



# Brian Roberts

## Chief Financial Officer

September 4, 2019



# Forward-Looking Statements & Non-GAAP Financial Measures

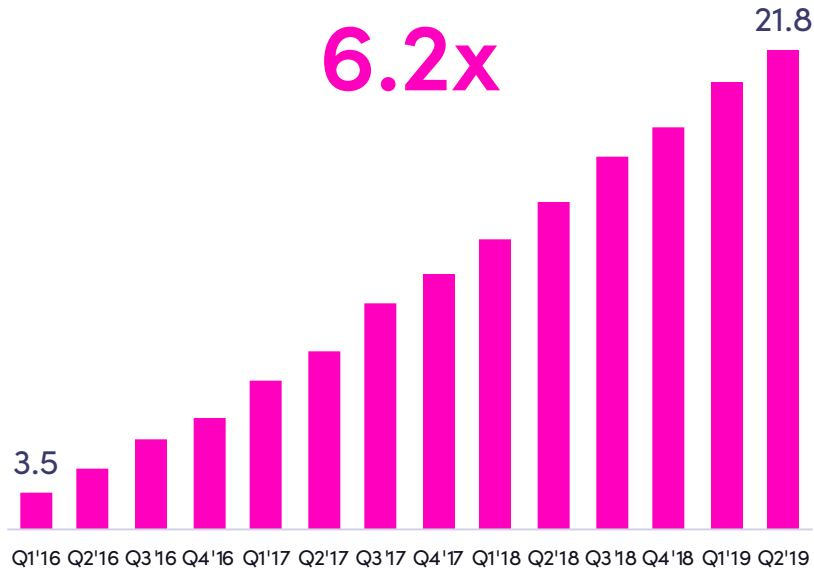
This presentation and the accompanying oral presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements generally relate to future events or Lyft's future financial or operating performance. In some cases, you can identify forward looking statements because they contain words such as "may," "will," "should," "expects," "plans," "anticipates," "going to," "could," "intends," "target," "projects," "contemplates," "believes," "estimates," "predicts," "potential" or "continue" or the negative of these words or other similar terms or expressions that concern Lyft's expectations, strategy, priorities, plans or intentions. Forward-looking statements in this presentation include, but are not limited to, statements regarding Lyft's future financial and operating performance, including its outlook and guidance, demand for Lyft's products and services and the markets in which Lyft operates and the future of transportation-as-a-service. Lyft's expectations and beliefs regarding these matters may not materialize, and actual results in future periods are subject to risks and uncertainties that could cause actual results to differ materially from those projected. The forward-looking statements contained in this presentation are also subject to other risks and uncertainties, including those more fully described in Lyft's filings with the Securities and Exchange Commission, including Lyft's prospectus filed pursuant to Rule 424(b) under the Securities Act of 1933, as amended, on March 29, 2019 and in our Quarterly Report on Form 10-Q for the quarter ended June 30, 2019, filed with the Securities and Exchange Commission on August 13, 2019. The forward-looking statements in this presentation are based on information available to Lyft as of the date hereof, and Lyft disclaims any obligation to update any forward-looking statements, except as required by law.

In addition to financial information presented in accordance with U.S. generally accepted accounting principles ("GAAP"), this presentation and the accompanying oral presentation include certain non-GAAP financial measures, including Contribution, Contribution Margin, Adjusted EBITDA, Adjusted EBITDA Margin, adjusted net loss and adjusted net loss margin and adjusted net loss per share. These non-GAAP measures are presented for supplemental informational purposes only and should not be considered a substitute for financial information presented in accordance with GAAP. These non-GAAP measures have limitations as analytical tools, and they should not be considered in isolation or as a substitute for analysis of other GAAP financial measures. Definitions of these measures as well as a reconciliation of these measures to the most directly comparable GAAP measures is included at the end of this presentation.

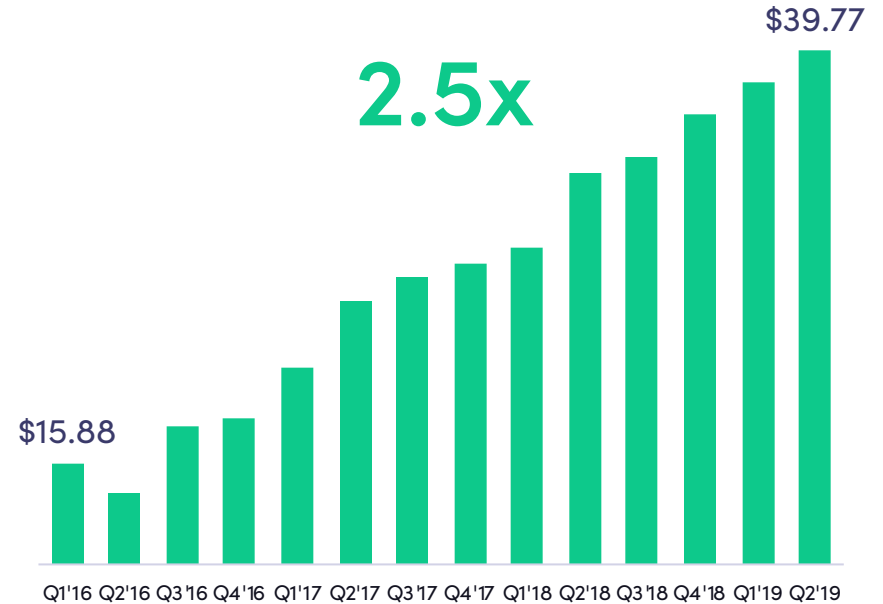
This presentation and the accompanying oral presentation also contain statistical data, estimates and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This information involves many assumptions and limitations, and you are cautioned not to give undue weight to such information. We have not independently verified the accuracy or completeness of the information contained in the industry publications and other publicly available information. Accordingly, we make no representations as to the accuracy or completeness of that information nor do we undertake to update such information after the date of this presentation.

