Non-GAAP Financial Measures

This supplemental financial information contains financial measures that have not been prepared in accordance with generally accepted accounting principles in the United States (GAAP). We use the following non-GAAP financial measures: non-GAAP gross profit; non-GAAP gross margin; non-GAAP operating expenses; non-GAAP operating income (loss); non-GAAP income (loss) before income taxes; non-GAAP net income (loss); non-GAAP diluted shares; non-GAAP net income (loss) per share; free cash flow; non-GAAP research and development expenses, non-GAAP sales and marketing expenses, non-GAAP general and administrative expenses, adjusted EBITDA and non-GAAP effective tax rate. The presentation of these financial measures is not intended to be considered in isolation or as a substitute for, or superior to, financial information prepared and presented in accordance with GAAP.

We use non-GAAP measures to internally evaluate and analyze financial results. We believe these non-GAAP financial measures provide investors with useful supplemental information about the financial performance of our business, enable comparison of financial results between periods where certain items may vary independent of business performance, and enable comparison of our financial results with other public companies, many of which present similar non-GAAP financial measures.

There are limitations associated with the use of non-GAAP financial measures as an analytical tool. In particular, many of the adjustments to our GAAP financial measures reflect the exclusion of certain items, specifically stock-based compensation expense, acquisition-related costs, depreciation, amortization of intangible assets, impairment of equity investment, interest income, net, and the related income tax effects of the aforementioned exclusions, that may be recurring and will be reflected in our financial results for the foreseeable future. In addition, these measures may be different from non-GAAP financial measures used by other companies, limiting their usefulness for comparison purposes.

The following are explanations of the adjustments that are reflected in one or more of our non-GAAP financial measures:
• Stock-based compensation expense relates to equity awards granted primarily to our employees. We exclude stock-based compensation expense because we believe that the non-GAAP financial measures excluding this item provide meaningful supplemental information regarding operational performance. In particular, companies calculate stock-based compensation expense using a variety of valuation methodologies and subjective assumptions.
• Acquisition-related costs relates to acquisition retention bonuses, integration costs, advisory and consulting, legal, accounting, tax, other professional service fees, and SEC filing fees to the extent associated with the pending Merger Agreement with Google or our acquisition of other companies.
• Restructuring costs primarily included severance-related costs. We believe that excluding this expense provides greater visibility to the underlying performance of our business operations, facilitates comparison of our results with other periods, and may also facilitate comparison with the results of other companies in our industry.
• Litigation expense relates to legal costs incurred due to litigation with Aliphcom, Inc. d/b/a Jawbone, or Jawbone. We exclude these expenses because we do not believe they have a direct correlation to the operations of our business and because of the singular nature of the claims underlying the Jawbone litigation matters. We began excluding Jawbone litigation costs in the second quarter of 2016 as these costs significantly increased in 2016.
• In March 2014, we recalled the Fitbit Force after some of our users experienced allergic reactions to adhesives in the wristband. This recall primarily impacted our results for the fourth quarter of 2013, the first quarter of 2014, and the fourth quarter of 2015.
• Revaluation of redeemable convertible preferred stock warrant liability is a non-cash charge that will not recur in the periods following our initial public offering.
• Amortization of intangible assets relates to our acquisitions of FitStar, Pebble, Vector and Twine Health. We exclude these amortization expenses because we do not believe they have a direct correlation to the operation of our business.
• A non-recurring impairment charge of $6 million to reflect the write-down of an equity investment.
• The change in contingent consideration relates to our acquisition of FitStar. This is a non-recurring benefit that has no direct correlation to our business performance.
• Income tax effect of non-GAAP adjustments relates to the tax effect of the adjustments that we incorporate into non-GAAP financial measures such as stock-based compensation, amortization of intangibles, restructuring and valuation allowance, in order to provide a more meaningful measure of non-GAAP net income (loss).
• Adjustment to shares includes the conversion of the redeemable convertible preferred stock into shares of common stock as though the conversion had occurred at the beginning of all periods presented, and the shares issued in our initial public offering in June 2015, as if they had been outstanding since the beginning of the second quarter of 2015, and the shares issued in our follow-on offering in November 2015, as if they had been outstanding since the beginning of the fourth quarter of 2015.
• We define free cash flow as net cash provided by (used in) operating activities less purchase of property and equipment. We consider free cash flow to be a liquidity measure that provides useful information to management and investors about the amount of cash generated by the business that can possibly be used for investing in our business and strengthening the balance sheet, but it is not intended to represent the residual cash flow available for discretionary expenditures.

Fitbit, Inc.

Condensed Consolidated Balance Sheets - Fiscal Quarters

(in thousands)

As of

	Mar 31 2013	Jun 30 2013	Sep 30 2013	Dec 31 2013	Mar 31 2014	Jun 30 2014	Sep 30 2014	Dec 31 2014
Assets								
Current assets:								
Cash and cash equivalents	$ 15,119	$ 36,535	$ 57,231	$ 81,728	$ 98,703	$ 103,990	$ 63,957	$ 195,626
Marketable securities	-	-	-	-	-	-	-	-
Accounts receivable, net	14,982	28,146	45,527	80,624	49,683	51,126	77,933	238,859
Inventories	15,202	16,938	23,952	56,441	53,051	54,235	60,641	115,072
Income tax receivable	-	-	-	-	-	-	-	-
Prepaid expenses and other current assets	492	1,016	3,554	3,185	5,763	6,492	7,165	13,614
Restricted cash	-	-	-	2,310	-	-	-	-
Total current assets	45,795	82,635	130,264	224,288	207,200	215,843	209,697	563,171
Property and equipment, net	2,527	4,809	5,619	6,486	7,162	15,278	24,376	26,435
Operating right-of-use assets	-	-	-	-	-	-	-	-
Goodwill	-	-	-	-	-	-	-	-
Intangible assets, net	-	-	-	-	-	-	-	-
Deferred tax assets	-	-	-	-	-	-	26,693	42,001
Other assets	-	-	-	-	483	442	1,586	1,444
Total assets	$ 48,322	$ 87,444	$ 135,833	$ 230,774	$ 214,845	$ 231,563	$ 262,351	$ 633,051
Liabilities, Convertible Preferred Stock, and Stockholders' Equity (Deficit)								
Current liabilities:								
Accounts payable	$ 14,040	$ 15,881	$ 22,058	$ 70,896	$ 29,798	$ 47,597	$ 57,401	$ 195,666
Accrued liabilities	6,158	10,021	14,316	28,565	21,773	20,173	27,752	70,940
Operating lease liabilities	-	-	-	-	-	-	-	-
Deferred revenue	1,337	2,031	2,693	5,606	5,756	7,520	8,204	9,009
Fitbit Force Recall reserve	-	-	-	82,938	84,239	57,074	31,029	22,476
Income taxes payable	1,606	4,274	10,366	17,841	9,541	16,375	10,264	30,631
Long-term debt, current portion	778	1,713	2,849	3,985	38,523	37,789	7,548	132,589
Total current liabilities	23,919	33,920	52,282	209,831	189,630	186,528	142,198	461,311
Long-term deferred revenue								
Long-term operating lease liabilities	-	-	-	-	-	-	-	-
Other liabilities	585	1,221	3,579	7,420	7,870	8,421	10,418	12,867
Long-term debt, less current portion	10,448	9,475	8,124	6,725	-	-	-	-
Redeemable convertible preferred stock warrant liability	834	1,329	2,553	4,028	5,381	9,222	9,346	15,797
Total liabilities	35,786	45,945	66,538	228,004	202,881	204,171	161,962	489,975
Redeemable convertible preferred stock	23,425	49,248	66,236	66,236	66,236	66,236	67,814	67,814
Total stockholders' equity (deficit)	(10,889)	(7,749)	3,109	(63,466)	(54,272)	(38,844)	32,575	75,262
Total liabilities, convertible preferred stock,								
and stockholders' equity (deficit)	$ 48,322	$ 87,444	$ 135,833	$ 230,774	$ 214,845	$ 231,563	$ 262,351	$ 633,051

