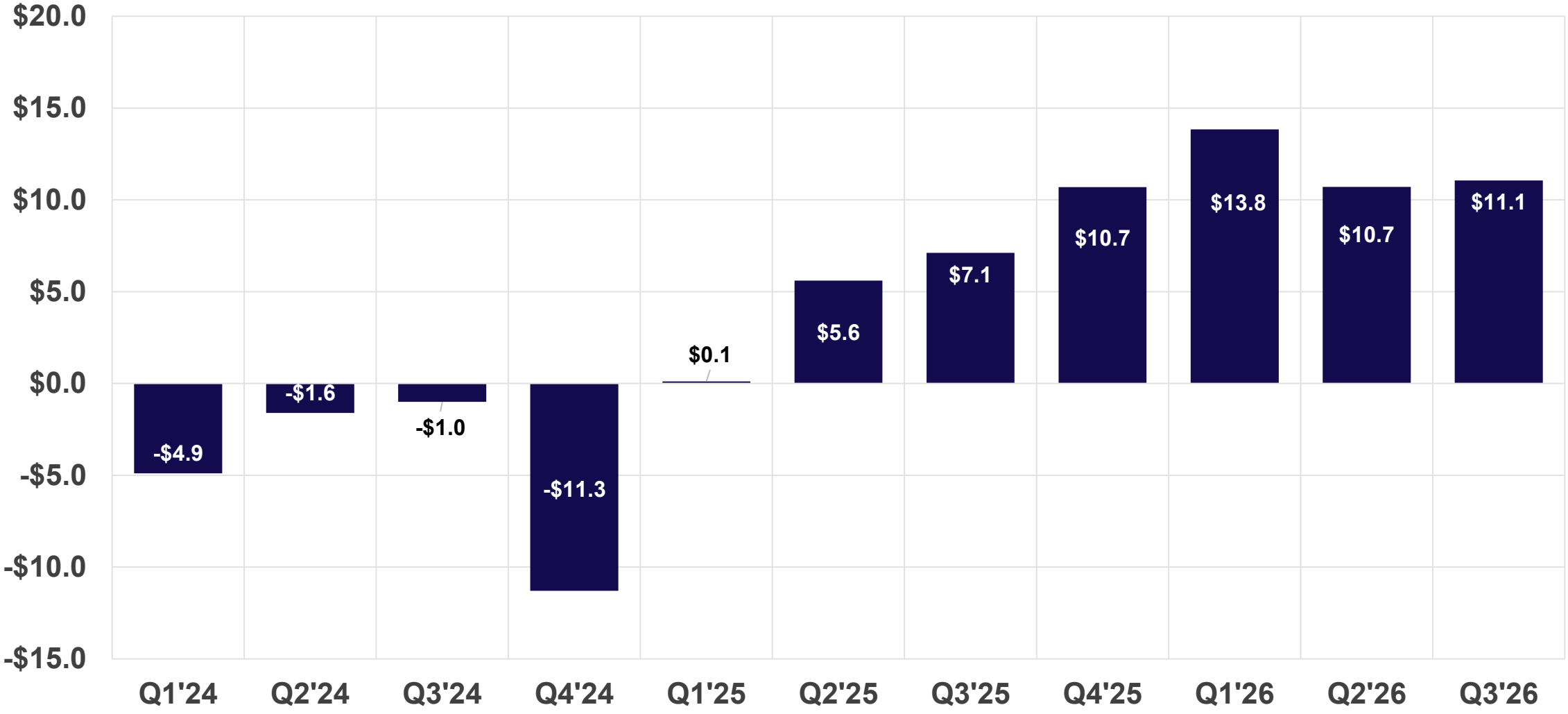
$ Millions; % of Revenue



Note: Excluding stock-based compensation expense, amortization of purchased intangibles and acquisition and integration-related costs. See Appendix for a reconciliation to GAAP operating expenses.

