



Twitter

4Q 2013 Earnings Report

Forward-looking statements and non-GAAP information

This presentation and the accompanying press release and conference call contain “forward-looking” statements that are based on our management’s beliefs and assumptions and on information currently available to management. Forward-looking statements include statements about expected financial metrics, such as revenue, non-GAAP adjusted EBITDA and EPS, as well as non-financial metrics, such as average Monthly Active Users, mobile users and timeline views, for the first quarter of 2014, the full fiscal year and beyond. They also include statements about our possible or assumed business strategies, competitive position, industry environment, potential growth opportunities, potential market opportunities and the effects of competition.

Forward-looking statements include all statements that are not historical facts and can be identified by terms such as “anticipates,” “believes,” “could,” “seeks,” “estimates,” “intends,” “may,” “plans,” “potential,” “predicts,” “projects,” “should,” “will,” “would” or similar expressions and the negatives of those terms. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. For a discussion of these risks, you should read our filings with the Securities and Exchange Commission (SEC), including our Annual Report on Form 10-K that will be filed with the SEC. In addition, please note that the date of this presentation is February 5, 2014, and any forward-looking statements contained herein are based on assumptions that we believe to be reasonable as of this date. Except as required by law, we assume no obligation to update these forward-looking statements publicly, or to update the reasons actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

This presentation includes certain non-GAAP financial measures as defined by SEC rules. As required by Regulation G, we have provided a reconciliation of those measures to the most directly comparable GAAP measures, which is available in the Appendix.