	Mar 31 2015	Jun 30 2015	Sep 30 2015	Dec 31 2015	Apr 2 2016	Jul 2 2016	Oct 1 2016	Dec 31 2016	Apr 1 2017	July 1 2017	Sep 30 2017
Assets											
Current assets:											
Cash and cash equivalents	$ 237,849	$ 461,276	$ 462,280	$ 535,846	$ 722,062	$ 416,142	$ 284,220	$ 301,320	$ 374,279	$ 318,708	$ 280,681
Marketable securities	-	-	113,198	128,632	69,652	343,534	387,882	404,693	351,837	357,090	378,548
Accounts receivable, net	161,736	252,023	244,921	469,260	339,669	377,545	461,351	477,825	194,834	216,346	260,990
Inventories	137,509	186,870	276,083	178,146	212,092	190,644	214,955	230,387	200,331	141,504	138,781
Income tax receivable	-	-	-	-	-	-	-	-	-	-	-
Prepaid expenses and other current assets	22,012	18,163	21,199	43,530	60,006	59,782	86,372	66,346	58,775	97,717	173,654
Restricted cash	-	-	-	-	-	-	-	-	-	-	-
Total current assets	559,106	918,332	1,117,681	1,355,414	1,403,481	1,387,647	1,434,780	1,480,571	1,180,056	1,131,365	1,232,654
Property and equipment, net	28,022	90,945	35,728	44,501	51,579	74,181	94,311	76,553	85,039	80,135	90,823
Operating right-of-use assets	-	-	-	-	-	-	-	-	-	-	-
Goodwill	22,562	22,157	22,157	22,157	22,157	25,217	25,217	51,036	51,036	51,036	51,036
Intangible assets, net	13,812	13,263	12,749	12,216	11,683	15,090	14,578	27,521	26,145	24,768	23,943
Deferred tax assets	44,457	60,693	72,870	83,020	87,601	119,472	110,814	175,797	184,040	162,899	46,221
Other assets	1,390	1,240	1,272	1,758	1,773	1,504	10,526	10,448	12,340	10,886	9,900
Total assets	$ 669,349	$ 1,046,630	$ 1,262,457	$ 1,519,066	$ 1,578,274	$ 1,623,111	$ 1,690,226	$ 1,821,926	$ 1,538,656	$ 1,461,089	$ 1,454,577
Liabilities, Convertible Preferred Stock, and Stockholders' Equity (Deficit)											
Current liabilities:											
Accounts payable	$ 136,425	$ 193,594	$ 320,195	$ 260,842	$ 238,696	$ 226,418	$ 253,138	$ 313,773	$ 127,542	$ 83,966	$ 178,476
Accrued liabilities	73,860	79,618	98,258	194,977	232,427	231,921	218,526	389,308	338,940	346,764	345,572
Operating lease liabilities	-	-	-	-	-	-	-	-	-	-	-
Deferred revenue	17,024	21,346	27,077	44,448	50,929	46,420	45,001	42,612	46,904	44,427	40,058
Fitbit Force Recall reserve	15,104	12,894	11,659	5,122	4,339	2,148	1,494	1,253	956	753	585
Income taxes payable	17,723	795	2,472	2,868	1,671	2,074	1,231	9,394	2,466	599	293
Long-term debt, current portion	159,611	-	-	-	-	-	-	-	-	-	-
Total current liabilities	419,747	308,247	459,661	508,257	528,062	508,981	519,390	756,340	516,808	476,509	564,984
Long-term deferred revenue								7,292	-	-	-
Long-term operating lease liabilities	-	-	-	-	-	-	-	-	-	-	-
Other liabilities	13,750	15,031	18,624	29,358	36,886	47,473	53,732	59,762	56,280	59,244	57,958
Long-term debt, less current portion	-	-	-	-	-	-	-	-	-	-	-
Redeemable convertible preferred stock warrant liability	26,132	-	-	-	-	-	-	-	-	-	-
Total liabilities	459,629	323,278	478,285	537,615	564,948	556,454	573,122	823,394	573,088	535,753	622,942
Redeemable convertible preferred stock	67,814	-	-	-	-	-	-	-	-	-	-
Total stockholders' equity (deficit)	141,906	723,352	784,172	981,451	1,013,326	1,066,657	1,117,104	998,532	965,568	925,336	831,635
Total liabilities, convertible preferred stock,											
and stockholders' equity (deficit)	$ 669,349	$ 1,046,630	$ 1,262,457	$ 1,519,066	$ 1,578,274	$ 1,623,111	$ 1,690,226	$ 1,821,926	$ 1,538,656	$ 1,461,089	$ 1,454,577

	Dec 31 2017	Mar 31 2018	Jun 30 2018	Sep 29 2018	Dec 31 2018	Mar 30 2019	Jun 29 2019	Sep 28 2019	Dec 31 2019	Apr 4 2020
Assets										
Current assets:										
Cash and cash equivalents	$ 341,966	$ 378,360	$ 328,116	$ 402,237	$ 473,956	$ 410,813	$ 335,229	$ 287,431	$ 334,479	$ 251,997
Marketable securities	337,334	279,994	252,347	221,083	249,493	233,383	229,708	214,817	184,023	175,699
Accounts receivable, net	406,019	214,355	242,038	325,964	414,209	250,582	258,599	345,562	435,269	182,284
Inventories	123,895	145,373	140,430	195,112	124,871	174,478	161,931	245,096	136,752	105,745
Income tax receivable	77,882	77,746	78,385	8,962	6,957	6,917	7,365	965	573	139,827
Prepaid expenses and other current assets	97,269	59,109	63,227	45,541	42,325	26,481	24,124	33,376	28,656	56,694
Restricted cash	-	-	-	-	-	-	-	-	-	-
Total current assets	1,384,365	1,154,937	1,104,543	1,198,899	1,311,811	1,102,654	1,016,956	1,127,247	1,119,752	912,246
Property and equipment, net	104,908	104,530	110,185	106,520	106,286	95,275	91,718	88,232	82,756	76,218
Operating right-of-use assets	-	-	-	-	-	99,144	75,528	71,529	70,225	70,137
Goodwill	51,036	60,929	61,058	61,058	60,979	60,979	60,979	60,979	64,812	64,812
Intangible assets, net	22,356	29,797	27,740	25,680	23,620	21,559	19,499	17,519	16,746	12,717
Deferred tax assets	3,990	4,158	3,528	3,920	4,489	4,436	4,222	3,925	4,111	4,066
Other assets	15,420	14,750	16,147	10,003	8,362	10,423	9,278	7,170	9,684	9,458
Total assets	$ 1,582,075	$ 1,369,101	$ 1,323,201	$ 1,406,080	$ 1,515,547	$ 1,394,470	$ 1,278,180	$ 1,376,601	$ 1,368,086	$ 1,149,654
Liabilities, Convertible Preferred Stock, and Stockholders' Equity (Deficit)										
Current liabilities:										
Accounts payable	$ 212,731	$ 132,910	$ 155,970	$ 232,991	$ 251,657	$ 165,551	$ 157,204	$ 263,181	$ 194,626	$ 90,801
Accrued liabilities	451,673	382,052	376,884	386,315	437,214	363,751	332,857	365,812	513,530	376,530
Operating lease liabilities	-	-	-	-	-	30,209	23,907	23,313	23,511	21,832
Deferred revenue	35,504	31,272	28,116	27,350	29,400	28,655	28,076	28,076	32,307	32,466
Fitbit Force Recall reserve	464	332	174	69	20	-	-	-	-	-
Income taxes payable	928	755	22,729	6,580	1,092	1,349	578	986	636	1,700
Long-term debt, current portion	-	-	-	-	-	-	-	-	-	-
Total current liabilities	701,300	547,321	583,873	653,305	719,383	589,515	542,622	681,368	764,610	523,329
Long-term deferred revenue	6,928	5,176	4,719	5,458	7,436	5,922	5,285	6,174	8,535	6,176
Long-term operating lease liabilities	-	-	-	-	-	98,219	75,309	70,202	67,902	66,234
Other liabilities	49,884	54,345	55,650	52,596	52,790	29,001	29,420	29,883	39,776	32,860
Long-term debt, less current portion	-	-	-	-	-	-	-	-	-	-
Redeemable convertible preferred stock warrant liability	-	-	-	-	-	-	-	-	-	-
Total liabilities	758,112	606,842	644,242	711,359	779,609	722,657	652,636	787,627	880,823	628,599
Redeemable convertible preferred stock							-	-	-	-
Total stockholders' equity (deficit)	823,963	762,259	678,959	694,721	735,938	671,813	625,544	588,974	487,263	521,055
Total liabilities, convertible preferred stock,							-	-	-	-
and stockholders' equity (deficit)	$ 1,582,075	$ 1,369,101	$ 1,323,201	$ 1,406,080	$ 1,515,547	$ 1,394,470	$ 1,278,180	$ 1,376,601	$ 1,368,086	$ 1,149,654

