INVESTOR METRICS 2016



		Q1	Q2	Q3	Q4	TOTAL
	Service Revenue	\$69,106	\$72,590	\$78,871	\$92,490	\$313,057
Ξ	Store Revenue	\$5,555	\$4,851	\$4,703	\$5,125	\$20,234
)0s)	Insurance Revenue	\$4,511	\$4,082	\$4,050	\$4,657	\$17,300
Revenue (\$000s)	Mailing & Shipping Revenue	\$79,172	\$81,523	\$87,624	\$102,272	\$350,591
	Customized Postage Revenue	\$2,637	\$2,467	\$4,912	\$3,599	\$13,615
eve	Other Revenue	\$28	\$23	\$23	\$25	\$99
	Total Revenue	\$81,837	\$84,013	\$92,559	\$105,896	\$364,305
	Total Revenue (YoY % Change)	86%	74%	79%	52%	70%
(Z)	Paid Customers (000s) (3)	649	646	648	681	656
	Paid Customers (YoY % Change)	17%	14%	14%	8%	13%
Met	Revenue (\$000s) (4)	\$79,172	\$81,523	\$87,624	\$102,272	\$350,591
ping	Revenue (YoY % Change)	84%	72%	78%	52%	70%
Ship	Monthly ARPU (5)	\$40.65	\$42.06	\$45.05	\$50.03	\$44.52
ng &	Monthly ARPU (YoY % Change)	58%	51%	56%	42%	50%
Mailing & Shipping Metrics	Postage Printed (\$000s) (6)	\$1,338,822	\$1,303,737	\$1,299,155	\$1,576,376	\$5,518,090
	Postage Printed (YoY % Change)	142%	138%	137%	53%	106%
	Non-GAAP Gross Profit	\$67,640	\$70,743	\$76,307	\$88,470	\$303,160
	Non-GAAP Gross Margin	82.7%	84.2%	82.4%	83.5%	83.2%
	Non-GAAP Operating Income	\$33,615	\$37,140	\$44,402	\$54,643	\$169,800
(£)	Non-GAAP Operating Income (YoY % Change)	170%	121%	117%	88%	115%
tric	Non-GAAP Adjusted Income	\$32,037	\$35,303	\$42,246	\$49,221	\$158,808
Financial Metrics (7)	Non-GAAP Adjusted Income (YoY % Change)	163%	111%	111%	75%	106%
ancia	Non-GAAP EPS (8)	\$1.72	\$1.94	\$2.33	\$2.73	\$8.70
Ë	Non-GAAP EPS (YoY % Change)	139%	100%	104%	74%	96%
	Adjusted EBITDA (9)	\$34,750	\$38,237	\$45,558	\$55,865	\$174,411
	Adjusted EBITDA Margin	42.5%	45.5%	49.2%	52.8%	47.9%
	Adjusted EBITDA (YoY % Change)	161%	116%	113%	85%	111%

⁽¹⁾ All revenue numbers are presented on a GAAP basis.

⁽²⁾ Mailing and shipping metrics are for the mailing and shipping business only and exclude the customized postage business. See the Company's 10-K fillings for further discussion.

⁽³⁾ Mailing and shipping paid customers for the quarter is defined as the number of unique mailing and shipping customers that the Company earned revenue from during that quarter. Paid customers for the year is calculated as the average of the paid customers for the four quarters during that year. Paid customers include ShipStation customers as of Q3-14, ShipWorks customers as of Q4-15, and ShippingEasy customers as of Q3-16.

⁽⁴⁾ Mailing and shipping revenue includes ShipStation, ShipWorks, Endicia, and ShippingEasy revenue as of the closing date of the acquisition.

⁽⁵⁾ Mailing and shipping monthly ARPU for the quarter is calculated as [mailing and shipping revenue for the quarter] / [mailing and shipping paid customers for the quarter] / 3 months. Monthly ARPU for the year is calculated as [mailing and shipping revenue for the year] / [mailing and shipping paid customers for the year] / 12 months.

