



**GAAP Income Statement**  
As reported

**Revenue:**

Product  
Subscription and services

**Total revenue**

**Cost of revenue:**

Product  
Subscription and services

**Total cost of revenue**

**Total gross profit**

Product gross margin %  
Subscriptions and services gross margin %

**Gross profit**

Research and development  
Sales and marketing  
General and administrative  
Restructuring charges

**Total operating expenses**

**Operating loss**

*Operating margin*

Other income (expense), net

**Loss before income taxes**

Provision (benefit) for income taxes

**Net loss attributable to common stockholders, basic and diluted**

**Other comprehensive income (loss)**

Net loss per share, basic and diluted  
Weighted average shares, basic and diluted

	2014				2015				YTD - 9 Mos		Annual		
	03/31/14 Rounded (\$000)	06/30/14 Rounded (\$000)	09/30/14 Rounded (\$000)	12/31/14 Rounded (\$000)	03/31/15 Rounded (\$000)	06/30/15 Rounded (\$000)	09/30/15 Rounded (\$000)	12/31/15 Rounded (\$000)	2014 Rounded (\$000)	2015 Rounded (\$000)	2012 Rounded (\$000)	2013 Rounded (\$000)	2014 Rounded (\$000)
<b>Revenue:</b>													
Product	24,252	37,683	48,375	67,936	40,237	49,696	60,101		110,310	150,034	52,265	88,253	178,246
Subscription and services	49,728	56,806	65,836	75,046	85,133	97,511	105,515		172,370	288,159	31,051	73,299	247,416
<b>Total revenue</b>	<b>73,980</b>	<b>94,489</b>	<b>114,211</b>	<b>142,982</b>	<b>125,370</b>	<b>147,207</b>	<b>165,616</b>		<b>282,680</b>	<b>438,193</b>	<b>83,316</b>	<b>161,552</b>	<b>425,662</b>
<b>Cost of revenue:</b>													
Product	10,326	13,749	15,440	19,465	15,200	17,101	21,265		39,515	53,566	14,467	28,912	58,980
Subscription and services	24,967	27,831	29,488	33,827	36,851	39,006	40,606		82,286	116,463	3,163	18,853	116,113
<b>Total cost of revenue</b>	<b>35,293</b>	<b>41,580</b>	<b>44,928</b>	<b>53,292</b>	<b>52,051</b>	<b>56,107</b>	<b>61,871</b>		<b>121,801</b>	<b>170,029</b>	<b>17,630</b>	<b>47,765</b>	<b>175,093</b>
<b>Total gross profit</b>	<b>38,687</b>	<b>52,909</b>	<b>69,283</b>	<b>89,690</b>	<b>73,319</b>	<b>91,100</b>	<b>103,745</b>		<b>160,879</b>	<b>268,164</b>	<b>65,686</b>	<b>113,787</b>	<b>250,569</b>
Product gross margin %	57%	64%	68%	71%	62%	66%	65%		64%	64%	72%	67%	67%
Subscriptions and services gross margin %	50%	51%	55%	55%	57%	60%	62%		52%	60%	90%	74%	53%
<b>Gross profit</b>	<b>52%</b>	<b>56%</b>	<b>61%</b>	<b>63%</b>	<b>58%</b>	<b>62%</b>	<b>63%</b>		<b>57%</b>	<b>61%</b>	<b>79%</b>	<b>70%</b>	<b>59%</b>
Research and development	41,970	53,408	54,707	53,102	65,605	68,798	73,374		150,085	207,777	16,522	66,036	203,187
Sales and marketing	76,854	94,591	111,625	118,081	107,595	116,008	117,131		283,070	340,734	67,562	167,466	401,151
General and administrative	27,100	31,931	30,119	31,949	32,607	34,687	36,518		89,150	103,812	15,221	52,503	121,099
Restructuring charges	-	-	2,769	1,558	-	-	-		2,769	-	-	-	4,327
<b>Total operating expenses</b>	<b>145,924</b>	<b>179,930</b>	<b>199,220</b>	<b>204,690</b>	<b>205,807</b>	<b>219,493</b>	<b>227,023</b>		<b>525,074</b>	<b>652,323</b>	<b>99,305</b>	<b>286,005</b>	<b>729,764</b>
<b>Operating loss</b>	<b>(107,237)</b>	<b>(127,021)</b>	<b>(129,937)</b>	<b>(115,000)</b>	<b>(132,488)</b>	<b>(128,393)</b>	<b>(123,278)</b>		<b>(364,195)</b>	<b>(384,159)</b>	<b>(33,619)</b>	<b>(172,218)</b>	<b>(479,195)</b>
<i>Operating margin</i>	-145.0%	-134.4%	-113.8%	-80.4%	-105.7%	-87.2%	-74.4%		(2)	(3)	-40.4%		
Other income (expense), net	(16)	(150)	(414)	(670)	(499)	(4,253)	(11,616)		(579)	(16,368)	(3,102)	(7,714)	(1,249)
<b>Loss before income taxes</b>	<b>(107,253)</b>	<b>(127,171)</b>	<b>(130,351)</b>	<b>(115,670)</b>	<b>(132,987)</b>	<b>(132,646)</b>	<b>(134,894)</b>		<b>(364,774)</b>	<b>(400,527)</b>	<b>(36,721)</b>	<b>(179,932)</b>	<b>(480,444)</b>
Provision (benefit) for income taxes	(6,042)	(10,348)	(10,320)	(9,944)	977	927	636		(26,710)	2,540	(964)	(59,297)	(36,654)
<b>Net loss attributable to common stockholders, basic and diluted</b>	<b>(101,211)</b>	<b>(116,823)</b>	<b>(120,031)</b>	<b>(105,726)</b>	<b>(133,964)</b>	<b>(133,573)</b>	<b>(135,530)</b>		<b>(338,064)</b>	<b>(403,067)</b>	<b>(35,757)</b>	<b>(120,635)</b>	<b>(443,790)</b>
<b>Other comprehensive income (loss)</b>													
Net loss per share, basic and diluted	\$ (0.76)	\$ (0.82)	\$ (0.83)	\$ (0.72)	\$ (0.88)	\$ (0.87)	\$ (0.88)		\$ (2.41)	\$ (2.63)	\$ (3.28)	\$ (2.66)	\$ (3.10)
Weighted average shares, basic and diluted	133,976	141,895	144,923	147,746	151,651	154,121	154,523		140,285	153,440	10,917	45,271	143,269

