



GAAP Income Statement

As reported

Revenue:

	2013				2014			
	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)	12/31/14 Rounded (\$000)
Product	14,988	17,240	23,729	32,296	24,252	37,683	48,375	67,936
Subscription and services	13,428	15,982	18,923	24,966	49,728	56,806	65,836	75,046
Total revenue	28,416	33,222	42,652	57,262	73,980	94,489	114,211	142,982

Cost of revenue:

Product	4,962	5,804	7,358	10,788	10,326	13,749	15,440	19,465
Subscription and services	1,920	4,482	6,079	6,372	24,967	27,831	29,488	33,827
Total cost of revenue	6,882	10,286	13,437	17,160	35,293	41,580	44,928	53,292
Total gross profit	21,534	22,936	29,215	40,102	38,687	52,909	69,283	89,690

Product gross margin %	67%	66%	69%	67%	57%	64%	68%	71%
Subscriptions and services gross margin %	86%	72%	68%	74%	50%	51%	55%	55%
Gross profit	76%	69%	68%	70%	52%	56%	61%	63%

Research and development	10,062	14,016	20,492	21,466	41,970	53,408	54,707	53,102
Sales and marketing	28,569	37,594	44,414	56,889	76,854	94,591	111,625	118,081
General and administrative	7,311	10,370	11,704	23,118	27,100	31,931	30,119	31,949
Restructuring charges						2,769		1,558
Total operating expenses	45,942	61,980	76,610	101,473	145,924	179,930	199,220	204,690
Operating loss	(24,408)	(39,044)	(47,395)	(61,371)	(107,237)	(127,021)	(129,937)	(115,000)

Other income (expense), net	(2,340)	(807)	(4,448)	(119)	(16)	(150)	(414)	(671)
Loss before income taxes	(26,748)	(39,851)	(51,843)	(61,490)	(107,253)	(127,171)	(130,351)	(115,671)
Provision (benefit) for income taxes	213	384	(917)	(58,977)	(6,042)	(10,348)	(10,320)	(9,944)
Net loss attributable to common stockholders, basic and diluted	(26,961)	(40,235)	(50,926)	(2,513)	(101,211)	(116,823)	(120,031)	(105,727)
Other comprehensive income (loss)								

Net loss per share, basic and diluted	\$ (1.78)	\$ (2.15)	\$ (1.61)	\$ (0.02)	\$ (0.76)	\$ (0.82)	\$ (0.83)	\$ (0.72)
Weighted average shares, basic and diluted	15,180	18,704	31,590	114,654	133,976	141,895	144,923	147,746

Annual		
2012 Rounded (\$000)	2013 Rounded (\$000)	2014 Rounded (\$000)
52,265	88,253	178,246
31,051	73,299	247,416
83,316	161,552	425,662
14,467	28,912	58,980
3,163	18,853	116,113
17,630	47,765	175,093
65,686	113,787	250,569
72%	67%	67%
90%	74%	53%
79%	70%	59%
16,522	66,036	203,187
67,562	167,466	401,151
15,221	52,503	121,099
		4,327
99,305	286,005	729,764
(33,619)	(172,218)	(479,195)
(3,102)	(7,714)	(1,250)
(36,721)	(179,932)	(480,445)
(964)	(59,297)	(36,654)
(35,757)	(120,635)	(443,791)
\$ (3.28)	\$ (2.66)	\$ (3.10)
10,917	45,271	143,269

Non-GAAP Adjustments:

Stock-based Compensation

	Q1'13	Q2'13	Q3'13	Q4'13	Q1'14	Q2'14	Q3'14	Q4'14
Product cost of revenue	63	73	143	190	145	236	243	263
Services cost of revenue	167	401	762	1,011	3,420	3,605	3,430	6,583
Cost of revenue	230	474	905	1,201	3,565	3,841	3,673	6,846
R&D	957	1,118	2,350	2,533	4,603	7,803	7,647	8,914
Sales & Mktg	840	1,254	3,784	4,870	8,688	15,923	22,543	19,619
G&A	1,225	1,432	1,775	3,910	8,338	10,686	9,297	9,866
Total	3,252	4,278	8,814	12,514	25,194	38,253	43,160	45,245

2012	2013	2014
\$ 115	469	888
55	2,341	17,037
170	2,810	17,925
1,465	6,958	28,968
1,672	10,748	66,773
3,536	8,342	38,186
6,843	28,858	151,852

Amortization of Intangibles

Product cost of revenue	262	262	262	286	2,431	2,672	2,852	2,987
Services cost of revenue	-	-	44	157	5,390	5,394	5,400	5,475
Cost of revenue	262	262	306	443	7,821	8,066	8,252	8,462
Engineering and cost of revenues								
R&D					-	-	-	-
Sales & Mktg			53	189	2,977	3,121	3,226	3,227
G&A					-	-	-	-
Total	262	262	359	632	10,798	11,187	11,478	11,689

-	1,071	10,942
-	201	21,659
-	1,272	32,601
-	-	-
-	241	12,551
-	-	-
-	1,513	45,152

