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FILED  
SAN MATEO COUNTY

NOV - 4 2016  
Clerk of the Superior Court  
By *[Signature]*  
DEPUTY CLERK

15 SUPERIOR COURT OF THE STATE OF CALIFORNIA

16 COUNTY OF SAN MATEO 16E1V02228

17 JOHNNY HOSEY and GEORGE SHILLIARE,  
18 individually and on behalf of all others similarly  
19 situated,

20 Plaintiffs,

21 vs.

22 RICHARD COSTOLO, MIKE GUPTA, LUCA  
23 BARATTA, JACK DORSEY, PETER  
24 CHERNIN, PETER CURRIE, PETER  
25 FENTON, DAVID ROSENBLATT, EVAN  
26 WILLIAMS, GOLDMAN, SACHS & CO.,  
27 MORGAN STANLEY & CO. LLC, J.P.  
28 MORGAN SECURITIES LLC, TWITTER,  
INC., MERRILL LYNCH, PIERCE, FENNER  
& SMITH INCORPORATED, DEUTSCHE  
BANK SECURITIES INC., ALLEN &  
COMPANY LLC, and CODE ADVISORS LLC,

Defendants.

Case No.: \_\_\_\_\_

CLASS ACTION COMPLAINT

DEMAND FOR JURY TRIAL

16 - CIV02228  
CMP  
Complaint Filed  
244520



BY FAX



1 an option to purchase additional shares that the Company granted to its IPO underwriters. On or  
2 about November 13, 2013, the Company closed its IPO and sold 80,500,000 shares of its common  
3 stock ordinary shares to the public. In all, the Company raised approximately \$2.09 billion in the  
4 IPO, incurred approximately \$5.2 million in expenses and paid the underwriters approximately \$68  
5 million, resulting in net offering proceeds of approximately \$2.02 billion.

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7 4. Unbeknownst to investors who purchased shares in the Company's IPO, however, the  
8 Company's Registration Statement contained untrue statements of material facts, omitted to state  
9 other facts necessary to make the statements made not misleading and/or was not prepared in  
10 accordance with the rules and regulations governing their preparation. Specifically, the Registration  
11 Statement failed to disclose the unusual scope, industry-leading nature of, and substantial risks posed  
12 by the Company's employee compensation system. That compensation system was (and remains)  
13 heavily reliant on Company stock. Because of this heavy reliance, compensation of Twitter  
14 employees would be materially reduced if the Company's stock price were to fall (or not increase).  
15 Given this unique compensation system, a falling (or stagnant) stock price represented two material  
16 undisclosed risks for Twitter. *First*, the Company might be unable to competitively compensate its  
17 staff, making it difficult to retain and hire talented employees, and causing a loss of intellectual  
18 capital. *Second*, any potential acquirer of Twitter might be discouraged or deterred by the high cost  
19 that would be added to Twitter's price tag as a result of the accelerated vesting of employee stock a  
20 "change in control" provision would trigger in the case of a Company sale or buyout. These material  
21 risks materialized. Plaintiffs and the class have been harmed as a result of the material omissions and  
22 false Registration Statement.  
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#### 25 JURISDICTION AND VENUE

26 5. The claim asserted herein arises under Sections 11 and 15 of the Securities Act of  
27 1933, 15 U.S.C. §§ 77k and 77o. Jurisdiction is conferred by Section 22 of the Securities Act and  
28

1 venue is proper pursuant to Section 22 of the Securities Act. Section 22 of the Securities Act  
2 explicitly states that “[e]xcept as provided in section 16(c), no case arising under this title and  
3 brought in any State court of competent jurisdiction shall be removed to any court in the United  
4 States.” Section 16(c) refers to “covered class actions,” which are defined as lawsuits brought as  
5 class actions or brought on behalf of more than 50 persons asserting claims under state or common  
6 law. This is an action asserting federal law claims. Thus, this action does not fall within the  
7 definition of a “covered class action” under section 16(b)-(c) and is therefore not removable to  
8 federal court under the Securities Litigation Uniform Standards Act of 1998 or otherwise.  
9

10           6. This Court has personal jurisdiction over each of the Defendants named herein  
11 because they conducted business, resided in and/or were citizens of California at the time of the IPO.  
12 The violations of law complained of herein also occurred in California, including the preparation and  
13 dissemination of the materially false and misleading Registration Statement complained of herein,  
14 which statements were disseminated in California. Twitter, the Underwriter Defendants and all of the  
15 Individual Defendants conducted extensive business in this County. Additional facts in support of  
16 this Court’s personal jurisdiction over each of the Defendants named herein are as follows: (i)  
17 Twitter is located and does substantial business in California; (ii) the Company’s underwriters are  
18 located or do substantial business in California; (iii) the Individual Defendants all signed the  
19 Registration Statement and caused it to be transmitted into California and directed sales of the  
20 Company’s IPO stock to people and entities located in California; and, (iv) the closing of the  
21 Company’s IPO occurred in San Mateo County, California.  
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24           7. Finally, venue is proper in this Court because Defendants’ acts giving rise to  
25 Plaintiffs’ claims arose in and emanated from this County.  
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**THE PARTIES**

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2           8.     Plaintiffs Hosey and Shilliare purchased Twitter common stock pursuant and/or  
3 traceable to the IPO and were damaged thereby.

4           9.     Defendant Twitter is a Delaware corporation with headquarters at 1355 Market Street,  
5 Suite 900, San Francisco, California 94103.

6           10.    Defendant Richard Costolo (“Costolo”) signed the Registration Statement as the  
7 Company’s Chief Executive Officer and Director.

8           11.    Defendant Mike Gupta (“Gupta”) signed the Registration Statement as the  
9 Company’s Chief Financial Officer.

10          12.    Defendant Luca Baratta (“Baratta”) signed the Registration Statement as the  
11 Company’s Vice President, Finance.

12          13.    Defendant Jack Dorsey (“Dorsey”) signed the Registration Statement as the  
13 Company’s Chairman of the Board of Directors (the “Board”).

14          14.    Defendant Peter Chernin (“Chernin”) signed the Registration Statement as a  
15 Company Director.

16          15.    Defendant Peter Currie (“Currie”) signed the Registration Statement as a Company  
17 Director.

18          16.    Defendant Peter Fenton (“Fenton”) signed the Registration Statement as a Company  
19 Director.

20          17.    Defendant David Rosenblatt (“Rosenblatt”) signed the Registration Statement as a  
21 Company Director.

22          18.    Defendant Evan Williams (“Williams”) signed the Registration Statement as a  
23 Company Director.

1           19. Defendants Costolo, Gupta, Baratta, Dorsey, Chernin, Currie, Fenton, Rosenblatt and  
2 Williams are referred to herein as the “Individual Defendants.”

3           20. Defendant Goldman, Sachs & Co. (“Goldman Sachs”) is a financial services company  
4 with locations in California at: 4085 Campbell Avenue, Menlo Park, CA 94025; 555 California  
5 Street, 45th Floor, San Francisco, CA 94101; and, Fox Plaza, Suite 2600, 2121 Avenue of the Stars,  
6 Los Angeles, CA 90067.

