



Pinterest

Q320 Earnings Report

Non-GAAP Financial Measures

To supplement our condensed consolidated financial statements, which are prepared and presented in accordance with generally accepted accounting principles in the United States ("GAAP"), we use the following non-GAAP financial measures: Adjusted EBITDA, Adjusted EBITDA margin, and non-GAAP costs and expenses (including non-GAAP cost of revenue, research and development, sales and marketing, and general and administrative). The presentation of these financial measures is not intended to be considered in isolation, or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. Investors are cautioned that there are material limitations associated with the use of non-GAAP financial measures as an analytical tool. In addition, these measures may be different from non-GAAP financial measures used by other companies, limiting their usefulness for comparative purposes. We compensate for these limitations by providing specific information regarding GAAP amounts excluded from these non-GAAP financial measures.

For a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures, please see the Appendix.

Limitation of Key Metrics and Other Data

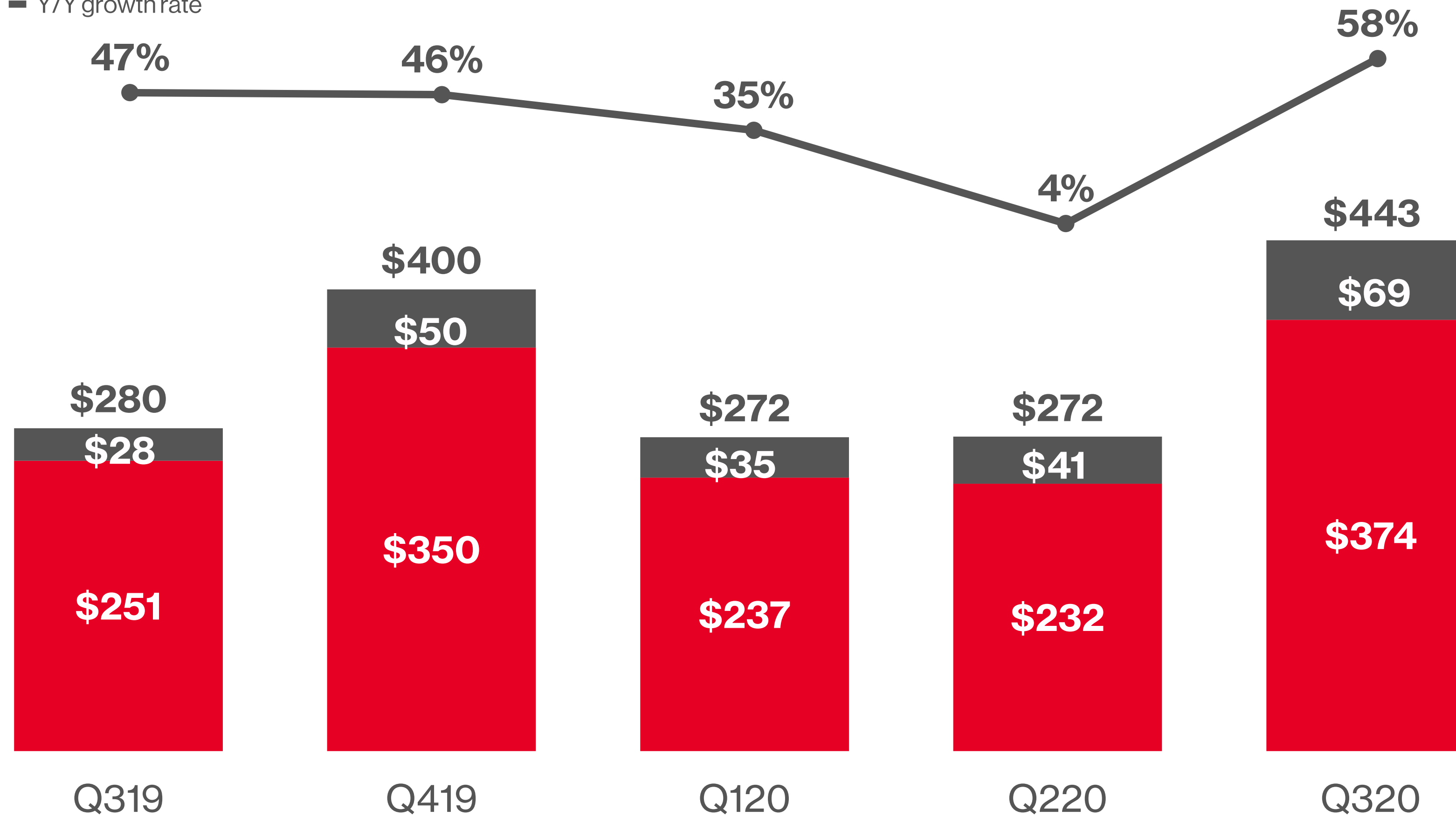
The numbers for our key metrics, which include our monthly active users (MAUs) and average revenue per user (ARPU), are calculated using internal company data based on the activity of user accounts. We define a monthly active user as an authenticated Pinterest user who visits our website, opens our mobile application or interacts with Pinterest through one of our browser or site extensions, such as the Save button, at least once during the 30-day period ending on the date of measurement. We measure monetization of our platform through our average revenue per user metric. We define ARPU as our total revenue in a given geography during a period divided by average MAUs in that geography during the period. We calculate average MAUs based on the average of the number of MAUs measured on the last day of the current period and the last day prior to the beginning of the current period. We calculate ARPU by geography based on our estimate of the geography in which revenue-generating activities occur. We use these metrics to assess the growth and health of the overall business and believe that MAUs and ARPU best reflect our ability to attract, retain, engage and monetize our users, and thereby drive revenue. While these numbers are based on what we believe to be reasonable estimates of our user base for the applicable period of measurement, there are inherent challenges in measuring usage of our products across large online and mobile populations around the world. In addition, we are continually seeking to improve our estimates of our user base, and such estimates may change due to improvements or changes in technology or our methodology.

