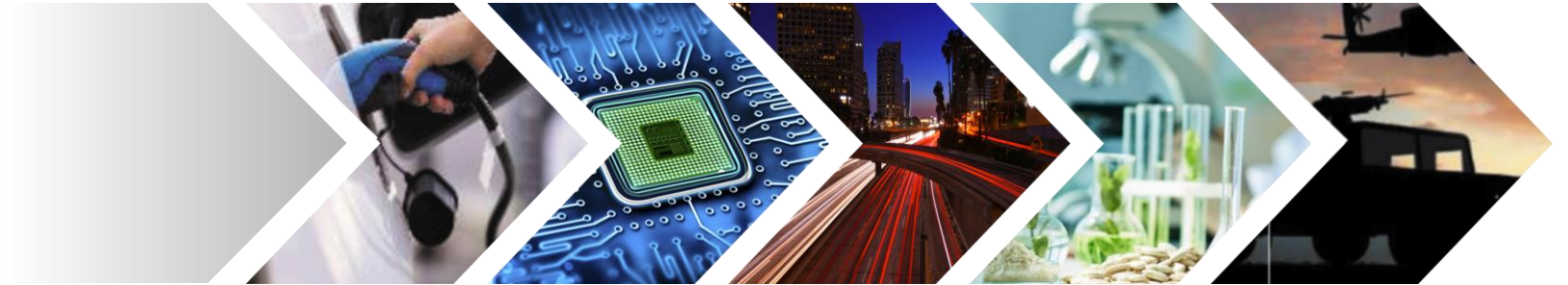


inTEST Corporation

Southwest IDEAS Conference



Nick Grant
President and CEO

Duncan Gilmour
Chief Financial Officer

inTEST

November 16, 2022

Forward-Looking Statements

This presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended. These statements do not convey historical information but relate to predicted or potential future events and financial results, such as statements of the Company's plans, strategies and intentions, or our future performance or goals, that are based upon management's current expectations. These forward-looking statements can often be identified by the use of forward-looking terminology such as "believes," "expects," "intends," "may," "will," "should," "plans," "projects," "forecasts," "outlook," "anticipates," "targets," "estimates," or similar terminology. These statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements.

Such risks and uncertainties include, but are not limited to, any mentioned in this presentation as well as the Company's ability to execute on its 5-Point Strategy, realize the potential benefits of acquisitions and successfully integrate any acquired operations, grow the Company's presence in its key target and international markets, manage supply chain challenges, convert backlog to sales and to ship product in a timely manner; the success of the Company's strategy to diversify its markets; the impact of inflation on the Company's business and financial condition; the impact of the COVID-19 pandemic on the Company's business, liquidity, financial condition and results of operations; indications of a change in the market cycles in the semi market or other markets served; changes in business conditions and general economic conditions both domestically and globally including rising interest rates and fluctuation in foreign currency exchange rates; changes in the demand for semiconductors; access to capital and the ability to borrow funds or raise capital to finance potential acquisitions or for working capital; changes in the rates and timing of capital expenditures by the Company's customers; and other risk factors set forth from time to time in the Company's Securities and Exchange Commission filings, including, but not limited to, the Annual Report on Form 10-K for the year ended December 31, 2021. Any forward-looking statement made by the Company in this presentation is based only on information currently available to management and speaks to circumstances only as of the date on which it is made. The Company undertakes no obligation to update the information in this presentation to reflect events or circumstances after the date hereof or to reflect the occurrence of anticipated or unanticipated events.

Non-GAAP Financial Measures and Forward-Looking Non-GAAP Financial Measures

In addition to disclosing results that are determined in accordance with GAAP, we also disclose non-GAAP financial measures. These non-GAAP financial measures consist of organic revenue, adjusted net earnings (loss), adjusted earnings (loss) per diluted share, free cash flow, adjusted EBITDA, and adjusted EBITDA margin. Organic revenue is derived by excluding revenue generated by acquired businesses in the first twelve months of ownership from total revenue. Adjusted net earnings (loss) is derived by adding acquired intangible amortization, adjusted for the related income tax expense (benefit), to net earnings (loss). Adjusted earnings (loss) per diluted share is derived by dividing adjusted net earnings (loss) by diluted weighted average shares outstanding. Adjusted EBITDA is derived by adding acquired intangible amortization, interest expense, income tax expense, depreciation, and stock-based compensation expense to net earnings (loss). Adjusted EBITDA margin is derived by dividing adjusted EBITDA by revenue. Free cash flow is derived by subtracting capital expenditures from net cash provided by operations. These results are provided as a complement to the results provided in accordance with GAAP. Organic revenue is a non-GAAP financial measure presented to provide investors the understanding of the performance of the core business excluding the contributions of acquisitions in the first twelve months of ownership. Adjusted net earnings (loss) and adjusted earnings (loss) per diluted share are non-GAAP financial measures presented to provide investors with meaningful, supplemental information regarding our baseline performance before acquired intangible amortization charges as this expense may not be indicative of our underlying operating performance. Adjusted EBITDA and adjusted EBITDA margin are non-GAAP financial measures presented primarily as a measure of liquidity as they exclude non-cash charges for acquired intangible amortization, depreciation and stock-based compensation. In addition, adjusted EBITDA and adjusted EBITDA margin also exclude the impact of interest income or expense and income tax expense or benefit, as these expenses may not be indicative of our underlying operating performance. The non-GAAP financial measures presented in this presentation are used by management to make operational decisions, to forecast future operational results, and for comparison with our business plan, historical operating results and the operating results of our peers. Reconciliations from revenue to organic revenue, net earnings (loss) and earnings (loss) per diluted share to adjusted net earnings (loss) and adjusted earnings (loss) per diluted share and from net earnings (loss) to adjusted EBITDA and adjusted EBITDA margin, are contained in the tables that accompany this presentation. The non-GAAP financial measures discussed in this presentation may not be comparable to similarly titled measures used by other companies. The presentation of non-GAAP financial measures is not meant to be considered in isolation, as a substitute for, or superior to, financial measures or information provided in accordance with GAAP.

This presentation also contains forward-looking statements regarding non-GAAP adjusted EBITDA and adjusted EBITDA margin. The Company is unable to present a quantitative reconciliation of these forward-looking non-GAAP financial measures to their most directly comparable forward-looking GAAP financial measures because such information is not available, and management cannot reliably predict the necessary components of such GAAP measures without unreasonable effort or expense. In addition, the Company believes that such reconciliations would imply a degree of precision that would be confusing or misleading to investors. These non-GAAP financial measures are preliminary estimates and are subject to risks and uncertainties, including, among others, changes in connection with quarter-end and year-end adjustments. Any variation between the Company's actual results and preliminary financial data set forth above may be material.

Unlocking The Potential



Vision To be the **supplier of choice** for innovative test and process technology solutions



Mission Leverage our deep industry knowledge & expertise to **develop and deliver high quality, innovative customer solutions** and superior support for complex global challenges



Nick Grant, President and CEO

- Appointed as President and CEO August 24, 2020
- ABB SVP Americas Region Industrial Automation Measurement & Analytics Division
- AMETEK VP & GM Materials Analysis Division (Test & Measurement)
- Emerson Electric (various roles)
- MBA (Xavier University) / BS Physics (Northern Kentucky University)








Duncan Gilmour, Chief Financial Officer

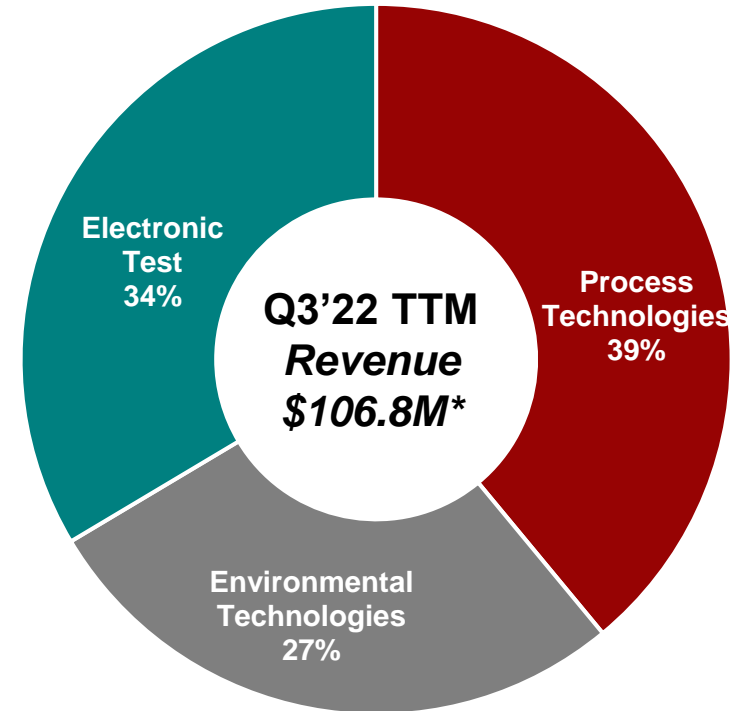
- Appointed as Chief Financial Officer June 14, 2021
- ABB Americas Hub Controller Industrial Automation Measurement & Analytics Division
- Tyco International / Johnson Controls (various roles)
- Coopers & Lybrand / PricewaterhouseCoopers (U.S. and U.K.)
- BAcc Economics and Accounting (University of Glasgow) / Chartered Accountant (ICAS)