⁽⁶⁾ Mailing and shipping postage printed includes postage printed by the Company's mailing and shipping customers using its solutions. Includes ShipStation as of Q3-14, ShipWorks as of Q4-14, Endicia as of the acquisition closing date, and ShippingEasy as of Q3-16. Beginning Q4-16, we updated our methodology for measuring the amount of mailing and shipping postage printed. Q1-16 through Q3-16 metrics have also been revised upwards using the updated methodology.

⁽⁷⁾ All Financial Metrics are provided on a Non-GAAP basis. Non-GAAP measures exclude (1) certain non-cash items such as stock-based compensation expense, contingent consideration charges, amortization of acquired intangibles and capitalized debt issuance costs and non-cash income tax adjustments and (2) certain non-recurring expenses such as asset write-offs, acquisition and integration related corporate development expenses and litigation settlements. For reconciliations of Non-GAAP to GAAP, see the Company's prior 8-K filings as hyperlinked above or on subsequent pages.

⁽⁸⁾ Non-GAAP Adjusted EBITDA is calculated as Non-GAAP Operating Income plus depreciation and amortization contained in cost of sales and operating expenses less capital expenditures for the business. Calculation excludes capital expenditures on the Company owned corporate headquarters.

Annual 2016 GAAP to Non-GAAP Reconciliations



Reconciliation of GAAP to Non-GAAP Financial Measures

All amounts in millions except per share or margin data

	GAAP Amounts	Stock-Based Compensation Expense	Intangible Amortization Expense	Acquisition Related Expenses	Debt Amortization Expense	Income Tax Benefit (Expense)	Non-GAAP Amounts
Cost of Revenues	\$62.97	\$1.83	\$-	\$-	\$-	\$-	\$61.14
Research & Development	35.16	6.63	-	-	-	-	28.52
Sales & Marketing	78.83	7.19	-	-	-	-	71.64
General & Administrative	67.12	18.29	14.56	1.08			33.20
Total Expenses	244.08	33.95	14.56	1.08	-	-	194.50
Income (Loss) from Operations	120.22	(33.95)	(14.56)	(1.08)	-	-	169.80
Interest and Other Income (Loss)	(3.25)				(0.37)		(2.87)
Pre-Tax Income (Loss)	116.97	(33.95)	(14.56)	(1.08)	(0.37)	-	166.93
Benefit (Expense) for Income Taxes*	(41.74)	-	-	-	-	(33.62)	(8.12)
Adjusted Income (Loss)	75.23	(33.95)	(14.56)	(1.08)	(0.37)	(33.62)	158.81
On a diluted per share basis	\$4.12	\$(1.86)	\$(0.80)	\$(0.06)	\$(0.02)	\$(1.84)	\$8.70
Shares used in per share calculation	18.25	18.25	18.25	18.25	18.25	18.25	18.25

^{*} For the 2016, the Company incurred approximately \$33.6 million in deferred income tax expense based on its GAAP income measures. In addition, the Company would have incurred an additional approximately \$14 million of deferred income tax expense based on its non-GAAP income measures.

Reconciliation of GAAP Net Income to Adjusted EBITDA

Reconciliation of GAAP to Non-GAAP
Gross Profit and Gross Margin
All amounts in millions except margin data

	12 Months end 2016	ed December 31 2015
GAAP Net Income (Loss)	\$75.23	(\$4.20)
Depreciation and Amortization expense Interest & Other Expense (Income), net	\$19.17 \$3.25	\$7.70 (\$0.07)
Income Tax Expense (Benefit), net	\$41.74	(\$1.37)
Stock-based Compensation Expense	\$33.95	\$17.23
Contingent Consideration Charge	\$	\$46.09
Non-Recurring Expenses	\$1.08	\$17.22
Adjusted EBITDA	\$174.41	\$82.59
Adjusted EBITDA Margin	47.9%	38.6%

