UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT suant to Section 13 or 15(d)

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of Earliest Event Reported): May 3, 2023

SPOK HOLDINGS, INC.

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation) 001-32358 (Commission File Number) 16-1694797 (I.R.S. Employer Identification No.)

5911 Kingstowne Village Pkwy, 6th Floor Alexandria, Virginia

22315

(Address of principal executive offices)

(Zip Code)

Registrant's telephone number, including area code: (800) 611-8488

Not Applicable

Former name or former address, if changed since last report

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230 425)

_	
	Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
	Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
	Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
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Securities registered pursuant to Section 12(b) of the Act:

<u>Title of each class</u>
Common Stock, par value \$0.0001 per share

Trading symbol SPOK Name of each exchange on which registered

NASDAQ

	heck mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).	1933 (§230.405 of					
. ,							
Emerging growth company f an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period or complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.							
tem 2.02 Re	sults of Operations and Financial Condition.						
	D23, Spok Holdings, Inc. (the "Company") issued a press release announcing financial results for the first quarte of the press release is furnished as Exhibit 99.1 to this report.	r ending March 31,					
tem 8.01 Otl	her Events.						
•	023, the Board declared a regular quarterly dividend of \$0.3125 per share of the Company's common stock parkholders of record on May 25, 2023.	ayable on June 23,					
tem 9.01 Fin	nancial Statements and Exhibits.						
d) Exhibits:							
Exhibit							
No.	Description						
99.1	Spok Holdings, Inc. Earnings Press Release dated May 3, 2023						

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Spok Holdings, Inc.

Date: May 3, 2023 By: /s/ Calvin C. Rice

Name: Calvin C. Rice

Title: Chief Financial Officer



CONTACT:

Al Galgano 952-224-6096 al.galgano@spok.com

Spok Reports First Quarter 2023 Results

Strong improvement in net income and adjusted EBITDA

Company increases financial guidance for the full year 2023

Wireless Revenue Growth on both a Sequential and Year-Over-Year Basis

Alexandria, Va. (May 3, 2023) - Spok Holdings, Inc. (NASDAQ: SPOK), a global leader in healthcare communications, today announced results for the first quarter ended March 31, 2023. In addition, the Company's Board of Directors declared a regular quarterly dividend of \$0.3125 per share, payable on June 23, 2023, to stockholders of record on May 25, 2023.

Recent Highlights:

- Generated net income of \$3.1 million, or \$0.15 per diluted share, compared to a net loss of \$7.2 million, or \$0.37 per diluted share, in the prior year period
- Generated \$6.9 million of adjusted EBITDA in the first quarter, compared to a loss of \$2.1 million in the first quarter of 2022
- Software operations bookings totaled \$5.7 million for the first quarter, compared to \$5.2 million in the first quarter of 2022, a nearly 9% year-over-year increase
- First quarter 2023 software operations bookings included 15 six-figure customer contracts, including four new logo customers
- First quarter 2023 wireless average revenue per unit (ARPU) was \$7.59, up on both a sequential and year-overyear basis, with units in service down less than 1% from the prior quarter
- First quarter 2023 wireless revenue of \$19.0 million, up 1% from revenue of \$18.8 million in the year ago period
- Capital returned to stockholders in the first quarter of 2023 totaled \$6.9 million in the form of the Company's regular quarterly dividend
- · Cash and equivalents balance of \$29.5 million on March 31, 2023, and no debt

"I am proud of what the Spok team has been able to accomplish in the first quarter and believe that these results position us well for the remainder of the year, as we continue to execute our focus on generating cash flow and returning capital to stockholders," said Vincent D. Kelly, chief executive officer of Spok Holdings, Inc. "Last quarter, we made tremendous progress in several key performance areas, including wireless trends, software bookings and backlog levels, as well as

Spoktweets



expense management, as we continued to see expense declines on both a sequential and year-over-year basis. We were able to accomplish this while investing in our Spok Care Connect and Wireless solutions. I am particularly pleased with our performance in Wireless, as we grew first quarter revenue on both a sequential and year-over-year basis and further minimized unit churn. More than half of the nearly 5% annual growth in ARPU in the first quarter reflects the impacts of pricing actions taken in late 2022 and, to a lesser extent, sales of our new GenA™ pager. We look forward to continued success in the remainder of the year and believe our extensive experience operating our established communication solutions will create significant value for stockholders by maximizing revenue and cash flow generation."