Transforming inTEST



Supplier of Choice for Innovative Test and Process Technology Solutions

-  Robust long-term growth strategy
-  Emphasis on diversified growth markets and acquisitions
-  Clear, consistent, continuous investor and employee communications
-  More standardized / configured-to-order solutions
-  Results-driven, entrepreneurial culture



| | | | |
|-----------------------|------------------|-------------------------|---------------|
| Market Capitalization | \$98.2 million | Shares Outstanding | ~11.0 million |
| Recent Closing Price | \$8.91 | Institutional Ownership | ~55% |
| 52 Week Low-High | \$6.07 - \$17.00 | Insider Ownership | ~6% |

**Division revenue split is unaudited*

Market data as of November 9, 2022, Source: S&P Capital IQ; Shares Outstanding as of October 31, 2022; Ownership as of most recent filing.

5-Point Strategy Drives Long-Term Value

➤ Grow Top-Line Through Geographic and Market Expansion

- Further penetrate existing markets with infrastructure investments
- Expand into new markets with existing products
- Invest in global Direct Sales and Channel Management
- Execute global supply agreements
- Enhance Corporate identity and branding

➤ Pursue Strategic Acquisitions and Partnerships:

- Pursue higher frequency of deals
- Key M&A Criteria:
 - Expand into faster markets
 - Offer a broader portfolio of services
 - Enhance value-added technological solutions
 - Quantifiable and achievable synergies
- Explore partnerships with private labeling opportunities; consider JV/partial ownership opportunities



➤ Foster New Culture and Talent:

- Changes driven from top executive leadership
- Emphasize openness, results and accountability
- Drive diversity, engagement and career development
- Leverage collaboration among people and divisions
- Aligned incentives/compensation to results

➤ Drive Innovation and Technological Differentiation

- Leverage expertise to deliver highly-valued solutions
- Headcount investments to support product development
- Reorganize engineering organization to optimize development
- Drive standardization to increase market availability/ lower costs
- Establish Corporate Growth Programs and common stage Gate Development Process

➤ Enhance Service and Support

- Expand geographic service coverage, infrastructure and repair/calibration centers
- Drive enhanced service offerings including third party agreements, extended warranties, preventative maintenance and calibration
- Expand remote services asset health
- Integrate shared field services and repair resources
- Identify and capture recurring revenue stream from service

Strong Foundation For Growth

inTEST: Known for Highly-Engineered, Customer-Driven Solutions



Growing and Diversified Markets

- Semiconductor
- Industrial
- Automotive/EV
- Defense/Aerospace
- Life Sciences
- Security



Blue-Chip Global Customer Base



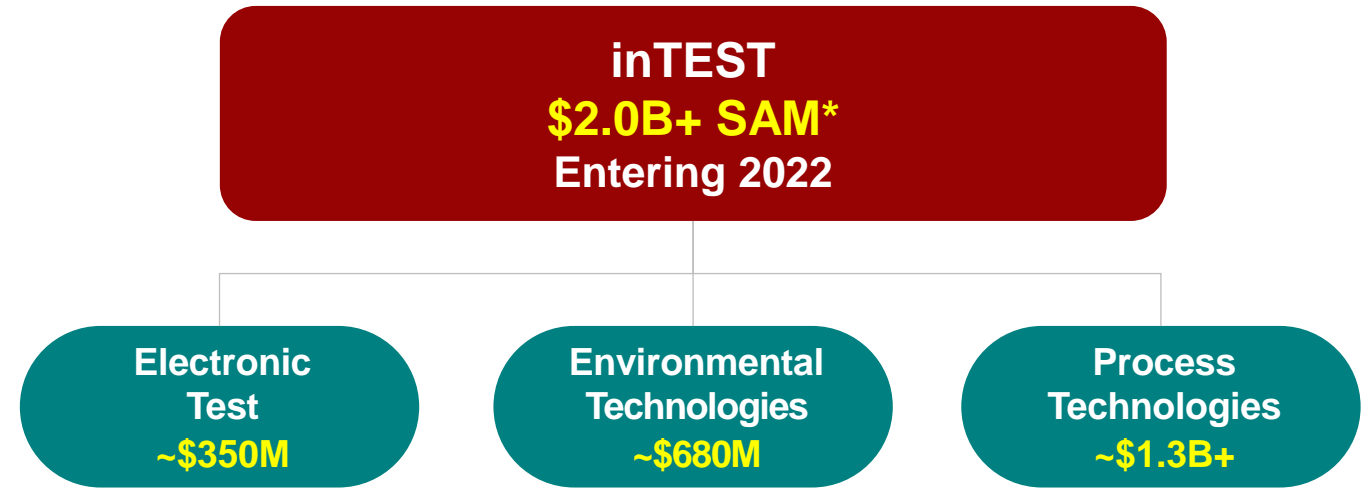
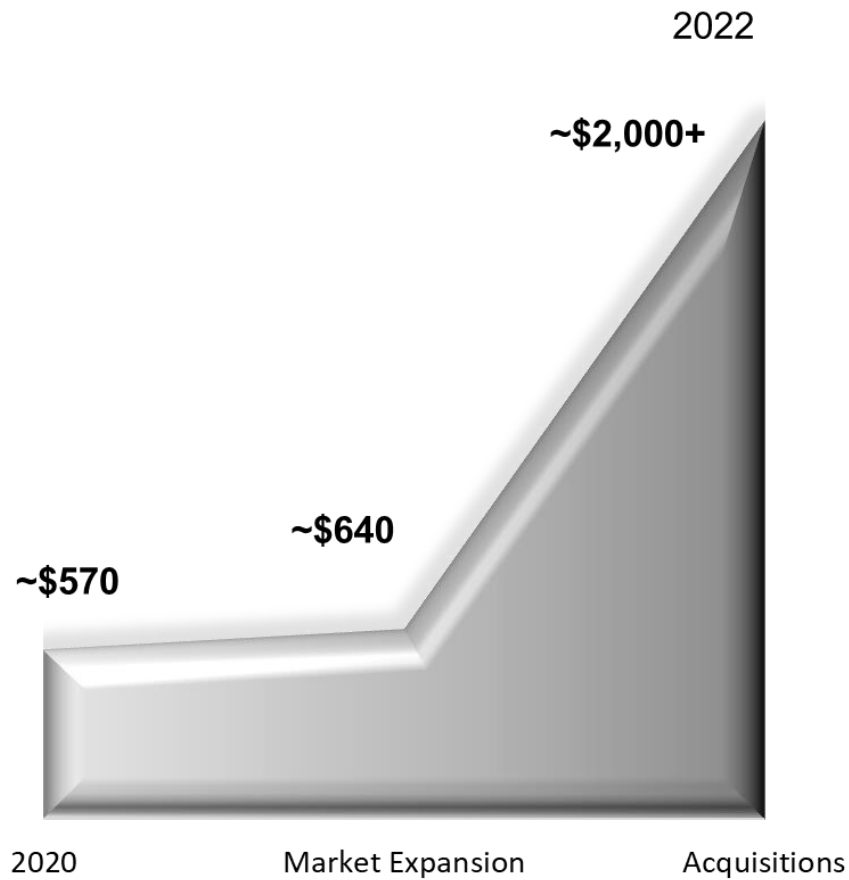
Global Presence

- TTM Q322 Revenue: \$106.8M
 - 35.4% APAC
 - 43.6% Americas
 - 21.0% EMEA
- Manufacturing operations in U.S., Canada, Europe
- Global sales and service organization

Serving Large and Diverse Markets



(\$ in millions)