Fitbit, Inc.
Condensed Consolidated Statements of Operations - Fiscal Quarters
(in thousands)

	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020
Revenue (GAAP)	$ 33,121	$ 47,169	$ 83,667	$ 107,130	$ 108,815	$ 113,572	$ 152,862	$ 370,184	$ 336,754	$ 400,412	$ 409,262	$ 711,570	$ 505,356	$ 586,528	$ 503,802	$ 573,775	$ 298,942	$ 353,299	$ 392,522	$ 570,756	$ 247,865	$ 299,344	$ 393,575	$ 571,199	$ 271,890	$ 313,556	$ 347,200	$ 502,142	$ 188,158
Plus:																													
Impact of Fitbit Force recall	-	-	-	30,607	11,561	-	-	(3,449)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
Revenue (Non-GAAP)	$ 33,121	$ 47,169	$ 83,667	$ 137,737	$ 120,376	$ 113,572	$ 152,862	$ 366,735	$ 336,754	$ 400,412	$ 409,262	$ 711,570	$ 505,356	$ 586,528	$ 503,802	$ 573,775	$ 298,942	$ 353,299	$ 392,522	$ 570,756	$ 247,865	$ 299,344	$ 393,575	$ 571,199	$ 271,890	$ 313,556	$ 347,200	$ 502,142	$ 188,158
Cost of revenue	18,132	25,947	42,412	124,345	64,046	55,183	69,257	199,290	167,545	212,870	213,249	363,271	271,601	341,559	263,144	447,273	180,643	204,054	217,762	322,159	133,742	180,329	240,061	354,272	182,437	205,342	239,248	380,089	133,236
Gross profit (GAAP)	14,989	21,222	41,255	(17,215)	44,769	58,389	83,605	170,894	169,209	187,542	196,013	348,299	233,755	244,969	240,658	126,502	118,299	149,245	174,760	248,597	114,123	119,015	153,514	216,927	89,453	108,214	107,952	122,053	54,922
Gross margin (GAAP)	45.3%	45.0%	49.3%	(16.1)%	41.1%	51.4%	54.7%	46.2%	50.2%	46.8%	47.9%	48.9%	46.3%	41.8%	47.8%	22.1%	39.6%	42.2%	44.5%	43.6%	46.0%	39.8%	39.0%	38.0%	32.9%	34.5%	31.1%	24.3%	29.2%
Plus:																													
Stock-based compensation expense	2	4	8	23	59	129	346	356	446	825	1,351	2,117	1,309	1,084	1,014	1,390	18	1,492	1,379	2,423	1,098	2,032	1,999	2,183	1,430	1,521	1,446	2,006	2,179
Acquisition-related costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5,638	765
Impact of restructuring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	37	-	-	-	-	-	-	-	190	-	-	-	-
Impact of Fitbit Force recall	-	-	-	81,812	22,163	-	(1,485)	(1,227)	(2,040)	-	-	(3,715)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Intangible assets amortization	-	-	-	-	-	-	-	-	-	467	432	451	451	451	451	453	1,319	1,319	1,381	1,516	1,516	1,516	2,304	1,853	1,854	1,853	1,773	2,392	2,392
Gross profit (Non-GAAP)	14,991	21,226	41,263	64,620	66,991	58,518	82,466	170,023	167,615	188,834	197,796	347,152	235,515	246,504	242,123	128,345	119,673	152,056	177,520	252,536	116,737	122,563	157,817	220,963	92,927	111,588	111,171	132,089	60,258
Gross margin (Non-GAAP)	45.3%	45.0%	49.3%	46.9%	55.7%	51.5%	53.9%	46.4%	49.8%	47.2%	48.3%	48.8%	46.6%	42.0%	48.1%	22.4%	40.0%	43.0%	45.2%	44.2%	47.1%	40.9%	40.1%	38.7%	34.2%	35.6%	32.0%	26.3%	32.0%
Research and development (GAAP)	5,346	6,507	7,766	8,254	9,088	11,809	14,945	18,325	22,426	30,492	42,890	54,227	72,248	79,909	82,972	85,062	87,758	80,543	84,170	90,541	89,336	87,047	79,840	75,946	77,039	70,919	65,693	86,703	81,589
Less:																													
Stock-based compensation expense	(40)	(55)	(75)	(118)	(92)	(192)	(873)	(1,192)	(1,879)	(3,138)	(5,893)	(7,341)	(10,393)	(11,725)	(12,314)	(12,775)	(14,344)	(12,648)	(12,947)	(13,842)	(14,671)	(15,090)	(14,097)	(13,330)	(11,988)	(11,892)	(10,557)	(10,418)	(11,119)
Acquisition-related costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(18,411)	(5,711)
Impact of restructuring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(2,744)	-	-	-	-	-	-	-	(1,550)	-	-	-	-
Research and development (Non-GAAP)	5,306	6,452	7,691	8,136	8,996	11,617	14,072	17,133	20,547	27,354	36,997	46,886	61,855	68,184	70,658	72,287	70,670	67,895	71,223	76,699	74,665	71,957	65,743	62,616	63,501	59,027	55,136	57,874	64,759
Sales and marketing (GAAP)	4,217	5,433	6,159	11,038	11,273	13,311	17,539	69,882	43,867	69,690	65,115	154,069	107,051	118,138	79,872	186,194	91,174	100,732	77,536	145,600	72,052	100,845	66,676	104,518	68,616	83,060	71,296	106,828	56,961
Less:																													
Stock-based compensation expense	(14)	(42)	(64)	(84)	(63)	(120)	(466)	(645)	(1,307)	(1,322)	(2,451)	(2,339)	(2,535)	(2,927)	(3,030)	(3,083)	(3,248)	(3,987)	(3,679)	(3,658)	(3,447)	(3,911)	(3,638)	(3,730)	(3,138)	(3,175)	(2,587)	(2,685)	(2,775)
Acquisition-related costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(4,222)	(2,404)
Impact of restructuring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(2,000)	-	-	-	-	-	-	-	(589)	-	-	-	-
