

## Supplemental Non-GAAP Financial Information

In addition to disclosing results determined in accordance with GAAP, NI discloses certain non-GAAP operating results and non-GAAP information that exclude certain charges. In this annual report, NI has presented its non-GAAP revenue, gross margin, operating income, and operating margin for the 12-month periods ending December 31, 2022 and 2021, and non-GAAP revenue and operating margin for the three months ending December 31, 2022, which, in each case, exclude, as applicable, charges related to stock-based compensation expense, acquisition-related fair value adjustments, amortization of acquisition-related intangibles, acquisition-related transaction and integration costs, taxes levied on the transfer of acquired intellectual property, foreign exchange loss on acquisitions, restructuring charges, disposal gains of business/assets and related charitable contributions, tax effects related to businesses held-for-sale, and capitalization and amortization of internally developed software costs. NI presents these non-GAAP results as a complement to its GAAP results, and they should not be regarded as a substitute for GAAP. When presenting non-GAAP results, NI includes a reconciliation of the non-GAAP results to the GAAP results. Such reconciliation is set forth in the following table.

### Reconciliation of GAAP to Non-GAAP Revenue, Gross Margin, Operating Income, and Operating Margin (in thousands USD except percentage data) (unaudited)

REVENUE	2022	2021
Net sales, as reported	1,656,975	1,469,681
plus: Impact of acquisition-related fair value adjustments	1,367	2,324
less: Impact of acquisition transaction and integration costs, restructuring, and other	(411)	-
Non-GAAP net sales	1,657,931	1,472,005

GROSS MARGIN	2022	2021
Gross profit, as reported	1,122,251	1,048,718
Stock-based compensation	4,658	4,580
Amortization of acquisition-related intangibles and fair value adjustments	24,270	21,715
Acquisition transaction and integration costs, restructuring charges, and other	9,408	(25)
Amortization of internally developed software costs	5,863	23,674
Non-GAAP gross profit	1,166,450	1,098,662
Non-GAAP gross margin	70.4%	74.6%

OPERATING MARGIN	2022	2021
Operating income, as reported	192,069	118,165
Stock-based compensation	78,614	74,712
Amortization of acquisition-related intangibles and fair value adjustments	46,329	32,227
Acquisition transaction and integration costs, restructuring charges, and other	41,410	27,092
Net amortization/(capitalization) of internally developed software costs	5,475	22,241
Gain on sale of business/asset <sup>1</sup>	(33,636)	-
Non-GAAP operating income	330,261	274,437
Non-GAAP operating margin	19.9%	18.6%

<sup>1</sup> DURING THE THIRD QUARTER OF 2022, THE COMPANY RECOGNIZED A GAIN OF \$34 MILLION RELATED TO THE SALE OF LAND AND OFFICE BUILDINGS, PRESENTED WITHIN "GAIN ON SALE OF ASSETS". THE COMPANY ALSO RECOGNIZED A CHARITABLE CONTRIBUTION EXPENSE OF \$10 MILLION RELATED TO AN INFREQUENT DONATION USING A PORTION OF THE PROCEEDS FROM THE SALE OF THE BUILDING, PRESENTED WITHIN "GENERAL AND ADMINISTRATIVE".

REVENUE	2022-Q4	2021-Q4
Net sales, as reported	448,276	420,641
plus: Impact of acquisition-related fair value adjustments	254	352
Non-GAAP net sales	448,530	420,993

OPERATING MARGIN	2022-Q4	2021-Q4
Operating income, as reported	60,331	49,897
Stock-based compensation	17,771	18,522
Amortization of acquisition-related intangibles and fair value adjustments	11,087	10,706
Acquisition transaction and integration costs, restructuring charges, and other	21,774	12,259
Net amortization/(capitalization) of internally developed software costs	773	4,853
Gain on sale of business/asset	-	-
Non-GAAP operating income	111,736	96,237
Non-GAAP operating margin	24.9%	22.9%