**Non-GAAP Adjustments:**

**Stock-based Compensation**

Cost of revenue  
R&D  
Sales & Mktg  
G&A  
Total

	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'14	2014	2015	2012	2013	2014
Cost of revenue	3,565	3,841	3,673	6,846	6,646	7,549	8,781	11,079	22,976	170	2,810	17,925
R&D	4,603	7,803	7,648	8,914	16,035	16,525	18,852	20,054	51,412	1,465	6,958	28,969
Sales & Mktg	8,688	15,923	22,543	19,619	16,454	19,358	18,612	47,154	54,424	1,672	10,748	66,773
G&A	8,338	10,686	9,296	9,866	10,740	12,979	12,120	28,320	35,839	3,536	8,342	38,185
<b>Total</b>	<b>25,194</b>	<b>38,253</b>	<b>43,160</b>	<b>45,245</b>	<b>49,875</b>	<b>56,411</b>	<b>58,365</b>	<b>106,607</b>	<b>164,651</b>	<b>6,843</b>	<b>28,858</b>	<b>151,852</b>

**Amortization of Intangibles**

Cost of revenue  
R&D  
Sales & Mktg  
G&A  
Total

	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'14	2014	2015	2012	2013	2014
Cost of revenue	7,821	8,066	8,252	8,462	8,539	8,539	8,539	24,139	25,617	-	1,272	32,601
R&D	-	-	-	-	-	-	-	-	-	-	-	-
Sales & Mktg	2,977	3,121	3,226	3,227	3,227	3,227	3,227	9,324	9,681	-	241	12,551
G&A	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>10,798</b>	<b>11,187</b>	<b>11,478</b>	<b>11,689</b>	<b>11,766</b>	<b>11,766</b>	<b>11,766</b>	<b>33,463</b>	<b>35,298</b>	<b>-</b>	<b>1,513</b>	<b>45,152</b>

**Other Non-Recurring expenses**

Acquisition-related expenses  
Non-cash interest expense  
Restructuring  
Change in Fair Value of Warrants  
Discrete benefit from income taxes

	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'14	2014	2015	2012	2013	2014
Acquisition-related expenses	1,047	512	-	-	-	-	-	1,559	-	-	8,513	1,559
Non-cash interest expense	-	-	-	-	-	2,832	8,565	-	11,397	-	-	-
Restructuring	-	-	2,769	1,558	-	-	-	2,769	-	-	-	4,327
Change in Fair Value of Warrants	-	-	-	-	-	-	-	-	-	2,535	6,538	-
Discrete benefit from income taxes	(7,242)	(11,610)	(11,247)	(9,373)	-	-	-	(30,099)	-	-	(59,620)	(39,472)