Adjusted EBITDA | Quarterly Trends

Adjusted EBITDA
$ millions



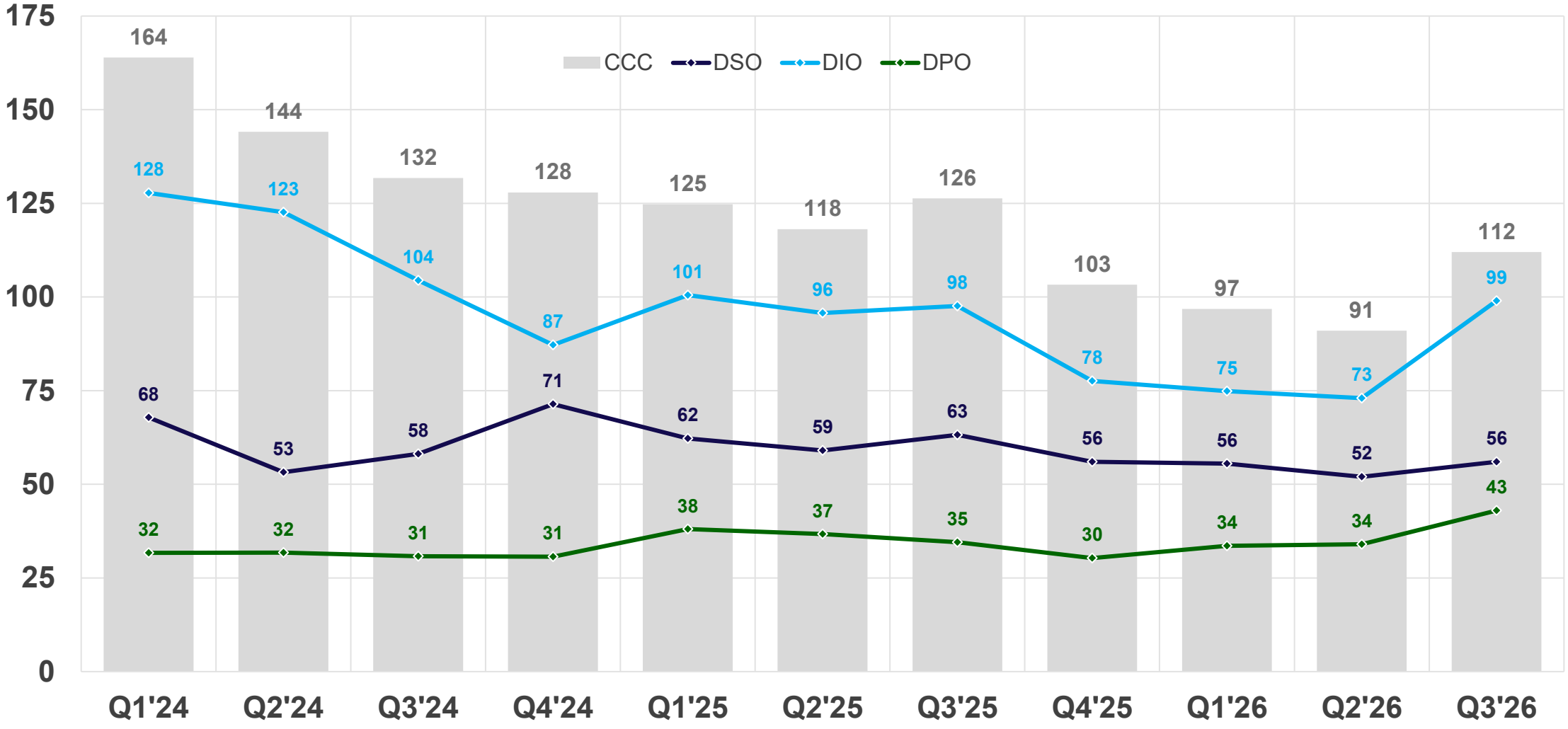
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Note: Excluding stock-based compensation expense, amortization of purchased intangibles and acquisition and integration-related costs. See Appendix for a reconciliation to GAAP operating expenses.

