

**Condensed Consolidated Statements of Operations**  
(in thousands, except per share amounts)  
(Unaudited)

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2017	2016	2017	2016
<b>Revenue:</b>				
On demand	\$ 154,727	\$ 136,610	\$ 300,940	\$ 260,021
On premise	659	687	1,334	1,459
Professional and other	5,920	5,422	11,951	9,622
Total revenue	<u>161,306</u>	<u>142,719</u>	<u>314,225</u>	<u>271,102</u>
Cost of revenue <sup>(1)</sup>	<u>67,544</u>	<u>62,078</u>	<u>130,586</u>	<u>116,826</u>
<b>Gross profit</b>	<u>93,762</u>	<u>80,641</u>	<u>183,639</u>	<u>154,276</u>
<b>Operating expenses:</b>				
Product development <sup>(1)</sup>	21,290	18,878	41,677	36,150
Sales and marketing <sup>(1)</sup>	39,235	35,129	74,382	67,328
General and administrative <sup>(1)</sup>	27,370	21,932	51,621	40,278
Total operating expenses	<u>87,895</u>	<u>75,939</u>	<u>167,680</u>	<u>143,756</u>
<b>Operating income</b>	<u>5,867</u>	<u>4,702</u>	<u>15,959</u>	<u>10,520</u>
Interest expense and other, net	<u>(2,786)</u>	<u>(1,074)</u>	<u>(3,872)</u>	<u>(1,782)</u>
<b>Income before income taxes</b>	<u>3,081</u>	<u>3,628</u>	<u>12,087</u>	<u>8,738</u>
Income tax (benefit) expense	<u>(3,132)</u>	<u>1,545</u>	<u>(2,321)</u>	<u>3,659</u>
<b>Net income</b>	<u>\$ 6,213</u>	<u>\$ 2,083</u>	<u>\$ 14,408</u>	<u>\$ 5,079</u>

**Net income per share attributable to common stockholders:**

Basic	\$ 0.08	\$ 0.03	\$ 0.18	\$ 0.07
Diluted	\$ 0.08	\$ 0.03	\$ 0.18	\$ 0.07

Weighted average shares used in computing net income per share attributable to common stockholders:

Basic	79,018	76,363	78,642	76,509
Diluted	81,925	77,161	81,644	77,120

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

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2017	2016	2017	2016
Cost of revenue	\$ 1,050	\$ 826	\$ 1,903	\$ 1,577
Product development	2,454	1,897	4,333	3,346
Sales and marketing	4,266	3,799	7,394	6,773
General and administrative	6,106	4,215	10,338	7,432
	<u>\$ 13,876</u>	<u>\$ 10,737</u>	<u>\$ 23,968</u>	<u>\$ 19,128</u>