

TUESDAY MORNING CORPORATION
NON-GAAP FINANCIAL MEASURES
(Unaudited)

The Company defines EBITDA as net income or net loss before interest, income taxes, depreciation, and amortization. Adjusted EBITDA reflects further adjustments to EBITDA to eliminate the impact of certain items, including certain non-cash items and other items that the Company does not believe are representative of its core operating performance. These measures are not presentations made in accordance with GAAP. EBITDA and Adjusted EBITDA should not be considered as alternatives to net income or loss as a measure of operating performance. In addition, EBITDA and Adjusted EBITDA are not presented as, and should not be considered as, alternatives to cash flows as a measure of liquidity. EBITDA and Adjusted EBITDA should not be considered in isolation, or as substitutes for analysis of the Company's results as reported under GAAP and Adjusted EBITDA should not be construed as an inference that the Company's future results will be unaffected by such adjustments. The Company believes it is useful for investors to see these EBITDA and Adjusted EBITDA measures that management uses to evaluate the Company's operating performance. These non-GAAP financial measures are included to supplement the Company's financial information presented in accordance with GAAP and because the Company uses these measures to monitor and evaluate the performance of its business as a supplement to GAAP measures and believes the presentation of these non-GAAP measures enhances investors' ability to analyze trends in the Company's business and evaluate the Company's performance. EBITDA and Adjusted EBITDA are also frequently used by analysts, investors and other interested parties to evaluate companies in the Company's industry. The non-GAAP measures presented in this press release may not be comparable to similarly titled measures used by other companies.

Reconciliation of GAAP Net Income/(Loss) to Non-GAAP Adjusted EBITDA:

The following table reconciles net income/(loss), the most directly comparable GAAP financial measure, to Adjusted EBITDA, a non-GAAP financial measure:

<i>(unaudited - in thousands)</i>	<i>Three Months Ended</i>		<i>Twelve Months Ended</i>	
	<i>June 30,</i>		<i>June 30,</i>	
	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>
Net income/(loss) (GAAP)	\$ (17,321)	\$ (3,851)	\$ (32,542)	\$ 3,713
Depreciation and amortization	5,714	4,629	21,349	16,010

Interest expense, net	416	155	1,443	977
Income tax provision/(benefit)	<u>84</u>	<u>(93)</u>	<u>197</u>	<u>263</u>
EBITDA	\$ (11,107)	\$ 840	\$ (9,553)	\$ 20,963
Share-based compensation expense (1)	960	1,245	4,184	3,115
Cease-use rent expense (2)	575	175	1,135	3,200
Phoenix distribution center related expenses (3)	—	1,386	2,196	4,457
Other strategic initiatives (4)	—	665	—	1,079
Gain on sale of assets (5)	<u>(185)</u>	<u>(2,515)</u>	<u>(741)</u>	<u>(2,515)</u>
Adjusted EBITDA (non-GAAP)	<u>\$ (9,757)</u>	<u>\$ 1,796</u>	<u>\$ (2,779)</u>	<u>\$ 30,299</u>

- (1) Charges related to share-based compensation programs, which vary from period to period depending on volume and vesting timing of awards. The Company adjusts for these charges to facilitate comparisons from period to period.
- (2) Adjustment includes accelerated rent expense recognized in relation to closing stores prior to lease termination. While accelerated rent expense may occur in future periods, the amount and timing of such expenses will vary from period to period.
- (3) Adjustment includes only certain expenses related to the Phoenix distribution center preparation, ramp up and post go-live activities, including incremental detention costs and certain consulting costs. The prior year adjustment also includes rent and operating costs prior to operations commencing at the distribution center.
- (4) Adjustment includes certain expenses related to customer research, store prototype development, and an inventory management project.
- (5) Adjustment includes the gain recognized from the sale leaseback transaction which occurred in the fourth quarter of fiscal 2016.