Cash Flow Conversion | Working Capital Trends

Working Capital Metrics

Days

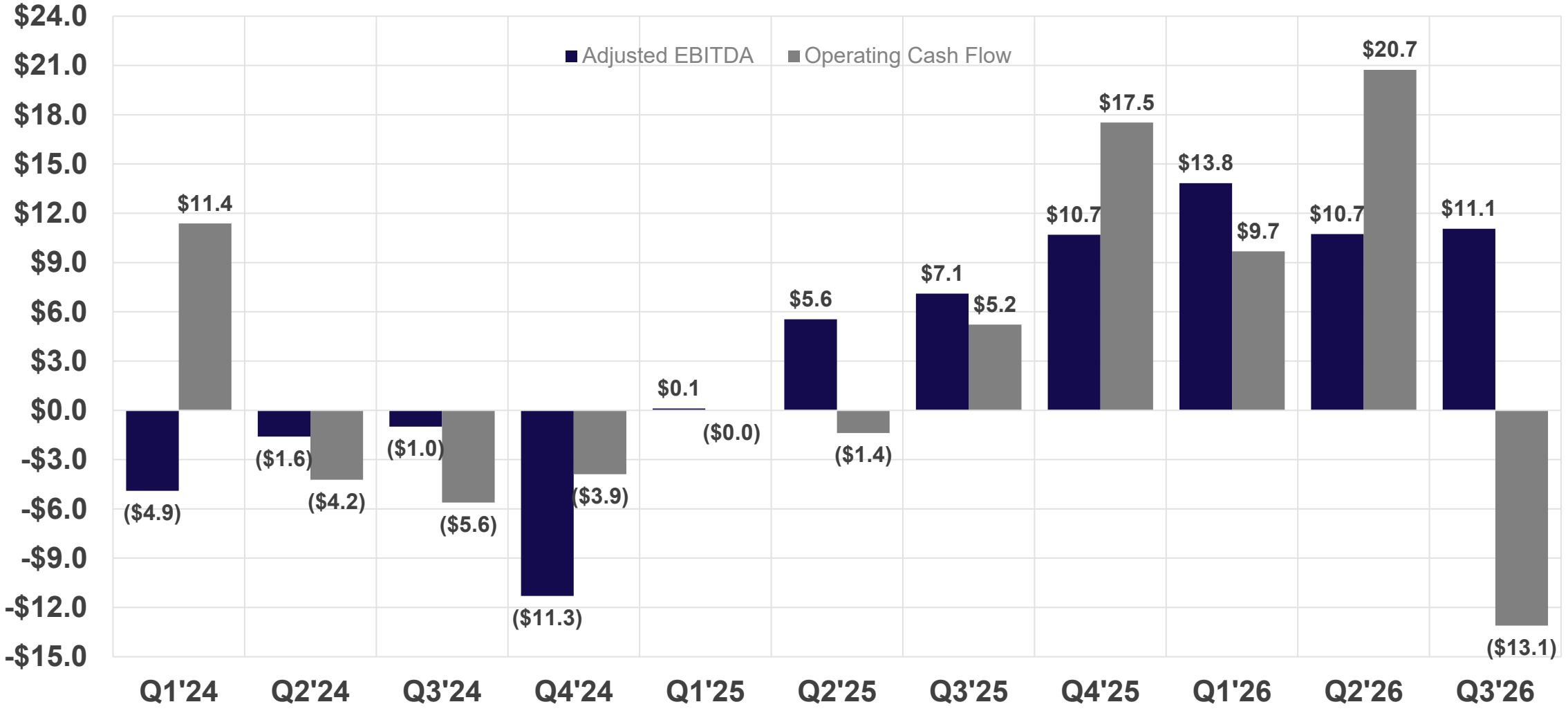


Note: Excluding stock-based compensation expense, amortization of purchased intangibles and acquisition and integration-related costs. See Appendix for a reconciliation to GAAP operating expenses.

