

**TECHTARGET, INC.**

**Financial Guidance for the Three Months Ended December 31, 2016 and Revised Year Ended  
December 31, 2016**

(in 000's)

	For the Three Months Ended		Revised November 2016	
	December 31, 2016		For the Year Ended	
	Range		December 31, 2016	
	Range		Range	
<b>Online</b>	\$ 24,400	\$ 25,700	\$ 100,642	\$ 101,942
<b>Events</b>	1,100	1,300	4,813	5,013
<b>Total Revenues</b>	<u>\$ 25,500</u>	<u>\$ 27,000</u>	<u>\$ 105,455</u>	<u>\$ 106,955</u>
<b>Adjusted EBITDA</b>	<u>\$ 3,000</u>	<u>\$ 4,500</u>	<u>\$ 16,868</u>	<u>\$ 18,316</u>
Depreciation, amortization and stock-based compensation	2,840	2,840	11,615	11,615
Interest and other expense, net	464	464	1,501	1,501
(Benefit from) provision for income taxes	<u>(149)</u>	<u>480</u>	<u>1,576</u>	<u>2,205</u>
<b>Net (loss) income</b>	<u><u>\$ (155)</u></u>	<u><u>\$ 716</u></u>	<u><u>\$ 2,176</u></u>	<u><u>\$ 2,995</u></u>