

Second Quarter 2017

WIX.com

Shareholder Update

The fundamentals of our business that drove growth in the first quarter of 2017 continued to drive strong financial results in the second quarter. **We produced record Collections and Revenue in Q2, and we once again exceeded the top end of our guidance range for all key metrics.**

The outperformance this quarter can be attributed to continued improvements in the conversion of registered users to premium subscriptions, as we added 192,000 net premium subscriptions, the second most net additions in our history (second only to Q1 2017).

Additionally, we continue to capitalize on a very large and global market opportunity with a data driven marketing strategy that produced over 5.5 million new registered users in the quarter, the second most ever in a single quarter ever.

The ongoing investment in R&D and marketing continues to produce strong growth in our business, and at the same time, our business model enables us to continue to increase our free cash flow growth. This combination of high growth and growing cash flow generation is unique and illustrates our ability to consistently execute against our strategic objectives.

Wix Code is our latest innovation that further demonstrates our ability to develop pioneering products and technology. Wix Code enables advanced users, such as designers and developers, to build web applications of all kinds. Wix Code can be used to power highly customized, dynamic website functionality for any business use as well as standalone web applications of all types. The serverless technology allows users to focus on the frontend experience and application logic without the need to worry about backend infrastructure. We believe Wix Code is unmatched in the market today and greatly expands our market opportunity to address more advanced development opportunities.

Second Quarter Financial Highlights

GAAP Revenue

\$103.5 Million (+51% y/y)

Collections

\$117.1 Million (+44% y/y)

Net Cash Provided by Operating Activities

\$19.7 Million (+74% y/y)

Free Cash Flow

\$17.4 Million (+71% y/y)

Registered Users¹

109 Million (+24% y/y)

Premium Subscriptions¹

2.9 Million (+35% y/y)

¹Registered Users and Premium Subscriptions exclude Members and Subscriptions from DeviantArt

Second Quarter Highlights

Revenue and Collections exceeded high end of guidance again. Revenue grew 51% year over year to \$103.5 million while Collections grew 44% year over year to \$117.1 million. Both metrics exceeded the high end of guidance of \$101 - \$102 million and \$116 - \$117 million, respectively.

All key performance metrics improved year over year. Continued execution in product development and marketing drove improved metrics:

- Registered Users increased by 5.5 million during the quarter, 7% higher than Q2 last year and the highest in a quarter after Q1 2017. Our total user base grew to 109 million as of the end of Q2 2017, representing 24% year over year growth.
- Premium Subscriptions increased 35% year over year to 2.9 million. We added 192,000 net premium subscriptions during the quarter, our second highest quarter ever.
- We expect our existing user cohorts to produce \$2.4 billion in value over the next six years without any further investment in marketing.
- Conversion of users to premium subscriptions remains consistently high, increasing 16% year over year.
- Collections per new annual subscription in the US was \$156, similar to Q1 2017 and an increase of 8% year over year. Users continue to purchase packages with a vertical application attached at a faster rate than non-vertical packages.

Continued strong free cash flow generation. Free cash flow during the quarter was \$17.4 million, compared to \$10.2 million in the same quarter last year, representing 17% annual growth. We continue to generate positive free

Second Quarter Financial Performance

	Actual Results	Prior Guidance
GAAP Revenue	\$103.5 million	\$101-102 million
Collections	\$117.1 million	\$116-117 million

cash flow while maintaining investment in the business to drive growth. Our GAAP losses narrowed, and we generated positive operating income of \$3.5 million on a non-GAAP basis. Our total cash balance increased \$21.6 million to \$186.2 million at the end of Q2.

Reaffirming financial guidance for 2017. The success we experienced in Q1 2017 carried into Q2, and we are anticipating the momentum to continue through the second half of the year. We materially raised our guidance after strong Q1 results and reaffirm that same guidance for the year.