Other Non-Recurring expenses

Acquisition-related expenses	-	-	-	8,513	1,047	512	-	-
Restructuring	-	-	-	-	-	-	2,769	1,558
Change in Fair Value of Warrants	2,167	811	3,560	-	-	-	-	-
Discrete benefit from income taxes	-	-	-	(59,620)	(7,242)	(11,610)	(11,247)	(9,373)

-	8,513	1,559
2,535	6,538	-
-	(59,620)	(39,472)



GAAP to Non-GAAP Reconciliations

	2013				2014				Annual		
	03/31/13 Rounded (\$000)	06/30/13 Rounded (\$000)	09/30/13 Rounded (\$000)	12/31/13 Rounded (\$000)	03/31/13 Rounded (\$000)	06/30/13 Rounded (\$000)	09/30/13 Rounded (\$000)	12/31/13 Rounded (\$000)	2012 Rounded (\$000)	2013 Rounded (\$000)	2014 Rounded (\$000)
Revenue	28,416	33,222	42,652	57,261	73,980	94,489	114,211	142,982	83,316	97,925	425,662
Plus change in deferred revenue	14,387	11,791	28,167	56,762	25,207	19,286	50,914	69,622	46,303	53,042	165,029
Less deferred revenue assumed	-	-	-	(16,099)	-	-	-	-	-	-	-
Non-GAAP Billings	42,803	45,013	70,819	97,924	99,187	113,775	165,125	212,604	129,619	150,968	590,691
Cost of Product Revenue	4,962	5,804	7,358	10,788	10,326	13,749	15,440	19,465	14,467	28,912	58,980
Stock based compensation	(63)	(73)	(143)	(190)	(145)	(236)	(243)	(263)	(335)	(469)	(887)
Amortization of intangibles	(262)	(262)	(262)	(286)	(2,431)	(2,672)	(2,852)	(2,987)	-	(1,071)	(10,942)
Non-GAAP cost of product revenue	4,637	5,469	6,953	10,312	7,750	10,841	12,345	16,215	14,132	27,372	47,151
Cost of Subscription and services	1,920	4,482	6,079	6,372	24,967	27,831	29,488	33,827	3,163	18,853	116,113
Stock based compensation	(167)	(401)	(762)	(1,011)	(3,420)	(3,605)	(3,430)	(6,583)	(1,346)	(2,341)	(17,038)
Amortization of intangibles	-	-	(44)	(157)	(5,390)	(5,394)	(5,400)	(5,475)	-	(201)	(21,659)
Non-GAAP cost of services revenue	1,753	4,081	5,273	5,204	16,157	18,832	20,658	21,769	1,817	16,311	77,416
Total cost of revenue	6,882	10,286	13,437	17,160	35,293	41,580	44,928	53,292	17,630	47,765	175,093
Stock based compensation	(230)	(474)	(905)	(1,201)	(3,565)	(3,841)	(3,673)	(6,846)	(1,681)	(2,810)	(17,925)
Amortization of intangibles	(262)	(262)	(306)	(443)	(7,821)	(8,066)	(8,252)	(8,462)	-	(1,272)	(32,601)
Non-GAAP cost of revenue	6,390	9,550	12,226	15,516	23,907	29,673	33,003	37,984	15,949	43,683	124,567
Gross profit	21,534	22,936	29,215	40,102	38,687	52,909	69,283	89,690	65,686	113,787	250,569
Stock based compensation	230	474	905	1,201	3,565	3,841	3,673	6,846	1,681	2,810	17,925
Amortization of intangibles	262	262	306	443	7,821	8,066	8,252	8,462	-	1,272	32,601
Non-GAAP gross profit	22,026	23,672	30,426	41,746	50,073	64,816	81,208	104,998	67,367	117,869	301,095
Research and development	10,062	14,016	20,492	21,466	41,970	53,408	54,707	53,102	16,522	66,036	203,187
Stock based compensation	(957)	(1,118)	(2,350)	(2,533)	(4,603)	(7,803)	(7,647)	(8,914)	(1,465)	(6,958)	(28,967)
Amortization of intangibles	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP research and development	9,105	12,898	18,142	18,933	37,367	45,605	47,060	44,188	15,057	59,078	174,220
Sales and marketing	28,569	37,594	44,414	56,889	76,854	94,591	111,625	118,081	67,562	167,466	401,151
