UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event Reported): May 10, 2018

The Joint Corp.
(Exact Name of Registrant as Specified in Charter)

Delaware	001-36724	90-0544160
(State or Other Jurisdiction of Incorporation)	(Commission File Number)	(I.R.S. Employer Identification Number)

16767 N. Perimeter Drive, Suite 240
Scottsdale, AZ 85260
(Address of Principal Executive Offices)

Registrant's telephone number, including area code:
(480) 245-5960

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (17 CFR §230.405) or Rule 12b-2 of the Securities Exchange Act of 1934 (17 CFR §240.12b-2). Emerging growth company [X]

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. [X]

Item 2.02. Results of Operations and Financial Condition.

On May 10, 2018, The Joint Corp. (the "Company") issued a press release announcing its financial results for the quarter ended March 31, 2018. The press release is furnished as Exhibit 99.1 to this Current Report on Form 8-K.

The information furnished in this Item 2.02 and Exhibit 99.1 shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in such a filing.

Item 7.01. Regulation FD Disclosure.

The Joint Corp (the "Company") is posting an earnings presentation to its website at http://ir.thejoint.com/events-and-presentations/upcoming-events. A copy of the earnings presentation is being furnished herewith as Exhibit 99.2. The Company will use the earnings presentation during its earnings conference call on May 10, 2018 and also may use the earnings presentation from time to time in conversations with analysts, investors and others.

The presentation is furnished by the Company pursuant to Item 7.01 of Form 8-K and shall not be deemed "filed" for purposes of Section 18 of the Exchange Act, or otherwise subject to the liabilities of that section, nor shall it be incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in such a filing.

The information contained in Exhibit 99.2 is summary information that is intended to be considered in the context of the Company's filings with the Securities and Exchange Commission ("SEC"). The Company undertakes no duty or obligation to publicly update or revise the information contained in this report, although it may do so from time to time as its management believes is warranted. Any such updating may be made through the filing of other reports or documents with the SEC, through press releases or through other public disclosure.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

Exhibit Number	**Description**
99.1	Press Release dated May 10, 2018.
99.2	The Joint Corp Earnings Presentation, May 2018.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

The Joint Corp.

Date: May 10, 2018

By: /s/ Peter D. Holt
Name: Peter D. Holt
Title: President and Chief Executive Officer

EXHIBIT INDEX

Exhibit Number	Description
99.1	Press Release dated May 10, 2018.
99.2	The Joint Corp Earnings Presentation, May 2018.

EXHIBIT 99.1

The Joint Corp. Reports First Quarter Financial Results

- Increases Annual System-Wide Gross Sales 32%, Compared to First Quarter 2017 -
- Grows Revenue 29%, Compared to First Quarter 2017 -
- Improves Net Loss by $1.4 Million, Compared to First Quarter 2017 -
- Posts Third Consecutive Quarter of Positive Adjusted EBITDA -

SCOTTSDALE, Ariz., May 10, 2018 (GLOBE NEWSWIRE) -- The Joint Corp. (NASDAQ:JYNT), a national operator, manager and franchisor of chiropractic clinics, reported financial results for the three months ended March 31, 2018.

First Quarter Highlights: 2018 Compared to 2017

- Increased gross system-wide sales 32%, to $37.0 million.
- Grew system-wide comp sales[1] 26%.
- Increased revenue 29% to $7.1 million.
- Improved net loss $1.4 million to $(387,000).
- Posted positive Adjusted EBITDA of $156,000, an improvement of $753,000 from the first quarter of 2017.
- Achieved positive Adjusted EBITDA for the third consecutive quarter.
- Opened 7 new franchised clinics and no clinics closed, increasing total clinics to 406 as of March 31, 2018.
- Reinitiated the corporate owned or managed clinic growth program with the acquisition of one previously-franchised clinic in April 2018.

Peter D. Holt, president and chief executive officer of The Joint Corp, said, "Our disciplined business strategy, improved operations and enhanced marketing together drove another quarter of strong growth. Additionally, the time for reaching the break-even point for new clinics continues to decrease.

"We are proud to contribute to our patients' well-being and will continue our pursuit to deliver quality, convenient and affordable chiropractic care. Many industry studies indicate the number of people experiencing pain and actively looking for drug-free management is increasing. We are perfectly positioned to meet this increasing demand. By broadening our footprint through accelerating our franchise sales, expanding our regional developer program and adding corporate owned or managed clinics in a strategic and measured fashion, we expect to continue to deliver shareholder value."

