



Q2 Fiscal 2020 Earnings

Supplemental Data

August 12, 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 and the accompanying oral 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, 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, as well as statements regarding litigation matters and the Proposition 22 ballot initiative. 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 the effect of the COVID-19 pandemic and related impact on Lyft's business, Lyft's future profitability and timing for achievement of profitability, Lyft's cost reductions, cost savings and expected expenses for 2020 and the expected impact of these cost reductions on Lyft's business and future financial performance, and trends in Lyft's business, in particular recovery in rides, the sufficiency of Lyft's unrestricted cash, cash equivalents, and short-term investments, as well as risks associated with the outcome of litigation, including a decision issued on August 10, 2020 granting a motion for preliminary injunction in an action by the People of the State of California. 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

95%

Growth in Rideshare rides during week ended July 26 vs week ended April 12⁽¹⁾

\$45 million⁽²⁾

Adjusted EBITDA loss improvement in Q2 versus most recent outlook

\$2.8 billion⁽³⁾

Unrestricted Cash, Cash Equivalents and Short-Term Investments

- Delivered Q2'20 **Adjusted EBITDA loss** of \$280 million versus initial outlook of \$360 million and most recent outlook of \$325 million
- **Revenue per Active Rider** down only 2% in Q2'20 versus Q2'19, reflecting increased revenue per rideshare ride and encouraging resilience in ride frequency
- **Revenue from bikeshare** operations increased year-over-year and quarter-over-quarter
- Achieved record low non-GAAP **sales & marketing** expense as percentage of revenue (13%), reflecting significant decline in rider incentives
- On track to realize annualized **fixed cost savings** of \$300 million by Q4'20
- Expect to achieve **Adjusted EBITDA profitability** with 20-25% fewer rides than required in original profitability target⁽⁴⁾

(1) Weekly rideshare rides were lower during the week ended April 12, 2020 than any other week in 2020 year-to-date.

(2) Q2'20 Adjusted EBITDA loss of \$280 million compares to the Company's May 6, 2020 expectation that its second quarter Adjusted EBITDA loss would not exceed \$360 million based on April 2020 ride trend and the Company's updated expectation on June 2, 2020 that its second quarter Adjusted EBITDA loss would not exceed \$325 million based on May 2020 ride trend.

(3) As of June 30, 2020

(4) The Company expects to achieve Adjusted EBITDA profitability with 20-25% fewer rides than the ride level required when the Company originally announced its Q4'21 profitability target in October 2019.

Note: Certain 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.

COVID-19 Response

Committed to being a critical lifeline for communities in need



Partnered with One Medical to provide drivers with access to virtual care and free COVID-19 screening



Distributed over 150,000 sanitizing products and masks to drivers since March



Launched Health Safety Program, including personal health certification and mask requirement for riders and drivers



Activated and expanded LyftUp Alliance, providing access to free rides with over 500 partners



Expanded Citi Bike Critical Workforce Membership Program with \$1 million commitment from Citi and Mastercard



Introduced Lyft-designed vehicle partitions in July, provided thousands of free partitions to date