Stock based compensation	(840)	(1,254)	(3,784)	(4,870)	(8,688)	(15,923)	(22,543)	(19,619)	(1,672)	(10,748)	(66,773)
Amortization of intangibles	-	-	(53)	(189)	(2,977)	(3,121)	(3,226)	(3,227)	-	(242)	(12,551)
Non-GAAP sales and marketing	27,729	36,340	40,577	51,830	65,189	75,547	85,856	95,235	65,890	156,476	321,827
General and administrative	7,311	10,370	11,704	23,118	27,100	31,931	30,119	31,949	15,221	52,503	121,099
Stock based compensation	(1,225)	(1,432)	(1,775)	(3,910)	(8,338)	(10,686)	(9,297)	(9,866)	(3,536)	(8,342)	(38,187)
Amortization of intangibles	-	-	-	-	-	-	-	-	-	-	-
Acquisition costs	-	-	-	(8,513)	(1,047)	(512)	-	-	-	(8,513)	(1,559)
Non-GAAP general and administrative	6,086	8,938	9,929	10,695	17,715	20,733	20,822	22,083	11,685	35,648	81,353
Total operating expenses	45,942	61,980	76,610	101,473	145,924	179,930	196,451	204,690	99,305	286,005	726,995
Stock based compensation	(3,022)	(3,804)	(7,909)	(11,313)	(21,629)	(34,412)	(39,487)	(38,399)	(6,673)	(26,048)	(133,927)
Amortization of intangibles	-	-	(53)	(189)	(2,977)	(3,121)	(3,226)	(3,227)	-	(242)	(12,551)
Acquisition related costs	-	-	-	(8,513)	(1,047)	(512)	-	-	-	(8,513)	(1,559)
Restructuring charges	-	-	-	-	-	-	(2,769)	(1,558)	-	-	(4,327)
Non-GAAP operating expenses	42,920	58,176	68,648	81,458	120,271	141,885	150,969	161,506	92,632	251,202	574,631
Operating loss	(24,408)	(39,044)	(47,395)	(61,371)	(107,237)	(127,021)	(129,937)	(115,000)	(33,619)	(172,218)	(479,195)
Stock based compensation	3,252	4,278	8,814	12,514	25,194	38,253	43,160	45,245	6,843	28,858	151,852
Amortization of intangibles	262	262	359	632	10,798	11,187	11,478	11,689	-	1,514	45,152
Acquisition related costs	-	-	-	8,513	1,047	512	-	-	-	8,513	1,559
Restructuring charges	-	-	-	-	-	-	2,769	1,558	-	-	4,327
Non-GAAP operating loss	(20,894)	(34,504)	(38,222)	(39,712)	(70,198)	(77,069)	(72,530)	(56,508)	(26,776)	(133,333)	(276,305)
Other expense, net	(2,340)	(807)	(4,448)	(119)	(16)	(150)	(414)	(671)	(3,102)	(7,714)	(1,251)
Change in fair value of warrants	2,167	811	3,560	-	-	-	-	-	2,535	6,538	-
Non-GAAP other expense (net)	(173)	4	(888)	(119)	(16)	(150)	(414)	(671)	(567)	(1,176)	(1,251)
Tax provision (benefit)	213	384	(917)	(58,977)	(6,042)	(10,348)	(10,320)	(9,944)	(965)	(59,297)	(36,654)
Discrete benefit from income tax	-	-	-	59,620	7,242	11,610	11,247	9,373	-	59,620	39,472
Non-GAAP tax provision (benefit)	213	384	(917)	643	1,200	1,262	927	(571)	(965)	323	2,818
Net loss attributable to common stockholders, b	(26,961)	(40,235)	(50,926)	(2,513)	(101,211)	(116,823)	(120,031)	(105,727)	(35,756)	(120,635)	(443,792)
Stock based compensation	3,252	4,278	8,814	12,514	25,194	38,253	43,160	45,245	6,843	28,858	151,852
Amortization of intangibles	262	262	359	632	10,798	11,187	11,478	11,689	-	1,514	45,152
Change in fair value of warrants	2,167	811	3,560	-	-	-	-	-	2,535	6,538	-
Acquisition costs	-	-	-	8,513	1,047	512	-	-	-	8,513	1,559
Restructuring charges	-	-	-	-	-	-	2,769	1,558	-	-	4,327
Discrete benefit from income taxes	-	-	-	(59,620)	(7,242)	(11,610)	(11,247)	(9,373)	-	(59,620)	(39,472)
Non-GAAP net loss	(21,280)	(34,884)	(38,193)	(40,474)	(71,414)	(78,481)	(73,871)	(56,608)	(26,378)	(134,832)	(280,373)



