



(in Millions)

Selected Company Metrics and Financials

Company Metrics	FY 2016				FY 2017				FY 2018			Fiscal Year		
	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17	Q2'17	Q3'17	Q4'17	Q1'18	Q2'18	Q3'18	FY2015	FY2016	FY2017
Monthly Active Users (MAUs): Worldwide	310	313	317	318	327	326	330⁽¹⁾⁽²⁾	330	336	335	326	305	318	330
QoQ%	2%	1%	1%	0%	3%	0%	1%	0%	2%	0%	-2%	n/a	n/a	n/a
YoY%	3%	3%	3%	4%	5%	4%	4%	4%	3%	3%	-1%	6%	4%	4%
MAUs: United States	65	66	67	67	69	68	69	68	69	68	67	65	67	68
QoQ%	0%	1%	1%	0%	4%	-2%	2%	-2%	2%	-1%	-2%	n/a	n/a	n/a
YoY%	0%	1%	1%	2%	6%	3%	4%	2%	-1%	1%	-3%	3%	2%	2%
MAUs: International	245	247	250	251	257	258	260	262	267	267	259	241	251	262
QoQ%	2%	1%	1%	0%	2%	0%	1%	1%	2%	0%	-3%	n/a	n/a	n/a
YoY%	4%	4%	4%	4%	5%	4%	4%	4%	4%	3%	0%	7%	4%	4%
Daily Active Users (DAUs): Worldwide Growth														
YoY%	3%	5%	7%	11%	14%	12%	14%	12%	10%	11%	9%	n/a	n/a	n/a
Ad Engagements (Growth)														
QoQ%	17%	28%	14%	48%	11%	4%	17%	30%	7%	11%	-3%	n/a	n/a	n/a
YoY%	208%	226%	91%	151%	139%	95%	99%	75%	69%	81%	50%	107%	152%	96%
CPE (Growth)														
QoQ%	-29%	-21%	-10%	-21%	-33%	-1%	-12%	-1%	-17%	-6%	12%	n/a	n/a	n/a
YoY%	-56%	-64%	-44%	-60%	-63%	-53%	-54%	-42%	-28%	-32%	-14%	-23%	-55%	-52%

(1) In Q1 2018, we discovered that a software change made in Q2 2017 resulted in a non-material overstatement of our historical MAU in 2017. The differences were between 30,000 - 400,000 in each period presented for total MAU. After rounding, the only impact to our prior disclosures was to reduce Q3 2017 international MAU from 261M to 260M due to a change of approximately 175,000 international MAUs in that period.

(2) Please note that the sum of US MAU and International MAU does not add up to Total MAU in Q3'17 above due to rounding.



(\$ in 000's)