**GAAP to Non-GAAP Reconciliations**

	2014				2015				YTD - 9 Mos		Annual		
	03/31/14	06/30/14	09/30/14	12/31/14	03/31/15	06/30/15	09/30/15	12/31/15	2014	2015	2012	2013	2014
	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
<b>Revenue</b>	<b>73,980</b>	<b>94,489</b>	<b>114,211</b>	<b>142,982</b>	<b>125,370</b>	<b>147,207</b>	<b>165,616</b>	-	<b>282,679</b>	<b>438,193</b>	<b>83,316</b>	<b>161,552</b>	<b>425,662</b>
Plus change in deferred revenue	25,207	19,286	50,914	69,622	26,221	31,127	44,976	-	95,407	102,325	46,303	111,108	165,029
Less deferred revenue assumed	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP Billings	99,187	113,775	165,125	212,604	151,591	178,333	210,592	-	378,086	540,518	129,619	272,660	590,691
<b>Cost of Product Revenue</b>	<b>10,326</b>	<b>13,749</b>	<b>15,440</b>	<b>19,465</b>	<b>15,200</b>	<b>17,101</b>	<b>21,265</b>	-	<b>39,515</b>	<b>53,566</b>	<b>14,467</b>	<b>28,912</b>	<b>58,980</b>
Stock based compensation	(145)	(236)	(243)	(263)	(268)	(386)	(560)	-	(624)	(1,214)	(115)	(469)	(887)
Amortization of intangibles	(2,431)	(2,672)	(2,852)	(2,987)	(3,064)	(3,064)	(3,064)	-	(7,955)	(9,192)	-	(1,071)	(10,942)
Non-GAAP cost of product revenue	7,750	10,841	12,345	16,215	11,868	13,651	17,641	-	30,936	43,160	14,352	27,372	47,151
<b>Cost of Subscription and services</b>	<b>24,967</b>	<b>27,831</b>	<b>29,488</b>	<b>33,827</b>	<b>36,851</b>	<b>39,006</b>	<b>40,606</b>	-	<b>82,286</b>	<b>116,463</b>	<b>3,163</b>	<b>18,853</b>	<b>116,113</b>
Stock based compensation	(3,420)	(3,605)	(3,430)	(6,583)	(6,378)	(7,163)	(8,221)	-	(10,455)	(21,762)	(86)	(2,341)	(17,038)
Amortization of intangibles	(5,390)	(5,394)	(5,400)	(5,475)	(5,475)	(5,475)	(5,475)	-	(16,184)	(16,425)	(201)	(201)	(21,659)
Non-GAAP cost of services revenue	16,157	18,832	20,658	21,769	24,998	26,368	26,910	-	55,647	78,276	3,077	16,311	77,416
<b>Total cost of revenue</b>	<b>35,293</b>	<b>41,580</b>	<b>44,928</b>	<b>53,292</b>	<b>52,051</b>	<b>56,107</b>	<b>61,871</b>	-	<b>121,801</b>	<b>170,029</b>	<b>17,630</b>	<b>47,765</b>	<b>175,093</b>
Stock based compensation	(3,565)	(3,841)	(3,673)	(6,846)	(6,646)	(7,549)	(8,781)	-	(11,079)	(22,976)	(201)	(2,810)	(17,925)
Amortization of intangibles	(7,821)	(8,066)	(8,252)	(8,462)	(8,539)	(8,539)	(8,539)	-	(24,139)	(25,617)	-	(1,272)	(32,601)
Non-GAAP cost of revenue	23,907	29,673	33,003	37,984	36,866	40,019	44,551	-	86,583	121,436	17,429	43,683	124,567
<b>Gross profit</b>	<b>38,687</b>	<b>52,909</b>	<b>69,283</b>	<b>89,690</b>	<b>73,319</b>	<b>91,100</b>	<b>103,745</b>	-	<b>160,879</b>	<b>268,164</b>	<b>65,686</b>	<b>113,787</b>	<b>250,569</b>
Stock based compensation	3,565	3,841	3,673	6,846	6,646	7,549	8,781	-	11,079	22,976	201	2,810	17,925
Amortization of intangibles	7,821	8,066	8,252	8,462	8,539	8,539	8,539	-	24,139	25,617	-	1,272	32,601
Non-GAAP gross profit	50,073	64,816	81,208	104,998	88,504	107,188	121,065	-	196,097	316,757	65,887	117,869	301,095
<b>Research and development</b>	<b>41,970</b>	<b>53,408</b>	<b>54,707</b>	<b>53,102</b>	<b>65,605</b>	<b>68,798</b>	<b>73,374</b>	-	<b>150,085</b>	<b>207,777</b>	<b>16,522</b>	<b>66,036</b>	<b>203,187</b>
Stock based compensation	(4,603)	(7,803)	(7,648)	(8,914)	(16,035)	(16,525)	(18,852)	-	(20,054)	(51,412)	(1,465)	(6,958)	(28,968)
Non-GAAP research and development	37,367	45,605	47,059	44,188	49,570	52,273	54,522	-	130,031	156,365	15,057	59,078	174,219
<b>Sales and marketing</b>	<b>76,854</b>	<b>94,591</b>	<b>111,625</b>	<b>118,081</b>	<b>107,595</b>	<b>116,008</b>	<b>117,131</b>	-	<b>283,070</b>	<b>340,734</b>	<b>67,562</b>	<b>167,466</b>	<b>401,151</b>
Stock based compensation	(8,688)	(15,923)	(22,543)	(19,619)	(16,454)	(19,358)	(18,612)	-	(47,154)	(54,424)	(1,672)	(10,748)	(66,773)
Amortization of intangibles	(2,977)	(3,121)	(3,226)	(3,227)	(3,227)	(3,227)	(3,227)	-	(9,324)	(9,681)	-	(242)	(12,551)
Non-GAAP sales and marketing	65,189	75,547	85,856	95,235	87,914	93,423	95,292	-	226,592	276,629	65,890	156,476	321,827
<b>General and administrative</b>	<b>27,100</b>	<b>31,931</b>	<b>30,119</b>	<b>31,949</b>	<b>32,607</b>	<b>34,687</b>	<b>36,518</b>	-	<b>89,150</b>	<b>103,812</b>	<b>15,221</b>	<b>52,503</b>	<b>121,099</b>
Stock based compensation	(8,338)	(10,686)	(9,296)	(9,866)	(10,740)	(12,979)	(12,120)	-	(28,320)	(35,839)	(3,536)	(8,342)	(38,186)
Amortization of intangibles	-	-	-	-	-	-	-	-	-	-	-	-	-
Acquisition costs	(1,047)	(512)	-	-	-	-	-	-	(1,559)	-	-	(8,513)	(1,559)
Non-GAAP general and administrative	17,715	20,733	20,823	22,083	21,867	21,708	24,398	-	59,271	67,973	11,685	35,648	81,354
<b>Total operating expenses</b>	<b>145,924</b>	<b>179,930</b>	<b>196,451</b>	<b>204,690</b>	<b>205,807</b>	<b>219,493</b>	<b>227,023</b>	-	<b>522,305</b>	<b>652,323</b>	<b>99,305</b>	<b>286,005</b>	<b>726,995</b>
Stock based compensation	(21,629)	(34,412)	(39,487)	(38,399)	(43,229)	(48,862)	(49,584)	-	(95,528)	(141,675)	(6,673)	(26,048)	(133,927)
Amortization of intangibles	(2,977)	(3,121)	(3,226)	(3,227)	(3,227)	(3,227)	(3,227)	-	(9,324)	(9,681)	-	(242)	(12,551)
Acquisition related costs	(1,047)	(512)	-	-	-	-	-	-	(1,559)	-	-	(8,513)	(1,559)
Restructuring charges	-	-	(2,769)	(1,558)	-	-	-	-	(2,769)	-	-	-	(4,327)
Non-GAAP operating expenses	120,271	141,885	150,969	161,506	159,351	167,404	174,212	-	413,125	500,967	92,632	251,202	574,631
<b>Operating loss</b>	<b>(107,237)</b>	<b>(127,021)</b>	<b>(129,937)</b>	<b>(115,000)</b>	<b>(132,488)</b>	<b>(128,393)</b>	<b>(123,278)</b>	-	<b>(364,195)</b>	<b>(384,159)</b>	<b>(33,619)</b>	<b>(172,218)</b>	<b>(479,195)</b>
Stock based compensation	25,194	38,253	43,160	45,245	49,875	56,411	58,365	-	106,607	164,651	6,843	28,858	151,852
Amortization of intangibles	10,798	11,187	11,478	11,689	11,766	11,766	11,766	-	33,463	35,298	-	1,514	45,152
Acquisition related costs	1,047	512	-	-	-	-	-	-	1,559	-	-	8,513	1,559
Restructuring charges	-	-	2,769	1,558	-	-	-	-	2,769	-	-	-	4,327
Non-GAAP operating loss	(70,198)	(77,069)	(72,530)	(56,508)	(70,847)	(60,216)	(53,147)	-	(219,797)	(184,210)	(26,776)	(133,333)	(276,305)
<b>Other expense, net</b>	<b>(16)</b>	<b>(150)</b>	<b>(414)</b>	<b>(670)</b>	<b>(499)</b>	<b>(4,253)</b>	<b>(11,616)</b>	-	<b>(580)</b>	<b>(16,368)</b>	<b>(3,102)</b>	<b>(7,714)</b>	<b>(1,250)</b>
Change in fair value of warrants	-	-	-	-	-	-	-	-	-	-	2,535	6,538	-
Non-cash interest expense	-	-	-	-	-	2,832	8,565	-	-	11,397	-	-	-
Non-GAAP other expense (net)	(16)	(150)	(414)	(670)	(499)	(1,421)	(3,051)	-	(580)	(4,971)	(567)	(1,176)	(1,250)
<b>Tax provision (benefit)</b>	<b>(6,042)</b>	<b>(10,348)</b>	<b>(10,320)</b>	<b>(9,944)</b>	<b>977</b>	<b>927</b>	<b>636</b>	-	<b>(26,710)</b>	<b>2,540</b>	<b>(965)</b>	<b>(59,297)</b>	<b>(36,654)</b>
Discrete benefit from income tax	7,242	11,610	11,247	9,373	-	-	-	-	30,099	-	-	59,620	39,472
Non-GAAP tax provision (benefit)	1,200	1,262	927	(571)	977	927	636	-	3,389	2,540	(965)	323	2,818
<b>Net loss attributable to common stockholders, basic</b>	<b>(101,211)</b>	<b>(116,823)</b>	<b>(120,031)</b>	<b>(105,726)</b>	<b>(133,964)</b>	<b>(133,573)</b>	<b>(135,530)</b>	-	<b>(338,065)</b>	<b>(403,067)</b>	<b>(35,756)</b>	<b>(120,635)</b>	<b>(443,791)</b>
Stock based compensation	25,194	38,253	43,160	45,245	49,875	56,411	58,365	-	106,607	164,651	6,843	28,858	151,852
Amortization of intangibles	10,798	11,187	11,478	11,689	11,766	11,766	11,766	-	33,463	35,298	-	1,514	45,152
Change in fair value of warrants	-	-	-	-	-	-	-	-	-	-	2,535	6,538	-
Acquisition costs	1,047	512	-	-	-	-	-	-	1,559	-	-	8,513	1,559
Restructuring charges	-	-	2,769	1,558	-	-	-	-	2,769	-	-	-	4,327
Non-cash interest expense	-	-	-	-	-	2,832	8,565	-	-	11,397	-	-	-
Discrete benefit from income taxes	(7,242)	(11,610)	(11,247)	(9,373)	-	-	-	-	(30,099)	-	-	(59,620)	(39,472)
Non-GAAP net loss	(71,414)	(78,481)	(73,871)	(56,607)	(72,323)	(62,564)	(56,834)	-	(223,765)	(191,721)	(26,378)	(134,832)	(280,372)