First Quarter Financial Results: 2018 Compared to 2017

Revenue grew 29% to $7.1 million, compared to $5.5 million in the first quarter of 2017, due primarily to increased sales at company owned or managed clinics and a greater number of franchised clinics.

Cost of revenue was $1.0 million, up 40% compared to the first quarter of 2017, due to higher regional developer royalties from increased gross sales in regional developer territories.

Gross profit was $6.1 million dollars, increasing 27% from $4.8 million in the first quarter of 2017.

Selling and marketing expenses were $1.1 million, up from $1.0 million in the first quarter of 2017, reflecting higher marketing expenses related to our company owned or managed clinics. General and administrative expenses were $5.1 million, up 11% compared to the first quarter of 2017 due to increased payroll, which was partially offset by lower depreciation and amortization expenses.

Net loss was $(387,000), or $(0.03) per share. First quarter of 2017 net loss, including a charge of $418,000 related to the disposition/impairment of non-operating leases, was $(1.8) million, or $(0.14) per share.

Adjusted EBITDA income was $156,000, an improvement of $753,000, compared to Adjusted EBITDA loss of $(597,000) in the same quarter last year. The company defines Adjusted EBITDA, a non-GAAP measure, as EBITDA before acquisition-related expenses, bargain purchase gain, loss on disposition or impairment, and stock-based compensation expenses. The company defines EBITDA as net income (loss) before net interest, tax expense, depreciation, and amortization expenses.

Balance Sheet Liquidity

Cash and cash equivalents were $4.0 million at March 31, 2018, compared to $4.2 million at December 31, 2017. Pursuant to the terms of the Company's credit agreement, during the first quarter of 2017, the Company borrowed a required $1.0 million on its line of credit, which remains unused as part of cash and cash equivalents on the balance sheet as of March 31, 2018.

2018 Financial Guidance

Management reiterates its full year 2018 financial guidance and franchise opening expectations as set forth below:

- Revenue is expected to be between $31 million and $32 million, up from $25.0 million in 2017.
- Adjusted EBITDA is expected to range between $2.5 million and $3.5 million, improving from an Adjusted EBITDA loss of $(214,000) in 2017.
- Total new clinic openings are expected to be in the range of 40 to 52 including 40 to 50 new franchised clinics, up to two corporate-owned or managed greenfield clinics and up to three purchases of previously-franchised clinics, which when acquired from franchisees do not change the total clinic count.

Conference Call

The Joint Corp. management will host a conference call at 5 p.m. ET on Thursday, May 10, 2018, to discuss the first quarter 2018 results. The conference call may be accessed by dialing 765-507-2604 or 844-464-3931, and referencing conference code 1394097. A live webcast of the conference call will also be available on the investor relations section of the company's website at www.thejoint.com. An audio replay will be available two hours after the conclusion of the call through May 17, 2018. The replay can be accessed by dialing 404-537-3406 or 855-859-2056. The passcode for the replay is 1394097.

Non-GAAP Financial Information

This earnings release includes a presentation of EBITDA and Adjusted EBITDA which are non-GAAP financial measures. These are presented because they are important measures used by management to assess financial performance, as management believes they provide a more transparent view of the Company's underlying operating performance and operating trends. Reconciliation of net loss to EBITDA and Adjusted EBITDA is presented in the table below. The Company defines Adjusted EBITDA as EBITDA before acquisition-related expenses, bargain purchase gain, loss on disposition or impairment, and stock-based compensation expenses. The Company defines EBITDA as net income (loss) before net interest, tax expense, depreciation, and amortization expenses.

EBITDA and Adjusted EBITDA do not represent and should not be considered alternatives to net income or cash flows from operations, as determined by accounting principles generally accepted in the United States, or GAAP. While EBITDA and Adjusted EBITDA are used as measures of financial performance and the ability to meet debt service requirements, they are not necessarily comparable to other similarly titled captions of other companies due to potential inconsistencies in the methods of calculation. EBITDA and Adjusted EBITDA should be reviewed in conjunction with the Company's financial statements filed with the United States Securities and Exchange Commission ("SEC").

