



# Q1 Fiscal 2020 Earnings

Supplemental Data

May 6, 2020

# Forward-Looking Statements & Non-GAAP Financial Measures

This presentation and the accompanying oral presentation contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements generally relate to future events or Lyft's future financial or operating performance. In some cases, you can identify forward looking statements because they contain words such as "may," "will," "should," "expects," "plans," "anticipates," "going to," "could," "intends," "target," "projects," "contemplates," "believes," "estimates," "predicts," "potential" or "continue" or the negative of these words or other similar terms or expressions that concern Lyft's expectations, strategy, priorities, plans or intentions. Forward-looking statements in this presentation include, but are not limited to, statements regarding Lyft's future financial and operating performance, including its outlook, cost reductions, expense run rate, and Adjusted EBITDA, demand for Lyft's products and services and the markets in which Lyft operates and the future of transportation-as-a-service as well as the impact of the COVID-19 pandemic and related public health measures on our business, results of operations, and the markets in which we operate. Lyft's expectations and beliefs regarding these matters may not materialize, and actual results in future periods are subject to risks and uncertainties that could cause actual results to differ materially from those projected, including risks related to the impact of the COVID-19 pandemic on our business and government responses thereto, and risks regarding our ability to forecast our performance due to our limited operating history and COVID-19 pandemic. The forward-looking statements contained in this presentation are also subject to other risks and uncertainties, including those more fully described in Lyft's filings with the Securities and Exchange Commission, including our Annual Report on Form 10-K that was filed with the SEC on February 28, 2020 and in our Quarterly Report on Form 10-Q that will be filed following this presentation. The forward-looking statements in this presentation are based on information available to Lyft as of the date hereof, and Lyft disclaims any obligation to update any forward-looking statements, except as required by law.

In addition to financial information presented in accordance with U.S. generally accepted accounting principles ("GAAP"), this presentation and the accompanying oral presentation include certain non-GAAP financial measures, including Contribution, Contribution Margin, Adjusted EBITDA, Adjusted EBITDA Margin, adjusted net loss, adjusted net loss per share and non-GAAP operating expenses. These non-GAAP measures are presented for supplemental informational purposes only and should not be considered a substitute for financial information presented in accordance with GAAP. These non-GAAP measures have limitations as analytical tools, and they should not be considered in isolation or as a substitute for analysis of other GAAP financial measures. A reconciliation of these measures to the most directly comparable GAAP measures is included at the end of this presentation.

This presentation and the accompanying oral presentation also contain statistical data, estimates and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This information involves many assumptions and limitations, and you are cautioned not to give undue weight to such information. We have not independently verified the accuracy or completeness of the information contained in the industry publications and other publicly available information. Accordingly, we make no representations as to the accuracy or completeness of that information nor do we undertake to update such information after the date of this presentation.

# Key Highlights

**57%**<sup>(1)</sup>

**Record  
Contribution Margin**

**(\$85M)**

**Adjusted EBITDA Loss  
Improved by 61% YoY**

**\$2.7B**<sup>(2)</sup>

**Unrestricted Cash, Cash  
Equivalents and Short-  
Term Investments**

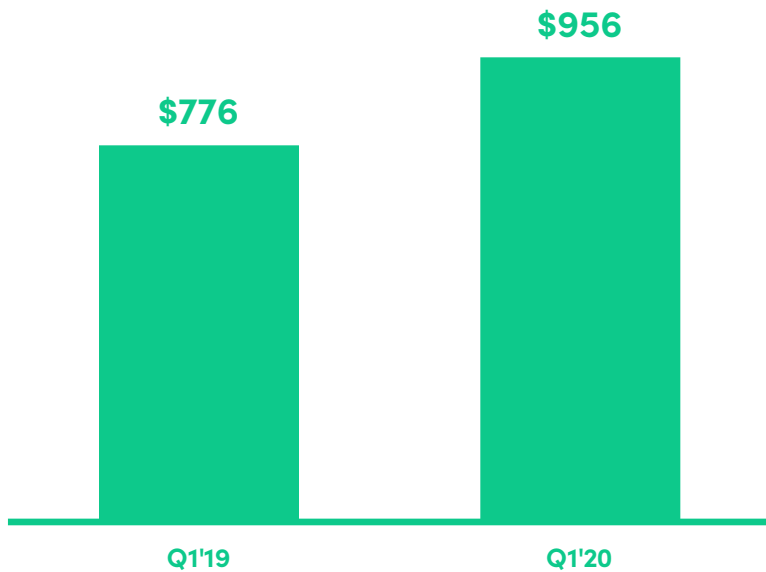
(1) Record Contribution Margin is defined as all-time high quarterly non-GAAP contribution margin.

(2) As of 3/31/20. It does not include restricted cash and restricted investments.

Note: Certain of the figures above are non-GAAP financial measures. Please see the explanation of non-GAAP measures as well as reconciliation from GAAP to Non-GAAP measures contained in the appendix to this presentation.

# Revenue

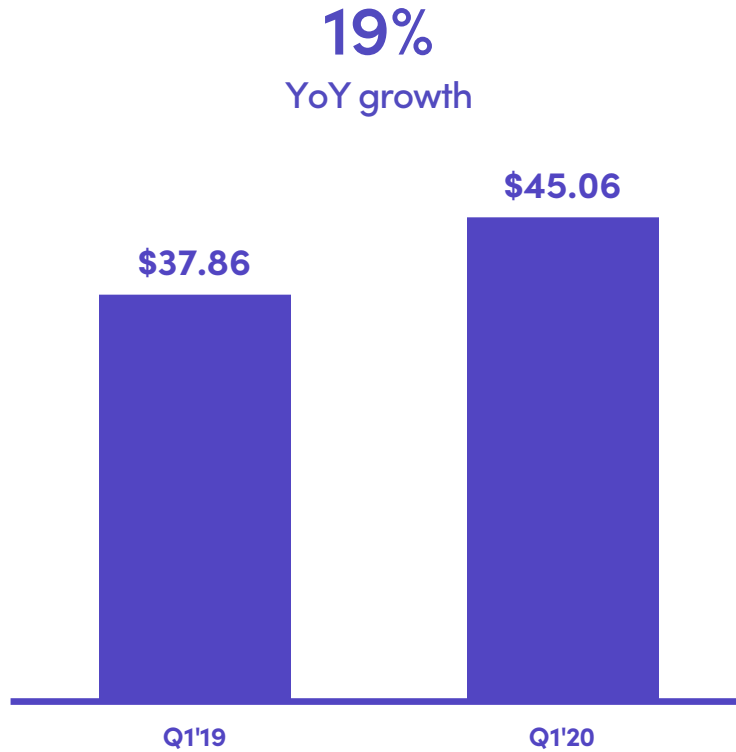
(\$ in Millions)