# Strong Rider Growth and Increased Monetization

Active Riders (in Millions)



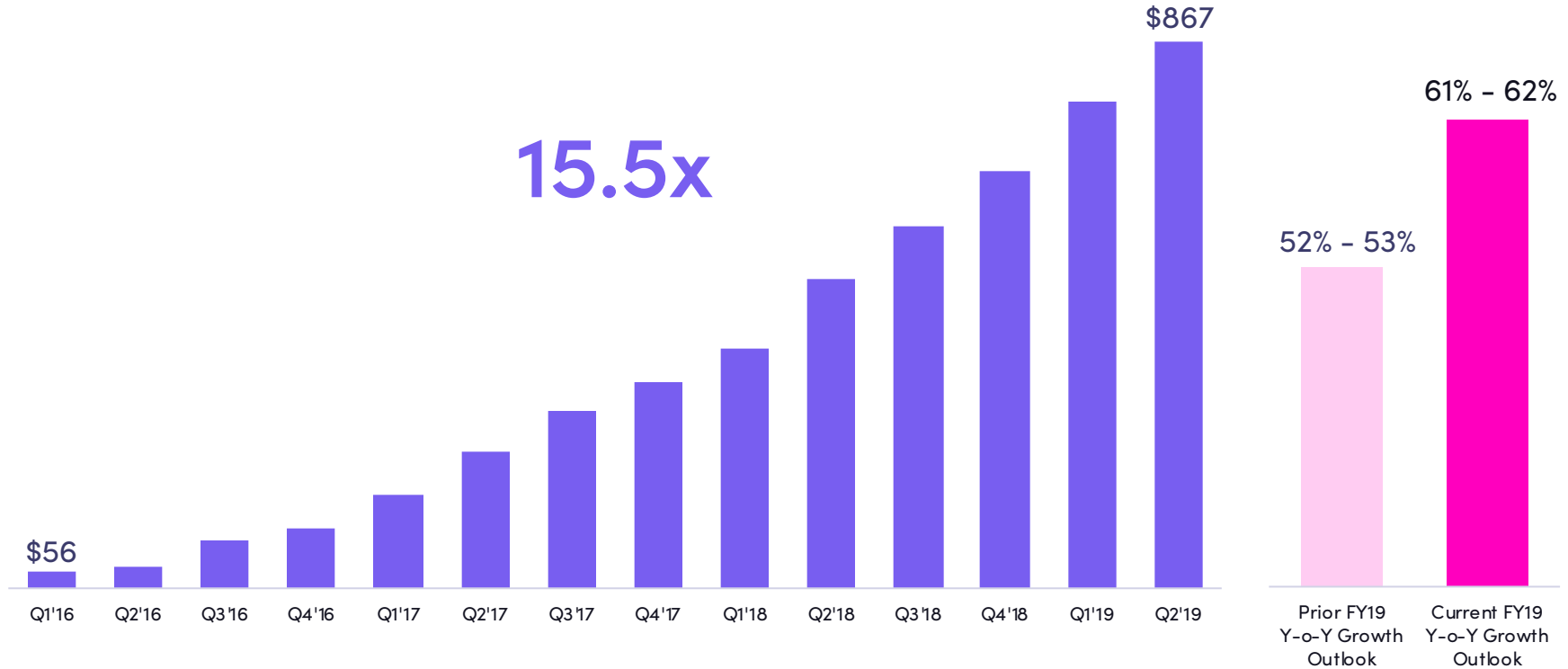
Revenue per Active Rider



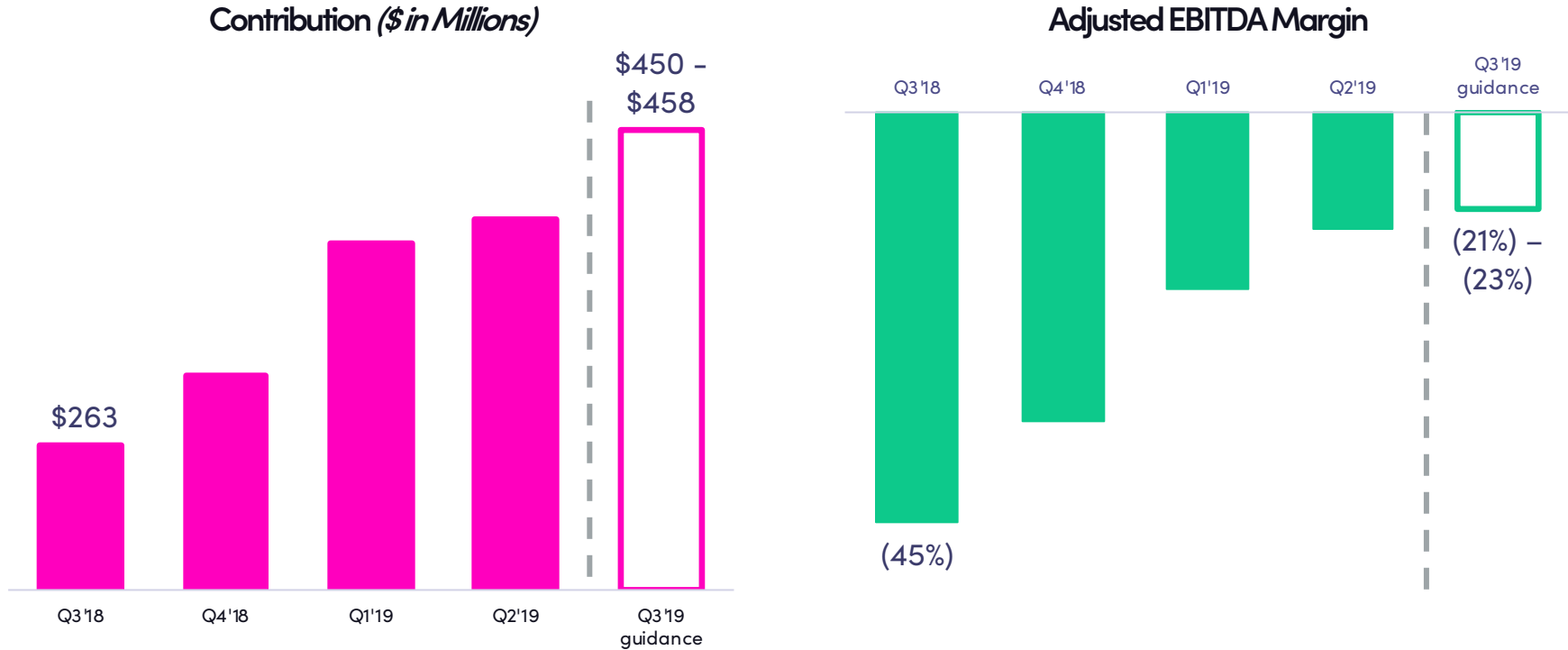
Note: Definitions of the above metrics are included in the appendix at the end of this presentation.