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	FY 2016				FY 2017				FY 2018			Fiscal Year		
	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17	Q2'17	Q3'17	Q4'17	Q1'18	Q2'18	Q3'18	FY2015	FY2016	FY2017
Revenue Mix														
GAAP Revenue (Worldwide)	594,521	601,958	615,934	717,206	548,251	573,855	589,633	731,560	664,871	710,541	758,111	2,218,032	2,529,619	2,443,299
QoQ%	-16%	1%	2%	16%	-24%	5%	3%	24%	-9%	7%	7%			
YoY%	36%	20%	8%	1%	-8%	-5%	-4%	2%	21%	24%	29%	58%	14%	-3%
Advertising Revenue	530,741	534,524	544,966	637,821	473,780	489,148	502,802	644,257	575,156	601,060	649,816	1,994,036	2,248,052	2,109,987
QoQ%	-17%	1%	2%	17%	-26%	3%	3%	28%	-11%	5%	8%			
YoY%	37%	18%	6%	0%	-11%	-8%	-8%	1%	21%	23%	29%	59%	13%	-6%
Data Licensing & Other	63,780	67,434	70,968	79,385	74,471	84,707	86,831	87,303	89,715	109,481	108,295	223,996	281,567	333,312
QoQ%	-9%	6%	5%	12%	-6%	14%	3%	1%	3%	22%	-1%			
YoY%	34%	35%	26%	14%	17%	26%	22%	10%	20%	29%	25%	52%	26%	18%
GAAP Revenue (United States)														
GAAP Revenue (United States)	390,267	360,676	373,954	439,879	340,584	334,675	332,092	406,263	346,570	366,657	423,443	1,443,240	1,564,776	1,413,614
QoQ%	-16%	-8%	4%	18%	-23%	-2%	-1%	22%	-15%	6%	15%			
YoY%	35%	12%	1%	-5%	-13%	-7%	-11%	-8%	2%	10%	28%	53%	8%	-10%
% of Total GAAP Revenue	66%	60%	61%	61%	62%	58%	56%	56%	52%	52%	56%	65%	62%	58%
GAAP Revenue (International)														
GAAP Revenue (International)	204,254	241,282	241,980	277,327	207,667	239,180	257,541	325,297	318,301	343,884	334,668	774,792	964,843	1,029,685
QoQ%	-17%	18%	0%	15%	-25%	15%	8%	26%	-2%	8%	-3%			
YoY%	39%	33%	21%	12%	2%	-1%	6%	17%	53%	44%	30%	69%	25%	7%
% of Total GAAP Revenue	34%	40%	39%	39%	38%	42%	44%	44%	48%	48%	44%	35%	38%	42%
GAAP P&L														
GAAP Revenue	594,521	601,958	615,934	717,206	548,251	573,855	589,633	731,560	664,871	710,541	758,111	2,218,032	2,529,619	2,443,299
Cost of Revenue	198,405	202,966	225,159	305,710	220,339	212,908	210,016	217,979	222,823	230,185	243,644	729,256	932,240	861,242
Research and Development	155,794	178,511	177,049	202,128	128,728	143,171	136,115	133,996	123,346	138,574	150,764	806,648	713,482	542,010
Sales and Marketing	236,171	236,619	224,436	260,603	169,594	185,296	172,957	189,572	178,059	188,032	193,496	871,491	957,829	717,419
General and Administrative	63,267	70,238	67,379	92,392	69,868	70,839	63,266	79,915	65,718	74,126	78,339	260,673	293,276	283,888
Income (Loss) from Operations	(59,116)	(86,376)	(78,089)	(143,627)	(40,278)	(38,359)	7,279	110,098	74,925	79,624	91,868	(450,036)	(367,208)	38,740
Interest Expense	(24,893)	(24,934)	(24,860)	(25,281)	(25,409)	(26,396)	(26,732)	(26,700)	(27,015)	(29,982)	(38,336)	(98,178)	(99,968)	(105,237)