Serviceable Addressable Markets (SAM)

| | | | | | |
|---------------------|---------------------------|------------------------|------------------------------|-----------------------------|-------------------------|
| \$150 | \$200 | \$180 | \$500 | \$310 | \$1B+ |
| Semi Test Solutions | In-Circuit Test Solutions | Thermal Test Solutions | Cold Chain Storage Solutions | Induction Heating Solutions | Image Capture Solutions |

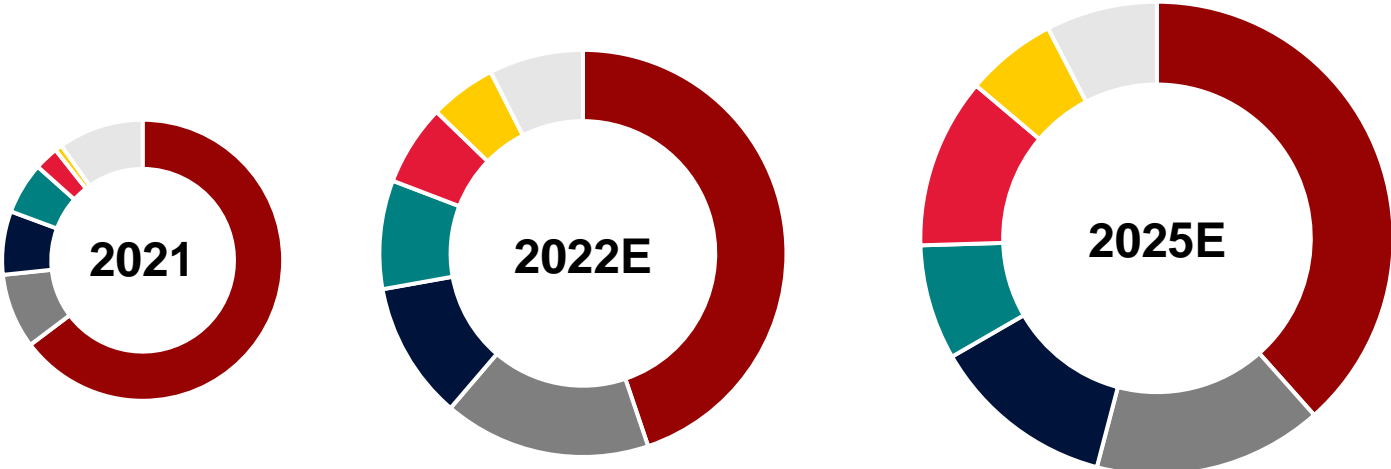
*SAM based on available industry data and Company estimates

Driving Market Leadership/Opportunities



Targeting markets with strong, secular tailwinds

inTEST Revenue by Market*



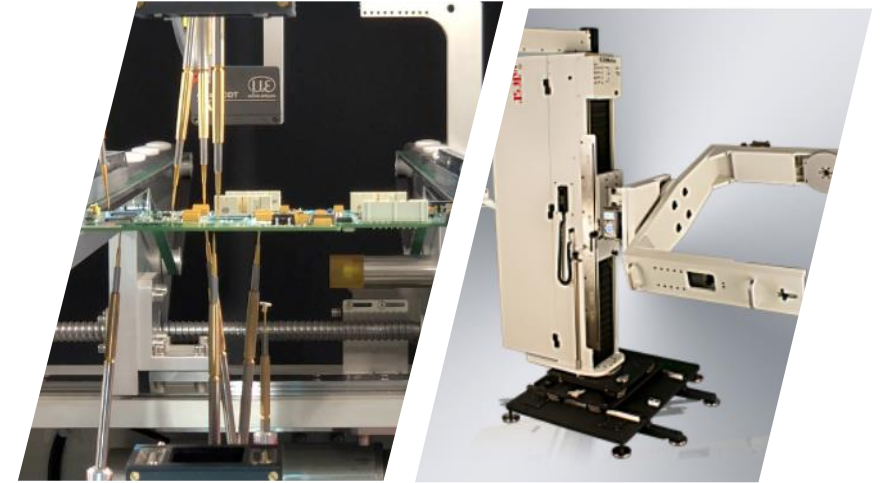
| Markets | Expected 5-Year Market Growth** |
|--------------------------------|---------------------------------|
| Served Semi Markets | 3% to 6% |
| Industrial | 3% to 6% |
| Defense/Aero | 3% to 6% |
| Targeted Growth Markets | |
| Auto/EV | 5% to 8% |
| Life Science | 6% to 9% |
| Security | 7% to 10% |

*Excludes any potential future acquisitions
 **Sources: IC Insights, Verified Market Research, industry trade publications and company estimates

Electronic Test

Engineering solutions for the toughest challenges in automated test

- Market footprint expands beyond Semi to include Industrial, Auto/EV, Life Sciences and Defense/Aero
- Bringing automation/integration to back-end semi test; solutions enable testers to work with virtually all handlers/probers
- Proprietary flying probe technology provides broad based testing capabilities & throughput for PCB testing
- Increasing productivity and quality for EV/Battery testing with automated interconnect verification for multiple sized batteries
- Solutions:
 - Semi Test Interfaces, Docking Solutions and Manipulators
 - Circuit Flying Probe and Battery Test Systems / Test Services



40 YEARS OF ENABLING ADVANCED ELECTRONIC TEST

Environmental Technologies

Creating and controlling environmental conditions in test, process and storage applications

- Born in Semi, product standardization and acquisitions broadened markets significantly:
 - Life Sciences cold chain solutions serves vaccine development, medical advancements and cannabis extraction
 - Portable, avionics, guidance system and satellite testing solutions provide wide temperature controls for satellites, space exploration and defense systems
- Key Products:
 - Thermal Test Chambers
 - Process Chillers
 - Ultra Cold Freezers and Medical refrigerators (-120.0°C / -180.0°F)
- Environmental responsibility
 - Low-impact refrigerants
 - Low power consumption
 - RoHS and REACH compliant



OVER 50,000 SYSTEMS INSTALLED IN MORE THAN 40 COUNTRIES

Process Technologies

Technical expertise and customized solutions for industrial applications

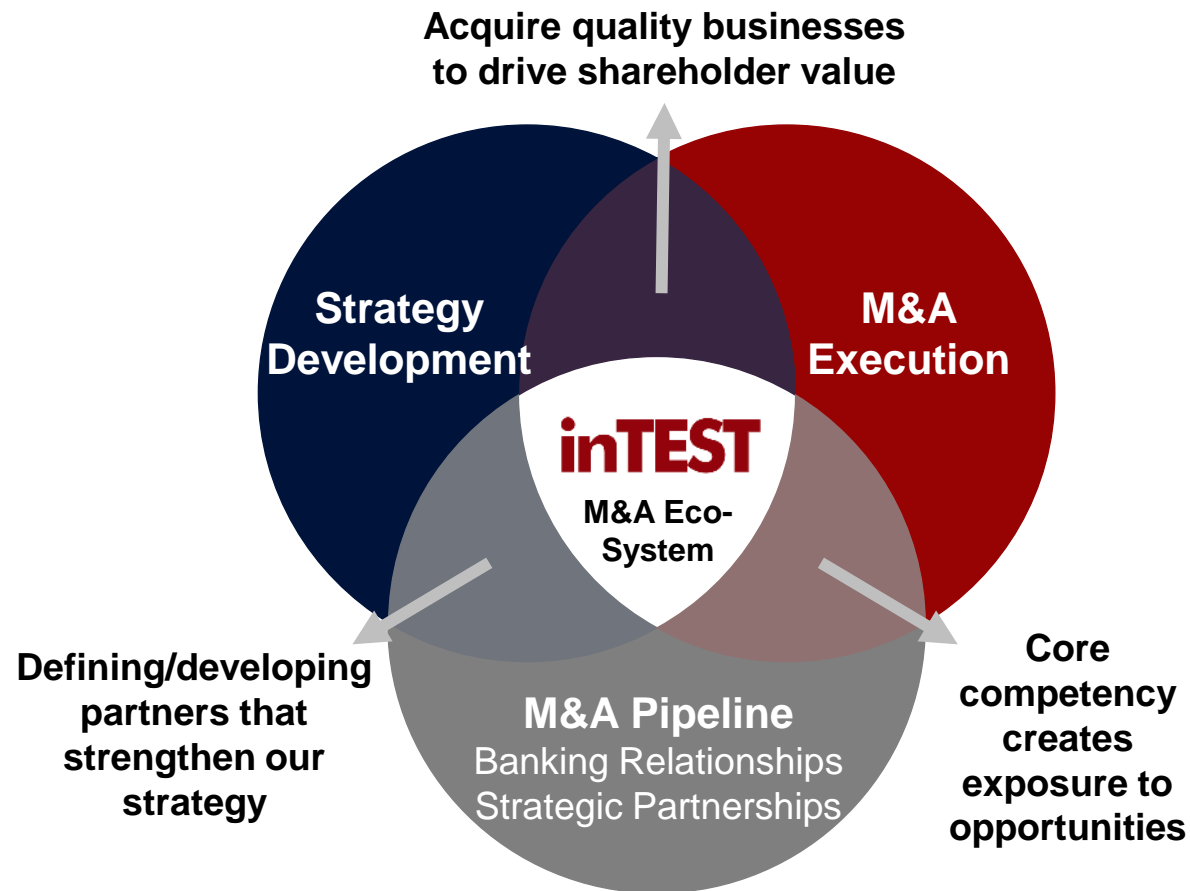
- Addressable market expands through product development, global lab extension and acquisitions:
 - Induction heating and recently acquired Videology camera applications combine to serve large, diverse and growing markets that include Automotive/EV, Aerospace, Life Sciences and Security
- Key Products:
 - Induction heating systems range from 500 W to 1,000 kW
 - Industrial grade cameras and embedded image capture systems
- Environmental benefits:
 - Induction heating only uses electricity
 - Induction heating is cleaner and safer
 - Camera systems providing safer, more efficient roadways
 - Our systems are used to build renewable products



