

Yelp Metrics Data Sheet	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15
<b><u>Traffic Metrics (thousands on a monthly avg basis)</u></b>											
Desktop Unique Visitors	71,809	73,366	78,179	77,713	82,211	81,884	80,468	77,628	79,543	79,175	78,901
Mobile Unique Visitors (Mobile Web and App)	40,168	45,064	50,455	52,905	61,190	67,886	73,440	72,311	78,962	82,812	89,238
App Unique Devices	9,912	10,372	11,187	10,614	10,941	12,009	14,491	14,541	16,039	18,097	20,121
International Unique Visitors	15,970	17,120	21,462	25,750	31,124	30,965	30,149	30,837	31,143	29,953	30,561
<b><u>Engagement Metrics (thousands)</u></b>											
Cumulative Reviews	39,103	42,526	47,322	52,757	56,905	61,342	66,592	71,232	77,346	83,102	89,635
Cumulative Int'l Reviews	1,989	2,319	3,551	5,802	6,168	6,525	7,013	7,468	8,602	9,082	9,586
Percentage of Searches on Mobile	57%	59%	62%	59%	60%	61%	64%	65%	65%	68%	71%
<b><u>Local Business Metrics (thousands)</u></b>											
Claimed Local Business Locations	1,103	1,222	1,344	1,488	1,623	1,751	1,886	2,029	2,193	2,349	2,503
Local Advertising Accounts <sup>1,2</sup>	34.6	40.7	46.4	54.4	63.3	69.4	76.0	83.9	90.2	97.1	104.2
Percentage of Ad Impressions on Mobile	36%	40%	46%	47%	49%	54%	49%	56%	58%	61%	68%
Repeat Rate <sup>3</sup>	-	-	-	-	75%	75%	76%	75%	76%	77%	77%
<b><u>Headcount</u></b>											
Total Headcount	1,500	1,550	1,800	2,000	2,150	2,350	2,650	2,700	3,100	3,250	3,650
Sales Headcount	800	850	1,050	1,100	1,250	1,350	1,550	1,550	1,600	1,750	2,100
<b><u>Revenue (millions)</u></b>											
Local Revenue	\$39.0	\$44.8	\$51.2	\$58.1	\$65.2	\$75.7	\$85.1	\$93.1	\$98.6	\$107.9	\$115.9
Transactions Revenue	\$0.9	\$1.1	\$0.9	\$1.0	\$1.3	\$1.2	\$1.3	\$1.4	\$6.6	\$11.3	\$12.0
Brand Revenue	\$4.8	\$7.0	\$6.9	\$9.2	\$7.5	\$9.1	\$9.3	\$8.6	\$6.6	\$8.3	\$9.0
Other Revenue	\$1.5	\$2.1	\$2.2	\$2.4	\$2.5	\$2.8	\$6.7	\$6.7	\$6.7	\$6.4	\$6.7
Total Revenue	\$46.1	\$55.0	\$61.2	\$70.7	\$76.4	\$88.8	\$102.5	\$109.9	\$118.5	\$133.9	\$143.6
International Revenue	\$2.6	\$2.7	\$3.0	\$2.6	\$2.4	\$2.6	\$2.6	\$3.3	\$3.2	\$3.0	\$2.9
<b><u>Local Revenue by Vertical</u></b>											
Home & Local	22%	24%	24%	24%	25%	26%	26%	26%	26%	28%	28%
Restaurants	16%	16%	16%	16%	16%	15%	15%	15%	15%	15%	15%
Beauty & Fitness	14%	14%	13%	14%	13%	13%	12%	13%	13%	12%	12%
Shopping	12%	11%	11%	10%	11%	11%	11%	11%	11%	11%	10%
Health	11%	12%	12%	11%	11%	12%	11%	11%	11%	11%	11%
Other	25%	23%	24%	25%	24%	23%	25%	24%	24%	23%	24%

<sup>1</sup> 4Q13 LAAs excludes 2,200 paying accounts associated with the acquisition of Qype

<sup>2</sup> Local advertising accounts comprise all local business accounts from which we recognize local advertising revenue in a given three-month period

<sup>3</sup> Repeat Rate as defined as the percentage of existing local advertising accounts from which we recognized revenue in the immediately preceding 12-month period

More information about the Company, including the factors that could affect the Company's operating results, is included under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the Company's most recent Quarterly or Annual Report filed with the SEC, available at <http://www.yelp-ir.com> or the SEC's website at [www.sec.gov](http://www.sec.gov).