### SVMK INC.

**CONDENSED CONSOLIDATED BALANCE SHEETS (unaudited)**

(1)

<table>
<thead>
<tr>
<th>(in thousands)</th>
<th>June 30, 2019</th>
<th>December 31, 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents $</td>
<td>154,546</td>
<td>153,807</td>
</tr>
<tr>
<td>Accounts receivable, net of allowance</td>
<td>11,102</td>
<td>7,336</td>
</tr>
<tr>
<td>Deferred commissions, current</td>
<td>2,636</td>
<td>1,981</td>
</tr>
<tr>
<td>Prepaid expenses and other current assets</td>
<td>9,772</td>
<td>7,081</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>178,056</td>
<td>170,205</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>42,526</td>
<td>117,718</td>
</tr>
<tr>
<td>Operating lease right-of-use assets</td>
<td>61,478</td>
<td>—</td>
</tr>
<tr>
<td>Capitalized internal-use software, net</td>
<td>34,445</td>
<td>33,280</td>
</tr>
<tr>
<td>Acquisition intangible assets, net</td>
<td>21,456</td>
<td>9,324</td>
</tr>
<tr>
<td>Goodwill</td>
<td>409,772</td>
<td>336,861</td>
</tr>
<tr>
<td>Deferred commissions, non-current</td>
<td>4,823</td>
<td>3,317</td>
</tr>
<tr>
<td>Other assets</td>
<td>8,607</td>
<td>8,643</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$ 761,163</td>
<td>$ 679,348</td>
</tr>
<tr>
<td><strong>Liabilities and stockholders’ equity</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$ 3,037</td>
<td>$ 2,804</td>
</tr>
<tr>
<td>Accrued expenses and other current liabilities</td>
<td>11,102</td>
<td>9,692</td>
</tr>
<tr>
<td>Accrued compensation</td>
<td>15,066</td>
<td>20,070</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>124,334</td>
<td>101,236</td>
</tr>
<tr>
<td>Operating lease liabilities, current</td>
<td>6,910</td>
<td>—</td>
</tr>
<tr>
<td>Debt, current</td>
<td>1,900</td>
<td>1,900</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td>163,080</td>
<td>135,702</td>
</tr>
<tr>
<td>Deferred tax liabilities</td>
<td>6,181</td>
<td>4,246</td>
</tr>
<tr>
<td>Debt, non-current</td>
<td>214,565</td>
<td>215,515</td>
</tr>
<tr>
<td>Financing obligation on leased facility</td>
<td>—</td>
<td>92,009</td>
</tr>
<tr>
<td>Operating lease liabilities, non-current</td>
<td>82,763</td>
<td>—</td>
</tr>
<tr>
<td><strong>Other non-current liabilities</strong></td>
<td>5,045</td>
<td>12,493</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>471,634</td>
<td>459,965</td>
</tr>
<tr>
<td><strong>Commitments and contingencies</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Stockholders’ equity</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Preferred stock</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Common stock</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Additional paid-in capital</td>
<td>654,857</td>
<td>551,937</td>
</tr>
<tr>
<td>Accumulated other comprehensive income (loss)</td>
<td>501</td>
<td>(287)</td>
</tr>
<tr>
<td>Accumulated deficit</td>
<td>(365,830)</td>
<td>(332,268)</td>
</tr>
<tr>
<td><strong>Total stockholders’ equity</strong></td>
<td>289,529</td>
<td>219,383</td>
</tr>
<tr>
<td><strong>Total liabilities and stockholders’ equity</strong></td>
<td>$ 761,163</td>
<td>$ 679,348</td>
</tr>
</tbody>
</table>