**Non-GAAP Income Statement**

	2014				2015				YTD - 9 mos		Annual		
	03/31/14	06/30/14	09/30/14	12/31/14	03/31/15	06/30/15	09/30/15	12/31/15	2014	2015	2012	2013	2014
	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
<b>Billings</b>	<b>99,188</b>	<b>113,775</b>	<b>165,125</b>	<b>212,604</b>	<b>151,591</b>	<b>178,334</b>	<b>210,592</b>		<b>378,087</b>	<b>540,517</b>	<b>129,620</b>	<b>256,561</b>	<b>590,691</b>
<b>Revenue:</b>													
Product	24,252	37,683	48,375	67,936	40,237	49,696	60,101		110,310	150,034	52,265	88,253	178,246
Subscription and services	49,728	56,806	65,836	75,046	85,133	97,511	105,515		172,370	288,159	31,051	73,299	247,416
<b>Total revenue</b>	<b>73,980</b>	<b>94,489</b>	<b>114,211</b>	<b>142,982</b>	<b>125,370</b>	<b>147,207</b>	<b>165,616</b>		<b>282,680</b>	<b>438,193</b>	<b>83,316</b>	<b>161,552</b>	<b>425,662</b>
<b>Cost of revenue:</b>													
Product	7,750	10,841	12,345	16,215	11,868	13,651	17,641		30,936	43,160	14,352	27,372	47,150
Subscription and services	16,157	18,832	20,658	21,769	24,998	26,368	26,910		55,647	78,276	3,108	16,311	77,417
<b>Total cost of revenue</b>	<b>23,907</b>	<b>29,673</b>	<b>33,003</b>	<b>37,984</b>	<b>36,866</b>	<b>40,019</b>	<b>44,551</b>		<b>86,583</b>	<b>121,436</b>	<b>17,460</b>	<b>43,683</b>	<b>124,567</b>
<b>Total gross profit</b>	<b>50,073</b>	<b>64,816</b>	<b>81,208</b>	<b>104,998</b>	<b>88,504</b>	<b>107,188</b>	<b>121,065</b>		<b>196,097</b>	<b>316,757</b>	<b>65,856</b>	<b>117,869</b>	<b>301,095</b>
Gross Profit - Product	68%	71%	74%	76%	71%	73%	70.6%		72%	71%	73%	69%	74%
Gross Profit - Subscription & Services	68%	67%	69%	71%	71%	73%	74.5%		68%	73%	90%	78%	69%
<b>Gross profit</b>	<b>68%</b>	<b>69%</b>	<b>71%</b>	<b>73%</b>	<b>71%</b>	<b>73%</b>	<b>73.1%</b>		<b>69%</b>	<b>72%</b>	<b>79%</b>	<b>73%</b>	<b>71%</b>
Research and development	37,367	45,605	47,059	44,188	49,570	52,273	54,522		130,031	156,365	15,057	59,078	174,218
Sales and marketing	65,189	75,547	85,856	95,235	87,914	93,423	95,292		226,592	276,629	65,890	156,476	321,827
General and administrative	17,715	20,733	20,823	22,083	21,867	21,708	24,398		59,271	67,973	11,685	35,648	81,355
<b>Total operating expenses</b>	<b>120,272</b>	<b>141,885</b>	<b>153,738</b>	<b>161,506</b>	<b>159,351</b>	<b>167,404</b>	<b>174,212</b>		<b>415,894</b>	<b>500,967</b>	<b>92,632</b>	<b>251,202</b>	<b>577,400</b>
<b>Operating income (loss)</b>	<b>(70,199)</b>	<b>(77,069)</b>	<b>(72,530)</b>	<b>(56,508)</b>	<b>(70,847)</b>	<b>(60,216)</b>	<b>(53,147)</b>		<b>(219,797)</b>	<b>(184,210)</b>	<b>(26,776)</b>	<b>(133,333)</b>	<b>(276,305)</b>
<i>Operating margin</i>	-94.9%	-81.6%	-63.505%	-39.5%	-56.5%	-40.9%	-32.1%		-77.8%	-42.0%	-32.1%	-82.5%	-64.9%
	180.2%	143.9%	124.0%	98.3%	32.5%	18.0%	13.3%						
	(16)	(150)	(414)	(671)	(499)	(1,421)	(3,051)		(579)	(4,971)	(567)	(1,176)	(1,250)
Other income (expense), net													
<b>Loss before income taxes</b>	<b>(70,215)</b>	<b>(77,219)</b>	<b>(72,944)</b>	<b>(57,179)</b>	<b>(71,346)</b>	<b>(61,637)</b>	<b>(56,198)</b>		<b>(220,376)</b>	<b>(189,181)</b>	<b>(27,343)</b>	<b>(134,508)</b>	<b>(277,555)</b>
Provision (benefit) for income taxes	1,200	1,262	927	(571)	977	927	636		3,389	2,540	(965)	323	2,818
<b>Net loss attributable to common stockholders</b>	<b>(71,415)</b>	<b>(78,481)</b>	<b>(73,871)</b>	<b>(56,608)</b>	<b>(72,323)</b>	<b>(62,564)</b>	<b>(56,834)</b>		<b>(223,765)</b>	<b>(191,721)</b>	<b>(26,378)</b>	<b>(134,832)</b>	<b>(280,373)</b>
Net loss per share, basic and diluted	\$ (0.53)	\$ (0.55)	\$ (0.51)	\$ (0.38)	\$ (0.48)	\$ (0.41)	\$ (0.37)		(1.60)	(1.25)	\$ (2.42)	\$ (2.98)	\$ (1.96)
Weighted average shares, basic and diluted	133,976	141,895	144,923	147,746	151,651	154,121	154,523		140,285	153,440	10,917	45,271	143,269