OVER 17,000 INDUCTION HEATING SYSTEMS AND MORE THAN 1 MILLION CAMERAS INSTALLED IN MORE THAN 50 COUNTRIES

Making M&A a Core Competency

M&A Eco-System



Deal Focus

-  Expand into fast growing markets
-  Offer broader portfolio of solutions
-  Drive further market diversification
-  Enhance value-added technology
-  Partnerships and private label opportunities
-  Enhance financial profile of company

M&A / Corporate Development

Significant progress made in year one of strategy deployment



Completed three acquisitions (4th Quarter 2021)



Disciplined M&A process in place from target investigation to integration



Focus on expanding technologies, geographies and markets served



Building a strong M&A eco-system to create a core competency

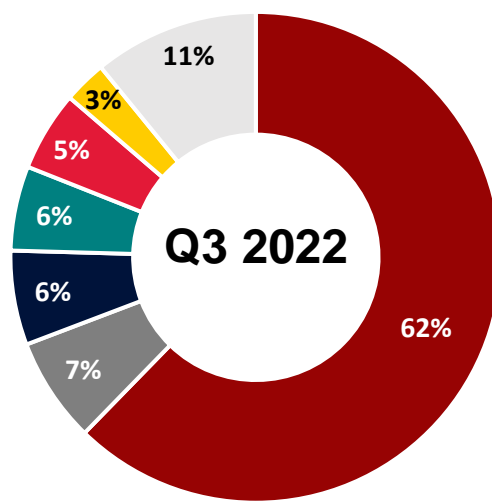
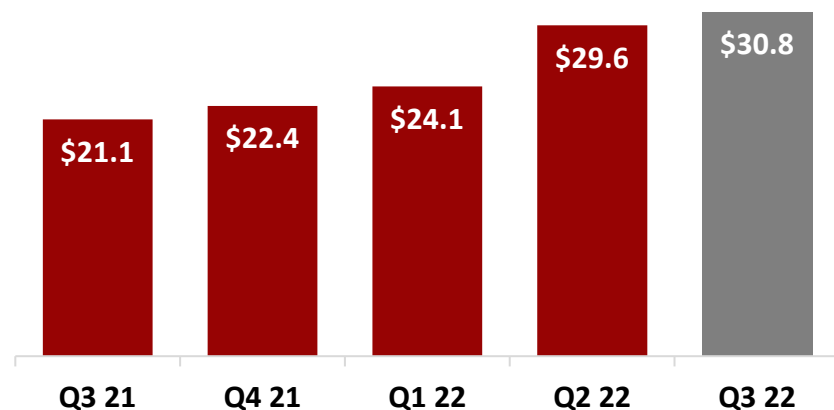


Exploring partnerships as well as acquisitions

Financial Overview

Revenue

(\$ in millions)



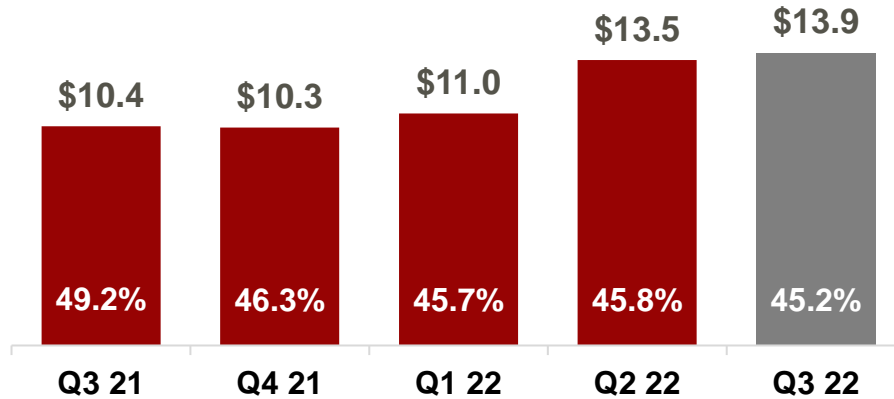
- Q3 record revenue up \$9.6 million, or 46% y/y
 - Organic revenue (non-GAAP)⁽¹⁾ of \$26.0 million grew 23% y/y
 - Acquisitions added \$4.8 million of revenue
- Strong improvement across target markets
 - Solid demand in both front-end and back-end semi, defense, life sciences and auto/EV
 - Acquisitions contributed revenue from security, defense, auto/EV and life sciences markets
 - Sales to semi market up 40% to \$19.2 million
 - Growing demand for induction heating technology solutions for silicon carbide (SiC) applications
 - Strong demand for test solutions for analog and mixed signal applications

(1) Organic revenue is a non-GAAP financial measure. Further information can be found under "Non-GAAP Financial Measures and Forward-Looking Non-GAAP Financial Measures." See also the reconciliations of GAAP financial measures to non-GAAP financial measures that accompany this presentation.

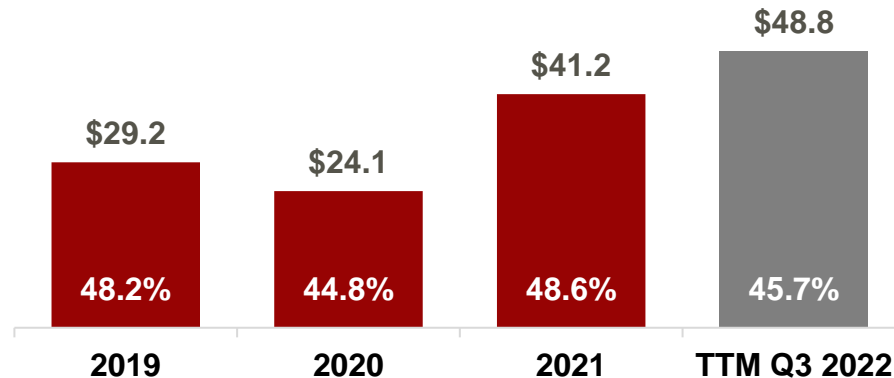
Gross Profit and Margin

(\$ in millions)