Intangible assets amortization																					(161)	(470)	315	(135)	(135)	(136)	(135)	(135)	(1,444)
Sales and marketing (Non-GAAP)	4,203	5,391	6,095	10,954	11,210	13,191	17,073	69,237	42,560	68,368	62,664	151,730	104,516	115,211	76,842	183,111	85,926	96,745	73,857	141,942	68,444	96,464	63,353	100,653	64,754	79,749	68,574	99,786	50,338
General and administrative (GAAP)	1,338	2,154	2,853	8,140	8,617	7,443	7,849	9,647	12,981	14,648	20,698	29,466	35,702	37,262	33,333	40,606	30,746	31,379	40,690	31,119	36,088	30,211	24,812	25,516	26,692	24,865	23,083	43,591	42,041
Less:																													
Stock-based compensation expense	(8)	(15)	(18)	(50)	(100)	(220)	(785)	(1,166)	(1,271)	(2,462)	(3,339)	(3,543)	(3,533)	(4,664)	(3,647)	(4,009)	(4,155)	(3,839)	(4,792)	(4,402)	(4,425)	(4,824)	(4,381)	(4,153)	(3,988)	(3,959)	(3,494)	(3,455)	(3,654)
Acquisition-related costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(19,719)	(6,892)
Impact of restructuring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(1,594)	-	-	-	-	-	-	-	(129)		-	-	-
Litigation (expense)/credit — Jawbone	-	-	-	-	-	-	-	-	-	-	-	-	-	(11,558)	(6,062)	(7,225)	114	(1,533)	(874)	(919)	(765)	-	-	-	-		-	-	-
Impact of Fitbit Force recall	-	-	-	(2,838)	(2,876)	(1,483)	(2)	972	142	(69)	(20)	4,363	(11)	11	-	(26)	-	-	-	-	-	-	-	-	-		-	-	-
Intangible assets amortization	-	-	-	-	-	-	-	-	-	(82)	(82)	(82)	(82)	(82)	(61)	(56)	(58)	(58)	(62)	(71)	(71)	(71)	(71)	(73)	(71)	(72)	(71)	(71)	(194)
General and administrative (Non-GAAP)	1,330	2,139	2,835	5,252	5,641	5,740	7,062	9,453	11,852	12,035	17,257	30,204	32,076	20,969	23,563	29,290	25,053	25,949	34,962	25,727	30,827	25,316	20,360	21,290	22,504	20,834	19,518	20,346	31,301
Operating expenses:																													
Research and development	5,346	6,507	7,766	8,254	9,088	11,809	14,945	18,325	22,426	30,492	42,890	54,227	72,248	79,909	82,972	85,062	87,758	80,543	84,170	90,541	89,336	87,047	79,840	75,946	77,039	70,919	65,693	86,703	81,589
Sales and marketing	4,217	5,433	6,159	11,038	11,273	13,311	17,539	69,882	43,867	69,690	65,115	154,069	107,051	118,138	79,872	186,194	91,174	100,732	77,536	145,600	72,052	100,845	66,676	104,518	68,616	83,060	71,296	106,828	56,961
General and administrative	1,338	2,154	2,853	8,140	8,617	7,443	7,849	9,647	12,981	14,648	20,698	29,466	35,702	37,262	33,333	40,606	30,746	31,379	40,690	31,119	36,088	30,211	24,812	25,516	26,692	24,865	23,083	43,591	42,041
Change in contingent consideration	-	-	-	-	-	-	-	-	-	(7,704)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total operating expenses (GAAP)	10,901	14,094	16,778	27,432	28,978	32,563	40,333	97,854	79,274	107,126	128,703	237,762	215,001	235,309	196,177	311,862	209,678	212,654	202,396	267,260	197,476	218,103	171,328	205,980	172,347	178,844	160,072	237,122	180,591
Less:																													
Stock-based compensation expense	(62)	(112)	(157)	(252)	(255)	(532)	(2,124)	(3,003)	(4,457)	(6,922)	(11,683)	(13,223)	(16,461)	(19,316)	(18,991)	(19,867)	(21,747)	(20,474)	(21,418)	(21,902)	(22,543)	(23,825)	(22,116)	(21,213)	(19,114)	(19,026)	(16,638)	(16,558)	(17,548)
Acquisition-related costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(42,352)	(15,007)
Impact of restructuring	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(6,338)	-	-	-	-	-	-	-	(2,268)	-	-	-	-
Litigation expense — Jawbone	-	-	-	-	-	-	-	-	-	-	-	-	-	(11,558)	(6,062)	(7,225)	114	(1,533)	(874)	(919)	(765)	-	-	-	-	-	-	-	-
Impact of Fitbit Force recall	-	-	-	(2,838)	(2,876)	(1,483)	(2)	972	142	(69)	(20)	4,363	(11)	11	-	(26)	-	-	-	-	-	-	-	-	-	-	-	-	-
Intangible assets amortization	-	-	-	-	-	-	-	-	-	(82)	(82)	(82)	(82)	(82)	(61)	(56)	(58)	(58)	(62)	(71)	(232)	(541)	244	(208)	(206)	(208)	(206)	(206)	(1,638)
Change in contingent consideration	-	-	-	-	-	-	-	-	-	7,704	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-				
Total operating expenses (Non-GAAP)	10,839	13,982	16,621	24,342	25,847	30,548	38,207	95,823	74,959	107,757	116,918	228,820	198,447	204,364	171,063	284,688	181,649	190,589	180,042	244,368	173,936	193,737	149,456	184,559	150,759	159,610	143,228	178,006	146,398
Operating income (loss) (GAAP)	4,088	7,128	24,477	(44,647)	15,791	25,826	43,272	73,040	89,935	80,416	67,310	110,537	18,754	9,660	44,481	(185,360)	(91,379)	(63,409)	(27,636)	(18,663)	(83,353)	(99,088)	(17,814)	10,947	(82,894)	(70,630)	(52,120)	(115,069)	(125,669)