23%

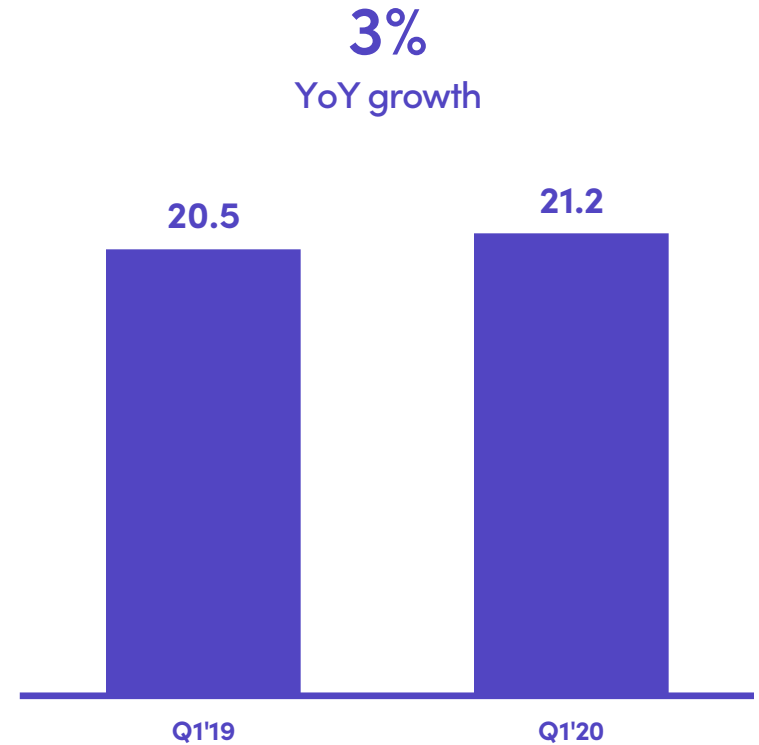
YoY Growth

## Revenue per Active Rider

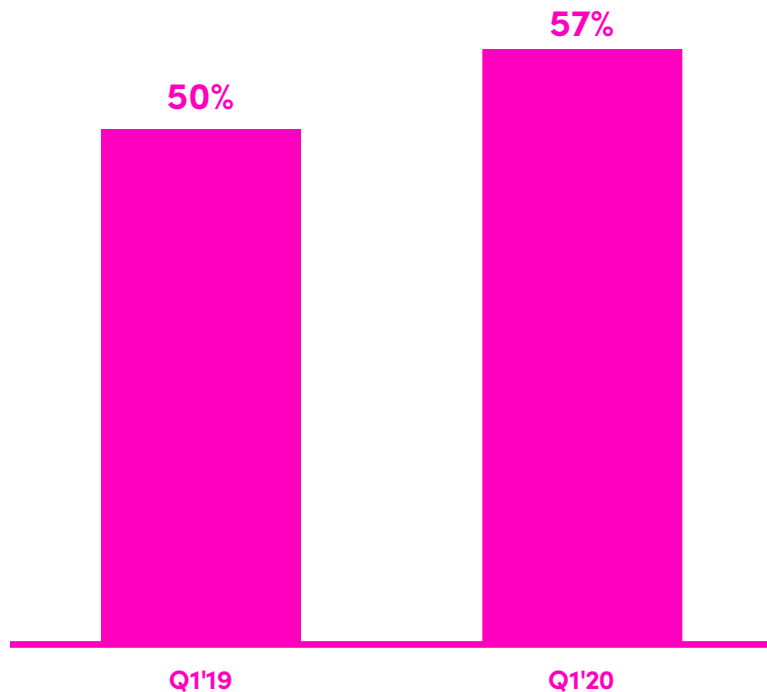


## Active Riders

(in Millions)



# Contribution Margin

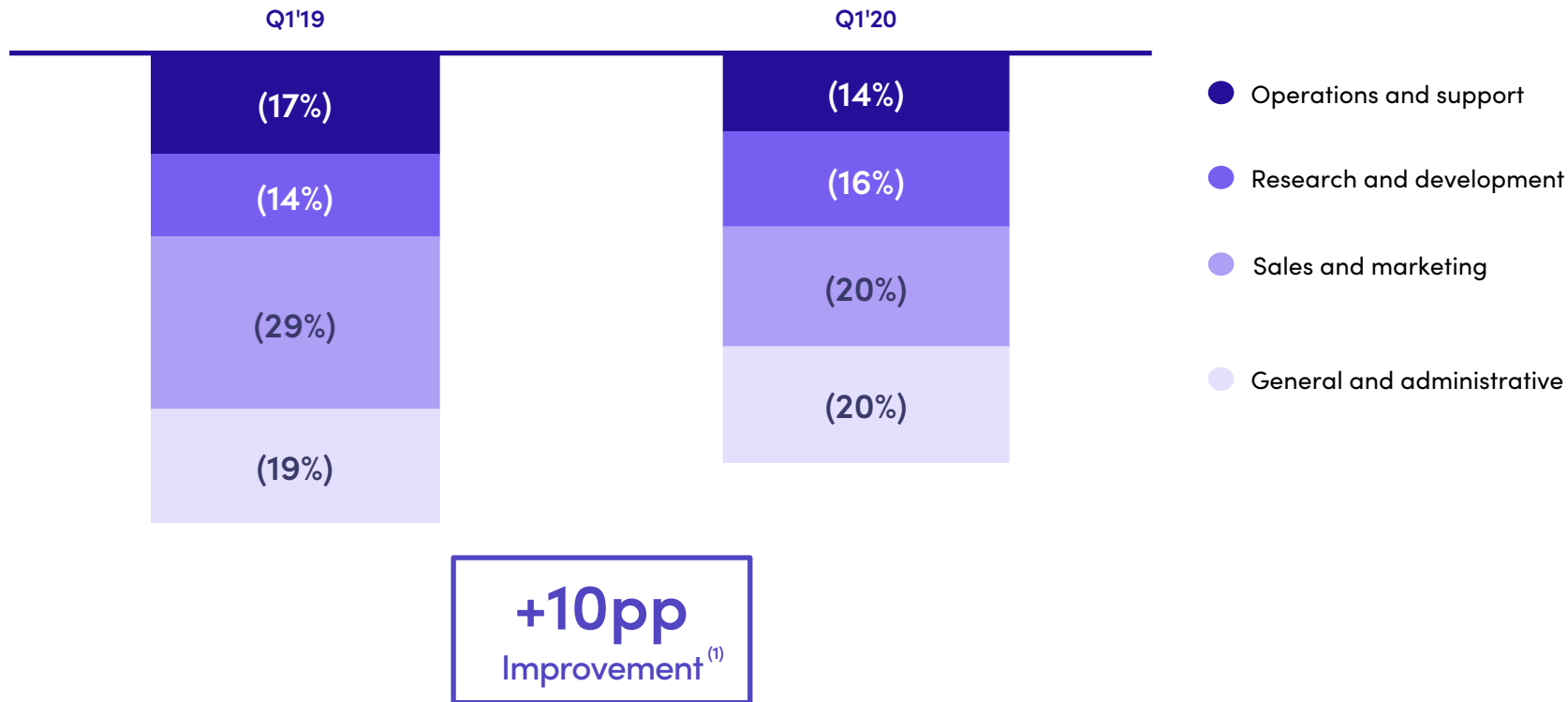


**+7pp**  
Improvement<sup>(1)</sup>

(1) Contribution margin improved 7.7 percentage points from the same period a year ago.  
Note: The figures above are non-GAAP financial measures. Please see the explanation of non-GAAP measures as well as reconciliation from GAAP to Non-GAAP measures contained in the appendix to this presentation. Contribution was \$385 million and \$547 million for Q1'19 and Q1'20, respectively.

