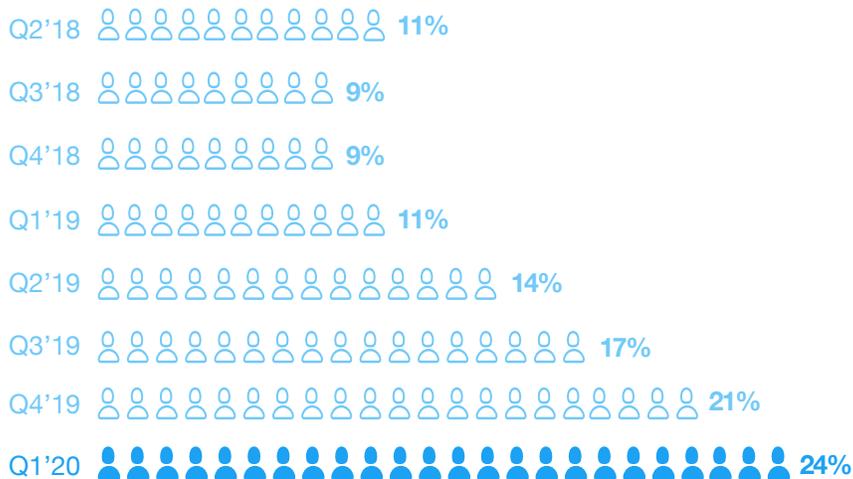


Investor Fact Sheet

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



Q1'20 Highlights

Average monetizable DAU (mDAU) grew 24% year over year, driven by typical seasonal strength, ongoing product improvements, and global conversation related to the COVID-19 pandemic. This is our highest reported year-over-year growth rate to date. We have added 14 million average mDAUs since the previous quarter.

Revenue was \$808 million in Q1, up 3% year over year, reflecting a strong start to the quarter that was impacted by widespread economic disruption related to COVID-19 in March. Reduced expenses partially offset the revenue shortfall, resulting in an operating loss of \$7 million.

In light of the current operating and economic environment, we have shifted resources and priorities to increase focus on our revenue products, particularly performance ads beginning with MAP, with the goal of accelerating our long-term roadmap. We have also reduced our company hiring and non-labor expense plans to lower our expense growth while continuing to focus our investments on Engineering, Product, and Trust & Safety, ensuring our resources are allocated against our most important work.

Q1'20 Financial Overview

Total Revenue

\$Millions

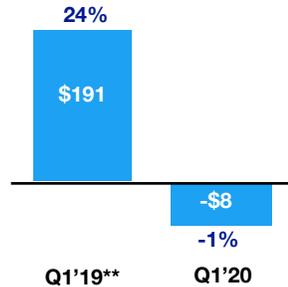
■ Data licensing and other revenue
■ Advertising revenue



GAAP Net Income (Loss)

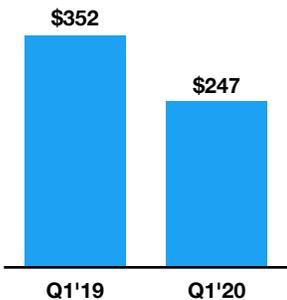
\$Millions

■ GAAP net income (loss)
■ GAAP net margin



Net Cash Flow From Operations

\$Millions



Adjusted Free Cash Flow***

\$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 Q1'19 and Q1'20 due to rounding.

**Excluding the income tax benefit from the establishment of a deferred tax asset from an intra-entity transfer of an intangible asset in Q1'19, adjusted net income was \$66 million, with adjusted net margin of 8% and adjusted diluted EPS of \$0.09.

***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 [Q1'20 Letter to Shareholders](#).



Founded

April 2006

of employees

5,100+

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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