

TO OUR STOCKHOLDERS

DEMOCRATIZING TECHNOLOGY SKILLS

Back in 2004, my co-founders and I put our technology and teaching skills to use creating Pluralsight as an in-person, instructor-led training business. We soon realized with rapidly increasing technological advancements our impact on the world could be much bigger.



We pivoted entirely to a cloud delivery model in 2011 with the vision of making technology skills accessible to all people, everywhere. Pluralsight and our social enterprise Pluralsight One share a mission to democratize technology skills. We believe the more people who have access to technology skills, the more progress we will see in the world, and the better our collective future will be. We are focused on one challenge: closing the technology skills gap.

We believe that if not already there, in the near future every company will be committed to becoming a tech company. Entire industries will continue to be disrupted by new tech-driven innovations that change the rules of engagement within markets and how companies win. CEOs and Executive leaders will see technology skills as strategic to their long-term success and central to their future competitive advantage. These companies and leaders will turn to Pluralsight to create that tech-driven future.

Just like sales leaders have Salesforce and HR leaders have Workday, technology leaders have Pluralsight. We aim to be their daily go-to platform. CIOs, CTOs, CISOs, senior product, engineering, and data leaders rely on Pluralsight to drive their technology strategies -- they use us to evaluate their tech skills, identify their skill gaps, and close those gaps to improve productivity and outcomes, and speed innovation.

2018 was a milestone year for Pluralsight. We executed our IPO in May and were excited by the reception we received from the investor community. Our revenue growth accelerated to 39 percent, and we ended 2018 with our first \$100 million billings quarter and a seventh consecutive quarter of greater than 50 percent growth in

B2B billings. And along with exceeding our target billings and revenue growth rates in 2018, we exited the year with positive operating and free cash flow, demonstrating the inherent profitability levers that exist in our business model.

Overall, 2018 was a fantastic year of execution and business results. While we are proud to have exceeded the 2018 commitments that we've made,

“Our platform gives tech leaders unprecedented insights into the skill gaps across their organizations, and we provide the tools to close them, enabling enterprises to accelerate innovation.”

we know we are still in the early innings as a public company, and we are committed to create more of the same in 2019 and beyond. I'd like to share some achievements we will continue working towards in the coming years.

We expect that by 2022 we will have emerged as the clear leader in technology skills development, evidenced by our surpassing \$1 billion in billings and 2.5 million users at ~20% operating margins. Our platform will become a “must have” for the world's greatest companies because they know they need tech skills to win in the future and we will be seen as THE technology skills platform driving their innovation.

We'll advance our investments in Iris, Pluralsight IQ, and our deep analytics will produce clear value and new possibilities for our customers. In addition to Skill IQ and Role IQ, we'll add new members to the Pluralsight IQ family, further expanding down the value chain for technology leaders.

We plan to continue our momentum in creating the most relevant and valuable technology topic areas for the future -- like AI, data science, machine learning, security, cloud, and our core topic areas -- and we support multiple learning modalities to provide our learners personalized methods to increase their skills.

We have committed team members because they believe in our mission and we provide opportunities for personal growth, career development, and lifelong learning. We are committed to a diverse workforce where our team is made up of women and underrepresented minorities. Beyond Pluralsight, we're creating incremental diversity improvements in the cities where we operate and across the broader tech industry.

We see first-hand every day how technology makes the impossible, possible. Technology skills give people power over their lives and careers. This is why we founded Pluralsight One - to advance our mission of democratizing technology skills and create significant lasting social impact. Pluralsight One is committed to increasing equal access to technology skills by partnering with the most impactful NGOs around the world who can reach the marginalized communities we want to help.

We look forward to this next leg of our journey as we continue to evolve to help solve some of the world's biggest challenges.

Thank you for being part of our story.



Aaron Skonnard