

MINDBODY, Inc.

(Unaudited)

(\$ and shares in thousands except per share data)

GAAP Income Statement:	2015				2016				Q1'17	Annual		
	Q1'15	Q2'15	Q3'15	Q4'15	Q1'16	Q2'16	Q3'16	Q4'16		FY'14	FY'15	FY'16
Subscription and services	13,461	14,920	15,965	16,993	19,257	20,112	21,185	22,365	24,953	40,501	61,339	82,919
Year over year % change	52%	56%	56%	44%	43%	35%	33%	32%	30%	43%	51%	35%
Payments	8,022	9,279	9,539	10,620	12,151	12,904	13,484	15,268	16,750	26,060	37,460	53,808
Year over year % change	36%	50%	46%	43%	51%	39%	41%	44%	38%	52%	44%	44%
Product and other	780	561	577	652	598	545	593	558	511	3,449	2,570	2,294
Year over year % change	-12%	-33%	-31%	-28%	-23%	-3%	3%	-14%	-15%	3%	-25%	-11%
<b>Total revenue</b>	<b>22,263</b>	<b>24,760</b>	<b>26,081</b>	<b>28,265</b>	<b>32,006</b>	<b>33,561</b>	<b>35,262</b>	<b>38,191</b>	<b>42,214</b>	<b>70,010</b>	<b>101,369</b>	<b>139,021</b>
Year over year % change	42%	49%	48%	40%	44%	36%	35%	35%	32%	44%	45%	37%
Cost of revenue	8,693	8,809	9,596	10,092	9,972	10,713	10,972	11,423	12,019	30,004	37,190	43,080
Year over year % change	34%	26%	18%	20%	15%	22%	14%	13%	21%	37%	24%	16%
<b>Gross profit</b>	<b>13,570</b>	<b>15,951</b>	<b>16,485</b>	<b>18,173</b>	<b>22,034</b>	<b>22,848</b>	<b>24,290</b>	<b>26,768</b>	<b>30,195</b>	<b>40,006</b>	<b>64,179</b>	<b>95,941</b>
<b>Gross margin</b>	<b>61.0%</b>	<b>64.4%</b>	<b>63.2%</b>	<b>64.3%</b>	<b>68.8%</b>	<b>68.1%</b>	<b>68.9%</b>	<b>70.1%</b>	<b>71.5%</b>	<b>57.1%</b>	<b>63.3%</b>	<b>69.0%</b>
Operating expenses												
Sales and marketing	9,717	11,820	12,389	12,419	13,229	13,706	14,599	14,926	16,334	30,922	46,345	56,460
Year over year % change	34%	68%	47%	52%	36%	16%	18%	20%	23%	48%	50%	22%
Research and development	4,725	5,476	6,012	6,844	7,417	7,594	7,747	7,558	8,648	16,167	23,057	30,316
Year over year % change	31%	36%	36%	66%	57%	39%	29%	10%	17%	54%	43%	31%
General and administrative	6,780	7,262	7,256	8,232	7,523	7,681	7,346	7,947	8,686	18,422	29,530	30,497
Year over year % change	92%	62%	52%	46%	11%	6%	1%	-3%	15%	72%	60%	3%
Change in fair value of contingent consideration	-	(11)	-	-	-	-	-	-	-	(1,434)	(11)	-
<b>Total operating expenses</b>	<b>21,222</b>	<b>24,547</b>	<b>25,657</b>	<b>27,495</b>	<b>28,169</b>	<b>28,981</b>	<b>29,692</b>	<b>30,431</b>	<b>33,668</b>	<b>64,077</b>	<b>98,921</b>	<b>117,273</b>
Year over year % change	52%	62%	50%	54%	33%	18%	16%	11%	20%	50%	54%	19%
<b>Loss from operations</b>	<b>(7,652)</b>	<b>(8,596)</b>	<b>(9,172)</b>	<b>(9,322)</b>	<b>(6,135)</b>	<b>(6,133)</b>	<b>(5,402)</b>	<b>(3,663)</b>	<b>(3,473)</b>	<b>(24,071)</b>	<b>(34,742)</b>	<b>(21,332)</b>
Change in fair value of preferred stock warrant	(150)	125	-	-	-	-	-	-	-	(283)	(25)	-
Other income (expense), net	(53)	(316)	(355)	(351)	(386)	(353)	(351)	(235)	(294)	(136)	(1,075)	(1,326)
Loss before provision for income taxes	(7,855)	(8,787)	(9,527)	(9,673)	(6,521)	(6,486)	(5,753)	(3,898)	(3,767)	(24,490)	(35,842)	(22,658)
Provision for income taxes	6	62	101	77	73	64	142	42	142	116	246	321
<b>Net loss</b>	<b>(7,861)</b>	<b>(8,849)</b>	<b>(9,628)</b>	<b>(9,750)</b>	<b>(6,594)</b>	<b>(6,550)</b>	<b>(5,895)</b>	<b>(3,940)</b>	<b>(3,909)</b>	<b>(24,606)</b>	<b>(36,088)</b>	<b>(22,979)</b>
<b>% of Revenue - Net Loss</b>	<b>-35.3%</b>	<b>-35.7%</b>	<b>-36.9%</b>	<b>-34.5%</b>	<b>-20.6%</b>	<b>-19.5%</b>	<b>-16.7%</b>	<b>-10.3%</b>	<b>-9.3%</b>	<b>-35.1%</b>	<b>-35.6%</b>	<b>-16.5%</b>
Accretion of redeemable convertible preferred stock warrant liability	(5,459)	(4,403)	-	-	-	-	-	-	-	(21,311)	(9,862)	-
Deemed dividend-preferred stock modification	1,748	-	-	-	-	-	-	-	-	-	1,748	-
<b>Net loss attributable to common stockholders</b>	<b>(11,572)</b>	<b>(13,252)</b>	<b>(9,628)</b>	<b>(9,750)</b>	<b>(6,594)</b>	<b>(6,550)</b>	<b>(5,895)</b>	<b>(3,940)</b>	<b>(3,909)</b>	<b>(45,917)</b>	<b>(44,202)</b>	<b>(22,979)</b>
GAAP weighted-average shares used to compute net loss per share, basic and diluted	11,202	15,267	39,181	39,208	39,450	39,706	39,965	40,521	40,757	11,014	26,320	39,913
GAAP net loss per share attributable to common stockholders, basic and diluted	\$ (1.03)	\$ (0.87)	\$ (0.25)	\$ (0.25)	\$ (0.17)	\$ (0.16)	\$ (0.15)	\$ (0.10)	\$ (0.10)	\$ (4.17)	\$ (1.68)	\$ (0.58)
<b>% of Revenue - GAAP:</b>												
Subscription and services	60%	60%	61%	60%	60%	60%	59%	59%	59%	58%	61%	60%
Payments	36%	37%	37%	38%	38%	38%	40%	40%	40%	37%	37%	39%
Product and other	4%	2%	2%	2%	2%	2%	1%	1%	1%	5%	3%	2%
Cost of revenue	39%	36%	37%	36%	31%	32%	31%	30%	28%	43%	37%	31%
Operating expenses:												
Sales and marketing	44%	48%	48%	44%	41%	41%	41%	39%	39%	44%	46%	41%
Research and development	21%	22%	23%	24%	23%	23%	22%	20%	20%	23%	23%	22%
General and administrative	30%	29%	28%	29%	24%	23%	21%	21%	21%	26%	29%	22%
Total operating expenses	95%	99%	98%	97%	88%	86%	84%	80%	80%	92%	98%	84%