Quarters



Years/TTM

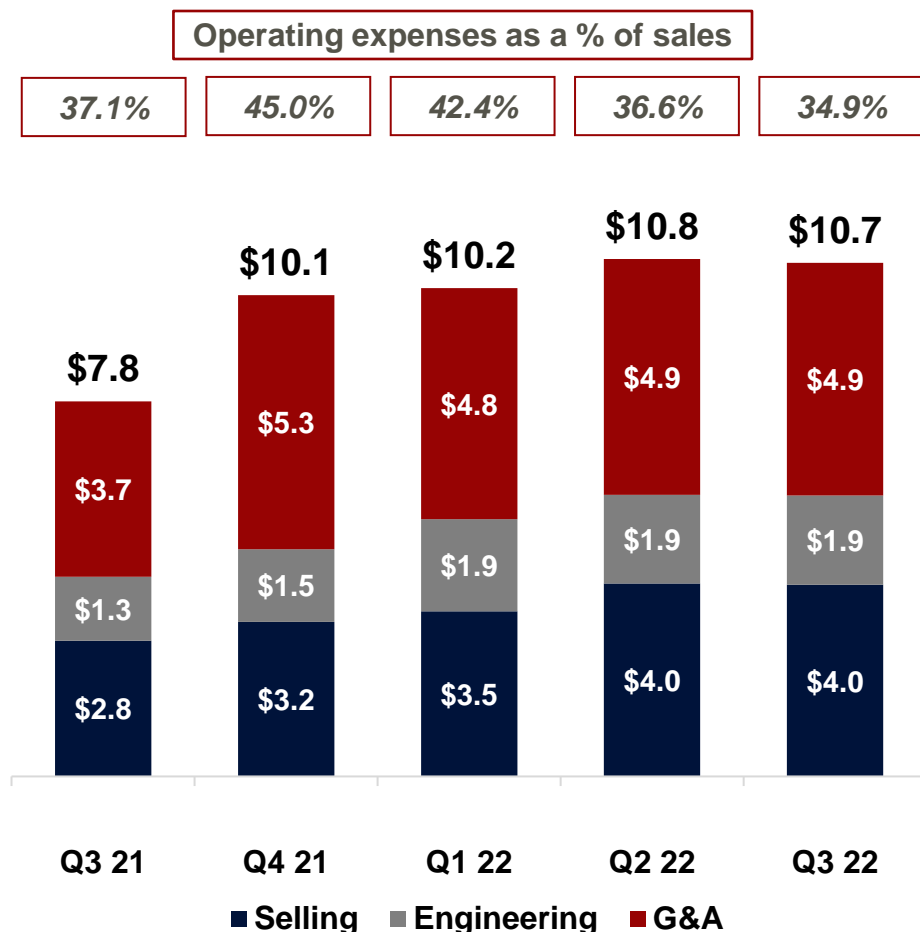


- Q3 gross profit increased \$3.5 million, or 34% y/y
 - Margin contraction vs. prior-year period result of less favorable product mix
- Sequentially, Q3 margin contracted slightly
 - Primary factors impacting margin were product mix and channel mix
- Year-to-date margin reflects change in mix of business and ongoing supply chain challenges
 - Supply chain constraints impact operational efficiencies and material costs

Operating Expenses

Investing in people and marketing to support 5-Point Strategy for Growth

(\$ in millions)



NOTE: Components may not add up to totals due to rounding.

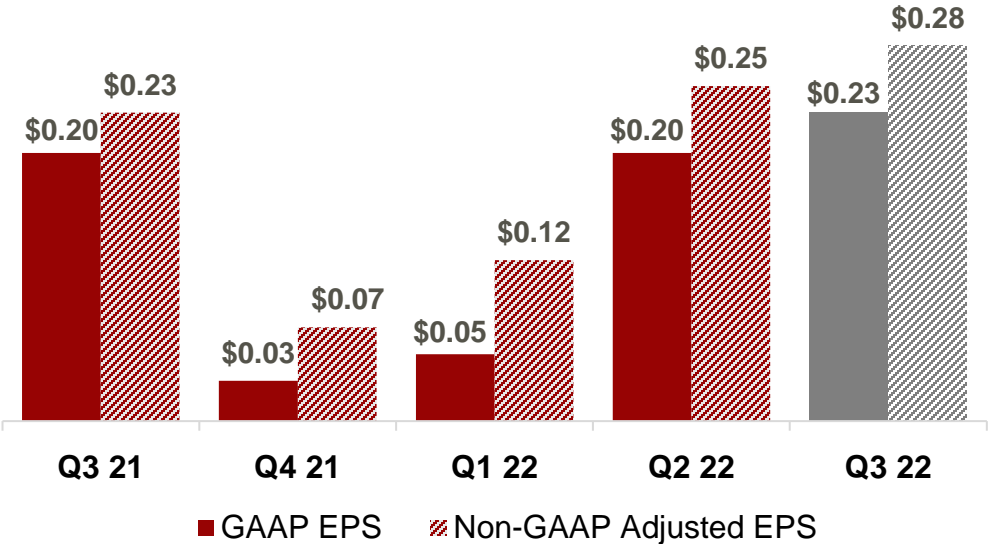
- Q3 operating expenses up \$2.9 million y/y
 - Impacted by \$2.4 million in incremental expenses from acquisitions
 - Includes investments in marketing and engineering
 - Included \$595,000 of pre-tax intangible asset amortization expense vs. \$765,000 in Q2 2022 and \$309,000 in Q3 2021
- As percent of revenue, operating expenses declined to 34.9%
- Managing expenses helps drive operating leverage with higher volume

Earnings and Adjusted EBITDA

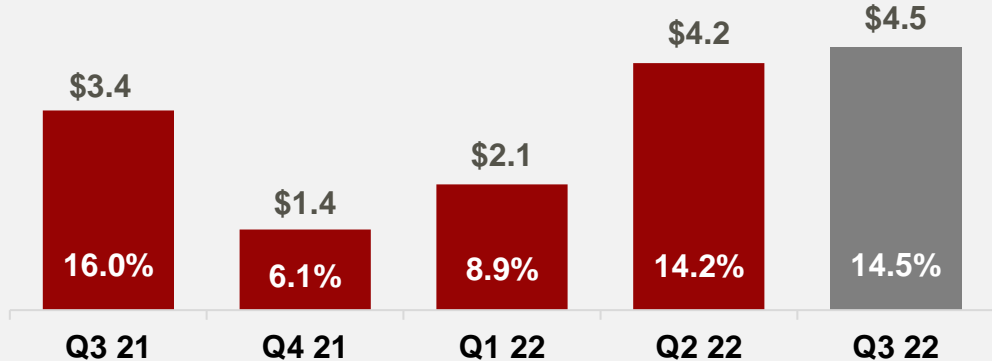
(\$ in millions, except per share data)

- Demonstrating operating leverage as the organization scales to further drive earnings power
- Adjusted EPS reflects \$492,000 (after tax) of acquired intangible amortization.

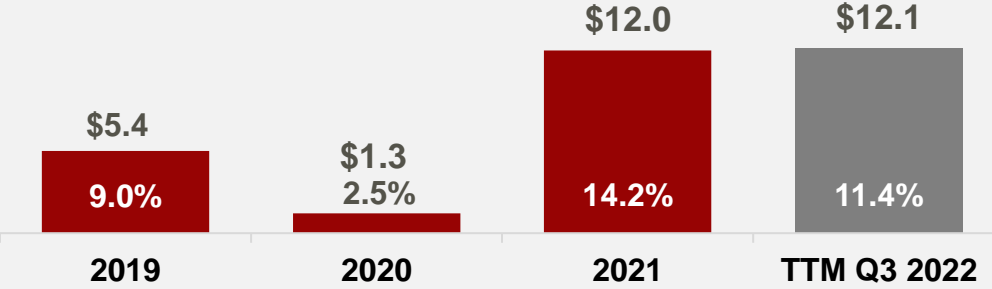
EPS and Adjusted EPS⁽¹⁾



**Adjusted EBITDA and Margin⁽¹⁾
Quarters**



Years/TTM



(1) Adjusted EPS and adjusted EBITDA and margin are non-GAAP financial measures. Further information can be found under “Non-GAAP Financial Measures and Forward-Looking Non-GAAP Financial Measures.” See also the reconciliations of GAAP financial measures to non-GAAP financial measures that accompany this presentation.

