



Revenue:

Product
Subscription and services
Total revenue

Cost of revenue:

Product
Subscription and services
Total cost of revenue
Total gross profit

Product gross margin
Subscription and services gross margin
Total gross margin

Research and development
Sales and marketing
General and administrative
Restructuring charges
Total operating expenses

Operating loss

Other income (expense), net

Loss before income taxes

Provision (benefit) for income taxes

Net loss attributable to common stockholders, basic and diluted

Net loss per share, basic and diluted

Weighted average shares, basic and diluted

Non-GAAP Adjustments:

Stock-based Compensation

Product cost of revenue
Services cost of revenue
Cost of revenue
R&D
S&M
G&A
Restructuring
Total

Amortization of Intangibles

Product cost of revenue
Services cost of revenue
Cost of revenue
R&D
S&M
Total

Other expenses

Acquisition-related expenses
Change in fair value of contingent earn-out liability
Restructuring
Non-cash interest expense
Discrete benefit from income taxes

Total Non-GAAP Adjustments

	2015				2016			Annual		Q3 YTD	
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	2014 Rounded (\$000)	2015 Rounded (\$000)	2015 Rounded (\$000)	2016 Rounded (\$000)
Revenue:											
Product	40,237	49,696	60,101	66,598	33,707	40,776	43,857	178,246	216,632	150,034	118,340
Subscription and services	85,133	97,511	105,515	118,176	134,259	134,265	142,554	247,416	406,335	288,159	411,078
Total revenue	125,370	147,207	165,616	184,774	167,966	175,041	186,411	425,662	622,967	438,193	529,418
Cost of revenue:											
Product	15,200	17,101	21,265	20,915	17,133	15,959	16,675	58,980	74,481	53,566	49,767
Subscription and services	36,851	39,006	40,606	42,260	54,297	51,468	52,378	116,113	158,723	116,463	158,143
Total cost of revenue	52,051	56,107	61,871	63,175	71,430	67,427	69,053	175,093	233,204	170,029	207,910
Total gross profit	73,319	91,100	103,745	121,599	96,536	107,614	117,358	250,569	389,763	268,164	321,508
Product gross margin	62%	66%	65%	69%	49%	61%	62%	67%	66%	64%	58%
Subscription and services gross margin	57%	60%	62%	64%	60%	62%	63%	53%	61%	60%	62%
Total gross margin	58%	62%	63%	66%	57%	61%	63%	59%	63%	61%	61%
Research and development	65,605	68,798	73,374	71,690	85,983	76,372	62,665	203,187	279,467	207,777	225,020
Sales and marketing	107,595	116,008	117,131	135,432	123,028	121,405	110,756	401,151	476,166	340,734	355,189
General and administrative	32,607	34,687	36,518	37,978	42,256	33,809	32,860	121,099	141,790	103,812	108,925
Restructuring charges	-	-	-	-	1,670	3,537	22,423	4,327	-	-	27,630
Total operating expenses	205,807	219,493	227,023	245,100	252,937	235,123	228,704	729,764	897,423	652,323	716,764