Non-GAAP Income Statement

	2013				2014				Annual		
	03/31/13	06/30/13	09/30/13	12/31/13	03/31/14	06/30/14	09/30/14	12/31/14	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)
Billings	42,804	45,013	70,819	97,925	99,188	113,775	165,125	212,604	129,620	256,561	590,691
Revenue:											
Product	14,988	17,240	23,729	32,296	24,252	37,683	48,375	67,936	52,265	88,253	178,246
Subscription and services	13,428	15,982	18,923	24,966	49,728	56,806	65,836	75,046	31,051	73,299	247,416
Total revenue	28,416	33,222	42,652	57,262	73,980	94,489	114,211	142,982	83,316	161,552	425,662
Cost of revenue:											
Product	4,637	5,469	6,953	10,312	7,750	10,841	12,345	16,215	14,132	27,372	47,150
Subscription and services	1,753	4,081	5,273	5,204	16,157	18,832	20,658	21,769	1,817	16,311	77,417
Total cost of revenue	6,390	9,550	12,226	15,516	23,907	29,673	33,003	37,984	15,949	43,683	124,567
Total gross profit	22,026	23,672	30,426	41,746	50,073	64,816	81,208	104,998	67,367	117,869	301,095
Gross Profit - Product	69.1%	68.3%	70.7%	68.1%	68.0%	71.2%	74.5%	76.1%	73.0%	69.0%	73.5%
Gross Profit - Subscription & Services	86.9%	74.5%	72.1%	79.2%	67.5%	66.8%	68.6%	71.0%	94.1%	77.7%	68.7%
Gross profit	77.5%	71.3%	71.3%	72.9%	67.7%	68.6%	71.1%	73.4%	80.9%	73.0%	70.7%
Research and development	9,105	12,898	18,142	18,933	37,367	45,605	47,060	44,188	15,057	59,078	174,219
Sales and marketing	27,729	36,340	40,577	51,830	65,189	75,547	85,856	95,235	65,890	156,476	321,827
General and administrative	6,086	8,938	9,929	10,695	17,715	20,733	20,822	22,083	11,685	35,648	81,354
Total operating expenses	42,920	58,176	68,648	81,458	120,272	141,885	153,738	161,506	92,632	251,202	577,400
Operating income (loss)	(20,894)	(34,504)	(38,222)	(39,712)	(70,199)	(77,069)	(72,530)	(56,508)	(25,265)	(133,333)	(276,305)
<i>Operating margin</i>	-73.5%	-103.9%	-89.6%	-69.4%	-94.9%	-81.6%	-63.5%	-39.5%	-30.3%	-82.5%	-64.9%
Other income (expense), net	(173)	4	(888)	(119)	(16)	(150)	(414)	(671)	(567)	(1,176)	(1,250)
Loss before income taxes	(21,067)	(34,500)	(39,110)	(39,831)	(70,215)	(77,219)	(72,944)	(57,179)	(25,832)	(134,508)	(277,555)
Provision (benefit) for income taxes	213	384	(917)	643	1,200	1,262	927	(571)	(965)	323	2,818
Net loss attributable to common stockholders	(21,280)	(34,884)	(38,193)	(40,474)	(71,415)	(78,481)	(73,871)	(56,608)	(24,867)	(134,832)	(280,373)
Net loss per share, basic and diluted	\$ (1.40)	\$ (1.87)	\$ (1.21)	\$ (0.35)	\$ (0.53)	\$ (0.55)	\$ (0.51)	\$ (0.38)	\$ (2.28)	\$ (2.98)	\$ (1.96)
Weighted average shares, basic and diluted	15,180	18,704	31,590	114,654	133,976	141,895	144,923	147,746	10,917	45,271	143,269

Assets

Current assets:

Cash and cash equivalents
Short term investments
Accounts receivable, net of allowance for doubtful accounts
Inventories, net
Deferred tax assets, current portion
Prepaid expenses and other current assets

Total current assets

Property and equipment, net
Goodwill
Intangible assets
Deposits and other long-term assets

Total assets

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

Current liabilities:

Accounts payable
Accrued compensation
Debt, current portion
Deferred revenue, current portion
Accrued and other current liabilities

Total current liabilities

Long term debt, net of current portion
Deferred revenue, non-current portion
Deferred tax liabilities, non-current portion
Preferred stock warrant liability
Other long-term liabilities

Total liabilities

Stockholders' equity (deficit):

Convertible Preferred Stock
Common stock, par value \$0.0001 per share
Common and Preferred Stock + Paid-in Capital
Notes receivable from stockholders
Accumulated other comprehensive income (loss)
Accumulated deficit

Total stockholders' equity (deficit)

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

Deferred revenue (end of period)
Change in deferred from prior period
Less: acquired deferred revenue
Adjusted change in deferred