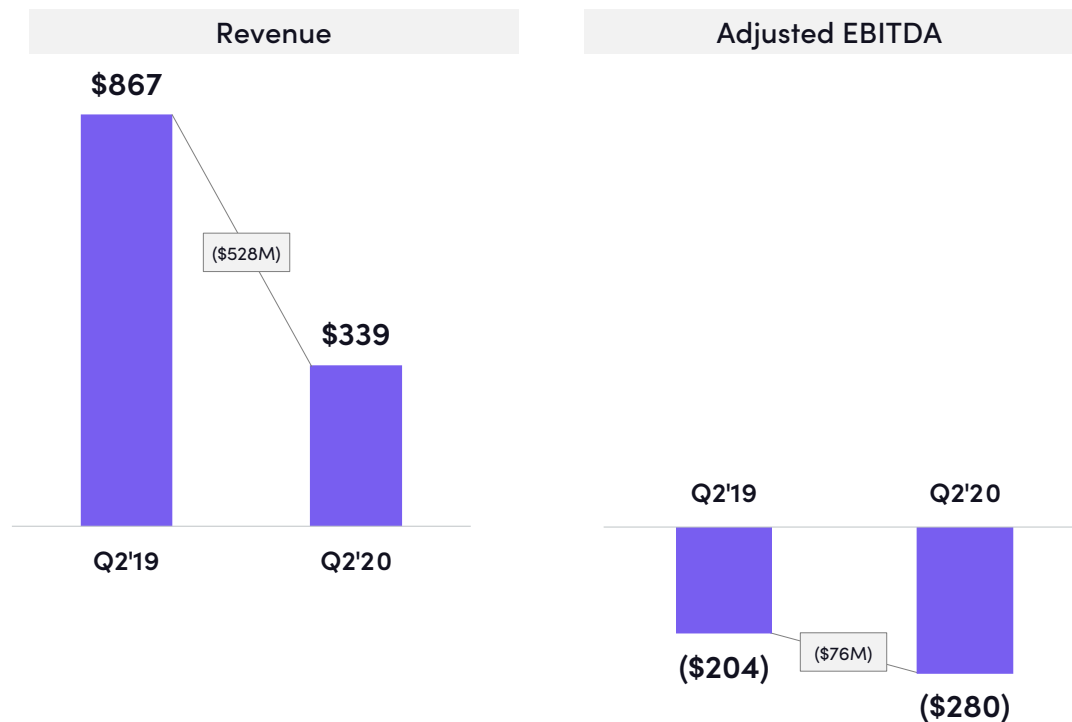
Enabled delivery of over 1 million meals to individuals and families in need through Essential Deliveries



Provided \$500,000 in ride credit to communities of color to facilitate essential transportation and equitable access in partnership with National Urban League, NAACP, National Action Network, Black Women's Roundtable, and National Bail Fund Network

Key Financial Metrics

(\$ in millions)



For every \$1 decline in revenue from
Q1'20 to Q2'20,
Adjusted EBITDA loss increased by only

32 cents⁽¹⁾

(1) Q2'20 revenue of \$339 million declined by \$616 million from \$956 million in Q1'20. Q2'20 Adjusted EBITDA loss increased by \$195 million to a loss of \$280 million versus a loss of \$85 million in Q1'20. The increase in Adjusted EBITDA loss divided by the decrease in revenue equals 0.32.

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.

Revenue per Active Rider

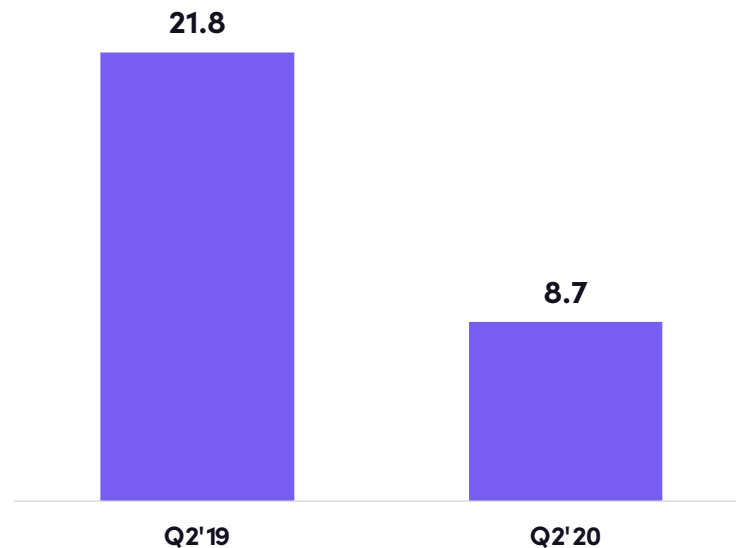


(2%)

YoY decline

Active Riders

(in millions)