Forward-Looking Statements

This press release contains statements about future events and expectations that constitute forward-looking statements. Forward-looking statements are based on our beliefs, assumptions and expectations of industry trends, our future financial and operating performance and our growth plans, taking into account the information currently available to us. These statements are not statements of historical fact. Forward-looking statements involve risks and uncertainties that may cause our actual results to differ materially from the expectations of future results we express or imply in any forward-looking statements and you should not place undue reliance on such statements. Factors that could contribute to these differences include, but are not limited to, our failure to develop or acquire corporate clinics as rapidly as we intend, our failure to profitably operate corporate clinics, and the factors described in "Risk Factors" in our Annual Reports on Form 10-K as filed with the SEC for the year ended December 31, 2017. Words such as, "anticipates," "believes," "continues," "estimates," "expects," "goal," "objectives," "intends," "may," "opportunity," "plans," "potential," "near-term," "long-term," "projections," "assumptions," "projects," "guidance," "forecasts," "outlook," "target," "trends," "should," "could," "would," "will," and similar expressions are intended to identify such forward-looking statements. We qualify any forward-looking statements entirely by these cautionary factors. We assume no obligation to update or revise any forward-looking statements for any reason, or to update the reasons actual results could differ materially from those anticipated in these forward-looking statements, even if new information becomes available in the future. Comparisons of results for current and any prior periods are not intended to express any future trends or indications of future performance, unless expressed as such, and should only be viewed as historical data.

About The Joint Corp. (NASDAQ:JYNT)

Based in Scottsdale, Arizona, The Joint is an emerging growth company that is reinventing chiropractic by making quality care convenient and affordable for patients seeking pain relief and ongoing wellness. Its no-appointment policy and convenient hours and locations make care more accessible, and affordable membership plans and packages eliminate the need for insurance. With over 400 clinics nationwide and nearly 5 million patient visits annually, The Joint is a key leader in the chiropractic profession. For more information, visit www.thejoint.com or follow the brand on Twitter, Facebook, YouTube and LinkedIn.

Business Structure

The Joint Corp. is a franchisor of clinics and an operator of clinics in certain states. In Arkansas, California, Colorado, Florida, Illinois, Kansas, Minnesota, New Jersey, New York, North Carolina, Oregon, Pennsylvania, Tennessee and Washington, The Joint and its franchisees provide management services to affiliated professional chiropractic practices.

Media Contact: Molly Hottle, The Joint Corp., molly.hottle@thejoint.com
Investor Contact: Kirsten Chapman, LHA Investor Relations, 415-433-3777, thejoint@lhai.com

THE JOINT CORP. AND SUBSIDIARY
CONDENSED CONSOLIDATED BALANCE SHEETS

	March 31, 2018 (unaudited)	December 31, 2017 (as adjusted)
ASSETS		
Current assets:		
Cash and cash equivalents	$ 4,033,730	$ 4,216,221
Restricted cash	134,189	103,819
Accounts receivable, net	1,047,540	1,138,380
Income taxes receivable	-	-
Notes receivable - current portion	176,262	171,928
Deferred franchise costs - current portion	522,123	498,433
Prepaid expenses and other current assets	733,502	542,342
Total current assets	6,647,346	6,671,123
Property and equipment, net	3,719,459	3,800,466
Notes receivable, net of current portion and reserve	306,132	351,857
Deferred franchise costs, net of current portion	2,422,698	2,312,837
Intangible assets, net	1,636,978	1,760,042
Goodwill	2,916,426	2,916,426
Deposits and other assets	594,213	611,808
Total assets	$ 18,243,252	$ 18,424,559
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	$ 935,658	$ 1,068,668
Accrued expenses	197,812	86,959
Co-op funds liability	134,189	89,681
Payroll liabilities	846,919	867,430
Notes payable - current portion	100,000	100,000
Deferred rent - current portion	173,010	152,198
Deferred franchise revenue - current portion	1,986,524	1,994,182
Deferred revenue from company clinics	905,625	867,804
Other current liabilities	388,354	72,534
Total current liabilities	5,668,091	5,299,456
Notes payable, net of current portion	1,000,000	1,000,000
Deferred rent, net of current portion	750,010	802,492