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<b>Non-GAAP Income Statement:</b>												
Subscription and services	13,461	14,920	15,965	16,993	19,257	20,112	21,185	22,365	24,953	40,501	61,339	82,919
Year over year % change	52%	56%	56%	44%	43%	35%	33%	32%	30%	43%	51%	35%
Payments	8,022	9,279	9,539	10,620	12,151	12,904	13,484	15,268	16,750	26,060	37,460	53,808
Year over year % change	36%	50%	46%	43%	51%	39%	41%	44%	38%	52%	44%	44%
Product and other	780	561	577	652	598	545	593	558	511	3,449	2,570	2,294
Year over year % change	-12%	-33%	-31%	-28%	-23%	-3%	3%	-14%	-15%	3%	-25%	-11%
<b>Total revenue</b>	<b>22,263</b>	<b>24,760</b>	<b>26,081</b>	<b>28,265</b>	<b>32,006</b>	<b>33,561</b>	<b>35,262</b>	<b>38,191</b>	<b>42,214</b>	<b>70,010</b>	<b>101,369</b>	<b>139,021</b>
Year over year % change	42%	49%	48%	40%	44%	36%	35%	35%	32%	44%	45%	37%
Cost of revenue	8,494	8,593	9,300	9,815	9,681	10,417	10,632	11,014	11,584	29,445	36,202	41,744
Year over year % change	34%	26%	16%	19%	14%	21%	14%	12%	20%	37%	23%	15%
<b>Gross profit</b>	<b>13,769</b>	<b>16,167</b>	<b>16,781</b>	<b>18,450</b>	<b>22,325</b>	<b>23,144</b>	<b>24,630</b>	<b>27,177</b>	<b>30,630</b>	<b>40,565</b>	<b>65,167</b>	<b>97,277</b>
<b>Gross margin</b>	<b>61.8%</b>	<b>65.3%</b>	<b>64.3%</b>	<b>65.3%</b>	<b>69.8%</b>	<b>69.0%</b>	<b>69.8%</b>	<b>71.2%</b>	<b>72.6%</b>	<b>57.9%</b>	<b>64.3%</b>	<b>70.0%</b>
Operating expenses												
Sales and marketing	9,176	10,917	11,346	11,373	12,646	13,266	13,986	14,503	15,828	30,726	42,812	54,401
Year over year % change	27%	56%	35%	40%	38%	22%	23%	28%	25%	47%	39%	27%
Research and development	4,629	5,314	5,724	6,488	6,922	7,124	7,257	7,043	8,121	15,869	22,155	28,345
Year over year % change	31%	34%	32%	61%	50%	34%	27%	9%	17%	52%	40%	28%
General and administrative	6,377	6,634	6,521	6,709	6,903	6,428	6,371	6,972	7,483	17,399	26,241	26,674
Year over year % change	93%	56%	45%	25%	8%	-3%	-2%	4%	8%	66%	51%	2%
Change in fair value of contingent consideration	-	(11)	-	-	-	-	-	-	-	(1,434)	(11)	-
<b>Total operating expenses</b>	<b>20,182</b>	<b>22,854</b>	<b>23,591</b>	<b>24,570</b>	<b>26,471</b>	<b>26,818</b>	<b>27,614</b>	<b>28,518</b>	<b>31,432</b>	<b>62,560</b>	<b>91,197</b>	<b>109,420</b>
Year over year % change	48%	54%	42%	41%	31%	17%	17%	16%	19%	48%	46%	20%
<b>Non-GAAP loss from operations</b>	<b>(6,413)</b>	<b>(6,687)</b>	<b>(6,810)</b>	<b>(6,120)</b>	<b>(4,146)</b>	<b>(3,674)</b>	<b>(2,984)</b>	<b>(1,341)</b>	<b>(802)</b>	<b>(21,995)</b>	<b>(26,030)</b>	<b>(12,143)</b>
Change in fair value of preferred stock warrant	(150)	125	-	-	-	-	-	-	-	(283)	(25)	-
Other income (expense), net	(53)	(316)	(355)	(351)	(386)	(353)	(351)	(235)	(294)	(136)	(1,075)	(1,326)
Loss before provision for income taxes	(6,616)	(6,878)	(7,165)	(6,471)	(4,532)	(4,027)	(3,335)	(1,576)	(1,096)	(22,414)	(27,130)	(13,469)