**% of Revenue**

	2014				2015				YTD - 9 mos		Annual		
Product COGS	32%	29%	26%	24%	29%	27%	29%		28%	29%	27%	31%	26%
Services COGS	32%	33%	31%	29%	29%	27%	26%		32%	27%	10%	22%	31%
<b>Total COGS</b>	<b>32%</b>	<b>31%</b>	<b>29%</b>	<b>27%</b>	<b>29%</b>	<b>27%</b>	<b>27%</b>		<b>31%</b>	<b>28%</b>	<b>21%</b>	<b>27%</b>	<b>29%</b>
R&D	51%	48%	41%	31%	40%	36%	32.9%		46%	36%	18%	37%	41%
Sales & Marketing	88%	80%	75%	67%	70%	63%	57.5%		80%	63%	79%	97%	76%
G&A	24%	22%	18%	15%	17%	15%	14.7%		21%	16%	14%	22%	19%
<b>Total Op Ex</b>	<b>163%</b>	<b>150%</b>	<b>135%</b>	<b>113%</b>	<b>127%</b>	<b>114%</b>	<b>105.2%</b>		<b>147%</b>	<b>114%</b>	<b>111%</b>	<b>155%</b>	<b>136%</b>
<b>Total Costs</b>	<b>195%</b>	<b>182%</b>	<b>164%</b>	<b>140%</b>	<b>157%</b>	<b>141%</b>	<b>132%</b>		<b>178%</b>	<b>142%</b>	<b>132%</b>	<b>183%</b>	<b>165%</b>



Balance Sheet

**Assets**

Current assets:

Cash and cash equivalents	441,270	171,620	98,843	146,363	136,776	726,480	436,901
Short term investments	143,213	292,874	299,022	255,845	260,838	463,137	733,026
Accounts receivable, net of allowance for doubtful accounts	80,514	108,039	155,798	193,182	160,095	105,183	140,940
Inventories, net	4,258	5,198	5,765	7,952	10,505	10,485	11,628
Deferred tax assets, current portion	16,056	21,712	26,775	25,126	21,968	25,081	26,391
Prepaid expenses and other current assets	28,145	31,879	31,508	28,669	27,457	32,706	30,595

**Total current assets**

	2014				2015			
	03/31/14 Rounded (\$000)	06/30/14 Rounded (\$000)	09/30/14 Rounded (\$000)	12/31/14 Rounded (\$000)	03/31/15 Rounded (\$000)	06/30/15 Rounded (\$000)	09/30/15 Rounded (\$000)	12/31/15 Rounded (\$000)
<b>Total current assets</b>	<b>713,456</b>	<b>631,322</b>	<b>617,711</b>	<b>657,137</b>	<b>617,639</b>	<b>1,363,072</b>	<b>1,379,481</b>	-
Property and equipment, net	69,257	78,390	84,095	82,298	81,030	74,438	73,129	
Goodwill	708,594	750,132	750,275	750,288	750,288	750,288	750,288	
Intangible assets	271,279	284,793	273,314	261,625	249,858	238,092	226,326	
Deposits and other long-term assets	10,135	10,035	10,366	7,533	7,186	6,824	6,228	
<b>Total assets</b>	<b>1,772,721</b>	<b>1,754,672</b>	<b>1,735,761</b>	<b>1,758,881</b>	<b>1,706,001</b>	<b>2,432,714</b>	<b>2,435,452</b>	-

**Liabilities, convertible preferred stock and stockholders' equity (deficit)**

**Current liabilities:**

Accounts payable	24,916	36,343	30,198	34,057	28,505	25,344	33,611
Accrued compensation	47,328	52,728	20,573	64,551	61,876	63,693	73,030
Debt, current portion	-	-	-	-	-	-	-
Deferred revenue, current portion	121,420	136,808	160,769	203,877	217,211	232,522	265,906
Accrued and other current liabilities	21,187	23,273	66,308	24,596	26,060	27,286	30,407

**Total current liabilities**

<b>Total current liabilities</b>	<b>214,851</b>	<b>249,152</b>	<b>277,848</b>	<b>327,081</b>	<b>333,652</b>	<b>348,845</b>	<b>402,954</b>	-
Long term debt, net of current portion	-	-	-	-	-	-	-	-
Convertible senior notes, net	-	-	-	-	-	688,961	697,526	
Deferred revenue, non-current portion	91,302	95,199	122,152	148,666	161,553	177,369	188,961	
Deferred tax liabilities, non-current portion	39,155	41,044	36,068	24,903	21,780	24,893	26,198	
Preferred stock warrant liability	-	-	-	-	-	-	-	
Other long-term liabilities	3,623	5,580	6,554	7,403	9,400	9,959	10,144	
<b>Total liabilities</b>	<b>348,931</b>	<b>390,975</b>	<b>442,622</b>	<b>508,053</b>	<b>526,385</b>	<b>1,250,027</b>	<b>1,325,783</b>	

Stockholders' equity (deficit):

Common stock, par value \$0.0001 per share	14	15	15	15	16	16	16
Additional paid in capital	1,748,627	1,805,328	1,855,015	1,918,546	1,980,894	2,267,972	2,330,436
Treasury stock	-	-	-	-	-	(150,000)	(150,000)
Accumulated other comprehensive income (loss)	(138)	(110)	(325)	(441)	(38)	(472)	(424)
Accumulated deficit	(324,713)	(441,536)	(561,566)	(667,292)	(801,256)	(934,829)	(1,070,359)

**Total stockholders' equity (deficit)**

**Total liabilities, convertible preferred stock and stockholders' equity (deficit)**

<b>Total stockholders' equity (deficit)</b>	<b>1,423,790</b>	<b>1,363,697</b>	<b>1,293,139</b>	<b>1,250,828</b>	<b>1,179,616</b>	<b>1,182,687</b>	<b>1,109,669</b>	
<b>Total liabilities, convertible preferred stock and stockholders' equity (deficit)</b>	<b>1,772,721</b>	<b>1,754,672</b>	<b>1,735,761</b>	<b>1,758,881</b>	<b>1,706,001</b>	<b>2,432,714</b>	<b>2,435,452</b>	

Deferred revenue (end of period)	212,722	232,007	282,921	352,543	378,764	409,891	454,867
Change in deferred from prior period	25,207	19,285	50,914	69,622	26,221	31,127	44,976

