



Non-GAAP Reconciliation – EBITDA ⁽¹⁾
(Dollars in thousands)
(Unaudited)

	Quarters ended December 31,		Years ended December 31,	
	<u>2011</u>	<u>2010</u>	<u>2011</u>	<u>2010</u>
Net income ⁽²⁾	\$ 5,940	\$ 4,275	\$ 17,860	\$ 12,732
Interest expense	60	89	209	236
Income tax expense	2,399	1,903	10,531	8,120
Depreciation and amortization	1,858	925	6,187	4,230
EBITDA	<u>\$ 10,257</u>	<u>\$ 7,192</u>	<u>\$ 34,787</u>	<u>\$ 25,318</u>

- (1) Earnings before interest, income taxes, depreciation and amortization (EBITDA) is a widely used non-GAAP financial measure of operating performance. It is presented as supplemental information that the Company believes is useful to investors to evaluate its results because it excludes certain items that are not directly related to the Company's core operating performance. EBITDA is calculated by adding back net interest expense, income tax expense, depreciation and amortization to net income. EBITDA should not be considered as substitutes either for net income, as an indicator of the Company's operating performance, or for cash flow, as a measure of the Company's liquidity. In addition, because EBITDA may not be calculated identically by all companies, the presentation here may not be comparable to other similarly titled measures of other companies.