

The Data Behind PayPal's Q3 Beat Earnings



What Happened



-- Beat EPS estimates by 17% and revenue estimates by 0.7%

-- **Total Payment Volume increased 25% YoY**

-- Share price of PYPL closed 8% higher the day after reporting

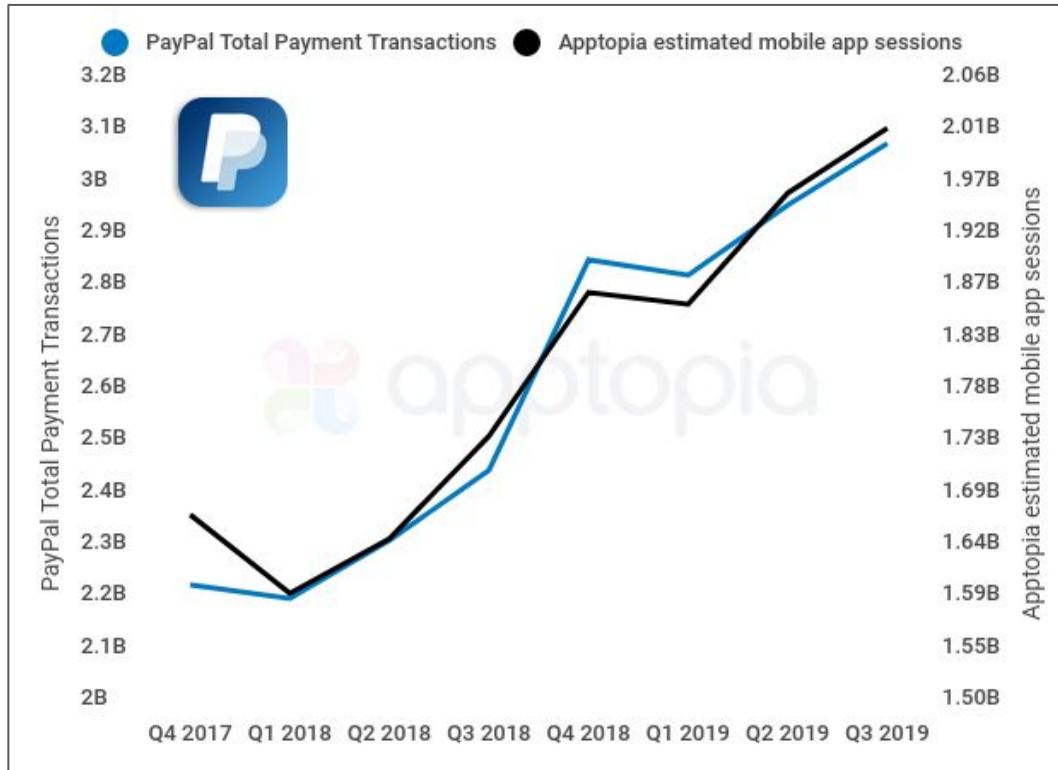
106.83 USD +1.92 (1.83%) ↑

Oct 25, 1:15 PM EDT · Disclaimer

1 day 5 days 1 month 6 months YTD 1 year 5 years Max



Apptopia's data is a strong indicator of PYPL quarterly performance



-- PayPal reported 3.01B Total Payment Transactions in Q3 2019, an increase of 25% YoY and 4% QoQ

-- In an increasingly mobile world, these payment transactions are linked to a mobile app launch, or a session

-- Apptopia estimated mobile Sessions of PYPL increased 16% YoY and 3% QoQ in Q3 2019

Other Indicators of PayPal's Q3 2019 performance

-- For PayPal, the number of Active Accounts is a top guiding growth metric

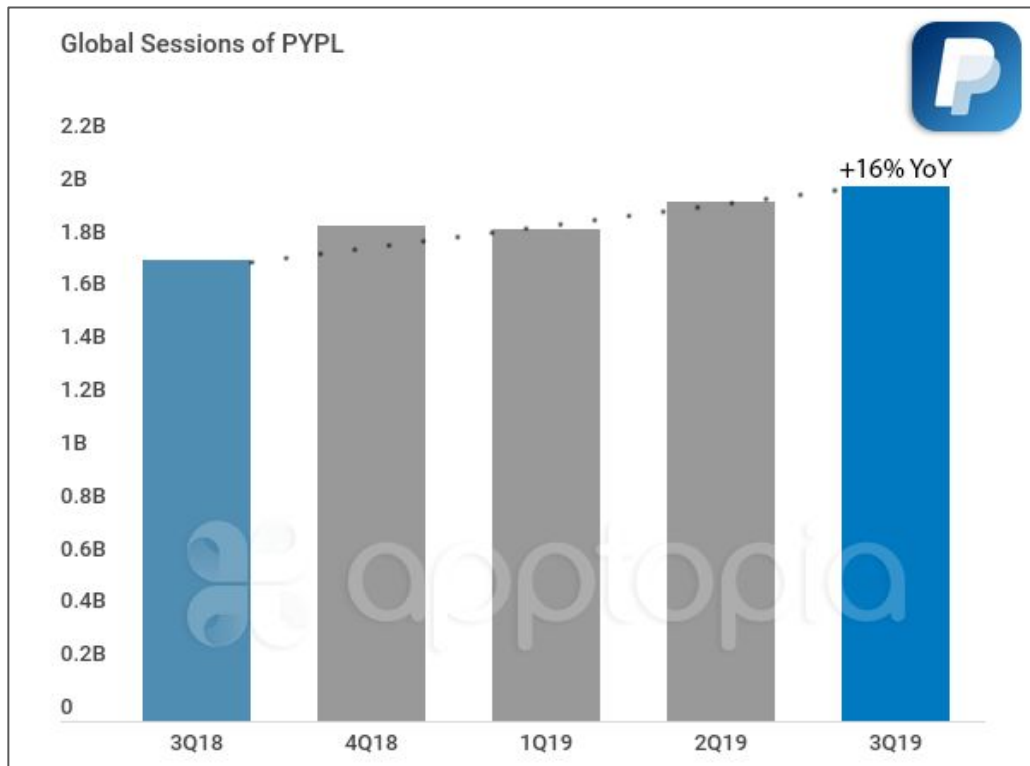
-- Downloads are equal to net new users, for which Apptopia's estimations line up well when compared to Active Accounts