Key metrics

Q4 2013



241

Million MAUs



613

Timeline Views
/ MAU



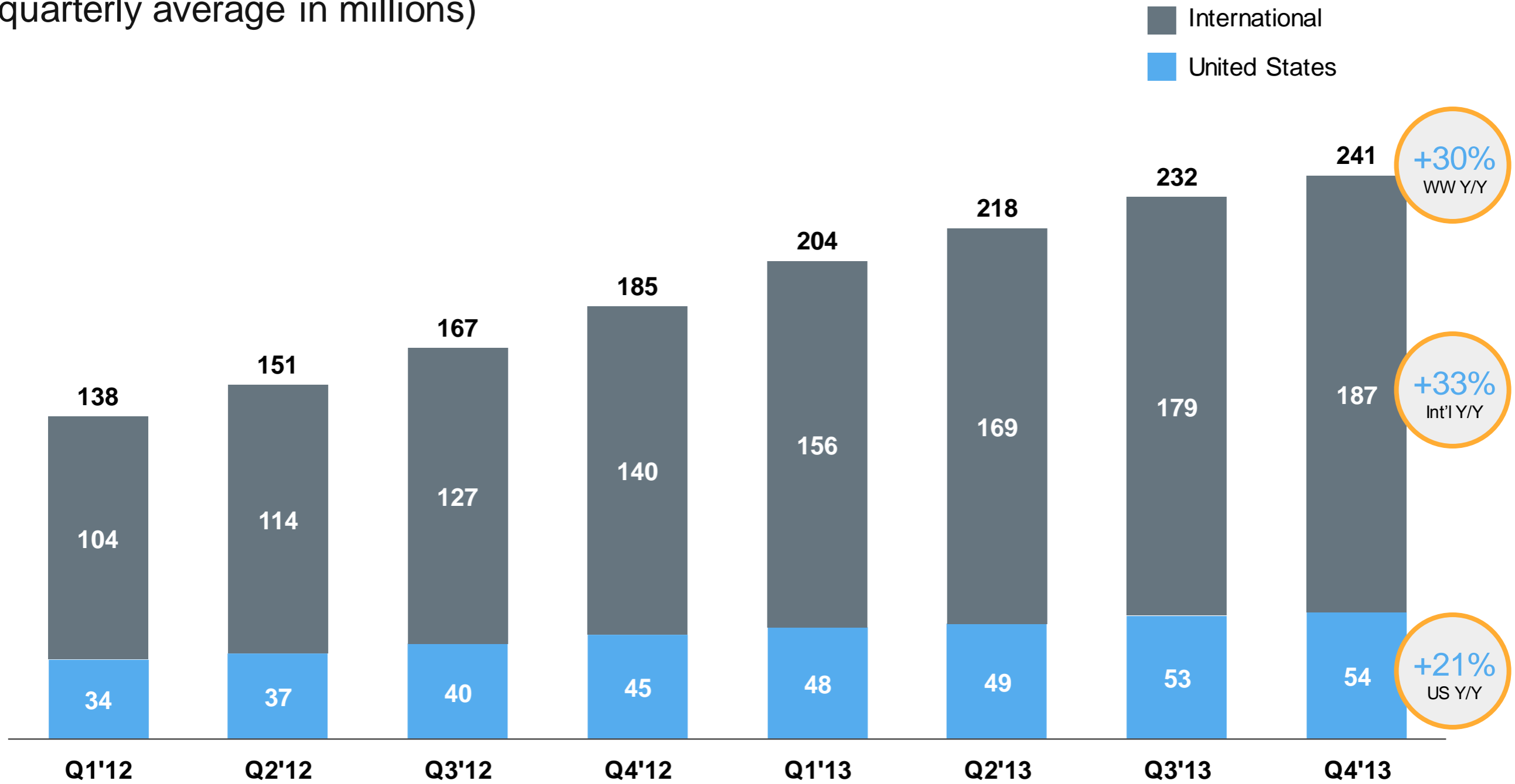
\$1.49

Ad Revenue / 1000
Timeline Views



Monthly active users

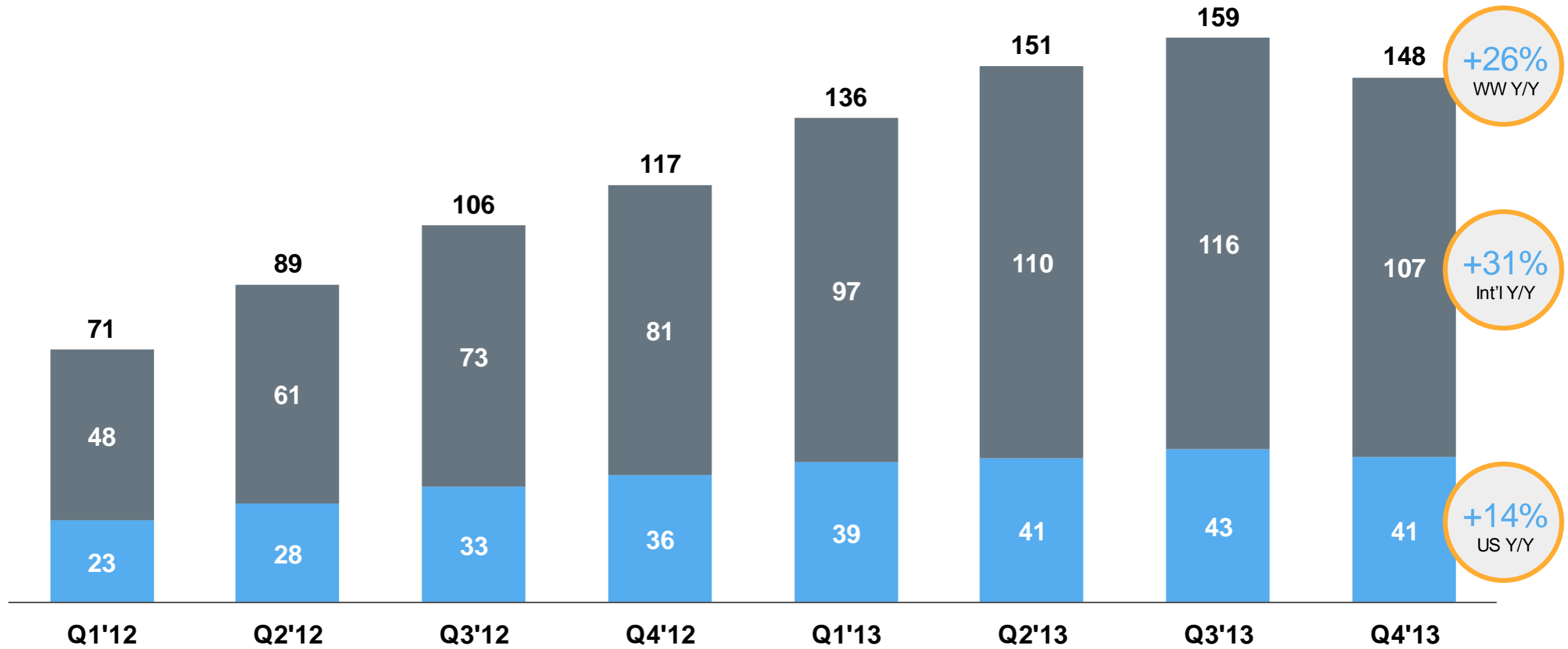
(quarterly average in millions)