Deferred franchise revenue, net of current portion	9,602,898	9,560,242
Deferred tax liability	57,191	136,434
Other liabilities	106,562	411,497
Total liabilities	17,184,752	17,210,121
Commitments and contingencies		
Stockholders' equity:		
Series A preferred stock, $0.001 par value; 50,000 shares authorized, 0 issued and outstanding, as of March 31, 2018, and December 31, 2017	-	-
Common stock, $0.001 par value; 20,000,000 shares authorized, 13,607,838 shares issued and 13,593,754 shares outstanding as of March 31, 2018 and 13,600,338 shares issued and 13,586,254 outstanding as of December 31, 2017	13,607	13,600
Additional paid-in capital	37,460,828	37,229,869
Treasury stock 14,084 shares as of March 31, 2018 and December 31, 2017, at cost	(86,045)	(86,045)
Accumulated deficit	(36,329,890)	(35,942,986)
Total stockholders' equity	1,058,500	1,214,438
Total liabilities and stockholders' equity	$ 18,243,252	$ 18,424,559

THE JOINT CORP. AND SUBSIDIARY
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS
(unaudited)

	Three Months Ended March 31,	
	2018	**2017**
Revenues:		**(as adjusted)**
Revenues and management fees from company clinics	$ 3,256,624	$ 2,496,334
Royalty fees	2,273,988	1,706,073
Franchise fees	348,337	295,540
Advertising fund revenue	659,030	598,436
Software fees	307,475	267,013
Regional developer fees	135,011	64,146
Other revenues	117,450	79,605
Total revenues	7,097,915	5,507,147
Cost of revenues:		
Franchise cost of revenues	872,768	634,855
IT cost of revenues	99,564	58,861
Total cost of revenues	972,332	693,716
Selling and marketing expenses	1,102,304	958,706
Depreciation and amortization	387,417	577,987
General and administrative expenses	5,074,927	4,564,078
Total selling, general and administrative expenses	6,564,648	6,100,771
Loss on disposition or impairment	-	417,971
Loss from operations	(439,065)	(1,705,311)
Other (expense) income, net	(11,194)	(19,465)
Loss before income tax expense	(450,259)	(1,724,776)

Income tax benefit (expense)	63,355	(40,609)
Net loss and comprehensive loss	$ (386,904)	$ (1,765,385)
Loss per share:		
Basic and diluted loss per share	$ (0.03)	$ (0.14)
Basic and diluted weighted average shares	13,587,837	13,042,595
Non-GAAP Financial Data:		
Net loss	$ (386,904)	$ (1,765,385)
Net Interest	11,194	23,820
Depreciation and amortization expense	387,417	577,987
Tax (benefit) expense	(63,355)	40,609
EBITDA	$ (51,648)	$ (1,122,969)
Stock compensation expense	207,641	95,065
Acquisition related expenses	-	12,650
Loss on disposition or impairment	-	417,971
Bargain purchase gain	-	-
Adjusted EBITDA	$ 155,993	$ (597,283)

THE JOINT CORP. AND SUBSIDIARY
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(unaudited)

	Three Months Ended March 31,	
	2018	**2017**
		(as adjusted)
Net loss	$ (386,904)	$ (1,765,385)
Adjustments to reconcile net loss to net cash	516,203	1,127,243
Changes in operating assets and liabilities	(162,402)	(640,418)
Net cash used in operating activities	(33,103)	(1,278,560)
Net cash used in investing activities	(142,343)	(29,317)
Net cash provided by financing activities	23,325	952,777
Net decrease in cash, cash equivalents and restricted cash	$ (152,121)	$ (355,100)

[1] Comp sales refers to the amount of sales a clinic generates in the most recent accounting period, compared to sales in the comparable period of the prior year, and (i) includes sales only from clinics that have been open at least 13 full months and (ii) excludes any clinics that have closed.

EXHIBIT 99.2


THE JOINT®
chiropractic
REINVENTING CHIROPRACTIC CARE
Q1 2018 FINANCIAL RESULTS AS OF MAY 10, 2018
THE JOINT CORP. | NASDAQ: JYNT | thejoint.com

Safe Harbor Statement

Certain statements contained in this presentation are "forward-looking statements." We have tried to identify these forward-looking statements by using words such as "may," "might," " will," "expect," "anticipate," "'believe," "could," " intend," "plan," "estimate," "should," "if," "project," and similar expressions. All statements other than statements of historical facts contained in this presentation, including statements regarding our growth strategies, our vision, future operations, future financial position, future revenue, projected costs, prospects, plans, objectives of management and expected market growth and potential are forward-looking statements. We have based these forward-looking statements on our current expectations and projections about future events. However, these forward-looking statements are subject to risks, uncertainties, assumptions and other factors that may cause our actual results, performance or achievements to be materially different from our expectations and projections. Some of these risks, uncertainties and other factors are set forth in this presentation and in other documents we file with the United States Securities and Exchange Commission (the "SEC").