# Non-GAAP Operating Expenses

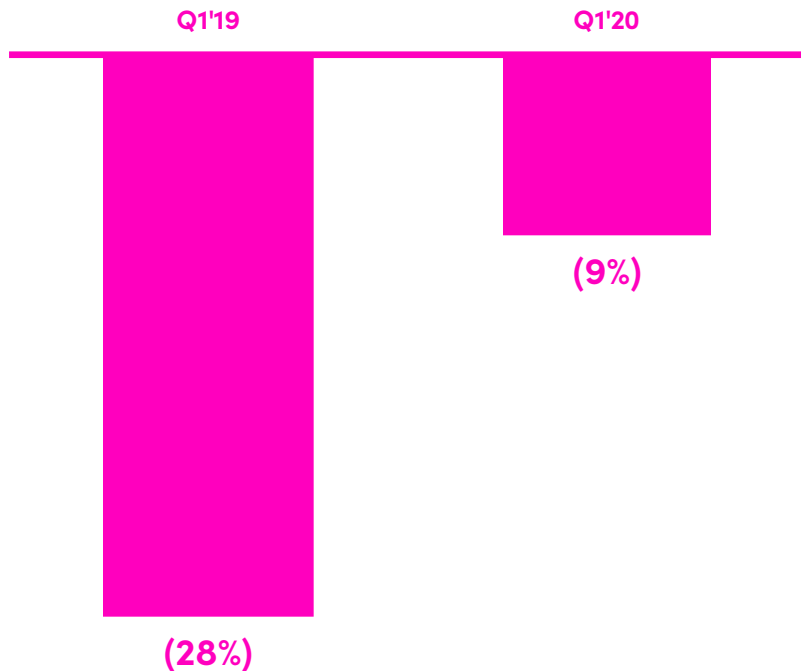
(as a % of revenue)



(1) Aggregate improvement does not equal the sum of individual component changes due to rounding.

Note: The figures above are non-GAAP financial measures. Please see the explanation of non-GAAP measures as well as reconciliation from GAAP to Non-GAAP measures contained in the appendix to this presentation.

# Adjusted EBITDA Margin

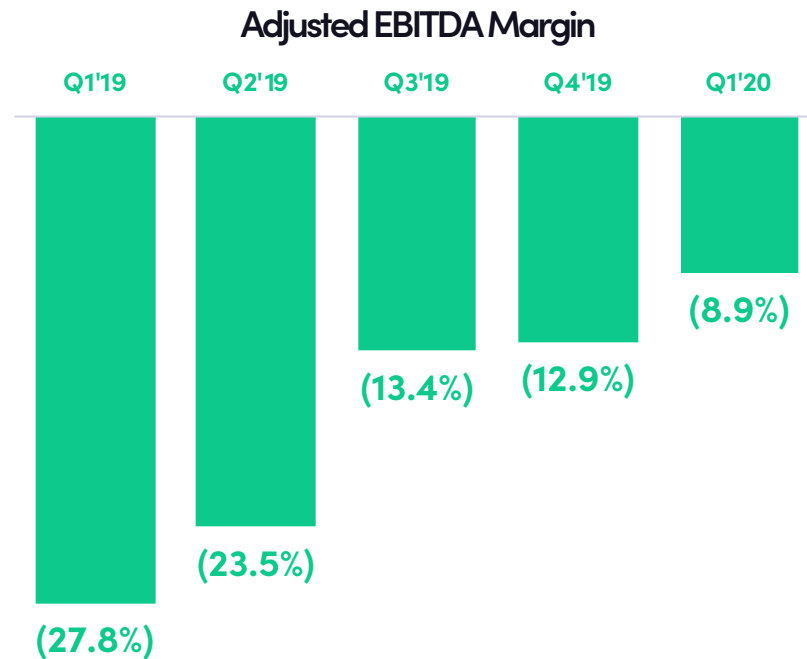
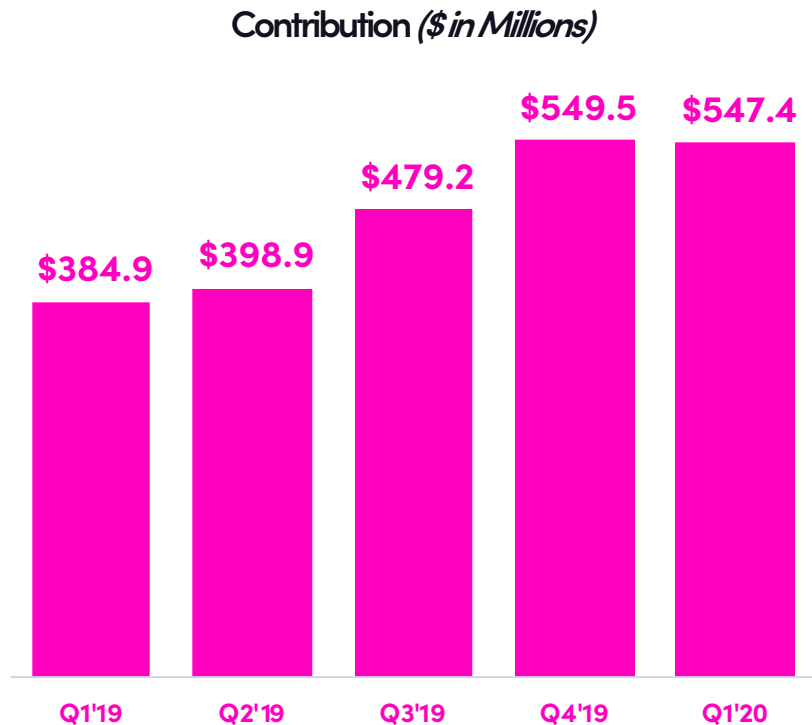


**+19pp**  
Improvement

Note: The figures above are non-GAAP financial measures. Please see the explanation of non-GAAP measures as well as reconciliation from GAAP to Non-GAAP measures contained in the appendix to this presentation. Adjusted EBITDA was (\$216) million and (\$85) million for Q1'19 and Q1'20, respectively.



# Improving Operating Leverage



Note: The figures above are non-GAAP financial measures. Please see the explanation of non-GAAP measures as well as reconciliation from GAAP to Non-GAAP measures contained in the appendix to this presentation. Adjusted EBITDA was (\$216) million, (\$204) million, (\$128) million, (\$131) million and (\$85) million for Q1'19, Q2'19, Q3'19, Q4'19 and Q1'20, respectively.

# Insurance Supplemental

# Insurance Transaction Overview

## Transaction overview

- **Transaction Summary:**
  - Signed a novation agreement for Lyft's legacy auto liability underwritten between October 1, 2015 and September 30, 2018 with a subsidiary of Enstar.
  - Lyft to separately provide retrocessional coverage for losses in excess of \$816 million on this business.
- **Transaction Costs: \$64.7M<sup>(1)</sup>**
  - COR: \$62.5M
  - G&A: \$2.2M
- **Date announced:** March 31, 2020

## Rationale

- Eliminate nearly all of Lyft's primary auto insurance liabilities related to periods preceding October 2018.
- Allow Lyft's insurance risk solutions team to spend less time on legacy claims and instead focus their efforts on managing go-forward insurance costs, an important contributor to Lyft's path to profitability.

## Related Liability and Stockholder's Equity Movements

(\$ in Millions)

	Q1 2020	April 2020 <sup>(2)</sup>
Accounts payable	\$465.0	(\$465.0)
Insurance reserves	(407.9)	-
Accumulated deficit <sup>(1)</sup>	(\$64.7)	-
<b>Total Liabilities &amp; Stockholders' Equity (Deficit)<sup>(3)</sup></b>	<b>(\$7.6)</b>	<b>(\$465.0)</b>

(1) Transaction costs adjusted in Contribution and Adjusted EBITDA were \$62.5 million and \$64.7 million, respectively.