Timeline views

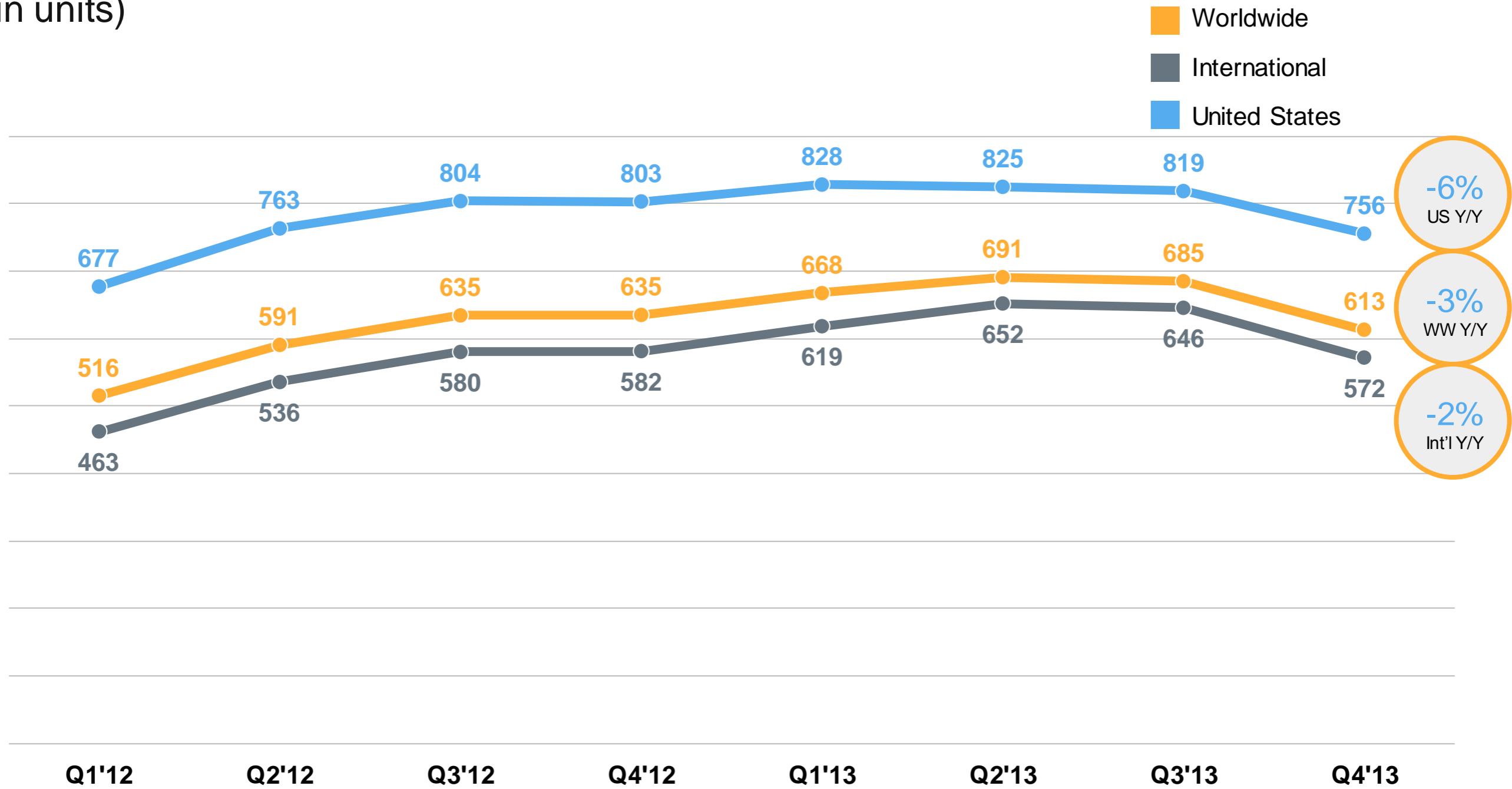
(in billions)