Provision for income taxes	6	62	101	77	73	64	142	42	142	116	246	321
<b>Non-GAAP net loss</b>	<b>(6,622)</b>	<b>(6,940)</b>	<b>(7,266)</b>	<b>(6,548)</b>	<b>(4,605)</b>	<b>(4,091)</b>	<b>(3,477)</b>	<b>(1,618)</b>	<b>(1,238)</b>	<b>(22,530)</b>	<b>(27,376)</b>	<b>(13,790)</b>
<b>% of Revenue - Non-GAAP net loss</b>	<b>-29.7%</b>	<b>-28.0%</b>	<b>-27.9%</b>	<b>-23.2%</b>	<b>-14.4%</b>	<b>-12.2%</b>	<b>-9.9%</b>	<b>-4.2%</b>	<b>-2.9%</b>	<b>-32.2%</b>	<b>-27.0%</b>	<b>-9.9%</b>
<b>Adjusted EBITDA</b>	<b>(5,294)</b>	<b>(5,151)</b>	<b>(5,079)</b>	<b>(4,338)</b>	<b>(2,374)</b>	<b>(1,940)</b>	<b>(1,080)</b>	<b>578</b>	<b>1,114</b>	<b>(18,768)</b>	<b>(19,862)</b>	<b>(4,814)</b>
<b>% of Revenue - Adjusted EBITDA</b>	<b>-23.8%</b>	<b>-20.8%</b>	<b>-19.5%</b>	<b>-15.3%</b>	<b>-7.4%</b>	<b>-5.8%</b>	<b>-3.1%</b>	<b>1.5%</b>	<b>2.6%</b>	<b>-26.8%</b>	<b>-19.6%</b>	<b>-3.5%</b>
Non-GAAP weighted-average shares used to compute net loss per share, basic and diluted	31,875	32,988	39,181	39,208	39,450	39,706	39,965	40,521	40,757	31,283	35,835	39,913
Non-GAAP net loss per share, basic and diluted	\$ (0.21)	\$ (0.21)	\$ (0.19)	\$ (0.17)	\$ (0.12)	\$ (0.10)	\$ (0.09)	\$ (0.04)	\$ (0.03)	\$ (0.72)	\$ (0.76)	\$ (0.35)
<b>% of Revenue - Non-GAAP:</b>												
Subscription and services	60%	60%	61%	60%	60%	60%	60%	59%	59%	58%	61%	60%
Payments	36%	37%	37%	38%	38%	38%	38%	40%	40%	37%	37%	39%
Product and other	4%	2%	2%	2%	2%	2%	2%	1%	1%	5%	3%	2%
Cost of revenue	38%	35%	36%	35%	30%	31%	30%	29%	27%	42%	36%	30%
Operating expenses:												
Sales and marketing	41%	44%	44%	40%	40%	40%	40%	38%	37%	44%	42%	39%
Research and development	21%	21%	22%	23%	22%	21%	21%	18%	19%	23%	22%	20%
General and administrative	29%	27%	25%	24%	22%	19%	18%	18%	18%	25%	26%	19%
Total operating expenses	91%	92%	90%	87%	83%	80%	78%	75%	74%	89%	90%	79%
<b>Non-GAAP Adjustments:</b>												
Stock-based compensation expense												
Cost of revenue	100	132	219	200	215	220	231	244	261	220	651	910
Sales and marketing	541	903	1,043	1,046	583	440	613	423	506	196	3,533	2,059
Research and development	96	162	288	356	495	470	490	515	527	298	902	1,971
General and administrative	403	628	735	1,523	620	1,253	975	975	1,203	1,023	3,289	3,823
Total stock-based compensation expense	1,140	1,825	2,285	3,125	1,913	2,383	2,309	2,157	2,497	1,737	8,375	8,763
Amortization of acquired intangible assets												
Cost of revenue	99	84	77	77	76	76	109	165	174	339	337	426
Accretion of redeemable convertible preferred stock warrant liability	5,459	4,403	-	-	-	-	-	-	-	21,311	9,862	-
Deemed dividend—preferred stock modification	(1,748)	-	-	-	-	-	-	-	-	-	(1,748)	-
<b>Total Non-GAAP Adjustments</b>	<b>4,950</b>	<b>6,312</b>	<b>2,362</b>	<b>3,202</b>	<b>1,989</b>	<b>2,459</b>	<b>2,418</b>	<b>2,322</b>	<b>2,671</b>	<b>23,387</b>	<b>16,826</b>	<b>9,189</b>

