



(in \$ millions, except per share amounts and percentages)

	2015					2016					2017				
	Q1	Q2	Q3	Q4	FY*	Q1	Q2	Q3	Q4	FY*	Q1	Q2	Q3	Q4	FY*
<b>Reconciliation from GAAP Net Income to Adjusted EBITDA (Non-GAAP):</b>															
GAAP Net Income (Loss) <sup>(1)</sup>	\$63	\$58	\$74	\$3	\$198	\$29	\$34	\$55	\$1	\$120	\$13	\$27	\$25	(\$84)	(\$19)
Add: Provision (benefit) for income taxes <sup>(1)</sup>	23	24	24	(29)	41	9	10	8	3	31	12	17	13	87	129
Add: Other expense (income), net	4	(3)	(10)	1	(7)	4	3	3	6	15	2	2	4	6	14
Add: Other non-recurring expenses	-	2	-	-	2	-	-	-	-	-	-	-	-	-	-
Add: Non-cash charitable contribution <sup>(2)</sup>	-	-	-	67	67	-	-	-	-	-	-	-	-	-	-
Add: Stock-based compensation	16	18	19	19	72	19	23	22	22	85	19	28	26	25	96
Add: Amortization of intangible assets	7	9	10	10	36	8	8	8	8	32	8	8	8	8	32
Add: Depreciation <sup>(3)</sup>	14	15	13	16	57	16	17	18	18	69	19	19	19	21	79
Adjusted EBITDA (Non-GAAP) <sup>(2)(4)</sup>	\$127	\$123	\$130	\$87	\$466	\$85	\$95	\$114	\$58	\$352	\$73	\$101	\$95	\$63	\$331
<b>Reconciliation from GAAP Net Income (Loss) to Non-GAAP Net Income:</b>															
GAAP Net Income (Loss) <sup>(1)</sup>	\$63	\$58	\$74	\$3	\$198	\$29	\$34	\$55	\$1	\$120	\$13	\$27	\$25	(\$84)	(\$19)
Add: Stock-based compensation	16	18	19	19	72	19	23	22	22	85	19	28	26	25	96
Add: Amortization of intangible assets	7	9	10	10	36	8	8	8	8	32	8	8	8	8	32
Add: Non-cash charitable contribution <sup>(2)</sup>	-	-	-	67	67	-	-	-	-	-	-	-	-	-	-
Add: Other non-recurring expenses	-	2	-	-	2	-	-	-	-	-	-	-	-	-	-
Add: Loss on cost method investment	-	-	-	-	-	-	-	-	-	-	-	-	2	-	2
Subtract: Gain on sale of business	-	-	17	3	20	-	-	-	-	-	-	-	-	-	-
Subtract: Income tax effect of Non-GAAP adjustments <sup>(5)</sup>	6	8	8	30	53	7	9	7	8	31	5	10	11	14	40
Add: Income tax impact related to 2017 Tax Cuts and Jobs Act <sup>(1)</sup>	-	-	-	-	-	-	-	-	-	-	-	-	-	73	73
Non-GAAP Net Income <sup>(6)</sup>	\$80	\$79	\$78	\$66	\$302	\$49	\$56	\$78	\$23	\$206	\$35	\$53	\$50	\$8	\$144
<b>Reconciliation from GAAP Earnings per Share (EPS) to Non-GAAP EPS:</b>															
GAAP Diluted Shares Outstanding	146	146	146	146	146	147	147	147	146	147	145	141	139	139	141
GAAP Diluted Earnings (Loss) per Share	\$0.43	\$0.40	\$0.51	\$0.02	\$1.36	\$0.20	\$0.23	\$ 0.37	\$0.01	\$0.82	\$0.09	\$0.19	\$0.18	\$ (0.60)	\$ (0.14)
Non-GAAP Diluted EPS <sup>(7)</sup>	\$0.55	\$0.54	\$0.53	\$0.45	\$2.07	\$0.33	\$0.38	\$ 0.53	\$0.16	\$1.40	\$0.24	\$0.38	\$0.36	\$0.06	\$1.02
<b>Ex-Foreign Exchange Reconciliation:</b>															
GAAP Consolidated Revenue growth	29%	25%	17%	7%	20%	(3)%	(3)%	1%	2%	(1)%	6%	8%	4%	2%	5%
Foreign exchange impact <sup>(8)</sup>	(7)%	(10)%	(8)%	(5)%	(7)%	(2)%	0%	(2)%	(2)%	(1)%	(1)%	(2)%	0%	2%	(1)%
Non-GAAP Consolidated Revenue growth before fx effect	36%	35%	25%	12%	27%	(1)%	(3)%	3%	4%	0%	7%	10%	4%	(0)%	6%
Adjusted EBITDA growth (Non-GAAP)	4%	(5)%	9%	(11)%	(0)%	(33)%	(23)%	(12)%	(33)%	(24)%	(14)%	6%	(17)%	9%	(6)%
Foreign exchange impact <sup>(8)</sup>	(11)%	(20)%	(17)%	(9)%	(14)%	(2)%	0%	(3)%	(1)%	(1)%	(2)%	(5)%	1%	4%	(1)%
Non-GAAP Adjusted EBITDA growth before fx effect	15%	15%	26%	(2)%	14%	(31)%	(23)%	(9)%	(32)%	(23)%	(12)%	11%	(18)%	5%	(5)%
<b>Reconciliation of GAAP Cash Flow from Operating Activities to Non-GAAP Free Cash Flow:</b>															
Cash flow provided by (used in) operations	\$106	\$223	\$10	\$78	\$418	\$124	\$238	(\$88)	\$46	\$320	\$134	\$221	(\$135)	\$18	\$238
Subtract: Capital expenditures	31	23	39	16	109	17	19	21	16	72	18	17	15	15	64
Free Cash Flow (Non-GAAP) <sup>(9)</sup>	\$75	\$200	(\$29)	\$62	\$309	\$107	\$219	(\$109)	\$30	\$248	\$116	\$204	(\$150)	\$3	\$174