Interest Income	4,742	5,567	6,498	7,469	8,520	10,486	12,028	13,349	16,181	21,960	36,067	9,073	24,276	44,383
Other Income (Expense), net	1,564	1,167	142	(807)	(1,198)	(58,806)	(10,106)	(3,194)	(209)	(5,735)	(2,341)	5,836	2,066	(73,304)
Provision (Benefit) for Income Taxes	2,028	2,641	6,562	4,808	3,194	3,413	3,564	2,474	2,885	(34,250)	(701,921)	(12,274)	16,039	12,645
Net Income (Loss)	(79,731)	(107,217)	(102,871)	(167,054)	(61,559)	(116,488)	(21,095)	91,079	60,997	100,117	789,179	(521,031)	(456,873)	(108,063)
Non-GAAP Financial Data														
Adjusted EBITDA	180,468	174,602	181,316	215,107	169,939	177,874	206,999	308,174	244,054	264,810	295,403	557,807	751,493	862,986
Adjusted EBITDA Margin	30%	29%	29%	30%	31%	31%	35%	42%	37%	37%	39%	25%	30%	35%
Non-GAAP Net Income	65,747	59,538	61,387	77,734	53,234	56,370	77,848	141,407	122,990	133,955	162,718	180,486	264,406	328,859
Selected Balance Sheet Data														
Cash, Cash Equivalents, and Short-Term Investments	3,576,410	3,588,158	3,664,183	3,774,579	3,943,677	4,079,912	4,258,096	4,403,102	4,528,831	5,661,115	5,956,543	3,495,348	3,774,579	4,403,102
Working Capital	3,966,144	3,932,401	4,007,815	4,068,175	4,206,340	4,345,524	4,521,220	4,738,606	4,880,581	5,946,085	5,262,114	3,875,753	4,068,175	4,738,606
Property and Equipment, net	746,713	758,837	803,305	783,901	782,421	781,272	753,317	773,715	801,912	914,795	904,027	735,299	783,901	773,715
Total Stockholders' Equity	4,477,486	4,556,853	4,629,332	4,604,935	4,690,376	4,728,896	4,829,406	5,047,218	5,210,436	5,570,904	6,452,572	4,368,047	4,604,935	5,047,218
Adjusted Free Cash Flow														
Cash Flows from Operating Activities	162,764	214,556	189,192	196,543	203,448	189,707	239,947	198,107	242,673	321,140	443,899	383,066	763,055	831,209
Purchases of Property and Equipment	(59,148)	(39,087)	(72,317)	(48,105)	(39,881)	(44,626)	(36,076)	(40,159)	(93,091)	(196,450)	(120,372)	(347,280)	(218,657)	(160,742)
Proceeds from Sales of Property and Equipment	0	0	0	0	0	1,290	1,493	0	1,763	2,693	3,671	0	0	2,783
Equipment Purchases Under Capital Leases	4,349	21,573	37,100	37,259	37,434	33,492	29,707	22,602	16,086	0	0	31,215	100,281	123,235
Adjusted Free Cash Flow	99,267	153,896	79,775	111,179	126,133	112,879	175,657	135,346	135,259	127,383	327,198	4,571	444,117	550,015
Selected Cash Flow Supplemental Disclosures														
Cash Flows from Investing Activities ⁽¹⁾	(28,342)	(284,399)	(91,089)	(189,418)	17,397	(83,686)	85,043	(135,280)	(258,992)	(413,531)	(1,026,764)	(898,872)	(593,248)	(116,526)
Cash Flows from Financing Activities	(24,079)	(9,604)	(27,851)	(22,441)	(23,652)	(15,171)	(27,020)	(12,530)	(29,036)	1,048,908	(30,641)	(62,998)	(83,975)	(78,373)

