

Third Quarter FY26 Financial Results

Nasdaq: PENG

July 7, 2026

Disclaimer

This presentation and the oral communications made during the course of this presentation contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, Section 21E of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995 that are not historical in nature, that are predictive or that depend upon or refer to future events or conditions. These statements may include, but are not limited to, statements concerning or regarding future events and the future financial and operating performance of Penguin Solutions, Inc., a Delaware corporation (“Penguin Solutions,” “we,” “us,” or “our”); statements regarding the extent and timing of and expectations regarding Penguin Solutions’ future net sales, sales mix, profitability and expenses and customer demand; statements regarding Penguin Solutions’ strategic transformation, business momentum, and evolving leadership position; statements regarding AI-related demand, customer pipeline, market opportunities, and product performance; statements regarding projected demand for the fourth quarter of fiscal 2026 and beyond; statements regarding long-term effective tax rates; statements regarding existing and potential collaborations or partnerships; statements regarding the business and financial outlook for fiscal 2026; statements regarding the deployment of Penguin Solutions’ products and services; statements regarding potential stock repurchases; statements regarding Penguin Solutions’ strategic objectives and development of its services and capabilities; statements regarding industry trends, market positioning, and competitive dynamics, including statements that may be based on current conditions but imply future expectations. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as “anticipate,” “target,” “expect,” “forecast,” “estimate,” “intend,” “plan,” “potential,” “goal,” “believe,” “could,” “should” and other words of similar meaning. Forward-looking statements provide Penguin Solutions’ current expectations or forecasts of future events, circumstances, results or aspirations and are subject to a number of significant risks, uncertainties and other factors, many of which are outside of Penguin Solutions’ control, including but not limited to, global business and economic conditions, including the impact on the financial condition of Penguin Solutions’ customers, particularly in challenging macroeconomic environments, growth and demand trends in technology industries (including trends and markets related to AI), Penguin Solutions’ customer markets and various geographic regions; uncertainties in the geopolitical environment, including those related to global conflicts, such as those in the Middle East and Ukraine, and the global effects thereof on international relations, transport, and trade; the ability to manage Penguin Solutions’ cost structure; disruptions in Penguin Solutions’ operations or supply chain as a result of global pandemics, tariffs, disruptions at Penguin Solutions’ suppliers, or other factors; changes in trade regulations and tariffs or adverse developments in international trade relations and agreements; changes in currency exchange rates; overall information technology spending, including changes in customer spending on Penguin Solutions’ products and services; appropriations for government spending; the success of Penguin Solutions’ strategic initiatives including Penguin Solutions’ redomiciliation to the United States and its ability to realize the anticipated benefits thereof, rebranding and related strategy, any existing or potential collaborations and additional investments in new products and additional capacity; acquisitions of companies or technologies and the failure to successfully integrate and operate them or customers’ negative reactions to them; the failure to achieve the intended benefits of the sale of Zilia Technologies (formerly, SMART Modular Brazil) and its business; the impact of and expected timing of winding down the manufacturing and discontinuing the sale of products offered through Penguin Solutions’ Penguin Edge business; limitations on, or changes in the availability of, supply of materials and components; fluctuations in material costs; the temporary or volatile nature of pricing trends in memory or elsewhere; deterioration in customer relationships; Penguin Solutions’ dependence on a select number of customers, the timing and volume of customer orders and renewals; the impact of customer churn rates, including discounting and churn of significant customers from whom Penguin Solutions derives a significant percentage of its revenue; changes in customer demand and sales mix; production or manufacturing difficulties; competitive factors; technological changes; difficulties with, or delays in, the introduction of new products; slowing or contraction of growth in the memory market, the LED market or other markets in which we participate; changes to applicable tax regimes or rates; changes to the valuation allowance for Penguin Solutions’ deferred tax assets, including any potential inability to realize these assets in the future; prices for the end products of Penguin Solutions’ customers; strikes or labor disputes; deterioration in or loss of relations with any of Penguin Solutions’ limited number of key vendors; the inability to maintain or expand government business; potential sales of our common stock by the holder of our issued convertible preferred stock or the anticipation of such sales; the continuing availability of borrowings under revolving lines of credit or other debt arrangements and Penguin Solutions’ ability to raise capital through debt or equity financings; and including risks related to the adoption and demand for, and the development, introduction, performance, and market acceptance of, our products and services and related technologies (including those associated with AI). These and other risks, uncertainties and factors are described in greater detail under the sections titled “Risk Factors,” “Critical Accounting Estimates,” “Results of Operations,” “Quantitative and Qualitative Disclosures About Market Risk” and “Liquidity and Capital Resources” contained in the Annual Report on Form 10-K for the fiscal year ended

August 29, 2025, as updated by the risk factors, if any, contained in Penguin Solutions’ Quarterly Reports on Form 10-Q and in Penguin Solutions’ other filings with the U.S. Securities and Exchange Commission (“SEC”). Such risks, uncertainties and factors as outlined above, and in such SEC filings, could cause Penguin Solutions’ actual results to be materially different from such forward-looking statements. Accordingly, you are cautioned not to place undue reliance on any forward-looking statements.

Any forward-looking statements that we make in this presentation speak only as of the date of this presentation. Except as required by law, we do not undertake to update the forward-looking statements contained in this presentation to reflect the impact of circumstances or events that may arise after the date that the forward-looking statements were made.

Statement Regarding Use of Non-GAAP Financial Measures:

This presentation contains the following non-GAAP financial measures: non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating expenses, non-GAAP operating income, non-GAAP operating margin, non-GAAP effective tax rate, non-GAAP net income, non-GAAP weighted-average shares outstanding, non-GAAP diluted earnings per share and adjusted EBITDA. Penguin Solutions’ management uses non-GAAP measures to supplement Penguin Solutions’ financial results under GAAP. Management uses these measures to analyze its operations and make decisions as to future operational plans and believes that this supplemental non-GAAP information is useful to investors in analyzing and assessing Penguin Solutions’ past and future operating performance. These non-GAAP measures exclude certain items, such as stock-based compensation expense, amortization of acquisition-related intangible assets (consisting of amortization of developed technology, customer relationships and trademarks/trade names and backlog acquired in connection with business combinations), inventory write-off, stolen in-transit shipment, net of insurance recovery, cost of sales-related restructuring, diligence, acquisition and integration expense, redomiciliation costs, restructuring charges, (gain) loss on disposition of equity investments, (gain) loss on non-marketable equity investments, impairment of goodwill, changes in the fair value of contingent consideration, (gains) losses from changes in foreign currency exchange rates, amortization of debt issuance costs, (gain) loss on extinguishment or prepayment of debt, other infrequent or unusual items and related tax effects and other tax adjustments. While amortization of acquisition-related intangible assets is excluded, the revenues from acquired companies are reflected in Penguin Solutions’ non-GAAP measures and these intangible assets contribute to revenue generation. Management believes the presentation of operating results that exclude certain items provides useful supplemental information to investors and facilitates the analysis of Penguin Solutions’ core operating results and comparison of operating results across reporting periods. Management also uses adjusted EBITDA, which represents GAAP net income (loss), adjusted for net interest expense, income tax provision (benefit), depreciation expense and amortization of intangible assets, stock-based compensation expense, inventory write-off, stolen in-transit shipment, net of insurance recovery, cost of sales-related restructuring, diligence, acquisition and integration expense, redomiciliation costs, (gain) loss on disposition of equity investments, (gain) loss on non-marketable equity investments, impairment of goodwill, restructuring charges, loss on extinguishment of debt and other infrequent or unusual items.

Non-GAAP financial measures should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP, as they exclude important information about Penguin Solutions’ financial results, as noted above. The presentation of these adjusted amounts varies from amounts presented in accordance with GAAP and therefore may not be comparable to amounts reported by other companies. In addition, adjusted EBITDA does not purport to represent cash flow provided by, or used for, operating activities in accordance with GAAP and should not be used as a measure of liquidity. Investors are encouraged to review the “GAAP to Non-GAAP Reconciliations” in the appendix at the end of this presentation.

Penguin Solutions’ fiscal year is the 52- or 53-week period ending on the last Friday in August.

Speakers

Penguin Solutions Q3 FY26 Earnings Call

PRESENTING TODAY



Kash Shaikh

President and CEO



Nate Olmstead

SVP and CFO

AI-Driven Demand Is Growing

Built for the AI factory era

- **Evolving** into a leading AI Factory Platform Company
- **Executed** record quarterly net sales and higher-than-anticipated EPS
- **Raised** full-year net sales and EPS outlook

74%

of total Q3 FY26 net sales from AI-driven business¹

104% ↑

growth in AI-driven business net sales Q3 FY26 vs Q3 FY25

Finance Leadership Transition

As announced June 1, 2026

OUTGOING



Nate Olmstead

Chief Financial Officer

Steps down July 8, 2026

INTERIM



Aaron Johnson

Interim Chief Financial Officer

Effective July 9, 2026

VP of Finance & Accounting

16+ yrs public-company tech experience

Our Focus Areas

01 AI moves to production, agentic AI

02 Our AI Factory Platform

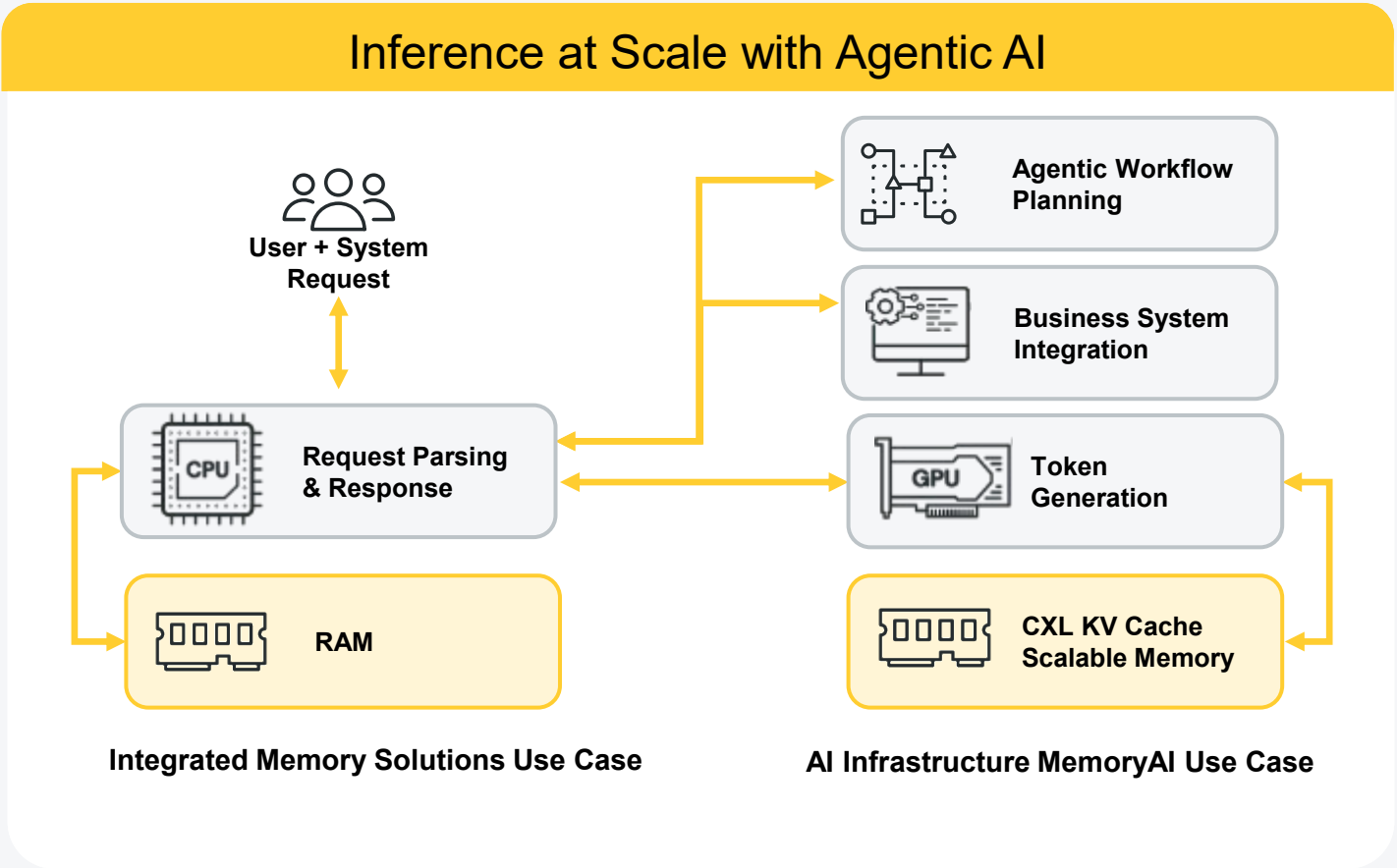
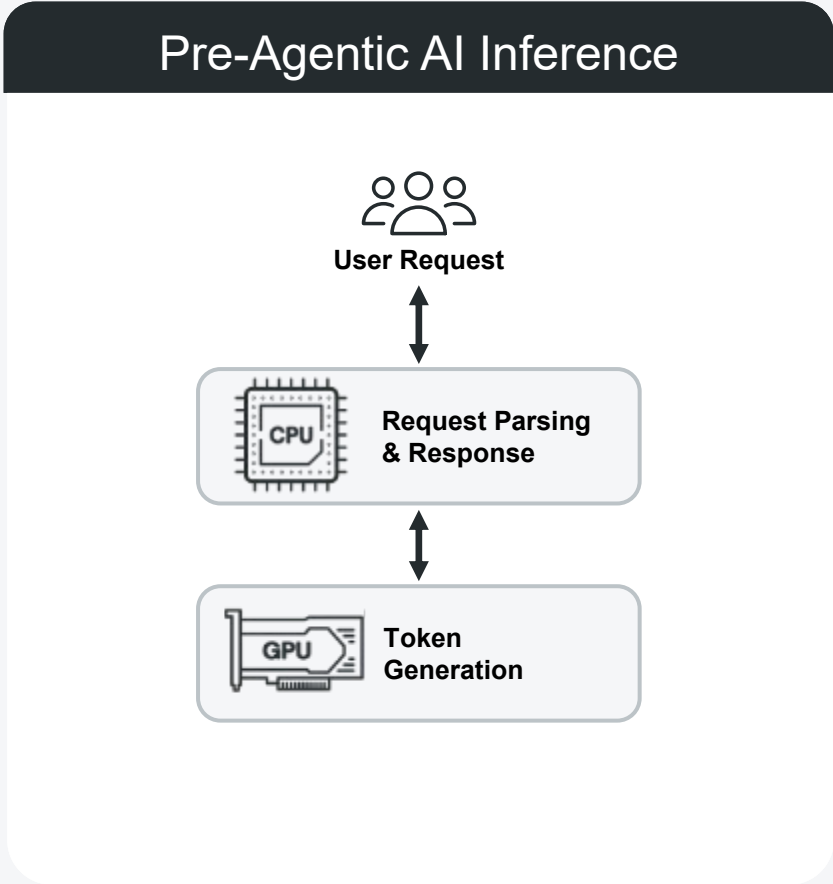
03 Customer and partner momentum

