facebook. Quarterly Earnings Slides Q3 2014

Non-GAAP Measures

In addition to U.S. GAAP financials, this presentation includes certain non-GAAP financial measures. These non-GAAP measures are in addition to, not a substitute for or superior to, measures of financial performance prepared in accordance with U.S. GAAP. A reconciliation of non-GAAP financial measures to the corresponding GAAP measures is provided in the appendix to this presentation.



Daily Active Users (DAUs)

In Millions

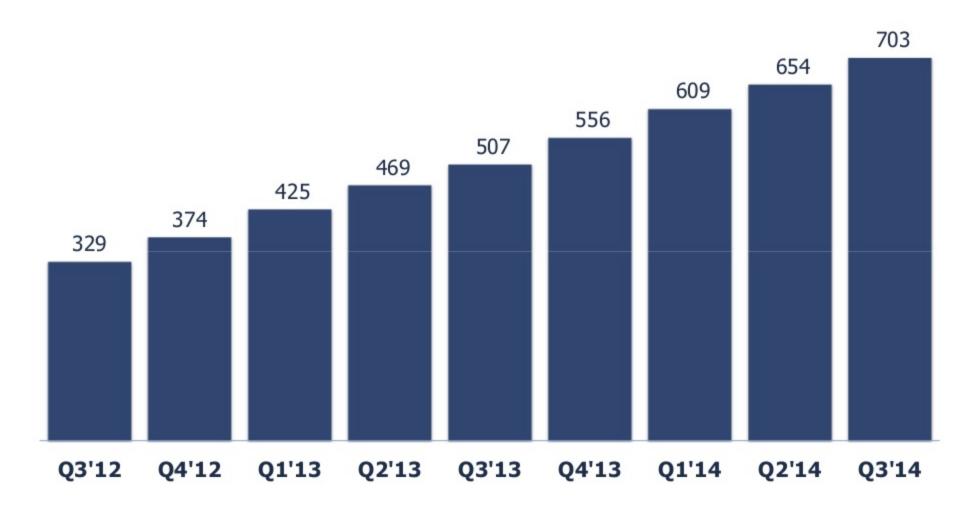


Please see Facebook's most recent quarterly or annual report filed with the SEC for definitions of user activity used to determine the number of our DAUs, mobile DAUs, MAUs, and mobile MAUs. The number of DAUs, mobile DAUs, MAUs, and mobile MAUs do not include Instagram users unless they would otherwise qualify as such users, respectively, based on their other activities on Faœbook.



Mobile Daily Active Users (Mobile DAUs)

In Millions



Please see Facebook's most recent quarterly or annual report filed with the SEC for definitions of user activity used to determine the number of our DAUs, mobile DAUs, MAUs, and mobile MAUs. The number of DAUs, mobile DAUs, MAUs, and mobile MAUs do not include Instagram users unless they would otherwise qualify as such users, respectively, based on their other activities on Faœbook.



Monthly Active Users (MAUs)

In Millions



Please see Facebook's most recent quarterly or annual report filed with the SEC for definitions of user activity used to determine the number of our DAUs, mobile DAUs, MAUs, and mobile MAUs. The number of DAUs, mobile DAUs, MAUs, and mobile MAUs do not include Instagram users unless they would otherwise qualify as such users, respectively, based on their other activities on Facebook.



Mobile Monthly Active Users (Mobile MAUs)