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	2015				2016				Q1'17	Annual		
	Q1'15	Q2'15	Q3'15	Q4'15	Q1'16	Q2'16	Q3'16	Q4'16		FY'14	FY'15	FY'16
<b>GAAP to Non-GAAP Reconciliation:</b>												
Subscription and services	13,461	14,920	15,965	16,993	19,257	20,112	21,185	22,365	24,953	40,501	61,339	82,919
Payments	8,022	9,279	9,539	10,620	12,151	12,904	13,484	15,268	16,750	26,060	37,460	53,808
Product and other	780	561	577	652	598	545	593	558	511	3,449	2,570	2,294
<b>Revenue</b>	<b>22,263</b>	<b>24,760</b>	<b>26,081</b>	<b>28,265</b>	<b>32,006</b>	<b>33,561</b>	<b>35,262</b>	<b>38,191</b>	<b>42,214</b>	<b>70,010</b>	<b>101,369</b>	<b>139,021</b>
Cost of revenue	8,693	8,809	9,596	10,092	9,972	10,713	10,972	11,423	12,019	30,004	37,190	43,080
Amortization of acquired intangible assets	99	84	77	77	76	76	109	165	174	339	337	426
Stock-based compensation expense	100	132	219	200	215	220	231	244	261	220	651	910
Non-GAAP Cost of revenue	8,494	8,593	9,300	9,815	9,681	10,417	10,632	11,014	11,584	29,445	36,202	41,744
<b>Gross profit</b>	<b>13,570</b>	<b>15,951</b>	<b>16,485</b>	<b>18,173</b>	<b>22,034</b>	<b>22,848</b>	<b>24,290</b>	<b>26,768</b>	<b>30,195</b>	<b>40,006</b>	<b>64,179</b>	<b>95,941</b>
<b>Gross margin</b>	<b>61.0%</b>	<b>64.4%</b>	<b>63.2%</b>	<b>64.3%</b>	<b>68.8%</b>	<b>68.1%</b>	<b>68.9%</b>	<b>70.1%</b>	<b>71.5%</b>	<b>57.1%</b>	<b>63.3%</b>	<b>69.0%</b>
<b>Non-GAAP Gross profit</b>	<b>13,769</b>	<b>16,167</b>	<b>16,781</b>	<b>18,450</b>	<b>22,325</b>	<b>23,144</b>	<b>24,630</b>	<b>27,177</b>	<b>30,630</b>	<b>40,565</b>	<b>65,167</b>	<b>97,277</b>
<b>Non-GAAP Gross margin</b>	<b>61.8%</b>	<b>65.3%</b>	<b>64.3%</b>	<b>65.3%</b>	<b>69.8%</b>	<b>69.0%</b>	<b>69.8%</b>	<b>71.2%</b>	<b>72.6%</b>	<b>57.9%</b>	<b>64.3%</b>	<b>70.0%</b>
Operating expenses												
Sales and marketing	9,717	11,820	12,389	12,419	13,229	13,706	14,599	14,926	16,334	30,922	46,345	56,460
Stock-based compensation expense	541	903	1,043	1,046	583	440	613	423	506	196	3,533	2,059
Non-GAAP Sales and marketing	9,176	10,917	11,346	11,373	12,646	13,266	13,986	14,503	15,828	30,726	42,812	54,401
Research and development	4,725	5,476	6,012	6,844	7,417	7,594	7,747	7,558	8,648	16,167	23,057	30,316
Stock-based compensation expense	96	162	288	356	495	470	490	515	527	298	902	1,971
Non-GAAP Research and development	4,629	5,314	5,724	6,488	6,922	7,124	7,257	7,043	8,121	15,869	22,155	28,345
General and administrative	6,780	7,262	7,256	8,232	7,523	7,681	7,346	7,947	8,686	18,422	29,530	30,497
Stock-based compensation expense	403	628	735	1,523	620	1,253	975	975	1,203	1,023	3,289	3,823
Non-GAAP General & administrative	6,377	6,634	6,521	6,709	6,903	6,428	6,371	6,972	7,483	17,399	26,241	26,674
Change in fair value of contingent consideration	-	(11)	-	-	-	-	-	-	-	(1,434)	(11)	-
<b>Total operating expenses</b>	<b>21,222</b>	<b>24,547</b>	<b>25,657</b>	<b>27,495</b>	<b>28,169</b>	<b>28,981</b>	<b>29,692</b>	<b>30,431</b>	<b>33,668</b>	<b>64,077</b>	<b>98,921</b>	<b>117,273</b>
<b>Total Non-GAAP operating expenses</b>	<b>20,182</b>	<b>22,854</b>	<b>23,591</b>	<b>24,570</b>	<b>26,471</b>	<b>26,818</b>	<b>27,614</b>	<b>28,518</b>	<b>31,432</b>	<b>62,560</b>	<b>91,197</b>	<b>109,420</b>