Given these risks and uncertainties, readers are cautioned not to place undue reliance on our forward-looking statements. Projections and other forward-looking statements included in this presentation have been prepared based on assumptions, which we believe to be reasonable, but not in accordance with U.S. Generally Accepted Accounting Principals ("GAAP") or any guidelines of the SEC. Actual results may vary, perhaps materially. You are strongly cautioned not to place undue reliance on such projections and other forward-looking statements. All subsequent written and oral forward-looking statements attributable us or to persons acting on our behalf are expressly qualified in their entirety by these cautionary statements. Except as required by federal securities laws, we disclaim any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Any such forward-looking statements, whether made in this presentation or elsewhere, should be considered in the context of the various disclosures made by us about our businesses including, without limitation, the risk factors discussed above.

In addition to results presented in accordance with U.S. GAAP, this presentation includes a presentation of EBITDA and Adjusted EBITDA, which are non-GAAP financial measures. EBITDA and Adjusted EBITDA are presented because they are important measures used by management to assess financial performance, as management believes they provide a more transparent view of the Company's underlying operating performance and operating trends. Reconciliations of net loss to EBITDA and Adjusted EBITDA are presented where applicable. We define EBITDA as net income (loss) before net interest, taxes, depreciation and amortization expenses. We define Adjusted EBITDA as EBITDA before acquisition-related expenses, bargain purchase gain, loss on disposition or impairment, and stock-based compensation expenses.

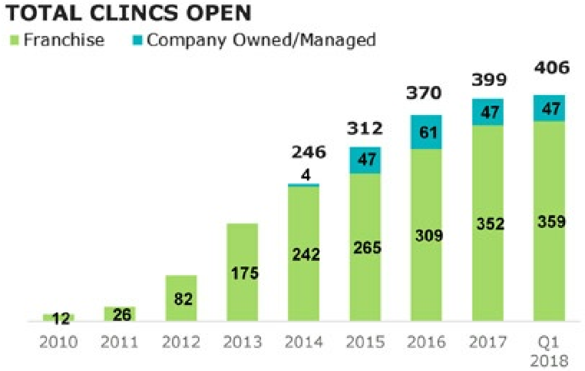
EBITDA and Adjusted EBITDA do not represent and should not be considered alternatives to net income or cash flows from operations, as determined by GAAP. While EBITDA and Adjusted EBITDA are frequently used as measures of financial performance and the ability to meet debt service requirements, they are not necessarily comparable to other similarly titled captions of other companies due to potential inconsistencies in the methods of calculation. EBITDA and Adjusted EBITDA should be reviewed in conjunction with our financial statements filed with the SEC.

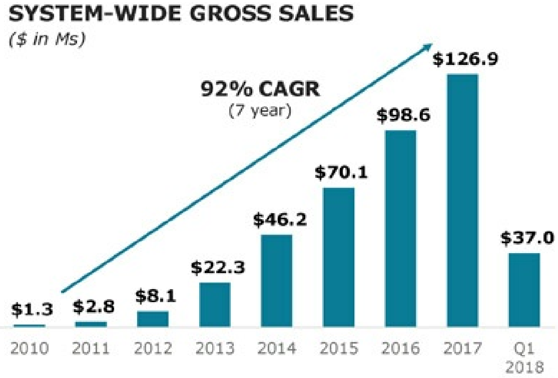
Business Structure

The Joint Corp. is a franchisor of clinics and an operator of clinics in certain states. In Arkansas, California, Colorado, Florida, Illinois, Kansas, Minnesota, New Jersey, New York, North Carolina, Oregon, Pennsylvania, and Tennessee, The Joint Corp. and its franchisees provide management services to affiliated professional chiropractic practices.