All information provided in this presentation is as of October 28, 2020. We undertake no duty to update this information unless required by law. All information provided in this presentation is unaudited.

Revenue

(in millions)

- International
- US
- Y/Y growth rate



+58%
Global Y/Y

+145%
International Y/Y

+49%
US Y/Y

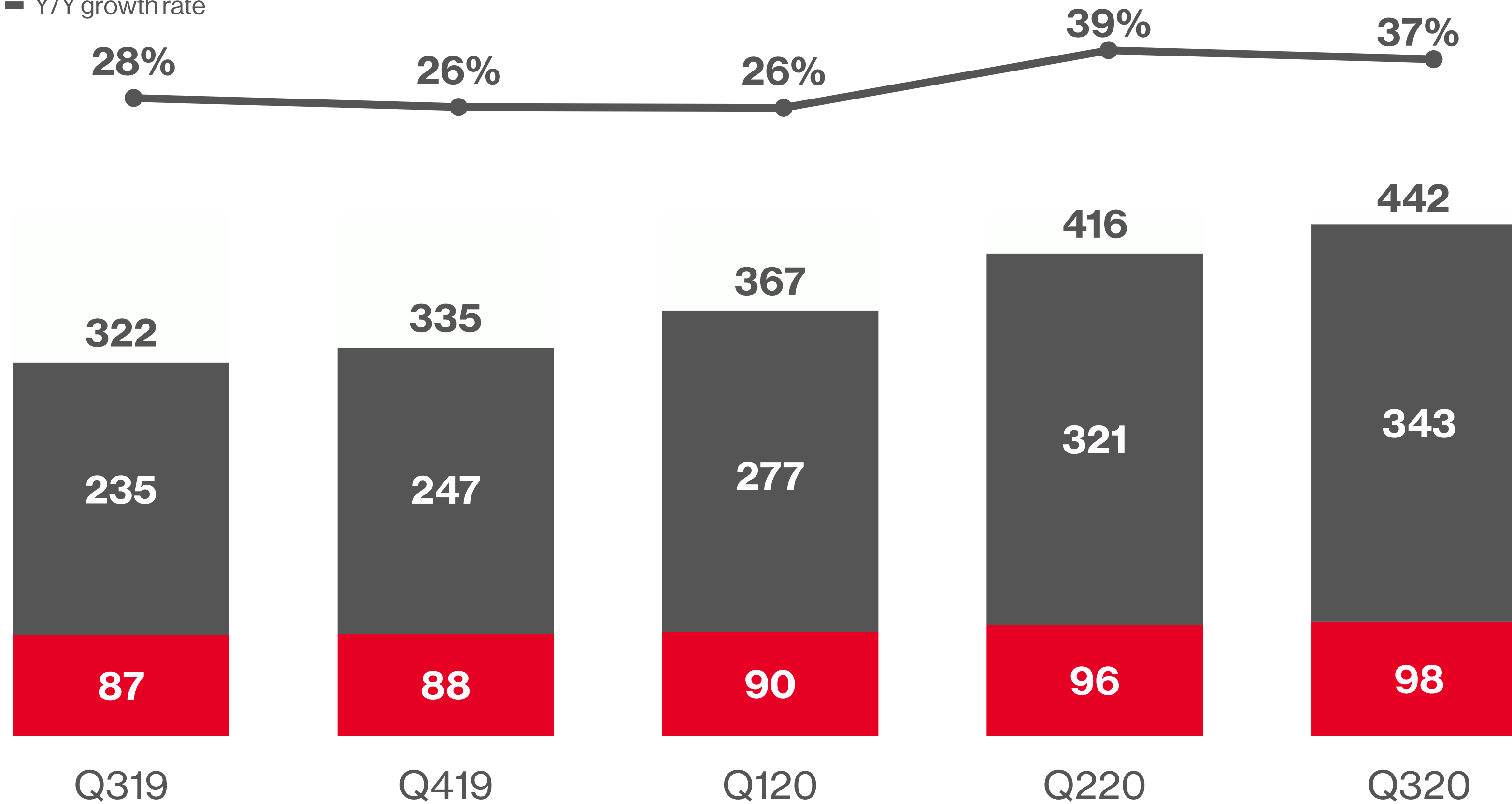
Note: Revenue is geographically apportioned based on our estimate of the geographic location of our users when they perform a revenue-generating activity. US and International may not sum to Global due to rounding; quarterly amounts may not sum to annual due to rounding.