Deferred revenue (end of period)	212,722	232,007	282,921	352,543	378,764	409,891	454,867
Change in deferred from prior period	25,207	19,285	50,914	69,622	26,221	31,127	44,976



Statement of Cash Flows

CASH FLOWS FROM OPERATING ACTIVITIES:

Net loss:

Adjustments to reconcile net loss to net cash provided by (used in) operating activities:

Depreciation and amortization of property and equipment  
 Stock based compensation expense  
 Convertible senior notes discounts and issuance costs  
 Deferred income tax  
 Other

Changes in operating assets and liabilities:

Accounts receivable  
 Inventory, net  
 Prepaid expenses and other assets  
 Accounts payable  
 Accrued liabilities  
 Accrued compensation  
 Deferred revenue  
 Other long-term liabilities

Net cash provided by (used in) operating activities

CASH FLOWS FROM INVESTING ACTIVITIES:

Acquisitions of businesses, net of cash acquired  
 Purchase of property and equipment (including demonstration units)  
 Purchase of marketable securities  
 Maturities marketable securities  
 Lease deposits

Net cash provided by (used in) investing activities

CASH FLOWS FROM FINANCING ACTIVITIES:

Net proceeds from stock offerings  
 Net proceeds from convertible debt offering  
 Prepaid forward stock purchase  
 Borrowing from line of credit  
 Repayment of line of credit  
 Borrowing of term loan  
 Repayment of term loan  
 Net proceeds from issuance of convertible preferred stock  
 Payments of costs related to stock offerings  
 Net Proceeds from exercise of equity awards  
 Cash proceeds from common stock exercise  
 Repayment of notes receivable from stockholders

Net cash provided by (used) in financing activities

Net change in cash and cash equivalents

Cash and cash equivalents, beginning of period

Cash and cash equivalents, end of period

	2014				2015				YTD - 9 mos		Annual		
	03/31/14 Rounded (\$000)	06/30/14 Rounded (\$000)	09/30/14 Rounded (\$000)	12/31/14 Rounded (\$000)	03/31/15 Rounded (\$000)	06/30/15 Rounded (\$000)	09/30/15 Rounded (\$000)	12/31/15 Rounded (\$000)	2014 Rounded (\$000)	2015 Rounded (\$000)	2012 Rounded (\$000)	2013 Rounded (\$000)	2014 Rounded (\$000)
Net loss:	\$ (101,211)	\$ (116,823)	\$ (120,030)	\$ (105,726)	\$ (133,964)	\$ (133,573)	\$ (135,530)		\$(338,064)	(403,067)	\$ (35,756)	\$(120,635)	\$(443,790)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:													
Depreciation and amortization of property and equipment	20,706	22,020	24,905	26,505	26,581	27,588	27,985		67,631	82,154	6,917	20,758	94,136
Stock based compensation expense	25,194	38,253	43,160	45,245	49,875	56,411	58,366		106,607	164,652	6,843	28,858	151,852
Convertible senior notes discounts and issuance costs						2,832	8,565		-	11,397			
Deferred income tax	(7,518)	(11,442)	(11,182)	(9,727)	82	(1)	39		(30,142)	120	(1,241)	(61,028)	(39,869)
Other	89	94	1,519	559	509	1,576	1,059		1,702	3,144	2,732	6,648	2,261
Changes in operating assets and liabilities:													
Accounts receivable	15,221	(26,881)	(48,381)	(37,124)	32,736	54,104	(35,955)		(60,041)	50,885	(10,106)	(35,145)	(97,165)
Inventory, net	1,405	(676)	(567)	(2,186)	(2,554)	(755)	(1,677)		162	(4,986)	(817)	(3,089)	(2,024)
Prepaid expenses and other assets	(2,509)	(575)	946	3,588	127	(2,481)	3,413		(2,138)	1,059	(3,753)	(17,219)	1,450
Accounts payable	(12,396)	5,293	(1,256)	5,166	(4,219)	(1,834)	7,342		(8,359)	1,289	6,189	11,504	(3,193)
Accrued liabilities	6,016	2,731	(2,063)	4,719	2,068	1,823	3,663		6,684	7,554	511	(18,488)	11,403
Accrued compensation	5,703	5,131	14,581	(1,757)	(2,675)	1,683	9,297		25,415	8,305	3,165	19,381	23,658
Deferred revenue	25,207	18,986	50,914	69,621	26,221	31,127	44,976		95,107	102,324	46,303	95,010	164,728
Other long-term liabilities	1,505	1,955	974	849	1,997	560	184		4,434	2,741	513	3,683	5,283
Net cash provided by (used in) operating activities	(22,588)	(61,934)	(46,480)	(268)	(3,216)	39,060	(8,273)		(131,002)	27,571	21,500	(69,762)	(131,270)
CASH FLOWS FROM INVESTING ACTIVITIES:										158,573			
Acquisitions of businesses, net of cash acquired	-	(55,058)	-	-	-	-	-		(55,058)	-	(889)	(89,240)	(55,058)
Purchase of property and equipment (including demonstration units)	(14,187)	(17,282)	(23,997)	(12,249)	(12,669)	(11,869)	(12,655)		(55,466)	(37,193)	(18,848)	(57,560)	(67,715)
Purchase of marketable securities	(143,522)	(159,009)	(49,870)	(37,959)	(39,857)	(261,356)	(338,949)		(352,401)	(640,162)			(390,360)
Maturities marketable securities		8,000	42,780	80,338	34,655	57,483	67,011		50,780	159,149			131,118
Lease deposits	(360)	(43)	(162)	69	(370)	(416)	159		(565)	(627)	(478)	(1,669)	(496)
Net cash provided by (used in) investing activities	(158,069)	(223,392)	(31,249)	30,199	(18,241)	(216,158)	(284,434)		(412,710)	(518,833)	(20,215)	(148,469)	(382,511)
CASH FLOWS FROM FINANCING ACTIVITIES:													
Net proceeds from stock offerings	445,934	(654)	(942)	-	-	-	-		444,338	-	-	321,389	444,338
Net proceeds from convertible debt offering						897,000	(470)			896,530			
Prepaid forward stock purchase						(150,000)	-			(150,000)			
Borrowing from line of credit	-	-	-	-	-	-	-		-	-	7,619	10,000	-
Repayment of line of credit	-	-	-	-	-	-	-		-	-	-	(20,000)	-
Borrowing of term loan	-	-	-	-	-	-	-		-	-	-	-	-
Repayment of term loan	-	-	-	-	-	-	-		-	-	(1,405)	(2,150)	-
Net proceeds from issuance of convertible preferred stock	-	-	-	-	-	-	-		-	-	39,785	9,988	-
Payments of costs related to stock offerings	-	-	-	-	-	-	-		-	-	-	-	-
Net Proceeds from exercise of equity awards	2,075	(2,075)	-	-	-	-	-		-	-	2,240	5,428	-
Cash proceeds from common stock exercise		18,405	5,894	17,589	11,870	19,802	3,598		24,299	35,270			41,888
Repayment of notes receivable from stockholders	-	-	-	-	-	-	-		-	-	-	7,294	-
Net cash provided by (used) in financing activities	448,009	15,676	4,952	17,589	11,870	766,802	3,128		468,637	781,800	48,239	331,949	486,226
Net change in cash and cash equivalents	267,352	(269,650)	(72,777)	47,520	(9,587)	589,704	(289,579)		(75,075)	290,538	49,524	113,718	(27,555)
Cash and cash equivalents, beginning of period	173,918	441,270	171,620	98,843	146,363	136,776	726,480		173,918	146,363	10,676	60,200	173,918
Cash and cash equivalents, end of period	441,270	171,620	98,843	146,363	136,776	726,480	436,901		98,843	436,901	60,200	173,918	146,363