	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015
Plus:												
Stock-based compensation expense	64	116	165	275	314	661	2,470	3,359	4,903	7,747	13,034	15,340
Acquisition-related costs	-	-	-	-	-	-	-	-	-	-	-	-
Impact of restructuring	-	-	-	-	-	-	-	-	-	-	-	-
Litigation expense/(credit) — Jawbone												
Impact of Fitbit Force recall	-	-	-	84,650	25,039	1,483	(1,483)	(2,199)	(2,182)	69	20	(8,078)
Intangible assets amortization	-	-	-	-	-	-	-	-	-	549	514	533
Change in contingent consideration	-	-	-	-	-	-	-	-	-	(7,704)	-	-
Operating income (loss) (Non-GAAP)	4,152	7,244	24,642	40,278	41,144	27,970	44,259	74,200	92,656	81,077	80,878	118,332
Interest and other income (expense), net	(405)	(923)	(1,495)	(1,908)	(1,628)	(4,139)	(3,496)	(8,893)	(13,544)	(45,687)	(960)	(58)
Income (loss) before income taxes	3,683	6,205	22,982	(46,555)	14,163	21,687	39,776	64,147	76,391	34,729	66,350	110,479
Income tax expense (benefit)	1,974	3,325	12,297	20,341	5,291	6,934	(29,136)	24,907	28,394	17,048	20,516	46,314
Net income (loss) (GAAP)	$ 1,709	$ 2,880	$ 10,685	$ (66,896)	$ 8,872	$ 14,753	$ 68,912	$ 39,240	$ 47,997	$ 17,681	$ 45,834	$ 64,165
Plus:												
Stock-based compensation expense	$ 64	$ 116	$ 165	$ 275	$ 314	$ 661	$ 2,470	$ 3,359	$ 4,903	$ 7,747	$ 13,034	$ 15,340
Acquisition-related costs	-	-	-	-	-	-	-	-	-	-	-	-
Impact of restructuring	-	-	-	-	-	-	-	-	-	-	-	-
Litigation expense/(credit) — Jawbone	-	-	-	-	-	-	-	-	-	-	-	-
Impact of Fitbit Force recall	-	-	-	84,650	25,039	1,483	(1,483)	(2,199)	(2,182)	69	20	(8,078)
Revaluation of redeemable convertible preferred												
stock warrant liability	345	496	1,224	1,305	1,353	3,842	1,626	6,451	10,335	46,320	-	-
Impairment of equity investment	-	-	-	-	-	-	-	-	-	-	-	-
Intangible assets amortization	-	-	-	-	-	-	-	-	-	549	514	533
Change in contingent consideration	-	-	-	-	-	-	-	-	-	(7,704)	-	-
Income tax effect of non-GAAP adjustments	(164)	(245)	(556)	(34,492)	(10,682)	(2,394)	(44,437)	(3,044)	(4,857)	(13,349)	(183)	15,423
Net income (loss) (Non-GAAP)	$ 1,954	$ 3,247	$ 11,518	$ (15,158)	$ 24,896	$ 18,345	$ 27,088	$ 43,807	$ 56,196	$ 51,313	$ 59,219	$ 87,383
Less: undistributed earnings to participating securities and noncumulative dividends to preferred stockholders					$ (7,183)	$ (11,750)	$ (53,763)	$ (30,701)	$ (37,374)	$ (12,456)	$ -	$ -
Net income (loss) attributable to common stockholders - basic					1,689	3,003	15,149	8,539	10,623	5,225	45,834	64,165
Add: adjustments for undistributed earnings to participating securities					570	1,058	5,387	3,326	4,992	1,862	-	-
Net income (loss) attributable to common stockholders - diluted					$ 2,259	$ 4,061	$ 20,536	$ 11,865	$ 15,615	$ 7,087	$ 45,834	$ 64,165
Net income (loss) per share attributable to common stockholders:												
Basic					$ 0.04	$ 0.07	$ 0.38	$ 0.21	$ 0.26	$ 0.09	$ 0.22	$ 0.30
Diluted (GAAP)					$ 0.04	$ 0.07	$ 0.34	$ 0.19	$ 0.22	$ 0.07	$ 0.19	$ 0.26
Shares used to compute net income (loss) per share attributable to common stockholders:												
Basic					40,155	40,193	40,376	40,676	41,201	58,548	206,657	210,438
Diluted (GAAP)					59,478	60,487	61,003	63,742	70,289	95,190	243,660	245,009
Plus:												
Diluted effect of redeemable convertible preferred common stock conversion					139,504	139,504	139,708	139,851	139,851	126,020	-	-
Public offering shares					-	-	-	-	-	20,173	-	1,565
Other dilutive equity awards					1,701	1,886	1,802	1,756	1,839	1,766	-	-
Diluted shares (Non-GAAP)					200,683	201,877	202,513	205,349	211,979	243,149	243,660	246,574
Diluted net income (loss) per share (Non-GAAP)					$ 0.12	$ 0.09	$ 0.13	$ 0.21	$ 0.27	$ 0.21	$ 0.24	$ 0.35
Adjusted EBITDA												
Net income (loss) (GAAP)	$ 1,709	$ 2,880	$ 10,685	$ (66,896)	$ 8,872	$ 14,753	$ 68,912	$ 39,240	$ 47,997	$ 17,681	$ 45,834	$ 64,165
Impact of Fitbit Force recall	-	-	-	84,650	25,039	1,483	(1,483)	(2,199)	(2,182)	69	20	(8,078)
Stock-based compensation expense	64	116	165	275	314	661	2,470	3,359	4,903	7,747	13,034	15,340
Acquisition-related costs	-	-	-	-	-	-	-	-	-	-	-	-
Impact of restructuring	-	-	-	-	-	-	-	-	-	-	-	-
Litigation expense/(credit) — Jawbone	-	-	-	-	-	-	-	-	-	-	-	-
Revaluation of redeemable convertible preferred												
stock warrant liability	345	496	1,224	1,305	1,353	3,842	1,626	6,451	10,335	46,320	-	-
Impairment of equity investment	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation and amortization	452	680	700	1,180	750	963	1,251	3,167	3,469	4,705	5,367	7,566
Change in contingent consideration	-	-	-	-	-	-	-	-	-	(7,704)	-	-
Interest (income) expense, net	196	268	274	344	409	452	680	681	467	379	216	(43)
Income tax expense (benefit)	1,974	3,325	12,297	20,341	5,291	6,934	(29,136)	24,907	28,394	17,048	20,516	46,314
Adjusted EBITDA	$ 4,740	$ 7,765	$ 25,345	$ 41,199	$ 42,028	$ 29,088	$ 44,320	$ 75,606	$ 93,383	$ 86,245	$ 84,987	$ 125,264
Devices Sold	521	745	1,291	1,919	1,575	1,720	2,332	5,277	3,866	4,458	4,773	8,258