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Monthly active users

(in millions)

- International
- US
- Y/Y growth rate



+37%
Global Y/Y

+46%
International Y/Y

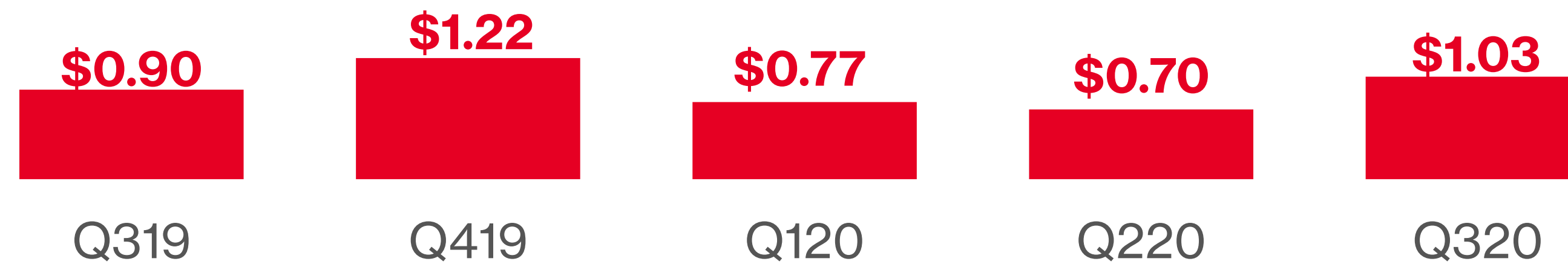
+13%
US Y/Y

Note: We define a monthly active user as an authenticated Pinterest user who visits our website, opens our mobile application or interacts with Pinterest through one of our browser or site extensions, such as the Save button, at least once during the 30-day period ending on the date of measurement. We present MAUs based on the number of MAUs measured on the last day of the current period. US and International may not sum to Global due to rounding.

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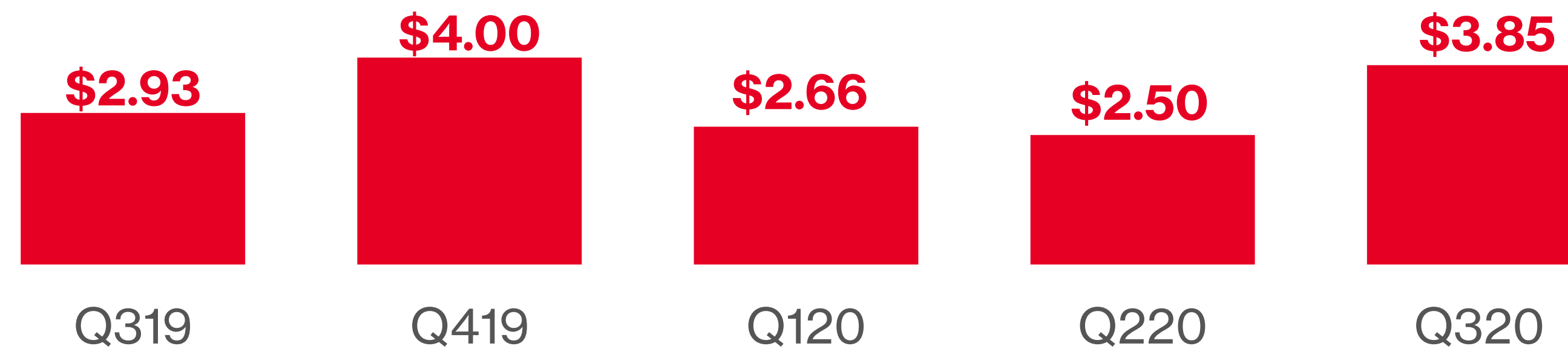
Average revenue per user

Global



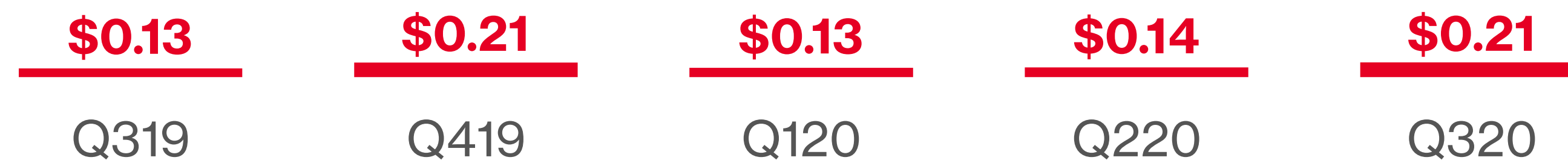
+15%
Global Y/Y

US



+31%
US Y/Y

International



+66%
International Y/Y

Note: We measure monetization of our platform through our average revenue per user metric. We define ARPU as our total revenue in a given geography during a period divided by average MAUs in that geography during the period. We calculate average MAUs based on the average of the number of MAUs measured on the last day of the current period and the last day prior to the beginning of the current period. We calculate ARPU by geography based on our estimate of the geography in which revenue-generating activities occur.