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8           21. Defendant Morgan Stanley & Co. LLC (“Morgan Stanley”) is a financial services  
9 company with locations in California at: 2725 Sand Hill Road, Suite 200, Menlo Park CA 94025;  
10 555 California Street, San Francisco CA 94104; and, 1999 Avenue of the Stars, Suite 2400, Los  
11 Angeles CA 90067.

12           22. Defendant J.P. Morgan Securities LLC (“JP Morgan”) is a financial services company  
13 with locations in California at: 560 Mission Street, Suite 2400, San Francisco CA 94105; 2029  
14 Century Park East, suite 3700, Los Angeles CA 90067; 601 South Figueroa Street, Suite 3550, Los  
15 Angeles, CA 90017; and, 660 Newport Center Drive, Suite 750, Newport Beach, CA 92660.

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17           23. Defendant Merrill Lynch, Pierce, Fenner & Smith Incorporated (“Merrill Lynch”) is a  
18 financial services company with locations in California at: 3075 B Hansen Way, Palo Alto, CA  
19 94304; 701 B Street, San Diego CA 92101, 101 California Street, Suite 1400, San Francisco CA  
20 94111; 10877 Wilshire Boulevard, Suite 1900, Los Angeles, CA 90024; and, 17700 Castleton Street,  
21 Suite 488, City of Industry CA 91748.

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23           24. Defendant Deutsche Bank Securities Inc. (“Deutsche Bank”) is a financial services  
24 company with locations in California at: 2400 Sand Hill Road, Menlo Park CA 94025; 535 Anton  
25 Boulevard, MetroCenter at South Coast Costa Mesa CA 92626; 2000 Avenue of the Stars, North  
26 Tower Los Angeles CA 90067; 2650 Birch Street, Palo Alto CA 94306; 101 California Street, San  
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1 Francisco CA 94111; 1801 E. St. Andrews Place, Santa Ana CA 92705; and, 2185 N. California  
2 Blvd, Mt. Diablo Plaza, Walnut Creek CA 94596.

3 25. Defendant Allen & Company LLC (“Allen”) is a financial services company located  
4 at 711 Fifth Avenue, New York, New York 10022.

5 26. Defendant Code Advisors LLC (“Code Advisors”) is a financial services company  
6 located at 101 Second Street, Suite 2225, San Francisco CA 94105.

7 27. Defendants Goldman Sachs, Morgan Stanley, JP Morgan, Merrill Lynch, Deutsche  
8 Bank, Allen and Code Advisors served as underwriters of the IPO, helping to draft and disseminate  
9 the offering documents and to sell the Company’s IPO stock to the investing public, including  
10 Plaintiffs. These defendants are referred to herein as the “Underwriter Defendants.” The  
11 Underwriter Defendants were represented by Davis Polk & Wardwell LLP (“DPW”) in connection  
12 with the IPO. Twitter and the Underwriter Defendants designated DPW’s office, located at 1600 El  
13 Camino Real, Menlo Park, CA 94025, to serve as the “Closing Location” for the IPO. Pursuant to  
14 the Securities Act of 1933, the Underwriter Defendants are liable for the materially false and  
15 misleading statements in the Registration Statement as follows:  
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18 a. The Underwriter Defendants are investment banking houses which specialize  
19 in, among others, underwriting public offerings of securities.

20 b. By the close of the IPO on November 13, 2013, the Company announced the  
21 sale of 80.5 million shares at \$26 per share, generating gross proceeds of \$2.09 billion or net  
22 proceeds of \$2.09 billion (after deducting expenses and underwriting discounts).

23 c. The Underwriter Defendants underwrote the IPO and shared roughly \$68  
24 million in fees collectively.  
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1 d. The Underwriter Defendants demanded and obtained an agreement from  
2 Twitter that Twitter would indemnify and hold the Underwriter Defendants harmless from any  
3 liability under the federal securities laws.

4 e. Representatives of the Underwriter Defendants assisted Twitter and the  
5 Individual Defendants in planning the IPO, and had continual access to confidential corporate  
6 information concerning Twitter's operations and financial prospects.  
7

8 f. The Underwriter Defendants caused the Registration Statement to be filed  
9 with the SEC and declared effective in connection with offers and sales thereof, including to  
10 Plaintiffs and the Class.

## 11 SUBSTANTIVE ALLEGATIONS

### 12 *Background*

13 28. Twitter was founded in 2007 to serve as a public platform where any user can create a  
14 Tweet and any user can follow other users. Each Tweet is limited to 140 characters of text, but can  
15 also contain rich media, including photos, videos and application.  
16

17 29. The Company's principal business model is to attract users to its platform and  
18 generate revenue from advertisers seeking to market and sell their products on that platform.  
19 According to Twitter's Form 10-K for the year ending 2015 ("2015 Form 10-K"), approximately  
20 90% of the Company's 2014 and 2015 revenue was generated from advertising.

21 ...[S]ince our initial public offering, our revenue growth has been primarily driven  
22 by increases in the number of our users and increases in our ad load driven by strong  
23 advertiser demand as well as other factors. To date, our available advertising  
24 inventory has been greater than demand. Our future revenue growth, however, may  
25 be limited on certain days by available advertising inventory for specific ad types if  
we do not increase the number of our users, their engagement or monetize our larger  
global audience.

26 2015 Form 10-K at 12.

27 We believe that our future revenue growth will depend on, among other factors, our  
28 ability to attract new users, increase user engagement and ad engagement, increase

1 our brand awareness, compete effectively, maximize our sales efforts, demonstrate a  
2 positive return on investment for advertisers, successfully develop new products and  
services and expand internationally.

3 2015 Form 10-K at 17.

4  
5 ***The Materially False And  
Misleading Registration Statement***

6 30. The Registration Statement contained untrue statements of material facts, omitted to  
7 state other facts necessary to make the statements made not misleading, and/or was not prepared in  
8 accordance with the rules and regulations governing their preparation.

9 31. Purporting to provide a business overview and the basis for Twitter's success as a  
10 public company, the Registration Statement discussed, among others, the importance of identifying,  
11 hiring and retaining its employees. In describing the factors affecting future performance, the  
12 Registration Statement includes this description:

14 *Investment in Talent.* We intend to invest in hiring and retaining talented  
15 employees to grow our business and increase our revenue. As of September 30, 2013,  
16 we had over 2,300 full-time employees, an increase of over 1,100 full-time  
17 employees, or approximately 87%, from September 30, 2012. We expect to grow  
18 headcount for the foreseeable future as we continue to invest in our business. We  
19 have also made and intend to continue to make acquisitions that add engineers,  
designers, product managers and other personnel with specific technology expertise.  
20 In addition, we must retain our high-performing personnel in order to continue to  
develop, sell and market our products and services and manage our business.