		GAAP Amounts	Stock-Based Compensation Expense	Non-GAAP Amounts
	Mailing and Shipping Gross Profit	\$298.52	\$(1.82)	\$300.34
	Customized Postage Gross Profit	2.77	(0.01)	2.77
	Total Gross Profit	301.33	(1.83)	303.16
	Mailing and Shipping Gross Margin	85.1%	(0.5%)	85.7%
_	Customized Postage Gross Margin	20.3%	(0.0%)	20.4%
_	Total Gross Margin	82.7%	(0.5%)	83.2%

Fourth Quarter 2016 GAAP to Non-GAAP Reconciliations



Reconciliation of GAAP to Non-GAAP Financial Measures

All amounts in millions except per share or margin data

	GAAP Amounts	Stock-Based Compensation Expense	Intangible Amortization Expense	Debt Amortization Expense	Income Tax Benefit (Expense)	Non-GAAP Amounts
Cost of Revenues	\$17.90	\$0.48	\$-	\$-	\$-	\$17.43
Research & Development	9.58	1.94	-	-	-	7.64
Sales & Marketing	19.12	1.87	-	-	-	17.25
General & Administrative	17.85	4.91	4.01			8.93
Total Expenses	64.45	9.19	4.01	-	-	51.25
Income (Loss) from Operations	41.44	(9.19)	(4.01)	-	-	54.64
Interest and Other Income (Loss)	(0.70)	-	-	(0.09)	-	(0.60)
Pre-Tax Income (Loss)	40.75	(9.19)	(4.01)	(0.09)	-	54.04
Benefit (Expense) for Income Taxes*	(11.72)	-	-	-	(6.90)	(4.82)
Adjusted Income (Loss)	29.03	(9.19)	(4.01)	(0.09)	(6.90)	49.22
On a diluted per share basis	\$1.61	\$(0.51)	\$(0.22)	\$(0.01)	\$(0.38)	\$2.73
Shares used in per share calculation	18.03	18.03	18.03	18.03	18.03	18.03

^{*} For the fourth quarter 2016, the Company incurred approximately \$6.9 million in deferred income tax expense based on its GAAP income measures. In addition, the Company would have incurred an additional approximately \$2 million of deferred income tax expense based on its non-GAAP income measures.

Reconciliation of GAAP Net Income to Adjusted EBITDA

All amounts in millions except margin data

Three Months e	nded Dec. 31
2016	2015

	2016	2015
GAAP Net Income (Loss)	\$29.03	(\$0.07)
Depreciation and Amortization expense	\$5.23	\$2.53
Interest & Other Expense (Income), net	\$0.70	\$0.35
Income Tax Expense (Benefit), net	\$11.72	(\$1.28)
Stock-based Compensation Expense	\$9.19	\$8.12
Contingent Consideration Charge	\$	\$20.06
Non-Recurring Expenses	\$	\$0.47
Adjusted EBITDA	\$55.87	\$30.18
Adjusted EBITDA Margin	52.8%	43.2%

Reconciliation of GAAP to Non-GAAP Gross Profit and Gross Margin

		GAAP Amounts	Stock-Based Compensation Expense	Non-GAAP Amounts
	Mailing and Shipping Gross Profit	\$87.16	\$(0.48)	\$87.63
	Customized Postage Gross Profit	0.83	(0.00)	0.83
	Total Gross Profit	87.99	(0.48)	88.47
	Mailing and Shipping Gross Margin	85.2%	(0.5%)	85.7%
	Customized Postage Gross Margin	23.0%	(0.0%)	23.1%
_	Total Gross Margin	83.1%	(0.5%)	83.5%