04 Go-to-market execution



AI Moving Into Production with Persistent Agentic AI Workflows

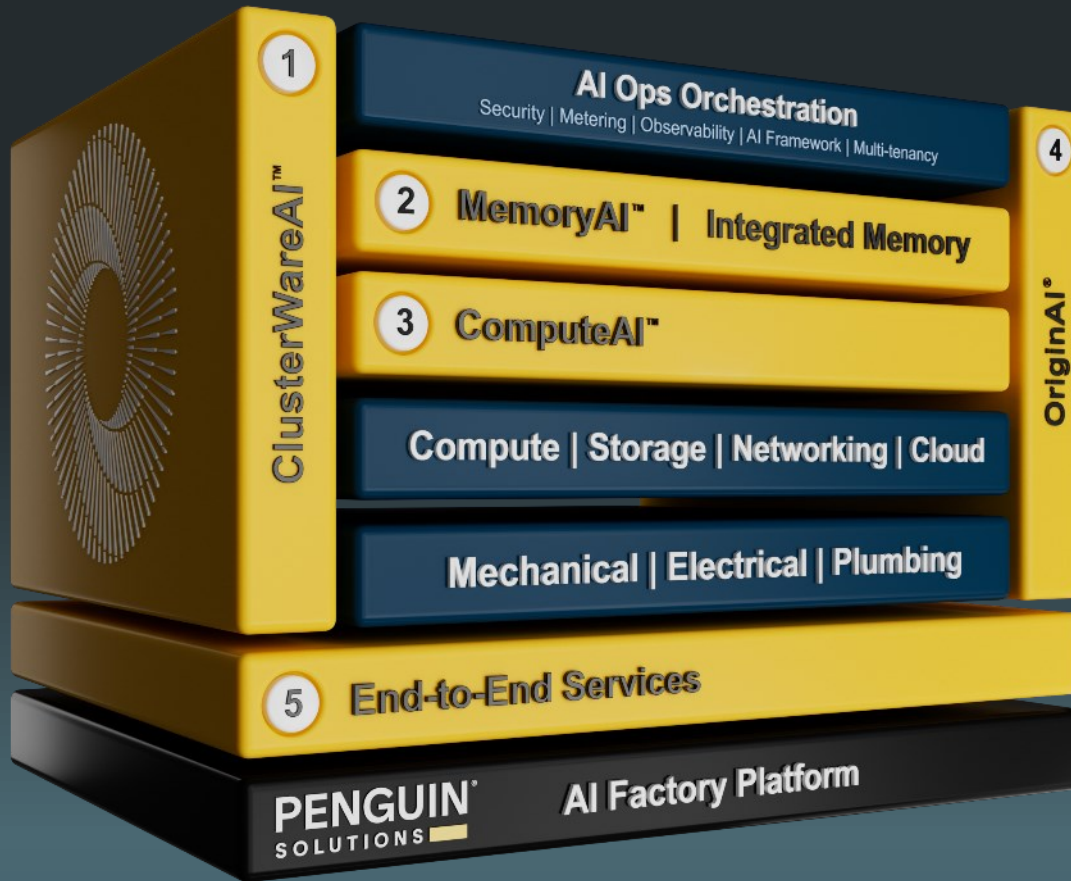
Driving increased demand for memory, general purpose compute, and networking



Full-Stack AI Factory Platform

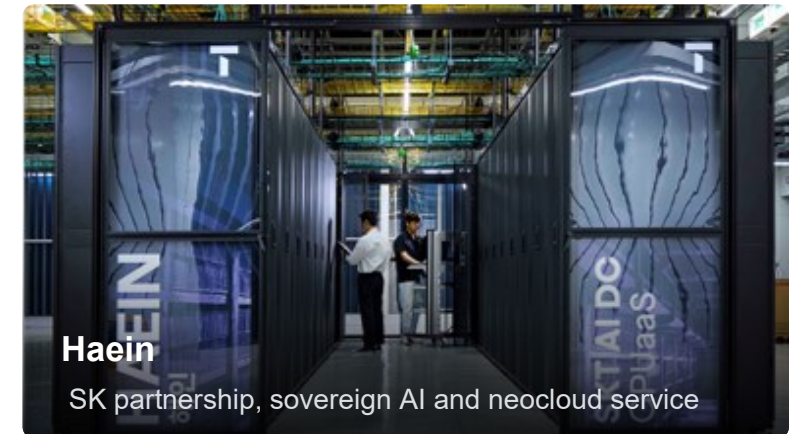
Our Full-Stack AI Factory Platform combines five core elements with industry-leading partner technologies designed to help customers confidently deploy and scale AI workloads with speed and precision.