21 Registration Statement at 71-72 (emphasis underlined). And in presenting the risk factors to the  
business, the Registration Statement stated:

22 ***We depend on highly skilled personnel to grow and operate our business, and if we***  
23 ***are unable to hire, retain and motivate our personnel, we may not be able to grow***  
***effectively.***

24 Our future success will depend upon our continued ability to identify, hire,  
25 develop, motivate and retain highly skilled personnel, including senior management,  
26 engineers, designers and product managers. Our ability to execute efficiently is  
27 dependent upon contributions from our employees, in particular our senior  
28 management team. We do not have employment agreements other than offer letters  
with any member of our senior management or other key employee, and we do not  
maintain key person life insurance for any employee. In addition, from time to time,

1 there may be changes in our senior management team that may be disruptive to our  
2 business. If our senior management team, including any new hires that we may make,  
3 fails to work together effectively and to execute our plans and strategies on a timely  
4 basis, our business could be harmed.

4 Our growth strategy also depends on our ability to expand and retain our  
5 organization with highly skilled personnel. Identifying, recruiting, training and  
6 integrating qualified individuals will require significant time, expense and attention.  
7 In addition to hiring new employees, we must continue to focus on retaining our best  
8 employees. Many of our employees may be able to receive significant proceeds from  
9 sales of our equity in the public markets after this offering, which may reduce their  
10 motivation to continue to work for us. Competition for highly skilled personnel is  
11 intense, particularly in the San Francisco Bay Area, where our headquarters is  
12 located. We may need to invest significant amounts of cash and equity to attract and  
13 retain new employees and we may never realize returns on these investments. If we  
14 are not able to effectively add and retain employees, our ability to achieve our  
15 strategic objectives will be adversely impacted, and our business will be harmed.

11 Registration Statement at 38-39 (emphasis underlined).

12 We face significant competition for employees, particularly engineers, designers  
13 and product managers, from other Internet and high-growth companies, which  
14 include both publicly-traded and privately-held companies, and we may not be  
15 able to hire new employees quickly enough to meet our needs. To attract highly  
16 skilled personnel, we have had to offer, and believe we will need to continue to  
17 offer, highly competitive compensation packages.

16 Registration Statement at 26 (emphasis underlined).

17  
18 32. The Registration Statement highlights in numerous places the importance of the  
19 Company's employees, engineers, designers and managers. For example: (i) the Company's ability  
20 to compete effectively for users depends on, among others, "[its] ability to attract, retain and  
21 motivate talented employees, particularly engineers, designers and product managers," Registration  
22 Statement at 19; (ii) the Company's costs may increase as it expends substantial financial resources  
23 on, among others, "attracting and retaining talented employees," Registration Statement at 24; and,  
24 (iii) the Company's international operations present additional risks including, among others,  
25 "recruiting and retaining talented and capable employees in foreign countries and maintaining our  
26 company culture across all of our offices," Registration Statement at 29.  
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1 33. The Registration Statement also discussed employee compensation and included the  
2 following disclosures:

3 *If currency exchange rates fluctuate substantially in the future, our operating*  
4 *results, which are reported in U.S. dollars, could be adversely affected.*

5 As we continue to expand our international operations, we will become more  
6 exposed to the effects of fluctuations in currency exchange rates. We incur expenses  
7 for employee compensation and other operating expenses at our international  
8 locations in the local currency, and accept payment from advertisers or data partners  
9 in currencies other than the U.S. dollar. Since we conduct business in currencies  
10 other than U.S. dollars but report our operating results in U.S. dollars, we face  
11 exposure to fluctuations in currency exchange rates. Consequently, exchange rate  
12 fluctuations between the U.S. dollar and other currencies could have a material  
13 impact on our operating results.

14 Registration Statement at 42 (emphasis underlined). Such employee compensation includes stock-  
15 based compensation or restricted stock units or RSUs. In a section entitled “Factors Affecting Our  
16 Future Performance” the Registration Statement reads:

17 *Stock-Based Compensation Expense.* Since May 2011, we have been  
18 granting RSUs to our employees. The Pre-2013 RSUs vest upon the satisfaction of  
19 both a service condition and a performance condition. The service condition for a  
20 majority of the Pre-2013 RSUs is satisfied over a period of four years. The  
21 performance condition will be satisfied on the earlier of (i) the date that is the earlier  
22 of (x) six months after the effective date of this offering or (y) March 8th of the  
23 calendar year following the effective date of this offering (which we may elect to  
24 accelerate to February 15th); and (ii) the date of a change in control. As of September  
25 30, 2013, no stock-based compensation expense had been recognized for the Pre-  
26 2013 RSUs because a qualifying event as described above was not probable. In the  
27 quarter in which this offering is completed, we will begin recording stock-based  
28 compensation expense based on the grant-date fair value of the Pre-2013 RSUs using  
the accelerated attribution method, net of estimated forfeitures. If this offering had  
been completed on September 30, 2013, we would have recorded \$385.2 million of  
cumulative stock-based compensation expense related to the Pre-2013 RSUs on that  
date, and an additional \$199.6 million of unrecognized stock-based compensation  
expense related to the Pre-2013 RSUs, net of estimated forfeitures, would be  
recognized over a weighted-average period of approximately three years. In addition  
to stock-based compensation expense associated with the Pre-2013 RSUs, as of  
September 30, 2013, we had unrecognized stock-based compensation expense of  
approximately \$698.3 million related to other outstanding equity awards, after giving  
effect to estimated forfeitures, which we expect to recognize over a weighted-average  
period of approximately four years. Further, we made grants of equity awards after  
September 30, 2013, and we have unrecognized stock-based compensation expense  
of \$108.7 million related to such equity awards, after giving effect to estimated

1 forfeitures, which we expect to recognize over a weighted-average period of  
2 approximately four years.

3 On the settlement dates for the Pre-2013 RSUs, we may choose to allow our  
4 employees who are not executive officers to sell shares of our common stock  
5 received upon the vesting and settlement of Pre-2013 RSUs in the public market to  
6 satisfy their income tax obligations related to the vesting and settlement of such  
7 awards, or we may choose to undertake a net settlement of these awards and  
8 withhold shares and remit income taxes on behalf of the holders of the Pre-2013  
9 RSUs at the applicable minimum statutory rates. We expect the applicable minimum  
10 statutory rates to be approximately 40% on average, and the income taxes due would  
11 be based on the then-current value of the underlying shares of our common stock.  
12 Based on the number of Pre-2013 RSUs outstanding as of September 30, 2013 for  
13 which the service condition had been satisfied on that date, and assuming (i) the  
14 performance condition had been satisfied on that date and (ii) that the price of our  
15 common stock at the time of settlement was equal to \$24.00, which is the midpoint  
16 of the estimated offering price range set forth on the cover page of this prospectus,  
17 we estimate that this tax obligation on the initial settlement date would be  
18 approximately \$113.8 million in the aggregate. The amount of this obligation could  
19 be higher or lower, depending on the price of shares of our common stock, and the  
20 actual number of Pre-2013 RSUs outstanding for which the service condition has  
21 been satisfied, on the initial settlement date for the Pre-2013 RSUs. To settle these  
22 Pre-2013 RSUs on the initial settlement date, assuming a 40% tax withholding rate,  
23 if we choose to undertake a net settlement of all of these awards rather than allowing  
24 our employees who are not executive officers to sell shares of our common stock in  
25 the public market to satisfy their income tax obligations related to the vesting and  
26 settlement of Pre-2013 RSUs, we would expect to deliver an aggregate of  
27 approximately 7.1 million shares of our common stock to Pre-2013 RSU holders  
28 after withholding an aggregate of approximately 4.8 million shares of our common  
stock. In connection with these net settlements, we would withhold and remit the tax  
liabilities on behalf of the Pre-2013 RSU holders to the relevant tax authorities in  
cash.