	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020
Plus:																	
Stock-based compensation expense	17,770	20,400	20,005	21,257	21,765	21,966	22,797	24,325	23,641	25,857	24,115	23,396	20,544	20,547	18,084	18,564	19,727
Acquisition-related costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	47,990	15,772
Impact of restructuring	-	-	-	-	6,375	-	-	-	-	-	-	-	2,458	-	-	-	-
Litigation expense/(credit) — Jawbone		11,558	6,062	7,225	(114)	1,533	874	919	765	-	-	-	-	-	-	-	-
Impact of Fitbit Force recall	11	(11)	-	26	-	-	-	-	-	-	-	-	-	-	-	-	-
Intangible assets amortization	533	533	512	509	1,377	1,377	1,381	1,587	1,748	2,057	2,060	2,061	2,060	2,061	1,979	2,598	4,030
Change in contingent consideration	-	-	-	-	-	-	-	-	-	-	-	-	-				
Operating income (loss) (Non-GAAP)	37,068	42,140	71,060	(156,343)	(61,976)	(38,533)	(2,584)	8,168	(57,199)	(71,174)	8,361	36,404	(57,832)	(48,022)	(32,057)	(45,917)	(86,140)
Interest and other income (expense), net	2,150	376	(67)	711	1,628	496	460	3,858	1,867	4,435	(3,069)	1,933	4,739	3,083	1,896	1,930	1,289
Income (loss) before income taxes	20,904	10,036	44,414	(184,649)	(89,751)	(62,913)	(27,176)	(14,805)	(81,486)	(94,653)	(20,883)	12,880	(78,155)	(67,547)	(50,224)	(113,139)	(124,380)
Income tax expense (benefit)	9,869	3,695	18,294	(38,376)	(29,671)	(4,673)	86,227	30,665	(609)	23,615	(18,827)	(2,492)	1,310	971	1,669	7,696	(144,674)
Net income (loss) (GAAP)	$ 11,035	$ 6,341	$ 26,120	$ (146,273)	$ (60,080)	$ (58,240)	$ (113,403)	$ (45,470)	$ (80,877)	$ (118,268)	$ (2,056)	$ 15,372	$ (79,465)	$ (68,518)	$ (51,893)	$ (120,835)	$ 20,294
Plus:																	
Stock-based compensation expense	$ 17,770	$ 20,400	$ 20,005	$ 21,257	$ 21,765	$ 21,966	$ 22,797	$ 24,325	$ 23,641	$ 25,857	$ 24,115	$ 23,396	$ 20,544	$ 20,547	$ 18,084	$ 18,564	$ 19,727
Acquisition-related costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	47,990	15,772
Impact of restructuring	-	-	-	-	6,375	-	-	-	-	-	-	-	2,458	-	-	-	-
Litigation expense/(credit) — Jawbone	-	11,558	6,062	7,225	(114)	1,533	874	919	765	-	-	-	-	-	-	-	-
Impact of Fitbit Force recall	11	(11)	-	26	-	-	-	-	-	-	-	-		-	-	-	-
Revaluation of redeemable convertible preferred														-	-	-	-
stock warrant liability	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Impairment of equity investment	-	-	-	-	-	-	-	-	-	-	6,000	-	-	-	-	-	-
Intangible assets amortization	533	533	512	509	1,377	1,377	1,381	1,587	1,748	2,057	2,060	2,061	2,060	2,061	1,979	2,598	4,030
Change in contingent consideration	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Income tax effect of non-GAAP adjustments	(4,829)	(9,297)	(6,955)	(8,445)	(3,722)	14,056	85,574	13,979	13,767	36,121	(20,077)	(4,481)	16,335	10,139	5,141	20,193	(124,412)
Net income (loss) (Non-GAAP)	$ 24,520	$ 29,524	$ 45,744	$ (125,701)	$ (34,399)	$ (19,308)	$ (2,777)	$ (4,660)	$ (40,956)	$ (54,233)	$ 10,042	$ 36,348	$ (38,068)	$ (35,771)	$ (26,689)	$ (31,490)	$ (64,589)
Less: undistributed earnings to participating securities and noncumulative dividends to preferred stockholders	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Net income (loss) attributable to common stockholders - basic	11,035	6,341	26,120	(146,273)	(60,080)	(58,240)	(113,403)	(45,470)	(80,877)	(118,268)	(2,056)	15,372	(79,465)	(68,518)	(51,893)	(120,835)	20,294
Add: adjustments for undistributed earnings to participating securities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net income (loss) attributable to common stockholders - diluted	$ 11,035	$ 6,341	$ 26,120	$ (146,273)	$ (60,080)	$ (58,240)	$ (113,403)	$ (45,470)	$ (80,877)	$ (118,268)	$ (2,056)	$ 15,372	$ (79,465)	$ (68,518)	$ (51,893)	$ (120,835)	$ 20,294
Net income (loss) per share attributable to common stockholders:																	
Basic	$ 0.05	$ 0.03	$ 0.12	$ (0.65)	$ (0.27)	$ (0.25)	$ (0.48)	$ (0.19)	$ (0.34)	$ (0.49)	$ (0.01)	$ 0.06	$ (0.31)	$ (0.27)	$ (0.20)	$ (0.46)	$ 0.08
Diluted (GAAP)	$ 0.05	$ 0.03	$ 0.11	$ (0.65)	$ (0.27)	$ (0.25)	$ (0.48)	$ (0.19)	$ (0.34)	$ (0.49)	$ (0.01)	$ 0.06	$ (0.31)	$ (0.27)	$ (0.20)	$ (0.46)	$ 0.07
Shares used to compute net income (loss) per share attributable to common stockholders:																	
Basic	216,043	218,850	222,412	224,412	226,511	230,322	234,242	237,421	239,431	242,898	245,838	249,973	253,124	256,160	258,753	261,693	265,661
Diluted (GAAP)	242,009	242,328	243,687	224,412	226,511	230,322	234,242	237,421	239,431	242,898	245,838	260,399	253,124	256,160	258,753	261,693	276,946
Plus:																	
Diluted effect of redeemable convertible preferred common stock conversion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Public offering shares	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other dilutive equity awards	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diluted shares (Non-GAAP)	242,009	242,328	243,687	224,412	226,511	230,322	234,242	237,421	239,431	242,898	260,347	260,399	253,124	256,160	258,753	261,693	276,946
Diluted net income (loss) per share (Non-GAAP)	$ 0.10	$ 0.12	$ 0.19	$ (0.56)	$ (0.15)	$ (0.08)	$ (0.01)	$ (0.02)	$ (0.17)	$ (0.22)	$ 0.04	$ 0.14	$ (0.15)	$ (0.14)	$ (0.10)	$ (0.12)	$ (0.24)
Adjusted EBITDA																	
Net income (loss) (GAAP)	$ 11,035	$ 6,341	$ 26,120	$ (146,273)	$ (60,079)	$ (58,240)	$ (113,403)	$ (45,470)	$ (80,877)	$ (118,268)	$ (2,056)	$ 15,372	$ (79,465)	$ (68,518)	$ (51,893)	$ (120,835)	$ 20,294
Impact of Fitbit Force recall	11	(11)	-	26	-	-	-	-	-	-	-	-	-	-			
Stock-based compensation expense	17,770	20,400	20,005	21,257	21,765	21,966	22,797	24,325	23,641	25,857	24,115	23,396	20,544	20,547	18,084	18,564	19,727
Acquisition-related costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	47,990	15,772
Impact of restructuring	-	-	-	-	6,375	-	-	-	-	-	-	-	2,458	-		-	-
Litigation expense/(credit) — Jawbone	-	11,558	6,062	7,225	(114)	1,533	874	919	765	-	-	-	-	-	-	-	-
Revaluation of redeemable convertible preferred																-	-
stock warrant liability	-	-	-	-	-	-	-	-	-	-	-	-	-	-		-	-
Impairment of equity investment	-	-	-	-	-	-	-	-	-	-	6,000	-	-	-		-	-
Depreciation and amortization	7,008	7,178	11,275	12,672	10,517	11,435	10,520	13,221	12,204	15,173	13,877	15,561	15,433	18,792	15,089	13,522	14,620
Change in contingent consideration	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest (income) expense, net	(582)	(839)	(970)	(765)	(1,096)	(193)	(1,162)	(1,197)	(1,350)	(2,177)	(2,072)	(2,209)	(3,466)	(2,622)	(2,388)	(1,815)	(1,293)
Income tax expense (benefit)	9,869	3,695	18,294	(38,376)	(29,671)	(4,673)	86,227	30,665	(609)	23,615	(18,827)	(2,492)	1,310	971	1,669	7,696	(144,674)
Adjusted EBITDA	$ 45,111	$ 48,322	$ 80,786	$ (144,234)	$ (52,303)	$ (28,172)	$ 5,853	$ 22,463	$ (46,226)	$ (55,800)	$ 21,037	$ 49,628	$ (43,186)	$ (30,830)	$ (19,439)	$ (34,878)	$ (75,554)
Devices Sold	4,842	5,673	5,283	6,497	2,956	3,373	3,624	5,391	2,150	2,684	3,539	5,566	2,930	3,529	3,540	5,989	2,177

Fitbit, Inc.
Condensed Consolidated Statements of Cash Flows - Fiscal Quarters
(in thousands)