(in \$millions, except percentages)

	2015					2016					2017				
	Q1	Q2	Q3	Q4	FY*	Q1	Q2	Q3	Q4	FY*	Q1	Q2	Q3	Q4	FY*
<b>Reportable Segments - Revenue:</b>															
<b>Consolidated Revenue</b>	<b>\$363</b>	<b>\$405</b>	<b>\$415</b>	<b>\$309</b>	<b>\$1,492</b>	<b>\$352</b>	<b>\$391</b>	<b>\$421</b>	<b>\$316</b>	<b>\$1,480</b>	<b>\$372</b>	<b>\$424</b>	<b>\$439</b>	<b>\$321</b>	<b>\$1,556</b>
<i>Growth % (y/y)</i>	29%	25%	17%	7%	20%	(3)%	(3)%	1%	2%	(1)%	6%	8%	4%	2%	5%
<b>Hotel Segment Revenue</b>	<b>320</b>	<b>343</b>	<b>340</b>	<b>260</b>	<b>1,263</b>	<b>303</b>	<b>316</b>	<b>320</b>	<b>252</b>	<b>1,190</b>	<b>314</b>	<b>326</b>	<b>312</b>	<b>244</b>	<b>1,196</b>
<i>Growth % (y/y)</i>	20%	13%	8%	4%	11%	(5)%	(8)%	(6)%	(3)%	(6)%	4%	3%	(3)%	(3)%	1%
TripAdvisor-branded click-based and transaction	218	237	228	154	837	189	201	206	154	750	211	214	195	137	756
<i>Growth % (y/y)</i>	20%	14%	5%	(3)%	10%	(13)%	(15)%	(10)%	0%	(10)%	12%	6%	(5)%	(11)%	1%
TripAdvisor-branded display based advertising and subscription	61	68	72	71	272	68	72	73	69	282	65	74	76	77	292
<i>Growth % (y/y)</i>	22%	15%	22%	11%	17%	11%	6%	1%	(3)%	4%	(4)%	3%	4%	12%	4%
Other hotel revenue	41	38	40	35	154	46	43	41	29	158	38	38	41	30	148
<i>Growth % (y/y)</i>	17%	3%	5%	25%	12%	12%	13%	3%	(17)%	3%	(17)%	(12)%	0%	3%	(6)%
<b>Non-Hotel Segment Revenue</b>	<b>43</b>	<b>62</b>	<b>75</b>	<b>49</b>	<b>229</b>	<b>49</b>	<b>75</b>	<b>101</b>	<b>64</b>	<b>290</b>	<b>58</b>	<b>98</b>	<b>127</b>	<b>77</b>	<b>360</b>
<i>Growth % (y/y)</i>	187%	210%	92%	32%	106%	14%	21%	35%	31%	27%	18%	31%	26%	20%	24%
<b>Percent of Consolidated Revenue by Source:</b>															
TripAdvisor-branded click-based and transaction	60%	59%	55%	50%	56%	54%	51%	49%	49%	51%	57%	51%	45%	43%	49%
TripAdvisor-branded display based advertising and subscription	17%	17%	17%	23%	18%	19%	19%	17%	22%	19%	17%	17%	17%	24%	19%
Other hotel revenue	11%	9%	10%	11%	11%	13%	11%	10%	9%	10%	10%	9%	9%	9%	9%