# Rapid Revenue Growth

*(\$ in Millions)*



# Improving Operating Leverage



Note: The figures above are non-GAAP financial measures. Definitions of these measures and a reconciliation of non-GAAP to GAAP measures are included in the appendix at the end of this presentation.



# Q&A

September 4, 2019



# Appendix

September 4, 2019

# Definitions

Lyft defines Active Riders as all riders who take at least one ride on our multimodal platform through the Lyft app during a quarter. An Active Rider is identified by a unique phone number. If a rider has two mobile phone numbers or changed their phone number and such rider took rides using both phone numbers during the quarter, that person would count as two Active Riders. If a rider has a personal and business profile tied to the same mobile phone number, that person would be considered a single Active Rider. If a ride has been requested by an organization using our Concierge offering for the benefit of a rider, we exclude this rider in the calculation of Active Riders since using the Lyft app is not required. With acquired businesses, including Motivate, only riders that have taken a ride or rented a bike or scooter through our Lyft app during the quarter will count as an Active Rider. Additionally, our calculation of Active Riders is not based on any standardized industry methodology and is not necessarily calculated in the same manner or comparable to similarly titled measures presented by other companies. Lyft defines Revenue per Active Rider as quarterly revenue divided by the number of Active Riders for the same quarter.

Lyft defines Contribution as revenue less cost of revenue, adjusted to exclude the following items from cost of revenue: amortization of intangible assets, stock-based compensation expense, payroll tax expense related to stock-based compensation, and changes to the liabilities for insurance required by regulatory agencies attributable to historical periods. Lyft defines Contribution Margin for a period as Contribution for the period divided by Revenue for the same period.

Lyft defines Adjusted EBITDA as net loss adjusted to exclude interest income, other income (expense), net, provision for income taxes, depreciation and amortization, costs related to acquisitions, stock-based compensation expense, payroll tax expense related to stock-based compensation, and changes to the liabilities for insurance required by regulatory agencies attributable to historical periods. Adjusted EBITDA Margin is calculated by dividing Adjusted EBITDA for a period by revenue for the same period.

Contribution guidance for Q3'19 on slide 5 represents Lyft's outlook for Revenue for Q3'19 multiplied by our outlook for Contribution Margin for Q3'19. Adjusted EBITDA Margin guidance on slide 5 represents Lyft's outlook for Adjusted EBITDA Margin for Q3'19. Both Contribution guidance and Adjusted EBITDA Margin guidance are based on Lyft's outlook provided in our Q2'19 earnings release materials that were published on August 7, 2019 and can be found on Lyft's Investor Relations website. Reconciliations of forward looking non-GAAP measures can not be provided without unreasonable effort.



# Condensed Consolidated Statement of Operations

(\$ in Millions, except per share)

	Fiscal 2017					Fiscal 2018					Fiscal 2019	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
<b>Revenue</b>	\$ 172.8	\$ 238.9	\$ 303.6	\$ 344.6	\$ 1,059.9	\$ 397.2	\$ 504.9	\$ 585.0	\$ 669.5	\$ 2,156.6	\$ 776.0	\$ 867.3
Cost and expenses												
Cost of revenue	118.6	143.9	189.0	208.0	659.5	260.6	293.2	322.6	367.0	1,243.4	462.9	630.1
Operations and support	36.2	43.0	48.3	56.0	183.5	59.9	67.4	92.5	118.6	338.4	187.2	152.0
Research and development	23.5	28.2	37.2	47.7	136.6	63.1	64.4	77.2	96.1	300.8	631.0	309.8
Sales and marketing	84.4	107.4	165.3	209.9	567.0	168.7	175.1	241.1	218.9	803.8	275.1	181.0
General and administrative	40.8	47.0	63.3	70.4	221.5	90.2	98.5	120.3	139.0	448.0	376.7	267.3
Total costs and expenses	303.5	369.5	503.1	592.0	1,768.1	642.5	698.6	853.7	939.6	3,134.4	1,932.9	1,540.2
<b>Loss from operations</b>	<b>(130.7)</b>	<b>(130.6)</b>	<b>(199.5)</b>	<b>(247.4)</b>	<b>(708.2)</b>	<b>(245.3)</b>	<b>(193.7)</b>	<b>(268.7)</b>	<b>(270.1)</b>	<b>(977.8)</b>	<b>(1,156.9)</b>	<b>(672.9)</b>
Interest income	2.8	4.4	5.5	7.5	20.2	11.5	15.3	19.6	20.1	66.5	19.7	30.0
Other income (expense), net	-	0.1	-	0.2	0.3	(0.1)	(0.3)	0.4	0.7	0.7	0.1	(0.3)
Loss before income taxes	(127.9)	(126.1)	(194.0)	(239.7)	(687.7)	(233.9)	(178.7)	(248.7)	(249.3)	(910.6)	(1,137.1)	(643.2)
Provision (benefit) for income taxes	-	0.3	0.2	0.1	0.6	0.4	0.2	0.5	(0.4)	0.7	1.4	1.0
<b>Net loss</b>	<b>\$ (127.9)</b>	<b>\$ (126.4)</b>	<b>\$ (194.2)</b>	<b>\$ (239.8)</b>	<b>\$ (688.3)</b>	<b>\$ (234.3)</b>	<b>\$ (178.9)</b>	<b>\$ (249.2)</b>	<b>\$ (248.9)</b>	<b>\$ (911.3)</b>	<b>\$ (1,138.5)</b>	<b>\$ (644.2)</b>
Net loss per share, basic and diluted	\$ (6.77)	\$ (6.59)	\$ (9.89)	\$ (12.13)	\$ (35.53)	\$ (11.69)	\$ (8.48)	\$ (11.58)	\$ (11.29)	\$ (43.04)	\$ (48.53)	\$ (2.23)
Weighted-average number of shares outstanding used to compute net loss per share, basic and diluted	18.9	19.2	19.6	19.8	19.4	20.0	21.1	21.5	22.0	21.2	23.5	288.4