1. **ClusterWareAI™**: AI Factory Platform operating system software
2. **MemoryAI™ and Integrated Memory**: memory solutions designed specifically for data centers and AI inference
3. **ComputeAI™**: advanced computing systems and infrastructure elements optimized for AI workloads
4. **OriginAI®**: validated AI factory reference designs and scalable full-stack AI training and inference solutions
5. **End-to-End Services**: design, build, deploy, and manage services



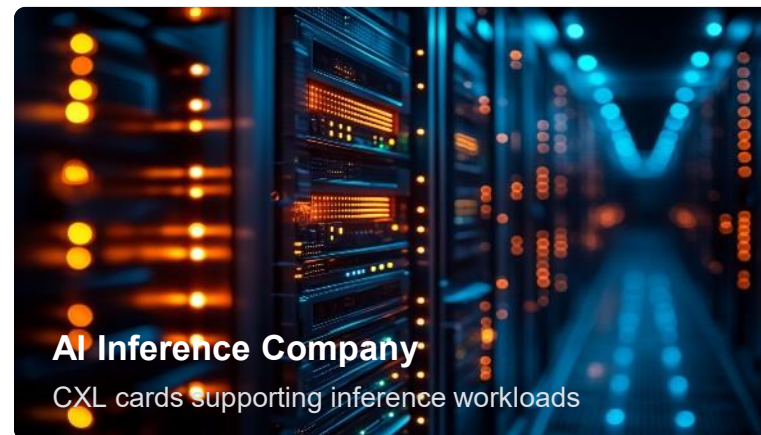
Customer and Partner Momentum

Proof points across enterprise, sovereign, and neocloud AI factories



Land & Expand Strategy

Customers broaden their relationship as they realize the value, performance, and ROI of our AI Factory Platform.



Industry-Leading Partnerships

Partner recognitions that reflect our impact



AI Factory
Specialized Partner

Elite Tier

Expertise in designing, building, deploying, and managing enterprise-scale AI factories for training, inference and agentic AI workloads.



DELLTechnologies

2026 AI Partner
of the Year

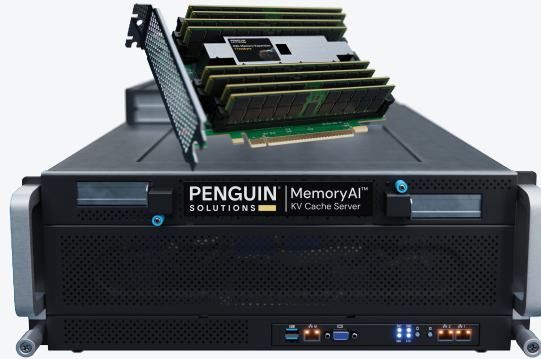
Global Alliances

For Full-Stack AI Factory Platforms, combining Penguin's proven AI infrastructure with Dell's optimized servers and storage.



Product, Operations, and Go-to-Market Execution

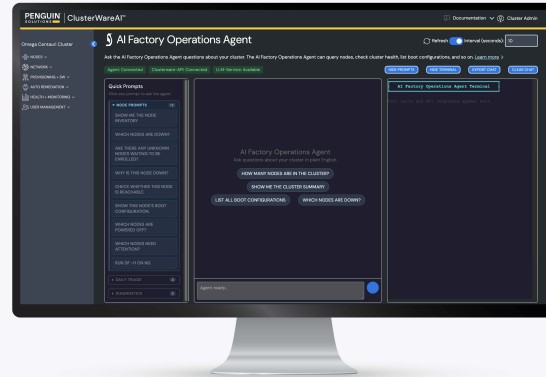
Investing where we can build durable differentiation



MemoryAI™ KV Cache Server

CXL-based KV Cache server designed to improve AI factory efficiency by enabling better token economics for inference & agentic workloads.

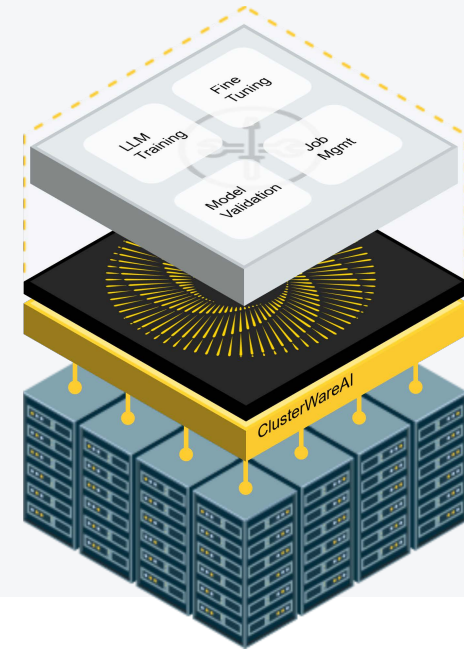
- Up to **2X** higher inference performance
- Up to **8X** lower time-to-first-token latency
- **4X–5X** more cost-effective than GPU HBM



ClusterWareAI™

Hardware-agnostic OS software that unifies GPUs, CPUs, memory and networking into a single cluster to accelerate time-to-first-token.

- Unified deployment, observability, automation, & governance
- Spans training, inference & agentic AI
- New AI Factory Operations Agent



OriginAI®

Pre-validated reference architectures that can reduce deployment complexity, risk, and accelerate time-to-first-token.