(1) The Company adopted ASC 842 as of January 1, 2019 on a prospective basis. Amounts presented as of June 30, 2019 are under ASC 842 and amounts presented as of December 31, 2018 are under ASC 840.
<table>
<thead>
<tr>
<th>SVMK INC.</th>
</tr>
</thead>
<tbody>
<tr>
<td>CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (unaudited)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$75,139</td>
<td>$62,696</td>
<td>$143,780</td>
<td>$121,187</td>
</tr>
<tr>
<td>Cost of revenue</td>
<td>19,047</td>
<td>17,691</td>
<td>36,577</td>
<td>35,754</td>
</tr>
<tr>
<td>Gross profit</td>
<td>56,092</td>
<td>45,005</td>
<td>107,203</td>
<td>85,433</td>
</tr>
<tr>
<td>Operating expenses:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Research and development</td>
<td>22,407</td>
<td>16,292</td>
<td>43,213</td>
<td>34,232</td>
</tr>
<tr>
<td>Sales and marketing</td>
<td>29,689</td>
<td>19,879</td>
<td>55,739</td>
<td>37,300</td>
</tr>
<tr>
<td>General and administrative</td>
<td>19,746</td>
<td>13,400</td>
<td>40,302</td>
<td>26,418</td>
</tr>
<tr>
<td>Restructuring</td>
<td>—</td>
<td>28</td>
<td>(66)</td>
<td>33</td>
</tr>
<tr>
<td>Total operating expenses</td>
<td>71,842</td>
<td>49,599</td>
<td>139,188</td>
<td>97,983</td>
</tr>
<tr>
<td>Loss from operations</td>
<td>(15,750)</td>
<td>(4,594)</td>
<td>(31,985)</td>
<td>(12,550)</td>
</tr>
<tr>
<td>Interest expense</td>
<td>3,647</td>
<td>7,591</td>
<td>7,306</td>
<td>14,685</td>
</tr>
<tr>
<td>Other non-operating income (expense), net</td>
<td>575</td>
<td>(282)</td>
<td>2,554</td>
<td>351</td>
</tr>
<tr>
<td>Loss before income taxes</td>
<td>(18,822)</td>
<td>(12,467)</td>
<td>(36,737)</td>
<td>(26,884)</td>
</tr>
<tr>
<td>Provision for (benefit from) income taxes</td>
<td>(344)</td>
<td>(4)</td>
<td>(482)</td>
<td>296</td>
</tr>
<tr>
<td>Net loss</td>
<td>(18,478)</td>
<td>(12,463)</td>
<td>(36,255)</td>
<td>(27,180)</td>
</tr>
<tr>
<td>Net loss per share, basic and diluted</td>
<td>$ (0.14)</td>
<td>$ (0.12)</td>
<td>$ (0.28)</td>
<td>$ (0.27)</td>
</tr>
<tr>
<td>Weighted-average shares used in computing basic and diluted net loss per share</td>
<td>131,099</td>
<td>101,623</td>
<td>128,943</td>
<td>101,419</td>
</tr>
</tbody>
</table>

(1) The Company adopted ASC 842 as of January 1, 2019 on a prospective basis. Amounts presented for the three and six months ended June 30, 2019 are under ASC 842 and amounts presented for the three and six months ended June 30, 2018 are under ASC 840.

(2) Includes stock-based compensation, net of amounts capitalized as follows:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost of revenue</td>
<td>$991</td>
<td>$646</td>
<td>$2,087</td>
<td>$1,304</td>
</tr>
<tr>
<td>Research and development</td>
<td>5,629</td>
<td>2,966</td>
<td>10,395</td>
<td>6,413</td>
</tr>
<tr>
<td>Sales and marketing</td>
<td>3,016</td>
<td>1,147</td>
<td>5,796</td>
<td>1,915</td>
</tr>
<tr>
<td>General and administrative</td>
<td>5,518</td>
<td>3,993</td>
<td>11,987</td>
<td>7,660</td>
</tr>
<tr>
<td>Stock-based compensation, net of amounts capitalized</td>
<td>$15,154</td>
<td>$8,752</td>
<td>$30,265</td>
<td>$17,292</td>
</tr>
</tbody>
</table>

(3) Includes amortization of acquisition intangible assets as follows:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost of revenue</td>
<td>$1,403</td>
<td>$488</td>
<td>$1,891</td>
<td>$976</td>
</tr>
<tr>
<td>Sales and marketing</td>
<td>766</td>
<td>604</td>
<td>1,303</td>
<td>1,208</td>
</tr>
<tr>
<td>Amortization of acquisition intangible assets</td>
<td>$2,169</td>
<td>$1,092</td>
<td>$3,194</td>
<td>$2,184</td>
</tr>
</tbody>
</table>
SVMK INC.

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited)

Six Months Ended June 30, (in thousands)