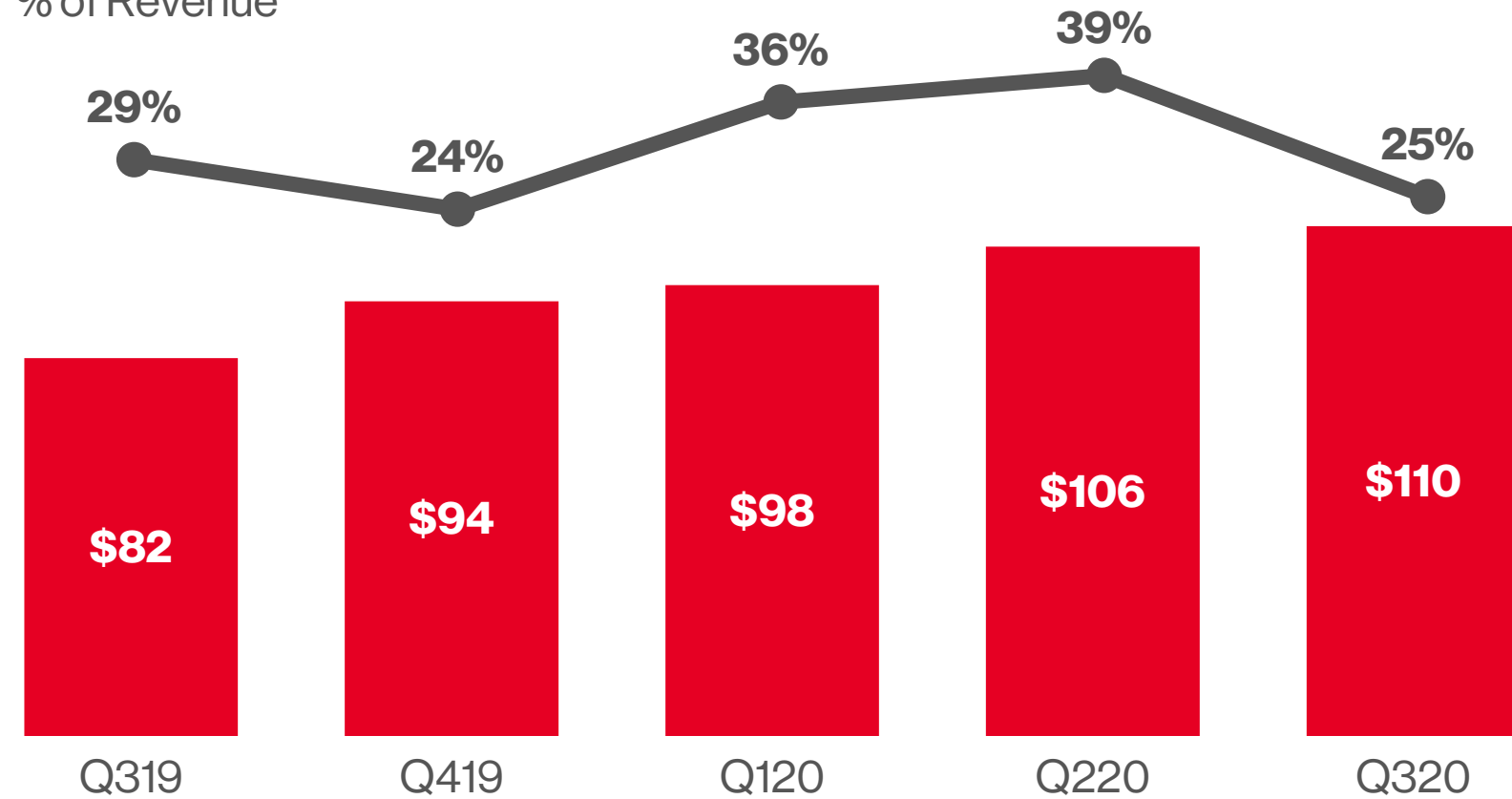
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Non-GAAP costs and expenses

(in millions)