# Condensed Consolidated Balance Sheet

(\$ in Millions)

	Fiscal 2017				Fiscal 2018				Fiscal 2019	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
<b>Assets</b>										
Current assets:										
Cash and cash equivalents	\$ 322.7	\$ 855.6	\$ 719.0	\$ 1,106.1	\$ 263.2	\$ 928.4	\$ 1,088.6	\$ 517.7	\$ 329.5	\$ 417.4
Short-term investments	608.6	612.9	625.7	1,284.6	2,016.9	1,996.2	1,609.6	1,520.2	705.4	2,892.9
Prepaid expenses and other current assets	72.6	90.7	124.1	173.0	180.2	219.8	261.6	282.5	345.5	367.5
Total current assets	1,003.9	1,559.2	1,468.8	2,563.7	2,460.3	3,144.4	2,959.8	2,320.4	1,380.4	3,677.8
Restricted cash and cash equivalents	37.6	53.6	58.2	72.8	72.4	44.2	139.2	187.4	172.5	123.0
Restricted investments	147.2	152.5	190.9	360.9	447.2	550.4	647.1	863.7	993.3	1,165.3
Property and equipment, net	9.3	12.0	14.0	14.2	26.3	32.5	38.4	109.3	120.5	138.1
Operating lease right of use assets	-	-	-	-	-	-	-	-	304.6	347.0
Intangible assets, net	-	-	0.4	4.3	4.2	6.2	5.9	117.7	108.6	99.6
Goodwill	-	-	-	-	-	-	-	152.1	150.7	150.9
Other assets	0.5	0.7	0.7	0.8	0.8	1.0	1.0	9.4	10.3	2.8
<b>Total assets</b>	<b>\$ 1,198.5</b>	<b>\$ 1,778.0</b>	<b>\$ 1,733.0</b>	<b>\$ 3,016.7</b>	<b>\$ 3,011.2</b>	<b>\$ 3,778.7</b>	<b>\$ 3,791.4</b>	<b>\$ 3,760.0</b>	<b>\$ 3,240.9</b>	<b>\$ 5,704.5</b>
<b>Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)</b>										
Current liabilities:										
Accounts payable	\$ 34.3	\$ 64.0	\$ 57.4	\$ 66.9	\$ 55.7	\$ 68.0	\$ 47.0	\$ 32.3	\$ 39.4	\$ 12.7
Insurance reserves	177.9	233.0	304.9	376.5	466.3	574.9	691.8	810.3	937.0	1,207.4
Accrued and other current liabilities	165.5	181.2	262.1	253.4	343.2	408.8	528.1	606.2	702.0	813.2
Operating lease liabilities - current	-	-	-	-	-	-	-	-	73.7	92.6
Total current liabilities	377.7	478.2	624.4	696.8	865.2	1,051.7	1,266.9	1,448.8	1,752.1	2,125.8
Operating lease liabilities	-	-	-	-	-	-	-	-	263.8	295.2
Other liabilities	10.1	11.4	13.1	15.3	19.4	19.8	24.3	30.5	4.6	6.3
<b>Total liabilities</b>	<b>\$ 387.8</b>	<b>\$ 489.6</b>	<b>\$ 637.5</b>	<b>\$ 712.1</b>	<b>\$ 884.6</b>	<b>\$ 1,071.5</b>	<b>\$ 1,291.2</b>	<b>\$ 1,479.3</b>	<b>\$ 2,020.5</b>	<b>\$ 2,427.3</b>
Redeemable convertible preferred stock	2,238.8	2,838.5	2,838.5	4,284.0	4,338.2	5,091.4	5,126.7	5,152.0	5,152.0	-
Stockholders' equity (deficit)										
Preferred Stock	-	-	-	-	-	-	-	-	-	-
Common stock	-	-	-	-	-	-	-	-	-	-
Additional paid in capital	45.7	49.6	51.9	55.6	58.7	63.2	70.2	73.9	150.0	7,999.7
Accumulated other comprehensive income	0.1	-	0.1	(1.0)	(2.0)	(0.2)	(0.3)	0.1	2.2	5.5
Accumulated deficit	(1,473.9)	(1,599.7)	(1,795.0)	(2,034.0)	(2,268.3)	(2,447.2)	(2,696.4)	(2,945.3)	(4,083.8)	(4,728.0)
Total stockholders' equity (deficit)	(1,428.1)	(1,550.1)	(1,743.0)	(1,979.4)	(2,211.6)	(2,384.2)	(2,626.5)	(2,871.3)	(3,931.6)	(3,277.2)
<b>Total liabilities, redeemable convertible preferred stock and stockholders' equity (deficit)</b>	<b>\$ 1,198.5</b>	<b>\$ 1,778.0</b>	<b>\$ 1,733.0</b>	<b>\$ 3,016.7</b>	<b>\$ 3,011.2</b>	<b>\$ 3,778.7</b>	<b>\$ 3,791.4</b>	<b>\$ 3,760.0</b>	<b>\$ 3,240.9</b>	<b>\$ 5,704.5</b>