Leader Executing Growth Strategy: 400+ Clinics

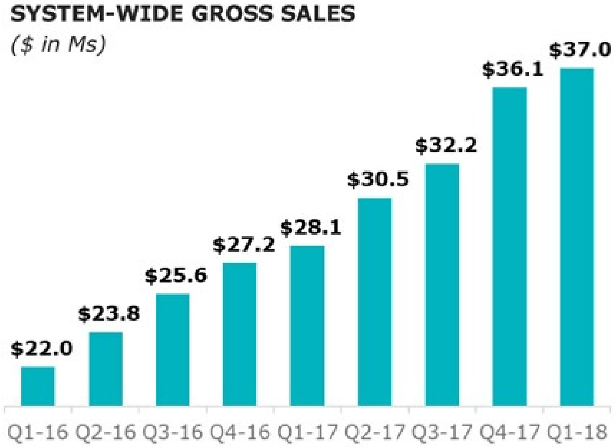
- Increasing clinic scale through franchise sales and regional developers
- Reengaging in company-owned/managed clinic acquisition or build-out, first purchased in April 2018





Another Strong Quarter of Improvements

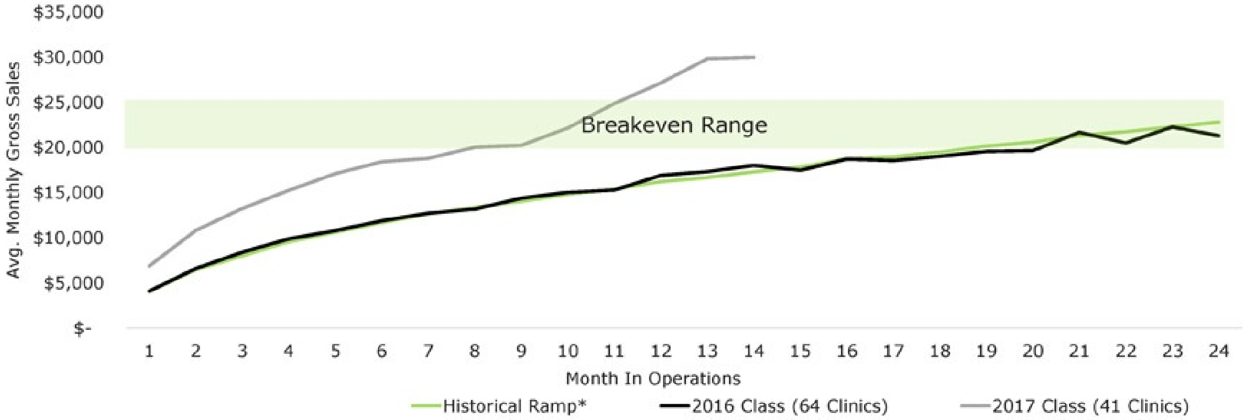
	2018 vs 2017
System-wide gross sales	32%
System-wide comp sales >13 months[1]	26%
System-wide comp sales >48 months[1]	17%
Revenue	29%
Net loss	$(387)k, up $1.4M
Adjusted EBITDA[2]	*$156k, up $753k*
Cash and equivalents at Mar. 31, 2018	***$4.0M***



[1] Comparable Sales include only the sales from clinics that have been open at least 13 or 48 full months and exclude any clinics that have closed
[2] Reconciliation of Adjusted EBITDA to GAAP earnings is included in the Appendix

Reducing Clinic Time to Breakeven

- **2017 Clinics continue to grow in gross sales and ramp above the historical performance**
- **2018 Clinics in the early months exceeded the historical and the 2017 clinic ramp**

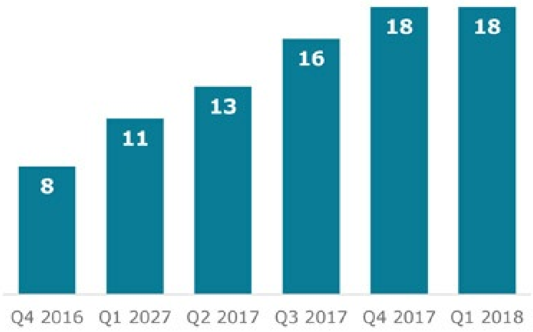


* Based on average historical gross sales growth rates from January 2013 through March 2018

RDs Accelerate Franchise License Sales

Franchise sales through April 2018 were 27, compared to 37 for all of 2017

NUMBER OF REGIONAL DEVELOPERS



GROSS CUMULATIVE FRANCHISE LICENSES SOLD[1]