Operating loss	(132,488)	(128,393)	(123,278)	(123,501)	(156,401)	(127,509)	(111,346)	(479,195)	(507,660)	(384,159)	(395,256)
	(106)%	(87)%	(74)%	(67)%	(93)%	(73)%	(60)%	(113)%	(81)%	(88)%	(75)%
Other income (expense), net	(499)	(4,253)	(11,616)	(11,097)	(9,529)	(11,473)	(10,799)	(1,249)	(27,465)	(16,368)	(31,801)
Loss before income taxes	(132,987)	(132,646)	(134,894)	(134,598)	(165,930)	(138,982)	(122,145)	(480,444)	(535,125)	(400,527)	(427,057)
Provision (benefit) for income taxes	977	927	636	1,550	(10,030)	338	1,228	(36,654)	4,090	2,540	(8,464)
Net loss attributable to common stockholders, basic and diluted	(133,964)	(133,573)	(135,530)	(136,148)	(155,900)	(139,320)	(123,373)	(443,790)	(539,215)	(403,067)	(418,593)
Net loss per share, basic and diluted	\$ (0.88)	\$ (0.87)	\$ (0.88)	\$ (0.87)	\$ (0.98)	\$ (0.86)	\$ (0.75)	\$ (3.12)	\$ (3.50)	\$ (2.63)	\$ (2.59)
Weighted average shares, basic and diluted	151,651	154,121	154,523	156,137	158,781	162,045	164,728	142,176	154,120	153,440	161,862
Non-GAAP Adjustments:											
Stock-based Compensation											
Product cost of revenue	268	386	560	374	667	614	516	887	1,588	1,214	1,797
Services cost of revenue	6,378	7,163	8,221	7,673	9,601	7,653	7,759	17,038	29,435	21,762	25,013
Cost of revenue	6,646	7,549	8,781	8,047	10,268	8,267	8,275	17,925	31,023	22,976	26,810
R&D	16,035	16,525	18,852	16,917	24,430	19,025	11,422	28,968	68,329	51,412	54,877
S&M	16,454	19,358	18,612	18,862	16,154	17,606	13,915	66,773	73,286	54,424	47,675
G&A	10,740	12,979	12,120	13,954	13,215	12,410	11,815	38,186	49,793	35,839	37,440
Restructuring	-	-	-	-	-	-	1,144	-	-	-	1,144
Total	49,875	56,411	58,365	57,780	64,067	57,308	46,571	151,852	222,431	164,651	167,946
Amortization of Intangibles											
Product cost of revenue	3,064	3,064	3,064	3,064	3,064	3,064	3,064	10,942	12,256	9,192	9,192
Services cost of revenue	5,475	5,475	5,475	5,475	7,751	8,530	8,489	21,659	21,900	16,425	24,770
Cost of revenue	8,539	8,539	8,539	8,539	10,815	11,594	11,553	32,601	34,156	25,617	33,962
R&D	-	-	-	-	131	163	162	-	-	-	456
S&M	3,227	3,227	3,227	3,227	4,219	4,759	4,553	12,551	12,908	9,681	13,531
Total	11,766	11,766	11,766	11,766	15,165	16,516	16,268	45,152	47,064	35,298	47,949
Other expenses											
Acquisition-related expenses	-	-	-	1,431	2,413	-	-	1,559	1,431	-	2,413
Change in fair value of contingent earn-out liability	-	-	-	-	-	1,156	600	-	-	-	1,756
Restructuring	-	-	-	-	1,670	3,537	22,423	4,327	-	-	27,630
Non-cash interest expense	-	2,832	8,565	8,672	8,780	8,889	9,001	-	20,069	11,397	26,670
Discrete benefit from income taxes	-	-	-	-	(11,282)	(753)	216	(39,472)	-	-	(11,819)
Total Non-GAAP Adjustments	61,641	71,009	78,696	79,649	80,813	86,653	95,079	163,418	290,995	211,346	262,545