Operating Cash Flow | Adjusted EBITDA and Operating Cash Trends

Operating Cash Flow and Adjusted EBITDA

$ in millions



Note: Excluding stock-based compensation expense, amortization of purchased intangibles and acquisition and integration-related costs. See Appendix for a reconciliation to GAAP operating expenses.

Outlook | Q4 2026

- **Q4 2026 Revenues of $84 million to $90 million; midpoint of $87 million**
  - Products: $63 million at midpoint
    - Due to ongoing supply chain challenges, Q4 2026 product revenue guidance EXCLUDES approximately $15 million that nLIGHT would have expected to ship in the 4th quarter of 2026 but is now expected to be delivered in the first half of 2027
    - Supply has improved to where nLIGHT expects to be able to ship to demand in the 4th quarter but does not expect to be able to deliver the 'pent-up' demand that was deferred from the 3rd quarter until 1H27
  - Advanced Development: $24 million at midpoint

- **Q4 2026 Gross Margin of 30% to 36%**
  - Products: 40% to 46%
  - Advanced Development: ~8%

- **Q4 2026 Adjusted EBITDA of $12 million to $18 million**

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* We have not reconciled our outlook for Adjusted EBITDA because unrealized and realized foreign exchange gains and losses cannot be reasonably calculated or predicted nor can the probable significance be determined at this time. Accordingly, a reconciliation is not available without unreasonable effort.


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Appendix

Supplemental Information | Revenue & Gross Margin

nLight, Inc. (in thousands, except per share data)	2024					2025					2026			
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	9 mo.
Revenue:														
Products	$ 29,370	$ 34,458	$ 41,132	$ 31,699	**$ 136,659**	$ 35,678	$ 40,824	$ 47,608	$ 55,126	**$ 179,236**	$ 58,202	$ 59,363	$ 48,047	**$ 165,612**
Development	15,157	16,053	14,997	15,682	**61,889**	15,990	20,911	19,134	26,059	**82,094**	21,979	23,228	25,716	**70,923**
Total revenue	44,527	50,511	56,129	47,381	**198,548**	51,668	61,735	66,742	81,185	**261,330**	80,181	82,591	73,763	**236,535**
Cost of revenue:														
Products	23,231	24,011	29,286	31,475	**108,003**	23,724	25,105	28,086	34,539	**111,454**	32,810	34,929	25,289	**93,028**
Development	13,808	14,650	14,293	14,775	**57,526**	14,145	18,173	17,903	21,692	**71,913**	20,858	21,937	24,043	**66,838**
Total cost of revenue	37,039	38,661	43,579	46,250	**165,529**	37,869	43,278	45,989	56,231	**183,367**	53,668	56,866	49,332	**159,866**
Gross profit:														
Products	6,139	10,447	11,846	224	**28,656**	11,954	15,719	19,522	20,587	**67,782**	25,392	24,434	22,758	**72,584**
Development	1,349	1,403	704	907	**4,363**	1,845	2,738	1,231	4,367	**10,181**	1,121	1,291	1,673	**4,085**
Total gross profit	7,488	11,850	12,550	1,131	**33,019**	13,799	18,457	20,753	24,954	**77,963**	26,513	25,725	24,431	**76,669**
Gross margin:														
Products	20.9 %	30.3 %	28.8 %	0.7 %	**21.0 %**	33.5 %	38.5 %	41.0 %	37.3 %	**37.8 %**	43.6 %	41.2 %	47.4 %	**43.8 %**
Development	8.9 %	8.7 %	4.7 %	5.8 %	**7.0 %**	11.5 %	13.1 %	6.4 %	16.8 %	**12.4 %**	5.1 %	5.6 %	6.5 %	**5.8 %**
Total gross margin	16.8 %	23.5 %	22.4 %	2.4 %	**16.6 %**	26.7 %	29.9 %	31.1 %	30.7 %	**29.8 %**	33.1 %	31.1 %	33.1 %	**32.4 %**

