

3Q 2018 Summary – Operating Metrics

	1Q-17	2Q-17	3Q-17	4Q-17	1Q-18	2Q-18	3Q-18	FY-2016	FY-2017
Revenue	\$93,002	\$104,125	\$107,029	\$112,886	\$115,782	\$125,473	\$122,965	\$360,285	\$417,042
Contracted revenue (1)	\$62,858	\$67,106	\$70,994	\$82,224	\$82,924	\$89,451	\$88,565	\$208,005	\$283,183
% Contracted	68%	64%	66%	73%	72%	71%	72%	58%	68%
YOY Contracted growth	37%	35%	30%	42%	32%	33%	25%	38%	36%
Encompass revenue (2)	\$53,505	\$66,028	\$67,426	\$64,529	\$61,354	\$71,520	\$72,482	\$223,320	\$251,489
Encompass contracted	\$45,655	\$48,361	\$51,279	\$51,722	\$53,148	\$56,829	\$58,592	\$149,043	\$197,017
% Encompass contracted	85%	73%	76%	80%	84%	80%	81%	67%	78%
YOY Contracted growth	44%	35%	30%	23%	16%	18%	14%	42%	32%
Other revenue	\$39,497	\$38,097	\$39,603	\$48,357	\$54,429	\$53,952	\$50,484	\$136,965	\$165,553
Other contracted (3)	\$17,203	\$18,745	\$19,715	\$30,502	\$29,776	\$32,622	\$29,973	\$58,962	\$86,165
Other variable (4)	\$22,294	\$19,352	\$19,887	\$17,855	\$24,653	\$21,330	\$20,510	\$78,003	\$79,388
Users									
Active users	171,579	177,366	183,122	183,900	190,656	193,041	192,296	164,648	183,900
Average active users during the period	168,775	175,266	181,413	184,406	188,385	192,330	192,445	152,902	177,465
Loans									
Est. Encompass closed loans	515,000	682,000	693,000	662,000	553,000	721,000	699,000	2,507,000	2,552,000
Average monthly closed loans per active user	1.0	1.3	1.3	1.2	1.0	1.2	1.2	1.4	1.2
Revenue per closed loan	\$181	\$153	\$154	\$171	\$209	\$174	\$176	\$144	\$163
Industry									
Composite	\$377	\$473	\$488	\$460	\$363	\$451	\$443	\$2,022	\$1,799
YoY%	1%	-9%	-17%	-15%	-4%	-5%	-9%	19%	-11%
QoQ%	-30%	25%	3%	-6%	-21%	24%	-2%	N/A	N/A

Notes: December 31, 2017 and prior are recorded under ASC 605. March 2018, and beyond are recorded under ASC 606.

(1) Includes Encompass contracted revenue, contracted revenue from other subscription services such as Velocify, Allregs, CRM, as well as revenue from professional services.

(2) Includes Encompass contracted revenue and Encompass Success Based pricing revenue.

(3) Includes non-Encompass contracted revenue and primarily consists of Velocify, Allregs, CRM, and professional services.

(4) Includes Network revenue and transaction based revenue, other than Encompass closed loan fees.

(5) Q1-18 and Q2-18 reflect updates in connection with the restatement of our financial statements for the 2018 fiscal year. For additional information, please refer to the amended 10-Q forms for the periods ended 3.31.2018 and 6.30.2018 filed on 11.08.18.