- New OriginAI inference solutions
- Built on 4B+ hours of GPU runtime experience
- 30+ years of memory & compute expertise

Q3 FY26 Highlights

Record net sales and operating income, led by AI-driven demand

Net sales

RECORD

\$479M

▲ 48% YoY ▲ 40% QoQ

Non-GAAP operating income¹

Q3 RECORD

\$64M

▲ 67% vs. Q3 last year

AI-Driven Business

Integrated Memory + non-hyperscale AI infrastructure
within Advanced Computing²

74%

of total company net sales

104%

growth vs. Q3 last year

1. Non-GAAP operating income is a non-GAAP measure. For a reconciliation to the most directly comparable financial measure prepared in accordance with GAAP, please see the appendix.
2. AI-driven business net sales reflects our two AI-driven businesses—Integrated Memory net sales and the non-hyperscale AI infrastructure portion of Advanced Computing net sales. It is presented as supplemental context to highlight AI-related demand across our existing segments.

Business Review

Advanced Computing



Net sales

STRONG

\$138M

▲ 4% YoY



Strong customer engagement across enterprise, sovereign AI, and neocloud



Customers moving from evaluation and planning toward production deployments



New deal size continues to increase, showing enterprise confidence in their AI strategies

Integrated Memory

Net sales

High Growth

\$275M

▲ 111% YoY



Strong demand across networking, telecom, and computing market segments



Favorable pricing environment



Effective supply chain execution



Memory becoming central to AI performance



Penguin's CXL Memory Expansion — 1 TB

Optimized LED



Net sales

Momentum

\$66M

▲ 7% YoY



Executing with discipline



Delivering on its innovation roadmap



Positive cash flow

Our Company Differentiation

Positioned at the Intersection of Memory & AI Infrastructure

Two booming, AI-driven demand markets

**Leader in the next phase of AI Inference
powering agentic AI with:**



CXL and MemoryAI™ KV Cache

Purpose-built memory for AI inference and third-party data center infrastructure, engineered for reliability, flexible form factors, and proven global manufacturing expertise backed by a supply chain advantage.



Full-Stack AI Factory Platform

Infrastructure software, advanced memory, compute systems, end-to-end services, and industry-leading partner solutions unified to help customers deploy and scale AI workloads with speed and precision.