Financial Highlights:

	For the three months ended March 31,							
(Dollars in thousands)	 2023		2022	Change (%)				
Revenue								
Wireless revenue								
Paging revenue	\$ 18,525	\$	18,313	1.2 %				
Product and other revenue	503		533	(5.6)%				
Total wireless revenue	\$ 19,028	\$	18,846	1.0 %				
Software revenue								
License	\$ 1,618	\$	1,824	(11.3)%				
Professional services	3,239		3,336	(2.9)%				
Hardware	356		589	(39.6)%				
Maintenance	8,939		9,230	(3.2)%				
Total software revenue	14,152		14,979	(5.5)%				
Total revenue	\$ 33,180	\$	33,825	(1.9)%				

		For the t	hree	months ended N	March 31,
(Dollars in thousands)		2023		2022	Change (%)
GAAP					
Operating expenses	\$	28,463	\$	42,493	(33.0)%
Net income (loss)	\$	3,117	\$	(7,214)	143.2 %
Cash, cash equivalents, and short-term investments (as of period end)	\$	29,550	\$	46,328	(36.2)%
Capital returned to stockholders	\$	6,933	\$	6,524	6.3 %
Non-GAAP					
Adjusted operating expenses	\$	27,217	\$	37,064	(26.6)%
Adjusted EBITDA	\$	6,899	\$	(2,124)	424.8 %





For the three months ended March 31,

(Dollars in thousands, excluding units and service and ARPU)	2	023	2022	Change (%)
Key Statistics				
Wireless units in service		811	838	(3.2)%
Wireless average revenue per unit (ARPU)	\$	7.59	\$ 7.24	4.8 %
Software operations bookings ⁽¹⁾	\$	5,678	\$ 5,212	8.9 %
Software maintenance bookings ⁽²⁾	\$	11,300	\$ 9,105	24.1 %
Software backlog (as of period end)	\$	46,540	\$ 40,532	14.8 %

¹⁾ Software operations bookings includes net new (i.e., new customers or incremental add-on sales to existing customers) sales of license, professional services, equipment, and first-year maintenance.

Financial Outlook:

The Company also increased its financial guidance and now expects the following for the full year 2023:

(Unaudited and in millions)	Current (Full Ye	Guidan ar 2023		Prior Guidance Full Year 2023				
	From To From		To From			То		
Revenue			-					
Wireless	\$ 73.0	\$	75.5	\$	71.5	\$	74.5	
Software	\$ 58.0	\$	62.0	\$	57.5	\$	62.0	
Total Revenue	\$ 131.0	\$	137.5	\$	129.0	\$	136.5	
		-		-				
Adjusted EBITDA	\$ 24.5	\$	26.5	\$	24.0	\$	26.0	

2023 First Quarter Call:

Management will host a conference call and webcast to discuss these financial results on Thursday, May 4, 2023, at 9:30 a.m. Eastern Time. The presentation is open to all interested parties and may include forward-looking information.

Conference Call Details

Date/Time: Thursday, May 4, 2023, at 9:30 a.m. ET

Webcast: https://www.webcast-eqs.com/register/spok_q12023_en/en

U.S. Toll-Free Dial In: 877-407-0890 International Dial In: 1-201-389-0918



²⁾ Software maintenance bookings includes the renewal of maintenance and term license contracts.

NEWS RELEASE



To access the call, please dial in approximately ten minutes before the start of the call. For those unable to join the live call, an OnDemand version of the webcast will be available following the call under the URL link and on the investor relations website.