Revenue Metrics

	2014				2015				YTD - 9 mos		Annual			
	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'15	Q4'15	2014	2015	2012	2013	2014	
	03/31/14	06/30/14	09/30/14	12/31/14	03/31/15	06/30/15	09/30/15	12/30/15	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	
<b>Revenue</b>														
Product	24,252	37,683	48,375	67,936	40,237	49,696	60,101		110,310	150,034	52,265	88,253	178,246	
Product Subscriptions (including FireEye-aaS)	22,803	28,025	32,759	38,320	43,376	48,510	53,592		83,587	145,478	18,945	43,031	121,907	
<b>Subtotal: Product and product subscriptions</b>	<b>47,055</b>	<b>65,708</b>	<b>81,134</b>	<b>106,256</b>	<b>83,613</b>	<b>98,206</b>	<b>113,693</b>		<b>193,897</b>	<b>295,512</b>	<b>71,210</b>	<b>131,284</b>	<b>300,153</b>	
Support	10,751	11,874	14,198	16,583	19,084	21,429	23,245		36,823	63,758	12,106	26,911	53,406	
Incident response and professional services	16,174	16,907	18,879	20,143	22,673	27,572	28,678		51,960	78,923	-	3,357	72,103	
<b>Subtotal: Support, maint, and professional svcs.</b>	<b>26,925</b>	<b>28,782</b>	<b>33,078</b>	<b>36,727</b>	<b>41,757</b>	<b>49,001</b>	<b>51,923</b>		<b>88,784</b>	<b>142,681</b>	<b>12,106</b>	<b>30,268</b>	<b>125,509</b>	
<b>Services As Reported</b>	<b>49,728</b>	<b>56,807</b>	<b>65,837</b>	<b>75,047</b>	<b>85,133</b>	<b>97,511</b>	<b>105,515</b>		<b>172,371</b>	<b>288,159</b>	<b>31,051</b>	<b>73,299</b>	<b>247,416</b>	
<b>Total revenue</b>	<b>73,980</b>	<b>94,489</b>	<b>114,211</b>	<b>142,982</b>	<b>125,370</b>	<b>147,207</b>	<b>165,616</b>		<b>282,680</b>	<b>438,193</b>	<b>83,316</b>	<b>161,551</b>	<b>425,662</b>	
Subtotal - Recurring Subscriptions and Support	33,554	39,899	46,957	54,903	62,460	69,939	76,837		120,410	209,236	31,051	69,941	175,314	
<i>% of revenue</i>	45%	42%	41%	38%	50%	48%	46%		43%	48%	37%	43%	41%	
<b>Revenue Mix</b>														
Product	33%	40%	42%	48%	32%	34%	36%		39%	34%	63%	55%	42%	
Product Subscriptions and FireEye as a Service	31%	30%	29%	27%	35%	33%	32%		30%	33%	23%	27%	29%	
<b>Subtotal: Product and product subscriptions</b>	<b>64%</b>	<b>70%</b>	<b>71%</b>	<b>74%</b>	<b>67%</b>	<b>67%</b>	<b>69%</b>		<b>69%</b>	<b>67%</b>	<b>85%</b>	<b>81%</b>	<b>71%</b>	
Support and maintenance	15%	13%	12%	12%	15%	15%	14%		13%	15%	15%	17%	13%	
Incident response and professional services	22%	18%	17%	14%	18%	19%	17%		18%	18%	0%	2%	17%	
<b>Subtotal: Support, maint. and professional svcs.</b>	<b>36%</b>	<b>30%</b>	<b>29%</b>	<b>26%</b>	<b>33%</b>	<b>33%</b>	<b>31%</b>		<b>31%</b>	<b>33%</b>	<b>15%</b>	<b>19%</b>	<b>29%</b>	
<b>Revenue by Geography</b>														
<b>US Revenue</b>	<b>55,728</b>	<b>69,636</b>	<b>86,626</b>	<b>107,152</b>	<b>89,189</b>	<b>106,131</b>	<b>119,934</b>		<b>211,992</b>	<b>315,254</b>	<b>66,556</b>	<b>116,730</b>	<b>319,142</b>	
EMEA	9,245	14,678	15,017	18,782	16,792	18,971	17,574		38,940	53,337	6,628	22,845	57,722	
APAC	6,327	6,621	9,502	11,834	13,720	15,610	19,878		22,450	49,208	6,488	16,004	34,284	
Other	2,680	3,554	3,064	5,214	5,669	6,495	8,230		9,298	20,394	3,644	5,973	14,512	
<b>International Revenue</b>	<b>18,252</b>	<b>24,853</b>	<b>27,583</b>	<b>35,830</b>	<b>36,181</b>	<b>41,076</b>	<b>45,682</b>		<b>70,688</b>	<b>122,939</b>	<b>16,760</b>	<b>44,826</b>	<b>106,518</b>	
Total revenue	73,980	94,489	114,209	142,982	125,370	147,207	165,616		282,680	438,193	83,316	161,556	425,660	
US revenue %	75%	74%	76%	75%	71%	72%	72%		75%	72%	80%	72%	75%	
International revenue %	25%	26%	24%	25%	29%	28%	28%		25%	28%	20%	28%	25%	