Non-hotel	12%	15%	18%	16%	15%	14%	19%	24%	20%	20%	16%	23%	29%	24%	23%
<b>GAAP Net Income (Loss):</b> <sup>(1)(10)</sup>															
<b>GAAP Net Income (Loss)</b>	<b>\$63</b>	<b>\$58</b>	<b>\$74</b>	<b>\$3</b>	<b>\$198</b>	<b>\$29</b>	<b>\$34</b>	<b>\$55</b>	<b>\$1</b>	<b>\$120</b>	<b>\$13</b>	<b>\$27</b>	<b>\$25</b>	<b>\$ (84)</b>	<b>\$ (19)</b>
<i>Growth % (y/y)</i>	(7)%	(15)%	37%	(92)%	(12)%	(54)%	(41)%	(26)%	(67)%	(39)%	(55)%	(21)%	(55)%	(8500)%	(116)%
<b>Reportable Segments - Adjusted EBITDA:</b>															
<b>Total Adjusted EBITDA</b> <sup>(4)</sup>	<b>\$127</b>	<b>\$123</b>	<b>\$130</b>	<b>\$87</b>	<b>\$466</b>	<b>\$85</b>	<b>\$95</b>	<b>\$114</b>	<b>\$58</b>	<b>\$352</b>	<b>\$73</b>	<b>\$101</b>	<b>\$95</b>	<b>\$63</b>	<b>\$331</b>
<i>Growth % (y/y)</i>	4%	(5)%	9%	(11)%	0%	(33)%	(23)%	(12)%	(33)%	(24)%	(14)%	6%	(17)%	9%	(6)%
<b>Hotel Segment Adjusted EBITDA</b>	<b>132</b>	<b>125</b>	<b>121</b>	<b>95</b>	<b>472</b>	<b>106</b>	<b>105</b>	<b>99</b>	<b>66</b>	<b>380</b>	<b>88</b>	<b>84</b>	<b>51</b>	<b>63</b>	<b>286</b>
<i>Growth % (y/y)</i>	6%	(4)%	3%	(5)%	0%	(20)%	(16)%	(18)%	(31)%	(19)%	(17)%	(20)%	(48)%	(5)%	(25)%
<b>Non-Hotel Segment Adjusted EBITDA</b>	<b>(5)</b>	<b>(2)</b>	<b>9</b>	<b>(8)</b>	<b>(6)</b>	<b>(21)</b>	<b>(10)</b>	<b>15</b>	<b>(8)</b>	<b>(28)</b>	<b>(15)</b>	<b>17</b>	<b>44</b>	<b>0</b>	<b>45</b>
<i>Growth % (y/y)</i>	(150)%	(100)%	800%	(300)%	(50)%	(320)%	(400)%	67%	0%	(367)%	29%	270%	193%	100%	261%
<b>Percent of Total Adjusted EBITDA:</b>															
Hotel	104%	102%	93%	109%	101%	125%	111%	87%	114%	108%	121%	83%	54%	100%	86%
Non-Hotel	(4)%	(2)%	7%	(9)%	(1)%	(25)%	(11)%	13%	(14)%	(8)%	(21)%	17%	46%	0%	14%
<b>Adjusted EBITDA Margin by Segment:</b> <sup>(11)</sup>															
Hotel	41%	36%	36%	37%	37%	35%	33%	31%	26%	32%	28%	26%	16%	26%	24%
Non-Hotel	(12)%	(3)%	12%	(16)%	(3)%	(43)%	(13)%	15%	(13)%	(10)%	(26)%	17%	35%	0%	13%