GAAP to Non-GAAP Reconciliation | Gross Margin

nLight, Inc. (in thousands, except per share data)	2026											
	Q1			Q2			Q3			9 mo.		
	Products	Development	Total	Products	Development	Total	Products	Development	Total	Products	Development	Total
Revenue	58,202	21,979	80,181	59,363	23,228	82,591	48,047	25,716	73,763	165,612	70,923	236,535
Cost of revenue	(32,810)	(20,858)	(53,668)	(34,929)	(21,937)	(56,866)	(25,289)	(24,043)	(49,332)	(93,028)	(66,838)	(159,866)
Gross profit	25,392	1,121	26,513	24,434	1,291	25,725	22,758	1,673	24,431	72,584	4,085	76,669
Non-GAAP adjustments:												
Share-based compensation	590	464	1,054	762	455	1,217	687	469	1,156	2,039	1,388	3,427
Other	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP gross profit	25,982	1,585	27,567	25,196	1,746	26,942	23,445	2,142	25,587	74,623	5,473	80,096
Gross margin	43.6%	5.1%	33.1%	41.2%	5.6%	31.1%	47.4%	6.5%	33.1%	43.8%	5.8%	32.4%
Non-GAAP gross margin	44.6%	7.2%	34.4%	42.4%	7.5%	32.6%	48.8%	8.3%	34.7%	45.1%	7.7%	33.9%

nLight, Inc. (in thousands, except per share data)	2025														
	Q1			Q2			Q3			Q4			Total		
	Products	Development	Total	Products	Development	Total	Products	Development	Total	Products	Development	Total	Products	Development	Total
Revenue	$ 35,678	$ 15,990	$ 51,668	$ 40,824	$ 20,911	$ 61,735	$ 47,608	$ 19,134	$ 66,742	$ 55,126	$ 26,059	$ 81,185	$ 179,236	$ 82,094	$ 261,330
Cost of revenue	(23,724)	(14,145)	(37,869)	(25,105)	(18,173)	(43,278)	(28,086)	(17,903)	(45,989)	(34,539)	(21,692)	(56,231)	(111,454)	(71,913)	(183,367)
Gross profit	11,954	1,845	13,799	15,719	2,738	18,457	19,522	1,231	20,753	20,587	4,367	24,954	67,782	10,181	77,963
Non-GAAP adjustments:															
Share-based compensation	570	-	570	598	-	598	615	-	615	687	-	687	2,470	-	2,470
Non-GAAP gross profit	12,524	1,845	14,369	16,317	2,738	19,055	20,137	1,231	21,368	21,274	4,367	25,641	70,252	10,181	80,433
Gross margin	33.5%	11.5%	26.7%	38.5%	13.1%	29.9%	41.0%	6.4%	31.1%	37.3%	16.8%	30.7%	37.8%	12.4%	29.8%
Non-GAAP gross margin	35.1%	11.5%	27.8%	40.0%	13.1%	30.9%	42.3%	6.4%	32.0%	38.6%	16.8%	31.6%	39.2%	12.4%	30.8%

GAAP to Non-GAAP Reconciliation | Gross Margin (cont'd)

