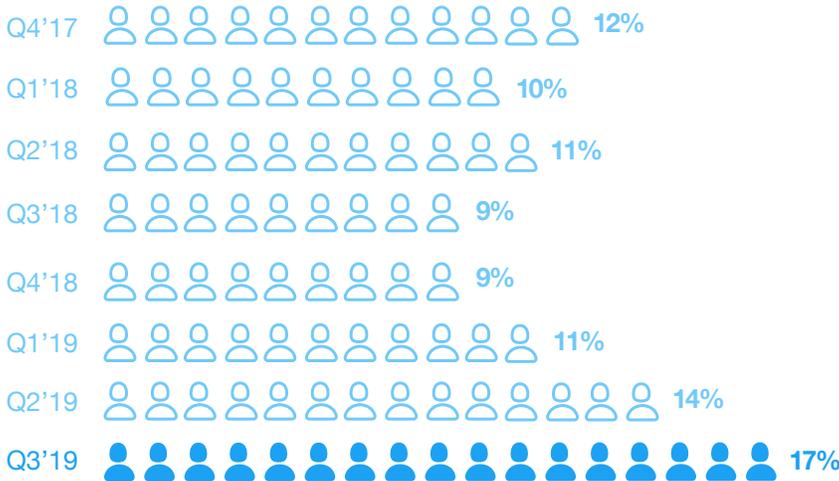


# Investor Fact Sheet

## About Twitter (NYSE:TWTR)

Twitter is what’s happening in the world and what people are talking about right now. From breaking news and entertainment to sports, politics, and everyday interests. Available in more than 40 languages around the world, the service can be accessed via twitter.com, an array of mobile devices, and SMS.

## Monetizable Daily Active Usage (mDAU) Year-Over-Year Growth



## Q3 2019 Highlights

We grew average monetizable DAU (mDAU) 17% year-over-year, reaching 145 million in Q3, driven by ongoing product improvements. In Q3 we made a number of improvements including continuing to increase relevance in the Home timeline and notifications.

Q3 revenue was \$824 million, up 9% year-over-year, reflecting strength in September in the US, as well as a number of headwinds including revenue product issues and greater-than-expected advertising seasonality in July and August. Operating income of \$44 million reflects lower-than-expected revenue and no significant changes to our ongoing investments.

We continued to make progress on health. In Q3 we gave people more control over their conversations on Twitter with the launch of author-moderated replies in the US, Canada, and Japan, and we improved our ability to proactively identify and remove abusive content, with more than 50% of the Tweets removed for abusive content in Q3 taken down without a bystander or first-person report.



## Financial Overview

### Total Revenue

\$Millions

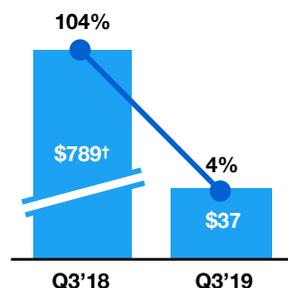
■ Data licensing and other revenue  
■ Advertising revenue



### GAAP Net Income

\$Millions

■ GAAP net income  
■ GAAP net margin



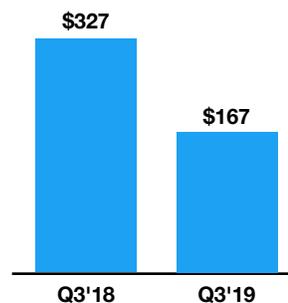
### Net Cash Flow From Operations

\$Millions

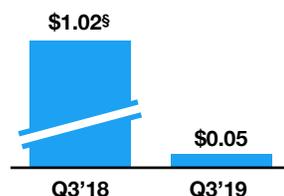


### Adjusted Free Cash Flow<sup>‡</sup>

\$Millions



### Diluted Earnings Per Share



\*Please note that the sum of data licensing and other revenue and advertising revenue does not add up to total revenue in Q3'19 due to rounding.

<sup>†</sup>Our Q3'18 GAAP net income of \$789 million includes a \$683 million net tax benefit primarily driven by the release of a deferred tax asset valuation allowance for the United States.

<sup>‡</sup>For the definition and a reconciliation of non-GAAP financial measures to their corresponding GAAP measures, please refer to the reconciliation table at the end of the [Q3'19 Letter to Shareholders](#).

<sup>§</sup>Excluding the release of deferred tax asset valuation allowances of \$683 million, we generated Q3'18 net income of \$106 million and diluted EPS of \$0.14.



## Founded

April 2006

## # of employees

4,600+

## Offices Worldwide

35+

## Leadership

**Jack Dorsey** @jack  
CEO

**Ned Segal** @nedsegal  
CFO

**Parag Agarwal** @paraga  
Technology Lead

**Leslie Berland** @leslieberland  
People & Marketing Lead

**Kayvon Beykpour** @kayvz  
Product Lead

**Dantley Davis** @dantley  
Design and Research Lead

**Matt Derella** @derella  
Customers Lead

**Bruce Falck** @brucefalck  
Revenue Product Lead

**Vijaya Gadde** @vijaya  
Counsel Lead

**Michael Montano** @michaelmontano  
Engineering Lead

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