Investor Day Program:

Following the First Quarter 2023 call, Spok will host an Investor Day with financial analysts and institutional investors, from 11:00 a.m. ET to 3:00 p.m. ET. Spok's executive leadership team will present an updated view of the Company's long-term strategy and capital allocation plans, followed by a live Q&A session.

A live webcast of the earnings conference call and Investor Day, along with the earnings release and Investor Day materials, will be available on Spok's Investor Relations website at https://investors.spok.com/. A replay of the Investor Day presentation will also be accessible on the Company's website.

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About Spok

Spok, Inc., a wholly owned subsidiary of Spok Holdings, Inc. (NASDAQ: SPOK), headquartered in Alexandria, Virginia, is proud to be a global leader in healthcare communications. We deliver clinical information to care teams when and where it matters most to improve patient outcomes. Top hospitals rely on the Spok Care Connect® platform to enhance workflows for clinicians and support administrative compliance. Our customers send over 100 million messages each month through their Spok® solutions. Spok enables smarter, faster clinical communication. For more information, visit spok.com or follow @spoktweets on Twitter.

Spok is a trademark of Spok Holdings, Inc. Spok Care Connect and Spok Mobile are trademarks of Spok, Inc.

Non-GAAP Financial Measures

This press release contains the following non-GAAP financial measures: adjusted operating expenses and adjusted EBITDA. Adjusted operating expenses excludes depreciation, amortization and accretion, impairment of intangible assets and severance and restructuring costs. Adjusted EBITDA represents net income/(loss) before interest income/expense, income tax benefit/expense, depreciation, amortization and accretion expense, stock-based compensation expense, impairment of intangible assets and severance and restructuring. With respect to our expectations under "Financial Guidance" above, reconciliation of adjusted EBITDA to net income (loss) is not available without unreasonable efforts on a forward-looking basis due to the high variability, complexity and uncertainty with respect to certain items included in net income (loss) that are excluded from adjusted EBITDA, in





particular, income tax benefit / expense, stock-based compensation expenses, impairment of intangible assets, severance and restructuring and other non-recurring expenses. These items can have unpredictable fluctuations based on unforeseen activity that is out of our control and /or cannot be reasonably predicted.

We believe that these non-GAAP financial measures provide useful information to management and investors regarding certain financial and business trends relating to Spok's financial condition and results of operations. We use these non-GAAP measures for financial, operational, and budgetary decision-making purposes, to understand and evaluate our core operating performance and trends, and to generate future operating plans. We believe that these non-GAAP financial measures permit us to more thoroughly analyze key financial metrics used to make operational decisions and allow us to assess our core operating results. We believe that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing our financial measures with other software companies who present similar non-GAAP financial measures. We adjust for certain items because we do not regard these costs as reflective of normal costs related to the ongoing operation of the business in the ordinary course. In general, these items possess one or more of the following characteristics: non-cash expenses, factors outside of our control, items that are non-operational in nature, and unusual items not expected to occur in the normal course of business. We believe it is important to exclude these costs, given that they do not represent future operational costs under this strategic business plan. This allows us to assess the underlying performance of our core business under this new strategic business plan.

We do not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principle of these non-GAAP financial measures is that they exclude significant amounts that are required by GAAP to be recorded in the Company's financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgment by management about which items are excluded or included in determining these non-GAAP financial measures. In order to compensate for these limitations, management presents non-GAAP financial measures in connection with GAAP results. We urge investors to review the reconciliation of our non-GAAP financial measures to the comparable GAAP financial measures, which are included in this press release, and not to rely on any single financial measure to evaluate our business.