nLight, Inc. (in thousands, except per share data)	2024														
	Q1			Q2			Q3			Q4			Total		
	Products	Development	Total	Products	Development	Total	Products	Development	Total	Products	Development	Total	Products	Development	Total
Revenue	29,370	15,157	44,527	34,458	16,053	50,511	41,132	14,997	56,129	31,699	15,682	47,381	136,659	61,889	198,548
Cost of revenue	(23,231)	(13,808)	(37,039)	(24,011)	(14,650)	(38,661)	(29,286)	(14,293)	(43,579)	(31,475)	(14,775)	(46,250)	(108,003)	(57,526)	(165,529)
Gross profit	6,139	1,349	7,488	10,447	1,403	11,850	11,846	704	12,550	224	907	1,131	28,656	4,363	33,019
Non-GAAP adjustments:															
Share-based compensation	541	-	541	659	-	659	629	-	629	609	-	609	2,438	-	2,438
Non-GAAP gross profit	6,680	1,349	8,029	11,106	1,403	12,509	12,475	704	13,179	833	907	1,740	31,094	4,363	35,457
Gross margin	20.9%	8.9%	16.8%	30.3%	8.7%	23.5%	28.8%	4.7%	22.4%	0.7%	5.8%	2.4%	21.0%	7.0%	16.6%
Non-GAAP gross margin	22.7%	8.9%	18.0%	32.2%	8.7%	24.8%	30.3%	4.7%	23.5%	2.6%	5.8%	3.7%	22.8%	7.0%	17.9%

GAAP to Non-GAAP Reconciliation | Operating Expenses

nLight, Inc. (in thousands, except per share data)	2024					2025					2026			
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	9 mo.
R&D expense (GAAP)	$ 10,659	$ 11,736	$ 11,328	$ 11,384	$ 45,107	$ 11,374	$ 11,012	$ 11,534	$ 14,052	$ 47,972	$ 11,846	$ 13,130	$ 12,535	$ 37,511
Non-GAAP adjustments:														
Stock-based compensation in R&D	(1,613)	(2,175)	(2,046)	(1,671)	(7,505)	(1,784)	(1,834)	(2,560)	(3,103)	(9,281)	(2,261)	(2,682)	(2,496)	(7,439)
Amortization of purchased intangibles	(149)	(148)	(149)	(148)	(594)	(149)	(148)	(100)	(436)	(833)	-	-	-	-
Non-GAAP R&D expense	**$ 8,897**	**$ 9,413**	**$ 9,133**	**$ 9,565**	**$ 37,008**	**$ 9,441**	**$ 9,030**	**$ 8,874**	**$ 10,513**	**$ 37,858**	**$ 9,585**	**$ 10,448**	**$ 10,039**	**$ 30,072**
SG&A expense (GAAP)	11,547	12,804	13,021	11,885	49,257	12,035	11,681	14,785	15,692	54,193	15,091	16,162	13,653	44,906
Non-GAAP adjustments:														
Stock-based compensation in SG&A	(3,277)	(4,169)	(3,852)	(3,720)	(15,018)	(3,702)	(3,939)	(6,187)	(7,832)	(21,660)	(7,571)	(7,064)	(6,263)	(20,898)
Acqusition and integration costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP SG&A expense	**$ 8,270**	**$ 8,635**	**$ 9,169**	**$ 8,165**	**$ 34,239**	**$ 8,333**	**$ 7,742**	**$ 8,598**	**$ 7,860**	**$ 32,533**	**$ 7,520**	**$ 9,098**	**$ 7,390**	**$ 24,008**

GAAP to Non-GAAP Reconciliation | Adjusted EBITDA, Net Income and EPS

nLight, Inc.	2024					2025					2026			
(in thousands, except per share data)	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	9 mo.
Stock-based compensation included in following:														
Cost of revenues	$ 541	$ 659	$ 629	$ 609	**$ 2,438**	$ 570	$ 598	$ 615	$ 687	**$ 2,470**	$ 1,054	$ 1,217	$ 1,156	**$ 3,427**
Research and development	1,613	2,175	2,046	1,671	**7,505**	1,784	1,834	2,560	3,103	**9,281**	2,261	2,682	2,496	**7,439**
Sales, general, and administrative	3,277	4,169	3,852	3,720	**15,018**	3,702	3,939	6,187	7,832	**21,660**	7,571	7,064	6,263	**20,898**
Total stock-based compensation	$ 5,431	$ 7,003	$ 6,527	$ 6,000	**$ 24,961**	$ 6,056	$ 6,371	$ 9,362	$ 11,622	**$ 33,411**	$ 10,886	$ 10,963	$ 9,915	**$ 31,764**