(2) Upon the closing of the transaction in April 2020, in conjunction with resolving the outstanding payable due to Enstar in the amount of \$465 million, \$90.6 million of unrestricted cash and cash equivalents was used.

(3) Total liabilities excludes \$4.4 million in taxes and miscellaneous payments related to the transaction.

Note: Due to rounding, numbers presented may not add up precisely to the totals provided.

# Insurance Reserves

(\$ in Thousands)

	Three Months Ended		
	March 31, 2019	December 31, 2019	March 31, 2020
<b>Beginning balance</b>	<b>\$810,273</b>	<b>\$1,374,935</b>	<b>\$1,378,462</b>
Losses paid	(99,551)	(190,709)	(205,946)
Change in estimates for prior periods	23,820	18,735	58,359
Transfer of certain legacy auto insurance liabilities	–	–	(407,885)
Reserves for current period	202,442	175,501	152,142
<b>Ending Balance</b>	<b>\$936,984</b>	<b>\$1,378,462</b>	<b>\$975,132</b>

# Reconciliations from GAAP to Non-GAAP and Trended Financial Statements

# Condensed Consolidated Statement of Operations

(\$ in Millions, except per share)

	Fiscal 2018					Fiscal 2019					Fiscal 2020	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	
Revenue	\$ 397.2	\$ 504.9	\$ 585.0	\$ 669.5	\$ 2,156.6	\$ 776.0	\$ 867.3	\$ 955.6	\$ 1,017.1	\$ 3,616.0	\$ 955.7	
Cost and expenses												
Cost of revenue	260.6	293.2	322.6	367.0	1,243.4	462.9	630.1	580.7	502.8	2,176.5	542.4	
Operations and support	59.9	67.4	92.5	118.6	338.4	187.2	152.0	149.8	147.1	636.1	133.8	
Research and development	63.1	64.4	77.2	96.1	300.8	631.0	309.8	288.3	276.6	1,505.7	258.7	
Sales and marketing	168.7	175.1	241.1	218.9	803.8	275.1	181.0	163.9	194.2	814.2	196.4	
General and administrative	90.2	98.5	120.3	139.0	448.0	376.7	267.3	263.8	278.2	1,186.0	238.5	
Total costs and expenses	642.5	698.6	853.7	939.6	3,134.4	1,932.9	1,540.2	1,446.5	1,398.9	6,318.5	1,369.8	
Loss from operations	(245.3)	(193.7)	(268.7)	(270.1)	(977.8)	(1,156.9)	(672.9)	(490.9)	(381.8)	(2,702.5)	(414.1)	
Interest income	11.5	15.3	19.6	20.1	66.5	19.7	30.0	28.7	24.1	102.5	21.3	
Other income (expense), net	(0.1)	(0.3)	0.4	0.7	0.7	0.1	(0.3)	0.6	(0.3)	0.1	(3.7)	
Loss before income taxes	(233.9)	(178.7)	(248.7)	(249.3)	(910.6)	(1,137.1)	(643.2)	(461.6)	(358.0)	(2,599.9)	(396.5)	
Provision (benefit) for income taxes	0.4	0.2	0.5	(0.4)	0.7	1.4	1.0	1.9	(2.0)	2.3	1.6	
Net loss	\$ (234.3)	\$ (178.9)	\$ (249.2)	\$ (248.9)	\$ (911.3)	\$ (1,138.5)	\$ (644.2)	\$ (463.5)	\$ (356.0)	\$ (2,602.2)	\$ (398.1)	
Net loss per share, basic and diluted	\$ (11.69)	\$ (8.48)	\$ (11.58)	\$ (11.29)	\$ (43.04)	\$ (48.53)	\$ (2.23)	\$ (1.57)	\$ (1.19)	\$ (11.44)	\$ (1.31)	
Weighted-average shares used to compute net loss per share, basic and diluted	20.0	21.1	21.5	22.0	21.2	23.5	288.4	294.8	299.6	227.5	304.5	

# Condensed Consolidated Balance Sheet

(\$ in Millions)

	Fiscal 2018				Fiscal 2019				Fiscal 2020
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
<b>Assets</b>									
Current assets:									
Cash and cash equivalents	\$ 263.2	\$ 928.4	\$ 1,088.6	\$ 517.7	\$ 329.5	\$ 417.4	\$ 543.9	\$ 358.3	\$ 597.9
Short-term investments	2,016.9	1,996.2	1,609.6	1,520.2	705.4	2,892.9	2,572.6	2,491.8	2,072.0
Prepaid expenses and other current assets	180.2	219.8	261.6	282.6	345.5	367.5	426.3	397.2	474.9
Total current assets	2,460.3	3,144.4	2,959.8	2,320.5	1,380.4	3,677.8	3,542.8	3,247.3	3,144.8
Restricted cash and cash equivalents	72.4	44.2	139.2	187.4	172.5	123.0	139.4	205.0	529.1
Restricted investments	447.2	550.4	647.1	863.7	993.3	1,165.3	1,237.3	1,361.0	940.8
Other investments	-	-	-	-	-	-	-	-	10.0
Property and equipment, net	26.3	32.5	38.4	109.3	120.5	138.1	160.0	188.6	360.5
Operating lease right of use assets	-	-	-	-	304.6	347.0	412.0	441.3	307.8
Intangible assets, net	4.2	6.2	5.9	117.7	108.6	99.6	90.2	82.9	88.7
Goodwill	-	-	-	152.1	150.7	150.9	150.8	158.7	180.6
Other assets	0.8	1.0	1.0	9.4	10.3	2.8	2.7	6.6	9.5
<b>Total assets</b>	<b>\$ 3,011.2</b>	<b>\$ 3,778.7</b>	<b>\$ 3,791.4</b>	<b>\$ 3,760.1</b>	<b>\$ 3,240.9</b>	<b>\$ 5,704.5</b>	<b>\$ 5,735.2</b>	<b>\$ 5,691.4</b>	<b>\$ 5,571.8</b>
<b>Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)</b>									
Current liabilities:									
Accounts payable	\$ 55.7	\$ 68.0	\$ 47.0	\$ 32.3	\$ 39.4	\$ 12.7	\$ 36.2	\$ 38.8	\$ 540.5
Insurance reserves	466.3	574.9	691.8	810.3	937.0	1,207.4	1,374.9	1,378.5	975.1
Accrued and other current liabilities	343.2	408.8	528.1	606.2	702.0	813.2	880.8	939.9	991.4
Operating lease liabilities - current	-	-	-	-	73.7	92.5	88.9	94.2	44.1
Total current liabilities	865.2	1,051.7	1,266.9	1,448.8	1,752.1	2,125.8	2,380.8	2,451.4	2,551.1
Operating lease liabilities	-	-	-	-	263.8	295.2	359.2	382.1	305.9
Long-term, net of current portion	-	-	-	-	-	-	-	-	82.1
Other liabilities	19.4	19.8	24.3	30.5	4.6	6.3	5.7	3.9	25.2
<b>Total liabilities</b>	<b>\$ 884.6</b>	<b>\$ 1,071.5</b>	<b>\$ 1,291.2</b>	<b>\$ 1,479.3</b>	<b>\$ 2,020.5</b>	<b>\$ 2,427.3</b>	<b>\$ 2,745.7</b>	<b>\$ 2,837.4</b>	<b>\$ 2,964.3</b>
Redeemable convertible preferred stock	4,338.2	5,091.4	5,126.7	5,152.0	5,152.0	-	-	-	-
Stockholders' equity (deficit)									
Preferred stock	-	-	-	-	-	-	-	-	-
Common stock	-	-	-	-	-	-	-	-	-
Additional paid in capital	58.7	63.2	70.2	73.9	150.0	7,999.7	8,176.4	8,398.9	8,554.5
Accumulated other comprehensive income	(2.0)	(0.2)	(0.3)	0.1	2.2	5.5	4.6	2.7	(1.4)
Accumulated deficit	(2,268.3)	(2,447.2)	(2,696.4)	(2,945.3)	(4,083.8)	(4,728.0)	(5,191.5)	(5,547.6)	(5,945.6)
Total stockholders' equity (deficit)	(2,211.6)	(2,384.2)	(2,626.5)	(2,871.3)	(3,931.6)	3,277.2	2,989.5	2,854.0	2,607.5
<b>Total liabilities, redeemable convertible preferred stock and stockholders' equity (deficit)</b>	<b>\$ 3,011.2</b>	<b>\$ 3,778.7</b>	<b>\$ 3,791.4</b>	<b>\$ 3,760.0</b>	<b>\$ 3,240.9</b>	<b>\$ 5,704.5</b>	<b>\$ 5,735.2</b>	<b>\$ 5,691.4</b>	<b>\$ 5,571.8</b>