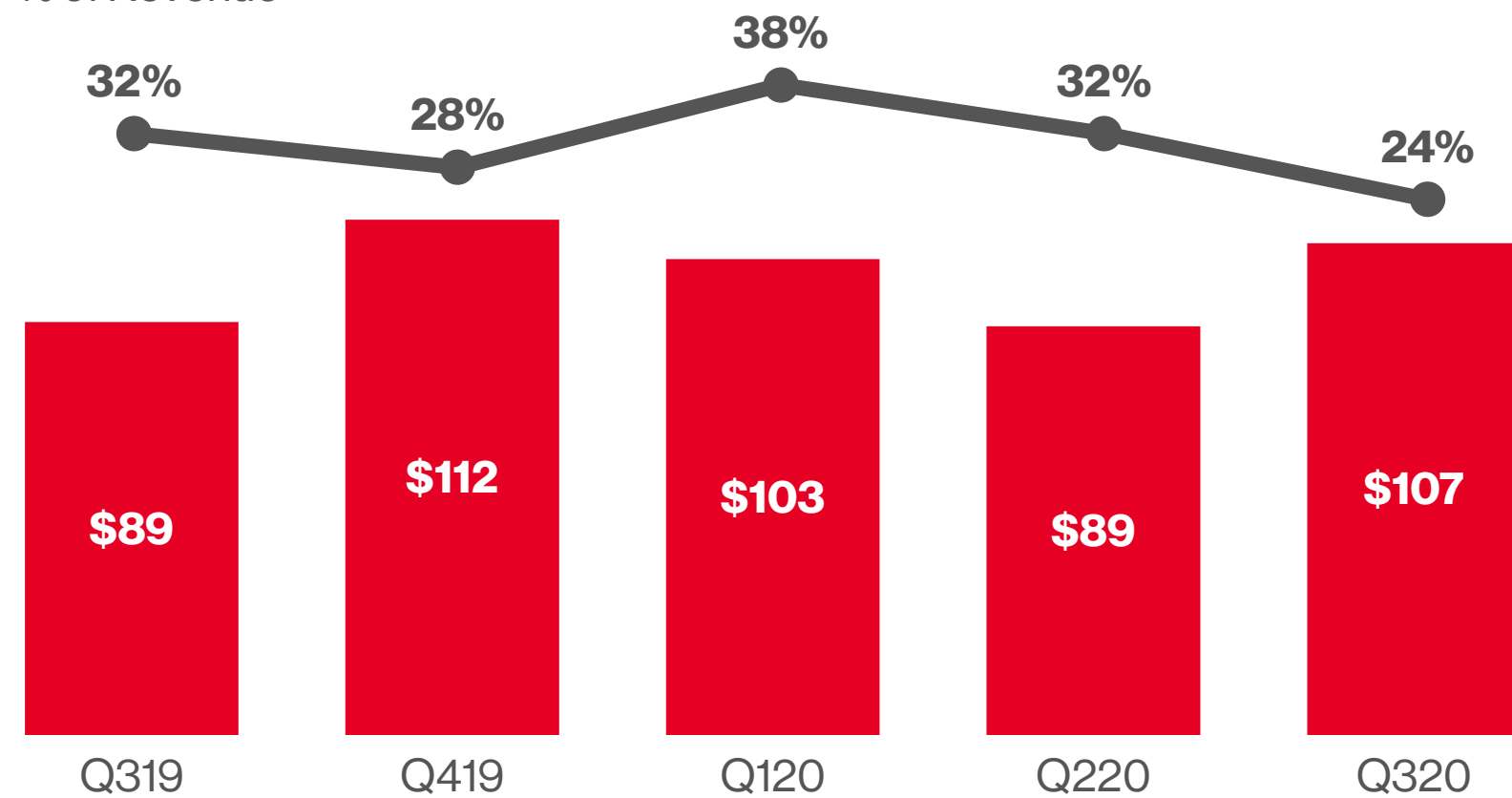
Cost of Revenue

■ % of Revenue



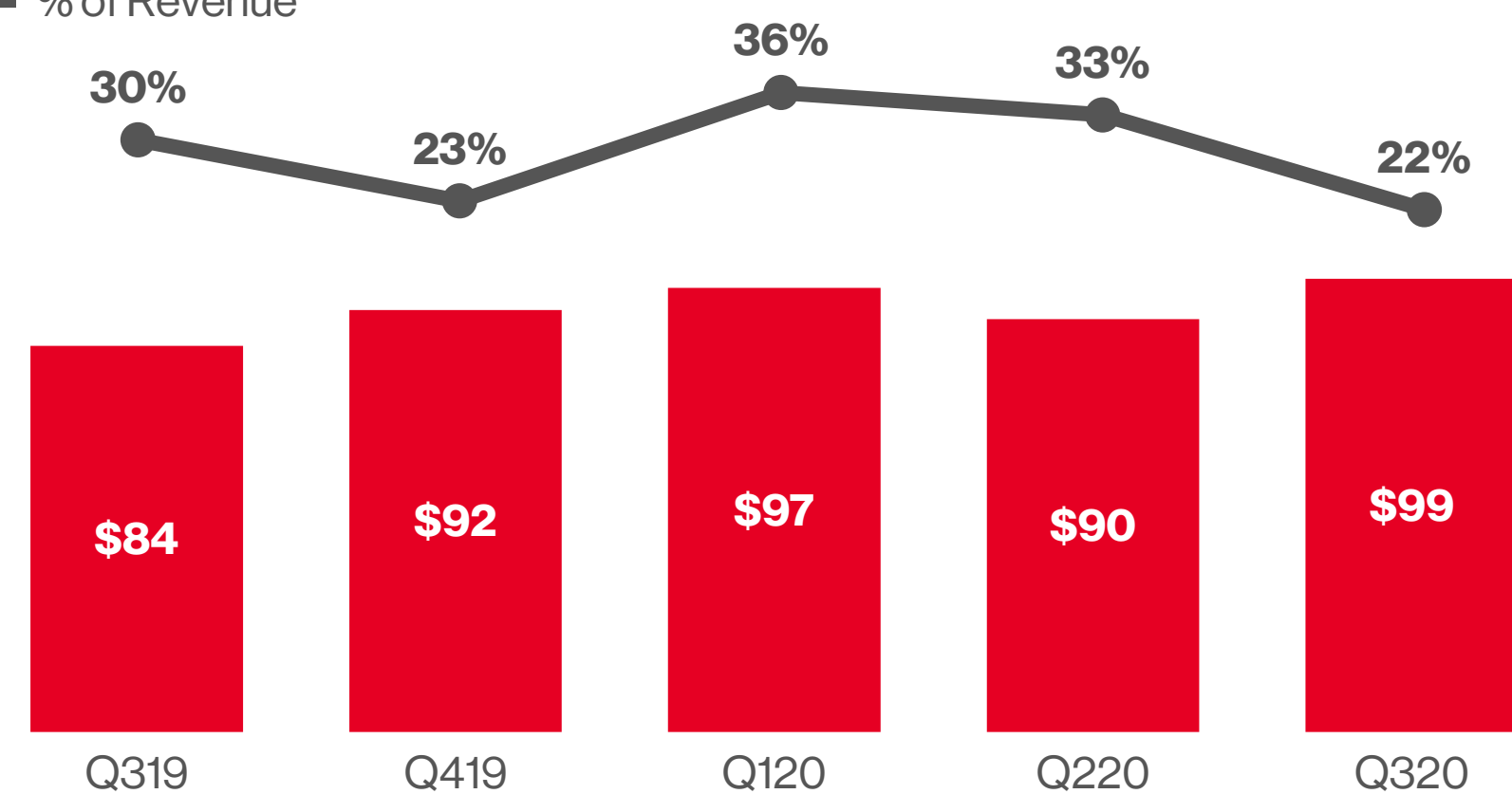
S&M

■ % of Revenue



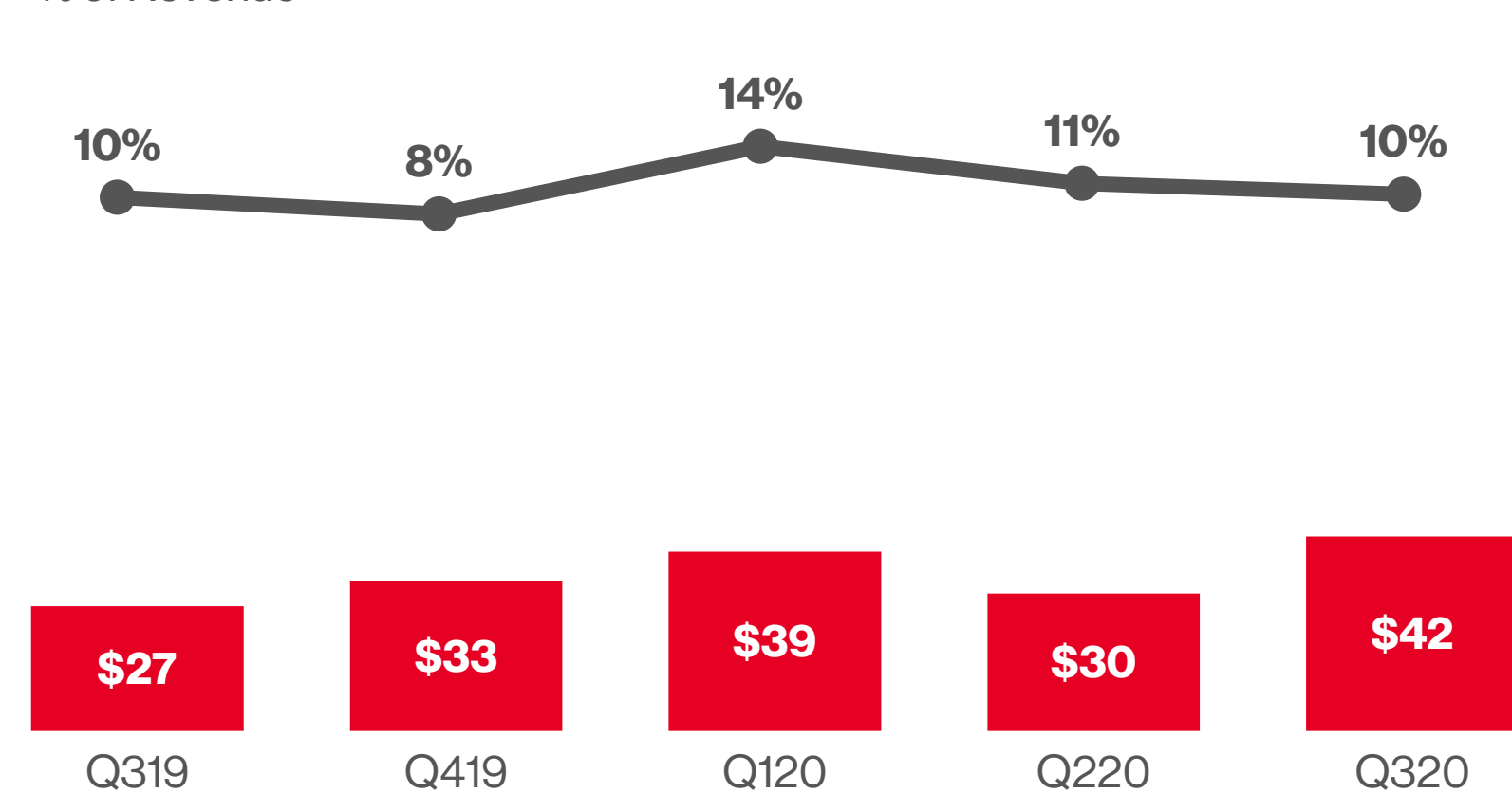
R&D

■ % of Revenue



G&A

■ % of Revenue



+35%
COR Y/Y

