

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

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2018	2017	2018	2017
Revenue:				
On demand	\$ 206,945	\$ 154,727	\$ 400,245	\$ 300,940
Professional and other	9,307	6,579	17,308	13,285
Total revenue	216,252	161,306	417,553	314,225
Cost of revenue ⁽¹⁾	85,741	67,544	162,401	130,586
Gross profit	130,511	93,762	255,152	183,639
Operating expenses:				
Product development ⁽¹⁾	30,771	21,290	59,811	41,677
Sales and marketing ⁽¹⁾	54,488	39,235	104,729	74,382
General and administrative ⁽¹⁾	28,444	27,370	55,534	51,621
Total operating expenses	113,703	87,895	220,074	167,680
Operating income	16,808	5,867	35,078	15,959
Interest expense and other, net	(8,518)	(2,786)	(16,188)	(3,872)
Income before income taxes	8,290	3,081	18,890	12,087
Income tax benefit	(189)	(3,132)	(490)	(2,321)
Net income	\$ 8,479	\$ 6,213	\$ 19,380	\$ 14,408
Net income per share attributable to common stockholders:				
Basic	\$ 0.10	\$ 0.08	\$ 0.23	\$ 0.18
Diluted	\$ 0.09	\$ 0.08	\$ 0.22	\$ 0.18
Weighted average shares used in computing net income per share attributable to common stockholders:				
Basic	85,124	79,018	83,156	78,642
Diluted	90,005	81,925	87,332	81,644

⁽¹⁾ Includes stock-based expense as follows:

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2018	2017	2018	2017
Cost of revenue	\$ 1,168	\$ 1,050	\$ 2,003	\$ 1,903
Product development	2,645	2,454	4,808	4,333
Sales and marketing	4,470	4,266	8,011	7,394
General and administrative	5,412	6,106	9,191	10,338
	\$ 13,695	\$ 13,876	\$ 24,013	\$ 23,968