

**Condensed Consolidated Statements of Operations**  
**(in thousands, except per share data)**  
**(unaudited)**

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2017	2016	2017	2016
<b>Revenue:</b>				
On demand	\$ 161,578	\$ 140,883	\$ 462,518	\$ 400,904
On premise	648	682	1,982	2,141
Professional and other	6,832	6,390	18,783	16,012
Total revenue	169,058	147,955	483,283	419,057
Cost of revenue <sup>(1)</sup>	69,348	64,111	199,934	180,937
<b>Gross profit</b>	99,710	83,844	283,349	238,120
<b>Operating expenses:</b>				
Product development <sup>(1)</sup>	21,885	18,743	63,562	54,893
Sales and marketing <sup>(1)</sup>	42,583	33,860	116,965	101,188
General and administrative <sup>(1)</sup>	31,004	21,677	82,625	61,955
Impairment of identified intangible assets	-	750	-	750
Total operating expenses	95,472	75,030	263,152	218,786
<b>Operating income</b>	4,238	8,814	20,197	19,334
Interest expense and other, net	(4,677)	(1,064)	(8,549)	(2,846)
<b>(Loss) income before income taxes</b>	(439)	7,750	11,648	16,488
Income tax (benefit) expense	(7,273)	3,540	(9,594)	7,199
<b>Net income</b>	\$ 6,834	\$ 4,210	\$ 21,242	\$ 9,289
<b>Net income per share attributable to common stockholders:</b>				
Basic	\$ 0.09	\$ 0.05	\$ 0.27	\$ 0.12
Diluted	\$ 0.08	\$ 0.05	\$ 0.26	\$ 0.12
Weighted average shares used in computing net income per share attributable to common stockholders:				
Basic	79,838	76,823	79,045	76,615
Diluted	82,760	78,124	82,051	77,525

<sup>(1)</sup>Includes stock-based expense as follows:

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2017	2016	2017	2016
Cost of revenue	\$ 1,040	\$ 929	\$ 2,943	\$ 2,506
Product development	2,098	1,900	6,431	5,246
Sales and marketing	3,847	1,406	11,241	8,179
General and administrative	4,779	4,020	15,117	11,452
	\$ 11,764	\$ 8,255	\$ 35,732	\$ 27,383