	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020
Cash Flows from Operating activities:																													
Net income (loss)	$ 1,709	$ 2,880	$ 10,685	$ (66,896)	$ 8,872	$ 14,753	$ 68,912	$ 39,240	$ 47,997	$ 17,681	$ 45,834	$ 64,165	$ 11,035	$ 6,341	$ 26,120	$ (146,273)	$ (60,079)	$ (58,240)	$ (113,403)	$ (45,470)	$ (80,877)	$ (118,268)	$ (2,056)	$ 15,372	$ (79,465)	$ (68,518)	$ (51,893)	$ (120,835)	$ 20,294
Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities																													
Provision for (recovery of) doubtful accounts	-	-	-	651	(63)	12	66	849	73	(101)	(5)	1,148	413	(232)	(40)	198	1	183	7,622	87	(109)	105	41	19	32	16	(19)	268	6,486
Provision for inventory obsolescence	201	272	422	204	757	473	(707)	2,441	1,761	2,776	-	523	231	434	349	3,979	3,997	4,412	4,986	1,438	6,337	1,677	1,005	2,809	1,478	2,644	1,041	848	9,845
Provision for inventory obsolescence related to Fitbit Force recall	-	-	-	10,251	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	452	680	700	1,180	750	963	1,250	3,168	3,363	4,156	4,853	7,033	6,475	6,646	10,763	12,162	9,140	10,059	9,139	11,633	10,456	13,116	11,816	13,501	13,373	16,733	13,109	10,924	10,589
Accelerated depreciation of property and equipment	-	-	-	1,712	-	-	-	1,004	-	-	-	1,206	484	165	113	19,043	-			-	-	-	-	-	-	-	-	-	-
Amortization of intangible assets	-	-	-	-	-	-	-	-	106	549	514	533	533	533	512	509	1,377	1,376	1,381	1,588	1,748	2,057	2,061	2,060	2,060	2,061	1,979	2,599	4,029
Non-cash lease expense																									7,713	3,902	6,346	1,209	1,524
Write-off of property and equipment	-	-	-	-	-	-		-	-		-	-	-	-	-	-	-	5,250	-	-	7,259	226	28	218	-	170	(1)	37	13
Revaluation of redeemable convertible preferred stock warrants liability	345	496	1,224	1,305	1,353	3,841	1,627	6,451	10,335	46,320	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Amortization of issuance costs and discount on debt	17	22	21	22	160	56	398	181	161	161	162	477	117	116	117	116	116	686	75	74	74	74	162	475	-	-	-	-	-
Stock-based compensation	64	116	165	275	314	661	2,470	3,359	4,903	7,747	13,034	15,340	17,770	20,400	20,005	21,257	22,493	21,966	22,797	24,325	23,641	25,857	24,115	23,396	20,544	20,547	18,084	18,564	19,727
Change in contingent consideration	-	-	-	-	-	-	-	-	-	(7,704)	-	-	-	-	-	-	-	-	-	-	-	-	-	-		-	-	-	-
Deferred income taxes	-	-	-	-	-	-	(26,693)	(15,308)	(3,875)	(16,236)	(12,177)	(10,250)	(4,581)	(31,871)	8,658	(70,940)	(5,005)	21,142	116,678	41,091	(1,799)	500	(391)	(858)	(20)	154	484	(234)	46
Impairment of equity investment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6,000	-	-	-	-	-	-
Excess tax benefit from stock-based compensation (1)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	(560)	297	17	(1,131)	300	391	(300)	743	(19)	(208)	(240)	(323)	(440)	(392)	(50)	212	(212)	565	5
Changes in operating assets and liabilities																													
Accounts receivable	10,663	(13,164)	(17,381)	(35,748)	31,004	(1,456)	(26,872)	(161,464)	77,371	(90,205)	7,334	(225,600)	129,218	(37,681)	(83,781)	(16,457)	282,917	(21,752)	(52,266)	(145,115)	191,982	(27,787)	(83,968)	(88,263)	163,592	(8,031)	(86,944)	(89,930)	246,499
Inventories	(5,239)	(2,008)	(7,436)	(32,693)	2,633	(1,657)	(5,699)	(56,872)	(24,198)	(52,136)	(88,819)	97,045	(34,149)	20,798	(37,532)	(11,092)	27,193	54,293	(2,038)	12,681	(27,307)	3,090	(55,847)	67,204	(50,958)	9,775	(84,317)	107,029	20,301
Prepaid expenses and other assets	468	(524)	(2,538)	369	(2,457)	(729)	(235)	(6,258)	(8,220)	5,725	(2,169)	(24,551)	(16,547)	462	(22,703)	912	(976)	(49,348)	(75,180)	12,393	39,610	(1,986)	85,732	2,558	12,594	1,413	(2,135)	3,269	(28,073)
Income taxes receivable	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(139,254)
Fitbit Force recall reserve	-	-	-	72,687	1,300	(27,164)	(26,045)	(8,553)	(7,371)	(2,210)	(1,236)	(6,537)	(783)	(2,191)	(654)	(241)	(295)	(205)	(168)	(121)	(132)	(159)	(104)	(50)	46	90	106	(243)	(41)
Accounts payable	(4,493)	903	7,104	47,367	(39,616)	12,510	10,642	140,225	(59,478)	53,918	125,328	(63,009)	(16,317)	(23,108)	26,299	58,780	(176,619)	(40,340)	94,799	36,045	(84,155)	19,971	80,541	18,850	(81,656)	(18,861)	112,343	(64,386)	(104,378)
Accrued liabilities and other liabilities	(2,369)	4,499	6,653	18,260	(6,340)	(1,052)	9,576	45,549	(4,826)	13,656	21,827	108,091	38,729	15,271	(10,715)	170,076	(52,173)	8,210	(4,238)	104,373	(66,790)	(3,886)	6,220	52,478	(69,962)	(28,138)	37,095	154,267	(143,692)
Lease liabilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(4,972)	(8,605)	(7,398)	(1,914)	(4,756)
Deferred revenue	(3,410)	694	662	2,913	150	1,764	684	805	7,467	4,322	5,731	17,371	6,481	(4,508)	(1,419)	4,902	(3,000)	(2,477)	(4,369)	2,374	(6,010)	(3,613)	(26)	4,027	(2,259)	(1,216)	889	6,592	(2,200)
Income taxes payable	1,522	2,668	6,092	7,513	(8,300)	6,834	(6,111)	20,381	(12,909)	(16,927)	1,677	32,495	4,317	10,540	4,899	25,680	351	(1,867)	(306)	(1,666)	(173)	21,974	(16,148)	(5,078)	257	(771)	407	(349)	1,064
Net cash provided by (used in) operating activities	(70)	(2,466)	6,373	29,372	(9,483)	9,809	3,263	15,198	32,660	(28,508)	121,328	15,777	143,443	(19,016)	(58,709)	73,002	49,138	(45,909)	5,490	55,522	13,515	(67,375)	58,741	108,326	(67,653)	(76,423)	(41,036)	28,280	(81,972)
Cash Flows from Investing activities:																													
Change in restricted cash	-	-	-	(2,310)	2,310	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purchase of property and equipment	(775)	(2,024)	(2,437)	(2,288)	(2,909)	(3,789)	(11,187)	(8,610)	(5,009)	(6,736)	(6,003)	(12,818)	(16,676)	(20,069)	(30,053)	(11,842)	(28,157)	(11,662)	(18,382)	(30,959)	(12,616)	(15,908)	(11,650)	(12,706)	(6,096)	(4,731)	(15,450)	(10,254)	(3,556)
Purchase of marketable securities	-	-	-	-	-	-	-	-	-	-	(124,713)	(106,222)	(62,576)	(330,162)	(160,014)	(85,303)	(129,661)	(188,017)	(176,862)	(103,393)	(123,479)	(65,611)	(60,174)	(104,684)	(111,615)	(108,880)	(67,474)	(59,610)	(59,735)