(in \$millions, except Revenue per Hotel Shopper and percentages)

	2015					2016					2017				
	Q1	Q2	Q3	Q4	FY*	Q1	Q2	Q3	Q4	FY*	Q1	Q2	Q3	Q4	FY*
<b>Traffic &amp; TripAdvisor-branded Click-based and Transaction Revenue per Hotel Shopper Metrics:</b>															
Average Monthly Unique Visitors <sup>(12)(15)</sup>	281	308	348	295	n/a	338	351	388	326	n/a	386	414	455	381	n/a
Growth % (y/y)	26%	23%	22%	18%	n/a	20%	14%	11%	11%	n/a	14%	18%	17%	17%	n/a
Average Monthly Unique Hotel Shoppers <sup>(13)(15)</sup>	125	135	148	111	n/a	137	139	153	120	n/a	149	153	163	123	n/a
Growth % (y/y)	21%	16%	14%	8%	n/a	10%	3%	3%	8%	n/a	9%	11%	7%	3%	n/a
Total Average Monthly Unique Hotel Shoppers for the Quarter <sup>(13)(15)</sup>	376	404	443	332	1,555	411	416	458	359	1,645	448	460	490	370	1,768
Growth % (y/y)	21%	16%	14%	8%	15%	10%	3%	3%	8%	6%	9%	11%	7%	3%	7%
TripAdvisor-branded Click-based and Transaction Revenue per Hotel Shopper <sup>(14)(15)</sup>	\$0.58	\$0.59	\$0.51	\$0.46	\$0.54	\$0.46	\$0.48	\$0.45	\$0.43	\$0.46	\$0.47	\$0.47	\$0.40	\$0.37	\$0.43
Growth % (y/y)	0%	0%	(9)%	(12)%	(4)%	(21)%	(19)%	(12)%	(7)%	(15)%	2%	(2)%	(11)%	(14)%	(7)%
<b>Consolidated Revenue by Geographic Region:</b>															
Consolidated Revenue	\$363	\$405	\$415	\$309	\$1,492	\$352	\$391	\$421	\$316	\$1,480	\$372	\$424	\$439	\$321	\$1,556
Growth % (y/y)	29%	25%	17%	7%	20%	(3)%	(3)%	1%	2%	(1)%	6%	8%	4%	2%	5%
United States	172	202	210	156	739	184	218	225	174	800	210	244	245	178	877
Growth % (y/y)	26%	33%	27%	12%	25%	7%	8%	7%	12%	8%	14%	12%	9%	2%	10%
Europe	113	114	123	82	432	102	104	123	82	411	98	110	124	83	415
Growth % (y/y)	33%	16%	12%	0%	15%	(10)%	(9)%	0%	0%	(5)%	(4)%	6%	1%	1%	1%
Rest of world	78	89	82	71	321	66	69	73	60	269	64	70	70	60	264
Growth % (y/y)	32%	22%	5%	6%	15%	(15)%	(22)%	(11)%	(15)%	(16)%	(3)%	1%	(4)%	0%	(2)%
<b>Percent of Total:</b>															
United States	47%	50%	50%	50%	50%	52%	56%	54%	55%	54%	57%	58%	56%	55%	56%
Europe	31%	28%	30%	27%	29%	29%	26%	29%	26%	28%	26%	26%	28%	26%	27%
ROW	22%	22%	20%	23%	21%	19%	18%	17%	19%	18%	17%	16%	16%	19%	17%