Financial Review

Q3 FY26 Results

Record net sales and operating income, led by AI-driven demand

RECORD



Net Sales

\$479M

▲ Up **48%** YoY

Q3 RECORD



Non-GAAP
Operating Income

\$64M

▲ Up **67%** YoY

STRONG GROWTH



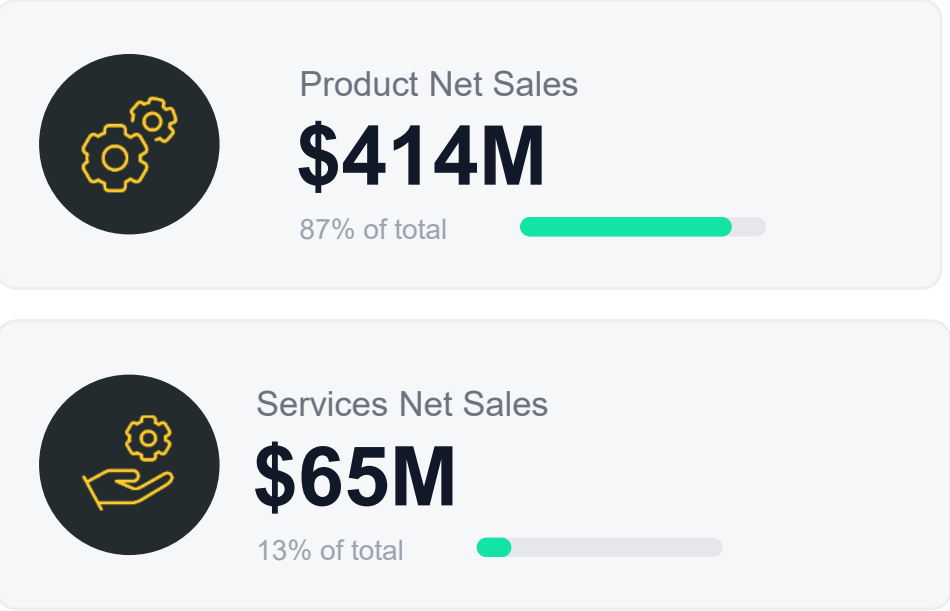
Non-GAAP
Diluted EPS

\$0.84

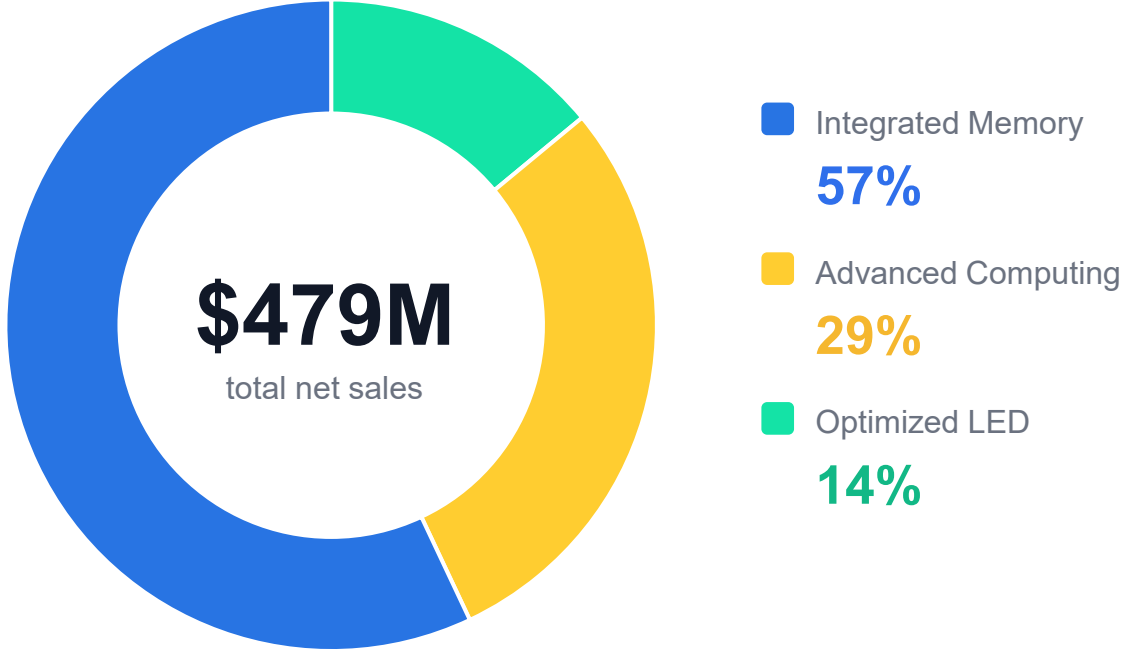
▲ Up **79%** YoY

Q3 FY26 Net Sales Detail¹

Net Sales: Product vs. Services



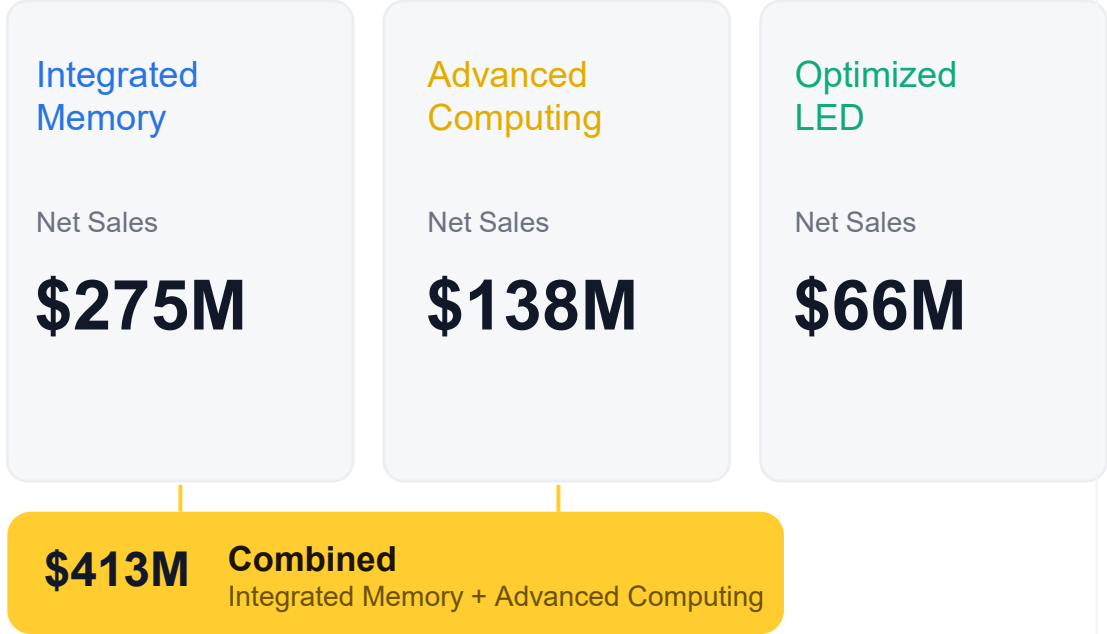
Net Sales: Business Segment



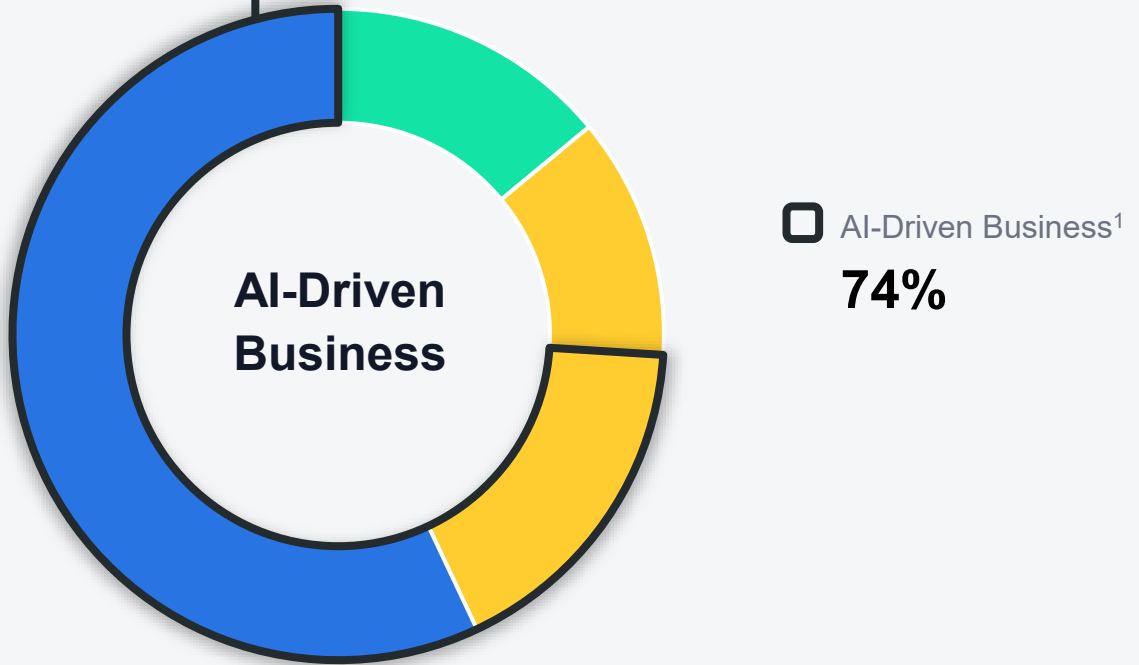
1. Summations may not compute precisely due to rounding.

AI Demand Driving Growth in Memory + AI Infrastructure

Q3 FY26 Total Company Net Sales of \$479M



AI-Driven Business Integrated Memory + Non-Hyperscale AI Infrastructure represented 74% of Q3 FY26 net sales and grew 104% versus Q3 FY25



1. AI-driven business net sales reflects our two AI-driven businesses—Integrated Memory net sales and the non-hyperscale AI infrastructure portion of Advanced Computing net sales. It is presented as supplemental context to highlight AI-related demand across our existing segments.