# Condensed Consolidated Statement of Cash Flows

(\$ in Millions)

	Fiscal 2018					Fiscal 2019					Fiscal 2020	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	
<b>Cash flows from operating activities</b>												
Net loss	\$ (234.3)	\$ (178.9)	\$ (249.2)	\$ (248.9)	\$ (911.3)	\$ (1,138.5)	\$ (644.2)	\$ (463.5)	\$ (356.0)	\$ (2,602.2)	\$ (398.1)	
Adjustments to reconcile net loss to net cash used in operating activities:												
Depreciation and amortization	1.2	1.7	2.6	13.3	18.8	23.1	31.1	30.1	24.0	108.3	35.5	
Stock-based compensation	2.0	1.5	2.9	2.2	8.6	859.5	293.2	242.2	204.4	1,599.3	160.0	
Amortization of premium on marketable securities	0.2	0.2	0.1	-	0.5	-	0.1	0.2	0.3	0.6	0.5	
Accretion of discount on marketable securities	(3.8)	(4.3)	(7.2)	(8.3)	(23.6)	(10.1)	(11.3)	(9.9)	(8.0)	(39.3)	(7.8)	
Loss on disposal of assets	-	-	-	-	-	-	7.6	16.8	12.2	36.6	3.2	
Other	-	0.3	-	0.7	1.0	0.1	(0.2)	0.9	(1.7)	(0.9)	0.1	
Changes in operating assets and liabilities:												
Prepaid expenses and other assets	(7.3)	(39.6)	(9.3)	(19.4)	(75.6)	(46.3)	(33.4)	(61.7)	21.9	(119.5)	(83.7)	
Operating lease right-of-use assets	-	-	-	-	-	19.5	20.5	30.6	38.0	108.6	20.3	
Accounts payable	(13.3)	11.2	(18.2)	(20.5)	(40.8)	1.2	(23.6)	21.7	5.8	5.1	500.0	
Insurance reserves	89.7	108.6	116.9	118.5	433.7	126.7	270.4	167.6	3.5	568.2	(403.3)	
Accrued and other liabilities	85.9	67.3	125.5	29.4	308.1	94.3	117.8	71.8	48.5	332.4	(25.3)	
Lease liabilities	-	-	-	-	-	(14.3)	(12.7)	(36.8)	(39.1)	(102.9)	(8.3)	
<b>Net cash provided by (used in) operating activities</b>	<b>\$ (79.7)</b>	<b>\$ (32.0)</b>	<b>\$ (35.9)</b>	<b>\$ (13.3)</b>	<b>\$ (280.6)</b>	<b>\$ (84.8)</b>	<b>\$ 15.3</b>	<b>\$ 10.0</b>	<b>\$ (46.2)</b>	<b>\$ (105.7)</b>	<b>\$ (206.9)</b>	
<b>Cash flows from investing activities</b>												
Purchases of marketable securities	\$ (1,198.2)	\$ (1,676.5)	\$ (1,476.2)	\$ (1,103.3)	\$ (5,454.2)	\$ (6,072.0)	\$ (2,974.6)	\$ (1,254.4)	\$ (1,612.7)	\$ (6,448.9)	\$ (1,179.3)	
Purchases of non-marketable securities	-	-	-	-	-	-	(105.0)	-	(37.8)	(142.8)	(75.0)	
Purchase of term deposit	-	-	-	-	-	-	(105.0)	-	(37.8)	(142.8)	(75.0)	
Proceeds from sales of marketable securities	181.7	503.7	142.5	72.5	900.4	466.2	180.9	246.3	199.6	1,093.0	406.5	
Proceeds from maturities of marketable securities	200.5	1,096.0	1,630.6	911.4	3,838.5	838.2	553.2	1,264.9	1,414.9	4,071.2	1,661.5	
Proceeds from maturity of term deposit	-	-	-	-	-	-	-	-	-	-	30.0	
Purchases of property and equipment and scooter fleet	(3.1)	(8.1)	(17.2)	(40.3)	(68.7)	(25.2)	(43.1)	(60.1)	(49.7)	(178.1)	(34.5)	
Purchases of other intangible assets	-	(2.2)	-	-	(2.2)	-	-	-	-	-	-	
Cash paid for acquisitions, net of cash acquired	-	-	-	(257.6)	(257.6)	(1.7)	(0.1)	-	(10.5)	(12.3)	(12.4)	
Other investing activities	-	-	(28.0)	28.0	-	-	0.8	3.2	3.1	7.1	0.9	
<b>Net cash provided by (used in) investing activities</b>	<b>\$ (819.1)</b>	<b>\$ (87.1)</b>	<b>\$ 251.7</b>	<b>\$ (389.3)</b>	<b>\$ (1,043.8)</b>	<b>\$ 670.3</b>	<b>\$ (2,387.9)</b>	<b>\$ 199.9</b>	<b>\$ (93.1)</b>	<b>\$ (1,610.8)</b>	<b>\$ 787.7</b>	



# Condensed Consolidated Statement of Cash Flows (cont'd)

(\$ in Millions)