International
United States



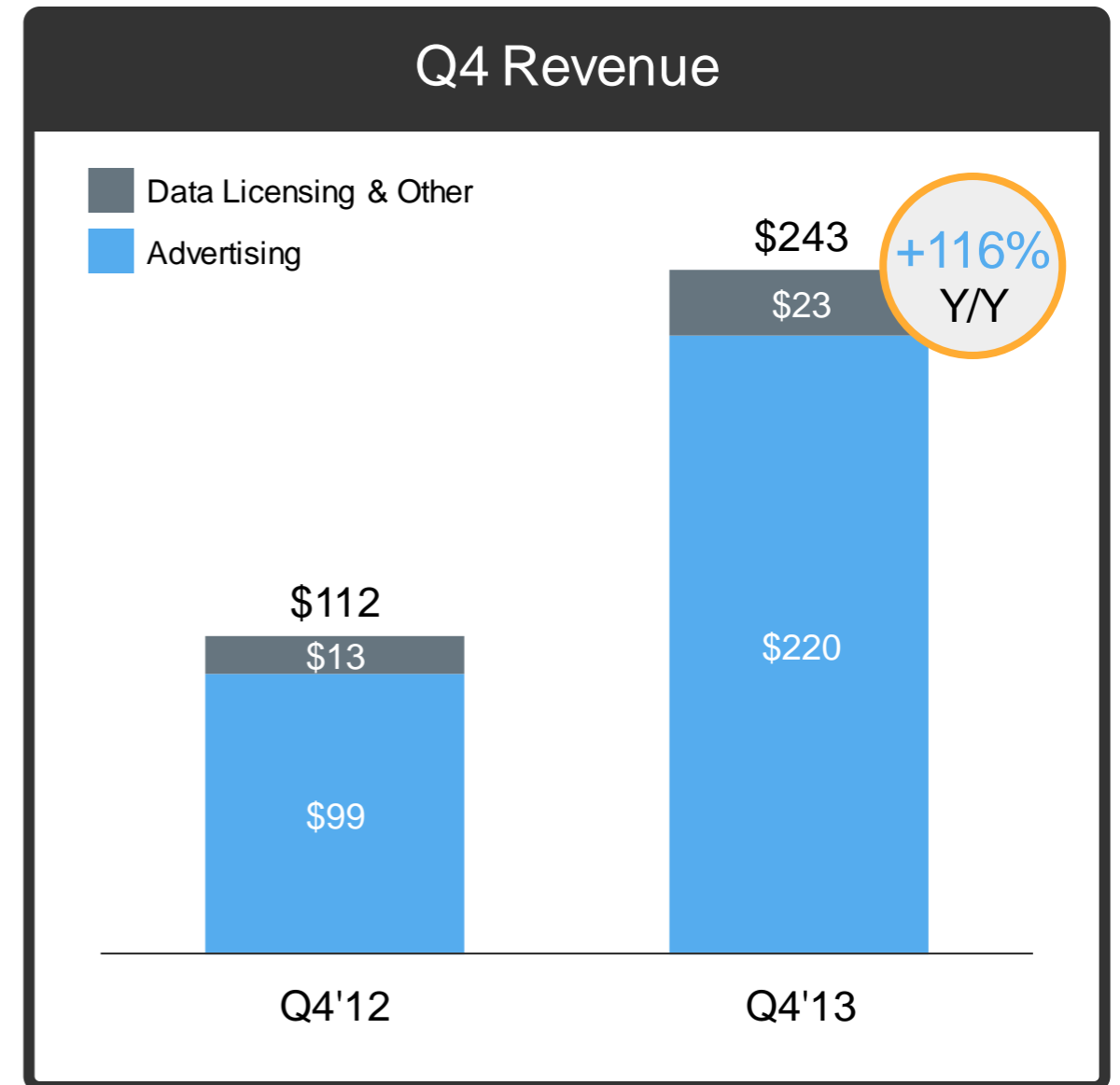
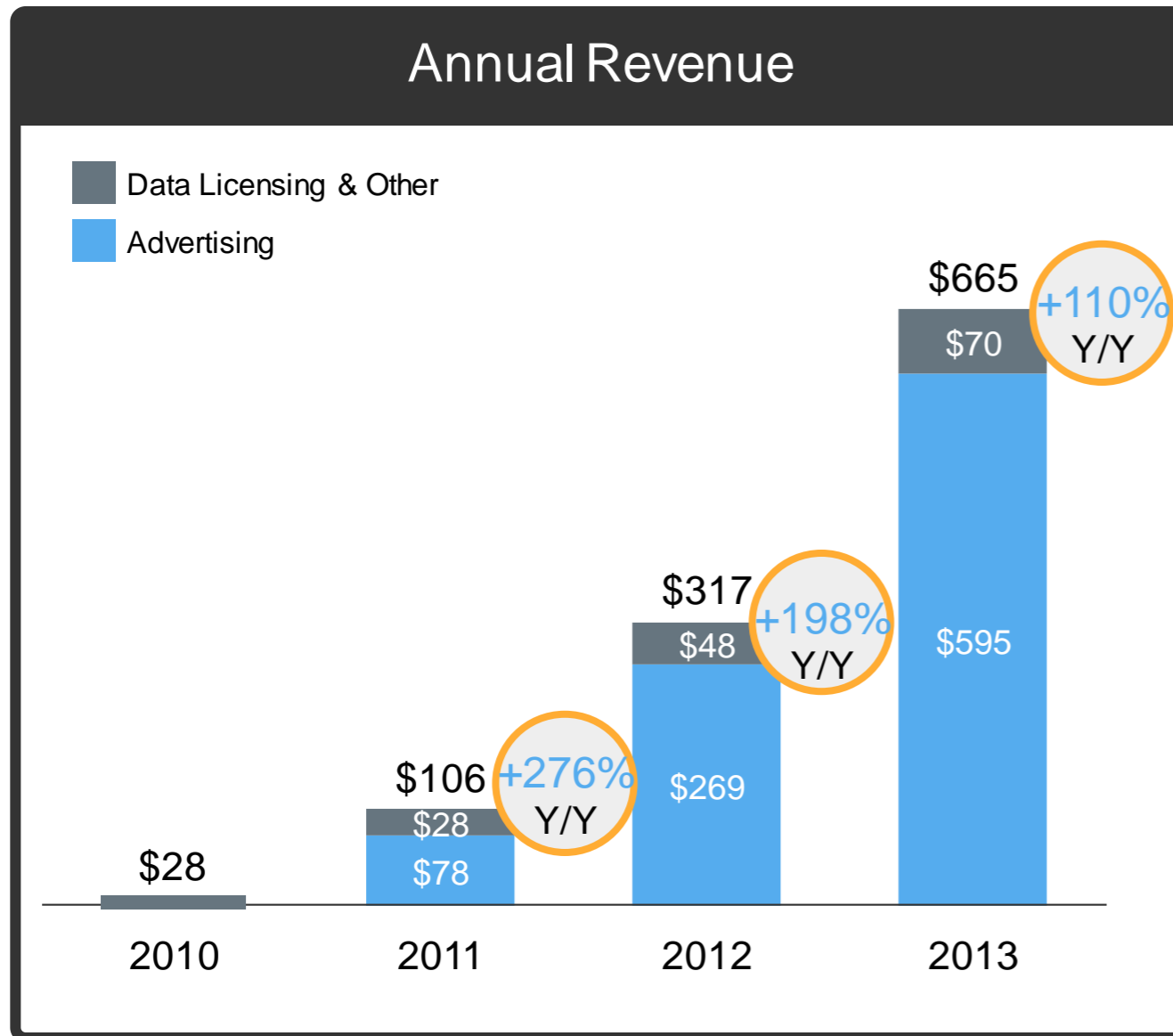
Timeline views / MAU