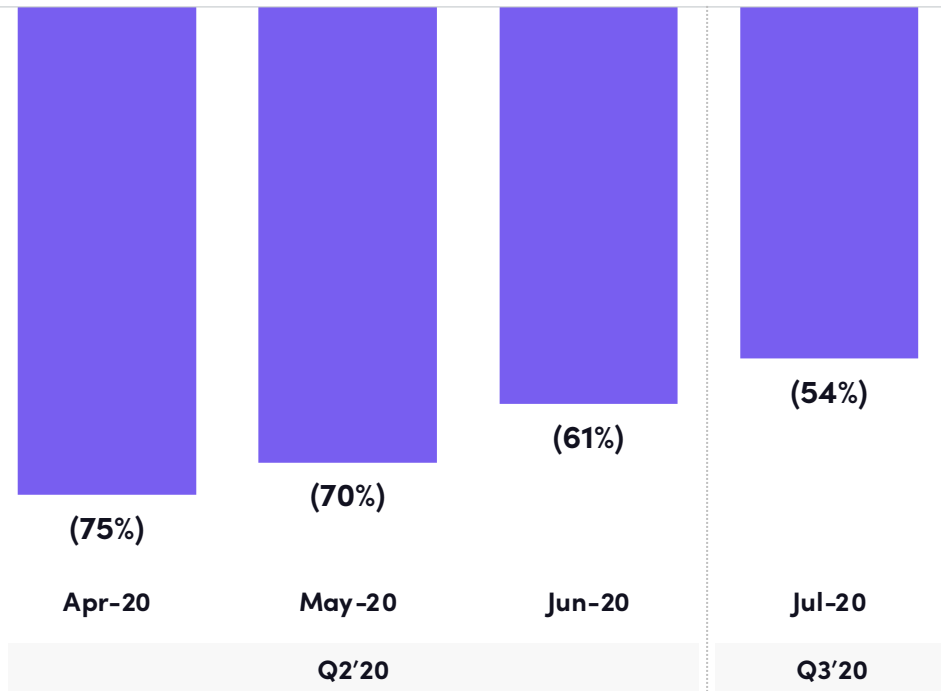


(60%)

YoY decline

Rideshare Recovery

Change in rideshare rides (year-over-year)



95%

Growth in Rideshare rides during
week ended July 26 vs week ended
April 12 ⁽¹⁾

⁽¹⁾ Weekly rideshare rides were lower during the week ended April 12, 2020 than any other week in 2020 year-to-date.
Note: Year-over-year change is based on total number of rides on the Company's rideshare platform.

Insurance Supplemental

Insurance Reserves

(\$ in thousands)

Three Months Ended						
	March 31, 2019	June 30, 2019	September 30, 2019	December 31, 2019	March 31, 2020	June 30, 2020
Beginning balance	\$810,273	\$936,984	\$1,207,380	\$1,374,935	\$1,378,462	\$975,132
Losses paid	(99,551)	(106,078)	(144,290)	(190,709)	(205,946)	(112,857)
Change in estimates for prior periods	23,820	141,122	86,618	18,735	58,359	17,410
Transfer of certain legacy auto insurance liabilities	-	-	-	-	(407,885)	-
Reserves for current period	202,442	235,352	225,227	175,501	152,142	63,951
Ending Balance	\$936,984	\$1,207,380	\$1,374,935	\$1,378,462	\$975,132	\$943,636

Q1'20 Insurance Transaction Overview

Transaction Overview

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⁽¹⁾

- COR: \$62.5M
- G&A: \$2.2M

Date announced: March 31, 2020

Date closed: April 3, 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

(1) Q1'20 transaction costs adjusted in Contribution and Adjusted EBITDA were \$62.5 million and \$64.7 million, respectively. The Company did not incur transaction costs in Q2'20 related to this transaction.

(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.