20 Registration Statement at 72-73. And in a section entitled “Cost of Revenue and Operating  
21 Expenses,” the Registration Statement reads:

22 *Cost of Revenue*

23 Cost of revenue consists primarily of data center costs related to our co-located  
24 facilities, which include lease and hosting costs, related support and maintenance  
25 costs and energy and bandwidth costs, as well as depreciation of our servers and  
26 networking equipment, and personnel-related costs, including salaries, benefits and  
27 stock-based compensation, for our operations teams. Cost of revenue also includes  
28 allocated facilities and other supporting overhead costs, amortization of acquired  
intangible assets and capitalized labor costs. Many of the elements of our cost of  
revenue are relatively fixed, and cannot be reduced in the near term to offset any  
decline in our revenue.

1  
2 We plan to continue increasing the capacity and enhancing the capability and  
3 reliability of our infrastructure to support user growth and increased activity on our  
4 platform. We anticipate a significant increase in cost of revenue in the year ending  
5 December 31, 2013 as a result of the stock-based compensation expense associated  
6 with the Pre-2013 RSUs as described in the section titled “—Factors Affecting Our  
7 Future Performance—Stock-Based Compensation Expense.” We expect that cost of  
8 revenue will increase in dollar amount for the foreseeable future and vary in the near  
9 term from period to period as a percentage of revenue.

#### 10 *Research and Development*

11 Research and development expenses consist primarily of personnel-related  
12 costs, including salaries, benefits and stock-based compensation, for our engineers  
13 and other employees engaged in the research and development of our products and  
14 services. In addition, research and development expenses include allocated facilities  
15 and other supporting overhead costs.

16 We plan to continue to hire employees for our engineering, product  
17 management and design teams to support our research and development efforts. We  
18 anticipate a significant increase in research and development expenses in the year  
19 ending December 31, 2013 as a result of the stock-based compensation expense  
20 associated with the Pre-2013 RSUs as described in the section titled “—Factors  
21 Affecting Our Future Performance—Stock-Based Compensation Expense.” We  
22 expect that research and development costs will increase in dollar amount for the  
23 foreseeable future and vary in the near term from period to period as a percentage of  
24 revenue.

#### 25 *Sales and Marketing*

26 Sales and marketing expenses consist primarily of personnel-related costs,  
27 including salaries, benefits and stock-based compensation for our employees engaged  
28 in sales, sales support, commissions, business development and media, marketing,  
corporate communications and customer service functions. In addition, marketing  
and sales-related expenses also include market research, tradeshows, branding,  
marketing and public relations costs, as well as allocated facilities and other  
supporting overhead costs.

We plan to continue to invest in sales and marketing to expand internationally,  
grow our advertiser base and increase our brand awareness. We anticipate a  
significant increase in sales and marketing expenses in the year ending December 31,  
2013 as a result of the stock-based compensation expense associated with the Pre-  
2013 RSUs as described in the section titled “—Factors Affecting Our Future  
Performance—Stock-Based Compensation Expense.” We expect that sales and  
marketing expenses will increase in dollar amount for the foreseeable future and vary  
in the near term from period to period as a percentage of revenue.

#### *General and Administrative*

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General and administrative expenses consist primarily of personnel-related costs, including salaries, benefits and stock-based compensation, for our executive, finance, legal, information technology, human resources and other administrative employees. In addition, general and administrative expenses include fees and costs for professional services, including consulting, third-party legal and accounting services and facilities and other supporting overhead costs that are not allocated to other departments.

We plan to continue to expand our business both domestically and internationally, and expect to increase the size of our general and administrative function to help grow our business. We expect that we will incur additional general and administrative expenses as a result of being a publicly-traded company. We also anticipate a significant increase in general and administrative expenses in the year ending December 31, 2013 as a result of the stock-based compensation expense associated with the Pre-2013 RSUs as described in the section titled “—Factors Affecting Our Future Performance—Stock-Based Compensation Expense.” We expect that general and administrative expenses will increase in dollar amount for the foreseeable future and vary in the near term from period to period as a percentage of revenue.

*Provision (Benefit) for Income Taxes*

Provision for income taxes consists of federal and state income taxes in the United States and income taxes in certain foreign jurisdictions, and deferred income taxes and changes in related valuation allowance reflecting the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes.

As of December 31, 2012, we had \$298.8 million of federal and \$216.7 million of state net operating loss carryforwards available to reduce future taxable income. These net operating loss carryforwards will begin to expire for federal income tax purposes and state income tax purposes in 2027 and 2017, respectively. We expect our net operating loss carryforwards to increase in the quarter in which we initially settle a portion of the Pre-2013 RSUs as a result of the vesting of such RSUs. We also have research credit carryforwards of \$6.6 million and \$10.5 million for federal and state income tax purposes, respectively. The federal research credit carryforward will begin to expire in 2027. The state research credit carryforward has no expiration date. Utilization of the net operating loss carryforwards and research carryforwards credit may be subject to an annual limitation due to the ownership change limitations set forth in the Code, and similar state provisions. Any annual limitation may result in the expiration of net operating losses and research credits before utilization.

Registration Statement at 75-76.

1           34.    The Registration Statement also disclosed the Company's use of RSUs and the  
2 relevant "change in control" provisions regarding the Company's stock-based compensation system.  
3 Specifically, in describing the Company's 2013 Equity Incentive Plan, the Registration Statement  
4 disclosed:

5                   Our board of directors adopted, and our stockholders have approved, our  
6 2013 Plan. Our 2013 Plan became effective on the business day immediately prior to  
7 the effective date of the registration statement of which this prospectus forms a part.  
8 Our 2013 Plan provides for the grant of incentive stock options, within the meaning  
9 of Section 422 of the Code, to our employees and any parent and subsidiary  
10 corporations' employees, and for the grant of nonstatutory stock options, restricted  
11 stock, RSUs, stock appreciation rights, performance units and performance shares to  
12 our employees, directors and consultants and our parent and subsidiary corporations'  
13 employees and consultants.

14                   ....

15                   *RSUs.* RSUs may be granted under our 2013 Plan. RSUs are bookkeeping  
16 entries representing an amount equal to the fair market value of one share of our  
17 common stock. Subject to the provisions of our 2013 Plan, the administrator  
18 determines the terms and conditions of RSUs, including the vesting criteria (which  
19 may include accomplishing specified performance criteria or continued service to us)  
20 and the form and timing of payment. Notwithstanding the foregoing, the  
21 administrator, in its sole discretion, may accelerate the time at which any restrictions  
22 will lapse or be removed.