<b>Loss from operations</b>	<b>(7,652)</b>	<b>(8,596)</b>	<b>(9,172)</b>	<b>(9,322)</b>	<b>(6,135)</b>	<b>(6,133)</b>	<b>(5,402)</b>	<b>(3,663)</b>	<b>(3,473)</b>	<b>(24,071)</b>	<b>(34,742)</b>	<b>(21,332)</b>
Stock-based compensation expense	1,140	1,825	2,285	3,125	1,913	2,383	2,309	2,157	2,497	1,737	8,375	8,763
<b>Non-GAAP loss from operations</b>	<b>(6,413)</b>	<b>(6,687)</b>	<b>(6,810)</b>	<b>(6,120)</b>	<b>(4,146)</b>	<b>(3,674)</b>	<b>(2,984)</b>	<b>(1,341)</b>	<b>(802)</b>	<b>(21,995)</b>	<b>(26,030)</b>	<b>(12,143)</b>
Change in fair value of preferred stock warrant	(150)	125	-	-	-	-	-	-	-	(283)	(25)	-
Other income (expense), net	(53)	(316)	(355)	(351)	(386)	(353)	(351)	(235)	(294)	(136)	(1,075)	(1,326)
Loss before provision for income taxes	(7,855)	(8,787)	(9,527)	(9,673)	(6,521)	(6,486)	(5,753)	(3,898)	(3,767)	(24,490)	(35,842)	(22,658)
Provision for income taxes	6	62	101	77	73	64	142	42	142	116	246	321
<b>Net loss</b>	<b>(7,861)</b>	<b>(8,849)</b>	<b>(9,628)</b>	<b>(9,750)</b>	<b>(6,594)</b>	<b>(6,550)</b>	<b>(5,895)</b>	<b>(3,940)</b>	<b>(3,909)</b>	<b>(24,606)</b>	<b>(36,088)</b>	<b>(22,979)</b>
<b>% of Revenue - Net Loss</b>	<b>-35.3%</b>	<b>-35.7%</b>	<b>-36.9%</b>	<b>-34.5%</b>	<b>-20.6%</b>	<b>-19.5%</b>	<b>-16.7%</b>	<b>-10.3%</b>	<b>-9.3%</b>	<b>-35.1%</b>	<b>-35.6%</b>	<b>-16.5%</b>
Stock-based compensation expense	1,140	1,825	2,285	3,125	1,913	2,383	2,309	2,157	2,497	1,737	8,375	8,763
Amortization of acquired intangible assets	99	84	77	77	76	76	109	165	174	339	337	426
<b>Non-GAAP Net Loss</b>	<b>(6,622)</b>	<b>(6,940)</b>	<b>(7,266)</b>	<b>(6,548)</b>	<b>(4,605)</b>	<b>(4,091)</b>	<b>(3,477)</b>	<b>(1,618)</b>	<b>(1,238)</b>	<b>(22,530)</b>	<b>(27,376)</b>	<b>(13,790)</b>
<b>% of Revenue - Non-GAAP Net Loss</b>	<b>-29.7%</b>	<b>-28.0%</b>	<b>-27.9%</b>	<b>-23.2%</b>	<b>-14.4%</b>	<b>-12.2%</b>	<b>-9.9%</b>	<b>-4.2%</b>	<b>-2.9%</b>	<b>-32.2%</b>	<b>-27.0%</b>	<b>-9.9%</b>
	(5,459)	(4,403)	-	-	-	-	-	-	-	(21,311)	(9,862)	-
Accretion of redeemable convertible preferred stock warrant liability												
Deemed dividend—preferred stock modification	1,748	-	-	-	-	-	-	-	-	-	1,748	-
<b>Net loss attributable to common stockholders</b>	<b>(11,572)</b>	<b>(13,252)</b>	<b>(9,628)</b>	<b>(9,750)</b>	<b>(6,594)</b>	<b>(6,550)</b>	<b>(5,895)</b>	<b>(3,940)</b>	<b>(3,909)</b>	<b>(45,917)</b>	<b>(44,202)</b>	<b>(22,979)</b>
GAAP weighted-average shares used to compute net loss per share, basic and diluted	11,202	15,267	39,181	39,208	39,450	39,706	39,965	40,521	40,757	11,014	26,320	39,913
Conversion of preferred stock into common stock	20,674	17,720	-	-	-	-	-	-	-	20,269	9,516	-
Non-GAAP weighted-average shares used to compute net loss per share, basic and diluted	31,875	32,988	39,181	39,208	39,450	39,706	39,965	40,521	40,757	31,283	35,835	39,913
GAAP net loss per share attributable to common stockholders, basic and diluted	\$ (1.03)	\$ (0.87)	\$ (0.25)	\$ (0.25)	\$ (0.17)	\$ (0.16)	\$ (0.15)	\$ (0.10)	\$ (0.10)	\$ (4.17)	\$ (1.68)	\$ (0.58)
Non-GAAP adjustments to net loss per share	0.43	0.41	0.06	0.08	0.05	0.06	0.06	0.06	0.07	2.10	0.64	0.23
Non-GAAP adjustments to weighted-average shares used to compute net loss per share	0.39	0.25	-	-	-	-	-	-	-	1.35	0.28	-
Non-GAAP net loss per share, basic and diluted	\$ (0.21)	\$ (0.21)	\$ (0.19)	\$ (0.17)	\$ (0.12)	\$ (0.10)	\$ (0.09)	\$ (0.04)	\$ (0.03)	\$ (0.72)	\$ (0.76)	\$ (0.35)

