

**SVMK INC.**  
**CONDENSED CONSOLIDATED BALANCE SHEETS (unaudited)**

<i>(in thousands)</i>	September 30, 2018	December 31, 2017
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 257,120	\$ 35,345
Accounts receivable, net of allowance	7,251	5,429
Deferred commissions, current	1,749	1,225
Prepaid expenses and other current assets	8,049	5,056
Total current assets	274,169	47,055
Property and equipment, net	124,750	131,331
Capitalized internal-use software, net	34,889	41,493
Acquisition intangible assets, net	10,357	13,594
Goodwill, net	336,861	336,861
Deferred commissions, non-current	2,814	2,006
Other assets	6,471	5,749
Total assets	<u>\$ 790,311</u>	<u>\$ 578,089</u>
<b>Liabilities and stockholders' equity</b>		
Current liabilities:		
Accounts payable	\$ 6,262	\$ 3,380
Accrued expenses and other current liabilities	14,442	10,173
Accrued compensation	15,499	14,910
Deferred revenue	101,097	84,818
Debt, current	103,282	2,032
Total current liabilities	240,582	115,313
Deferred tax liabilities	4,599	4,168
Debt, non-current	213,514	316,289
Financing obligation on leased facility	92,349	93,385
Other non-current liabilities	11,788	8,891
Total liabilities	562,832	538,046
Commitments and contingencies		
Stockholders' equity:		
Preferred stock	—	—
Common stock	1	1
Additional paid-in capital	534,863	217,594
Accumulated other comprehensive income (loss)	(315)	19
Accumulated deficit	(307,070)	(177,571)
Total stockholders' equity	227,479	40,043
Total liabilities and stockholders' equity	<u>\$ 790,311</u>	<u>\$ 578,089</u>

**SVMK INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (unaudited)**

<i>(in thousands, except per share amounts)</i>	Three Months Ended September 30,		Nine Months Ended September 30,	
	2018	2017	2018	2017
Revenue	\$ 65,205	\$ 55,309	\$ 186,392	\$ 161,761
Cost of revenue <sup>(1)(2)</sup>	23,213	16,241	58,967	47,083
Gross profit	41,992	39,068	127,425	114,678
Operating expenses:				
Research and development <sup>(1)</sup>	51,765	14,910	85,997	39,890
Sales and marketing <sup>(1)(2)</sup>	34,309	18,878	71,609	55,791
General and administrative <sup>(1)</sup>	50,391	11,169	76,809	35,298
Restructuring	—	2	33	147
Total operating expenses	136,465	44,959	234,448	131,126
Loss from operations	(94,473)	(5,891)	(107,023)	(16,448)
Interest expense	7,496	6,714	22,181	20,030
Other non-operating income (expense), net	(219)	774	132	7,950
Loss before income taxes	(102,188)	(11,831)	(129,072)	(28,528)
Provision for income taxes	174	1,151	470	3,551
Net loss	<u>\$ (102,362)</u>	<u>\$ (12,982)</u>	<u>\$ (129,542)</u>	<u>\$ (32,079)</u>
Net loss per share, basic and diluted	<u>\$ (0.99)</u>	<u>\$ (0.13)</u>	<u>\$ (1.27)</u>	<u>\$ (0.32)</u>
Weighted-average shares used in computing basic and diluted net loss per share	103,096	100,584	101,984	100,056

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

<i>(in thousands)</i>	Three Months Ended September 30,		Nine Months Ended September 30,	
	2018	2017	2018	2017
Cost of revenue	\$ 6,472	\$ 634	\$ 7,776	\$ 1,870
Research and development	37,490	2,799	43,903	7,065
Sales and marketing	14,496	1,322	16,411	6,622
General and administrative	40,354	3,667	48,014	10,806
Stock-based compensation, net of amounts capitalized	<u>\$ 98,812</u>	<u>\$ 8,422</u>	<u>\$ 116,104</u>	<u>\$ 26,363</u>

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

<i>(in thousands)</i>	Three Months Ended September 30,		Nine Months Ended September 30,	
	2018	2017	2018	2017
Cost of revenue	\$ 488	\$ 488	\$ 1,464	\$ 1,552
Sales and marketing	565	604	1,773	1,817
Amortization of acquisition intangible assets	<u>\$ 1,053</u>	<u>\$ 1,092</u>	<u>\$ 3,237</u>	<u>\$ 3,369</u>

**SVMK INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited)**

<i>(in thousands)</i>	Nine Months Ended September 30,	
	2018	2017
<b>Cash flows from operating activities</b>		
Net loss	\$ (129,542)	\$ (32,079)
Adjustments to reconcile net loss to net cash provided by operating activities:		
Depreciation and amortization	34,013	30,048
Stock-based compensation expense, net of amounts capitalized	116,104	26,363
Amortization of deferred commissions	1,107	688
Recovery of long-term note receivable	—	(1,000)
Amortization of debt discount and issuance costs	726	635
Deferred income taxes	431	3,023
Gain on sale of a private company investment and other	(765)	(6,444)
Changes in assets and liabilities:		
Accounts receivable	(1,822)	1,497
Prepaid expenses and other assets	(5,451)	(1,098)
Accounts payable and accrued liabilities	4,596	(2,189)
Accrued interest on financing lease obligation, net of payments	(1,036)	4,894
Accrued compensation	(648)	(730)
Deferred revenue	16,269	7,317
Net cash provided by operating activities	33,982	30,925
<b>Cash flows from investing activities</b>		
Purchases of property and equipment	(8,811)	(26,158)
Capitalized internal-use software	(8,857)	(11,771)
Proceeds from sale of a private company investment and other	999	15,453
Net cash used in investing activities	(16,669)	(22,476)
<b>Cash flows from financing activities</b>		
Proceeds from initial public offering, net of underwriters' discounts and concurrent private placement	232,509	—
Payments of deferred offering costs	(1,487)	—
Proceeds from stock option exercises	440	128
Employee payroll taxes paid related to net share settlement of restricted stock units	(24,566)	(5,431)
Payments to repurchase common stock	(16)	(144)
Proceeds from term and revolving debt issuance	—	298,500
Repayment of debt	(2,250)	(298,133)
Payment of debt issuance costs and other	—	(1,666)
Proceeds from tenant improvement allowances under lease financing obligation	—	8,281
Net cash provided by financing activities	204,630	1,535
<b>Net increase in cash, cash equivalents and restricted cash</b>	221,943	9,984
Cash, cash equivalents and restricted cash at beginning of period	35,345	23,287
Cash, cash equivalents and restricted cash at end of period	\$ 257,288	\$ 33,271
<b>Supplemental cash flow data:</b>		
Interest paid for term debt	\$ 16,445	\$ 14,951
Interest paid for financing obligation on leased facility	\$ 6,114	\$ —
Income taxes paid	\$ 246	\$ 357
<b>Non-cash investing and financing transactions:</b>		
Stock compensation included in capitalized software costs	\$ 1,251	\$ 2,510
Accrued unpaid capital expenditures and capitalized software development costs	\$ 600	\$ 5,862
Accrued unpaid payroll taxes related to net share settlement and offering costs	\$ 6,924	\$ —
<b>Reconciliation of cash, cash equivalents and restricted cash:</b>		
Cash and cash equivalents	\$ 257,120	\$ 33,271
Restricted cash (included in other assets)	\$ 168	\$ —
Total cash, cash equivalents and restricted cash at end of period	\$ 257,288	\$ 33,271