23                   ....

24                   *Merger or Change in Control.* Our 2013 Plan provides that in the event of a  
25 merger or change in control, as defined under our 2013 Plan, each outstanding award  
26 will be treated as the administrator determines, except that if a successor corporation  
27 or its parent or subsidiary does not assume or substitute an equivalent award for any  
28 outstanding award, then such award will fully vest, all restrictions on such award will  
lapse, all performance goals or other vesting criteria applicable to such award will be  
deemed achieved at 100% of target levels and such award will become fully  
exercisable, if applicable, for a specified period prior to the transaction. The award  
will then terminate upon the expiration of the specified period of time. If the service  
of an outside director is terminated on or following a change in control, other than  
pursuant to a voluntary resignation, his or her options, RSUs and stock appreciation  
rights, if any, will vest fully and become immediately exercisable, all restrictions on  
his or her restricted stock will lapse and all performance goals or other vesting  
requirements for his or her performance shares and units will be deemed achieved at  
100% of target levels, and all other terms and conditions met.

Registration Statement 135-138.

1  
2 35. The Registration Statement also disclosed certain facts that would, among others,  
3 delay, defer or discourage acquirers of the Company:

4 The provisions of Delaware law, our amended and restated certificate of  
5 incorporation and our amended and restated bylaws, which are summarized below,  
6 may have the effect of delaying, deferring or discouraging another person from  
7 acquiring control of our company. They are also designed, in part, to encourage  
8 persons seeking to acquire control of us to negotiate first with our board of directors.  
9 We believe that the benefits of increased protection of our potential ability to  
10 negotiate with an unfriendly or unsolicited acquirer outweigh the disadvantages of  
11 discouraging a proposal to acquire us because negotiation of these proposals could  
12 result in an improvement of their terms.

13  
14 Registration Statement at 158.

15 Our amended and restated bylaws will provide advance notice procedures for  
16 stockholders seeking to bring business before our annual meeting of stockholders or  
17 to nominate candidates for election as directors at our annual meeting of  
18 stockholders. Our amended and restated bylaws will also specify certain  
19 requirements regarding the form and content of a stockholder's notice. These  
20 provisions might preclude our stockholders from bringing matters before our annual  
21 meeting of stockholders or from making nominations for directors at our annual  
22 meeting of stockholders if the proper procedures are not followed. We expect that  
23 these provisions may also discourage or deter a potential acquirer from conducting a  
24 solicitation of proxies to elect the acquirer's own slate of directors or otherwise  
25 attempting to obtain control of our company.

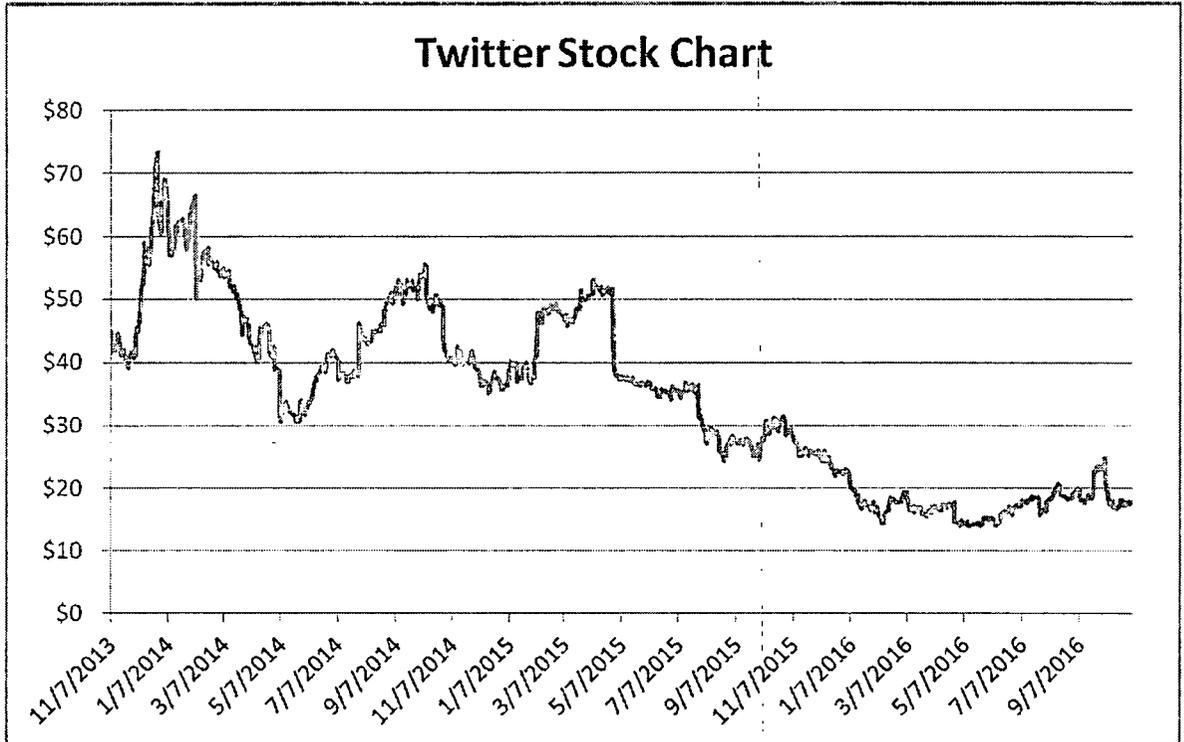
26  
27 Registration Statement at 159.

28 36. The Registration Statement, including the above quoted excerpts, was false and  
misleading because it failed to disclose material facts necessary to make the statements made not  
misleading, as discussed below.

### ***The Undisclosed Truth***

37. Since its founding in 2007, Twitter has failed to be profitable. Nevertheless, the  
Company consistently grew for some time – adding users, increasing revenue, hiring employees, etc.  
That consistent growth led to its IPO in 2013. Its continued growth after it became a public company  
resulted in its stock price exceeding \$60 per share during 2014. Eventually, however, that growth  
leveled off, causing its stock price to fall. By the spring of 2015, following disappointing results, the

1 Company's stock fell from approximately \$50 per share to less than \$40 per share. By the beginning  
2 of 2016, the stock was valued at less than \$20 per share (below its \$26 per share IPO price). A stock  
3 chart of the Company from the date of its IPO to the present is as follows:  
4



17  
18 38. Unbeknownst to investors who purchased the Company's IPO stock, however,  
19 Twitter's steep stock price drop reflects more than a challenging business environment. It  
20 significantly challenged Twitter's ability to perform a key function, namely, to retain and hire  
21 talented employees. That is because Twitter largely compensates its employees with Company stock.  
22 With an increasing stock price, Twitter's compensation system is designed to attract top talent.  
23 However, when Twitter's stock price falls or fails to increase, compensation is substantially reduced.  
24 When that happens, employees resign in favor of higher paying employment elsewhere. Hiring  
25 replacement employees then becomes difficult because prospective recruits are being offered pay  
26 packages that rely heavily on stock that is falling in value. This loss of intellectual capital (including  
27  
28

1 the failure to replenish it) harms the Company's platform, user experience and brand, forcing the  
2 stock price to fall even further and creating another round of departures and hiring challenges.  
3 Ultimately a "death spiral" ensues: departing employees weaken the Company's competitiveness; a  
4 less competitive Company results in lower user growth which hurts the growth of advertising  
5 revenue; the Company's poor performance causes its stock price to fall; a falling stock price results  
6 in reduced compensation to current and prospective employees causing them to leave for better  
7 prospects, which in turn further weakens the Company. This was precisely the predicament facing  
8 Twitter in early 2016, as described in a March 10, 2016, article in *The Wall Street Journal*:

9  
10 Twitter Inc. is sweetening its employee compensation packages to stem a talent  
11 drain, a pressing move that may be followed by other tech companies with sinking  
12 stock prices.