The Company believes that non-GAAP financial measures provide investors with useful supplemental information about the financial performance of our business, enables comparison of financial results between periods where certain items may vary independent of business performance, and allow for greater transparency with respect to key metrics used by management in operating and analyzing our business.

(1) Includes a provision for income taxes of \$73 million recorded in Q4 2017 related to the 2017 Tax Act, including an estimated amount of \$67 million for a transition tax and a \$6 million expense related to the remeasurement of deferred taxes.

(2) Represents a \$67 million non-cash charitable contribution to the TripAdvisor Charitable Foundation which was settled in company stock and therefore excluded for non-GAAP purposes. This amount also includes charitable contributions to the TripAdvisor Charitable Foundation of which \$6 million was accrued ratably during the nine months ended September 30, 2015 (approximately \$2 million per quarter) under GAAP with the intention of settling in cash and then reclassified as non-GAAP during Q4 2015 to reflect the non-cash nature of the final settlement.

(3) *Depreciation*. Includes internal use software and website development amortization.

(4) *Adjusted EBITDA*. A non-GAAP measure which is defined as net income (loss) plus: (i) provision for income taxes; (ii) other income (expense), net; (iii) depreciation of property and equipment, including amortization of internal use software and website development; (iv) amortization of intangible assets; (v) stock-based compensation and other stock-settled obligations; (vi) goodwill, long-lived asset and intangible asset impairments; and (vii) other non-recurring expenses and income. These items are excluded from our Adjusted EBITDA measure because these items are noncash in nature, or because the amount is not driven by core operating results and renders comparisons with prior periods less meaningful. Adjusted EBITDA is our segment profit measure and a key measure used by our management and board of directors to understand and evaluate the operating performance of our business and on which internal budgets and forecasts are based and approved. In particular, the exclusion of certain expenses in calculating Adjusted EBITDA can provide a useful measure for period-to-period comparisons of our core business. Accordingly, we believe that Adjusted EBITDA provides useful information to investors and others in understanding and evaluating our operating results in the same manner as our management and board of directors and allows for another useful comparison of our performance with our historical results from prior periods.

(5) *Income Tax Effect of Non-GAAP Adjustments*. The non-GAAP adjustments described are reported on a pre-tax basis. The income tax effect on non-GAAP adjustments was calculated based on the individual impact that these items had on our GAAP consolidated income tax expense for the periods presented.

(6) *Non-GAAP Net Income*. Defined as GAAP net income (loss) excluding, net of their related tax effects (which excludes the impact of significant changes resulting from tax legislation such as the 2017 Tax Act): (1) stock-based compensation expense and other stock-settled obligations; (2) amortization of intangible assets; (3) goodwill, intangible assets, and other long-lived asset impairments; and (4) certain gains, losses, and other non-recurring income or expenses that we do not believe are indicative of our ongoing operating results. We believe non-GAAP net income is an operating performance measure which provides investors and analysts with useful supplemental information about the financial performance of our business, as it incorporates our unaudited condensed consolidated statement of operations, taking into account depreciation, which management believes is an ongoing cost of doing business, but excluding the impact of certain expenses, infrequently occurring items and items not directly tied to the core operations of our businesses, and also enables comparison of financial results between periods where certain items may vary independent of business performance.