	2013				2014			
	03/31/13	06/30/13	09/30/13	12/31/13	03/31/14	06/30/14	09/30/14	12/31/14
	Rounded	Rounded	Rounded	Rounded	Rounded	Rounded	Rounded	Rounded
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
Assets								
Current assets:								
Cash and cash equivalents	73,914	54,085	327,710	173,918	441,270	171,620	98,843	146,363
Short term investments				-	143,213	292,874	299,022	255,845
Accounts receivable, net of allowance for doubtful accounts	25,430	28,081	51,251	95,772	80,514	108,039	155,798	193,182
Inventories, net	2,195	3,779	7,516	5,663	4,258	5,198	5,765	7,952
Deferred tax assets, current portion				14,584	16,056	21,712	26,775	25,125
Prepaid expenses and other current assets	6,089	11,033	10,711	25,230	28,145	31,879	31,508	28,669
Total current assets	107,628	96,978	397,188	315,167	713,456	631,322	617,711	657,137
Property and equipment, net	20,228	33,734	47,131	64,765	69,257	78,390	84,095	82,298
Goodwill	1,274	1,274	3,276	706,327	708,594	750,132	750,275	750,288
Intangible assets	3,929	3,666	6,809	281,377	271,279	284,793	273,314	261,625
Deposits and other long-term assets	2,763	3,835	5,901	8,677	10,135	10,035	10,366	7,533
Total assets	135,822	139,487	460,306	1,376,313	1,772,721	1,754,672	1,735,761	1,758,881
Liabilities, convertible preferred stock and stockholders' equity (deficit)								
Current liabilities:								
Accounts payable	17,861	28,867	32,983	34,128	24,916	36,343	30,198	34,057
Accrued compensation	12,364	13,221	14,818	41,625	47,328	52,728	20,573	64,551
Debt, current portion	-	-	-	-	-	-	-	-
Deferred revenue, current portion	50,210	55,726	71,450	110,535	121,420	136,808	160,769	203,877
Accrued and other current liabilities	8,881	12,313	13,519	17,677	21,187	23,273	66,308	24,596
Total current liabilities	89,316	110,127	132,770	203,965	214,851	249,152	277,848	327,081
Long term debt, net of current portion	10,000	20,000	20,000	-	-	-	-	-
Deferred revenue, non-current portion	40,583	46,859	59,302	76,979	91,302	95,199	122,152	148,666
Deferred tax liabilities, non-current portion				45,147	39,155	41,044	36,068	24,903
Preferred stock warrant liability	5,696	6,507	-	-	-	-	-	-
Other long-term liabilities	755	1,040	1,246	2,120	3,623	5,580	6,554	7,403
Total liabilities	146,350	184,533	213,318	328,211	348,931	390,975	442,622	508,053
Stockholders' equity (deficit):								
Convertible Preferred Stock	6	6	-	-	-	-	-	-
Common stock, par value \$0.0001 per share	3	3	12	14	14	15	15	15
Common and Preferred Stock + Paid-in Capital	119,292	125,008	467,964	1,271,590	1,748,627	1,805,328	1,855,015	1,918,546
Notes receivable from stockholders	-	-	-	-	-	-	-	-
Accumulated other comprehensive income (loss)					(138)	(110)	(325)	(441)
Accumulated deficit	(129,828)	(170,063)	(220,989)	(223,502)	(324,713)	(441,536)	(561,566)	(667,292)
Total stockholders' equity (deficit)	(10,527)	(45,046)	246,987	1,048,102	1,423,790	1,363,697	1,293,139	1,250,828
Total liabilities, convertible preferred stock and stockholders' equity (deficit)	135,823	139,487	460,305	1,376,313	1,772,721	1,754,672	1,735,761	1,758,881
Deferred revenue (end of period)	90,793	102,585	130,752	187,514	212,722	232,007	282,921	352,543
Change in deferred from prior period	14,387	11,792	28,167	56,762	25,207	19,285	50,914	69,622
Less: acquired deferred revenue				(16,099)				
Adjusted change in deferred				40,663				

CASH FLOWS FROM OPERATING ACTIVITIES:

Net loss:

Adjustments to reconcile net loss to net cash provided by operating activities:

Depreciation and amortization of property and equipment

Stock based compensation expense

Deferred income tax

Fair value adjustment of stock warrants

Other

Release of deferred tax valuation allowance

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

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

Net Proceeds from early exercise of equity awards

Cash proceeds from common stock exercise

Repurchase of common stock

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

	2013				2014				Annual		
	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)	12/31/14 Rounded (\$000)	2012 Rounded (\$000)	2013 Rounded (\$000)	2014 Rounded (\$000)
Net loss:	\$ (26,961)	\$ (40,235)	\$ (50,926)	\$ (2,513)	\$ (101,211)	\$ (116,823)	\$ (120,030)	\$ (105,726)	\$ (35,756)	\$ (120,635)	\$ (443,790)
Adjustments to reconcile net loss to net cash provided by operating activities:											
Depreciation and amortization of property and equipment	3,234	3,861	5,249	8,414	20,706	22,020	24,905	26,505	6,917	20,758	94,136
Stock based compensation expense	3,252	4,279	8,814	12,514	25,194	38,253	43,160	45,245	6,843	28,858	151,852
Deferred income tax	-	-	-	-	(7,518)	(11,442)	(11,182)	(9,727)	-	-	(39,869)
Fair value adjustment of stock warrants	2,167	811	3,560	-	-	-	-	-	2,535	6,538	-
Other	25	14	63	8	89	94	1,519	559	197	110	2,261
Release of deferred tax valuation allowance	-	-	(1,277)	(59,751)	-	-	-	-	(1,241)	(61,028)	-
Changes in operating assets and liabilities:											
Accounts receivable	4,703	(2,651)	(22,779)	(14,418)	15,221	(26,881)	(48,381)	(37,124)	(10,106)	(35,145)	(97,165)
Inventory, net	326	(1,494)	(4,006)	2,085	1,405	(676)	(567)	(2,186)	(817)	(3,089)	(2,024)
Prepaid expenses and other assets	(496)	(4,517)	(663)	(11,543)	(2,509)	(575)	946	2,659	(3,753)	(17,219)	521
Accounts payable	(655)	8,862	(2,092)	5,389	(12,396)	5,293	(1,256)	5,166	6,189	11,504	(3,193)
Accrued liabilities	1,328	(18)	2,401	(22,199)	6,016	2,731	(2,063)	4,719	511	(18,488)	11,403
Accrued compensation	4,093	856	1,532	12,900	5,703	5,131	14,581	(1,757)	3,165	19,381	23,658
Deferred revenue	14,389	11,791	28,190	40,640	25,207	18,986	50,914	69,621	46,303	95,010	164,728
Other long-term liabilities	53	285	209	3,136	1,505	1,955	974	849	513	3,683	5,283
Net cash provided by (used in) operating activities	5,457	(18,156)	(31,725)	(25,338)	(22,588)	(61,934)	(46,480)	(1,197)	22,937	(69,762)	(132,199)
CASH FLOWS FROM INVESTING ACTIVITIES:											
Acquisitions of businesses, net of cash acquired	-	-	(3,872)	(85,368)	-	(55,058)	-	-	(889)	(89,240)	(55,058)
Purchase of property and equipment (including demonstration units)	(6,172)	(15,883)	(13,901)	(21,604)	(14,187)	(17,282)	(23,997)	(12,249)	(18,848)	(57,560)	(67,715)
Purchase of marketable securities	-	-	-	-	(143,522)	(159,009)	(49,870)	(37,959)	-	-	(390,360)
Maturities marketable securities	-	-	-	-	-	8,000	42,780	80,338	-	-	131,118
Lease deposits	(586)	(1,011)	(39)	(33)	(360)	(43)	(162)	998	(478)	(1,669)	433
Net cash provided by (used in) investing activities	(6,758)	(16,894)	(17,812)	(107,005)	(158,069)	(223,392)	(31,249)	31,128	(20,215)	(148,469)	(381,582)
CASH FLOWS FROM FINANCING ACTIVITIES:											
Net proceeds from stock offerings	-	-	322,863	(1,474)	445,934	(654)	(942)	-	-	321,389	444,338
Borrowing from line of credit	-	10,000	-	-	-	-	-	-	7,619	10,000	-
Repayment of line of credit	-	-	-	(20,000)	-	-	-	-	-	(20,000)	-
Borrowing of term loan	-	-	-	-	-	-	-	-	-	-	-
Repayment of term loan	(2,147)	-	-	(3)	-	-	-	-	(1,405)	(2,150)	-
Net proceeds from issuance of convertible preferred stock	9,988	-	-	-	-	-	-	-	39,785	9,988	-
Net Proceeds from early exercise of equity awards	3,440	1,331	629	28	2,075	(2,075)	-	-	2,454	5,428	-
Cash proceeds from common stock exercise	-	-	-	-	-	18,405	5,894	17,589	-	-	41,888
Repurchase of common stock	-	-	-	-	-	-	-	-	(214)	-	-
Repayment of notes receivable from stockholders	3,734	3,560	-	-	-	-	-	-	-	7,294	-
Net cash provided by (used) in financing activities	15,015	15,221	323,162	(21,449)	448,009	15,676	4,952	17,589	48,239	331,949	486,226
Net change in cash and cash equivalents	13,714	(19,829)	273,625	(153,792)	267,352	(269,650)	(72,777)	47,520	28,537	113,718	(27,555)
Cash and cash equivalents, beginning of period	60,200	73,914	54,086	327,710	173,918	441,270	171,620	98,843	10,676	60,200	173,918
Cash and cash equivalents, end of period	73,914	54,086	327,710	173,918	441,270	171,620	98,843	146,363	60,200	173,918	146,363