13 Over the past month, the social media company has been offering additional  
14 restricted stock to employees companywide, extending from the upper ranks to  
15 junior-level employees, people familiar with the matter said.

16 In an unusual move, Twitter has granted varying amounts of restricted stock  
17 depending on when the employees started working, intending to make up for the  
18 value they lost since joining the company, these people said.

19 Since the fall, the company has also been doling out cash bonuses to some employees  
20 ranging from \$50,000 to \$200,000 as an incentive to keep employees around for  
21 another six months to a year, according to other people close to the company.

22 Together, the payouts show how Twitter is trying to allay employee jitters about a  
23 stock price that has fallen about 60% in the past 12 months. Since Jack  
24 Dorsey was named chief executive in early October, the stock has fallen by roughly  
25 one-third, with investors remaining concerned about stalled user growth. Mr. Dorsey  
26 himself announced not long after he took over as CEO that he would be giving  
27 roughly one-third of his Twitter stock to the company's employee equity pool. That  
28 donation is still subject to shareholder approval.

29 More broadly, Twitter's moves speak to the realities of keeping pace with Silicon  
30 Valley's talent wars, pressure that has intensified as the public markets have soured  
31 on Twitter and other tech companies in recent months: Companies with spiraling  
32 stock prices, such as LinkedIn Corp. and VMware Inc., have recently sought to beef  
33 up employee equity packages, and compensation experts say others are likely to  
34 follow suit.

1 “This is a fairly unique approach to dealing with this particular issue [at Twitter], but  
2 it will nowhere be the only unique approach we see in the next six to 12 months  
3 because the market has been ugly for these companies,” said Dan Walter, CEO of  
4 Performensation, a compensation consulting firm that focuses on equity.

5 “Developing, retaining, and recruiting top talent is critical to Twitter’s business  
6 success and building shareholder value.” Twitter said in a statement. “Competitive  
7 compensation, strong leadership, and a confidence in the direction of the company  
8 are all key elements to having top talent. We are investing in all three areas to ensure  
9 we maintain these employees.”

10 The offers at Twitter came over the past month at around the time Twitter granted  
11 additional compensation to three executive officers that could be worth nearly \$55.4  
12 million for taking on heavier workloads amid a reorganization of the management  
13 team.

14 These latest compensation packages to rank-and-file employees haven’t been  
15 uniform, however. According to current employees and others close to the company,  
16 the guiding principle in calculating roughly how much additional stock is offered was  
17 predicated on how much the estimated value of an employee’s restricted stock has  
18 fallen since they joined.

19 In other words, someone who joined around the time Twitter’s stock soared to an all-  
20 time closing high of \$73.31 on Dec. 26, 2013, the month after the company’s initial  
21 public offering, is likely to have received more restricted stock than a veteran  
22 employee who joined before it went public.

23 The compensation bump has been the latest in a series of morale-boosting efforts by  
24 Mr. Dorsey after slashing up to 8% of the workforce in October to narrow Twitter’s  
25 focus. Several senior executives have left in recent months and the company has also  
26 continued to lose employees to up-and-coming startups such as work-collaboration  
27 software maker Slack Inc. and ride-hailing service Lyft Inc., according to employee  
28 announcements and changes to LinkedIn profiles.

Over the past year, Twitter’s stock has continued to slide, at one point in February  
reaching an all-time low close of \$14.31. On Wednesday, Twitter shares fell 3.7% to  
\$17.66.

As team leaders pulled various employees into one-on-one meetings over the past  
month, workers were told that the additional shares were meant to bump them back  
up to where they had started, according to one of the people familiar with the matter.

Compensation experts say Twitter’s measures are unusual in their extent and in the  
way the grants have been structured.

“To do it across a whole group and to do it for this reason is shocking and highly  
effective,” said Valerie Frederickson, founder and CEO of Frederickson Pribula Li, a

1 Silicon Valley-based human-resources executive consulting firm. “It’s effective at  
2 keeping employees on a sinking ship.”

3 Still, it is a risky move, especially considering Twitter’s already unusually high  
4 stock-based compensation costs. Of the 172 U.S. tech companies with at least \$1  
5 billion in revenue last year, Twitter had the highest stock-based compensation costs  
6 as a percentage of its revenue at 30.8%, according to data provided by S&P Capital  
7 IQ. That is nearly double Facebook’s 16.6% and four times Google parent  
8 Alphabet Inc.’s 7%.

9 Twitter isn’t alone in its attempts to retain employees as other tech stocks have  
10 suffered in recent months. LinkedIn said earlier this month that CEO Jeff  
11 Weiner will distribute his annual equity package, valued at about \$14 million, to the  
12 employee pool.

13 VMware, an EMC Corp.-controlled seller of data center software, has also been  
14 handing out extra shares to employees. In November, VMware issued restricted stock  
15 units and cash bonuses to encourage employees to stay there through various periods  
16 in 2016, according to a former employee.

17 The cash bonuses were \$60,000 in some cases, targeting engineers and executives  
18 within the company’s cloud-computing group, according to the former employee  
19 who was there at the time.

20 Yoree Koh, “Twitter Bets on Payouts to Rein in Talent Flight,” *The Wall Street Journal*, March 10,  
21 2016 (emphasis underlined).

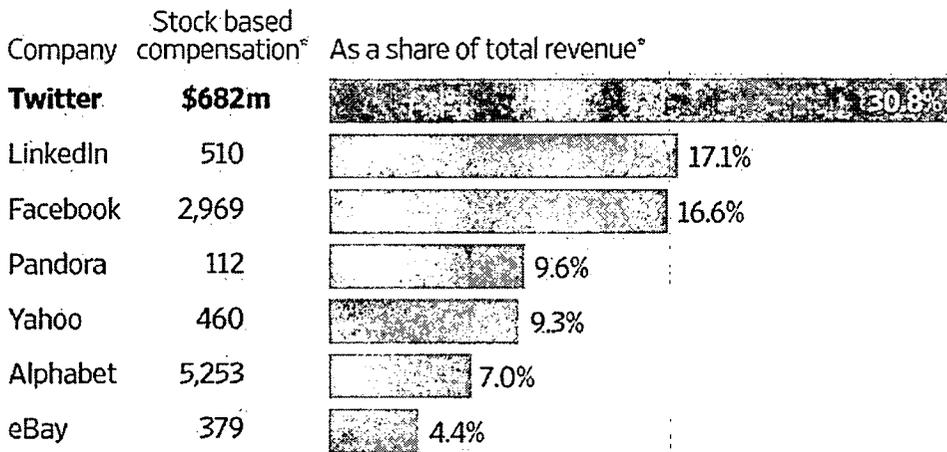
22 39. The Registration Statement failed to disclose the material risk that should the  
23 Company’s stock price fall or fail to increase in value, the Company would be essentially cutting its  
24 employee compensation and harming its ability to retain and hire new employees. This material  
25 omission is based on two essential and undisputed factors: (1) Twitter’s “critical” need for talent  
26 (which the Company concedes); and, (2) Twitter’s industry-leading reliance on employee stock  
27 compensation (which *The Wall Street Journal* confirmed).