Capital Structure and Cash Flow

(\$ in millions)

| Capitalization | | |
|---------------------------|---------|---------|
| | 9/30/22 | 6/30/22 |
| Cash and cash equivalents | \$ 8.9 | \$ 10.5 |
| Restricted cash | \$ 1.1 | \$ -- |
| Short term investments | \$ 3.5 | \$ 3.5 |
| Total debt | \$ 17.2 | \$ 18.2 |
| Total net debt | \$ 4.8 | \$ 4.2 |
| Shareholders' equity | \$ 60.4 | \$ 58.1 |
| Total capitalization | \$ 77.6 | \$ 76.3 |

| Cash Flow | Nine Months Ended | | Year Ended |
|------------------------------------------------------------|-------------------|---------------|---------------|
| | 9/30/22 | 9/30/21 | 12/31/21 |
| Net cash provided by (used in) operating activities (GAAP) | \$ (3.7) | \$ 8.1 | \$ 10.8 |
| Capital expenditures | (1.0) | (0.6) | (1.0) |
| Free cash flow (FCF)⁽¹⁾ (Non-GAAP) | \$ (4.7) | \$ 7.5 | \$ 9.8 |

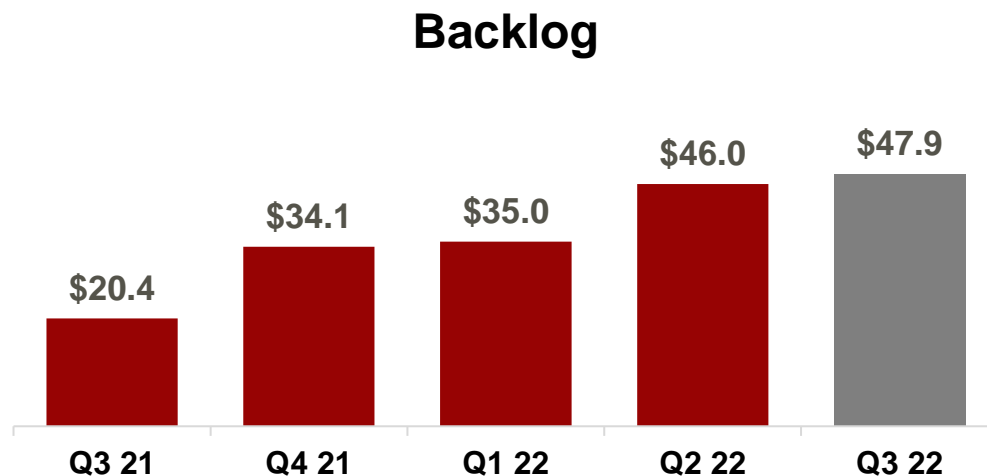
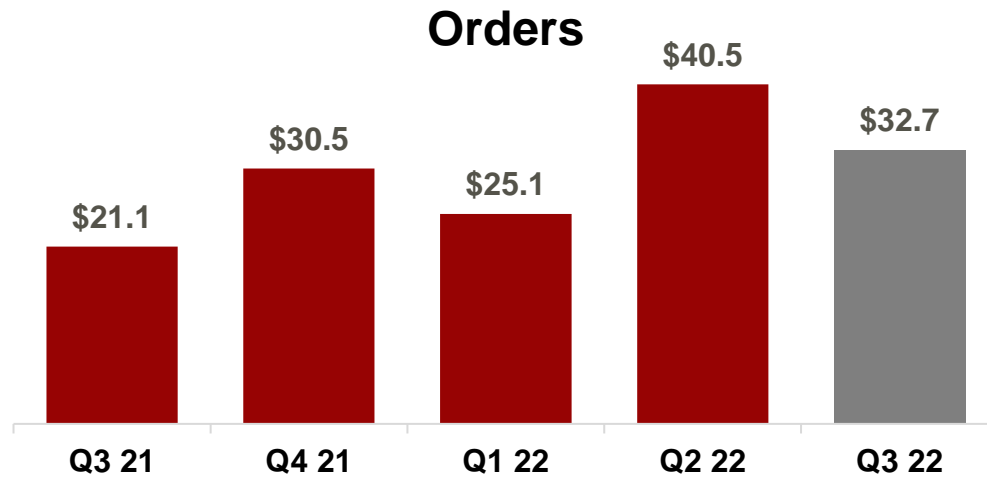
- ~\$52 million in liquidity
 - Includes \$12.4 million in cash and short-term investments (excludes restricted cash)
 - \$40 million capacity on recently expanded credit facilities
- Measurable financial flexibility
 - Total debt/TTM adjusted EBITDA leverage ratio was 1.4x

NOTE: Components may not add up to totals due to rounding.

(1) Free cash flow is a non-GAAP financial measure. Further information can be found under "Non-GAAP Financial Measures and Forward-Looking Non-GAAP Financial Measures."

Orders and Backlog

(\$ in millions)



- Orders up 55% y/y with strong demand from nearly all end markets
 - Book-to-bill of 1.06x
 - Acquisitions added to demand especially in security and defense
 - Semi front-end and back-end orders strengthened y/y on technology and capacity demands
 - Strength in analog/mixed signal test markets
 - Growing customer base with front-end solution for silicon carbide (SiC) crystal growth applications
- Approximately 55%, or ~\$25 million, of backlog is expected to convert to sales in Q4 2022
 - 45% of backlog to convert beyond Q4 vs. historic levels of 20% to 25% as customers secure production capacity

Q4 2022 Expectations

- Executing 5-Point Strategy to continue driving growth
- 2022 Q4 Guidance⁽¹⁾
 - Q4 revenue: \$30 million to \$32 million
 - Q4 gross margin: ~45%
 - Q4 operating expenses: \$10.7 million to \$10.9 million
 - Q4 interest expense: ~\$190,000
 - Effective tax rate: 16% to 17%
 - Q4 GAAP EPS: \$0.20 to \$0.25
 - Q4 Amort. (after tax) ~\$465,000
 - Q4 non-GAAP Adj EPS⁽²⁾: \$0.25 to \$0.30
 - 2022 capital expenditures: ~\$1.5 million
- 2022 Full Year Expectations⁽¹⁾
 - Midpoint of Q4 revenue guidance implies 2022 revenue of ~\$115 million or top end of guidance range provided consistently through the year

5-Point Strategy

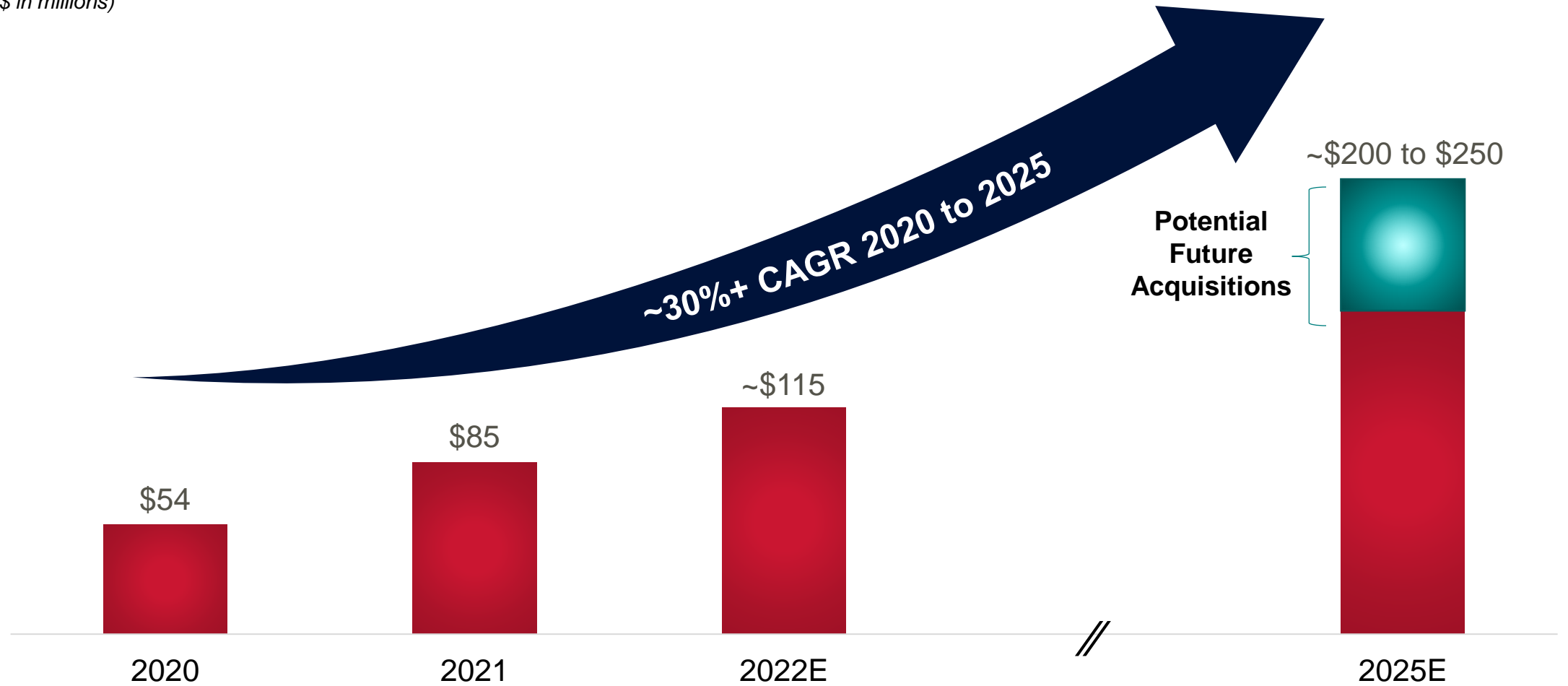


⁽¹⁾ Guidance provided November 4, 2022. The foregoing guidance is based on management's current views with respect to operating and market conditions and customers' forecasts. It also assumes continuation of ongoing supply chain challenges. Actual results may differ materially from what is provided here today as a result of, among other things, the factors described under "Forward-Looking Statements" on slide 2.