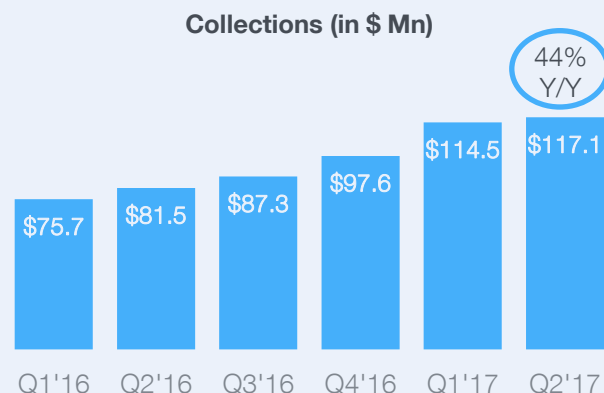
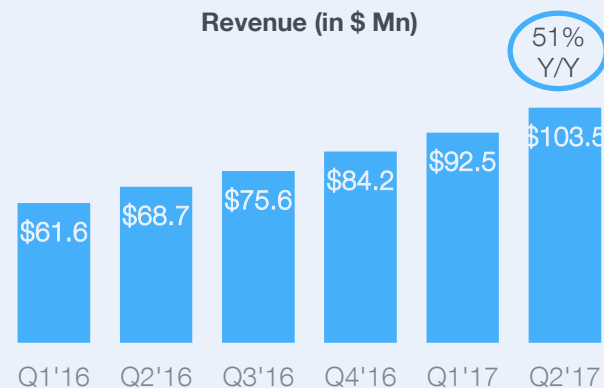
Financial Performance

Revenue of \$103.5 million was a new record and also exceeded the high end of our prior guidance of \$101-102 million. Revenue growth accelerated to 51% year over year from 50% last quarter.

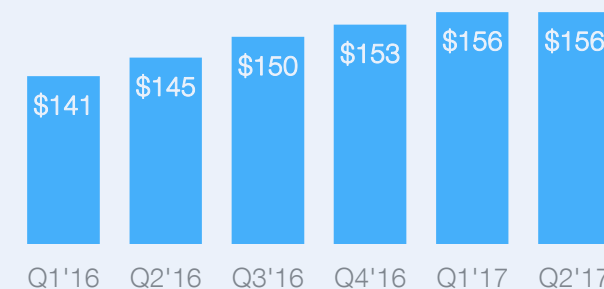
Collections were a record \$117.1 million in Q2 2017, above the high end of our guidance range of \$116-117 million, and 44% higher than Q2 2016. The strong growth in Collections was primarily the result of continued improvements in conversion of registered users to premium subscriptions and due to continued improvement in our strong renewal activity.

Collections per new subscription remained \$156 in Q2, an 8% increase over Q2 2016. Users continue to purchase subscriptions with a vertical application attached. Wix Stores and Wix Bookings continue to be our most popular vertical applications. New premium subscription purchased with a vertical application in Q2 increased 42% over the year ago quarter.

Non-GAAP gross margin was 84% of revenue compared to 85% in the year ago quarter and 84% in Q1 2017. The slight decline in gross margin was attributed to primarily increased hosting costs associated with DeviantArt. Over time, we anticipate hosting costs associated to DeviantArt will decline as its infrastructure