Sales of marketable securities	-	-	-	-	-	-	-	-	-	-	12,070	45,941	-	38,814	6,197	1,500	4,256	9,550	6,000	22,600	8,945	-	-	1,038	-	2,016	-	7,108	-
Maturities of marketable securities	-	-	-	-	-	-	-	-	-	-	-	44,500	121,598	18,664	109,007	66,505	178,028	173,116	149,432	121,949	171,966	93,712	91,998	75,918	128,309	111,120	82,703	83,464	68,191
Acquisitions, net of cash acquired	-	-	-	-	-	-	-	-	(11,037)	-	-	-	-	(5,600)	-	(32,656)	-	-	(556)	-	(17,003)	-	-	(2,250)	-	-	(2,625)	(2,224)	-
Equity investment																				(6,000)	-	-	-	-	-	-	-	-	-
Net cash provided by (used in) investing activities	(775)	(2,024)	(2,437)	(4,598)	(599)	(3,789)	(11,187)	(8,610)	(16,046)	(6,736)	(118,646)	(28,599)	42,346	(298,353)	(74,863)	(61,796)	24,466	(17,013)	(40,368)	4,197	27,813	12,193	20,174	(42,684)	10,598	(475)	(2,846)	18,484	4,900
Cash Flows from Financing activities:																													
Proceeds from initial public offering, net of underwriters' fees	-	-	-	-	-	-	-	-	-	420,885	-	84,390	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Proceeds from issuance of debt and revolving credit facility, net debt discount	2,830	-	-	-	30,000	-	8,000	125,000	160,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Repayment of debt	(59)	(60)	(237)	(240)	(2,347)	(749)	(38,250)	-	(134,503)	(160,000)	-	-	-	-	-	-	-	-	-	-	(747)	-	-	-	-	-	-	(550)	-
Payment of issuance costs	-	-	-	(45)	(604)	-	(1,971)	-	-	-	-	(748)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Payments of offering costs	-	-	-	-	-	-	-	-	(1)	(2,522)	(2,249)	(317)	(1,236)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Proceeds from the issuance of redeemable convertible preferred																		-	-	-	-	-	-	-	-	-	-	-	-
stock, net of issuance costs	-	25,823	16,988	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Financing lease	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(597)	(340)	(1,302)	(464)	-
Proceeds from issuance of common stock	45	143	9	8	3	9	20	65	70	372	498	3,078	2,374	12,093	3,849	7,653	2,581	8,826	2,486	5,118	992	9,746	903	9,829	931	5,881	232	5,974	458
Taxes paid related to net share settlement of restricted stock units	-	-	-	-	-	-	-	-	-	-	-	-	(574)	(533)	(2,121)	(1,711)	(3,127)	(2,107)	(5,570)	(3,572)	(5,179)	(4,808)	(5,697)	(3,752)	(6,422)	(4,227)	(2,846)	(4,676)	(5,868)
Excess tax benefit from stock-based compensation (1)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Proceeds from exercise of redeemable convertible preferred stock warrants	-	-	-	-	-	-	75	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net cash provided by (used in) financing activities	2,816	25,906	16,760	(277)	27,052	(740)	(32,126)	125,065	25,566	258,735	(1,751)	86,403	564	11,560	1,728	5,942	(546)	6,719	(3,084)	1,546	(4,934)	4,938	(4,794)	6,077	(6,088)	1,314	(3,916)	284	(5,410)
Net increase (decrease) in cash and cash equivalents	1,971	21,416	20,696	24,497	16,970	5,280	(40,050)	131,653	42,180	223,491	931	73,581	186,353	(305,809)	(131,844)	17,148	73,058	(56,203)	(37,962)	61,265	36,394	(50,244)	74,121	71,719	(63,143)	(75,584)	(47,798)	47,048	(82,482)
Effect of exchange rate changes on cash	-	-	-	-	5	7	17	16	43	(64)	73	(15)	(137)	(111)	(78)	(48)	(99)	630	(63)	20	-	-	-	-	-	-			
Cash and cash equivalents at beginning of period	13,148	15,119	36,535	57,231	81,728	98,703	103,990	63,957	195,626	237,849	461,276	462,280	535,846	722,062	416,142	284,220	301,320	374,279	318,706	280,681	341,966	378,360	328,116	402,237	473,956	410,813	335,229	287,431	287,431
Cash and cash equivalents at end of period	$ 15,119	$ 36,535	$ 57,231	$ 81,728	$ 98,703	$ 103,990	$ 63,957	$ 195,626	$ 237,849	$ 461,276	$ 462,280	$ 535,846	$ 722,062	$ 416,142	$ 284,220	$ 301,320	$ 374,279	$ 318,706	$ 280,681	$ 341,966	$ 378,360	$ 328,116	$ 402,237	$ 473,956	$ 410,813	$ 335,229	$ 287,431	$ 334,479	$ 204,949
Free cash flow																													
Net cash provided by (used in) operating activities (GAAP) (1)	$ (70)	$ (2,466)	$ 6,373	$ 29,372	$ (9,483)	$ 9,809	$ 3,263	$ 15,198	$ 32,660	$ (28,508)	$ 121,328	$ 15,777	$ 143,443	$ (19,016)	$ (58,709)	$ 73,002	$ 49,138	$ (45,909)	$ 5,490	$ 55,522	$ 13,515	$ (67,375)	$ 58,741	$ 108,326	$ (67,653)	$ (76,423)	$ (41,036)	$ 28,280	$ (81,972)
Purchase of property and equipment	(775)	(2,024)	(2,437)	(2,288)	(2,909)	(3,789)	(11,187)	(8,610)	(5,009)	(6,736)	(6,003)	(12,818)	(16,676)	(20,069)	(30,053)	(11,842)	(28,157)	(11,662)	(18,382)	(30,959)	(12,616)	(15,908)	(11,650)	(12,706)	(6,096)	(4,731)	(15,450)	(10,254)	(3,556)
Free cash flow (Non-GAAP)	$ (845)	$ (4,490)	$ 3,936	$ 27,084	$ (12,392)	$ 6,020	$ (7,924)	$ 6,588	$ 27,651	$ (35,244)	$ 115,325	$ 2,959	$ 126,767	$ (39,085)	$ (88,762)	$ 61,160	$ 20,981	$ (57,571)	$ (12,892)	$ 24,563	$ 899	$ (83,283)	$ 47,091	$ 95,620	$ (73,749)	$ (81,154)	$ (56,486)	$ 18,026	$ (85,528)
Net cash provided by (used in) investing activities (GAAP)	$ (775)	$ (2,024)	$ (2,437)	$ (4,598)	$ (599)	$ (3,789)	$ (11,187)	$ (8,610)	$ (16,046)	$ (6,736)	$ (118,646)	$ (28,599)	$ 42,346	$ (298,353)	$ (74,863)	$ (61,796)	$ 24,466	$ (17,013)	$ (40,368)	$ 4,197	$ 27,813	$ 12,193	$ 20,174	$ (42,684)	$ 10,598	$ (475)	$ (2,846)	$ 18,484	$ 4,900
Net cash provided by (used in) financing activities (GAAP) (1)	$ 2,816	$ 25,906	$ 16,760	$ (277)	$ 27,052	$ (740)	$ (32,126)	$ 125,065	$ 25,566	$ 258,735	$ (1,751)	$ 86,403	$ 564	$ 11,560	$ 1,728	$ 5,942	$ (546)	$ 6,719	$ (3,084)	$ 1,546	$ (4,934)	$ 4,938	$ (4,794)	$ 6,077	$ (6,088)	$ 1,314	$ (3,916)	$ 284	$ (5,410)

(1) - The Company's adoption of ASU 2016-09 on January 1, 2017 resulted in excess tax benefits for share-based payments recorded as a reduction of income tax expense and reflected within operating cash flows, rather than recorded within equity and reflected within financing cash flows. The Company elected to adopt this new standard retrospectively, which impacted the presentation for all periods prior to the adoption date.