Related Liability & Stockholder's Equity Movements

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

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	Q2
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	\$ 339.3
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	251.4
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	98.6
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	203.1
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	51.8
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	221.9
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	826.8
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)	(487.5)
Interest expense	—	—	—	—	—	—	—	—	—	—	(1.5)	(6.5)
Other income (expense), net	11.4	15.0	20.0	20.8	67.2	19.8	29.7	29.3	23.8	102.6	19.1	12.1
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)	(481.9)
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	(44.8)
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)	\$ (437.1)
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)	\$ (1.41)
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	309.2

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

Condensed Consolidated Balance Sheet

(\$ in millions)

	Fiscal 2018				Fiscal 2019				Fiscal 2020	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Assets										
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	\$ 841.1
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	1,934.9
Prepaid expenses and other current assets	180.2	219.8	261.6	282.5	345.5	367.5	426.3	426.3	474.9	320.2
Total current assets	2,460.3	3,144.4	2,959.8	2,320.4	1,380.4	3,677.8	3,542.8	3,247.3	3,144.8	3,096.2
Restricted cash and cash equivalents	72.4	44.2	139.2	187.4	172.5	123.0	139.4	205.0	529.1	210.3
Restricted investments	447.2	550.4	647.1	863.7	993.3	1,165.3	1,237.3	1,361.0	940.8	971.8
Other investments	—	—	—	—	—	—	—	—	10.0	10.0
Property and equipment, net	26.3	32.5	38.4	109.3	120.5	138.1	160.0	188.6	360.5	353.6
Operating lease right of use assets	—	—	—	—	304.6	347.0	412.0	441.3	307.8	297.2
Intangible assets, net	4.2	6.2	5.9	117.7	108.6	99.6	90.2	82.9	88.7	79.7
Goodwill	—	—	—	152.1	150.7	150.9	150.8	158.7	180.6	182.8
Other assets	0.8	1.0	1.0	9.4	10.3	2.8	2.7	6.6	9.5	12.8
Total assets	\$ 3,011.2	\$ 3,778.7	\$ 3,791.4	\$ 3,760.0	\$ 3,240.9	\$ 5,704.5	\$ 5,735.2	\$ 5,691.4	\$ 5,571.8	\$ 5,214.4
Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)										
Current liabilities:										
Accounts payable	\$ 55.7	\$ 68.0	\$ 47.0	\$ 32.3	\$ 39.4	\$ 12.7	\$ 36.2	\$ 38.8	\$ 540.5	\$ 48.2
Insurance reserves	466.3	574.9	691.8	810.3	937.0	1,207.4	1,374.9	1,378.5	975.1	943.6
Accrued and other current liabilities	343.2	408.8	528.1	606.2	702.0	813.2	880.8	939.9	991.4	939.5
Operating lease liabilities - current	—	—	—	—	73.7	92.5	88.9	94.2	44.1	48.3
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	1,979.6
Operating lease liabilities	—	—	—	—	263.8	295.2	359.2	382.1	305.9	293.0
Long-term, net of current portion	—	—	—	—	—	—	—	—	82.1	623.4
Other liabilities	19.4	19.8	24.3	30.5	4.6	6.3	5.7	3.9	25.2	21.9
Total liabilities	\$ 884.6	\$ 1,071.5	\$ 1,291.2	\$ 1,479.3	\$ 2,020.5	\$ 2,427.3	\$ 2,745.7	\$ 2,837.4	\$ 2,964.3	\$ 2,917.9
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	8,674.2
Accumulated other comprehensive income	(2.0)	(0.2)	(0.3)	0.1	2.2	5.5	4.6	2.7	(1.4)	5.1
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)	(6,382.8)
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	2,296.5
Total liabilities, redeemable convertible preferred stock and stockholders' equity (deficit)	\$ 3,011.2	\$ 3,778.7	\$ 3,791.4	\$ 3,760.0	\$ 3,240.9	\$ 5,704.5	\$ 5,735.2	\$ 5,691.4	\$ 5,571.8	\$ 5,214.4