Safe Harbor Statement under the Private Securities Litigation Reform Act

Statements contained herein or in prior press releases which are not historical fact, such as statements regarding our future operating and financial performance, are forward-looking statements for purposes of the safe harbor provisions under the Private Securities Litigation Reform Act of 1995. These forward-looking statements involve risks and uncertainties that may cause our actual results to be materially different from the future results expressed or implied by such forward-looking statements. Factors that could cause actual results to differ materially from those expectations include, but are not limited to, our ability to manage wireless network rationalization to lower our costs without causing disruption of service to our customers; our ability to retain key management personnel and to attract and retain talent within the organization; the productivity of our sales



NEWS RELEASE



organization and our ability to deliver effective customer support; our ability to identify potential acquisitions, consummate and successfully integrate such acquisitions, and achieve the expected benefits of such acquisitions; risks related to the COVID-19 pandemic; economic conditions such as recessionary economic cycles, higher interest rates, inflation and higher levels of unemployment; competition for our services and products from new technologies or those offered and/or developed from firms that are substantially larger and have much greater financial and human capital resources; continuing decline in the number of paging units we have in service with customers, commensurate with a continuing decline in our wireless revenue; our ability to address changing market conditions with new or revised software solutions; undetected defects, bugs, or security vulnerabilities in our products; our dependence on the U.S. healthcare industry; the sales cycle of our software solutions and services can run from six to eighteen months, making it difficult to plan for and meet our sales objectives and bookings on a steady basis guarter-to-guarter and year-to-year: our reliance on third-party vendors to supply us with wireless paging equipment; our ability to maintain successful relationships with our channel partners; our ability to protect our rights in intellectual property that we own and develop and the potential for litigation claiming intellectual property infringement by us; our use of open source software, thirdparty software and other intellectual property; the reliability of our networks and servers and our ability to prevent cyberattacks and other security issues and disruptions; unauthorized breaches or failures in cybersecurity measures adopted by us and/or included in our products and services; our ability to realize the benefits associated with our deferred income tax assets; future impairments of our long-lived assets, amortizable intangible assets or goodwill; risks related to data privacy and protection-related laws and regulation; and our ability to manage changes related to regulation, including laws and regulations affecting hospitals and the healthcare industry generally, as well as other risks described from time to time in our periodic reports and other filings with the Securities and Exchange Commission. Although Spok believes the expectations reflected in the forward-looking statements are based on reasonable assumptions, it can give no assurance that its expectations will be attained. Spok disclaims any intent or obligation to update any forward-looking statements.

Tables to Follow

Spok.com



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SPOK HOLDINGS, INC. CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(Unaudited and in thousands except share, per share amounts and ARPU)

		For the three months ended					
	3	/31/2023		3/31/2022			
Revenue:							
Wireless	\$	19,028	\$	18,846			
Software		14,152		14,979			
Total revenue		33,180		33,825			
Operating expenses:							
Cost of revenue (exclusive of items shown separately below)		6,536		7,804			
Research and development		2,493		6,497			
Technology operations		6,587		7,013			
Selling and marketing		3,901		5,315			
General and administrative		7,700		10,435			
Depreciation, amortization and accretion		1,236		934			
Severance and restructuring		10		4,495			
Total operating expenses		28,463		42,493			
% of total revenue		85.8 %		125.6 %			
Operating income (loss)		4,717		(8,668)			
% of total revenue		14.2 %		(25.6)%			
Interest income		272		67			
Other income (expense)		53		(13)			
Income (loss) before income taxes		5,042		(8,614)			
(Provision for) benefit from income taxes		(1,925)		1,400			
Net income (loss)	\$	3,117	\$	(7,214)			
Basic net income (loss) per common share	\$	0.16	\$	(0.37)			
Diluted net income (loss) per common share		0.15		(0.37)			
Basic weighted average common shares outstanding		19,897,445		19,599,526			
Diluted weighted average common shares outstanding		20,182,692		19,599,526			

0.3125

0.3125

Cash dividends declared per common share

SPOK HOLDINGS, INC. CONDENSED CONSOLIDATED BALANCE SHEETS

(In thousands)