⁽²⁾ Adjusted EPS is a non-GAAP financial measure. Further information can be found under "Non-GAAP Financial Measures and Forward-Looking Non-GAAP Financial Measures." See also the reconciliations of GAAP financial measures to non-GAAP financial measures that accompany this presentation.

Executing to Plan

(\$ in millions)

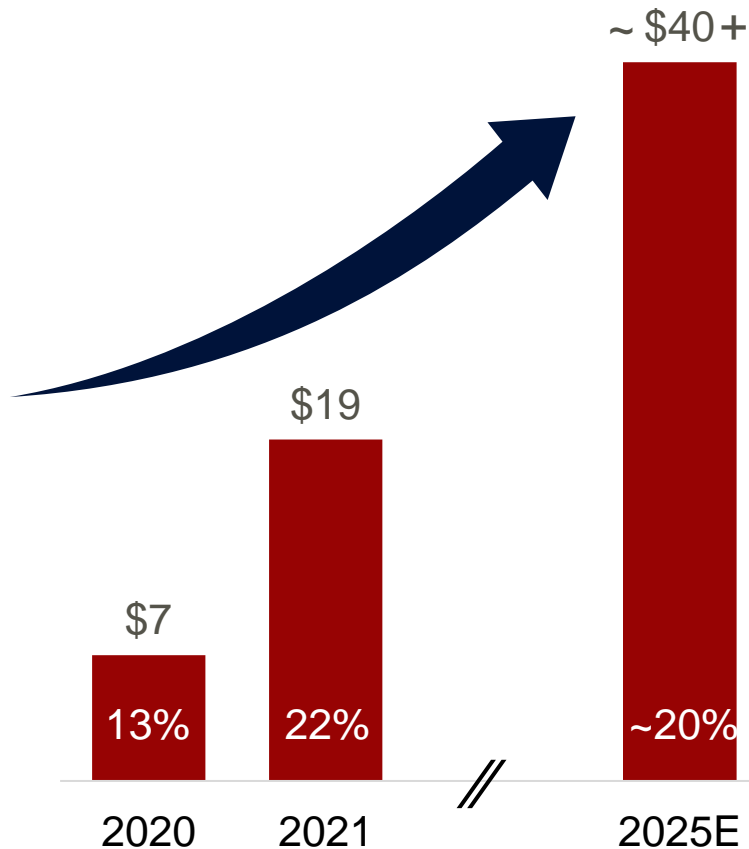


Scale Expected to Drive Operating Leverage

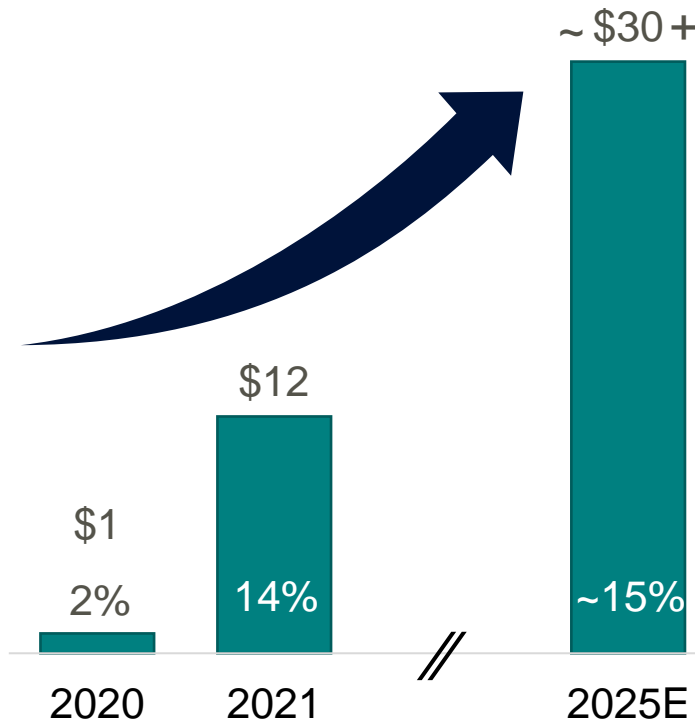


(\$ in millions)

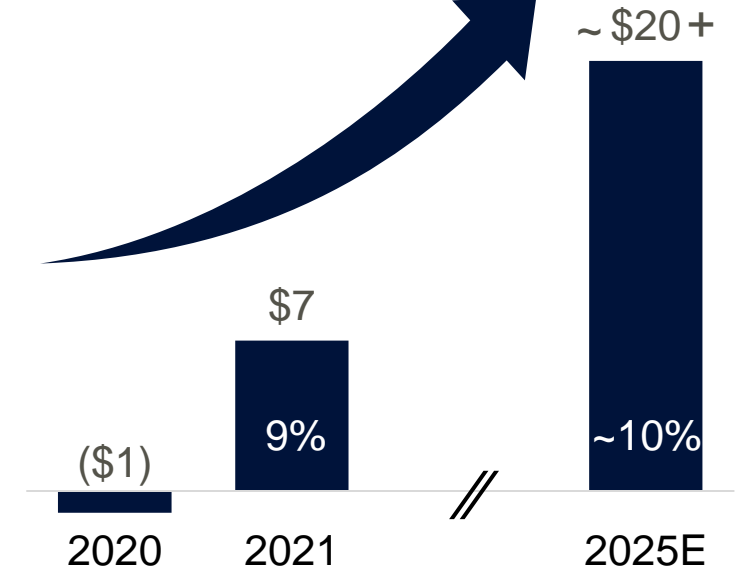
Division Operating Income*



Adjusted EBITDA¹



Net Income (Loss)



¹ Adjusted EBITDA is a non-GAAP financial measure. Further information can be found under "Non-GAAP Financial Measures and Forward-Looking Non-GAAP Financial Measures." See also the reconciliations of GAAP financial measures to non-GAAP financial measures that accompany this presentation.

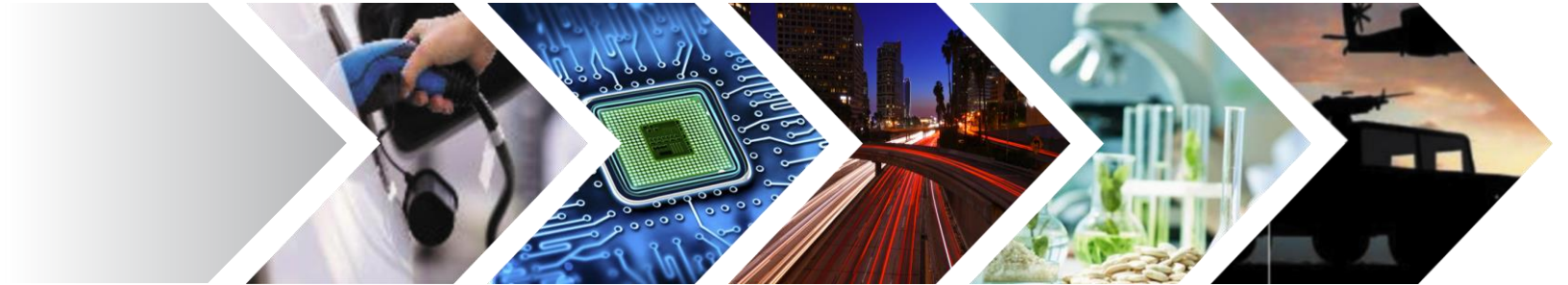
*Division operating income is unaudited.