In Millions

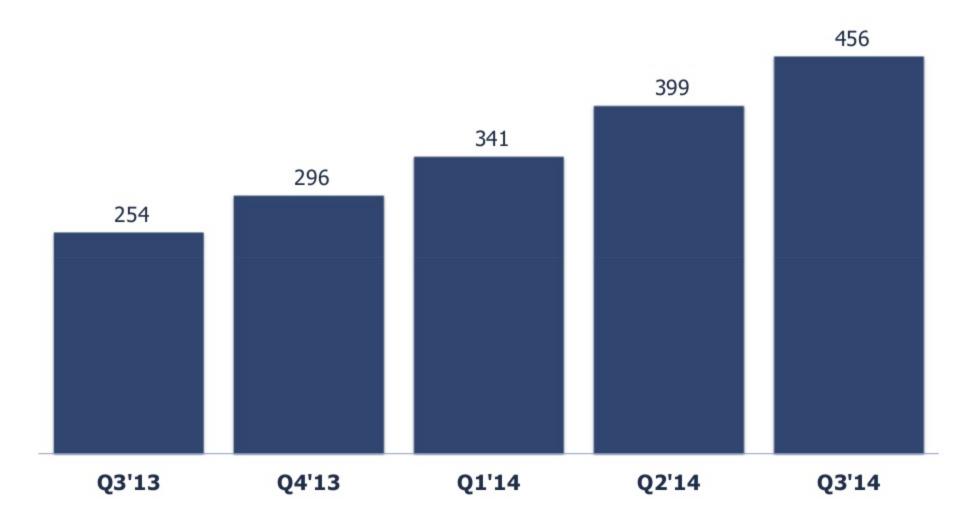


Please see Facebook's most recent quarterly or annual report filed with the SEC for definitions of user activity used to determine the number of our DAUs, mobile DAUs, MAUs, and mobile MAUs. The number of DAUs, mobile DAUs, MAUs, and mobile MAUs do not include Instagram users unless they would otherwise qualify as such users, respectively, based on their other activities on Faœbook.



Mobile-Only Monthly Active Users (Mobile-Only MAUs)

In Millions



Mobile-only MAUs are defined as users who accessed Faœbook solely through mobile apps or mobile versions of our website, or used our Messenger app, in the last 30 days of the given quarter. The number of mobile-only MAUs do not include Instagram users unless they would otherwise qualify as such users based on their other activities on Facebook.



Revenue

\$1,329

Q4'12

\$1,245

Q1'13

In Millions

\$1,086

Q3'12



\$1,798

Q3'13

Q4'13

Q1'14

Q2'14

*In the fourth quarter of 2012 we recognized revenue from four months of Payments transactions for accounting reasons detailed on pages 47 and 48 of our Form 10-K filed on February 1, 2013.

\$1,599

Q2'13



Q3'14

Revenue by User Geography

In Millions



Revenue by user geography is geographically apportioned based on our estimation of the geographic location of our users when they perform a revenue-generating activity. This allocation differs from our revenue by geography disclosure in our consolidated financial statements where revenue is geographically apportioned based on the location of the marketer or developer.



Advertising Revenue by User Geography



Revenue by user geography is geographically apportioned based on our estimation of the geographic location of our users when they perform a revenuegenerating activity. This allocation differs from our revenue by geography disclosure in our consolidated financial statements where revenue is geographically apportioned based on the location of the marketer or developer.



Payments & Other Fees Revenue by User Geography

In Millions



Asia

Europe



Revenue by user geography is geographically apportioned based on our estimation of the geographic location of our users when they perform a revenue-generating activity. This allocation differs from our revenue by geography disdosure in our consolidated financial statements where revenue is geographically apportioned based on the location of the marketer or developer.

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*In the fourth quarter of 2012 we recognized revenue from four months of Payments transactions for accounting reasons detailed on pages 47 and 48 of our Form 10-K filed on February 1, 2013.

Average Revenue per User (ARPU)











Revenue by user geography is geographically apportioned based on our estimation of the geographic location of our users when they perform a revenue-generating activity. This allocation differs from our revenue by geography disdosure in our consolidated financial statements where revenue is geographically apportioned based on the location of the marketer or developer. Please see Facebook's most recent quarterly or annual report filed with the SEC for the definition of ARPU.



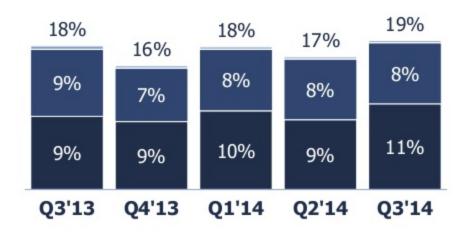
Expenses as a % of Revenue



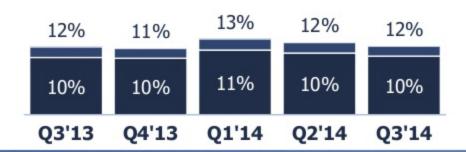
Cost of Revenue



Research & Development



Marketing & Sales



General & Administrative





Income from Operations

GAAP Income from Operations (In Millions)



Non-GAAP Income from Operations (In Millions)

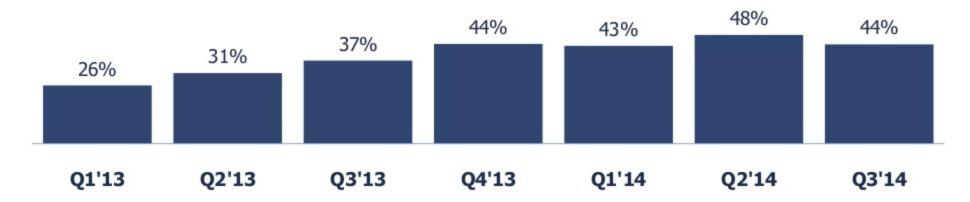


Non-GAAP income from operations excludes share-based compensation expense, payroll tax expenses related to share-based compensation, and amortization of intangibles—see the Appendix for a reconciliation of this non-GAAP measure to GAAP income from operations.