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash flows from operating activities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net loss</td>
<td>$(36,255)</td>
<td>$(27,180)</td>
</tr>
<tr>
<td>Adjustments to reconcile net loss to net cash provided by operating activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>20,545</td>
<td>23,652</td>
</tr>
<tr>
<td>Non-cash leases expense</td>
<td>6,059</td>
<td>—</td>
</tr>
<tr>
<td>Stock-based compensation expense, net of amounts capitalized</td>
<td>30,265</td>
<td>17,292</td>
</tr>
<tr>
<td>Amortization of debt discount and issuance costs</td>
<td>150</td>
<td>484</td>
</tr>
<tr>
<td>Deferred income taxes</td>
<td>(415)</td>
<td>295</td>
</tr>
<tr>
<td>Gain on sale of a private company investment</td>
<td>(1,001)</td>
<td>(999)</td>
</tr>
<tr>
<td>Other</td>
<td>51</td>
<td>176</td>
</tr>
<tr>
<td><strong>Changes in assets and liabilities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>(1,830)</td>
<td>(814)</td>
</tr>
<tr>
<td>Prepaid expenses and other assets</td>
<td>(3,367)</td>
<td>(3,753)</td>
</tr>
<tr>
<td>Accounts payable and accrued liabilities</td>
<td>1,996</td>
<td>2,624</td>
</tr>
<tr>
<td>Accrued interest on financing lease obligation, net of payments</td>
<td>(6,311)</td>
<td>(703)</td>
</tr>
<tr>
<td>Accrued compensation</td>
<td>(6,311)</td>
<td>(3,554)</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>18,576</td>
<td>14,511</td>
</tr>
<tr>
<td>Operating lease liabilities</td>
<td>(6,731)</td>
<td>—</td>
</tr>
<tr>
<td><strong>Net cash provided by operating activities</strong></td>
<td>21,712</td>
<td>22,031</td>
</tr>
<tr>
<td><strong>Cash flows from investing activities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acquisition, net of cash acquired</td>
<td>(53,138)</td>
<td>—</td>
</tr>
<tr>
<td>Purchases of property and equipment</td>
<td>(1,335)</td>
<td>(4,809)</td>
</tr>
<tr>
<td>Capitalized internal-use software</td>
<td>(6,527)</td>
<td>(5,467)</td>
</tr>
<tr>
<td>Proceeds from sale of a private company investment</td>
<td>1,001</td>
<td>999</td>
</tr>
<tr>
<td><strong>Net cash used in investing activities</strong></td>
<td>(59,999)</td>
<td>(9,277)</td>
</tr>
<tr>
<td><strong>Cash flows from financing activities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Proceeds from stock option exercises</td>
<td>37,593</td>
<td>178</td>
</tr>
<tr>
<td>Proceeds from employee stock purchase plan</td>
<td>2,662</td>
<td>—</td>
</tr>
<tr>
<td>Employee payroll taxes paid for net share settlement of restricted stock units</td>
<td>—</td>
<td>(3,218)</td>
</tr>
<tr>
<td>Repayment of debt</td>
<td>(1,100)</td>
<td>(1,500)</td>
</tr>
<tr>
<td><strong>Net cash provided by (used in) financing activities</strong></td>
<td>39,155</td>
<td>(4,540)</td>
</tr>
<tr>
<td>Effect of exchange rate changes on cash</td>
<td>(55)</td>
<td>—</td>
</tr>
<tr>
<td><strong>Net increase in cash, cash equivalents and restricted cash</strong></td>
<td>813</td>
<td>8,214</td>
</tr>
<tr>
<td>Cash, cash equivalents and restricted cash at beginning of period</td>
<td>154,371</td>
<td>35,345</td>
</tr>
<tr>
<td><strong>Cash, cash equivalents and restricted cash at end of period</strong></td>
<td>$155,184</td>
<td>$43,559</td>
</tr>
</tbody>
</table>

**Supplemental cash flow data:**

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest paid for term debt</td>
<td>$6,913</td>
<td>$10,813</td>
</tr>
<tr>
<td>Interest paid for financing obligation on leased facility</td>
<td>—</td>
<td>$4,076</td>
</tr>
<tr>
<td>Cash paid for operating leases</td>
<td>$6,731</td>
<td>—</td>
</tr>
<tr>
<td>Income taxes paid</td>
<td>$676</td>
<td>$50</td>
</tr>
</tbody>
</table>

**Non-cash investing and financing transactions:**

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fair value of common stock issued as acquisition consideration</td>
<td>$30,092</td>
<td>—</td>
</tr>
<tr>
<td>Stock compensation included in capitalized software costs</td>
<td>$2,031</td>
<td>$756</td>
</tr>
<tr>
<td>Accrued unpaid capital expenditures</td>
<td>$321</td>
<td>$2,098</td>
</tr>
<tr>
<td>Lease liabilities arising from obtaining right-of-use assets</td>
<td>$2,477</td>
<td>—</td>
</tr>
<tr>
<td>Derecognized financing obligation related to building due to adoption of ASC 842</td>
<td>$92,009</td>
<td>—</td>
</tr>
<tr>
<td>Derecognized building due to adoption of ASC 842</td>
<td>$71,781</td>
<td>—</td>
</tr>
</tbody>
</table>