Third Quarter 2016 GAAP to Non-GAAP Reconciliations



Reconciliation of GAAP to Non-GAAP Financial Measures

All amounts in millions except per share or margin data

	GAAP Amounts	Stock-Based Compensation Expense	Intangible Amortization Expense	Debt Amortization	Income Tax Benefit (Expense)	Non-GAAP Amounts
Cost of Revenues	\$16.73	\$0.48	\$-	\$-	\$-	\$16.25
Research & Development	9.11	1.92	-	-	-	7.19
Sales & Marketing	18.23	1.73	-	-	-	16.50
General & Administrative	16.90	4.70	3.99			8.22
Total Expenses	60.97	8.82	3.99	-	-	48.16
Income (Loss) from Operations	31.59	(8.82)	(3.99)	-	-	44.40
Interest and Other Income (Loss)	(0.80)			(0.09)		(0.71)
Pre-Tax Income (Loss)	30.79	(8.82)	(3.99)	(0.09)	-	43.69
Benefit (Expense) for Income Taxes*	(12.12)	-	-	-	(10.67)	(1.45)
Adjusted Income (Loss)	18.67	(8.82)	(3.99)	(0.09)	(10.67)	42.25
On a diluted per share basis	\$1.03	\$(0.49)	\$(0.22)	\$(0.01)	\$(0.59)	\$2.33
Shares used in per share calculation	18.12	18.12	18.12	18.12	18.12	18.12

^{*}For the third quarter 2016, the Company incurred approximately \$10.7 million in deferred income tax expense based on its GAAP income measures. In addition, the Company would have incurred an additional approximately \$5 million of deferred income tax expense based on its Non-GAAP income measures.

Reconciliation of GAAP Net Income to Adjusted EBITDA

All amounts in millions except margin data

Three Months ended Sept. 30

. 07
.27
.64
.05)
5.77
3.06
.92
.75
.36
3%

Reconciliation of GAAP to Non-GAAP Gross Profit and Gross Margin

		GAAP Amounts	Stock-Based Compensation Expense	Non-GAAP Amounts
	Mailing and Shipping Gross Profit	\$74.86	\$(0.47)	\$75.34
	Customized Postage Gross Profit	\$0.96	\$(0.00)	\$0.96
	Total Gross Profit	\$75.83	\$(0.48)	\$76.31
	Mailing and Shipping Gross Margin	85.4%	(0.5%)	86.0%
	Customized Postage Gross Margin	19.5%	(0.0%)	19.5%
_	Total Gross Margin	81.9%	(0.5%)	82.4%

Second Quarter 2016 GAAP to Non-GAAP Reconciliations



Reconciliation of GAAP to Non-GAAP Financial Measures

All amounts in millions except per share or margin data

	GAAP Amounts	Stock-Based Compensation Expense	Intangible Amortization Expense	Aquisition Related Expenses	Debt Amortization	Income Tax Benefit (Expense)	Non-GAAP Amounts
Cost of Revenues	\$13.72	\$0.45	\$ -	\$ -	\$ -	\$ -	\$13.27
Research & Development	8.13	1.42	-	-	-	-	6.71
Sales & Marketing	20.08	1.86	-	-	-	-	18.22
General & Administrative	17.11	4.68	3.24	0.52	-	-	8.67
Total Expenses	59.05	8.42	3.24	0.52	-	-	46.87
Income (Loss) from Operations	24.97	(8.42)	(3.24)	(0.52)	-	-	37.14
Interest and Other Income (Loss)	(0.87)	-	-	-	(0.09)	-	(0.78)
Pre-Tax Income (Loss)	24.09	(8.42)	(3.24)	(0.52)	(0.09)	-	36.36
Benefit (Expense) for Income Taxes*	(9.80)	-	-	-	-	(8.75)	(1.06)
Adjusted Income (Loss)	14.29	(8.42)	(3.24)	(0.52)	(0.09)	(8.75)	35.30
On a diluted per share basis	\$0.79	\$(0.46)	\$(0.18)	\$(0.03)	\$(0.01)	\$(0.48)	\$1.94
Shares used in per share calculation	18.19	18.19	18.19	18.19	18.19	18.19	18.19

^{*} For the second quarter 2016, the Company incurred approximately \$8.7 million in deferred income tax expense based on its GAAP income measures. In addition, the Company would have incurred an additional approximately \$5 million of deferred income tax expense based on its Non-GAAP income measures.

