

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

|   | Three Months Ended |                   | Nine Months Ended |                    |
|---|--------------------|-------------------|-------------------|--------------------|
|   | September 30,      |                   | September 30,     |                    |
|   | 2016               | 2015              | 2016              | 2015               |
| Revenue:  |                    |                   |                   |                    |
| On demand   | \$ 140,883         | \$ 116,772        | \$ 400,904        | \$ 333,872         |
| On premise  | 682                | 834               | 2,141             | 2,301              |
| Professional and other  | 6,390              | 3,982             | 16,012            | 10,647             |
| Total revenue   | <u>147,955</u>     | <u>121,588</u>    | <u>419,057</u>    | <u>346,820</u>     |
| Cost of revenue <sup>(1) (2)</sup>  | <u>64,111</u>      | <u>51,740</u>     | <u>180,937</u>    | <u>147,795</u>     |
| Gross profit  | <u>83,844</u>      | <u>69,848</u>     | <u>238,120</u>    | <u>199,025</u>     |
| Operating expense:  |                    |                   |                   |                    |
| Product development <sup>(1)</sup>  | 18,743             | 16,858            | 54,893            | 52,919             |
| Sales and marketing <sup>(1) (2)</sup>  | 33,860             | 32,698            | 101,188           | 92,698             |
| General and administrative <sup>(1)</sup>   | 21,677             | 13,424            | 61,955            | 51,797             |
| Impairment of identified intangible assets  | 750                | 20,274            | 750               | 20,801             |
| Total operating expense   | <u>75,030</u>      | <u>83,254</u>     | <u>218,786</u>    | <u>218,215</u>     |
| Operating income (loss)   | 8,814              | (13,406)          | 19,334            | (19,190)           |
| Interest expense and other, net   | (1,064)            | (391)             | (2,846)           | (1,048)            |
| Income (loss) before income taxes   | 7,750              | (13,797)          | 16,488            | (20,238)           |
| Income tax expense (benefit)  | 3,540              | (5,605)           | 7,199             | (7,120)            |
| Net income (loss)   | <u>\$ 4,210</u>    | <u>\$ (8,192)</u> | <u>\$ 9,289</u>   | <u>\$ (13,118)</u> |
| Net income (loss) per share attributable to common stockholders   |                    |                   |                   |                    |
| Basic   | \$ 0.05            | \$ (0.11)         | \$ 0.12           | \$ (0.17)          |
| Diluted   | \$ 0.05            | \$ (0.11)         | \$ 0.12           | \$ (0.17)          |
| Weighted average shares used in computing net income (loss) per share attributable to common stockholders |                    |                   |                   |                    |
| Basic   | 76,823             | 76,564            | 76,615            | 76,772             |
| Diluted   | 78,124             | 76,564            | 77,525            | 76,772             |

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

|                            | Three Months Ended |                 | Nine Months Ended |                  |
|----------------------------|--------------------|-----------------|-------------------|------------------|
|                            | September 30,      |                 | September 30,     |                  |
|                            | 2016               | 2015            | 2016              | 2015             |
| Cost of revenue            | \$ 929             | \$ 817          | \$ 2,506          | \$ 3,267         |
| Product development        | 1,900              | 1,759           | 5,246             | 7,050            |
| Sales and marketing        | 1,406              | 3,118           | 8,179             | 10,750           |
| General and administrative | 4,020              | 2,975           | 11,452            | 9,599            |
|                            | <u>\$ 8,255</u>    | <u>\$ 8,669</u> | <u>\$ 27,383</u>  | <u>\$ 30,666</u> |

<sup>(2)</sup> Certain amounts in the prior year periods have been reclassified to conform with current period presentation.