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

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	Q2
Cash flows from operating activities												
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)	\$ (437.1)
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	44.5
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	105.8
Amortization of premium on marketable securities	0.2	0.2	0.1	—	0.5	—	0.1	0.2	0.3	0.6	0.5	1.2
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)	(4.0)
Amortization of debt discount and issuance costs	—	—	—	—	—	—	—	—	—	—	—	4.1
Deferred income tax expense (benefit)	—	—	—	—	—	—	—	—	—	—	—	(46.3)
Loss on disposal of assets	—	—	—	—	—	—	7.6	16.8	12.2	36.6	3.2	10.8
Other	—	0.3	—	0.7	1.0	0.1	(0.2)	0.9	(1.7)	(0.9)	0.1	2.2
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)	155.0
Operating lease right-of-use assets	—	—	—	—	—	19.5	20.5	30.6	38.0	108.6	20.3	13.1
Accounts payable	(13.3)	11.2	(18.2)	(20.5)	(40.8)	1.2	(23.6)	21.7	5.8	5.1	500.0	(495.8)
Insurance reserves	89.7	108.6	116.9	118.5	433.7	126.7	270.4	167.6	3.5	568.2	(403.3)	(31.5)
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)	(64.3)
Lease liabilities	—	—	—	—	—	(14.3)	(12.7)	(36.8)	(39.1)	(102.9)	(8.3)	(9.4)
Net cash provided by (used in) operating activities	\$ (79.7)	\$ (32.0)	\$ (35.9)	\$ (133.0)	\$ (280.6)	\$ (84.8)	\$ 15.3	\$ 10.0	\$ (46.2)	\$ (105.7)	\$ (206.9)	\$ (751.7)
Cash flows from investing activities												
Purchases of marketable securities	\$ (1,198.2)	\$ (1,676.5)	\$ (1,476.2)	\$ (1,103.3)	\$ (5,454.2)	\$ (607.2)	\$ (2,974.6)	\$ (1,254.4)	\$ (1,612.7)	\$ (6,448.9)	\$ (1,179.3)	\$ (1,042.7)
Purchase of non-marketable securities	—	—	—	—	—	—	—	—	—	—	(10.0)	—
Purchases of term deposits	—	—	—	—	—	—	(105.0)	—	(37.8)	(142.8)	(75.0)	(288.8)
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	41.4
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	1,291.8
Proceeds from maturity of term deposit	—	—	—	—	—	—	—	—	—	—	30.0	112.8
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)	(21.7)
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	0.1
Net cash provided by (used in) investing activities	\$ (819.1)	\$ (87.1)	\$ 251.7	\$ (389.3)	\$ (1,043.8)	\$ 670.3	\$ (2,387.9)	\$ 199.9	\$ (93.1)	\$ (1,610.8)	\$ 787.7	\$ 92.9

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

Condensed Consolidated Statement of Cash Flows (continued)

(\$ in millions)

	Fiscal 2018					Fiscal 2019					Fiscal 2020	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
Cash flows from financing activities												
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)	(11.9)
Proceeds from issuance of convertible senior notes	—	—	—	—	—	—	—	—	—	—	—	734.1
Payment of debt issuance costs	—	—	—	—	—	—	—	—	—	—	—	(0.4)
Purchase of capped call	—	—	—	—	—	—	—	—	—	—	—	(132.7)
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	18.2	33.1	2.3	11.9
Taxes paid related to net share settlement of equity awards	—	—	—	—	—	(784.7)	(79.2)	(78.9)	(0.1)	(942.9)	(6.8)	(4.4)
Principal payments on finance lease obligations	—	—	—	—	—	—	—	—	—	—	(6.2)	(11.8)
Net cash provided by (used in) financing activities	\$ 55.5	\$ 756.2	\$ 39.4	\$ 1.1	\$ 852.2	\$ (788.2)	\$ 2,411.0	\$ (66.6)	\$ 18.0	\$ 1,574.2	\$ (16.8)	\$ 584.8
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)	(0.4)
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	(74.4)
Cash and cash equivalents and restricted cash and cash equivalents												
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	1,128.4
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	1,054.0
Reconciliation of cash, cash equivalents and restricted cash and cash equivalents to the condensed consolidated balance sheets												
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	841.1
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	210.3
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	2.6
Total cash, cash equivalents and restricted cash and cash equivalents	\$ 335.6	\$ 972.6	\$ 1,227.8	\$ 706.5	\$ 706.5	\$ 503.9	\$ 542.5	\$ 685.7	\$ 564.5	\$ 564.5	\$ 1,128.4	\$ 1,054.0