Collections per New Annual Subscriptions



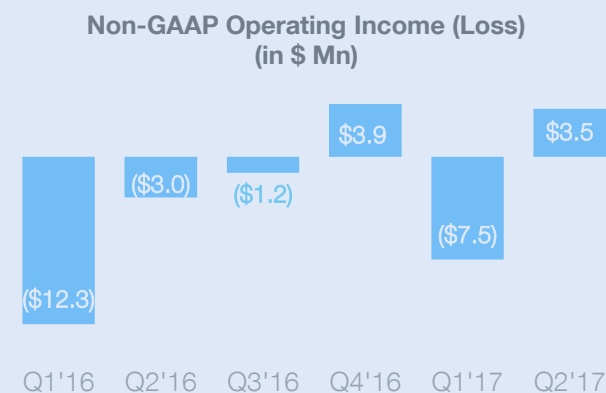
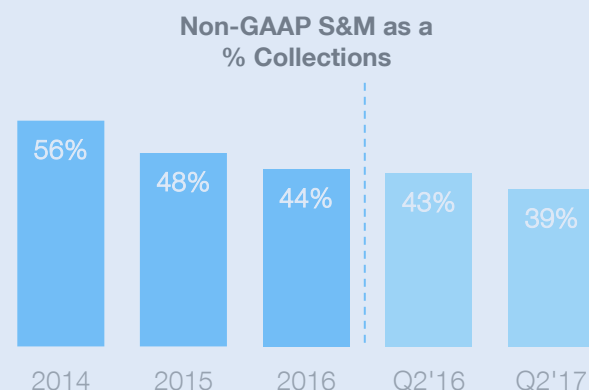
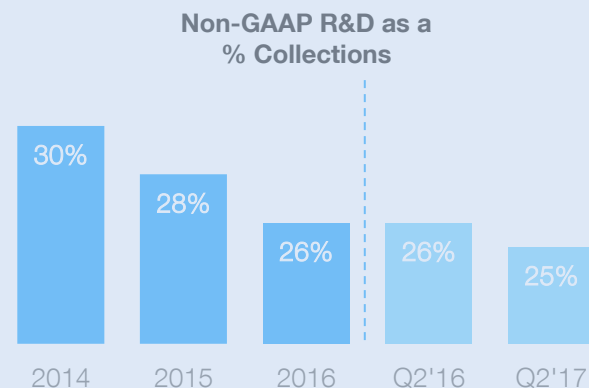
is consolidated to ours and it gains the benefit of our scale. Excluding hosting costs from DeviantArt, non-GAAP gross margin would have been 85% in Q2 2017. In Q2 2017, we began amortizing intangibles related to the acquisitions of DeviantArt and flok, which are excluded from our non-GAAP gross margin.

We maintain strong gross margins as we leverage our relationships with third parties to provide hosting services and focus on driving efficiency in scaling our capacity against the bandwidth and storage demands of our growing user base.

Non-GAAP R&D expense in the quarter increased to \$29.2 million compared to \$21.4 million in Q2 last year. The increase was primarily due to continued investments in new product development and improvements to existing products. Non-GAAP R&D expense was 25% of collections in Q2 compared to 26% of collections in the year ago period and 23% in Q1 2017. **As conversion continues to improve, we generate incremental leverage in our investment in R&D on a year over year basis.**

Non-GAAP S&M expense during the quarter was \$46.2 million, or 39% of collections compared to \$34.9 million, or 43% of collections, in the year ago quarter. We continued to invest in branding and direct acquisition campaigns while staying within our Time to Return on Investment (TROI) range of 7-9 months and optimizing our investment across various channels and geographies. **This continued investment in marketing while remaining within our return thresholds demonstrates our strong execution of our marketing strategy, increased efficiency in our direct advertising spend and improved brand.** We reaffirm that S&M expense will be 40% - 41% of collections for the full year 2017, as previously provided in our outlook.

Non-GAAP G&A expense was \$8.4 million or 7% of collections in Q2, compared to \$4.9 million or 6% of collections last year. The year over year increase was due to increased headcount, higher overhead expenses and additional costs associated with DeviantArt.

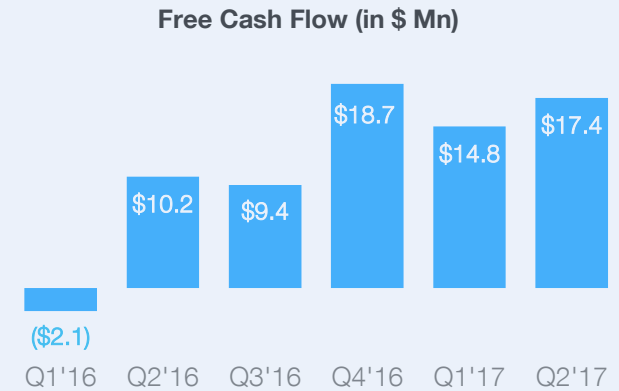


Non-GAAP operating income was \$3.5 million compared to a loss of \$(3.0) million last year as our business continues to grow, and we continue to benefit from the flexibility and scalability of our low, fixed cost model. This quarter represents the second of three quarters in which we generated positive non-GAAP operating income, and we continue to expect to be profitable on a non-GAAP operating income basis in 2017.