(7) *Non-GAAP Diluted EPS*. Defined as non-GAAP net income divided by GAAP diluted shares. We believe non-GAAP EPS is useful to investors because it represents, on a per share basis, our unaudited condensed consolidated statement of operations, taking into account depreciation, which we believe is an ongoing cost of doing business, as well as other items which are not allocated to the operating businesses such as interest expense, interest income, income taxes and foreign exchange gains or losses, but excluding the effects of certain expenses not directly tied to the core operations of our businesses. During the second quarter of 2016, the Company began calculating non-GAAP net income per diluted share using GAAP diluted shares determined under the treasury stock method. All historical periods have been conformed to the current calculation method. This change did not have a material effect on our previously reported non-GAAP net income per diluted share calculations in prior periods.

(8) *Foreign Exchange Impact*. Calculated on a constant currency basis by excluding the effects of foreign exchange on revenue and expenses by translating actual revenue and expenses for the current year three months ended using the prior period exchange rates. We believe this is a useful measure that facilitates management's internal comparison to our historical performance because it excludes the effects of foreign currency volatility that is not indicative of our core operating results.

(9) *Free Cash Flow*. A non-GAAP measure which is defined as net cash provided by operating activities less capital expenditures, which are purchases of property and equipment, including capitalization of internal-use software development costs. We believe this financial measure can provide useful supplemental information to help investors better understand underlying trends in our business, as it represents the operating cash flow that our operating businesses generate, less capital expenditures but before taking into account other cash movements that are not directly tied to the core operations of our businesses, such as financing activities, foreign exchange or certain investing activities. Free Cash Flow has certain limitations in that it does not represent the total increase or decrease in the cash balance for the period, nor does it represent the residual cash flow for discretionary expenditures. Therefore, it is important to evaluate Free Cash Flow along with the unaudited condensed consolidated statements of cash flows.

(10) The Company does not calculate or report net income by segment.

(11) *Adjusted EBITDA Margin by Segment*. Defined as Segment Adjusted EBITDA divided by Segment Revenue.

(12) *Unique Visitors*. Total traffic growth, or growth in monthly visits from unique visitors, is reflective of our overall brand growth. Additionally, we track and analyze sub-segments of our traffic and their correlation to revenue generation and utilize data regarding hotel shoppers as a key indicator of revenue growth.

(13) *Hotel Shoppers*. The term "hotel shoppers" refers to visitors who view either a listing of hotels in a city or a specific hotel page. The number of hotel shoppers tends to vary based on seasonality of the travel industry and general economic conditions, as well as other factors outside of our control. Total average monthly unique hotel shoppers for the quarter is the sum of the monthly average unique hotel shoppers in a given period.

(14) *Revenue per Hotel Shopper*. Revenue per hotel shopper is a key performance metric. It is designed to measure how effectively we monetize or convert hotel shoppers into revenue. Revenue per hotel shopper is calculated by dividing total TripAdvisor-branded click-based and transaction revenue by the total average unique monthly hotel shoppers for the period.

(15) *Key Business Metrics*. We review a number of metrics, including unique visitors, hotel shoppers, and revenue per hotel shopper, to evaluate our business, measure our performance, identify trends affecting our business, formulate business plans and make strategic decisions. While these numbers are based on what we believe to be reasonable estimates for the applicable period of measurement, there are inherent challenges in measuring usage and user engagement across our large user base around the world. For example, a single user may have multiple member accounts or browse the internet on multiple browsers or devices, some users may restrict our ability to accurately identify them across visits, and we are not always able to capture user information on all of our platforms. As such, the calculations of our active users may not accurately reflect the actual number of people or organizations using our platform. Our metrics are also affected by applications that automatically contact our servers for regular updates with no discernible user action involved, and this activity can cause our system to count the users associated with such applications as active users on the day or days such contact occurs. As such, the calculation of some of the metrics presented may be affected as a result of this activity. We regularly review our process and may adjust how we calculate our internal metrics to improve their accuracy. Our measures of user growth and user engagement may differ from estimates published by third parties or from similarly-titled metrics of our competitors due to differences in methodology.

\* Year to date totals reflect data as reported and is not necessarily a summation of the quarterly data.