[1] Of the 632 franchise licenses sold at March 31st, 2018, 114 have not been developed

IT Supports Franchises, RDs & Corp. Clinics

- Launched a new sophisticated cloud-based franchise management software and communication platform
  - Provides access tools, documents, resources; disseminate communications, assign tasks, join events, engage and contribute feedback
  - Improves lines of communication with franchisees
  - Streamlines by integrating or replacing multiple, preexisting communication platforms
- Implementing Atlas 2.0 upgrade

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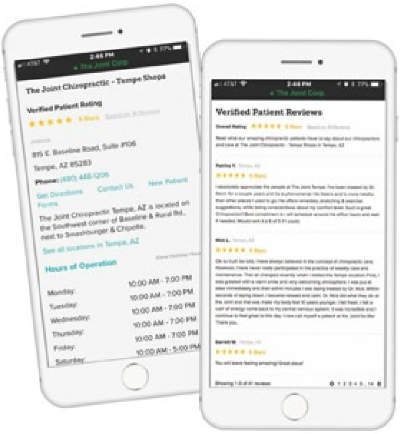
Digital Marketing to Drive Growth



- Strive to lead best practices and innovation within health & wellness and small box retail
- Overhauled SEO strategy including new consumer facing website
  - Yielding strong gains in web traffic, leads and new patient conversion
  - Helping fuel sales growth, accelerate new clinic ramp to profitability, optimize advertising spend
- Pursuing performance in paid search, paid social, email and SMS
- Diversifying branded video to increase traffic from and engagement on social platforms

Q1 2018 Operational Summary

- **System-wide gross sales up 32%** to $37.0M, from $28.1M in Q1 2017
- **System-wide comp sales**[1] for clinics >13 months in operation[1] increased 26%, compared to 19% in Q1 2017
- **System-wide comp sales**[1] for clinics >48 months in operation increased 17%, compared to 11% in Q1 2017

- **406 open clinics** vs. 373 at the end of Q1 2018 vs. Q1 2017
  - 359 franchises
  - 47 corporate clinics
    - 31 buybacks
    - 16 greenfields
- ***System-wide gross sales since the month prior to acquisition increased on average 68% through March 2018***

[1] Comparable Sales include only the sales from clinics that have been open at least 13 or 48 full months and exclude any clinics that have closed

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Q1 2018 Financial Summary

$ in Ms	Q1 2018	Q1 2017	IMPROVEMENT		
Revenue	**$7.1**	**$5.5**	**$1.6**	**29%**	Inc. revenue contribution
Corporate clinics	**3.3**	**2.5**	**0.8**	**30%**	• 48% Corp.
Franchise fees	**3.8**	**3.0**	**0.8**	**28%**	• 52% Franchise
Cost of revenue	**1.0**	**0.7**	**(0.3)**	**(40%)**	Inc. gross sales and RD fees
Gross profit	**6.1**	**4.8**	**1.3**	**27%**	
Sales and marketing	**1.1**	**1.0**	**(0.1)**	**(15%)**	Higher corp. clinic marketing
Depreciation	**0.4**	**0.6**	**0.2**	**33%**	Lower depreciation
G&A	**5.1**	**4.6**	**(0.5)**	**11%**	Higher payroll
Loss from ops	**(0.4)**	**(1.3)**	**0.9**	**66%**	
Net loss	**(0.4)**	**(1.8)**[1]	**1.4**	**78%**	
Adj. EBITDA[2]	**0.2**	**(0.6)**	**0.8**	Inc. contribution: 76% corp. clinics, 77% franchise, (53)% unallocated corp.	

Cash & equivalents were $4.0M at Mar. 31, 2018, compared to $4.2M at Dec. 31, 2017.

[1] Q1 2017 included a charge of $418,000 related to the disposition and impairment of non-operating leases. [2] Reconciliation of Adjusted EBITDA to GAAP earnings is included in the Appendix

Driving Shareholder Value: 2018 Guidance

$ in Ms	LOW	HIGH
New Franchise Openings	**40**	**50**
Additional Company-owned or Managed Clinics[1]	**0**	**5**
New Clinic Openings[1]	***40***	***52***
Revenues	**$31.0**	**$32.0**
Adjusted EBITDA[2]	**$2.5**	**$3.5**

1 Existing clinics are acquired from franchisees and are neutral to the total clinic count
2 Reconciliation of Adjusted EBITDA to GAAP earnings is included in the appendix

