$\label{eq:SVMK} \text{SVMK INC.}$ CONDENSED CONSOLIDATED BALANCE SHEETS (unaudited) $^{(1)}$

(in thousands)	March 31, 2019		December 31, 2018	
Assets				
Current assets:				
Cash and cash equivalents	\$	165,910	\$	153,807
Accounts receivable, net of allowance		7,189		7,336
Deferred commissions, current		2,248		1,981
Prepaid expenses and other current assets		15,219		7,081
Total current assets		190,566		170,205
Property and equipment, net		45,532		117,718
Operating lease right-of-use assets		60,266		_
Capitalized internal-use software, net		33,710		33,280
Acquisition intangible assets, net		8,299		9,324
Goodwill		336,861		336,861
Deferred commissions, non-current		3,932		3,317
Other assets		8,554		8,643
Total assets	\$	687,720	\$	679,348
Liabilities and stockholders' equity	-			
Current liabilities:				
Accounts payable	\$	2,983	\$	2,804
Accrued expenses and other current liabilities		11,937		9,692
Accrued compensation		11,730		20,070
Deferred revenue		110,691		101,236
Operating lease liabilities, current		6,139		_
Debt, current		1,900		1,900
Total current liabilities		145,380		135,702
Deferred tax liabilities	-	4,341		4,246
Debt, non-current		215,040		215,515
Financing obligation on leased facility		_		92,009
Operating lease liabilities, non-current		82,528		_
Other non-current liabilities		5,436		12,493
Total liabilities		452,725		459,965
Commitments and contingencies				
Stockholders' equity:				
Preferred stock		_		_
Common stock		1		1
Additional paid-in capital		582,652		551,937
Accumulated other comprehensive loss		(306)		(287)
Accumulated deficit		(347,352)		(332,268)
Total stockholders' equity		234,995		219,383
Total liabilities and stockholders' equity	\$	687,720	\$	679,348

⁽¹⁾ The Company adopted ASC 842 as of January 1, 2019 on a prospective basis. Amounts presented for as of March 31, 2019 are under ASC 842 and amounts presented as of December 31, 2018 are under ASC 840.

 ${\color{blue} {\rm SVMK\ INC.}}$ CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (unaudited) $^{(1)}$

		Three Months Ended March 31,		
(in thousands, except per share amounts)		2019	2018	
Revenue	\$	68,641	58,491	
Cost of revenue ⁽²⁾⁽³⁾		17,530	18,063	
Gross profit		51,111	40,428	
Operating expenses:				
Research and development ⁽²⁾		20,806	17,940	
Sales and marketing (2)(3)		26,050	17,421	
General and administrative ⁽²⁾		20,556	13,018	
Restructuring		(66)	5	
Total operating expenses		67,346	48,384	
Loss from operations		(16,235)	(7,956)	
Interest expense		3,659	7,094	
Other non-operating income (expense), net		1,979	633	
Loss before income taxes	·	(17,915)	(14,417)	
Provision for (benefit from) income taxes	·	(138)	300	
Net loss	\$	(17,777)	(14,717)	
Net loss per share, basic and diluted	\$	(0.14)	(0.15)	
Weighted-average shares used in computing basic and diluted net loss per share		126,786	101,212	

⁽¹⁾ The Company adopted ASC 842 as of January 1, 2019 on a prospective basis. Amounts presented for the three months ended March 31, 2019 are under ASC 842 and amounts presented for the three months ended March 31, 2018 are under ASC 840.

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	 Three Months Ended March 31,		
(in thousands)	2019		2018
Cost of revenue	\$ 1,096	\$	658
Research and development	4,766		3,447
Sales and marketing	2,780		768
General and administrative	6,469		3,667
Stock-based compensation, net of amounts capitalized	\$ 15,111	\$	8,540

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

Three Months Ended
March 31,

(in thousands)	2019	2018
Cost of revenue	\$ 488	\$ 488
Sales and marketing	537	604
Amortization of acquisition intangible assets	\$ 1,025	\$ 1,092

SVMK INC.

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited)

Cash Ilows from operating activities \$ (1,7,77) \$ (14,717 Net Ioss \$ (1,7,77) \$ (14,717 Adjustments to reconcile net loss to net cash provided by operating activities: Secretary in the concile net loss to net cash provided by operating activities: Depreciation and amortization 9,655 11,979 Stock-based compensation expense, net of amounts capitalized 15,111 8,540 Amortization of debt discount and issuance costs 75 242 Deferred income taxes 95 143 Gain on sale of a private company investment (1,001) (999 Other (15) 175 Changes in assets and liabilities: 15 143 Accounts receivable 163 (763 Accounts payable and accrued liabilities 2,991 1,099 Accounts payable and accrued liabilities 2,991 1,099 Accrued interest on financing lease obligation, net of payments 6,359 17,444 Deferred revenue 9,575 9,728 Operating lease liabilities 1,25 - Net cash provided by operating activities 2,80 -		Т	hree Months E	nded	d March 31,	
Net loss	(in thousands)		2019	·	2018	
Adjustments for reconcile net loss to net cash provided by operating activities: Depreciation and amortization 9,655 11,979 Non-cash leases expense 1,338	Cash flows from operating activities	•				
Depreciation and amortization 9,655 11,979 Mon-cash leases expense 1,338 — Stock-based compensation expense, net of amounts capitalized 15,111 8,540 Amortization of debt discourt and issuance costs 75 242 Deferred income taxes 95 143 Gain on sale of a private company investment (1,001) (1990) Other (154) 175 Changes in assets and liabilities: 163 (763) Accounts receivable 163 (763) Prepaid expenses and other assets (2,184) (1,857) Accounts payable and accrued liabilities 2,991 1,099 Accrued interest on financing lease obligation, net of payments - (388) 4,749 Accrued compensation (8,359) (7,449) 5,759 7,728 Operating lease liabilities (8,10) (8,80) 5,763 3,763 3,763 3,763 3,763 3,763 3,763 3,764 9,875 9,728 3,783 3,764 9,875 9,728 3,783 3,763 3,7	Net loss	\$	(17,777)	\$	(14,717)	
Non-cash leases expense	Adjustments to reconcile net loss to net cash provided by operating activities:					
Stock-based compensation expense, net of amounts capitalized 15,111 8,540 Amortization of debt discount and issuance costs 75 242 Deferred income taxes 35 143 Gain on sale of a private company investment (1,001) 1999 Other (1,001) 1975 Changes in assets and liabilities:	Depreciation and amortization		9,655		11,979	
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Restricted cash (included in other assets) at end of period 580 —		\$				
		\$	•	\$	36,073	
Total cash, cash equivalents and restricted cash at end of period \$\frac{166,490}{2}\$\$ \$\frac{\$36,073}{2}\$\$					_	
	Total cash, cash equivalents and restricted cash at end of period	\$	166,490	\$	36,073	