MINDBODY, Inc.

(Unaudited)

(\$ in thousands except Key Metrics)

	2015				2016				Q1'17	Annual		
	Q1'15	Q2'15	Q3'15	Q4'15	Q1'16	Q2'16	Q3'16	Q4'16		FY'14	FY'15	FY'16
<b>Reconciliation of Adjusted EBITDA:</b>												
<b>Net Loss</b>	<b>(7,861)</b>	<b>(8,849)</b>	<b>(9,628)</b>	<b>(9,750)</b>	<b>(6,594)</b>	<b>(6,550)</b>	<b>(5,895)</b>	<b>(3,940)</b>	<b>(3,909)</b>	<b>(24,606)</b>	<b>(36,088)</b>	<b>(22,979)</b>
<i>Year over year favorable/(unfavorable) % change</i>	-62%	-61%	-24%	-50%	16%	26%	39%	60%	41%	-51%	-47%	36%
Stock-based compensation expense	1,140	1,825	2,285	3,125	1,913	2,383	2,309	2,157	2,497	1,737	8,375	8,763
Depreciation and amortization	1,218	1,631	1,808	1,859	1,848	1,810	2,013	2,084	2,090	4,574	6,516	7,755
Change in fair value of contingent consideration	-	(11)	-	-	-	-	-	-	-	(1,434)	(11)	-
Change in fair value of preferred stock warrant	150	(125)	-	-	-	-	-	-	-	283	25	-
Impairment charges	-	-	-	-	-	-	-	-	-	426	-	-
Provision for income taxes	6	62	101	77	73	64	142	42	142	116	246	321
Other (income) expense, net	53	316	355	351	386	353	351	235	294	136	1,075	1,326
<b>Adjusted EBITDA</b>	<b>(5,294)</b>	<b>(5,151)</b>	<b>(5,079)</b>	<b>(4,338)</b>	<b>(2,374)</b>	<b>(1,940)</b>	<b>(1,080)</b>	<b>578</b>	<b>1,114</b>	<b>(18,768)</b>	<b>(19,862)</b>	<b>(4,814)</b>
<i>Year over year favorable/(unfavorable) % change</i>	-38%	-15%	16%	2%	55%	62%	79%	113%	147%	-63%	-6%	76%

**Key Metrics:**

Subscribers	42,700	45,665	48,650	51,481	53,603	55,771	58,566	60,385	59,919	40,517	51,481	60,385
ARPS	\$ 174	\$ 185	\$ 182	\$ 185	\$ 201	\$ 202	\$ 204	\$ 212	\$ 230	\$ 155	\$ 182	\$ 205
Payments volume (\$Millions)	1,168	1,245	1,278	1,370	1,524	1,601	1,606	1,739	1,864	4,121	5,060	6,470