Free cash flow during the quarter grew to \$17.4 million, which is calculated as net cash flow provided by operating activities of \$19.7 million less capital expenditures of \$2.2 million. Free cash flow increased 71% over last year and represents the second highest quarterly amount in our history (second to Q4 2016). **The execution of our business model through a combination of efficient marketing investment and strong product development with increasing conversion drives our ability to grow free cash flow while our business continues to grow at such high rates.**

At the end of Q2, our cash balance was \$186 million, and our long term debt was \$1.2 million. We ended Q2 with 1,710 employees.

Our basic share count at the end of Q2 was approximately 45.7 million, and our fully diluted share count was approximately 56 million shares.



Registered Users and Premium Subscriptions

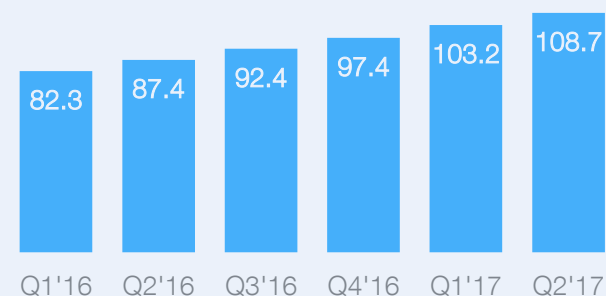
Our outstanding product experience is a key differentiator of ours and drives ongoing collections from new user cohorts over a multi-year period. As of the end of Q2 2017, **we expect our existing user cohorts to produce over \$2.4 billion in value over the next six years without any further investment in marketing.**

We added 5.5 million new registered users in Q2 2017, compared to 5.1 million in Q2 last year and 5.9 million in Q1 2017. The decline in user additions between Q1 and Q2 2017 is consistent with the seasonality of our business. **This quarter's additions were the second highest in our history and marks the sixth consecutive quarter we have grown our user base by five million or more users.** Our ability to continue attracting users is attributed to the large and global market we are addressing, execution of our direct marketing strategy and the rapidly growing awareness of our brand.

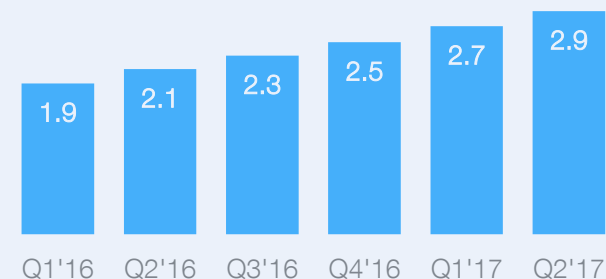
Our cohorts continue to demonstrate negative churn as the number of new subscriptions purchased by existing users in a period already on our platform exceeded the number of subscriptions cancelled by the same existing user cohorts. In fact, our business grows each period before we spend marketing dollars to acquire a new cohort of users.

In Q2, we added 192,000 net premium subscriptions, compared to 183,000 in Q2 last year and 208,000 in Q1 2017. We ended the quarter with a total of 2.9 million premium subscriptions, up 24% year over year. The sequential decline in premium subscriptions in Q2 this year is consistent with the seasonality in our business. **Conversion of registered users to premium subscriptions remains consistently high for both new and existing user cohorts due to enhancements made to all of our products, including the core editor, ADI, vertical applications and CRM solutions.**

Registered Users (in Mn)