Operating margin

Billings

Revenue:

Product
Subscription and services
Total revenue

Cost of revenue:

Product
Subscription and services
Total cost of revenue

Total gross profit

Product gross margin
Subscription and services gross margin
Total gross margin

Research and development
Sales and marketing
General and administrative

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

Net loss per share, basic and diluted

Weighted average shares, basic and diluted

% of Revenue:

Product cost of revenue
Subscription and services cost of revenue
Total cost of revenue

Research and development
Sales and marketing
General and administrative
Total operating expenses

	2015				2016			Annual		Q3 YTD	
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	2014 Rounded (\$000)	2015 Rounded (\$000)	2015 Rounded (\$000)	2016 Rounded (\$000)
Billings	151,591	178,334	210,592	256,905	185,963	196,410	215,378	590,692	797,422	540,517	597,751
Revenue:											
Product	40,237	49,696	60,101	66,598	33,707	40,776	43,857	178,246	216,632	150,034	118,340
Subscription and services	85,133	97,511	105,515	118,176	134,259	134,265	142,554	247,416	406,335	288,159	411,078
Total revenue	125,370	147,207	165,616	184,774	167,966	175,041	186,411	425,662	622,967	438,193	529,418
Cost of revenue:											
Product	11,868	13,651	17,641	17,477	13,402	12,281	13,095	47,151	60,637	43,160	38,778
Subscription and services	24,998	26,368	26,910	29,112	36,945	35,285	36,130	77,416	107,388	78,276	108,360
Total cost of revenue	36,866	40,019	44,551	46,589	50,347	47,566	49,225	124,567	168,025	121,436	147,138
Total gross profit	88,504	107,188	121,065	138,185	117,619	127,475	137,186	301,095	454,942	316,757	382,280
Product gross margin	70.5%	72.5%	70.6%	73.8%	60.2%	69.9%	70.1%	74%	72%	71%	67%
Subscription and services gross margin	70.6%	73.0%	74.5%	75.4%	72.5%	73.7%	74.7%	69%	74%	73%	74%
Total gross margin	70.6%	72.8%	73.1%	74.8%	70.0%	72.8%	73.6%	71%	73%	72%	72%
Research and development	49,570	52,273	54,522	54,773	61,422	57,184	51,081	174,219	211,138	156,365	169,687
Sales and marketing	87,914	93,423	95,292	113,343	102,655	99,040	92,288	321,827	389,972	276,629	293,983
General and administrative	21,867	21,708	24,398	22,593	26,628	20,243	20,445	81,354	90,566	67,973	67,316
Total operating expenses	159,351	167,404	174,212	190,709	190,705	176,467	163,814	577,400	691,676	500,967	530,986
Operating loss	(70,847)	(60,216)	(53,147)	(52,524)	(73,086)	(48,992)	(26,628)	(276,305)	(236,734)	(184,210)	(148,706)
<i>Operating margin</i>	<i>(57)%</i>	<i>(41)%</i>	<i>(32)%</i>	<i>(28)%</i>	<i>(44)%</i>	<i>(28)%</i>	<i>(14)%</i>	<i>(65)%</i>	<i>(38)%</i>	<i>(42)%</i>	<i>(28)%</i>
Other income (expense), net	(499)	(1,421)	(3,051)	(2,425)	(749)	(2,584)	(1,798)	(1,249)	(7,396)	(4,971)	(5,131)
Loss before income taxes	(71,346)	(61,637)	(56,198)	(54,949)	(73,835)	(51,576)	(28,426)	(277,554)	(244,130)	(189,181)	(153,837)
Provision (benefit) for income taxes	977	927	636	1,550	1,252	1,091	1,012	2,818	4,090	2,540	3,355
Net loss attributable to common stockholders, basic and diluted	(72,323)	(62,564)	(56,834)	(56,499)	(75,087)	(52,667)	(29,438)	(280,372)	(248,220)	(191,721)	(157,192)
Net loss per share, basic and diluted	\$ (0.48)	\$ (0.41)	\$ (0.37)	\$ (0.36)	\$ (0.47)	\$ (0.33)	\$ (0.18)	\$ (1.97)	\$ (1.61)	\$ (1.25)	\$ (0.97)
Weighted average shares, basic and diluted	151,651	154,121	154,523	156,137	158,781	162,045	164,728	142,176	154,120	153,440	161,862
% of Revenue:											
Product cost of revenue	29%	27%	29%	26%	40%	30%	30%	26%	28%	29%	33%
Subscription and services cost of revenue	29%	27%	26%	25%	28%	26%	25%	31%	26%	27%	26%
Total cost of revenue	29%	27%	27%	25%	30%	27%	26%	29%	27%	28%	28%
Research and development	40%	36%	33%	30%	37%	33%	27%	41%	34%	36%	32%
Sales and marketing	70%	63%	58%	61%	61%	57%	50%	76%	63%	63%	56%
General and administrative	17%	15%	15%	12%	16%	12%	11%	19%	15%	16%	13%
Total operating expenses	127%	114%	105%	103%	114%	101%	88%	136%	111%	114%	100%



Assets

Current assets:

Cash and cash equivalents	136,776	726,480	436,901	402,102	175,113	183,993	223,697
Short term investments	260,838	463,137	733,026	767,775	746,027	732,829	702,469
Accounts receivable, net of allowance for doubtful accounts	160,095	105,183	140,940	172,752	141,247	124,281	124,017
Inventories, net	10,505	10,485	11,628	13,747	10,778	9,981	7,807
Deferred tax assets, current portion	21,968	25,081	26,391	-	-	-	-
Prepaid expenses and other current assets	27,457	32,706	30,595	30,883	35,078	29,094	27,957

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	28,505	25,344	33,611	43,650	37,716	32,444	29,817
Accrued liabilities	26,060	27,286	30,407	29,820	36,082	27,973	29,322
Accrued compensation	61,876	63,693	73,030	79,294	105,893	105,058	126,193
Deferred revenue, current portion	217,211	232,522	265,906	305,169	329,095	342,527	362,081

Total current liabilities

Convertible senior notes, net

Deferred revenue, non-current portion

Deferred tax liabilities, non-current portion

Other long-term liabilities

Total liabilities

Stockholders' equity (deficit):