Current assets: Cash and cash equivalents)23	 12/31/2022
Cash and cash equivalents Accounts receivable, net Prepaid expenses Other current assets Total current assets Non-current assets: Property and equipment, net Operating lease right-of-use assets Goodwill Deferred income tax assets, net Other non-current assets Total assets Total assets IABILITIES AND STOCKHOLDERS' EQUITY Current liabilities: Accounts payable \$ Accrued compensation and benefits Deferred revenue Operating lease liabilities Other current liabilities: Asset retirement obligations Operating lease liabilities Total current liabilities Asset retirement obligations Operating lease liabilities Total non-current liabilities Total non-current liabilities Total non-current liabilities Commitments and contingencies Stockholders' equity: Common stock	ted)	 _
Accounts receivable, net Prepaid expenses Other current assets Total current assets Non-current assets: Property and equipment, net Operating lease right-of-use assets Goodwill Deferred income tax assets, net Other non-current assets Total non-current assets Total assets ELIABILITIES AND STOCKHOLDERS' EQUITY Current liabilities: Accounts payable Accrued compensation and benefits Deferred revenue Operating lease liabilities Other current liabilities Non-current liabilities: Asset retirement obligations Operating lease liabilities Total non-current liabilities Total non-current liabilities Total non-current liabilities Other non-current liabilities Total non-current liabilities Total incurrent liabilities Total non-current liabilities Total incurrent liabilities Commitments and contingencies Stockholders' equity: Common stock		
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Other current assets Total current assets: Non-current assets: Property and equipment, net Operating lease right-of-use assets Goodwill Deferred income tax assets, net Other non-current assets Total non-current assets Total assets ELIABILITIES AND STOCKHOLDERS' EQUITY Current liabilities: Accounts payable \$Accrued compensation and benefits Deferred revenue Operating lease liabilities Other current liabilities: Asset retirement obligations Operating lease liabilities Total non-current liabilities Total non-current liabilities Total non-current liabilities Other non-current liabilities Total non-current liabilities Total non-current liabilities Total liabilities Total non-current liabilities Total non-current liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock	22,644	26,861
Total current assets Non-current assets: Property and equipment, net Operating lease right-of-use assets Goodwill Deferred income tax assets, net Other non-current assets Total non-current assets Total sasets LIABILITIES AND STOCKHOLDERS' EQUITY Current liabilities: Accounts payable Accrued compensation and benefits Deferred revenue Operating lease liabilities Total current liabilities Total current liabilities Asset retirement obligations Operating lease liabilities Other current liabilities Total non-current liabilities Commitments and contingencies Stockholders' equity: Common stock	7,150	6,849
Non-current assets: Property and equipment, net Operating lease right-of-use assets Goodwill Deferred income tax assets, net Other non-current assets Total non-current assets Total assets S LIABILITIES AND STOCKHOLDERS' EQUITY Current liabilities: Accounts payable Accrued compensation and benefits Deferred revenue Operating lease liabilities Other current liabilities Total current liabilities Non-current liabilities Non-current liabilities Other non-current liabilities Other non-current liabilities Other non-current liabilities Total non-current liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock	628	 587
Property and equipment, net Operating lease right-of-use assets Goodwill Deferred income tax assets, net Other non-current assets Total non-current assets Total assets LIABILITIES AND STOCKHOLDERS' EQUITY Current liabilities: Accounts payable Accrued compensation and benefits Deferred revenue Operating lease liabilities Other current liabilities Total current liabilities Non-current liabilities Non-current liabilities Other revenue Isabilities Other current liabilities Total current liabilities Total current liabilities Other non-current liabilities Other non-current liabilities Total non-current liabilities Total non-current liabilities Total liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock	59,972	 70,051
Operating lease right-of-use assets Goodwill Deferred income tax assets, net Other non-current assets Total non-current assets Total assets S LIABILITIES AND STOCKHOLDERS' EQUITY Current liabilities: Accounts payable Accrued compensation and benefits Deferred revenue Operating lease liabilities Other current liabilities Total current liabilities: Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Total non-current liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock		