(in units)



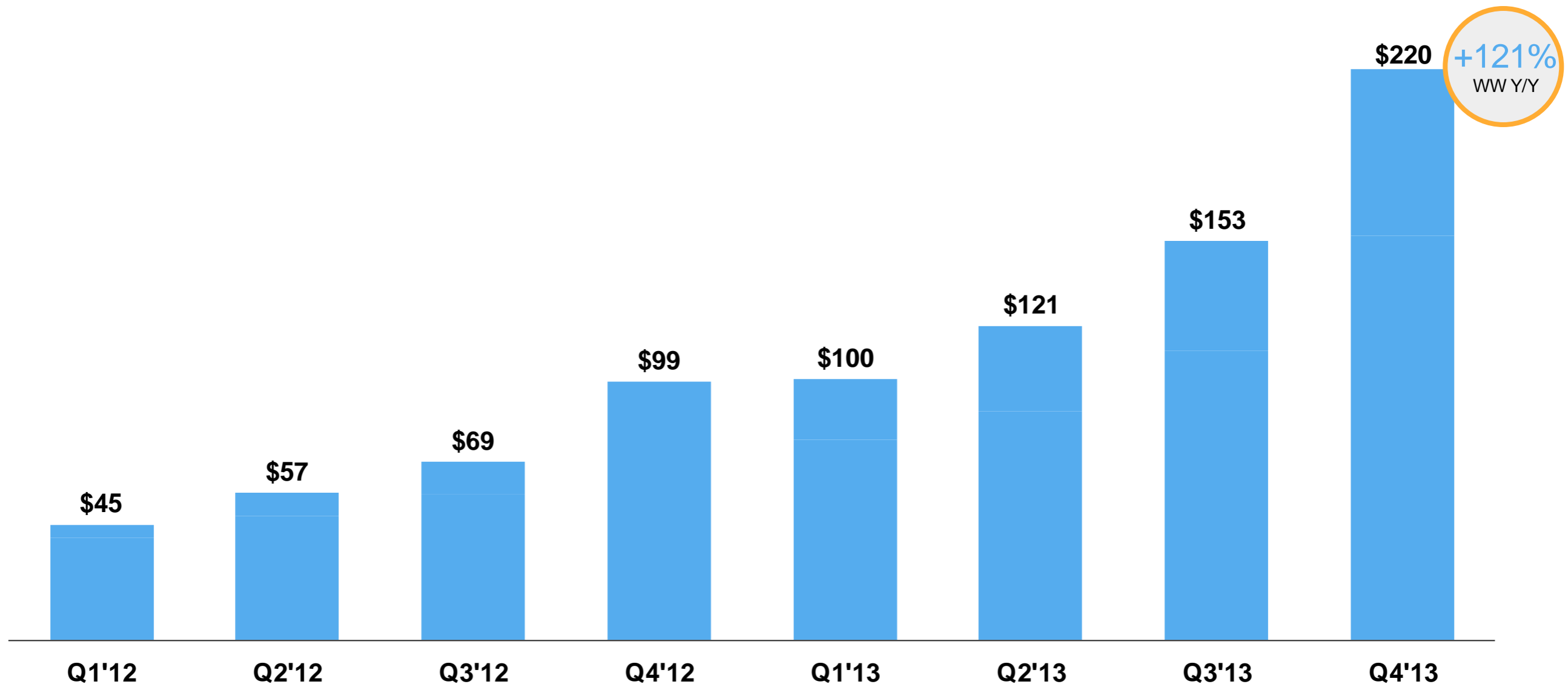
Revenue

(in millions)