Revenue Metrics

	2013				2014				Annual		
	Q1'13 03/31/13 Rounded (\$000)	Q2'13 06/30/13 Rounded (\$000)	Q3'13 09/30/13 Rounded (\$000)	Q4'13 12/31/13 Rounded (\$000)	Q1'14 03/31/14 Rounded (\$000)	Q2'14 06/30/14 Rounded (\$000)	Q3'14 09/30/14 Rounded (\$000)	Q4'14 12/31/14 Rounded (\$000)	2012 Rounded (\$000)	2013 Rounded (\$000)	2014 Rounded (\$000)
Revenue											
Product	14,988	17,240	23,729	32,296	24,252	37,683	48,375	67,936	52,265	88,253	178,246
Product Subscriptions (including FireEye-aaS)	8,016	9,608	11,040	14,366	22,803	28,025	32,759	38,320	18,945	43,031	121,907
Subtotal: Product and product subscriptions	23,004	26,848	34,769	46,662	47,055	65,708	81,134	106,256	71,210	131,284	300,153
Support	5,138	6,031	6,928	8,813	10,751	11,874	14,198	16,583	12,106	26,911	53,406
Incident response and professional services	274	343	955	1,786	16,174	16,907	18,879	20,143	-	3,357	72,103
Subtotal: Support, maint, and professional svcs.	5,412	6,374	7,883	10,599	26,925	28,782	33,078	36,727	12,106	30,268	125,509
Services As Reported	13,428	15,982	18,923	24,965	49,728	56,807	65,837	75,047	31,051	73,299	247,416
Total revenue	28,416	33,222	42,652	57,261	73,980	94,489	114,211	142,982	83,316	161,551	425,662
Subtotal - Recurring Subscriptions and Support	13,154	15,639	17,969	23,179	33,554	39,899	46,957	54,903	31,051	69,941	175,314
<i>% of revenue</i>	46.3%	47%	42%	40%	45%	42%	41%	38%	37%	43%	41%
Revenue Mix					Q1'14	Q2'14	Q3'14	Q4'14	2012	2013	2014
Product	53%	52%	56%	56%	33%	40%	42%	48%	63%	55%	42%
Product Subscriptions and Managed Defense	<u>28%</u>	<u>29%</u>	<u>26%</u>	<u>25%</u>	<u>31%</u>	<u>30%</u>	<u>29%</u>	<u>27%</u>	<u>23%</u>	<u>27%</u>	<u>29%</u>
Subtotal: Product and product subscriptions	81%	81%	82%	81%	64%	70%	71%	74%	85%	81%	71%
Support and maintenance	18%	18%	16%	15%	15%	13%	12%	12%	15%	17%	13%
Incident response and professional services	<u>1%</u>	<u>1%</u>	<u>2%</u>	<u>3%</u>	<u>22%</u>	<u>18%</u>	<u>17%</u>	<u>14%</u>	<u>0%</u>	<u>2%</u>	<u>17%</u>
Subtotal: Support, maint. and professional svcs.	19%	19%	18%	19%	36%	30%	29%	26%	15%	19%	29%
Revenue by Geography											
US Revenue	20,740	24,618	30,435	40,937	55,728	69,636	86,626	107,152	66,556	116,730	319,142
EMEA	4,000	4,415	6,292	8,138	9,245	14,678	15,017	18,782	6,628	22,845	57,722
APAC	2,934	2,890	4,491	5,689	6,327	6,621	9,502	11,834	6,488	16,004	34,284
Other	742	1,299	1,434	2,498	2,680	3,554	3,064	5,214	3,644	5,973	14,512
International Revenue	7,676	8,604	12,217	16,325	18,252	24,853	27,583	35,830	16,760	44,826	106,518
Total revenue	28,416	33,222	42,652	57,262	73,980	94,489	114,209	142,982	83,316	161,556	425,660
US revenue %	73%	74%	71%	71%	75%	74%	76%	75%	80%	72%	75%
International revenue %	27%	26%	29%	29%	25%	26%	24%	25%	20%	28%	25%



Billings Metrics

	2013				2014				Annual		
	03/31/13	06/30/13	09/30/13	12/31/13	03/31/14	06/30/14	09/30/14	12/30/14	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)
Billings											
Product	16,281	18,883	27,077	35,784	26,061	35,573	44,135	67,554	57,187	98,025	173,323
Product Subscriptions (including FireEye-aaS)	16,698	15,541	25,415	38,656	39,435	42,086	71,925	80,242	44,111	96,219	233,688
Subtotal: Product & Product Subscriptions	32,979	34,424	52,492	74,440	65,496	77,659	116,060	147,796	101,298	194,244	407,011
Support	9,581	9,702	16,124	21,612	15,695	18,582	30,717	39,796	28,322	57,110	104,790
Incident Response and Professional Services	243	887	2,203	1,873	17,997	17,534	18,348	25,012		5,207	78,890
Subtotal: Support, maint. and professional svcs.	9,824	10,589	18,327	23,485	33,692	36,116	49,065	64,808	28,322	62,317	183,681
Total Billings	42,803	45,013	70,819	97,925	99,188	113,775	165,125	212,604	129,620	256,561	590,691
Subtotal Recurring Subscriptions and Support	26,279	25,243	41,539	60,268	55,130	60,669	102,642	120,038	72,433	153,329	338,479
<i>% of total billings</i>	61%	56%	59%	62%	56%	53%	62%	56%	56%	60%	57%
Billings Mix											
Product	38%	42%	38%	37%	26%	31%	27%	32%	44%	38%	29%
Product Subscriptions (including FireEye-aaS)	39%	35%	36%	39%	40%	37%	44%	38%	34%	38%	40%
Subtotal: Product and Product Subscriptions	77%	76%	74%	76%	66%	68%	70%	70%	78%	76%	69%
Support	22%	22%	23%	22%	16%	16%	19%	19%	22%	22%	18%
Incident Response and Professional Services	1%	2%	3%	2%	18%	15%	11%	12%	0%	2%	13%
Subtotal: Support, maint. and professional svcs.	23%	24%	26%	24%	34%	32%	30%	30%	22%	24%	31%