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Deferred income tax assets, net Other non-current assets Total non-current assets Total assets S LIABILITIES AND STOCKHOLDERS' EQUITY Current liabilities: Accounts payable Accounts payable Accounts payable S Accrued compensation and benefits Deferred revenue Operating lease liabilities Other current liabilities Total current liabilities Non-current liabilities: Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Total non-current liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock	13,401	13,876
Other non-current assets Total assets LIABILITIES AND STOCKHOLDERS' EQUITY Current liabilities: Accounts payable Accrued compensation and benefits Deferred revenue Operating lease liabilities Other current liabilities Total current liabilities Non-current liabilities: Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Total non-current liabilities Total inon-current liabilities Stockholders' equity: Common stock	99,175	99,175
Total assets LIABILITIES AND STOCKHOLDERS' EQUITY Current liabilities: Accounts payable \$ Accrued compensation and benefits Deferred revenue Operating lease liabilities Other current liabilities Total current liabilities: Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Other non-current liabilities Sommitments and contingencies Stockholders' equity: Common stock	50,706	52,398
Total assets LIABILITIES AND STOCKHOLDERS' EQUITY Current liabilities: Accounts payable Accrued compensation and benefits Deferred revenue Operating lease liabilities Other current liabilities Total current liabilities Non-current liabilities: Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Total liabilities Stockholders' equity: Common stock	694	754
Current liabilities: Accounts payable \$ Accrued compensation and benefits Deferred revenue Operating lease liabilities Other current liabilities Total current liabilities: Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Total liabilities Total liabilities Stockholders' equity: Common stock	171,778	174,426
Current liabilities: Accounts payable \$ Accrued compensation and benefits Deferred revenue Operating lease liabilities Other current liabilities Total current liabilities: Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Total non-current liabilities Total liabilities Stockholders' equity: Common stock	231,750	\$ 244,477
Accounts payable Accrued compensation and benefits Deferred revenue Operating lease liabilities Other current liabilities Total current liabilities: Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Total liabilities Total solutions Operating lease liabilities Other non-current liabilities Total non-current liabilities Total solutions Commitments and contingencies Stockholders' equity: Common stock		 _
Accrued compensation and benefits Deferred revenue Operating lease liabilities Other current liabilities Total current liabilities: Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock		
Deferred revenue Operating lease liabilities Other current liabilities Total current liabilities Non-current liabilities: Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock	4,659	\$ 5,880
Operating lease liabilities Other current liabilities Total current liabilities Non-current liabilities: Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock	6,063	11,628
Other current liabilities Total current liabilities Non-current liabilities: Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock	24,629	26,274
Total current liabilities Non-current liabilities: Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock	4,964	5,096
Non-current liabilities: Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock	4,823	 4,573
Asset retirement obligations Operating lease liabilities Other non-current liabilities Total non-current liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock	45,138	53,451
Operating lease liabilities Other non-current liabilities Total non-current liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock		
Other non-current liabilities Total non-current liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock	7,353	7,237
Total non-current liabilities Total liabilities Commitments and contingencies Stockholders' equity: Common stock	10,064	10,604
Total liabilities Commitments and contingencies Stockholders' equity: Common stock	846	1,107
Commitments and contingencies Stockholders' equity: Common stock	18,263	18,948
Stockholders' equity: Common stock	63,401	72,399
Common stock		
Additional paid-in capital	2	2
	99,599	99,908
Accumulated other comprehensive loss	(1,897)	(1,909)
Retained earnings	70,645	74,077
Total stockholders' equity	168,349	172,078
Total liabilities and stockholders' equity	231,750	\$ 244,477