# Condensed Consolidated Statement of Cash Flows

(\$ in Millions)

	Fiscal 2017					Fiscal 2018					Fiscal 2019	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
<b>Cash flows from operating activities</b>												
Net loss	\$ (127.9)	\$ (126.4)	\$ (194.2)	\$ (239.8)	\$ (688.3)	\$ (234.3)	\$ (178.9)	\$ (249.2)	\$ (248.9)	\$ (911.3)	\$ (1,138.5)	\$ (644.2)
Adjustments to reconcile net loss to net cash used in operating activities:												
Depreciation and amortization	0.5	0.6	0.7	0.8	2.6	1.2	1.7	2.6	13.3	18.8	23.1	31.1
Stock-based compensation	2.1	2.5	1.9	3.0	9.5	2.0	1.5	2.9	2.2	8.6	859.5	293.2
Amortization of premium on marketable securities	0.1	0.2	0.3	0.3	0.9	0.2	0.2	0.1	-	0.5	-	0.1
Accretion of discount on marketable securities	(1.0)	(1.3)	(1.0)	(2.2)	(5.5)	(3.8)	(4.3)	(7.2)	(8.3)	(23.6)	(10.1)	(11.3)
Other	-	-	-	-	-	-	0.3	-	0.7	1.0	0.1	7.4
Changes in operating assets and liabilities:												
Prepaid expenses and other assets	(9.6)	(19.4)	(33.7)	(49.1)	(111.8)	(7.3)	(39.6)	(9.3)	(19.4)	(75.6)	(46.3)	(33.4)
Operating lease right-of-use assets	-	-	-	-	-	-	-	-	-	-	19.5	20.5
Accounts payable	(11.2)	29.7	(7.2)	10.1	21.4	(13.3)	11.2	(18.2)	(20.5)	(40.8)	1.2	(23.6)
Insurance reserves	45.9	55.1	71.9	71.7	244.6	89.7	108.6	116.9	118.5	433.7	126.7	270.4
Accrued and other liabilities	36.2	20.9	81.6	(5.7)	133.0	85.9	67.3	125.5	29.4	308.1	94.3	117.8
Lease liabilities	-	-	-	-	-	-	-	-	-	-	(14.3)	(12.7)
<b>Net cash provided by (used in) operating activities</b>	<b>\$ (64.9)</b>	<b>\$ (38.1)</b>	<b>\$ (79.7)</b>	<b>\$ (210.9)</b>	<b>\$ (393.6)</b>	<b>\$ (79.7)</b>	<b>\$ (32.0)</b>	<b>\$ (35.9)</b>	<b>\$ (133.0)</b>	<b>\$ (280.6)</b>	<b>\$ (84.8)</b>	<b>\$ 15.3</b>
<b>Cash flows from investing activities</b>												
Purchases of marketable securities	\$ (249.0)	\$ (698.8)	\$ (402.9)	\$ (1,208.7)	\$ (2,559.4)	\$ (1,198.2)	\$ (1,676.5)	\$ (1,476.2)	\$ (1,103.3)	\$ (5,454.2)	\$ (607.2)	\$ (2,974.6)
Purchase of term deposit	-	-	-	-	-	-	-	-	-	-	-	(105.0)
Proceeds from sales of marketable securities	102.1	396.7	159.0	214.5	872.3	181.7	503.7	142.5	72.5	900.4	466.2	180.9
Proceeds from maturities of marketable securities	53.5	294.1	193.7	166.4	707.7	200.5	1,096.0	1,630.6	911.4	3,838.5	838.2	553.2
Purchases of property and equipment and scooter fleet	(1.1)	(2.8)	(2.1)	(1.5)	(7.5)	(3.1)	(8.1)	(17.2)	(40.3)	(68.7)	(25.2)	(43.1)
Purchases of other intangible assets	-	-	(0.5)	(4.0)	(4.5)	-	(2.2)	-	-	(2.2)	-	-
Cash paid for acquisitions, net of cash acquired	-	-	-	-	-	-	-	-	(257.6)	(257.6)	(1.7)	(0.1)
Other investing activities	-	-	-	-	-	-	-	(28.0)	28.0	-	-	0.8
<b>Net cash provided by (used in) investing activities</b>	<b>\$ (94.5)</b>	<b>\$ (10.8)</b>	<b>\$ (52.8)</b>	<b>\$ (833.3)</b>	<b>\$ (991.4)</b>	<b>\$ (819.1)</b>	<b>\$ (87.1)</b>	<b>\$ 251.7</b>	<b>\$ (389.3)</b>	<b>\$ (1,043.8)</b>	<b>\$ 670.3</b>	<b>\$ (2,387.9)</b>

# Condensed Consolidated Statement of Cash Flows (cont'd)

(\$ in Millions)