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

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	Q2
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	\$ 339.3
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	222.0
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	87.6
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	133.8
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	43.8
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	168.3
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	655.5
Non-GAAP loss from operations	(239.4)	(191.3)	(264.8)	(259.7)	(955.2)	(229.9)	(226.0)	(149.0)	(147.2)	(752.1)	(113.4)	(316.2)
Interest expense	—	—	—	—	—	—	—	—	—	—	(1.5)	(6.5)
Other income (expense), net	11.4	15.0	20.0	20.8	67.2	19.8	29.7	29.3	23.8	102.6	19.1	12.1
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)	(310.6)
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	(44.8)
Adjusted net loss	<u>\$ (228.4)</u>	<u>\$ (176.5)</u>	<u>\$ (245.3)</u>	<u>\$ (238.5)</u>	<u>\$ (888.7)</u>	<u>\$ (211.5)</u>	<u>\$ (197.3)</u>	<u>\$ (121.6)</u>	<u>\$ (121.4)</u>	<u>\$ (651.8)</u>	<u>\$ (97.4)</u>	<u>\$ (265.8)</u>
Adjusted net loss per share, basic and diluted	<u>\$ (11.40)</u>	<u>\$ (8.37)</u>	<u>\$ (11.41)</u>	<u>\$ (10.82)</u>	<u>\$ (41.97)</u>	<u>\$ (9.02)</u>	<u>\$ (0.68)</u>	<u>\$ (0.41)</u>	<u>\$ (0.41)</u>	<u>\$ (2.87)</u>	<u>\$ (0.32)</u>	<u>\$ (0.86)</u>
Weighted-average shares used to compute adjusted net loss per share, basic and diluted	<u>20.0</u>	<u>21.1</u>	<u>21.5</u>	<u>22.0</u>	<u>21.2</u>	<u>23.5</u>	<u>288.4</u>	<u>294.8</u>	<u>299.6</u>	<u>227.5</u>	<u>304.5</u>	<u>309.2</u>

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

GAAP to Non-GAAP Reconciliations

(\$ in millions)