+17%
R&D Y/Y

+19%
S&M Y/Y

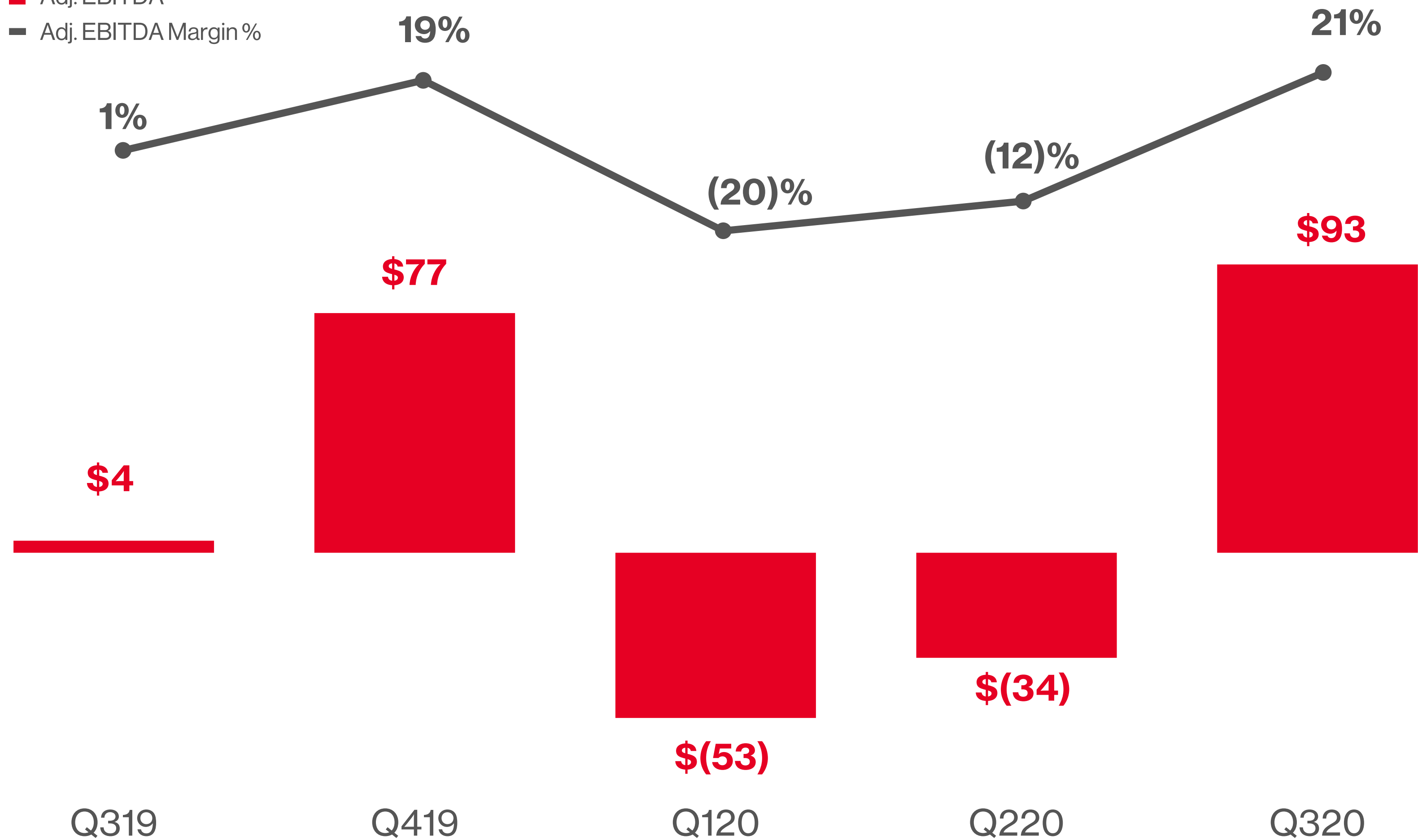
+56%
G&A Y/Y

Note: Costs and expenses are non-GAAP financial measures, which exclude share-based compensation (SBC), amortization of acquired intangible assets and, for the third quarter of 2020, a one-time payment for the termination of a future lease contract. For a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures, please see the tables included in the Appendix at the end of this release.