nLight, Inc.	2024					2025					2025			
(in thousands, except per share data)	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	9 mo.
Net income (loss)	$ (13,766)	$ (11,729)	$ (10,335)	$ (24,962)	**$ (60,792)**	$ (8,093)	$ (3,591)	$ (6,874)	$ (4,909)	**$ (23,467)**	$ 645	$ (1,339)	$ (7,176)	**$ (7,870)**
Adjustments:														
Income tax expense (benefit)	144	120	261	(601)	**(76)**	137	17	273	272	**699**	53	75	316	**444**
Other (income) expense	(641)	(622)	(1,331)	(506)	**(3,100)**	(14)	58	64	(68)	**40**	(155)	(33)	72	**(116)**
Interest (income)	(475)	(479)	(421)	(398)	**(1,773)**	(1,688)	(1,108)	(1,079)	(1,031)	**(4,906)**	(1,562)	(2,474)	(2,456)	**(6,492)**
Interest expense	20	20	27	38	**105**	48	388	317	331	**1,084**	300	204	25	**529**
Depreciation and amortization	4,393	4,088	4,278	4,837	**17,596**	3,670	3,415	3,313	3,859	**14,257**	3,369	3,335	2,892	**9,596**
Stock-based compensation	5,431	7,003	6,527	6,000	**24,961**	6,056	6,371	9,362	11,622	**33,411**	10,886	10,963	9,915	**31,764**
Restructuring charges	-	-	-	4,291	**4,291**	-	-	1,733	615	**2,348**	295	-	7,462	**7,757**
Acquisition and integration-related costs	-	-	-	-	**-**	-	-	-	-	**-**	-	-	-	**-**
Adjusted EBITDA	$ (4,894)	$ (1,599)	$ (994)	$ (11,301)	**$ (18,788)**	$ 116	$ 5,550	$ 7,109	$ 10,691	**$ 23,466**	$ 13,831	$ 10,731	$ 11,050	**$ 35,612**
Net income (loss)	$ (13,766)	$ (11,729)	$ (10,335)	$ (24,962)	**$ (60,792)**	$ (8,093)	$ (3,591)	$ (6,874)	$ (4,909)	**$ (23,467)**	$ 645	$ (1,339)	$ (7,176)	**$ (7,870)**
Add back:														
Stock-based compensation [1]	5,431	7,003	6,527	6,000	**24,961**	6,056	6,371	9,362	11,622	**33,411**	10,886	10,963	9,915	**31,764**
Valuation allowance on foreign deferred tax assets	-				**-**	-	-	-	-	**-**	-	-	-	**-**
Acquisition and integration-related costs	-				**-**	-	-	-	-	**-**	-	-	-	**-**
Amortization of purchased intangibles	149	148	149	148	**594**	149	148	100	436	**833**	-	-	-	**-**
Restructuring charges	-	-	-	4,291	**4,291**	-	-	1,733	615	**2,348**	295	-	7,462	**7,757**
Non-GAAP net income (loss)	$ (8,186)	$ (4,578)	$ (3,659)	$ (14,523)	**$ (30,946)**	$ (1,888)	$ 2,928	$ 4,321	$ 7,764	**$ 13,125**	$ 11,826	$ 9,624	$ 10,201	**$ 31,651**
GAAP weighted-average shares outstanding	47,242	47,658	48,133	48,557	**47,900**	49,093	49,581	50,288	50,931	**49,979**	54,121	56,983	57,895	**56,346**
Assumed conversion of convertible preferred stock to common stock	-	-	-	-	**-**	-	-	-	-	**-**	-	-	-	**-**
Participating securities	-	-	-	-	**-**	-	-	-	-	**-**	-	-	-	**-**
Non-GAAP weighted-average number of shares, basic	47,242	47,658	48,133	48,557	**47,900**	49,093	49,581	50,288	50,931	**49,979**	54,121	56,983	57,895	**56,346**
Dilutive effect of common stock equivalents	-	-	-	-	**-**	-	1,573	4,139	4,587	**3,702**	5,854	5,325	4,259	**5,180**
Non-GAAP weighted-average number of shares, diluted	47,242	47,658	48,133	48,557	**47,900**	49,093	51,154	54,427	55,518	**53,681**	59,975	62,308	62,154	**61,526**
Non-GAAP net income (loss) per share, basic	$ (0.17)	$ (0.10)	$ (0.08)	$ (0.30)	**$ (0.65)**	$ (0.04)	$ 0.06	$ 0.09	$ 0.15	**$ 0.26**	$ 0.22	$ 0.17	$ 0.18	**$ 0.56**
Non-GAAP net income (loss) per share, diluted	(0.17)	(0.10)	(0.08)	(0.30)	**(0.65)**	(0.04)	0.06	0.08	0.14	**0.24**	0.20	0.15	0.16	**0.51**