Common stock, par value \$0.0001 per share	16	16	16	16	17	17	17
Additional paid in capital	1,980,894	2,267,972	2,330,436	2,403,088	2,512,269	2,587,963	2,638,951
Treasury stock	-	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)
Accumulated other comprehensive income (loss)	(38)	(472)	(424)	(2,225)	(62)	413	(457)
Accumulated deficit	(801,256)	(934,829)	(1,070,359)	(1,206,507)	(1,365,843)	(1,505,163)	(1,628,536)

Total stockholders' equity (deficit)

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

Cash, cash equivalents, and short term investments

	2015				2016		
	3/31/2015	6/30/2015	9/30/2015	12/31/2015	3/31/2016	6/30/2016	9/30/2016
	Rounded	Rounded	Rounded	Rounded	Rounded	Rounded	Rounded
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
Assets							
Current assets:							
Cash and cash equivalents	136,776	726,480	436,901	402,102	175,113	183,993	223,697
Short term investments	260,838	463,137	733,026	767,775	746,027	732,829	702,469
Accounts receivable, net of allowance for doubtful accounts	160,095	105,183	140,940	172,752	141,247	124,281	124,017
Inventories, net	10,505	10,485	11,628	13,747	10,778	9,981	7,807
Deferred tax assets, current portion	21,968	25,081	26,391	-	-	-	-
Prepaid expenses and other current assets	27,457	32,706	30,595	30,883	35,078	29,094	27,957
Total current assets	617,639	1,363,072	1,379,481	1,387,259	1,108,243	1,080,178	1,085,947
Property and equipment, net	81,030	74,438	73,129	78,368	81,324	73,386	67,219
Goodwill	750,288	750,288	750,288	750,288	974,184	977,964	978,387
Intangible assets	249,858	238,092	226,326	214,560	290,595	276,380	260,111
Deposits and other long-term assets	7,186	6,824	6,228	10,998	12,084	11,939	11,184
Total assets	1,706,001	2,432,714	2,435,452	2,441,473	2,466,430	2,419,847	2,402,848
Liabilities, convertible preferred stock and stockholders' equity (deficit)							
Current liabilities:							
Accounts payable	28,505	25,344	33,611	43,650	37,716	32,444	29,817
Accrued liabilities	26,060	27,286	30,407	29,820	36,082	27,973	29,322
Accrued compensation	61,876	63,693	73,030	79,294	105,893	105,058	126,193
Deferred revenue, current portion	217,211	232,522	265,906	305,169	329,095	342,527	362,081
Total current liabilities	333,652	348,845	402,954	457,933	508,786	508,002	547,413
Convertible senior notes, net	-	688,961	697,526	706,198	714,978	723,868	732,868
Deferred revenue, non-current portion	161,553	177,369	188,961	221,829	236,987	244,924	254,337
Deferred tax liabilities, non-current portion	21,780	24,893	26,198	-	-	-	-
Other long-term liabilities	9,400	9,959	10,144	11,141	9,298	9,823	8,255
Total liabilities	526,385	1,250,027	1,325,783	1,397,101	1,470,049	1,486,617	1,542,873
Stockholders' equity (deficit):							
Common stock, par value \$0.0001 per share	16	16	16	16	17	17	17
Additional paid in capital	1,980,894	2,267,972	2,330,436	2,403,088	2,512,269	2,587,963	2,638,951
Treasury stock	-	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)
Accumulated other comprehensive income (loss)	(38)	(472)	(424)	(2,225)	(62)	413	(457)
Accumulated deficit	(801,256)	(934,829)	(1,070,359)	(1,206,507)	(1,365,843)	(1,505,163)	(1,628,536)
Total stockholders' equity (deficit)	1,179,616	1,182,687	1,109,669	1,044,372	996,381	933,230	859,975
Total liabilities, convertible preferred stock and stockholders' equity (deficit)	1,706,001	2,432,714	2,435,452	2,441,473	2,466,430	2,419,847	2,402,848
Cash, cash equivalents, and short term investments	397,614	1,189,617	1,169,927	1,169,877	921,140	916,822	926,166



Cash Flows Statement

CASH FLOWS FROM OPERATING ACTIVITIES:

Net loss
 Adjustments to reconcile net loss to net cash provided by (used in) operating activities:
 Depreciation and amortization
 Stock-based compensation
 Non-cash interest expense related to convertible senior notes
 Change in FV of contingent earn-out liability
 Deferred income taxes
 Other