Adjusted EBITDA

(in millions)

■ Adj. EBITDA
— Adj. EBITDA Margin %



Note: Adjusted EBITDA is a non-GAAP financial measure. We define adjusted EBITDA as net loss adjusted to exclude depreciation and amortization expense, share-based compensation expense, interest and other income (expense), net, provision for (benefit from) income taxes and, for the third quarter of 2020, a one-time payment for the termination of a future lease contract. For a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures, please see the tables included in the Appendix at the end of this release.

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Appendix

GAAP to non-GAAP costs and expenses reconciliation

(in millions)

Quarter ended September 30, 2020

	GAAP	Share-based compensation	Amortization	Other expense	Non-GAAP
Cost of revenue	\$112.8	\$2.3	\$0.1	\$0.0	\$110.5
Research and development	160.2	61.4	0.0	0.0	98.8
Sales and marketing	118.5	12.0	0.0	0.0	106.6
General and administrative	148.1	16.0	0.2	89.5 ¹	42.4
Total costs and expenses	\$539.6	\$91.6	\$0.3	\$89.5	\$358.3

Quarter ended June 30, 2020

	GAAP	Share-based compensation	Amortization	Other expense	Non-GAAP
Cost of revenue	\$108.3	\$2.3	\$0.1	\$0.0	\$105.8
Research and development	136.6	46.4	0.0	0.0	90.2
Sales and marketing	86.5	(2.1)	0.0	0.0	88.6
General and administrative	45.7	15.5	0.2	0.0	30.0
Total costs and expenses	\$377.0	\$62.1	\$0.3	\$0.0	\$314.6

¹: Other expense is comprised of a one-time payment for the termination of a future lease contract.

GAAP to non-GAAP costs and expenses reconciliation

(in millions)

Quarter ended March 31, 2020

	GAAP	Share-based compensation	Amortization	Other expense	Non-GAAP
Cost of revenue	\$99.2	\$1.4	\$0.1	\$0.0	\$97.7
Research and development	145.7	48.9	0.0	0.0	96.8
Sales and marketing	117.0	13.9	0.0	0.0	103.1
General and administrative	56.1	16.8	0.2	0.0	39.1
Total costs and expenses	\$418.0	\$81.0	\$0.3	\$0.0	\$336.7

Quarter ended December 31, 2019

	GAAP	Share-based compensation	Amortization	Other expense	Non-GAAP
Cost of revenue	\$96.3	\$2.0	\$0.1	\$0.0	\$94.2
Research and development	165.0	73.0	0.0	0.0	92.0
Sales and marketing	127.5	15.9	0.0	0.0	111.6
General and administrative	54.2	21.2	0.3	0.0	32.7
Total costs and expenses	\$443.1	\$112.2	\$0.4	\$0.0	\$330.5

Note: Totals may not sum due to rounding.
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GAAP to non-GAAP costs and expenses reconciliation

(in millions)

Quarter ended September 30, 2019

	GAAP	Share-based compensation	Amortization	Other expense	Non-GAAP
Cost of revenue	\$83.5	\$1.6	\$0.1	\$0.0	\$81.9
Research and development	167.7	83.5	0.0	0.0	84.2
Sales and marketing	110.7	21.2	0.0	0.0	89.5
General and administrative	51.4	23.9	0.3	0.0	27.2
Total costs and expenses	\$413.4	\$130.3	\$0.4	\$0.0	\$282.7

Adjusted EBITDA reconciliation

Reconciliation of net loss to adjusted EBITDA

(in millions)

	Three months ended				
	September 30, 2019	December 31, 2019	March 31, 2020	June 30, 2020	September 30, 2020
Net loss	\$(124.7)	\$(35.7)	\$(141.2)	\$(100.7)	\$(94.2)
Depreciation and amortization	7.3	8.3	11.7	8.5	8.9
Share-based compensation	130.3	112.2	81.0	62.1	91.6
Interest income	(9.8)	(8.1)	(7.2)	(4.2)	(2.9)
Interest and other expense (income), net	1.1	0.1	2.1	0.0	0.1
Provision for income taxes	(0.2)	0.5	0.2	0.4	0.0
Termination of future lease contract	0.0	0.0	0.0	0.0	89.5
Adjusted EBITDA	\$3.9	\$77.3	\$(53.3)	\$(33.9)	\$93.0

Note: Adjusted EBITDA is a non-GAAP financial measure. We define adjusted EBITDA as net loss adjusted to exclude depreciation and amortization expense, share-based compensation expense, interest and other income (expense), net, provision for (benefit from) income taxes and, for the third quarter of 2020, a one-time payment for the termination of a future lease contract.

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