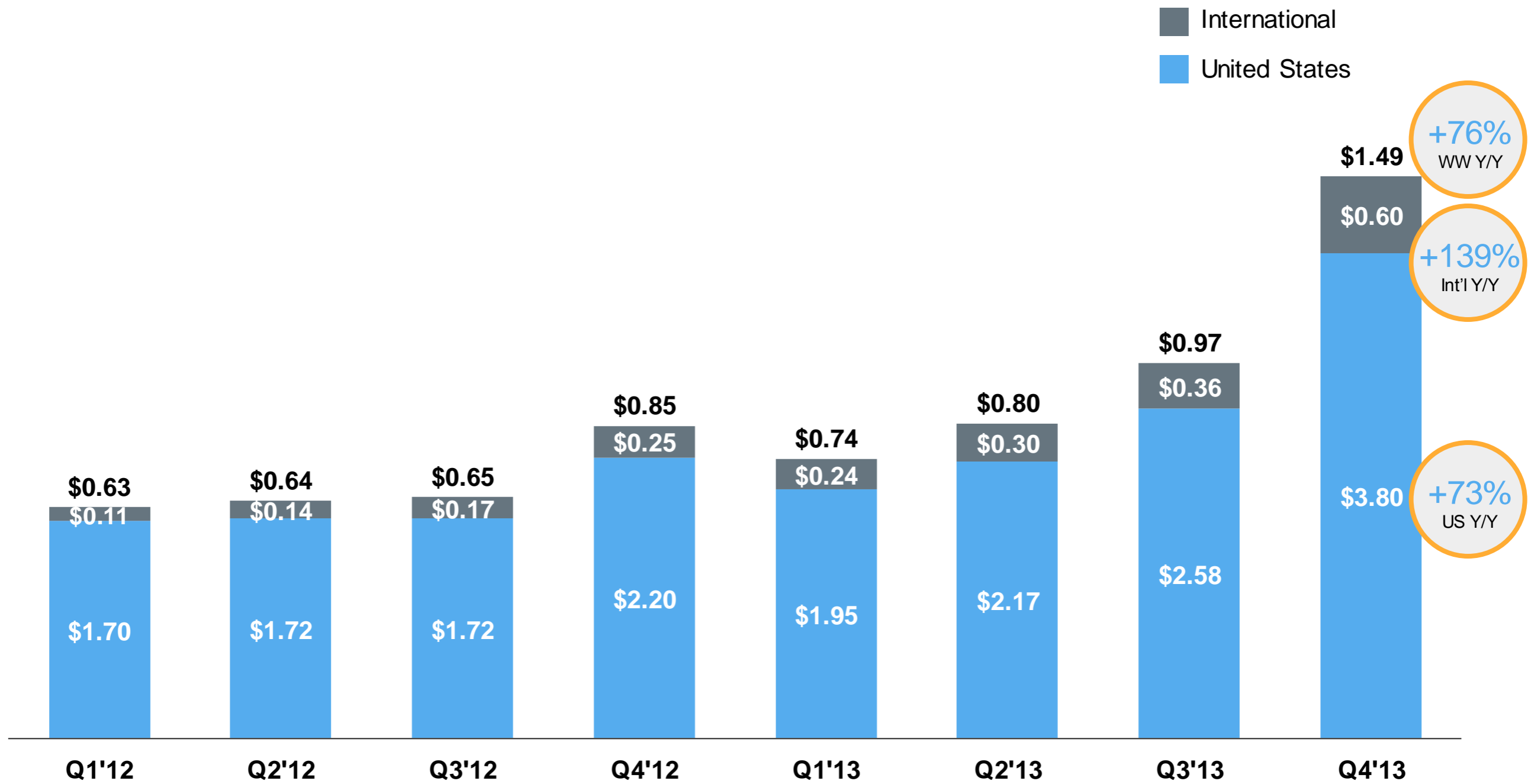


Advertising revenue

(in millions)