Changes in operating assets and liabilities:

Accounts receivable
 Inventories
 Prepaid expenses and other assets
 Accounts payable
 Accrued liabilities
 Accrued transaction costs of acquiree
 Accrued compensation
 Deferred revenue
 Other long-term liabilities

Net cash provided by (used in) operating activities

CASH FLOWS FROM INVESTING ACTIVITIES:

Acquisition of business, net of cash acquired
 Purchase of property and equipment and demonstration units
 Purchase of short-term investments
 Maturity of short-term investments
 Sale of short-term investments
 Purchase of investment in private company
 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
 Repayment of debt of acquired business
 Payments for contingent earn-outs
 Payment related to shares withheld for taxes
 Proceeds from employee stock purchase plan
 Proceeds from exercise of stock options

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

	2015				2016			Annual		Q3 YTD	
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	2014 Rounded (\$000)	2015 Rounded (\$000)	2015 Rounded (\$000)	2016 Rounded (\$000)
Net loss	(133,964)	(133,573)	(135,530)	(136,148)	(155,900)	(139,320)	(123,373)	(443,790)	(539,215)	(403,067)	(418,593)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:											
Depreciation and amortization	26,581	27,588	27,985	29,802	30,503	30,724	29,625	94,136	111,956	82,154	90,852
Stock-based compensation	49,875	56,411	58,366	57,467	64,239	57,308	46,570	151,852	222,119	164,652	168,117
Non-cash interest expense related to convertible senior notes	-	2,832	8,565	8,672	8,780	8,889	9,001	-	20,069	11,397	26,670
Change in FV of contingent earn-out liability	-	-	-	-	-	1,156	600	-	-	-	1,756
Deferred income taxes	82	(1)	39	(1,473)	(11,053)	(871)	88	(39,869)	(1,353)	120	(11,836)
Other	509	1,576	1,059	1,528	938	1,603	4,443	2,261	4,672	3,144	6,984
<i>Changes in operating assets and liabilities:</i>											
Accounts receivable	32,736	54,104	(35,955)	(31,759)	43,144	16,964	264	(97,165)	19,126	50,885	60,372
Inventories	(2,554)	(755)	(1,677)	(2,834)	2,325	(497)	1,157	(2,024)	(7,820)	(4,986)	2,985
Prepaid expenses and other assets	127	(2,481)	3,413	(1,734)	(2,152)	5,560	850	1,450	(675)	1,059	4,258
Accounts payable	(4,219)	(1,834)	7,342	6,416	(3,391)	(3,451)	(4,756)	(3,193)	7,705	1,289	(11,598)
Accrued liabilities	2,068	1,823	3,663	(59)	902	(7,669)	1,708	11,403	7,495	7,554	(5,059)
Accrued transaction costs of acquiree	-	-	-	-	(7,727)	-	-	-	-	-	(7,727)
Accrued compensation	(2,675)	1,683	9,297	6,437	(8,989)	(5,423)	20,554	23,658	14,742	8,305	6,142
Deferred revenue	26,221	31,127	44,976	72,131	17,997	21,369	28,968	164,728	174,455	102,324	68,334
Other long-term liabilities	1,997	560	184	998	(2,132)	526	(1,568)	5,283	3,739	2,741	(3,174)
Net cash provided by (used in) operating activities	(3,216)	39,060	(8,273)	9,444	(22,516)	(13,132)	14,131	(131,270)	37,015	27,571	(21,517)
CASH FLOWS FROM INVESTING ACTIVITIES:											
Acquisition of business, net of cash acquired	-	-	-	-	(204,926)	-	-	(55,058)	-	-	(204,926)
Purchase of property and equipment and demonstration units	(12,669)	(11,869)	(12,655)	(17,356)	(14,257)	(6,821)	(6,931)	(67,715)	(54,549)	(37,193)	(28,009)
Purchase of short-term investments	(39,857)	(261,356)	(338,949)	(128,935)	(88,805)	(152,444)	(138,446)	(390,360)	(769,097)	(640,162)	(379,695)
Maturity of short-term investments	34,655	57,483	67,011	85,967	111,319	160,280	167,025	99,541	245,116	159,149	438,624
Sale of short-term investments	-	-	-	4,807	-	4,507	-	31,577	4,807	-	4,507
Purchase of investment in private company	-	-	-	(1,800)	-	-	-	-	(1,800)	-	-
Lease deposits	(370)	(416)	159	(599)	(678)	312	(114)	(496)	(1,226)	(627)	(480)
Net cash provided by (used in) investing activities	(18,241)	(216,158)	(284,434)	(57,916)	(197,347)	5,834	21,534	(382,511)	(576,749)	(518,833)	(169,979)
CASH FLOWS FROM FINANCING ACTIVITIES:											
Net proceeds from stock offerings	-	-	-	-	-	-	-	444,338	-	-	-
Net proceeds from convertible debt offering	-	897,000	(470)	-	-	-	-	-	896,530	896,530	-
Prepaid forward stock purchase	-	(150,000)	-	-	-	-	-	-	(150,000)	(150,000)	-
Repayment of debt of acquired business	-	-	-	-	(8,842)	-	-	-	-	-	(8,842)
Payments for contingent earn-outs	-	-	-	-	-	(67)	(20)	-	-	-	(87)
Payment related to shares withheld for taxes	-	(2,027)	-	-	(1,124)	-	-	(2,058)	(2,027)	(2,027)	(1,124)
Proceeds from employee stock purchase plan	-	10,835	-	11,045	-	12,684	-	21,228	21,880	10,835	12,684
Proceeds from exercise of stock options	11,870	10,994	3,598	2,628	2,840	3,561	4,059	22,718	29,090	26,462	10,460
Net cash provided by (used) in financing activities	11,870	766,802	3,128	13,673	(7,126)	16,178	4,039	486,226	795,473	781,800	13,091
Net change in cash and cash equivalents	(9,587)	589,704	(289,579)	(34,799)	(226,989)	8,880	39,704	(27,555)	255,739	290,538	(178,405)
Cash and cash equivalents, beginning of period	146,363	136,776	726,480	436,901	402,102	175,113	183,993	173,918	146,363	146,363	402,102
Cash and cash equivalents, end of period	136,776	726,480	436,901	402,102	175,113	183,993	223,697	146,363	402,102	436,901	223,697



