

INVESTMENT BANKING UPDATE

August 10, 2017

\$40.2 Million

Initial Public Offering



A Portfolio Company Of

Great Hill
PARTNERS

*The undersigned served as a Bookrunner
on the offering*

Stephens Inc.

Transaction Details

- On August 10, 2017, YogaWorks, Inc. (Nasdaq: YOGA, “YogaWorks” or the “Company”) priced an initial public offering for a deal value of \$40.2 million
- The deal priced 7,300,000 shares of common stock at \$5.50 per share
 - All shares were primary
- YogaWorks intends to use \$10.3 million of the net proceeds received from this offering to paydown debt, and to use the remainder to fund future acquisitions of individual yoga studios or businesses with multiple studios and for other general corporate purposes
- Stephens Inc. served as a Bookrunner on this transaction

According to Press Release:

YogaWorks, Inc. is one of the largest and fastest growing providers of high quality yoga instruction in the U.S. Through its YogaWorks and Yoga Tree studios, the Company offers yoga classes, integrated fitness classes, workshops, teacher training programs, and yoga-related retail merchandise. In addition to its studio locations, YogaWorks offers online instruction through its MyYogaWorks web platform, which provides subscribers with a highly curated catalog of over 1,000 yoga and meditation classes. YogaWorks strives to make yoga accessible to everybody and offers a wide range of class styles for people of all ages and abilities. The Company’s 50 studio locations saw over 3 million student visits in 2016. More information is available at www.yogaworks.com.

Source: Company filings.

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