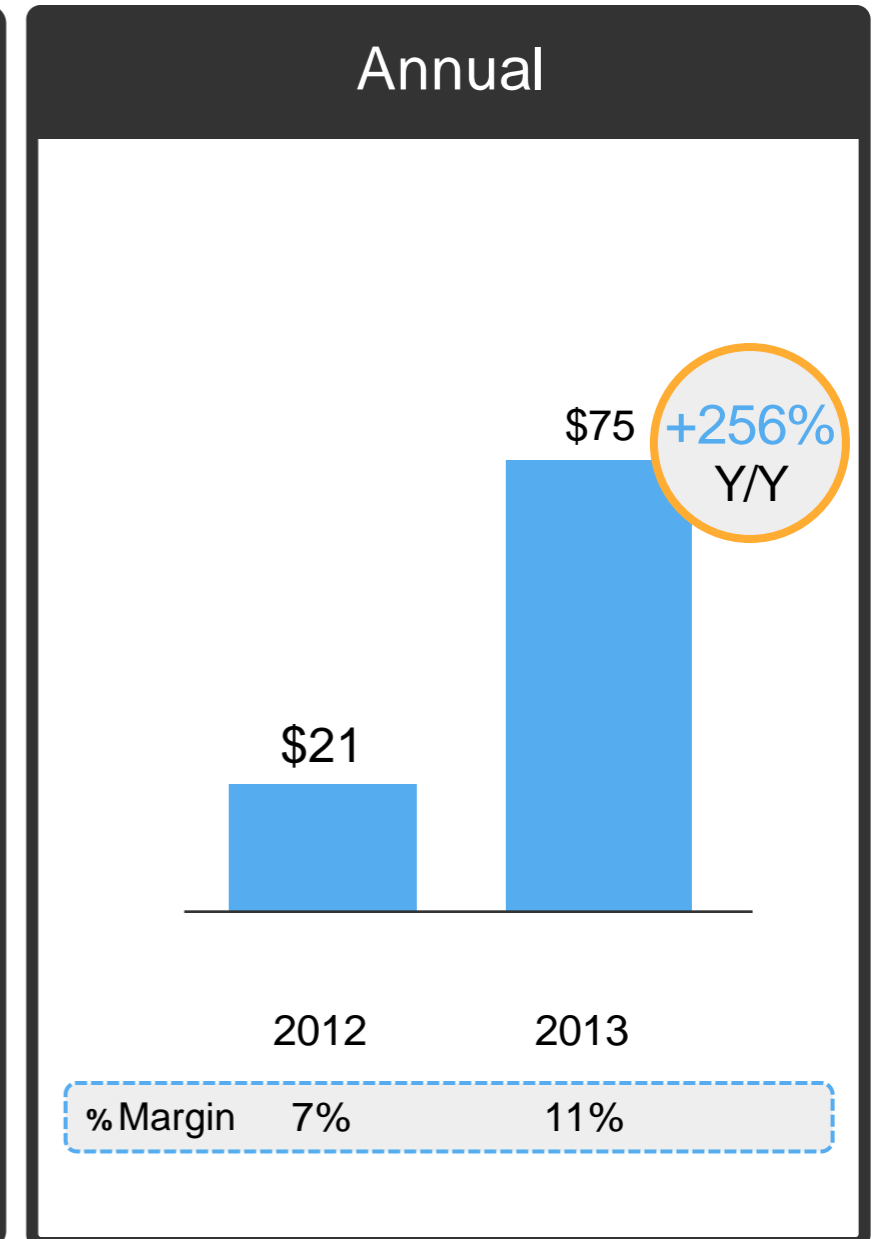
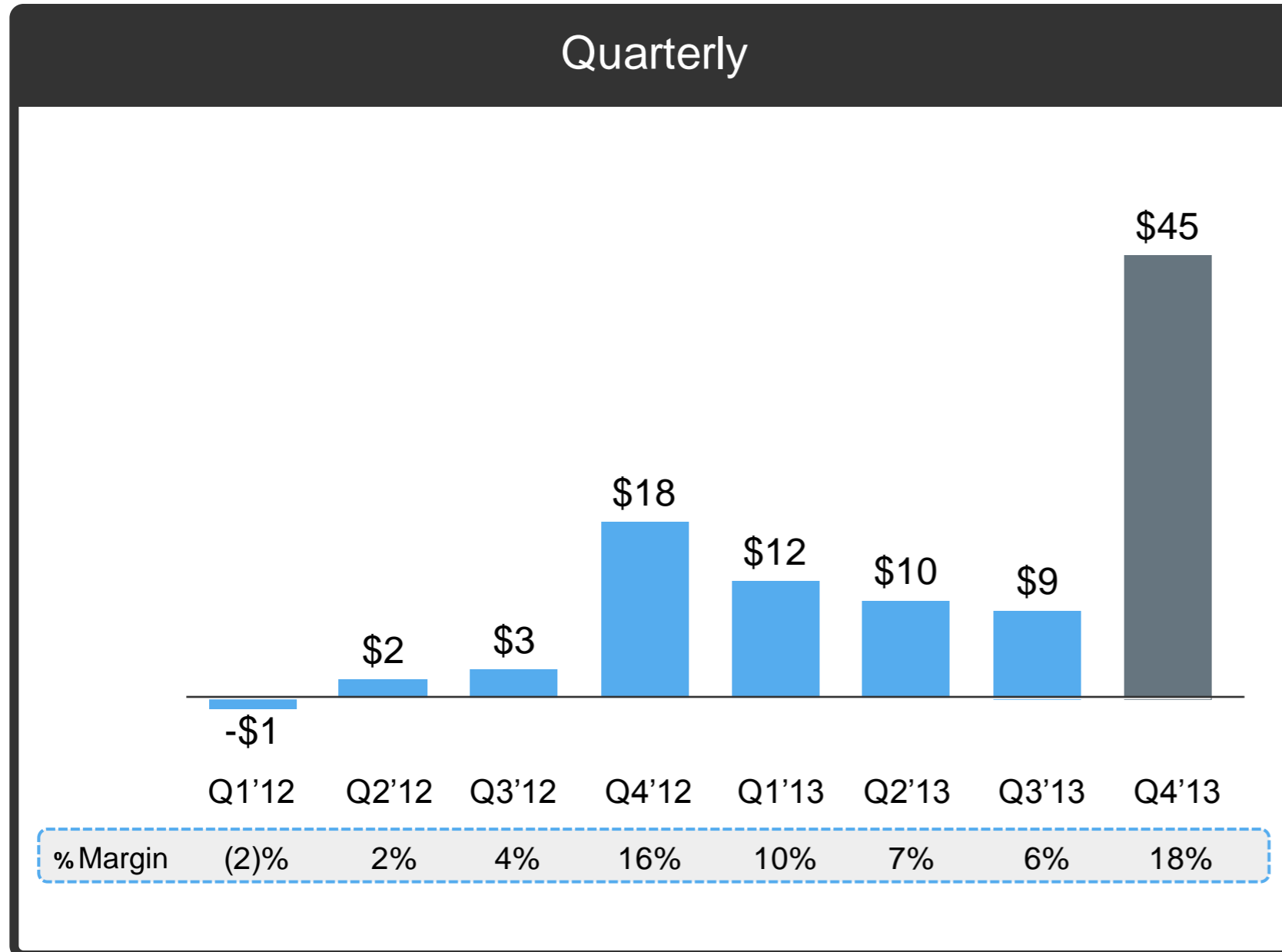