	Fiscal 2018					Fiscal 2019					Fiscal 2020
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1
<b>Cash flows from financing activities</b>											
Proceeds from issuance of common stock in initial public offering, net of underwriting commissions, offering costs and reimbursements	\$ -	\$ -	\$ -	\$ (0.4)	\$ (0.4)	\$ (5.1)	\$ 2,489.3	\$ (0.1)	\$ (0.1)	\$ 2,484.0	\$ -
Repayment of loans	-	-	-	-	-	-	-	-	-	-	(6.1)
Proceeds from issuance of redeemable convertible preferred stock, net of issuance costs	54.2	753.2	35.3	-	842.7	-	-	-	-	-	-
Proceeds from exercise of stock options and other common stock issuances	1.3	3.0	4.1	1.5	9.9	1.6	0.9	12.4	3.4	18.3	2.3
Proceeds from employee stock purchase plan	-	-	-	-	-	-	-	-	14.8	14.8	-
Taxes paid related to net share settlement of equity awards	-	-	-	-	-	(784.7)	(79.2)	(78.9)	(0.1)	(942.9)	(6.8)
Principal payments on finance lease obligations	-	-	-	-	-	-	-	-	-	-	(6.2)
<b>Net cash provided by (used in) financing activities</b>	<b>\$ 55.5</b>	<b>\$ 756.2</b>	<b>\$ 39.4</b>	<b>\$ 1.1</b>	<b>\$ 852.2</b>	<b>\$ (788.2)</b>	<b>\$ 2,411.0</b>	<b>\$ (66.6)</b>	<b>\$ 18.0</b>	<b>\$ 1,574.2</b>	<b>\$ (16.8)</b>
Effect of foreign exchange on cash, cash equivalents and restricted cash and cash equivalents	-	(0.1)	-	(0.1)	(0.2)	0.1	0.2	(0.1)	0.1	0.3	(0.1)
Net increase (decrease) in cash and cash equivalents and restricted cash and cash equivalents	(843.3)	637.0	255.2	(521.3)	(472.4)	(202.6)	38.6	143.2	(121.2)	(142.0)	563.9
<b>Cash and cash equivalents and restricted cash and cash equivalents</b>											
Beginning of period	1,178.9	335.6	972.6	1,227.8	1,178.9	706.5	503.9	542.5	685.7	706.5	564.5
End of period	335.6	972.6	1,227.8	706.5	706.5	503.9	542.5	685.7	564.5	564.5	1,128.4
<b>Reconciliation of cash, cash equivalents and restricted cash and cash equivalents to the condensed consolidated balance sheets</b>											
Cash and cash equivalents	263.2	928.4	1,088.6	517.7	517.7	329.5	417.4	543.9	358.3	358.3	597.9
Restricted cash and cash equivalents	72.4	44.2	139.2	187.4	187.4	172.5	123.0	139.4	205.0	205.0	529.1
Restricted cash, included in prepaid expenses and other current assets	-	-	-	1.4	1.4	1.9	2.1	2.4	1.2	1.2	1.4
<b>Total cash, cash equivalents and restricted cash and cash equivalents</b>	<b>\$ 335.6</b>	<b>\$ 972.6</b>	<b>\$ 1,227.8</b>	<b>\$ 706.5</b>	<b>\$ 706.5</b>	<b>\$ 503.9</b>	<b>\$ 542.5</b>	<b>\$ 685.7</b>	<b>\$ 564.5</b>	<b>\$ 564.5</b>	<b>\$ 1,128.4</b>

# Non-GAAP Condensed Consolidated Statement of Operations

(\$ in Millions, except per share)

	Fiscal 2018					Fiscal 2019					Fiscal 2020
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1
Revenue	\$ 397.2	\$ 504.9	\$ 585.0	\$ 669.5	\$ 2,156.6	\$ 776.0	\$ 867.3	\$ 955.6	\$ 1,017.1	\$ 3,616.0	\$ 955.7
Cost of revenue	256.8	292.4	321.8	364.8	1,235.8	391.1	468.4	476.4	467.6	1,803.5	408.3
Operating expenses											
Operations and support	59.8	67.4	92.4	118.6	338.2	133.4	143.8	141.0	140.0	558.2	129.3
Research and development	62.4	63.9	75.9	92.3	294.5	107.6	121.9	129.5	142.9	501.9	153.8
Sales and marketing	168.6	175.0	241.0	218.4	803.0	227.0	168.4	155.3	186.9	737.6	190.8
General and administrative	89.0	97.5	118.7	135.1	440.3	146.8	190.8	202.4	226.9	766.9	186.9
Total costs and expenses	636.6	696.2	849.8	929.2	3,111.8	1,005.9	1,093.3	1,104.6	1,164.3	4,368.1	1,069.1
<b>Non-GAAP loss from operations</b>	<b>(239.4)</b>	<b>(191.3)</b>	<b>(264.8)</b>	<b>(259.7)</b>	<b>(955.2)</b>	<b>(229.9)</b>	<b>(226.0)</b>	<b>(149.0)</b>	<b>(147.2)</b>	<b>(752.1)</b>	<b>(113.4)</b>
Interest income	11.5	15.3	19.6	20.1	66.5	19.7	30.0	28.7	24.1	102.5	21.3
Other income (expense), net	(0.1)	(0.3)	0.4	0.7	0.7	0.1	(0.3)	0.6	(0.3)	0.1	(3.7)
Loss before income taxes	(228.0)	(176.3)	(244.8)	(238.9)	(888.0)	(210.1)	(196.3)	(119.7)	(123.4)	(649.5)	(95.8)
Provision (benefit) for income taxes	0.4	0.2	0.5	(0.4)	0.7	1.4	1.0	1.9	(2.0)	2.3	1.6
<b>Adjusted net loss</b>	<b>\$ (228.4)</b>	<b>\$ (176.5)</b>	<b>\$ (245.3)</b>	<b>\$ (238.5)</b>	<b>\$ (888.7)</b>	<b>\$ (211.5)</b>	<b>\$ (197.3)</b>	<b>\$ (121.6)</b>	<b>\$ (121.4)</b>	<b>\$ (651.8)</b>	<b>\$ (97.4)</b>
Adjusted net loss per share, basic and diluted	\$ (11.40)	\$ (8.37)	\$ (11.41)	\$ (10.82)	\$ (41.97)	\$ (9.02)	\$ (0.68)	\$ (0.41)	\$ (0.41)	\$ (2.87)	\$ (0.32)
Weighted-average shares used to compute adjusted net loss per share, basic and diluted	20.0	21.1	21.5	22.0	21.2	23.5	288.4	294.8	299.6	227.5	304.5

# GAAP to Non-GAAP Reconciliations

(\$ in Millions, except per share)