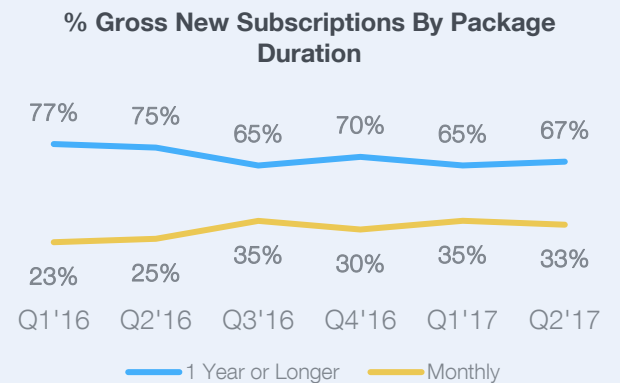
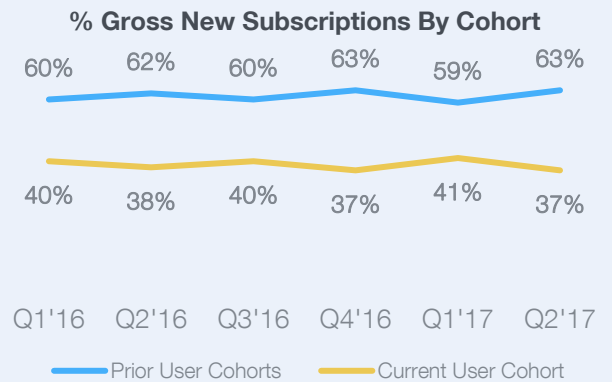


Premium Subscriptions (in Mn)



In Q2, 63% of our subscriptions came from users who joined in prior quarters and did not require additional marketing dollars to purchase a premium subscription. Our opportunity to convert a large cohort of existing users into subscriptions is unique to our freemium business model.

During Q2, 67% of new subscriptions purchased were for periods of one year or longer with the remaining 33% being monthly subscriptions. As of the end of Q2, 82% of our subscriptions are for duration of one year or longer.



Product Updates

Our vision remains to make content creation on the internet accessible to anyone. We execute on this vision by developing innovative technology and products that are easy to use and produce stunning results. We believe we are leaders among our industry in this regard and that it is one of our greatest competitive advantages. This quarter, we launched two new products which demonstrates this advantage.

Wix Code

In mid-June we launched a closed-beta, and in late July we formally introduced publicly our newest platform, Wix Code.

Wix Code is a formidable new solution allowing users to create powerful web applications. Wix Code provides an integrated development environment for the easy creation of web applications with custom business logic and a stunning user interface. This product opens new possibilities for creators, developers and designers looking for the easiest way to build web applications of all kinds — tailored to their business needs.

For more advanced users, Wix Code offers enhanced capabilities using JavaScript for both front-end interactivity and design or with back-end functionality. Wix Code provides serverless functionality, removing the hassle of setting up and maintaining web environments and allowing developers to focus their time on their application logic.

Additionally, Wix Code allows users to incorporate advanced features that were previously only available with custom code. Non-developers can take advantage of databases, databound UI components and end user custom forms and input controls through drag and drop technology.

A closed alpha of Wix Code was released in June and following today's introduction, the Wix Code Beta will now be accepting further applications. The release of Wix Code is not expected to have an effect on Wix's financial results of 2017.

SEO Wiz

In May, we announced the launch of SEO Wiz to power search optimization on Wix sites. Using the easy step-by-step interactive walkthroughs and personalized checklists in SEO Wiz, Wix users create a personalized plan to help ensure that their websites are easily found online.

In developing SEO Wiz, Wix worked directly with the Google Search Console team to create a fast, easy and powerful solution for Wix users to index their sites. Once the plan is complete, with a single-click from their Wix account, users can submit their website to be indexed and be notified as soon as it is completed. The integration also allows users to directly connect to Google Search Console and get detailed information about how their site is doing in Google Search.

This product is another example of a technology we have created that breaks down the complexity of running a business online through an easy-to-use product experience. To date, over 1 million users have begun building their plan in SEO Wiz, and it was the most installed app from the Wix App Market in the first half of 2017. Of users who have submitted a complete SEO Wiz plan, over 65% saw their site appear on the first Google search results page for their top keywords.

Business Outlook

The strong momentum in our business that we experienced in Q1 – which drove us to materially increase our full year guidance – continued through Q2, and we are excited about the second half of the year.