28 40. First, Twitter’s employees are “critical” to its operation. Indeed, the Company’s  
intellectual capital, innovativeness and ability to increase its user base, are its principal assets.  
Without a robust, effective and highly competitive employee hiring and retention system, the  
Company could not survive.

41. Second, Twitter's reliance on stock (as opposed to cash) in compensating its employees is industry-leading. Indeed, a study by *The Wall Street Journal* found that Twitter leads its industry in the amount of stock it uses to pay its employees, as demonstrated by the chart below that the paper published:

## Taking Flight

Twitter has spent a greater share of its revenue to compensate employees with equity than its Internet peers.



\*For 2015 calendar year Source: S&P Capital IQ

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42. In addition to creating the risk of (and eventually causing) a Company-wide death spiral, the Company's industry-leading stock-based compensation system presented a second undisclosed risk factor – discouraging a potential suitor from acquiring the Company. That is because any acquisition of the Company by a third party would cause all compensation-based Company stock to automatically vest, thus increasing the cost of acquiring all of the Company's outstanding shares. Any potential corporate acquirer would therefore be discouraged from buying the Company in light of the additional acquisition costs imposed by Twitter's industry-leading stock-based compensation system. This was the problem facing Twitter in mid-2016, as described in a September 26, 2016 *New York Times* article:

1 Buying Twitter would be a challenge for a number of reasons. Among the lesser-  
2 explored ones: The struggling social network pays out so much stock to its  
3 employees.

4 Even among its Silicon Valley peers, which have drawn closer scrutiny from  
5 investors recently because of their generous stock-based compensation practices,  
6 Twitter is notable for how much equity it doles out.

7 And those grants of restricted stock units or options, which would have to be covered  
8 to some degree by any buyer, simply add to the purchase price of any deal.

9 According to Twitter's most recent annual filing, the company racked up \$682  
10 million in stock-based compensation last year. By comparison, the company's  
11 adjusted earnings before interest, taxes, depreciation and amortization — which also  
12 excludes stock-based compensation — for the year was \$557.8 million.

13 Factoring in the payouts would have pushed Twitter well into the red for the year.

14 By way of comparison, the company reported \$2.2 billion in revenue for 2015 —  
15 meaning that it paid out 31 cents in stock-based compensation for every dollar of  
16 sales it collected.

17 Twitter's stock-based compensation has been high since the company went public:  
18 Such payouts totaled nearly \$632 million in 2014 and \$600 million in 2013. So  
19 notable has been its practice that the company was called out as one of the most  
20 aggressive users of equity grants by Mark Mahaney, a veteran stock analyst with  
21 RBC Capital Markets.

22 By comparison, LinkedIn paid out 17 percent of its revenue in stock-based grants last  
23 year, or about \$510 million. Salesforce.com, which along with Google has expressed  
24 interest in buying Twitter, paid out 8 percent of sales in such packages, or \$593.6  
25 million, over the same time period.

26 Tech companies that do not factor stock-based compensation into their preferred  
27 earnings metrics, such as Twitter, argue that such payouts are not cash and do not  
28 reflect the underlying health of core businesses.

(Not all tech companies urge investors and analysts to ignore stock-based  
compensation. Facebook and Amazon are among those that factor in those grants as a  
real expense.)

But a new owner would need to compensate its newest employees by either paying  
cash or doling out yet more equity. Ignoring those grants, particularly ones made to  
the most desirable employees like top engineers, is simply impossible for a buyer.

Those costs have apparently not diminished the interest of some potential buyers.  
Shares of Twitter were up about 1 percent after Bloomberg reported that Walt Disney  
was working with a financial adviser to weigh a possible bid.

1 Still, questions remain about whether Twitter is already valued too richly — its  
2 market capitalization as of Monday afternoon was more than \$16 billion. The equity  
3 compensation costs just make the company even more expensive.

4 Michael J. de la Merced, “Twitter’s Steep Premium: The Cost of Employee Stock Grants,” *The New*  
5 *York Times*, April 26, 2016 (emphasis underlined).

6 43. Accordingly, while the Registration Statement concedes the critical importance of the  
7 Company’s employees and discloses the use of Company stock to compensate them, it failed to  
8 disclose the scope, industry-leading nature of, and risks posed by such a stock-based compensation  
9 system. Those material undisclosed risks included the probability of the death spiral as described  
10 above, caused by a falling stock price in which employee compensation is effectively slashed,  
11 resignations swell, replacements are not hired and mounting losses to the Company’s intellectual  
12 capital prove fatal to its ability to perform and generate revenue. That death spiral would eventually  
13 compel the need for a corporate suitor to save cash-strapped Twitter. However, any suitor otherwise  
14 interested in Twitter would be dissuaded from paying substantially increased acquisition costs  
15 arising from the automatic vesting of Twitter’s huge amount of employee stock grants. These  
16 material risks were not disclosed in the Registration Statement and have now materialized and  
17 caused a decline in Twitter’s share price.  
18  
19

#### 20 **LOSS CAUSATION**

21 44. The existence of the undisclosed material risks detailed above was slowly revealed  
22 piecemeal as Company employees began to depart in alarming numbers following a stagnant user  
23 base, sluggish revenue and a falling stock price. The simultaneous revelation and materialization of  
24 these risks took a further toll on the Company’s stock price.  
25

26 45. The first indication that Twitter was suffering from low user growth and excessive  
27 employee departures was reported in early 2016, when the departure of several top Company  
28 executives was announced. According to a January 24, 2016, *Bloomberg* article (and updated on

1 January 26, 2016) entitled "Twitter Falls on Executive Exits as Turnaround Seen Delayed" by Sarah  
2 Frier:

3 Twitter Inc. fell after the company lost four members of its executive leadership  
4 team, including its product and engineering chiefs, signaling any attempts to boost  
5 growth at the struggling social media company will be delayed.

6 The quartet of executives, including product head Kevin Weil and head of  
7 engineering Alex Roetter, chose to leave the company and take some time off, Chief  
8 Executive Officer Jack Dorsey said in a Twitter post. Twitter's head of media, Katie  
9 Jacobs Stanton, and human resources vice president Brian "Skip" Schipper are also  
10 leaving the San Francisco-based company, Dorsey said.