Operating Results¹

(\$M except per share amounts)	Q3 FY26	Q2 FY26	Q3 FY25
Net sales	\$479	\$343	\$324
Advanced Computing	\$138	\$116	\$132
Integrated Memory	\$275	\$172	\$130
Optimized LED	\$66	\$56	\$62
Non-GAAP gross profit²	\$135	\$107	\$103
Non-GAAP operating expenses²	\$70	\$62	\$64
Non-GAAP operating income²	\$64	\$45	\$38
Non-GAAP net income²	\$52	\$34	\$31
Non-GAAP diluted earnings per share²	\$0.84	\$0.52	\$0.47
Adjusted EBITDA²	\$68	\$50	\$45

1. Summations may not compute precisely due to rounding.

2. Non-GAAP gross profit, Non-GAAP operating expenses, Non-GAAP operating income, Non-GAAP net income, Non-GAAP diluted earnings per share, and Adjusted EBITDA are non-GAAP measures. For reconciliations to the most directly comparable financial measures prepared in accordance with GAAP, please see the appendix.

Q3 FY26 Balance Sheet and Cash Flow Highlights

(\$M)	Q3 FY26	Q2 FY26	Q3 FY25
Working Capital			
Net Accounts Receivable	\$704	\$371	\$293
Days Sales Outstanding	53 days	50 days	47 days
Inventory	\$498	\$322	\$184
Days of Inventory	42 days	51 days	36 days
Accounts Payable	\$736	\$401	\$272
Days Payable Outstanding	62 days	63 days	53 days
Cash Conversion Cycle	33 days	38 days	30 days
Cash Flow			
Cash, Cash Equivalents and Short-Term Investments (at period end)	\$440	\$489	\$736
Net Cash from Operating Activities from Continuing Operations	(\$75)	\$55	\$97
Capital Expenditures & Depreciation			
CapEx	\$3	\$2	\$2
Depreciation	\$5	\$5	\$5

Our Outlook

FY26 Outlook

	GAAP Outlook	Adjustments	Non-GAAP Outlook
Net sales	22% YoY Growth +/- 2%	—	22% YoY Growth +/- 2%
Gross margin	26.5% +/- 0.5%	2% (A)	28.5% +/- 0.5%
Operating expenses	\$303 million +/- \$5 million	\$(43) million (B)(C)	\$260 million +/- \$5 million
Diluted earnings per share	\$1.97 +/- \$0.05	\$0.63 (A)(B)(C)(D)(E)(F)	\$2.60 +/- \$0.05
Diluted shares	59 million	(3) million	56 million

Non-GAAP adjustments (in millions)	
(A) Stock-based compensation and amortization of acquisition-related intangibles included in cost of sales	\$ 30
(B) Stock-based compensation and amortization of acquisition-related intangibles included in R&D and SG&A	33
(C) Other operating adjustments	10
(D) Other non-operating adjustments ⁽¹⁾	(20)
(E) Estimated income tax effects	(13)
(F) Estimated effect of allocation of earnings to participating securities	(5)
	\$ 35

(1) Primarily reflects net gain associated with non-marketable equity investments.



Thank You

PENGUIN[®]
SOLUTIONS 

The AI Factory Platform Company

www.penguinsolutions.com

GAAP to Non-GAAP Reconciliations

	Three Months Ended			Nine Months Ended	
	May 29, 2026	February 27, 2026	May 30, 2025	May 29, 2026	May 30, 2025
<i>(dollars in thousands)</i>					
GAAP gross profit	\$ 133,214	\$ 93,702	\$ 95,083	\$ 323,025	\$ 297,543
Stock-based compensation expense	1,411	1,522	1,393	4,319	4,812
Amortization of acquisition-related intangibles	5,908	5,909	5,908	17,726	17,724
Inventory write-off, stolen in-transit shipment, net of insurance recovery	(5,783)	5,783	—	—	—
Cost of sales-related restructuring	—	—	369	(483)	404
Other	—	—	—	—	(200)
Non-GAAP gross profit	\$ 134,750	\$ 106,916	\$ 102,753	\$ 344,587	\$ 320,283
GAAP gross margin	27.8 %	27.3 %	29.3 %	27.7 %	28.9 %
Effect of adjustments	0.3 %	3.9 %	2.4 %	1.9 %	2.2 %
Non-GAAP gross margin	28.1 %	31.2 %	31.7 %	29.6 %	31.1 %
GAAP operating expenses	\$ 82,351	\$ 68,013	\$ 85,240	\$ 226,891	\$ 251,856
Stock-based compensation expense	(8,585)	(3,597)	(8,858)	(20,876)	(28,550)
Amortization of acquisition-related intangibles	(1,316)	(1,600)	(2,531)	(4,515)	(9,309)
Diligence, acquisition and integration expense	(1,058)	—	(296)	(1,058)	(1,696)
Redomiciliation costs	—	—	(3,702)	—	(7,304)
Impairment of goodwill	—	—	(5,294)	—	(11,373)
Restructuring charges	(963)	(1,048)	—	(6,753)	(968)
Other	(63)	(106)	(280)	(268)	(855)
Non-GAAP operating expenses	\$ 70,366	\$ 61,662	\$ 64,279	\$ 193,421	\$ 191,801
GAAP operating income	\$ 50,863	\$ 25,689	\$ 9,843	\$ 96,134	\$ 45,687
Stock-based compensation expense	9,996	5,119	10,251	25,195	33,362
Amortization of acquisition-related intangibles	7,224	7,509	8,439	22,241	27,033
Inventory write-off, stolen in-transit shipment, net of insurance recovery	(5,783)	5,783	—	—	—
Cost of sales-related restructuring	—	—	369	(483)	404
Diligence, acquisition and integration expense	1,058	—	296	1,058	1,696
Redomiciliation costs	—	—	3,702	—	7,304
Impairment of goodwill	—	—	5,294	—	11,373
Restructuring charges	963	1,048	—	6,753	968
Other	63	106	280	268	655
Non-GAAP operating income	\$ 64,384	\$ 45,254	\$ 38,474	\$ 151,166	\$ 128,482
GAAP operating margin	10.6 %	7.5 %	3.0 %	8.3 %	4.4 %
Effect of adjustments	2.8 %	5.7 %	8.9 %	4.7 %	8.1 %
Non-GAAP operating margin	13.4 %	13.2 %	11.9 %	13.0 %	12.5 %