We are reaffirming our full year guidance for 2017:

- Revenue in the range of \$421 to \$423 million, an increase of 45% to 46% year over year
- Collections in the range of \$473 to \$477 million, representing annual growth of 38% to 39%
- Free Cash Flow of \$67 to \$68 million
- Non-GAAP S&M expense as a percent of collections of approximately 40% to 41% for the full year
- Annual stock-based compensation expense of approximately \$39 to \$40 million and capital expenditures of roughly \$6 - \$7 million
- We continue to expect our basic share count will be approximately 48 to 49 million shares outstanding and our fully diluted share count will be roughly 57 to 58 million shares outstanding at year end

Our outlook for the third quarter of 2017 is as follows:

- Revenue in the range of \$109 to \$110 million, representing 44% to 45% annual growth
- Collections of \$117 to \$118 million, representing 34% to 35% year over year growth

Non-GAAP Financial Outlook

<i>(In \$ millions)</i>	2017 (May 2017)	2017 (Re-affirmed)	Q3'17 Initial
GAAP Revenue	\$417-419	\$421-423	\$109-110
<i>% Y/Y</i>	44%	45-46%	44-45%
Collections	\$461-467	\$473-477	\$117-118
<i>% Y/Y</i>	35-37%	38-39%	34-35%
S&M (% collections)	40-41%	40-41%	
OpEx (% collections)	70-71%	70-71%	
Capex	~\$6-7	~\$6-7	
Free Cash Flow	\$63-64	\$67-68	
<i>% Collections</i>	13-14%	14%	
SBC Expense	~\$39-40	~\$39-40	
Basic Shares O/S	48-49mn	48-49mn	
Fully Diluted Shs O/S	57-58mn	57-58mn	

Conference Call and Webcast Information

Wix will host a conference call at 5:00 p.m. ET on Thursday, July 27, 2017 to answer questions about the financial and operational performance of the business during the second quarter 2017. The conference call will include a brief statement by management and will focus on answering questions about our results during the quarter. To enhance the Q&A portion of this call, the company has posted a shareholder update, supplemental data sheet and supporting slides to its Investor Relations website at <https://investors.wix.com/results>. These materials provide shareholders and analysts with additional detail for analyzing results in advance of the quarterly conference call.

To participate on the live call, analysts and investors should dial 866-393-4306 (US/Canada), 734-385-2616 (International) or 1-809-315-362 (Israel) at least ten minutes prior to the start time of the call and reference Conference ID 53229077. A telephonic replay of the call will be available through August 3, 2017 at 11:59 p.m. ET by dialing 855-859-2056 (US/Canada) or 404-537-3406 (International) and providing Conference ID 53229077.

Wix will also offer a live and archived webcast of the conference call, accessible from the "Investor Relations" section of the Company's website at <https://investors.wix.com/>.

Non-GAAP Financial Measures

To supplement its consolidated financial statements, which are prepared and presented in accordance with U.S. GAAP, Wix uses the following non-GAAP financial measures: collections, non-GAAP gross margin, non-GAAP operating loss, free cash flow, non-GAAP net loss, non-GAAP net loss per share, non-GAAP R&D expense, non-GAAP S&M expense, non-GAAP G&A expense (collectively the "Non-GAAP financial measures"). Collections represents the total cash collected by us from our customers in a given period and is calculated by adding the change in deferred revenues for a particular period to revenues for the same period. Non-GAAP gross margin represents gross profit calculated in accordance with GAAP as adjusted for the impact of share-based compensation expense, acquisition-related costs and amortization, divided by revenue. Non-GAAP operating loss represents operating loss calculated in accordance with GAAP as adjusted for the impact of share-based compensation expense, amortization, and acquisition-related costs. Non-GAAP R&D expense represents R&D expense calculated in accordance with GAAP as adjusted for the impact of share-based compensation expense, acquisition-related costs and amortization. Non-GAAP S&M expense represents S&M expense calculated in accordance with GAAP as adjusted for the impact of share-based compensation expense, acquisition-related costs and amortization. Non-GAAP G&A expense represents G&A expense calculated in accordance with GAAP as adjusted for the impact of share-based compensation expense, withdrawn secondary offering expenses and acquisition-related costs. Non-GAAP net loss represents net loss calculated in accordance with GAAP as adjusted for the impact of share-based compensation expense, amortization, and acquisition-related costs. Non-GAAP net loss per share represents non-GAAP net loss divided by the weighted average number of shares used in computing GAAP loss per share. Free cash flow represents net cash provided by (used in) operating activities less capital expenditures.