11 The exodus comes as the company has failed to improve its site quickly enough to  
12 reverse a slowdown in user growth, according to people familiar with the matter.  
13 Weil had been interviewing for other jobs over the past few months, according to  
14 several other people with knowledge of his plans. Separately, Twitter will this week  
15 add two new board members to help guide it through its reorganization, according to  
16 a person familiar with the matter who asked not to be identified because the  
17 information was private.

18 "We don't see how the departure of the heads of three major business divisions can  
19 be viewed as a positive in the middle of an attempted business turnaround," Scott  
20 Devitt, an analyst at Stifel Nicolaus & Co. wrote in a note to clients. He downgraded  
21 his recommendation on the stock to hold.

22 Twitter declined 4.6 percent to \$17.02 at the close in New York. The stock has lost  
23 about half of its value in the past 12 months and is the third-worst performer on the  
24 Russell 1000 Technology Index so far this year, after FireEye Inc. and Western  
25 Digital Corp.

### 26 **Exit Spree**

27 .....

28 The exits will be the first significant departures from the technology company since  
co-founder Dorsey returned last year as CEO. His predecessor Dick Costolo oversaw  
a slew of high-profile departures, including C-level executives and heads of product  
and engineering. Weil, for example, was Twitter's fifth head of product in six years.  
The company also plans to announce the hire of a chief marketing officer soon, one  
of the people familiar said.

.....

1           46.     On this news, the Company's stock fell from a closing price of \$17.84 on Friday,  
2 January 22, 2016, to a closing price of \$17.02 on Monday, January 25, 2016, representing a single  
3 day loss of \$0.82 or 4.6%.

4           47.     On Monday, March 10, 2016, when the *Wall Street Journal* article referenced above  
5 first articulated the materializing risk, the stock fell \$1.05 or 5.95% (from \$17.66 to \$16.61) in a  
6 single day. In fact, the stock fell during the entire week the Wall Street Journal article was  
7 published, from the prior Friday's closing price of \$19.36 to a closing price of \$16.81 on Friday  
8 March 11, 2016, for a total drop of \$2.55 or 13.17%.

9           48.     The *Wall Street Journal's* exposure was followed by further resignations such that by  
10 May 2016, following the announcement of additional departures, the stock had lost additional value.  
11 According to a May 26, 2016, *Wall Street Journal* article entitled "Twitter Loses Two More  
12 Executives" by Yoree Koh:

13                   Twitter Inc. is losing two senior executives, departures that come as the social-media  
14 company continues to try to keep key talent on board.

15                   Jana Messerschmidt, a veteran executive who was in charge of global business  
16 development, and Nathan Hubbard, who joined to run the commerce team but was  
17 most recently leading the global media team, are both planning to leave the company,  
18 according to a person familiar with the matter.

19                   Both executives have been planning to exit for several months, this person said.  
20 Their positions will be consolidated and taken over by Ali Jafari, the head of revenue  
21 in business development, this person said.

22                   A Twitter spokesman confirmed the moves and Mr. Jafari's appointment. He  
23 declined to comment further.

24                   The executives' departures come just months after a string of other management exits  
25 that included the heads of product, engineering and media. Chief Executive Jack  
26 Dorsey has sought to retain top talent while at the same time reorganizing the  
27 company to streamline priorities and fix product issues.

28                   Besides employee departures, stalled user growth and slowing advertising growth  
have continued to beset Twitter since Mr. Dorsey began as CEO in October.

1 Twitter's shares, which are down 46% in that time frame, fell about 1% to \$14.27 in  
2 afternoon trading Thursday. . . .

3 49. Accordingly, the simultaneous revelation and materialization of the material  
4 undisclosed risks identified above have harmed shareholders.

5 **CLASS ACTION ALLEGATIONS**

6 50. Plaintiffs bring this action as a class action pursuant to California Code of Civil  
7 Procedure § 382 on behalf of Plaintiffs and all other persons or entities who purchased or acquired  
8 Twitter common stock pursuant and/or traceable to the Registration Statement and Prospectus  
9 (Registration No. 333-191552) issued in connection with the Company's November 7, 2013 IPO  
10 (the "Class"). Excluded from the Class are Defendants, their directors, officers, employees, parents,  
11 affiliates and subsidiaries, their successors, agents, legal representatives, heirs and assigns, and any  
12 persons controlled by any excluded person.  
13

14 51. The members of the Class are so numerous that joinder of all members is  
15 impracticable. While the exact number of Class members is unknown to Plaintiffs as this time and  
16 can only be ascertained through appropriate discovery, Plaintiffs believe that there are hundreds of  
17 members in the proposed Class. Record owners and other members of the Class may be identified  
18 from records maintained by Twitter or its transfer agent and may be notified of the pendency of this  
19 action by mail, using the form of notice similar to that used in securities class actions.  
20

21 52. Plaintiffs' claims are typical of the claims of the Class because Plaintiffs' and the  
22 Class members' damages arise from and were caused by the same omissions and misleading  
23 statements made by or chargeable to Defendants. Plaintiffs do not have any interests antagonistic to,  
24 or in conflict with, the Class.  
25

26 53. There are questions of law and fact common to the Class which predominate over any  
27 questions affecting only individual Class members. Among the common questions of law and fact  
28 are:

- 1 a. whether the Securities Act of 1933 was violated by Defendants as alleged herein;
- 2 b. whether statements made by Defendants to the investing public in connection with
- 3 the Company's IPO omitted and/or misrepresented material facts about the business, operation, and
- 4 prospects of Twitter, and;
- 5 c. The extent of the damages sustained by members of the Class and the appropriate
- 6 measure of damages.
- 7

8 54. Plaintiffs will fairly and adequately protect the interests of the Class. Plaintiffs have

9 retained competent counsel experienced in class action litigation under federal and state law to

10 further ensure such protection and intend to prosecute this action vigorously. Plaintiffs have no

11 interests in conflict with or antagonistic to those of the Class.

12

13 55. A class action is superior to other available methods for the fair and efficient

14 adjudication of the controversy. Because of the size of the individual Class members' claims, few, if

15 any, Class members could afford to seek legal redress individually for the wrongs complained of

16 herein. Absent a class action, the Class members will suffer uncompensated loss.

17

18 **THE INAPPLICABILITY OF THE STATUTORY**

19 **SAFE HARBOR AND BESPEAKS CAUTION DOCTRINE**

20 56. The statutory safe harbor and/or bespeaks caution doctrine applicable to forward-

21 looking statements under certain circumstances do not apply to any of the false or misleading

22 statements or material omissions pleaded with respect to the Securities Act claims.

23

24 57. First, Section 27(A) of the Securities Act of 1933 provides that the statutory safe

25 harbor "shall not apply to a forward-looking statement that is made in connection with an initial

26 public offering." 15 U.S.C. § 77z-2(b)(2)(D).

27

28 58. Second, none of the misstatements complained of herein were forward-looking

statements. Rather, they were misstatements concerning current facts and conditions existing at the

time the statements were made.







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