	Fiscal 2018					Fiscal 2019					Fiscal 2020	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
Contribution												
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	\$ 339.3
Less: cost of revenue	(260.6)	(293.2)	(322.6)	(367.0)	(1,243.4)	(462.9)	(580.7)	(542.8)	(542.8)	(2,176.5)	(542.4)	(251.4)
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	3.7
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	4.5
Payroll tax expense related to stock-based compensation	—	—	—	—	—	1.2	0.2	0.3	0.1	1.8	0.7	0.3
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	17.4
Transfer of certain legacy auto liabilities	—	—	—	—	—	—	—	—	—	—	62.5	—
Restructuring charges	—	—	—	—	—	—	—	—	—	—	—	3.5
Non-GAAP Contribution	\$ 140.4	\$ 212.5	\$ 263.2	\$ 304.7	\$ 920.8	\$ 384.9	\$ 398.9	\$ 479.2	\$ 549.5	\$ 1,812.5	\$ 547.4	\$ 117.3
Non-GAAP Contribution Margin	35.3%	42.1%	45.0%	45.5%	42.7%	49.6%	46.0%	50.1%	54.0%	50.1%	57.3%	34.6%
Non-GAAP Operating Expenses												
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)	\$ (98.6)
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	1.5
Payroll tax expense related to stock-based compensation	—	—	—	—	—	2.4	—	0.2	0.1	2.7	0.4	0.3
Restructuring charges	—	—	—	—	—	—	—	—	—	—	—	9.2
Non-GAAP 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)	\$ (87.6)
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)	\$ (203.1)
Amortization of intangible assets	—	—	0.2	2.0	2.2	2.9	2.9	2.9	3.0	11.7	2.9	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	52.2
Payroll tax expense related to stock-based compensation	—	—	—	—	—	14.3	2.1	2.1	1.7	20.2	6.4	2.9
Restructuring charges	—	—	—	—	—	—	—	—	—	—	—	11.3
Non-GAAP 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)	\$ (133.8)
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)	\$ (51.8)
Amortization of intangible assets	—	—	—	0.5	0.5	0.3	0.3	0.3	0.3	1.2	0.3	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	4.4
Payroll tax expense related to stock-based compensation	—	—	—	—	—	2.7	0.2	0.3	0.2	3.4	0.5	0.3
Restructuring charges	—	—	—	—	—	—	—	—	—	—	—	3.0
Non-GAAP 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)	\$ (43.8)
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)	\$ (221.9)
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	1.7
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	43.2
Payroll tax expense related to stock-based compensation	—	—	—	—	—	13.9	0.9	1.0	0.8	16.6	1.9	1.2
Costs related to acquisitions	—	—	—	3.5	3.5	—	—	—	1.0	1.0	0.4	—
Transfer of certain legacy auto insurance liabilities	—	—	—	—	—	—	—	—	—	—	2.2	—
Restructuring charges	—	—	—	—	—	—	—	—	—	—	—	7.5
Non-GAAP 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)	\$ (168.3)

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

GAAP to Non-GAAP Reconciliations (continued)

(\$ in millions)

	Fiscal 2018					Fiscal 2019					Fiscal 2020	
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2
GAAP Total Costs and Expenses	\$ (642.5)	\$ (696.6)	\$ (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)	\$ (826.8)
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	8.6
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	105.8
Payroll tax expense related to stock-based compensation	—	—	—	—	—	34.5	3.4	3.9	2.9	44.7	9.9	5.0
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	17.4
Costs related to acquisitions	—	—	—	3.5	3.5	—	—	—	1.0	1.0	0.4	—
Transfer of certain legacy auto insurance liabilities	—	—	—	—	—	—	—	—	—	—	64.7	—
Restructuring charges	—	—	—	—	—	—	—	—	—	—	—	34.5
Non-GAAP 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)	\$ (655.5)
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)	\$ (487.5)
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	8.6
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	105.8
Payroll tax expense related to stock-based compensation	—	—	—	—	—	34.5	3.4	3.9	2.9	44.7	9.9	5.0
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	17.4
Costs related to acquisitions	—	—	—	3.5	3.5	—	—	—	1.0	1.0	0.4	—
Transfer of certain legacy auto insurance liabilities	—	—	—	—	—	—	—	—	—	—	64.7	—
Restructuring charges	—	—	—	—	—	—	—	—	—	—	—	34.5
Non-GAAP Loss from Operations	\$ (239.4)	\$ (191.3)	\$ (264.8)	\$ (259.7)	\$ (955.2)	\$ (229.9)	\$ (226.0)	\$ (149.0)	\$ (147.2)	\$ (752.1)	\$ (113.4)	\$ (316.2)
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)	\$ (437.1)
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	8.6
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	105.8
Payroll tax expense related to stock-based compensation	—	—	—	—	—	34.5	3.4	3.9	2.9	44.7	9.9	5.0
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	17.4
Costs related to acquisitions	—	—	—	3.5	3.5	—	—	—	1.0	1.0	0.4	—
Transfer of certain legacy auto insurance liabilities	—	—	—	—	—	—	—	—	—	—	64.7	—
Restructuring charges	—	—	—	—	—	—	—	—	—	—	—	34.5
Adjusted Net Loss	\$ (228.4)	\$ (176.5)	\$ (245.3)	\$ (238.5)	\$ (888.7)	\$ (211.5)	\$ (197.3)	\$ (121.6)	\$ (121.4)	\$ (681.8)	\$ (97.4)	\$ (265.8)
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)	\$ (0.86)
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	309.2
Reconciliation of Net Loss to Non-GAAP Adjusted EBITDA												
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)	\$ (437.1)
Adjusted to exclude the following												
Interest expense	—	—	—	—	—	—	—	—	—	—	1.5	7.0
Other income (expense), net	(11.4)	(15.0)	(20.0)	(20.8)	(67.2)	(19.8)	(29.7)	(29.3)	(23.8)	(102.6)	(19.1)	(12.1)
Provision for (benefit from) income taxes	0.4	0.2	0.5	(0.4)	0.7	1.4	1.0	1.9	(2.0)	2.3	1.6	(44.8)
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	44.5
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	105.8
Payroll tax expense related to stock-based compensation	—	—	—	—	—	34.5	3.4	3.9	2.9	44.7	9.9	5.0
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	17.4
Costs related to acquisitions	—	—	—	3.5	3.5	—	—	—	1.0	1.0	0.4	—
Transfer of certain legacy auto insurance liabilities	—	—	—	—	—	—	—	—	—	—	64.7	—
Restructuring charges	—	—	—	—	—	—	—	—	—	—	—	34.0
Adjusted EBITDA	\$ (238.7)	\$ (190.5)	\$ (263.2)	\$ (251.1)	\$ (943.5)	\$ (216.0)	\$ (204.1)	\$ (128.1)	\$ (130.7)	\$ (678.9)	\$ (85.2)	\$ (280.3)
Adjusted EBITDA Margin	(60.1%)	(37.7%)	(45.0%)	(37.5%)	(43.7%)	(27.8%)	(23.5%)	(13.4%)	(12.9%)	(18.8%)	(8.9%)	(82.6%)