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Opportunity in Highly Fragmented Market

$15B[1]

on chiropractic care

39,000[2]

independent practitioners

- $650B in pain costs
- $90B in back pain alone
- 78% of adults in the US prefer drug-free pain management[3]
- 79% of surveyed significantly reduced pain and disability using utilizing manipulation or mobilization[4]

[1] IBIS World Chiropractors Market Research Report; August 2016
[2] Kentley Insights, The 2017 Office of Chiropractors Market Research Report
[3] Galluo-Palmer College of Chiropractic Report 2017
[4] The SPINE Journal 2018

THE JOINT. chiropractic

2018 Growth Strategy: Driving Scale

Building nationwide brand to deliver shareholder value

- Accelerate franchise sales
- Leverage Regional Developers
- Reengage growth of company owned/managed units
  - Acquire buyback clinics opportunistically
  - Build greenfield clinics in clustered locations

THE JOINT. chiropractic

Stable Model, Significant Growth Potential

- **$15B growing** chiropractic market[1]
- **Experienced,** proven management
- **1,700+** clinic national footprint opportunity
- **92% 7-year CAGR** in system-wide gross sales[2]
- **22% of The Joint** patients are new to chiropractic[2]
- **76%** of revenue from recurring memberships[2]
- **High returns,** self funding growth strategy

[1] IBIS World Chiropractors Market Research Report; August 2016
[2] For the year-ended December 31, 2017

Non-GAAP Measure Definition

This presentation includes a presentation of EBITDA and Adjusted EBITDA, which are non-GAAP financial measures. EBITDA and Adjusted EBITDA are presented because they are important measures used by management to assess financial performance, as management believes they provide a more transparent view of the Company's underlying operating performance and operating trends. Reconciliations of net loss to EBITDA and Adjusted EBITDA are presented where applicable. The Company defines EBITDA as net income (loss) before net interest, taxes, depreciation and amortization expenses. The Company defines Adjusted EBITDA as EBITDA before acquisition-related expenses, bargain purchase gain, loss on disposition or impairment, and stock-based compensation expenses.

EBITDA and Adjusted EBITDA do not represent and should not be considered alternatives to net income or cash flows from operations, as determined by accounting principles generally accepted in the United States, or GAAP. While EBITDA and Adjusted EBITDA are frequently used as measures of financial performance and the ability to meet debt service requirements, they are not necessarily comparable to other similarly titled captions of other companies due to potential inconsistencies in the methods of calculation. EBITDA and Adjusted EBITDA should be reviewed in conjunction with the Company's financial statements filed with the SEC.

Q1 2018 Segment Results & GAAP Reconciliation

	Corporate Clinics	Franchise Operations	Unallocated Corporate	The Joint Consolidated
Total Revenues	$ 3,257	$ 3,841	$ -	$ 7,098
Total Operating Costs	(3,146)	(2,027)	(2,365)	(7,537)
Operating Income (Loss)	111	1,815	(2,365)	(439)
Other (Income) Expense, net	(1)	13	(23)	(11)
Loss before income tax expense	110	1,828	(2,388)	(450)
Total Income Taxes	-	-	(63)	(63)
Net Income (Loss)	110	1,828	(2,324)	(387)
Net Interest	1	(13)	23	11
Income Taxes	-	-	(63)	(63)
Total Depreciation and Amortization Expense	303	0	84	387
EBITDA	414	1,815	(2,281)	(52)
Stock Based Compensation Exp	-	-	208	208
Bargain Purchase Gain	-	-	-	-
Loss on Disposition/Impairment	-	-	-	-
Acquisition Expenses	-	-	-	-
Adjusted EBITDA	414	1,815	(2,073)	156

The Joint Corp. Contact Information

Peter D. Holt, President and CEO
peter.holt@thejoint.com

John P. Meloun, Chief Financial Officer
john.meloun@thejoint.com

Kirsten Chapman, LHA Investor Relations
thejoint@lhai.com

https://www.facebook.com/thejointchiro
@thejointchiro

https://twitter.com/thejointchiro
@thejointchiro

https://www.youtube.com/thejointcorp
@thejointcorp

The Joint Corp. | 16767 N. Perimeter Dr., Suite 240 | Scottsdale, AZ 85260 | (480) 245-5960