Billings Metrics

	2014				2015				YTD - 9 Mos.		Annual		
	03/31/14	06/30/14	09/30/14	12/30/14	03/31/15	06/30/15	09/30/15	12/30/15	2014	2015	2012	2013	2014
	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
<b>Billings</b>													
Product	26,061	35,573	44,135	67,554	38,234	48,824	58,796		105,769	145,854	57,187	98,025	173,323
Product Subscriptions (including FireEye-aaS)	39,435	42,086	71,925	80,242	63,736	72,454	82,481		153,446	218,671	44,111	96,219	233,688
<b>Subtotal: Product &amp; Product Subscriptions</b>	<b>65,496</b>	<b>77,659</b>	<b>116,060</b>	<b>147,796</b>	<b>101,970</b>	<b>121,278</b>	<b>141,277</b>		<b>259,215</b>	<b>364,525</b>	<b>101,298</b>	<b>194,244</b>	<b>407,011</b>
Support	15,695	18,582	30,717	39,796	22,842	31,107	35,708		64,994	89,657	28,322	57,110	104,790
Incident Response and Professional Services	17,997	17,534	18,348	25,012	26,779	25,949	33,607		53,878	86,335	53,878	5,207	78,890
<b>Subtotal: Support, maint. and professional svcs.</b>	<b>33,692</b>	<b>36,116</b>	<b>49,065</b>	<b>64,808</b>	<b>49,621</b>	<b>57,056</b>	<b>69,315</b>		<b>118,873</b>	<b>175,992</b>	<b>28,322</b>	<b>62,317</b>	<b>183,681</b>
<b>Total Billings</b>	<b>99,188</b>	<b>113,775</b>	<b>165,125</b>	<b>212,604</b>	<b>151,591</b>	<b>178,334</b>	<b>210,592</b>		<b>378,087</b>	<b>540,517</b>	<b>129,620</b>	<b>256,561</b>	<b>590,691</b>
Subtotal Recurring Subscriptions and Support	55,130	60,669	102,642	120,038	86,578	103,561	118,189		218,441	308,328	72,433	153,329	338,479
<i>% of total billings</i>	56%	53%	62%	56%	57%	58%	56%		58%	57%	56%	60%	57%
<b>Billings Mix</b>													
Product	26%	31%	27%	32%	25%	27%	28%		28%	27%	44%	38%	29%
Product Subscriptions (including FireEye-aaS)	40%	37%	44%	38%	42%	41%	39%		41%	40%	34%	38%	40%
<b>Subtotal: Product and Product Subscriptions</b>	<b>66%</b>	<b>68%</b>	<b>70%</b>	<b>70%</b>	<b>67%</b>	<b>68%</b>	<b>67%</b>		<b>69%</b>	<b>67%</b>	<b>78%</b>	<b>76%</b>	<b>69%</b>
Support	16%	16%	19%	19%	15%	17%	17%		17%	17%	22%	22%	18%
Incident Response and Professional Services	18%	15%	11%	12%	18%	15%	16%		14%	16%	0%	2%	13%
<b>Subtotal: Support, maint. and professional svcs.</b>	<b>34%</b>	<b>32%</b>	<b>30%</b>	<b>30%</b>	<b>33%</b>	<b>32%</b>	<b>33%</b>		<b>31%</b>	<b>33%</b>	<b>22%</b>	<b>24%</b>	<b>31%</b>



**Deferred Revenue Metrics**

	2013				2014				2015			
	03/31/13 Rounded (\$000)	06/30/13 Rounded (\$000)	09/30/13 Rounded (\$000)	12/31/13 Rounded (\$000)	03/31/14 Rounded (\$000)	06/30/14 Rounded (\$000)	09/30/14 Rounded (\$000)	12/30/14 Rounded (\$000)	03/31/15 Rounded (\$000)	06/30/15 Rounded (\$000)	09/30/15 Rounded (\$000)	12/30/15 Rounded (\$000)
<b>Deferred revenue</b>												
Current Product	6,663	7,424	11,019	13,823	14,164	12,871	9,914	10,718	9,697	9,176	8,590	
Current Subscription & Services	43,547	48,302	60,431	96,712	107,256	123,937	150,854	193,159	207,514	223,346	257,316	
<b>Current deferred revenue</b>	<b>50,210</b>	<b>55,726</b>	<b>71,450</b>	<b>110,535</b>	<b>121,420</b>	<b>136,808</b>	<b>160,768</b>	<b>203,877</b>	<b>217,211</b>	<b>232,522</b>	<b>265,906</b>	
Less: acquired deferred revenue				(13,363)								
Adjusted ending current deferred revenue				97,172								
Non-current Product	5,093	5,975	5,730	6,711	8,179	7,361	6,077	4,891	3,950	3,599	2,879	
Non-current Subscription & Services	35,490	40,884	53,572	70,268	83,123	87,838	116,076	143,775	157,603	173,770	186,082	
<b>Non-current deferred revenue</b>	<b>40,583</b>	<b>46,859</b>	<b>59,302</b>	<b>76,979</b>	<b>91,302</b>	<b>95,199</b>	<b>122,153</b>	<b>148,666</b>	<b>161,553</b>	<b>177,369</b>	<b>188,961</b>	
Less: acquired deferred revenue				(2,736)								
Adjusted non-current deferred revenue				74,243								
<b>Total deferred revenue</b>	<b>90,793</b>	<b>102,585</b>	<b>130,752</b>	<b>187,514</b>	<b>212,722</b>	<b>232,007</b>	<b>282,921</b>	<b>352,543</b>	<b>378,764</b>	<b>409,891</b>	<b>454,867</b>	
Less: acquired deferred revenue				(16,099)								
Adjusted ending deferred revenue				171,415								
Current deferred revenue %	55%	54%	55%	59%	57%	59%	57%	58%	57%	57%	58%	
Non-current deferred revenue %	45%	46%	45%	41%	43%	41%	43%	42%	43%	43%	42%	
<b>Ending Product Deferred Revenue</b>	<b>11,756</b>	<b>13,399</b>	<b>16,749</b>	<b>20,534</b>	<b>22,343</b>	<b>20,232</b>	<b>15,991</b>	<b>15,609</b>	<b>13,647</b>	<b>12,775</b>	<b>11,471</b>	
<b>Ending Subs &amp; Services Deferred Revenue</b>	<b>79,037</b>	<b>89,186</b>	<b>114,003</b>	<b>166,980</b>	<b>190,379</b>	<b>211,775</b>	<b>266,930</b>	<b>336,933</b>	<b>365,116</b>	<b>397,115</b>	<b>443,396</b>	
Total deferred revenue	90,793	102,585	130,752	187,514	212,722	232,007	282,921	352,542	378,763	409,891	454,867	
Less: acquired deferred revenue				(16,099)								
Adjusted ending deferred revenue				171,415								