The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. The Company uses these non-GAAP financial measures for financial and operational decision making and as a means to evaluate period-to-period comparisons. The Company believes that these measures provide useful information about operating results, enhance the overall understanding of past financial performance and future prospects, and allow for greater transparency with respect to key metrics used by management in its financial and operational decision making.

For more information on the non-GAAP financial measures, please see the "Reconciliation of GAAP to Non-GAAP Financial Measures" table in this presentation. This accompanying table has more details on the GAAP financial measures that are most directly comparable to non-GAAP financial measures and the related reconciliations between these financial measures. The Company has not reconciled its guidance as to free cash flow to cash flow from operations because it does not provide guidance for cash flow from operations. As items that impact cash flow from operations are out of the Company's control and/or cannot be reasonably predicted, the Company is unable to provide such guidance. Accordingly, a reconciliation to cash flow from operations is not available without unreasonable effort.

Forward-Looking Statements

This presentation contains forward-looking statements, within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 that involve risks and uncertainties. Such forward-looking statements may include projections regarding our future performance, including the availability, merchantability or functionality of certain new products or features and their anticipated product demand and customer satisfaction, and may be identified by words like "anticipate," "assume," "believe," "continue," "could," "estimate," "expect," "intend," "may," "plan," "potential," "predict," "project," "outlook," "future," "will," "seek" and similar terms or phrases. The forward-looking statements contained in this presentation are based on management's current expectations, which are subject to uncertainty, risks and changes in circumstances that are difficult to predict, including the timing of product releases, and many of which are outside of our control. Important factors that could cause our actual results to differ materially from those indicated in the forward-looking statements include, among others, our ability to grow our user base and premium subscriptions; our ability to maintain and enhance our brand and reputation; our ability to manage the growth of our infrastructure effectively; our ability to effectively execute our initiatives to scale and improve our user support function; customer acceptance of new products and other challenges inherent in new product development, changes to technologies used in our solutions or in global, national, regional or local economic, business, competitive, market, regulatory and other factors discussed under the heading "Risk Factors" in the Company's 2016 annual report on Form 20-F filed with the Securities and Exchange Commission on March 28, 2017. Any forward-looking statement made by us in this presentation speaks only as of the date hereof. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future developments or otherwise.

Reconciliation of GAAP to non-GAAP measures

in 000s	2015				2016				2017	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Revenue	\$44,524	\$48,581	\$53,582	\$56,831	\$61,586	\$68,730	\$75,611	\$84,176	\$92,538	\$103,522
Change in deferred revenue	\$11,345	\$8,787	\$7,998	\$10,039	\$14,108	\$12,723	\$11,659	\$13,476	\$22,008	\$13,599
Collections	\$55,869	\$57,368	\$61,580	\$66,870	\$75,694	\$81,453	\$87,270	\$97,652	\$114,546	\$117,121

in 000s	2015				2016				2017	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
GAAP Gross Profit	\$36,713	\$40,191	\$44,420	\$47,224	\$51,079	\$57,712	\$64,587	\$71,438	\$77,675	\$85,497
Share Based Compensation	\$295	\$250	\$428	\$380	\$428	\$475	\$466	\$429	\$506	\$695
Acquisition related expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,040
Amortization	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$28	\$0
Non-GAAP Gross Profit	\$37,008	\$40,441	\$44,848	\$47,605	\$51,507	\$58,187	\$65,053	\$71,867	\$78,209	\$87,232

in 000s	2015				2016				2017	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
GAAP Operating Loss	(\$17,328)	(\$10,774)	(\$10,370)	(\$10,163)	(\$19,768)	(\$10,490)	(\$9,032)	(\$4,742)	(\$20,471)	(\$10,563)
Share Based Compensation	\$4,048	\$3,787	\$5,322	\$5,577	\$6,137	\$6,927	\$7,163	\$7,821	\$8,982	\$11,979
Amortization	\$155	\$156	\$155	\$170	\$187	\$186	\$188	\$187	\$186	\$1,240
Acquisition Related Expenses & Withdrawn Secondary Expense	\$0	\$0	\$0	\$0	\$1,183	\$397	\$514	\$614	\$3,765	\$860
Non-GAAP Operating Loss	(\$13,125)	(\$6,832)	(\$4,893)	(\$4,416)	(\$12,261)	(\$2,980)	(\$1,167)	\$3,879	(\$7,538)	\$3,516