	Fiscal 2017					Fiscal 2018					Fiscal 2019	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
<b>Cash flows from financing activities</b>												
Proceeds from issuance of common stock in initial public offering, net of underwriting commissions, offering costs and reimbursements	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (0.4)	\$ (0.4)	\$ (5.1)	\$ 2,489.3
Proceeds from issuance of redeemable convertible preferred stock, net of issuance costs	3.4	596.4	-	1,445.5	2,045.3	54.2	753.2	35.3	-	842.7	-	-
Proceeds from exercise of stock options and other common stock issuances	1.4	1.4	0.5	0.4	3.7	1.3	3.0	4.1	1.5	9.9	1.6	0.9
Taxes paid related to net share settlement of equity awards	-	-	-	-	-	-	-	-	-	-	(784.7)	(79.2)
<b>Net cash provided by (used in) financing activities</b>	<b>\$ 4.8</b>	<b>\$ 597.8</b>	<b>\$ 0.5</b>	<b>\$ 1,445.9</b>	<b>\$ 2,049.0</b>	<b>\$ 55.5</b>	<b>\$ 756.2</b>	<b>\$ 39.4</b>	<b>\$ 1.1</b>	<b>\$ 852.2</b>	<b>\$ (788.2)</b>	<b>\$ 2,411.0</b>
Effect of foreign exchange on cash, cash equivalents and restricted cash and cash equivalents	-	-	-	-	-	-	(0.1)	-	(0.1)	(0.2)	0.1	0.2
Net increase (decrease) in cash and cash equivalents and restricted cash and cash equivalents	(154.6)	548.9	(132.0)	401.7	664.0	(843.3)	637.0	255.2	(521.3)	(472.4)	(202.6)	38.6
<b>Cash and cash equivalents and restricted cash and cash equivalents</b>												
Beginning of period	514.9	360.3	909.2	777.2	514.9	1,178.9	335.6	972.6	1,227.8	1,178.9	706.5	503.9
End of period	<u>360.3</u>	<u>909.2</u>	<u>777.2</u>	<u>1,178.9</u>	<u>1,178.9</u>	<u>335.6</u>	<u>972.6</u>	<u>1,227.8</u>	<u>706.5</u>	<u>706.5</u>	<u>503.9</u>	<u>542.5</u>
<b>Reconciliation of cash, cash equivalents and restricted cash and cash equivalents to the condensed consolidated balance sheets</b>												
Cash and cash equivalents	322.7	855.6	719.0	1,106.1	1,106.1	263.2	928.4	1,088.6	517.7	517.7	329.5	417.4
Restricted cash and cash equivalents	37.6	53.6	58.2	72.8	72.8	72.4	44.2	139.2	187.4	187.4	172.5	123.0
Restricted cash, included in prepaid expenses and other current assets	-	-	-	-	-	-	-	-	1.4	1.4	1.9	2.1
<b>Total cash, cash equivalents and restricted cash and cash equivalents</b>	<b>\$ 360.3</b>	<b>\$ 909.2</b>	<b>\$ 777.2</b>	<b>\$ 1,178.9</b>	<b>\$ 1,178.9</b>	<b>\$ 335.6</b>	<b>\$ 972.6</b>	<b>\$ 1,227.8</b>	<b>\$ 706.5</b>	<b>\$ 706.5</b>	<b>\$ 503.9</b>	<b>\$ 542.5</b>

# Non-GAAP Condensed Consolidated Statement of Operations

(\$ in Millions, except per share)

	Fiscal 2017					Fiscal 2018					Fiscal 2019	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
Revenue	\$ 172.8	\$ 238.9	\$ 303.6	\$ 344.6	\$ 1,059.9	\$ 397.2	\$ 504.9	\$ 585.0	\$ 669.5	\$ 2,156.6	\$ 776.0	\$ 867.3
Cost of revenue	118.5	143.8	188.9	207.8	659.0	256.8	292.4	321.8	364.8	1235.8	391.1	468.4
Operating expenses												
Operations and support	36.0	42.3	48.0	54.7	181.0	59.8	67.4	92.4	118.6	338.2	133.4	143.8
Research and development	22.9	27.6	36.6	47.1	134.2	62.4	63.9	75.9	92.3	294.5	107.6	121.9
Sales and marketing	84.3	107.3	165.2	209.8	566.6	168.6	175.0	241.0	218.4	803.0	227.0	168.4
General and administrative	39.8	46.1	62.4	69.4	217.7	89.0	97.5	118.7	135.1	440.3	146.8	190.8
Total costs and expenses	301.5	367.1	501.1	588.8	1,758.5	636.6	696.2	849.8	929.2	3,111.8	1,005.9	1,093.3
<b>Non-GAAP loss from operations</b>	<b>(128.7)</b>	<b>(128.2)</b>	<b>(197.5)</b>	<b>(244.2)</b>	<b>(698.6)</b>	<b>(239.4)</b>	<b>(191.3)</b>	<b>(264.8)</b>	<b>(259.7)</b>	<b>(955.2)</b>	<b>(229.9)</b>	<b>(226.0)</b>
Interest income	2.8	4.4	5.5	7.5	20.2	11.5	15.3	19.6	20.1	66.5	19.7	30.0
Other income (expense), net	-	0.1	-	0.2	0.3	(0.1)	(0.3)	0.4	0.7	0.7	0.1	(0.3)
Loss before income taxes	(125.9)	(123.7)	(192.0)	(236.5)	(678.1)	(228.0)	(176.3)	(244.8)	(238.9)	(888.0)	(210.1)	(196.3)
Provision (benefit) for income taxes	-	0.3	0.2	0.1	0.6	0.4	0.2	0.5	(0.4)	0.7	1.4	1.0
<b>Adjusted net loss</b>	<b>\$ (125.9)</b>	<b>\$ (124.0)</b>	<b>\$ (192.2)</b>	<b>\$ (236.6)</b>	<b>\$ (678.7)</b>	<b>\$ (228.4)</b>	<b>\$ (176.5)</b>	<b>\$ (245.3)</b>	<b>\$ (238.5)</b>	<b>\$ (888.7)</b>	<b>\$ (211.5)</b>	<b>\$ (197.3)</b>
Adjusted net loss per share, basic and diluted	<u>\$ (6.67)</u>	<u>\$ (6.46)</u>	<u>\$ (9.79)</u>	<u>\$ (11.97)</u>	<u>\$ (35.04)</u>	<u>\$ (11.40)</u>	<u>\$ (8.37)</u>	<u>\$ (11.41)</u>	<u>\$ (10.82)</u>	<u>\$ (41.97)</u>	<u>\$ (9.02)</u>	<u>\$ (0.68)</u>
Weighted-average shares used to compute adjusted net loss per share, basic and diluted	18.9	19.2	19.6	19.8	19.4	20.0	21.1	21.5	22.0	21.2	23.5	288.4

# GAAP to Non-GAAP Reconciliations

(\$ in Millions, except per share)