Ad Revenue / 1,000 Timeline views



Adjusted EBITDA

(in millions)



Note: Adjusted EBITDA is defined as net loss adjusted to exclude stock-based compensation expense, depreciation and amortization expense, interest and other expenses and provision (benefit) for income taxes. See Appendix for a reconciliation of net loss to Adjusted EBITDA.





Appendix

Adjusted EBITDA reconciliation

(in thousands)

Reconciliation of Net Loss to Adjusted EBITDA

	Three Months Ended								Twelve Months Ended December 31	
	Q1'2012	Q2'2012	Q3'2012	Q4'2012	Q1'2013	Q2'2013	Q3'2013	Q4'2013	2012	2013
Net loss	\$(21,521)	\$(27,583)	\$(21,590)	\$(8,705)	\$(27,026)	\$(42,225)	\$(64,601)	\$(511,471)	\$(79,399)	\$(645,323)
Stock-based compensation expense	5,227	10,900	4,268	5,346	12,922	22,646	43,602	521,197	25,741	600,367
Depreciation and amortization expense	14,029	17,520	19,956	21,001	22,730	25,917	29,023	33,224	72,506	110,894
Interest and other expense (income)	636	266	(172)	1,357	2,762	2,532	909	5,112	2,087	11,315
Provision (benefit) for income taxes	754	442	461	(1,428)	357	777	360	(3,317)	229	(1,823)
Adjusted EBITDA	\$(875)	\$1,545	\$2,923	\$17,571	\$11,745	\$9,647	\$9,293	\$44,745	\$21,164	\$75,430

Note: Adjusted EBITDA is defined as net loss adjusted to exclude stock-based compensation expense, depreciation and amortization expense, interest and other expenses and provision (benefit) for income taxes.



GAAP to Non-GAAP reconciliations

(in thousands)

Twelve Months Ended December 31, 2012

	GAAP	Stock-based compensation expense	Amortization of acquired intangible assets	Non-GAAP
Cost of Revenue	\$128,768	\$800	\$18,687	\$109,281
Research and development	119,004	12,622	-	106,382
Sales and marketing	86,551	1,346	-	85,205
General and administrative	59,693	10,973	-	48,720

Twelve Months Ended December 31, 2013

	GAAP	Stock-based compensation expense	Amortization of acquired intangible assets	Non-GAAP
Cost of Revenue	\$266,718	\$50,942	\$14,884	\$200,892
Research and development	593,992	379,913	300	213,779
Sales and marketing	316,216	114,440	1,346	200,430
General and administrative	123,795	55,072	-	68,723





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