Execution on Track with Plan

-  **Strong demand for inTEST's innovative technologies and engineering expertise**
-  **Diversified end markets with strong secular growth drivers**
-  **Growing customer base, deepening customer reach and expanding geographically**
-  **Financial flexibility to execute growth strategy**
-  **Executing 5-Point Strategy and delivering results**

inTEST Corporation

Southwest IDEAS Conference



Nick Grant
President and CEO

Duncan Gilmour
Chief Financial Officer

inTEST

November 16, 2022

Supplemental Information

Organic Revenue Reconciliation

(\$ in thousands)

| | Three Months Ended | | | | | | | |
|-------------------------------------------|--------------------|------------------|----------|-------|------------------|----------|--------|--|
| | | | Change | | | | Change | |
| | <u>9/30/2022</u> | <u>6/30/2022</u> | \$ | % | <u>9/30/2021</u> | \$ | % | |
| Total revenue (GAAP) | \$ 30,771 | \$ 29,571 | \$ 1,200 | 4.1% | \$ 21,144 | \$ 9,627 | 45.5% | |
| Less: Revenue from acquired businesses(1) | (4,754) | (5,221) | (467) | -8.9% | - | 4,754 | NM | |
| Organic revenue (Non-GAAP) | \$ 26,017 | \$ 24,350 | \$ 1,667 | 6.8% | \$ 21,144 | \$ 4,873 | 23.0% | |

| | Nine Months Ended | | | |
|-------------------------------------------|-------------------|------------------|-----------|-------|
| | | | Change | |
| | <u>9/30/2022</u> | <u>9/30/2021</u> | \$ | % |
| Total revenue (GAAP) | \$ 84,423 | \$ 62,520 | \$ 21,903 | 35.0% |
| Less: Revenue from acquired businesses(1) | (13,991) | - | 13,991 | NM |
| Organic revenue (Non-GAAP) | \$ 70,432 | \$ 62,520 | \$ 7,912 | 12.7% |

Adjusted Net Earnings Reconciliation



(\$ in thousands)

| | Three Months Ended | | | | |
|------------------------------------------------------|--------------------|------------|-----------|-----------|-----------|
| | 9/30/2021 | 12/31/2021 | 3/31/2022 | 6/30/2022 | 9/30/2022 |
| Net earnings (GAAP) | \$ 2,175 | \$ 287 | \$ 577 | \$ 2,116 | \$ 2,524 |
| Acquired intangible amortization | 309 | 522 | 782 | 765 | 595 |
| Tax adjustments | (4) | (10) | (93) | (162) | (103) |
| Adjusted net earnings (Non-GAAP) | \$ 2,480 | \$ 799 | \$ 1,266 | \$ 2,719 | \$ 3,016 |
| Diluted weighted average shares outstanding | 10,792 | 10,836 | 10,843 | 10,815 | 10,865 |
| Net earnings per share – diluted: | | | | | |
| Net earnings (GAAP) | \$ 0.20 | \$ 0.03 | \$ 0.05 | \$ 0.20 | \$ 0.23 |
| Acquired intangible amortization | 0.03 | 0.04 | 0.08 | 0.07 | 0.06 |
| Tax adjustments | - | - | (0.01) | (0.02) | (0.01) |
| Adjusted net earnings per share – diluted (Non-GAAP) | \$ 0.23 | \$ 0.07 | \$ 0.12 | \$ 0.25 | \$ 0.28 |

Adjusted EBITDA Reconciliation

(\$ in thousands)

| | Three Months Ended | | | | |
|-----------------------------------|--------------------|------------|-----------|-----------|-----------|
| | 9/30/2021 | 12/31/2021 | 3/31/2022 | 6/30/2022 | 9/30/2022 |
| Net earnings (GAAP) | \$ 2,175 | \$ 287 | \$ 577 | \$ 2,116 | \$ 2,524 |
| Acquired intangible amortization | 309 | 522 | 782 | 765 | 595 |
| Interest expense | 4 | 83 | 137 | 133 | 166 |
| Income tax expense | 357 | (51) | 78 | 454 | 515 |
| Depreciation | 172 | 171 | 188 | 174 | 203 |
| Non-cash stock-based compensation | 371 | 356 | 372 | 551 | 450 |
| Adjusted EBITDA (Non-GAAP) | \$ 3,388 | \$ 1,368 | \$ 2,134 | \$ 4,193 | \$ 4,453 |
| Revenue | 21,144 | 22,358 | 24,081 | 29,571 | 30,771 |
| Adjusted EBITDA margin (Non-GAAP) | 16.0% | 6.1% | 8.9% | 14.2% | 14.5% |

Adjusted EBITDA Reconciliation

(\$ in thousands)

| | Year/TTM | | | |
|-----------------------------------|----------|----------|-----------|-------------|
| | 2019 | 2020 | 2021 | TTM Q3 2022 |
| Net earnings (GAAP) | \$ 2,322 | \$ (895) | \$ 7,283 | \$ 5,504 |
| Acquired intangible amortization | 1,257 | 1,233 | 1,440 | 2,664 |
| Interest expense | - | 33 | 89 | 519 |
| Income tax expense | 282 | (336) | 1,119 | 996 |
| Depreciation | 685 | 630 | 666 | 736 |
| Non-cash stock-based compensation | 884 | 671 | 1,450 | 1,729 |
| Adjusted EBITDA (Non-GAAP) | \$ 5,430 | \$ 1,336 | \$ 12,047 | \$ 12,148 |
| Revenue | 60,660 | 53,823 | 84,878 | 106,781 |
| Adjusted EBITDA margin (Non-GAAP) | 9.0% | 2.5% | 14.2% | 11.4% |

Adjusted EPS Reconciliation

Estimated Q4 2022 Guidance



| | <u>Low</u> | <u>High</u> |
|------------------------------------------------------------|----------------|----------------|
| Estimated earnings per share – diluted (GAAP) | \$ 0.20 | \$ 0.25 |
| Estimated acquired intangible amortization | 0.06 | 0.06 |
| Estimated tax adjustments | (0.01) | (0.01) |
| Estimated adjusted earnings per share – diluted (Non-GAAP) | <u>\$ 0.25</u> | <u>\$ 0.30</u> |

Segment Reporting



Reclassification of 2021

(\$ in thousands)

| | Quarter Ended | | | | | Year Ended | | | | | | |
|------------------------------------------------|------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|-----------------|-----|-----------------|-----|-----------------|-----|
| | <u>9/30/2021</u> | <u>12/31/2021</u> | <u>3/31/2022</u> | <u>6/30/2022</u> | <u>9/30/2022</u> | <u>12/31/2021</u> | | | | | | |
| Electronic Test | \$ 8,103 | \$ 6,851 | \$ 8,778 | \$ 9,797 | \$ 10,408 | \$ 32,509 | | | | | | |
| Environmental Technologies | 6,875 | 7,176 | 6,993 | 7,507 | 7,631 | 26,896 | | | | | | |
| Process Technologies | 6,166 | 8,331 | 8,310 | 12,267 | 12,732 | 25,473 | | | | | | |
| Total Revenue | <u>\$ 21,144</u> | <u>\$ 22,358</u> | <u>\$ 24,081</u> | <u>\$ 29,571</u> | <u>\$ 30,771</u> | <u>\$ 84,878</u> | | | | | | |
| | | Division Op. Margin | Division Op. Margin | Division Op. Margin | Division Op. Margin | Division Op. Margin | | | | | | |
| Electronic Test | \$ 2,634 | 33% | \$ 2,068 | 30% | \$ 1,887 | 21% | \$ 2,193 | 22% | \$ 2,406 | 23% | \$ 10,926 | 34% |
| Environmental Technologies | 1,090 | 16% | 1,110 | 15% | 802 | 11% | 1,070 | 14% | 1,021 | 13% | 4,236 | 16% |
| Process Technologies | 1,078 | 17% | 1,124 | 13% | 730 | 9% | 2,569 | 21% | 2,465 | 19% | 3,819 | 15% |
| Total income from divisional operations | 4,802 | 23% | 4,302 | 19% | 3,419 | 14% | 5,832 | 20% | 5,892 | 19% | 18,981 | 22% |
| Corporate expense | (1,944) | | (3,485) | | (1,835) | | (2,339) | | (2,138) | | (9,082) | |
| Acquired intangible amortization | (309) | | (522) | | (782) | | (765) | | (595) | | (1,440) | |
| Other income (expense) | (17) | | (59) | | (147) | | (158) | | (120) | | (57) | |
| Earnings before income tax expense | <u>\$ 2,532</u> | | <u>\$ 236</u> | | <u>\$ 655</u> | | <u>\$ 2,570</u> | | <u>\$ 3,039</u> | | <u>\$ 8,402</u> | |

Beginning in the first quarter of 2022, the Company made a change to its reportable segments from two reportable segments to three reportable segments – Electronic Test, Environmental Technologies and Process Technologies. These segments, which operate as Divisions, align with how the Chief Executive Officer (CEO), who is also the Chief Operating Decision Maker (CODM) as defined under U.S. GAAP, allocates resources and assesses performance against the Company’s key growth strategies. Prior period reportable segment results and related disclosures have been restated to be consistent with the current year presentation.