	Fiscal 2018					Fiscal 2019					Fiscal 2020
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1
<b>Contribution</b>											
Revenue	\$ 397.2	\$ 504.9	\$ 585.0	\$ 669.5	\$ 2,156.6	\$ 776.0	\$ 867.3	\$ 955.6	\$ 1,017.1	\$ 3,616.0	\$ 955.7
Less: cost of revenue	(260.6)	(293.2)	(322.6)	(367.0)	(1,243.4)	(462.9)	(630.1)	(580.7)	(502.8)	(2,176.5)	(542.4)
Amortization of intangible assets	0.3	0.7	0.6	2.1	3.7	5.3	5.3	5.3	3.6	19.5	2.8
Stock-based compensation expense	0.1	0.1	0.2	0.1	0.5	41.5	15.1	12.1	12.7	81.4	9.7
Payroll tax expense related to stock-based compensation	-	-	-	-	-	1.2	0.2	0.3	0.1	1.8	0.7
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	3.4	-	-	-	3.4	23.8	141.1	86.6	18.8	270.3	58.4
Transfer of certain legacy auto insurance liabilities	-	-	-	-	-	-	-	-	-	-	62.5
<b>Non-GAAP Contribution</b>	<b>\$ 140.4</b>	<b>\$ 212.5</b>	<b>\$ 263.2</b>	<b>\$ 304.7</b>	<b>\$ 920.8</b>	<b>\$ 384.9</b>	<b>\$ 398.9</b>	<b>\$ 479.2</b>	<b>\$ 549.5</b>	<b>\$ 1,812.5</b>	<b>\$ 547.4</b>
Non-GAAP Contribution Margin	35%	42%	45%	46%	43%	50%	46%	50%	54%	50%	57%
<b>Non-GAAP Operating Expenses</b>											
GAAP Operations and Support	\$ (59.9)	\$ (67.4)	\$ (92.5)	\$ (118.6)	\$ (338.4)	\$ (187.2)	\$ (152.0)	\$ (149.8)	\$ (147.1)	\$ (636.1)	\$ (133.8)
Amortization of intangible assets	-	-	-	-	-	-	-	-	-	-	-
Stock-based compensation expense	0.1	-	0.1	-	0.2	51.4	8.2	8.6	7.0	75.2	4.1
Payroll tax expense related to stock-based compensation	-	-	-	-	-	2.4	-	0.2	0.1	2.7	0.4
<b>Non-GAAP Operations and Support</b>	<b>\$ (59.8)</b>	<b>\$ (67.4)</b>	<b>\$ (92.4)</b>	<b>\$ (118.6)</b>	<b>\$ (338.2)</b>	<b>\$ (133.4)</b>	<b>\$ (143.8)</b>	<b>\$ (141.0)</b>	<b>\$ (140.0)</b>	<b>\$ (558.2)</b>	<b>\$ (129.3)</b>
GAAP Research and Development	\$ (63.1)	\$ (64.4)	\$ (77.2)	\$ (96.1)	\$ (300.8)	\$ (631.0)	\$ (309.8)	\$ (288.3)	\$ (276.6)	\$ (1,505.7)	\$ (258.7)
Amortization of intangible assets	-	-	0.2	2.0	2.2	2.9	2.9	2.9	3.0	11.7	2.9
Stock-based compensation expense	0.7	0.5	1.1	1.8	4.1	506.2	182.9	153.8	129.0	971.9	95.6
Payroll tax expense related to stock-based compensation	-	-	-	-	-	14.3	2.1	2.1	1.7	20.2	6.4
<b>Non-GAAP Research and Development</b>	<b>\$ (62.4)</b>	<b>\$ (63.9)</b>	<b>\$ (75.9)</b>	<b>\$ (92.3)</b>	<b>\$ (294.5)</b>	<b>\$ (107.6)</b>	<b>\$ (121.9)</b>	<b>\$ (129.5)</b>	<b>\$ (142.9)</b>	<b>\$ (501.9)</b>	<b>\$ (153.8)</b>
GAAP Sales and Marketing	\$ (168.7)	\$ (175.1)	\$ (241.1)	\$ (218.9)	\$ (803.8)	\$ (275.1)	\$ (181.0)	\$ (163.9)	\$ (194.2)	\$ (814.2)	\$ (196.4)
Amortization of intangible assets	-	-	-	0.5	0.5	0.3	0.3	0.3	0.3	1.2	0.3
Stock-based compensation expense	0.1	0.1	0.1	-	0.3	45.1	12.1	8.0	6.8	72.0	4.8
Payroll tax expense related to stock-based compensation	-	-	-	-	-	2.7	0.2	0.3	0.2	3.4	0.5
<b>Non-GAAP Sales and Marketing</b>	<b>\$ (168.6)</b>	<b>\$ (175.0)</b>	<b>\$ (241.0)</b>	<b>\$ (218.4)</b>	<b>\$ (803.0)</b>	<b>\$ (227.0)</b>	<b>\$ (168.4)</b>	<b>\$ (155.3)</b>	<b>\$ (186.9)</b>	<b>\$ (737.6)</b>	<b>\$ (190.8)</b>
GAAP General and Administrative	\$ (90.2)	\$ (98.5)	\$ (120.3)	\$ (139.0)	\$ (448.0)	\$ (376.7)	\$ (267.3)	\$ (263.8)	\$ (278.2)	\$ (1,186.0)	\$ (238.5)
Amortization of intangible assets	0.2	0.2	0.2	0.1	0.7	0.7	0.7	0.7	0.6	2.7	1.3
Stock-based compensation expense	1.0	0.8	1.4	0.3	3.5	215.3	74.9	59.7	48.9	398.8	45.8
Payroll tax expense related to stock-based compensation	-	-	-	-	-	13.9	0.9	1.0	0.8	16.6	1.9
Costs related to acquisitions	-	-	-	3.5	3.5	-	-	-	1.0	1.0	0.4
Transfer of certain legacy auto insurance liabilities	-	-	-	-	-	-	-	-	-	-	2.2
<b>Non-GAAP General and Administrative</b>	<b>\$ (89.0)</b>	<b>\$ (97.5)</b>	<b>\$ (118.7)</b>	<b>\$ (135.1)</b>	<b>\$ (440.3)</b>	<b>\$ (146.8)</b>	<b>\$ (190.8)</b>	<b>\$ (202.4)</b>	<b>\$ (226.9)</b>	<b>\$ (766.9)</b>	<b>\$ (186.9)</b>

# GAAP to Non-GAAP Reconciliations (cont'd)

(\$ in Millions, except per share)