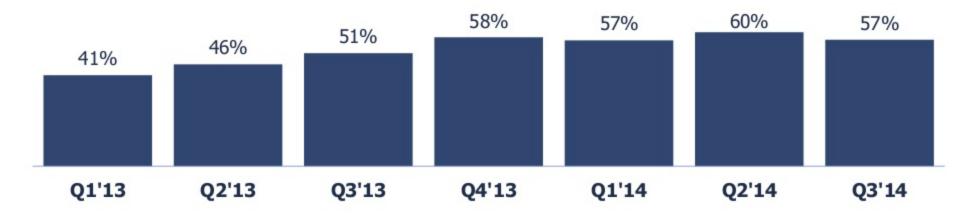


Operating Margin

GAAP Operating Margin



Non-GAAP Operating Margin



Non-GAAP operating margin excludes share-based compensation expense, payroll tax expenses related to share-based compensation, and amortization of intangibles—see the Appendix for a reconciliation of this non-GAAP measure to GAAP operating margin.



Effective Tax Rate

GAAP Effective Tax Rate

	QI	Q2	Q3	Q4	QI	Q2	Q3
(\$ in millions)	_2013_	2013	2013	2013	2014	2014	2014
GAAP income before provision for income taxes	\$ 353	\$ 545	\$ 726	\$ 1,130	\$ 1,075	\$ 1,386	\$ 1,336
GAAP provision for income taxes	134	212	301	607	433	595	530
Effective Tax Rate	38%	39%	41%	54%	40%	43%	40%

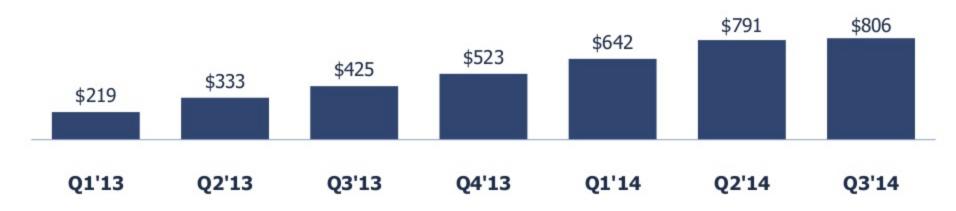
Non-GAAP Effective Tax Rate

	Q1	Q2	Q3	Q4	Q1	Q2	Q3
(\$ in millions)	2013	2013	2013	2013	2014	2014	2014
Non-GAAP income before provision for income taxes	576	813	1,014	1,495	1,415	1,749	1,759
Non-GAAP provision for income taxes	241	294	348	681	489	627	610
Effective Tax Rate	42%	36%	34%	46%	35%	36%	35%



Net Income

GAAP Net Income (In Millions)



Non-GAAP Net Income (In Millions)



Non-GAAP net income excludes share-based compensation expense, payroll tax expenses related to share-based compensation, related income tax adjustments, and amortization of intangibles—see the Appendix for a reconciliation of this non-GAAP measure to GAAP net income.



Diluted Earnings Per Share

GAAP Diluted Earnings Per Share



Non-GAAP Diluted Earnings Per Share

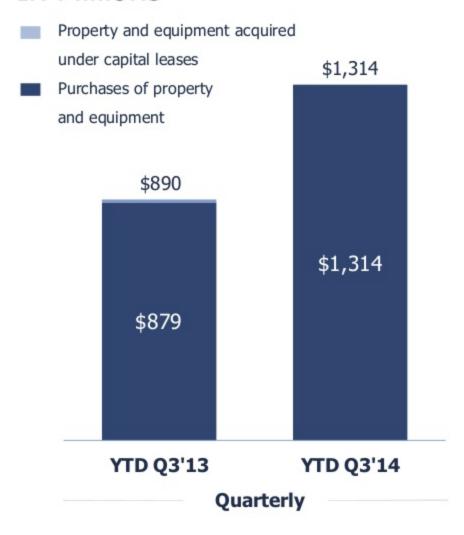


Non-GAAP diluted earnings per share excludes share-based compensation expense, payroll tax expenses related to share-based compensation, related income tax adjustments, and amortization of intangibles—see the Appendix for a reconciliation of this non-GAAP measure to GAAP diluted earnings per share.



Capital Investments

In Millions







facebook. Appendix