-- PayPal is doing an excellent job of converting these new users into daily actives

PayPal reported Active Accounts vs. Apptopia estimated metrics, YoY

	Q4 2017-18	Q1 2018-19	Q2 2018-19	Q3 2018-19
PayPal Reported Active Accounts	+17%	+17%	+17%	+16%
Apptopia Estimated Downloads	+15%	+15%	+17%	+13%
Apptopia Estimated DAU	+11%	+16%	+18%	+16%

Other Indicators of PayPal's Q3 2019 performance



-- PayPal's 3Q19 results were the strongest seen in the past year

-- We see this mainly through Sessions of PayPal's mobile properties, **growing 16% YoY**

-- Mobile payments have permeated society, leading Apptopia's data to be a strong signal of performance and growth for PayPal

We've Got You Covered

Coverage includes 10+ global stock exchanges and more than 3,000 tickers.

Restaurants & Food	
CHIPOTLE MEXICAN GRILL INC	CRACKER BARREL OLD COUNTRY
DARDEN RESTAURANTS INC	DOMINO'S PIZZA INC
DUNKIN' BRANDS GROUP INC	MCDONALD'S CORP
PAPA JOHN'S INTL INC	STARBUCKS CORP

Travel	
ALASKA AIR GROUP INC	AMERICAN AIRLINES GROUP INC
DELTA AIR LINES INC	JETBLUE AIRWAYS CORP
SOUTHWEST AIRLINES CO	SPIRIT AIRLINES INC
UNITED CONTINENTAL HOLDINGS	ROYAL CARIBBEAN CRUISES LTD
TRIPADVISOR INC	TRIVAGO NV - ADR

Internet & Media	
COMCAST CORP-CLASS A	DISH NETWORK CORP-A
ROKU INC	AMC ENTERTAINMENT HLDS-CL A
CBS CORP-CLASS B NON VOTING	LGf-A
LYV	LIONS GATE ENTERTAINMENT-A
LIVE NATION ENTERTAINMENT IN	NETFLIX INC

Retail	
ALIBABA GROUP HOLDING-SP ADR	AMBEST BUY CO INCZN
AMAZON.COM INC	DICK'S SPORTING GOODS INC
EBAY INC	ETSY INC
OVERSTOCK.COM INC	WAYFAIR INC- CLASS A
RITE AID CORP	WALGREENS BOOTS ALLIANCE INC

Finance & Banking	
LENDINGTREE INC	AMERICAN EXPRESS CO
CAPITAL ONE FINANCIAL CORP	DISCOVER FINANCIAL SERVICES
LENDINGCLUB CORP	PAYPAL HOLDINGS INC
VISA INC-CLASS A SHARES	WESTERN UNION CO
BANK OF AMERICA CORP	CITIGROUP INC

Software	
BOX INC - CLASS A	DROPBOX INC-CLASS A
MICROSOFT CORP	ADOBE SYSTEMS INC
CHEETAH MOBILE INC - ADR	HUBSPOT INC
INTUIT INC	LINE CORP-SPONSORED ADR
LOGMEIN INC	SALESFORCE.COM INC

Gaming & Casinos	
SCIENTIFIC GAMES CORP	ELECTRONIC ARTS INC
ACTIVISION BLIZZARD INC	GLU MOBILE INC
TAKE-TWO INTERACTIVE SOFTWARE	ZYNGA INC - CL A
CAESARS ENTERTAINMENT CORP	HILTON GRAND VACATIONS INC
LAS VEGAS SANDS CORP	MGM RESORTS INTERNATIONAL

Grow your mobile business

For More Information:

Jon@apptopia.com

<https://apptopia.com>

<https://apptopia.com/bloomberg>