in 000s	2015				2016				2017	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
GAAP Net Loss	(\$16,026)	(\$12,279)	(\$11,724)	(\$11,305)	(\$19,912)	(\$11,420)	(\$9,643)	(\$6,182)	(\$20,885)	(\$14,264)
Share Based Compensation	\$4,048	\$3,787	\$5,322	\$5,577	\$6,137	\$6,927	\$7,163	\$7,821	\$8,982	\$11,979
Amortization	\$155	\$156	\$155	\$170	\$187	\$186	\$188	\$187	\$186	\$1,240
Acquisition Related Expenses & Withdrawn Secondary Expense	\$0	\$0	\$0	\$0	\$1,183	\$397	\$514	\$614	\$3,765	\$860
Compensation expenses related to warrants	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Tax benefit related to exercise of options	\$112	\$178	\$159	\$162	\$175	\$197	\$208	\$258	\$0	\$0
Non-GAAP Net Loss	(\$11,711)	(\$8,159)	(\$6,088)	(\$5,396)	(\$12,230)	(\$3,713)	(\$1,571)	\$2,697	(\$7,952)	(\$185)

in 000s	2015				2016				2017	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Net cash provided by operating activities	(\$581)	\$5,248	\$6,687	\$9,522	(\$925)	\$11,314	\$10,470	\$19,714	\$16,397	\$19,651
Capital expenditures, net	(\$2,081)	(\$1,851)	(\$1,285)	(\$1,125)	(\$1,209)	(\$1,129)	(\$1,046)	(\$1,031)	(\$1,616)	(\$2,239)
Free Cash Flow	(\$2,662)	\$3,397	\$5,402	\$8,397	(\$2,134)	\$10,185	\$9,424	\$18,683	\$14,781	\$17,412

in 000s	2015				2016				2017	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Research and development (GAAP)	\$17,448	\$18,233	\$20,065	\$21,901	\$24,472	\$25,483	\$26,536	\$28,877	\$32,669	\$36,749
Options compensation	\$1,959	\$1,831	\$2,592	\$2,852	\$3,111	\$3,558	\$3,718	\$4,156	\$4,726	\$6,586
Acquisition related expenses	\$0	\$0	\$0	\$0	\$1,183	\$397	\$514	\$614	\$1,713	\$860
Amortization	\$105	\$106	\$105	\$120	\$137	\$136	\$138	\$137	\$136	\$138
Non-GAAP research and development	\$15,383	\$16,297	\$17,368	\$18,929	\$20,041	\$21,392	\$22,167	\$23,970	\$26,094	\$29,165
Selling and marketing (GAAP)	\$32,006	\$28,237	\$29,437	\$30,330	\$40,454	\$36,026	\$40,010	\$40,022	\$54,329	\$48,016
Options compensation	\$599	\$697	\$861	\$920	\$981	\$1,122	\$1,237	\$1,213	\$1,419	\$1,778
Acquisition related expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$611	\$0
Amortization	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$62
Non-GAAP selling and marketing	\$31,357	\$27,490	\$28,526	\$29,359	\$39,423	\$34,854	\$38,723	\$38,759	\$52,249	\$46,176
General and administrative (GAAP)	\$4,587	\$4,495	\$5,288	\$5,156	\$5,921	\$6,693	\$7,073	\$7,281	\$11,148	\$11,295
Options compensation	\$1,195	\$1,009	\$1,441	\$1,424	\$1,617	\$1,772	\$1,743	\$2,022	\$2,331	\$2,920
Withdrawn secondary offering expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Acquisition related expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,413	\$0
Non-GAAP general and administrative	\$3,392	\$3,486	\$3,847	\$3,733	\$4,304	\$4,921	\$5,330	\$5,259	\$7,404	\$8,375