	Fiscal 2017					Fiscal 2018					Fiscal 2019	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
<b>Contribution</b>												
<b>Revenue</b>	\$ 172.8	\$ 238.9	\$ 303.6	\$ 344.6	\$ 1,059.9	\$ 397.2	\$ 504.9	\$ 585.0	\$ 669.5	\$ 2,156.6	\$ 776.0	\$ 867.3
Less: cost of revenue	(118.6)	(143.9)	(189.0)	(208.0)	(659.5)	(260.6)	(293.2)	(322.6)	(367.0)	(1,243.4)	(462.9)	(630.1)
Amortization of intangible assets	-	-	-	-	-	0.3	0.7	0.6	2.1	3.7	5.3	5.3
Stock-based compensation expense	0.1	0.1	0.1	0.2	0.5	0.1	0.1	0.2	0.1	0.5	41.5	15.1
Payroll tax expense related to stock-based compensation	-	-	-	-	-	-	-	-	-	-	-	1.2
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	-	-	-	-	-	3.4	-	-	-	3.4	23.8	141.1
<b>Non-GAAP Contribution</b>	\$ 54.3	\$ 95.1	\$ 114.7	\$ 136.8	\$ 400.9	\$ 140.4	\$ 212.5	\$ 263.2	\$ 304.7	\$ 920.8	\$ 384.9	\$ 398.9
<i>Non-GAAP Contribution Margin</i>	31%	40%	38%	40%	38%	35%	42%	45%	46%	43%	50%	46%
<b>Non-GAAP Operating Expenses</b>												
GAAP Operations and Support	\$ (36.2)	\$ (43.0)	\$ (48.3)	\$ (56.0)	\$ (183.5)	\$ (59.9)	\$ (67.4)	\$ (92.5)	\$ (118.6)	\$ (338.4)	\$ (187.2)	\$ (152.0)
Amortization of intangible assets	-	-	-	-	-	-	-	-	-	-	-	-
Stock-based compensation expense	0.2	0.7	0.3	1.3	2.5	0.1	-	0.1	-	0.2	51.4	8.2
Payroll tax expense related to stock-based compensation	-	-	-	-	-	-	-	-	-	-	7.4	-
<b>Non-GAAP Operations and Support</b>	\$ (36.0)	\$ (42.3)	\$ (48.0)	\$ (54.7)	\$ (181.0)	\$ (59.8)	\$ (67.4)	\$ (92.4)	\$ (118.6)	\$ (338.2)	\$ (133.4)	\$ (143.8)
GAAP Research and Development	\$ (23.5)	\$ (28.2)	\$ (37.2)	\$ (47.7)	\$ (136.6)	\$ (63.1)	\$ (64.4)	\$ (77.2)	\$ (96.1)	\$ (300.8)	\$ (631.0)	\$ (309.8)
Amortization of intangible assets	-	-	-	-	-	-	-	0.2	2.0	2.2	2.9	2.9
Stock-based compensation expense	0.6	0.6	0.6	0.6	2.4	0.7	0.5	1.1	1.8	4.1	506.2	182.9
Payroll tax expense related to stock-based compensation	-	-	-	-	-	-	-	-	-	-	14.3	2.1
<b>Non-GAAP Research and Development</b>	\$ (22.9)	\$ (27.6)	\$ (36.6)	\$ (47.1)	\$ (134.2)	\$ (62.4)	\$ (63.9)	\$ (75.9)	\$ (92.3)	\$ (294.5)	\$ (107.6)	\$ (121.9)
GAAP Sales and Marketing	\$ (84.4)	\$ (107.4)	\$ (165.3)	\$ (209.9)	\$ (567.0)	\$ (168.7)	\$ (175.1)	\$ (241.1)	\$ (218.9)	\$ (803.8)	\$ (275.1)	\$ (181.0)
Amortization of intangible assets	-	-	-	-	-	-	-	-	0.5	0.5	0.3	0.3
Stock-based compensation expense	0.1	0.1	0.1	0.1	0.4	0.1	0.1	0.1	-	0.3	45.1	12.1
Payroll tax expense related to stock-based compensation	-	-	-	-	-	-	-	-	-	-	2.7	0.2
<b>Non-GAAP Sales and Marketing</b>	\$ (84.3)	\$ (107.3)	\$ (165.2)	\$ (209.8)	\$ (566.6)	\$ (168.6)	\$ (175.0)	\$ (241.0)	\$ (218.4)	\$ (803.0)	\$ (227.0)	\$ (168.4)
GAAP General and Administrative	\$ (40.8)	\$ (47.0)	\$ (63.3)	\$ (70.4)	\$ (221.5)	\$ (90.2)	\$ (98.5)	\$ (120.3)	\$ (139.0)	\$ (448.0)	\$ (376.7)	\$ (267.3)
Amortization of intangible assets	-	-	-	0.1	0.1	0.2	0.2	0.2	0.1	0.7	0.7	0.7
Stock-based compensation expense	1.0	0.9	0.9	0.9	3.7	1.0	0.8	1.4	0.3	3.5	215.3	74.9
Payroll tax expense related to stock-based compensation	-	-	-	-	-	-	-	-	-	-	13.9	0.9
Costs related to acquisitions	-	-	-	-	-	-	-	-	3.5	3.5	-	-
<b>Non-GAAP General and Administrative</b>	\$ (39.8)	\$ (46.1)	\$ (62.4)	\$ (69.4)	\$ (217.7)	\$ (89.0)	\$ (97.5)	\$ (118.7)	\$ (135.1)	\$ (440.3)	\$ (146.8)	\$ (190.8)

# GAAP to Non-GAAP Reconciliations (cont'd)

(\$ in Millions, except per share)