(3) The Company adopted the new accounting standard on the presentation of restricted cash in the statement of cash flows retrospectively during the three months ended March 31, 2018. As a result of the adoption, cash flows from investing activities were adjusted to exclude the changes in restricted cash for all historical periods presented prior to Q1'18.



(\$ in 000's)

Selected Company Metrics and Financials

	FY 2016				FY 2017				FY 2018			Fiscal Year		
	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17	Q2'17	Q3'17	Q4'17	Q1'18	Q2'18	Q3'18	FY2015	FY2016	FY2017
Reconciliation of Net Income (Loss) to Adjusted EBITDA														
Net Income (Loss)	(79,731)	(107,217)	(102,871)	(167,054)	(61,559)	(116,488)	(21,095)	91,079	60,997	100,117	789,179	(521,031)	(456,873)	(108,063)
Stock-Based Compensation Expense	150,916	167,695	158,527	138,095	116,997	113,396	100,959	102,454	73,266	79,469	91,606	682,118	615,233	433,806
Depreciation and Amortization Expense	88,621	93,283	100,878	119,390	102,792	103,063	97,492	92,520	96,846	105,982	111,947	312,823	402,172	395,867
Interest and Other Expense (Income), Net	18,587	18,200	18,220	18,619	18,087	74,716	24,810	16,545	11,043	13,757	4,610	83,269	73,626	134,158
Provision (Benefit) for Income Taxes	2,028	2,641	6,562	4,808	3,194	3,413	3,564	2,474	2,885	(34,250)	(701,921)	(12,274)	16,039	12,645
Restructuring Charges and One-Time Nonrecurring Gain	47	0	0	101,249	(9,572)	(226)	1,269	3,102	(983)	(265)	(18)	12,902	101,296	(5,427)
Adjusted EBITDA	180,468	174,602	181,316	215,107	169,939	177,874	206,999	308,174	244,054	264,810	295,403	557,807	751,493	862,986
Reconciliation of Net Income (Loss) to Non-GAAP Net Income														
Net Income (Loss)	(79,731)	(107,217)	(102,871)	(167,054)	(61,559)	(116,488)	(21,095)	91,079	60,997	100,117	789,179	(521,031)	(456,873)	(108,063)
Exclude: Provision (Benefit) for Income Taxes	2,028	2,641	6,562	4,808	3,194	3,413	3,564	2,474	2,885	(34,250)	(701,921)	(12,274)	16,039	12,645
Net Income (Loss) Before Income Taxes	(77,703)	(104,576)	(96,309)	(162,246)	(58,365)	(113,075)	(17,531)	93,553	63,882	65,867	87,258	(533,305)	(440,834)	(95,418)
Stock-Based Compensation Expense	150,916	167,695	158,527	138,095	116,997	113,396	100,959	102,454	73,266	79,469	91,606	682,118	615,233	433,806
Amortization of Acquired Intangible Assets	12,730	12,816	16,572	27,220	16,191	14,340	11,077	4,929	4,942	4,876	4,380	54,659	69,338	46,537
Non-Cash Interest Expense Related to Convertible Notes	18,370	18,570	18,650	19,070	19,248	20,041	20,355	20,417	20,722	23,309	30,878	69,185	74,660	80,061
Non-Cash Expense Related to Acquisition	0	0	0	0	0	0	0	0	0	0	0	926	0	0
Impairment of Investments in Privately-Held Companies	0	0	0	0	0	55,000	7,439	0	0	3,000	0	0	0	62,439
Restructuring Charges and One-Time Nonrecurring Gain	47	0	0	101,249	(9,572)	(226)	1,269	3,102	(983)	(265)	(18)	12,902	101,296	(5,427)
Non-GAAP Income Before Income Taxes	104,360	94,505	97,440	123,388	84,499	89,476	123,568	224,455	161,829	176,256	214,104	286,485	419,693	521,998
Non-GAAP Provision for Income Taxes ⁽⁴⁾	38,613	34,967	36,053	45,654	31,265	33,106	45,720	83,048	38,839	42,301	51,386	105,999	155,287	193,139
Non-GAAP Net Income	65,747	59,538	61,387	77,734	53,234	56,370	77,848	141,407	122,990	133,955	162,718	180,486	264,406	328,859
Stock-Based Compensation Expense by Function														
Total Stock-Based Compensation Expense	150,916	167,695	158,527	138,095	116,997	113,396	100,959	102,454	73,266	79,469	91,606	682,118	615,233	433,806
Cost of Revenue	7,968	7,858	7,165	6,511	5,952	6,253	5,625	6,019	4,799	3,338	4,247	40,705	29,502	23,849
Research and Development	75,579	90,916	87,163	81,840	64,386	63,625	57,174	55,648	41,946	45,069	53,195	401,537	335,498	240,833
Sales and Marketing	46,101	45,856	41,227	27,751	25,089	20,694	22,433	25,919	14,822	18,225	19,634	156,904	160,935	94,135
General and Administrative	21,268	23,065	22,972	21,993	21,570	22,824	15,727	14,868	11,699	12,837	14,530	82,972	89,298	74,989

(4) As a result of the Tax Act, the blended US federal and state statutory tax rate used to calculate our reported non-GAAP provisions for income taxes decreased from 37% to 24% beginning in the first quarter of 2018.