

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

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2018	2017	2018	2017
Revenue:				
On demand	\$ 215,413	\$ 161,578	\$ 615,658	\$ 462,518
Professional and other	9,540	7,480	26,848	20,765
Total revenue	<u>224,953</u>	<u>169,058</u>	<u>642,506</u>	<u>483,283</u>
Cost of revenue ⁽¹⁾	85,540	65,794	240,319	189,000
Amortization of product technologies	8,946	5,497	26,368	14,750
Gross profit	<u>130,467</u>	<u>97,767</u>	<u>375,819</u>	<u>279,533</u>
Operating expenses:				
Product development ⁽¹⁾	28,942	21,885	88,753	63,562
Sales and marketing ⁽¹⁾	43,179	36,802	121,523	102,548
General and administrative ⁽¹⁾	30,036	31,004	85,570	82,625
Amortization of intangible assets	9,738	3,838	26,323	10,601
Total operating expenses	<u>111,895</u>	<u>93,529</u>	<u>322,169</u>	<u>259,336</u>
Operating income	18,572	4,238	53,650	20,197
Interest expense and other, net	(8,816)	(4,677)	(25,004)	(8,549)
Income (loss) before income taxes	<u>9,756</u>	<u>(439)</u>	<u>28,646</u>	<u>11,648</u>
Income tax expense (benefit)	683	(7,273)	193	(9,594)
Net income	<u>\$ 9,073</u>	<u>\$ 6,834</u>	<u>\$ 28,453</u>	<u>\$ 21,242</u>
Net income per share attributable to common stockholders:				
Basic	\$ 0.10	\$ 0.09	\$ 0.33	\$ 0.27
Diluted	\$ 0.09	\$ 0.08	\$ 0.31	\$ 0.26
Weighted average shares used in computing net income per share attributable to common stockholders:				
Basic	91,222	79,838	85,874	79,045
Diluted	96,590	82,760	90,451	82,051

⁽¹⁾ Includes stock-based expense as follows:

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2018	2017	2018	2017
Cost of revenue	\$ 1,146	\$ 1,040	\$ 3,149	\$ 2,943
Product development	2,520	2,098	7,328	6,431
Sales and marketing	4,242	3,847	12,253	11,241
General and administrative	5,571	4,779	14,762	15,117
	<u>\$ 13,479</u>	<u>\$ 11,764</u>	<u>\$ 37,492</u>	<u>\$ 35,732</u>