

**MINDBODY, Inc.**  
**Reconciliation from GAAP revenues to non-GAAP constant currency revenues and payments volume**  
**(in thousands, except payments volume)**  
**(Unaudited)**

We provide non-GAAP constant currency revenues by primary product line and growth, by geographical region as a percent of total revenue, and payments volume and growth, because they facilitate the comparison of current results to historic performance by excluding the impact of foreign exchange rate movements, which are not indicative of our core operating results.

		<b>Three Months Ended September 30, 2018</b>
		Year Over Year <i>(Using Q3 2017 FX rates)</i>
<b>Revenue</b>		
<b>Primary product lines revenue and revenue growth</b>		
<b>Subscriptions and services (GAAP) Q3 2018</b>	\$	40,792
Foreign exchange impact on Q3 2018 revenues using Q3 2017 rates		178
Subscriptions and services (Non-GAAP)	\$	40,970
Prior period subscriptions and services (GAAP)	\$	28,283
Subscriptions and services revenue growth (GAAP)		44%
Subscriptions and services constant currency revenue growth (non-GAAP)		45%
<b>Payments (GAAP)</b>	\$	22,037
Foreign exchange impact on Q3 2018 revenues using Q3 2017 rates		109
Payments (Non-GAAP)	\$	22,146
Prior period payments (GAAP)	\$	17,786
Payments revenue growth (GAAP)		24%
Payments constant currency revenue growth (non-GAAP)		25%
<b>Product and other (GAAP)</b>	\$	953
Foreign exchange impact on Q3 2018 revenues using Q3 2017 rates		2
Product and other (Non-GAAP)	\$	955
Prior period product and other (GAAP)	\$	543
Product and other revenue growth (GAAP)		76%
Product and other constant currency revenue growth (non-GAAP)		76%
<b>Revenues (GAAP)</b>	\$	63,782
<b>Constant currency revenues (non-GAAP)</b>	\$	64,072
Prior period revenues (GAAP)	\$	46,612
Revenue growth (non-GAAP)		37%
Constant currency revenue growth (non-GAAP)		37%
<b>Primary geographical markets revenue and revenue as a percent of total revenue</b>		
<b>United States (GAAP)</b>	\$	52,017
Foreign exchange impact on Q3 2018 revenues using Q3 2017 rates		-
United States (non-GAAP)	\$	52,017
United States revenue as a percent of total revenue (GAAP)		82%
United States revenue as a percent of total constant currency revenue (non-GAAP)		81%
<b>Other geographical markets (GAAP)</b>	\$	11,765
Foreign exchange impact on Q3 2018 revenues using Q3 2017 rates		290
Other geographical markets (non-GAAP)	\$	12,055
Other geographical markets revenue as a percent of total revenue (GAAP)		18%
Other geographical markets revenue as a percent of total constant currency revenue (non-GAAP)		19%
<b>Payments</b>		
<b>Payments volume and volume growth (in millions)</b>		
<b>Payments Volume</b>	\$	2,674
Foreign exchange impact on Q3 2018 volume using Q3 2017 rates		18
Payments volume (as adjusted)	\$	2,692
Prior period payments volume	\$	1,971
Payments volume growth		36%
Payments volume constant currency growth		37%

We define non-GAAP constant currency revenues as total revenues excluding the impact of foreign exchange rate movements, and we use it to determine the constant currency revenue growth on a year-over-year basis. Non-GAAP constant currency revenues and volumes are calculated by translating current quarter revenues using prior period exchange rates. Constant currency revenue and volume growth (expressed as a percentage) is calculated by determining the increase in current quarter non-GAAP constant currency revenues or volume over prior period GAAP revenues or volume. Constant currency revenue by geographical market as a percent of total is calculated by determining current quarter non-GAAP constant currency revenue by geographical market as a percent of total non-GAAP constant currency revenue.