



## Gross Profit 2016 - Q1 2019

	2019					2018				2017				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
(in thousands)																	
<b>Total revenue</b>	\$ 30,111	\$ 32,325	\$ 28,963	\$ 26,428	\$ 25,248	\$ 27,745	\$ 24,747	\$ 23,912	\$ 25,533	\$ 25,084	\$ 22,191	\$ 28,168	\$ 29,003				
<b>Total cost of sales</b>	13,121	13,514	13,141	12,840	11,820	13,458	12,564	11,963	11,969	11,239	10,299	12,487	11,985				
<b>Gross profit</b>	<b>\$ 16,990</b>	<b>\$ 18,811</b>	<b>\$ 15,822</b>	<b>\$ 13,588</b>	<b>\$ 13,428</b>	<b>\$ 14,287</b>	<b>\$ 12,183</b>	<b>\$ 11,949</b>	<b>\$ 13,564</b>	<b>\$ 13,845</b>	<b>\$ 11,892</b>	<b>\$ 15,681</b>	<b>\$ 17,018</b>				
<b>Gross profit percentage</b>	56.4%	58.2%	54.6%	51.4%	53.2%	51.5%	49.2%	50.0%	53.1%	55.2%	53.6%	55.7%	58.7%				
<b>GAAP to Non-GAAP reconciliation - Gross profit</b>																	
<b>Gross profit (GAAP)</b>	\$ 16,990	\$ 18,811	\$ 15,822	\$ 13,588	\$ 13,428	\$ 14,287	\$ 12,183	\$ 11,949	\$ 13,564	\$ 13,845	\$ 11,892	\$ 15,681	\$ 17,018				
Amortization of developed technology	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800	2,800				
Depreciation and amortization	453	488	472	509	510	538	533	543	551	554	569	549	539				
Stock-based compensation expense	127	303	125	221	204	223	285	229	340	294	337	338	378				
<b>Gross profit (Non-GAAP)</b>	<b>\$ 20,370</b>	<b>\$ 22,402</b>	<b>\$ 19,219</b>	<b>\$ 17,118</b>	<b>\$ 16,942</b>	<b>\$ 17,848</b>	<b>\$ 15,801</b>	<b>\$ 15,521</b>	<b>\$ 17,255</b>	<b>\$ 17,493</b>	<b>\$ 15,598</b>	<b>\$ 19,368</b>	<b>\$ 20,735</b>				
<b>Gross margin (GAAP)</b>	56.4%	58.2%	54.6%	51.4%	53.2%	51.5%	49.2%	50.0%	53.1%	55.2%	53.6%	55.7%	58.7%				
<b>Gross margin (Non-GAAP)</b>	67.7%	69.3%	66.4%	64.8%	67.1%	64.3%	63.9%	64.9%	67.6%	69.7%	70.3%	68.8%	71.5%				