**MINDBODY, Inc.**  
**Consolidated Balance Sheets**  
**(Unaudited)**  
(in thousands)

	2015				2016				2017
	Q1'15	Q2'15	Q3'15	Q4'15	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17
<b>Assets</b>									
Current assets:									
Cash and cash equivalents	22,099	106,846	100,110	93,405	91,451	87,910	86,288	85,864	87,941
Accounts receivable, net of allowance for doubtful accounts	4,015	4,500	6,400	6,643	7,854	8,017	8,520	9,129	9,886
Prepaid expenses and other current assets	3,107	2,227	2,556	3,082	3,286	3,644	3,710	3,702	4,080
<b>Total current assets</b>	<b>29,221</b>	<b>113,573</b>	<b>109,066</b>	<b>103,130</b>	<b>102,591</b>	<b>99,571</b>	<b>98,518</b>	<b>98,695</b>	<b>101,907</b>
Restricted cash	-	-	-	-	-	-	-	-	-
Property and equipment, net	32,487	32,412	31,999	31,754	33,509	34,013	33,658	33,104	32,377
Intangible assets, net	873	789	712	636	560	484	1,974	2,027	6,651
Goodwill	5,396	5,396	5,396	5,396	5,396	5,396	9,258	9,039	11,583
Other noncurrent assets	3,100	577	516	498	507	498	538	650	641
<b>Total assets</b>	<b>71,077</b>	<b>152,747</b>	<b>147,689</b>	<b>141,414</b>	<b>142,563</b>	<b>139,962</b>	<b>143,946</b>	<b>143,515</b>	<b>153,159</b>
<b>Liabilities, redeemable convertible preferred stock, and stockholders' equity (deficit)</b>									
Current liabilities:									
Accounts payable	6,268	5,005	4,954	4,426	6,449	6,424	5,500	4,827	4,909
Accrued expenses and other liabilities	5,873	7,095	8,055	7,911	9,038	9,666	10,099	10,470	10,708
Deferred revenue, current portion	2,493	2,691	3,104	3,367	3,687	4,124	4,486	4,859	5,445
Contingent consideration related to acquisition, current portion	-	-	-	-	-	-	-	-	-
Other current liabilities	445	558	590	645	658	669	984	581	2,148
<b>Total current liabilities</b>	<b>15,079</b>	<b>15,349</b>	<b>16,703</b>	<b>16,349</b>	<b>19,832</b>	<b>20,883</b>	<b>21,069</b>	<b>20,737</b>	<b>23,210</b>
Deferred revenue, noncurrent portion	372	418	1,456	1,886	2,275	2,614	2,909	3,269	3,350
Deferred rent, noncurrent portion	1,108	1,163	1,208	1,254	1,298	1,340	1,359	1,387	1,563
Contingent consideration related to acquisition, noncurrent portion	-	-	-	-	-	-	-	-	-
Financing obligation on leases, noncurrent portion	16,790	16,083	15,984	15,961	15,861	15,750	15,640	15,450	15,329
Preferred stock warrant	1,338	-	-	-	-	-	-	-	-
Other noncurrent liabilities	59	97	126	181	166	188	996	1,016	310
<b>Total liabilities</b>	<b>34,746</b>	<b>33,110</b>	<b>35,477</b>	<b>35,631</b>	<b>39,432</b>	<b>40,775</b>	<b>41,973</b>	<b>41,859</b>	<b>43,762</b>
Commitments and contingencies									
Redeemable convertible preferred stock	170,159	-	-	-	-	-	-	-	-
Stockholders' equity (deficit)									
Additional paid-in capital	-	264,844	267,136	270,436	274,330	276,954	285,641	289,317	300,877
Accumulated other comprehensive loss	(194)	(203)	(292)	(271)	(223)	(241)	(247)	(300)	(210)
Accumulated deficit	(133,634)	(145,004)	(154,632)	(164,382)	(170,976)	(177,526)	(183,421)	(187,361)	(191,270)
<b>Total stockholders' equity (deficit)</b>	<b>(133,828)</b>	<b>119,637</b>	<b>112,212</b>	<b>105,783</b>	<b>103,131</b>	<b>99,187</b>	<b>101,973</b>	<b>101,656</b>	<b>109,397</b>
<b>Total liabilities, redeemable convertible preferred stock, and stockholders' equity</b>	<b>71,077</b>	<b>152,747</b>	<b>147,689</b>	<b>141,414</b>	<b>142,563</b>	<b>139,962</b>	<b>143,946</b>	<b>143,515</b>	<b>153,159</b>

MINDBODY, Inc.  
**Consolidated Statement of Cash Flows**  
(Unaudited)  
(in thousands)