Deferred Revenue Metrics

	2013				2014			
	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)
Deferred revenue								
Current Product	6,663	7,424	11,019	13,823	14,164	12,871	9,914	10,718
Current Subscription & Services	43,547	48,302	60,431	96,712	107,256	123,937	150,854	193,158
Current deferred revenue	50,210	55,726	71,450	110,535	121,420	136,808	160,768	203,877
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
Non-current Subscription & Services	35,490	40,884	53,572	70,268	83,123	87,838	116,076	143,775
Non-current deferred revenue	40,583	46,859	59,302	76,979	91,302	95,199	122,153	148,666
Less: acquired deferred revenue				(2,736)				
Adjusted non-current deferred revenue				74,243				
Total deferred revenue	90,793	102,585	130,752	187,514	212,722	232,007	282,921	352,543
Less: acquired deferred revenue				(16,099)				
Adjusted ending deferred revenue				171,415				
Current deferred revenue %	55%	54%	55%	59%	57%	59%	57%	58%
Non-current deferred revenue %	45%	46%	45%	41%	43%	41%	43%	42%
Ending Product Deferred Revenue	11,756	13,399	16,749	20,534	22,343	20,232	15,991	15,609
Ending Subs & Services Deferred Revenue	79,037	89,186	114,003	166,980	190,379	211,775	266,930	336,933
Total deferred revenue	90,793	102,585	130,752	187,514	212,722	232,007	282,921	352,542
Less: acquired deferred revenue				(16,099)				
Adjusted ending deferred revenue				171,415				
Product deferred revenue % <i>(excludes product subscriptions)</i>	13%	13%	13%	11%	11%	9%	6%	4%
Subscription and services deferred revenue %	87%	87%	87%	89%	89%	91%	94%	96%

Annual Linearity by Quarter

	2013 ¹						2014						2013	2014
	Q1	Q2	Q3	Q4	1H'13	2H'13	Q1	Q2	Q3	Q4	1H'14	2H'14		
Billings ²	\$ 42,804	\$ 45,013	\$ 70,819	\$ 97,925	\$ 87,817	\$ 168,744	\$ 99,188	\$ 113,775	\$ 165,125	\$ 212,604	\$ 212,963	\$ 377,729	\$ 256,561	\$ 590,691
Q/Q Change (as reported)	-12%	5%	57%	38%			1%	15%	45%	29%				
YoY Growth (as reported)	100%	82%	103%	102%	90%	102%	132%	153%	133%	117%	143%	124%	98%	130%
Product	17%	19%	28%	37%	36%	64%	15%	21%	25%	39%	36%	64%	\$ 98,025	\$ 173,323
Product subscriptions	<u>17%</u>	<u>16%</u>	<u>26%</u>	<u>40%</u>	<u>34%</u>	<u>67%</u>	<u>17%</u>	<u>18%</u>	<u>31%</u>	<u>34%</u>	<u>35%</u>	<u>65%</u>	\$ 96,219	\$ 233,688
Product subtotal	17%	18%	27%	38%	35%	65%	16%	19%	29%	36%	35%	65%	\$ 194,244	\$ 407,011
Support	17%	17%	28%	38%	34%	66%	15%	18%	29%	38%	33%	67%	\$ 57,110	\$ 104,790
Pro Services	<u>5%</u>	<u>17%</u>	<u>42%</u>	<u>36%</u>	<u>22%</u>	<u>78%</u>	<u>23%</u>	<u>22%</u>	<u>23%</u>	<u>32%</u>	<u>45%</u>	<u>55%</u>	\$ 5,207	\$ 78,890
Total billings	17%	18%	28%	38%	34%	66%	17%	19%	28%	36%	36%	64%	\$ 256,561	\$ 590,691
Product	17%	19%	28%	37%	36%	64%	15%	21%	25%	39%	36%	64%	\$ 98,025	\$ 173,323
Recurring Subs & Supp	17%	16%	27%	39%	34%	66%	16%	18%	30%	35%	34%	66%	\$ 153,329	\$ 338,479
Pro Services	<u>5%</u>	<u>17%</u>	<u>42%</u>	<u>36%</u>	<u>22%</u>	<u>78%</u>	<u>23%</u>	<u>22%</u>	<u>23%</u>	<u>32%</u>	<u>45%</u>	<u>55%</u>	\$ 5,207	\$ 78,890
Total billings	17%	18%	28%	38%	34%	66%	17%	19%	28%	36%	36%	64%	\$ 256,561	\$ 590,691
Revenue	\$ 28,415	\$ 33,222	\$ 42,652	\$ 57,262	\$ 61,637	\$ 99,914	\$ 73,980	\$ 94,489	\$ 114,211	\$ 142,982	\$ 168,469	\$ 257,192	\$ 161,551	\$ 425,662
Q/Q Change (as reported)	-10%	17%	28%	34%			29%	28%	21%	25%				
YoY Growth (as reported)	106%	108%	95%	81%	107%	86%	160%	184%	168%	150%	104%	157%	94%	163%
Product	17%	20%	27%	37%	37%	63%	14%	21%	27%	38%	35%	65%	\$ 88,253	\$ 178,246
Recurring Subs & Supp	19%	22%	26%	33%	41%	59%	19%	23%	27%	31%	42%	58%	\$ 69,941	\$ 175,314
Pro services	<u>8%</u>	<u>10%</u>	<u>28%</u>	<u>53%</u>	<u>19%</u>	<u>82%</u>	<u>22%</u>	<u>23%</u>	<u>26%</u>	<u>28%</u>	<u>46%</u>	<u>54%</u>	\$ 3,357	\$ 72,103
Total revenue	18%	21%	26%	35%	38%	62%	17%	22%	27%	34%	40%	60%	\$ 161,551	\$ 425,662

1. As reported; does not include Mandiant.

2. Billings are a non-GAAP metric.