GAAP to Non-GAAP Reconciliations

	Three Months Ended			Nine Months Ended	
	May 29, 2026	February 27, 2026	May 30, 2025	May 29, 2026	May 30, 2025
<i>(dollars in thousands)</i>					
GAAP effective tax rate	14.0 %	27.2 %	67.8 %	20.7 %	53.8 %
Effect of adjustments	3.3 %	(5.2)%	(49.4)%	(0.7)%	(28.8)%
Non-GAAP effective tax rate	17.3 %	22.0 %	18.4 %	20.0 %	25.0 %
GAAP net income attributable to Penguin Solutions	\$ 44,689	\$ 37,452	\$ 2,661	\$ 87,411	\$ 15,960
Stock-based compensation expense	9,996	5,119	10,251	25,195	33,362
Amortization of acquisition-related intangibles	7,224	7,509	8,439	22,241	27,033
Inventory write-off, stolen in-transit shipment, net of insurance recovery	(5,783)	5,783	—	—	—
Cost of sales-related restructuring	—	—	369	(483)	404
Diligence, acquisition and integration expense	1,058	—	296	1,058	1,696
Redomiciliation costs	—	—	3,702	—	7,304
Loss on non-marketable equity investment	—	—	—	10,000	—
Impairment of goodwill	—	—	5,294	—	11,373
Gain on disposition of equity investment	(3,892)	(27,036)	—	(30,928)	—
Restructuring charges	963	1,048	—	6,753	968
Amortization of debt issuance costs	576	658	916	1,892	2,819
Foreign currency (gains) losses	1,080	(1,015)	(1,134)	1,277	(82)
Other	63	106	280	1,125	655
Income tax effects	(3,728)	4,483	54	(6,797)	(10,010)
Non-GAAP net income attributable to Penguin Solutions	\$ 52,246	\$ 34,107	\$ 31,128	\$ 118,744	\$ 91,482
Preferred stock dividends	3,033	3,033	3,033	9,099	5,633
Non-GAAP income available for distribution	49,213	31,074	28,095	109,645	85,849
Income allocated to participating securities	5,091	3,195	2,863	11,180	5,545
Non-GAAP net income available to common stockholders	\$ 44,122	\$ 27,879	\$ 25,232	\$ 98,465	\$ 80,304
Weighted-average shares outstanding - Diluted:					
GAAP weighted-average shares outstanding	55,063	53,186	53,738	54,565	54,336
Adjustment for dilutive securities and capped calls	(2,226)	—	—	(872)	—
Non-GAAP weighted-average shares outstanding	52,837	53,186	53,738	53,693	54,336

GAAP to Non-GAAP Reconciliations

	Three Months Ended			Nine Months Ended	
	May 29, 2026	February 27, 2026	May 30, 2025	May 29, 2026	May 30, 2025
<i>(dollars in thousands)</i>					
Diluted earnings (loss) per share:					
GAAP diluted earnings (loss) per share	\$ 0.68	\$ 0.58	\$ (0.01)	\$ 1.29	\$ 0.18
Effect of adjustments	0.16	(0.06)	0.48	0.54	1.30
Non-GAAP diluted earnings per share	\$ 0.84	\$ 0.52	\$ 0.47	\$ 1.83	\$ 1.48
Net income attributable to Penguin Solutions	\$ 44,689	\$ 37,452	\$ 2,661	\$ 87,411	\$ 15,960
Interest expense, net	650	721	573	1,418	7,152
Income tax provision	7,515	14,410	7,259	23,730	21,262
Depreciation expense and amortization of intangible assets	12,307	12,751	14,012	37,877	43,010
Stock-based compensation expense	9,996	5,119	10,251	25,195	33,362
Inventory write-off, stolen in-transit shipment, net of insurance recovery	(5,783)	5,783	—	—	—
Cost of sales-related restructuring	—	—	369	(483)	404
Diligence, acquisition and integration expense	1,058	—	296	1,058	1,696
Redomiciliation costs	—	—	3,702	—	7,304
Impairment of goodwill	—	—	5,294	—	11,373
Gain on disposition of equity investment	(3,892)	(27,036)	—	(30,928)	—
Restructuring charges	963	1,048	—	6,753	968
Loss on non-marketable equity investment	—	—	—	10,000	—
Other	63	106	280	1,125	655
Adjusted EBITDA	\$ 67,566	\$ 50,354	\$ 44,697	\$ 163,156	\$ 143,146

Convertible Dilution

Stock Price	(In Thousands of Shares)		
	Share Dilution	Capped Calls	PENG
\$29	2,138	(2,138)	—
\$30	2,540	(2,337)	203
\$31	2,916	(2,492)	424
\$32	3,269	(2,637)	632
\$33	3,601	(2,773)	828
\$34	3,912	(2,902)	1,010
\$35	4,207	(3,023)	1,184
\$36	4,484	(3,137)	1,347
\$37	4,747	(3,246)	1,501
\$38	4,996	(3,292)	1,704
\$39	5,232	(3,208)	2,024
\$40	5,457	(3,128)	2,329
\$41	5,670	(3,052)	2,618
\$42	5,873	(2,979)	2,894
\$43	6,067	(2,910)	3,157
\$44	6,252	(2,843)	3,409
\$45	6,429	(2,780)	3,649
\$46	6,598	(2,720)	3,878
\$47	6,760	(2,662)	4,098
\$48	6,915	(2,607)	4,308
\$49	7,064	(2,553)	4,511
\$50	7,207	(2,502)	4,705
\$51	7,344	(2,453)	4,891
\$52	7,476	(2,406)	5,070
\$53	7,603	(2,361)	5,242
\$54	7,725	(2,317)	5,408

Stock Price	(In Thousands of Shares)		
	Share Dilution	Capped Calls	PENG
\$55	7,843	(2,275)	5,568
\$56	7,957	(2,234)	5,723
\$57	8,066	(2,195)	5,871
\$58	8,172	(2,157)	6,015
\$59	8,274	(2,121)	6,153
\$60	8,373	(2,085)	6,288
\$61	8,469	(2,051)	6,418
\$62	8,561	(2,018)	6,543
\$63	8,651	(1,986)	6,665
\$64	8,738	(1,955)	6,783
\$65	8,822	(1,925)	6,897
\$66	8,904	(1,896)	7,008
\$67	8,983	(1,867)	7,116
\$68	9,060	(1,840)	7,220
\$69	9,134	(1,813)	7,321
\$70	9,207	(1,787)	7,420
\$71	9,277	(1,762)	7,515
\$72	9,345	(1,738)	7,607
\$73	9,412	(1,714)	7,698
\$74	9,477	(1,691)	7,786
\$75	9,540	(1,668)	7,872
\$76	9,601	(1,646)	7,955
\$77	9,661	(1,625)	8,036
\$78	9,719	(1,604)	8,115
\$79	9,776	(1,584)	8,192
\$80	9,832	(1,564)	8,268