	2015				2016				Q1'17	Annual		
	Q1'15	Q2'15	Q3'15	Q4'15	Q1'16	Q2'16	Q3'16	Q4'16		FY'14	FY'15	FY'16
<b>Cash flows from operating activities</b>												
Net loss	(\$7,861)	(\$8,849)	(\$9,628)	(\$9,750)	(\$6,594)	(\$6,550)	(\$5,895)	(\$3,940)	(\$3,909)	(\$24,606)	(\$36,088)	(\$22,979)
Adjustments to reconcile net loss to net cash used in operating activities:												
Depreciation and amortization	1,218	1,631	1,808	1,859	1,848	1,810	2,013	2,084	2,090	4,574	6,516	7,755
Stock-based compensation expense	1,140	1,825	2,285	3,125	1,913	2,384	2,309	2,157	2,497	1,737	8,375	8,763
Change in fair value of preferred stock warrant	150	(125)	-	-	-	-	-	-	-	283	25	-
Change in fair value of contingent consideration	-	(11)	-	-	-	-	-	-	-	(1,434)	(11)	-
Other	162	113	79	186	248	136	436	189	(9)	899	540	1,009
Changes in operating assets and liabilities net of effects of acquisitions:												
Accounts receivable	(969)	(550)	(1,979)	(344)	(1,381)	(292)	(556)	(1,076)	(721)	(1,122)	(3,842)	(3,305)
Prepaid expenses and other current assets	(545)	880	(329)	(532)	(203)	(338)	(64)	(33)	(376)	(1,405)	(526)	(638)
Other assets	18	59	61	10	21	(11)	(77)	(65)	12	(99)	148	(132)
Accounts payable	202	(144)	568	96	(434)	361	21	144	294	2,081	722	92
Accrued expenses and other liabilities	(276)	2,036	1,138	(155)	1,125	672	838	(4)	327	146	2,743	2,631
Deferred revenue	97	198	1,509	752	715	768	548	744	652	668	2,556	2,775
Deferred rent	120	55	45	48	44	42	19	28	176	350	268	133
<b>Net cash from/(used in) operating activities</b>	<b>(6,544)</b>	<b>(2,882)</b>	<b>(4,443)</b>	<b>(4,705)</b>	<b>(2,698)</b>	<b>(1,018)</b>	<b>(408)</b>	<b>228</b>	<b>1,033</b>	<b>(17,928)</b>	<b>(18,574)</b>	<b>(3,896)</b>
<b>Cash flows from investing activities</b>												
Purchase of property and equipment	(3,396)	(3,135)	(1,458)	(1,930)	(1,137)	(2,659)	(2,670)	(2,125)	(1,406)	(7,311)	(9,919)	(8,591)
Disposal of property and equipment	-	-	-	-	-	-	-	-	-	20	-	-
Change in restricted cash and deposits	780	8	-	-	-	-	-	-	-	1,623	788	-
Acquisition of business	(3,000)	-	-	-	-	-	(4,138)	-	(1,450)	-	(3,000)	(4,138)
<b>Net cash used in investing activities</b>	<b>(5,616)</b>	<b>(3,127)</b>	<b>(1,458)</b>	<b>(1,930)</b>	<b>(1,137)</b>	<b>(2,659)</b>	<b>(6,808)</b>	<b>(2,125)</b>	<b>(2,856)</b>	<b>(5,668)</b>	<b>(12,131)</b>	<b>(12,729)</b>
<b>Cash flows from financing activities</b>												
Proceeds from initial public offering, net of issuance costs	-	93,093	-	-	-	-	-	-	-	-	93,093	-
Repayment on financing and capital lease obligations	(10)	(53)	(81)	(172)	(87)	(101)	(99)	(179)	(100)	(239)	(316)	(466)
Payments of deferred offering costs	(263)	(2,341)	(658)	(118)	-	-	-	-	-	(644)	(3,380)	-
Proceeds from issuance of redeemable convertible preferred stock, net	-	-	-	-	-	-	-	-	-	49,913	-	-
Proceeds from employee stock purchase plan	-	-	-	-	1,679	-	1,361	-	1,510	-	-	3,040
Proceeds from exercise of equity awards	3	57	7	127	302	241	4,341	1,742	2,408	-	194	6,626
Other	(73)	-	-	-	(33)	-	-	-	(33)	(228)	(73)	(33)
<b>Net cash provided by (used in) financing activities</b>	<b>(343)</b>	<b>90,756</b>	<b>(732)</b>	<b>(163)</b>	<b>1,861</b>	<b>140</b>	<b>5,603</b>	<b>1,563</b>	<b>3,785</b>	<b>48,802</b>	<b>89,518</b>	<b>9,167</b>
Effect of exchange rate changes on cash and cash equivalents	(73)	-	(103)	93	20	(4)	(9)	(90)	115	(76)	(83)	(83)
Net increase (decrease) in cash and cash equivalents	(12,576)	84,747	(6,736)	(6,705)	(1,954)	(3,541)	(1,622)	(424)	2,077	25,130	58,730	(7,541)
Cash and cash equivalents, beginning of period	34,675	22,099	106,846	100,110	93,405	91,451	87,910	86,288	85,864	9,545	34,675	93,405
Cash and cash equivalents, end of period	\$22,099	\$106,846	\$100,110	\$93,405	\$91,451	\$87,910	\$86,288	\$85,864	\$87,941	\$34,675	\$93,405	\$85,864