SPOK HOLDINGS, INC. CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(Unaudited and in thousands)

		ded		
	3	31/2023		3/31/2022
Operating activities:				
Net income (loss)	\$	3,117	\$	(7,214)
Adjustments to reconcile net income (loss) to net cash provided (used) by operating activities:				
Depreciation, amortization and accretion		1,236		934
Deferred income tax expense (benefit)		1,886		(1,024)
Stock-based compensation		936		1,115
Provisions for credit losses, service credits and other		29		594
Changes in assets and liabilities:				
Accounts receivable		4,187		2,951
Prepaid expenses and other assets		(282)		(1,421)
Net operating lease liabilities		(197)		(91)
Accounts payable, accrued liabilities and other		(6,680)		879
Deferred revenue		(1,621)		(1,602)
Net cash provided by (used in) operating activities		2,611		(4,879)
Investing activities:				
Purchases of property and equipment		(649)		(679)
Purchase of short-term investments		_		(14,967)
Maturity of short-term investments		_		15,000
Net cash used in investing activities		(649)		(646)
Financing activities:				
Cash distributions to stockholders		(6,933)		(6,524)
Purchase of common stock for tax withholding on vested equity awards		(1,245)		(1,209)
Net cash used in financing activities		(8,178)		(7,733)
Effect of exchange rate on cash and cash equivalents		12		25
Net decrease in cash and cash equivalents		(6,204)		(13,233)
Cash and cash equivalents, beginning of period		35,754		44,583
Cash and cash equivalents, end of period	\$	29,550	\$	31,350
Supplemental disclosure:	-		-	
Income taxes paid/(refunded)	\$	(6)	\$	(39)

SPOK HOLDINGS, INC. UNITS IN SERVICE, MARKET SEGMENTS, AND AVERAGE REVENUE PER UNIT (ARPU) (a)

(Unaudited and in thousands)

							Fo	r the three	mont	hs ended						
	3/	31/2023		12/31/2022	9	/30/2022	6/	30/2022	3	3/31/2022	1	2/31/2021		9/30/2021	E	5/30/2021
Account size ending units in service (000's)																
1 to 100 units		48		50		51		53		54		55		57		58
101 to 1,000 units		149		147		147		149		150		154		154		155
>1,000 units		614		620		626		633		634		638		642		656
Total		811	_	817		824		835		838		847	=	853		869
Market segment as a percent of total ending units in service																
Healthcare		85.7 %	•	85.4 %		85.0 %		85.0 %		84.7 %		84.7 %)	84.6 %		84.5 %
Government		4.3 %	·	4.4 %		4.1 %		4.2 %		4.7 %		4.8 %)	4.8 %		4.9 %
Large enterprise		4.1 %	•	4.0 %		3.9 %		4.0 %		3.9 %		3.9 %)	4.1 %		4.1 %
Other(b)		5.9 %	<u> </u>	6.1 %		7.0 %		6.8 %		6.7 %		6.6 %	<u> </u>	6.4 %		6.4 %
Total		100.0 %	,	100.0 %		100.0 %		100.0 %		100.0 %		100.0 %	,	100.0 %		100.0 %
Account size ARPU																
1 to 100 units	\$	12.21	\$	11.95	\$	11.80	\$	11.41	\$	11.52	\$	11.58	\$	11.67	\$	11.69
101 to 1,000 units		8.65		8.66		8.44		8.27		8.24		8.30		8.38		8.35
>1.000 units		6.96		6.86		6.69		6.63		6.64		6.63		6.65		6.68

7.32

Total

7.59

7.50

⁽a) Slight variations in totals are due to rounding.

⁽b) Other includes hospitality, resort and indirect units

RECONCILIATION OF ADJUSTED OPERATING EXPENSES (Unaudited and in thousands)

		For the three months ended					
	3/	31/2023		3/31/2022			
Operating expenses	\$	28,463	\$	42,493			
Add back:							
Depreciation, amortization and accretion		(1,236)		(934)			
Severance and restructuring		(10)		(4,495)			
Adjusted operating expenses	\$	27,217	\$	37,064			

RECONCILIATION OF ADJUSTED EBITDA (Unaudited and in thousands)

		For the three months ended					
	3/3	31/2023		3/31/2022			
Net income (loss)	\$	3,117	\$	(7,214)			
Add back:							
Provision for (benefit from) income taxes		1,925		(1,400)			
(Other income) expense		(53)		13			
Interest income		(272)		(67)			
Depreciation, amortization and accretion		1,236		934			
EBITDA	\$	5,953	\$	(7,734)			
Adjustments:							
Stock-based compensation		936		1,115			
Severance and restructuring		10		4,495			
Adjusted EBITDA	\$	6,899	\$	(2,124)			