	Fiscal 2018					Fiscal 2019					Fiscal 2020	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	
GAAP Total Costs and Expenses	\$ (642.5)	\$ (698.6)	\$ (853.7)	\$ (939.6)	\$ (3,134.4)	\$ (1,932.9)	\$ (1,540.2)	\$ (1,446.5)	\$ (1,398.9)	\$ (6,318.5)	\$ (1,369.8)	
Amortization of intangible assets	0.5	0.9	1.0	4.7	7.1	9.2	9.2	9.2	7.5	35.1	7.3	
Stock-based compensation expense	2.0	1.5	2.9	2.2	8.6	859.5	293.2	242.2	204.4	1,599.3	160.0	
Payroll tax expense related to stock-based compensation	-	-	-	-	-	34.5	3.4	3.9	2.9	44.7	9.9	
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	3.4	-	-	-	3.4	23.8	141.1	86.6	18.8	270.3	58.4	
Costs related to acquisitions	-	-	-	3.5	3.5	-	-	-	1.0	1.0	0.4	
Transfer of certain legacy auto insurance liabilities	-	-	-	-	-	-	-	-	-	-	64.7	
<b>Non-GAAP Total Costs and Expenses</b>	<b>\$ (636.6)</b>	<b>\$ (696.2)</b>	<b>\$ (849.8)</b>	<b>\$ (929.2)</b>	<b>\$ (3,111.8)</b>	<b>\$ (1,005.9)</b>	<b>\$ (1,093.3)</b>	<b>\$ (1,104.6)</b>	<b>\$ (1,164.3)</b>	<b>\$ (4,368.1)</b>	<b>\$ (1,069.1)</b>	
GAAP Loss from Operations	\$ (245.3)	\$ (193.7)	\$ (268.7)	\$ (270.1)	\$ (977.8)	\$ (1,156.9)	\$ (672.9)	\$ (490.9)	\$ (381.8)	\$ (2,702.5)	\$ (414.1)	
Amortization of intangible assets	0.5	0.9	1.0	4.7	7.1	9.2	9.2	9.2	7.5	35.1	7.3	
Stock-based compensation expense	2.0	1.5	2.9	2.2	8.6	859.5	293.2	242.2	204.4	1,599.3	160.0	
Payroll tax expense related to stock-based compensation	-	-	-	-	-	34.5	3.4	3.9	2.9	44.7	9.9	
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	3.4	-	-	-	3.4	23.8	141.1	86.6	18.8	270.3	58.4	
Costs related to acquisitions	-	-	-	3.5	3.5	-	-	-	1.0	1.0	0.4	
Transfer of certain legacy auto insurance liabilities	-	-	-	-	-	-	-	-	-	-	64.7	
<b>Non-GAAP Loss from Operations</b>	<b>\$ (239.4)</b>	<b>\$ (191.3)</b>	<b>\$ (264.8)</b>	<b>\$ (259.7)</b>	<b>\$ (955.2)</b>	<b>\$ (229.9)</b>	<b>\$ (226.0)</b>	<b>\$ (149.0)</b>	<b>\$ (147.2)</b>	<b>\$ (752.1)</b>	<b>\$ (113.4)</b>	
GAAP Net Loss	\$ (234.3)	\$ (178.9)	\$ (249.2)	\$ (248.9)	\$ (911.3)	\$ (1,138.5)	\$ (644.2)	\$ (463.5)	\$ (356.0)	\$ (2,602.2)	\$ (398.1)	
Amortization of intangible assets	0.5	0.9	1.0	4.7	7.1	9.2	9.2	9.2	7.5	35.1	7.3	
Stock-based compensation expense	2.0	1.5	2.9	2.2	8.6	859.5	293.2	242.2	204.4	1,599.3	160.0	
Payroll tax expense related to stock-based compensation	-	-	-	-	-	34.5	3.4	3.9	2.9	44.7	9.9	
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	3.4	-	-	-	3.4	23.8	141.1	86.6	18.8	270.3	58.4	
Costs related to acquisitions	-	-	-	3.5	3.5	-	-	-	1.0	1.0	0.4	
Transfer of certain legacy auto insurance liabilities	-	-	-	-	-	-	-	-	-	-	64.7	
<b>Adjusted Net Loss</b>	<b>\$ (228.4)</b>	<b>\$ (176.5)</b>	<b>\$ (245.3)</b>	<b>\$ (238.5)</b>	<b>\$ (888.7)</b>	<b>\$ (211.5)</b>	<b>\$ (197.3)</b>	<b>\$ (121.6)</b>	<b>\$ (121.4)</b>	<b>\$ (651.8)</b>	<b>\$ (97.4)</b>	
Adjusted net loss per share, basic and diluted	\$ (11.40)	\$ (8.37)	\$ (11.41)	\$ (10.82)	\$ (41.97)	\$ (9.02)	\$ (10.68)	\$ (0.41)	\$ (0.41)	\$ (2.87)	\$ (0.32)	
Weighted-average shares used to compute adjusted net loss per share, basic and diluted	20.0	21.1	21.5	22.0	21.2	23.5	288.4	294.8	299.6	227.5	304.5	
<b>Reconciliation of Net Loss to Non-GAAP Adjusted EBITDA</b>												
<b>GAAP Net Loss</b>	<b>\$ (234.3)</b>	<b>\$ (178.9)</b>	<b>\$ (249.2)</b>	<b>\$ (248.9)</b>	<b>\$ (911.3)</b>	<b>\$ (1,138.5)</b>	<b>\$ (644.2)</b>	<b>\$ (463.5)</b>	<b>\$ (356.0)</b>	<b>\$ (2,602.2)</b>	<b>\$ (398.1)</b>	
Adjusted to exclude the following												
Interest income	(11.5)	(15.3)	(19.6)	(20.1)	(66.5)	(19.7)	(30.0)	(28.7)	(24.1)	(102.5)	(21.3)	
Other income (expense), net	0.1	0.3	(0.4)	(0.7)	(0.7)	(0.1)	0.3	(0.6)	0.3	(0.1)	3.7	
Provision for income taxes	0.4	0.2	0.5	(0.4)	0.7	1.4	1.0	1.9	(2.0)	2.3	1.6	
Depreciation and amortization	1.2	1.7	2.6	13.3	18.8	23.1	31.1	30.1	24.0	108.3	35.5	
Stock-based compensation expense	2.0	1.5	2.9	2.2	8.6	859.5	293.2	242.2	204.4	1,599.3	160.0	
Payroll tax expense related to stock-based compensation	-	-	-	-	-	34.5	3.4	3.9	2.9	44.7	9.9	
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	3.4	-	-	-	3.4	23.8	141.1	86.6	18.8	270.3	58.4	
Costs related to acquisitions	-	-	-	3.5	3.5	-	-	-	1.0	1.0	0.4	
Transfer of certain legacy auto insurance liabilities	-	-	-	-	-	-	-	-	-	-	64.7	
<b>Adjusted EBITDA</b>	<b>\$ (238.7)</b>	<b>\$ (190.5)</b>	<b>\$ (263.2)</b>	<b>\$ (251.1)</b>	<b>\$ (943.5)</b>	<b>\$ (216.0)</b>	<b>\$ (204.1)</b>	<b>\$ (128.1)</b>	<b>\$ (130.7)</b>	<b>\$ (678.9)</b>	<b>\$ (85.2)</b>	
<b>Adjusted EBITDA Margin</b>	<b>(60.1%)</b>	<b>(37.7%)</b>	<b>(45.0%)</b>	<b>(37.5%)</b>	<b>(43.7%)</b>	<b>(27.8%)</b>	<b>(23.5%)</b>	<b>(13.4%)</b>	<b>(12.9%)</b>	<b>(18.8%)</b>	<b>(8.9%)</b>	

# Reconciliation of GAAP to Non-GAAP Financial Measures

(\$ in Millions)

	Three Months Ended March 31,	
	2020	2019
<b>Contribution</b>		
Revenue	\$ 955.7	\$ 776.0
Less cost of Revenue	(542.4)	(462.9)
Adjusted to exclude the following (as related to cost of revenue):		
Amortization of intangible assets	2.8	5.3
Stock based compensation expense	9.7	41.5
Payroll tax expense related to stock-based compensation	0.7	1.2
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	58.4	23.8
Transfer of certain legacy auto insurance liabilities	62.5	-
Contribution	\$ 547.4	\$ 384.9
Contribution Margin	57.3%	49.6%

	Three Months Ended March 31,	
	2020	2019
<b>Adjusted EBITDA</b>		
Net Loss	\$ (398.1)	\$ (1,138.5)
Adjusted to exclude the following:		
Interest income	(21.3)	(19.7)
Other income (expense), net	3.7	(0.1)
Provision for income taxes	1.6	1.4
Depreciation and amortization	35.5	23.1
Stock-based compensation expense	160.0	859.5
Payroll tax expense related to stock-based compensation	9.9	34.5
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	58.4	23.8
Costs related to acquisitions	0.4	-
Transfer of certain legacy auto insurance liabilities	64.7	-
Adjusted EBITDA	\$ (85.2)	\$ (216.0)
Adjusted EBITDA Margin	(8.9%)	(27.8%)

	Three Months Ended March 31,	
	2020	2019
<b>Adjusted Net Loss</b>		
Net Loss	\$ (398.1)	\$ (1,138.5)
Adjusted to exclude the following:		
Amortization of intangible assets	7.3	9.2
Stock-based compensation expense	160.0	859.5
Payroll tax expense related to stock-based compensation	9.9	34.5
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	58.4	23.8
Costs related to acquisitions	0.4	-
Transfer of certain legacy auto insurance liabilities	64.7	-
Adjusted Net Loss	\$ (97.4)	\$ (211.5)



# Thank you

May 6, 2020