	Fiscal 2017					Fiscal 2018					Fiscal 2019	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
GAAP Total Costs and Expenses	\$ (303.5)	\$ (369.5)	\$ (503.1)	\$ (592.0)	\$ (1,768.1)	\$ (642.5)	\$ (698.6)	\$ (853.7)	\$ (939.6)	\$ (3,134.4)	\$ (1,932.9)	\$ (1,540.2)
Amortization of intangible assets	-	-	-	0.1	0.1	0.5	0.9	1.0	4.7	7.1	9.2	9.2
Stock-based compensation expense	2.0	2.4	2.0	3.1	9.5	2.0	1.5	2.9	2.2	8.6	859.5	293.2
Payroll tax expense related to stock-based compensation	-	-	-	-	-	-	-	-	-	-	34.5	3.4
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	-	-	-	-	-	3.4	-	-	-	3.4	23.8	141.1
Costs related to acquisitions	-	-	-	-	-	-	-	-	3.5	3.5	-	-
<b>Non-GAAP Total Costs and Expenses</b>	<b>\$ (301.5)</b>	<b>\$ (367.1)</b>	<b>\$ (501.1)</b>	<b>\$ (588.8)</b>	<b>\$ (1,758.5)</b>	<b>\$ (636.6)</b>	<b>\$ (696.2)</b>	<b>\$ (849.8)</b>	<b>\$ (929.2)</b>	<b>\$ (3,111.8)</b>	<b>\$ (1,005.9)</b>	<b>\$ (1,093.3)</b>
GAAP Loss from Operations	\$ (130.7)	\$ (130.6)	\$ (199.5)	\$ (247.4)	\$ (708.2)	\$ (245.3)	\$ (193.7)	\$ (268.7)	\$ (270.1)	\$ (977.8)	\$ (1,156.9)	\$ (672.9)
Amortization of intangible assets	-	-	-	0.1	0.1	0.5	0.9	1.0	4.7	7.1	9.2	9.2
Stock-based compensation expense	2.0	2.4	2.0	3.1	9.5	2.0	1.5	2.9	2.2	8.6	859.5	293.2
Payroll tax expense related to stock-based compensation	-	-	-	-	-	-	-	-	-	-	34.5	3.4
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	-	-	-	-	-	3.4	-	-	-	3.4	23.8	141.1
Costs related to acquisitions	-	-	-	-	-	-	-	-	3.5	3.5	-	-
<b>Non-GAAP Loss from Operations</b>	<b>\$ (128.7)</b>	<b>\$ (128.2)</b>	<b>\$ (197.5)</b>	<b>\$ (244.2)</b>	<b>\$ (698.6)</b>	<b>\$ (239.4)</b>	<b>\$ (191.3)</b>	<b>\$ (264.8)</b>	<b>\$ (259.7)</b>	<b>\$ (955.2)</b>	<b>\$ (229.9)</b>	<b>\$ (226.0)</b>
GAAP Net Loss	\$ (127.9)	\$ (126.4)	\$ (194.2)	\$ (239.8)	\$ (688.3)	\$ (234.3)	\$ (178.9)	\$ (249.2)	\$ (248.9)	\$ (911.3)	\$ (1,138.5)	\$ (644.2)
Amortization of intangible assets	-	-	-	0.1	0.1	0.5	0.9	1.0	4.7	7.1	9.2	9.2
Stock-based compensation expense	2.0	2.4	2.0	3.1	9.5	2.0	1.5	2.9	2.2	8.6	859.5	293.2
Payroll tax expense related to stock-based compensation	-	-	-	-	-	-	-	-	-	-	34.5	3.4
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	-	-	-	-	-	3.4	-	-	-	3.4	23.8	141.1
Costs related to acquisitions	-	-	-	-	-	-	-	-	3.5	3.5	-	-
<b>Adjusted Net Loss</b>	<b>\$ (125.9)</b>	<b>\$ (124.0)</b>	<b>\$ (192.2)</b>	<b>\$ (236.6)</b>	<b>\$ (678.7)</b>	<b>\$ (228.4)</b>	<b>\$ (176.5)</b>	<b>\$ (245.3)</b>	<b>\$ (238.5)</b>	<b>\$ (888.7)</b>	<b>\$ (211.5)</b>	<b>\$ (197.3)</b>
Adjusted net loss per share, basic and diluted	<u>\$ (6.67)</u>	<u>\$ (6.46)</u>	<u>\$ (9.79)</u>	<u>\$ (11.97)</u>	<u>\$ (35.04)</u>	<u>\$ (11.40)</u>	<u>\$ (8.37)</u>	<u>\$ (11.41)</u>	<u>\$ (10.82)</u>	<u>\$ (41.97)</u>	<u>\$ (9.02)</u>	<u>\$ (0.68)</u>
Weighted-average shares used to compute adjusted net loss per share, basic and diluted	<u>18.9</u>	<u>19.2</u>	<u>19.6</u>	<u>19.8</u>	<u>19.4</u>	<u>20.0</u>	<u>21.1</u>	<u>21.5</u>	<u>22.0</u>	<u>21.2</u>	<u>23.5</u>	<u>288.4</u>

# Reconciliation of GAAP to Non-GAAP Financial Measures (cont'd)

(\$ in Millions)

	Fiscal 2018		Fiscal 2019	
	Q3	Q4	Q1	Q2
<b>Adjusted EBITDA</b>				
Net loss	\$ (249.2)	\$ (248.9)	\$ (1,138.5)	\$ (644.2)
Adjusted to exclude the following:	0.0	0.0	0.0	0.0
Interest income	(19.6)	(20.1)	(19.7)	(30.0)
Other expense	(0.4)	(0.7)	(0.1)	0.3
Provision for income taxes	0.5	(0.4)	1.4	1.0
Depreciation and amortization	2.6	13.3	23.1	31.1
Costs related to acquisitions	-	3.5	-	-
Stock-based compensation expense	2.9	2.2	859.5	293.2
Payroll tax expense related to stock-based compensation	-	-	34.5	3.4
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	-	-	23.8	141.1
Adjusted EBITDA	<u>\$ (263.2)</u>	<u>\$ (251.1)</u>	<u>\$ (216.0)</u>	<u>\$ (204.1)</u>
Adjusted EBITDA Margin	(45%)	(38%)	(28%)	(24%)





# Thank you

September 4, 2019