(1) There is no income tax effect related to the stock-based compensation, acquisition and integration-related costs, and amortization of purchased intangibles adjustments due to the full valuation allowance in the U.S.

Supplemental Information | Key Revenue Metrics

nLight, Inc. (in thousands, except per share data)	2024					2025					2026			
	Q1	Q2	Q3	Q4	FY 2024	Q1	Q2	Q3	Q4	FY 2025	Q1	Q2	Q3	9 mo.
Revenues by end market														
Defense and Space	$ 21,745	$ 27,390	$ 30,278	$ 30,127	**$ 109,540**	$ 32,706	$ 40,695	$ 45,554	$ 56,298	**$ 175,253**	$ 55,127	$ 57,298	$ 52,460	**$ 164,885**
Advanced Manufacturing	22,782	23,121	25,851	17,254	**89,008**	18,962	21,040	21,188	24,887	**86,077**	25,054	25,293	21,303	**71,650**
Total revenues	44,527	50,511	56,129	47,381	**198,548**	51,668	61,735	66,742	81,185	**261,330**	80,181	82,591	73,763	**236,535**
Defense and Space as % of total	49 %	54 %	54 %	64 %	**55 %**	63 %	66 %	68 %	69 %	**67 %**	69 %	69 %	71 %	**70 %**
Advanced Manufacturing as % of total	51 %	46 %	46 %	36 %	**45 %**	37 %	34 %	32 %	31 %	**33 %**	31 %	31 %	29 %	**30 %**
Revenues by geography														
North America	$ 28,724	$ 35,640	$ 36,332	$ 32,116	**$ 132,812**	$ 36,085	$ 45,171	$ 46,682	$ 57,682	**$ 185,620**	$ 59,255	$ 59,498	$ 52,122	**$ 170,875**
Asia Pacific	10,034	9,077	11,211	7,815	**38,137**	9,128	8,662	9,280	11,352	**38,422**	11,872	9,186	9,696	**30,754**
EMEA	5,769	5,794	8,586	7,450	**27,599**	6,455	7,902	10,780	12,151	**37,288**	9,054	13,907	11,945	**34,906**
Total revenues	44,527	50,511	56,129	47,381	**198,548**	51,668	61,735	66,742	81,185	**261,330**	80,181	82,591	73,763	**236,535**
North America as % of total	65 %	71 %	65 %	68 %	**67 %**	70 %	73 %	70 %	71 %	**71 %**	74 %	72 %	71 %	**72 %**
Asia Pacific as % of total	23 %	18 %	20 %	16 %	**19 %**	18 %	14 %	14 %	14 %	**15 %**	15 %	11 %	13 %	**13 %**
EMEA as % of total	13 %	11 %	15 %	16 %	**14 %**	12 %	13 %	16 %	15 %	**14 %**	11 %	17 %	16 %	**15 %**

Note: Percentages may not total to 100 due to rounding.