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

Reconciliation of GAAP to Non-GAAP Financial Measures

(\$ in millions)

	Three Months Ended June 30,	
	2020	2019
Contribution		
Revenue	\$ 339.3	\$ 867.3
Less cost of Revenue	(251.4)	(630.1)
Adjusted to exclude the following (as related to cost of revenue):		
Amortization of intangible assets	3.7	5.3
Stock based compensation expense	4.5	15.1
Payroll tax expense related to stock-based compensation	0.3	0.2
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	17.4	141.1
Transfer of certain legacy auto insurance liabilities	—	—
Restructuring charges	3.5	—
Contribution	\$ 117.3	\$ 398.9
Contribution Margin	34.6%	46.0%
Adjusted EBITDA		
	Three Months Ended June 30,	
	2020	2019
Net Loss	\$ (437.1)	\$ (644.2)
Adjusted to exclude the following:		
Interest expense	7.0	—
Other income (expense), net	(12.1)	(29.7)
Provision for income taxes	(44.8)	1.0
Depreciation and amortization	44.5	31.1
Stock-based compensation expense	105.8	293.2
Payroll tax expense related to stock-based compensation	5.0	3.4
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	17.4	141.1
Costs related to acquisitions	—	—
Transfer of certain legacy auto insurance liabilities	—	—
Restructuring charges	34.0	—
Adjusted EBITDA	\$ (280.3)	\$ (204.1)
Adjusted EBITDA Margin	(82.6%)	(23.5%)
Adjusted Net Loss		
	Three Months Ended June 30,	
	2020	2019
Net Loss	\$ (437.1)	\$ (644.2)
Adjusted to exclude the following:		
Amortization of intangible assets	8.6	9.2
Stock-based compensation expense	105.8	293.2
Payroll tax expense related to stock-based compensation	5.0	3.4
Changes to the liabilities for insurance required by regulatory agencies attributable to historical periods	17.4	141.1
Costs related to acquisitions	—	—
Transfer of certain legacy auto insurance liabilities	—	—
Restructuring charges	34.5	—
Adjusted Net Loss	\$ (265.8)	\$ (197.3)

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

Thank you.