Reconciliation of GAAP Net Income to Adjusted EBITDA

All amounts in millions except margin data

Three Months	ended June 30
2016	2015

2010	2013
\$14.29	(\$10.43)
\$4.33	\$1.69
\$0.87	(\$0.05)
\$9.80	(\$4.74)
\$8.42	\$3.40
\$	\$13.60
\$0.52	\$14.24
\$38.24	\$17.72
45.5%	36.6%
	\$14.29 \$4.33 \$0.87 \$9.80 \$8.42 \$ \$0.52

Reconciliation of GAAP to Non-GAAP Gross Profit and Gross Margin

	GAAP Amounts	Stock-Based Compensation Expense	Non-GAAP Amounts
Mailing and Shipping Gross Profit	\$69.77	\$(0.45)	\$70.22
Customized Postage Gross Profit	\$0.51	\$(0.00)	\$0.51
Total Gross Profit	\$70.29	\$(0.45)	\$70.74
Mailing and Shipping Gross Margin	85.6%	(0.6%)	86.1%
Customized Postage Gross Margin	20.8%	(0.1%)	20.8%
 Total Gross Margin	83.7%	(0.5%)	84.2%

First Quarter 2016 GAAP to Non-GAAP Reconciliations



Reconciliation of GAAP to Non-GAAP Financial Measures

All amounts in millions except per share or margin data

	GAAP Amounts	Stock-Based Compensation Expense	Intangible Amortization Expense	Non-Recurring Expenses	Debt Amortization	Income Tax Benefit (Expense)	Non-GAAP Amounts
Cost of Revenues	\$14.62	\$0.42	\$ -	\$ -	\$ -	\$ -	\$14.20
Research & Development	8.34	1.36	-	-	-	-	6.98
Sales & Marketing	21.40	1.73	_	-	-	-	19.67
General & Administrative	15.26	4.01	3.32	0.56	-	-	7.38
Total Expenses	59.62	7.52	3.32	0.56		-	48.22
Income (Loss) from Operations	22.22	(7.52)	(3.32)	(0.56)	-	-	33.61
Interest and Other Income (Loss)	(0.87)				(0.09)		(0.78)
Pre-Tax Income (Loss)	21.35	(7.52)	(3.32)	(0.56)	(0.09)	-	32.84
Benefit (Expense) for Income Taxes*	(8.11)	-	-	-	-	(7.31)	(0.80)
Adjusted Income (Loss)	13.24	(7.52)	(3.32)	(0.56)	(0.09)	(7.31)	32.04
On a diluted per share basis	\$0.71	\$(0.40)	\$(0.18)	\$(0.03)	\$(0.01)	\$(0.39)	\$1.72
Shares used in per share calculation	18.66	18.66	18.66	18.66	18.66	18.66	18.66

^{*} For the first quarter 2016, the Company incurred approximately \$7.3 million in deferred income tax expense based on its GAAP income measures. In addition, the Company would have incurred an additional approximately \$4 million of deferred income tax expense based on its Non-GAAP income measures.

Three Months ended March 31

Reconciliation of GAAP Net Income to Adjusted EBITDA

All amounts in millions except margin data

Reconciliation of GAAP to Non-GAAP Gross Profit and Gross Margin

	0016	001 <i>E</i>
	2016	2015
GAAP Net Income (Loss)	\$13.24	(\$0.97)
Depreciation and Amortization expense	\$4.46	\$1.84
Interest & Other Expense (Income), net	\$0.87	(\$0.32)
Income Tax Expense (Benefit), net	\$8.11	(\$1.12)
Stock-based Compensation Expense	\$7.52	\$2.64
Contingent Consideration Charge	\$	\$10.51
Non-Recurring Expenses	\$0.56	\$0.76
Adjusted EBITDA	\$34.75	\$13.33
Adjusted EBITDA Margin	42.5%	30.3%

	GAAP Amounts	Stock-Based Compensation Expense	Non-GAAP Amounts
Mailing and Shipping Gross Profit	\$66.73	\$(0.42)	\$67.15
Customized Postage Gross Profit	\$0.47	\$(0.00)	\$0.47
Total Gross Profit	\$67.22	\$(0.42)	\$67.64
Mailing and Shipping Gross Margin	84.3%	(0.5%)	84.8%
Customized Postage Gross Margin	17.8%	(0.0%)	17.9%
Total Gross Margin	82.1%	(0.5%)	82.7%