Revenue Metrics

Revenue:

	2015				2016			Annual		Q3 YTD	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	2014	2015	2015	2016
	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
Revenue:											
Product	40,237	49,696	60,101	66,598	33,707	40,776	43,857	178,246	216,632	150,034	118,340
Product subscriptions (including FireEye-aaS)	43,376	48,510	53,592	59,825	74,163	76,348	80,899	121,907	205,303	145,478	231,410
Subtotal: Platform (product + product subscriptions)	83,613	98,206	113,693	126,423	107,870	117,124	124,756	300,153	421,935	295,512	349,750
Support and maintenance	19,084	21,429	23,245	26,042	28,413	29,667	32,091	53,406	89,800	63,758	90,171
Professional services	22,673	27,572	28,678	32,309	31,683	28,250	29,564	72,103	111,232	78,923	89,497
Subtotal: Support, maintenance, and professional services	41,757	49,001	51,923	58,351	60,096	57,917	61,655	125,509	201,032	142,681	179,668
Subscription and services as reported	85,133	97,511	105,515	118,176	134,259	134,265	142,554	247,416	406,335	288,159	411,078
Total revenue	125,370	147,207	165,616	184,774	167,966	175,041	186,411	425,662	622,967	438,193	529,418
Product subscriptions and support	62,460	69,939	76,837	85,867	102,576	106,015	112,990	175,313	295,103	209,236	321,581
<i>% of revenue</i>	50%	48%	46%	46%	61%	61%	61%	41%	47%	48%	61%
Revenue Mix:											
Product	32%	34%	36%	36%	20%	23%	24%	42%	35%	34%	22%
Product subscriptions (including FireEye-aaS)	35%	33%	33%	32%	44%	45%	44%	29%	33%	33%	44%
Subtotal: Platform (product + product subscriptions)	67%	67%	70%	68%	64%	68%	68%	71%	68%	67%	66%
Support and maintenance	15%	14%	14%	14%	17%	17%	17%	12%	14%	15%	17%
Professional services	18%	19%	17%	18%	19%	16%	16%	17%	18%	18%	17%
Subtotal: Support, maintenance, and professional services	33%	32%	31%	33%	36%	33%	33%	28%	32%	33%	34%
Revenue by Geography:											
US Revenue	89,189	106,131	119,934	123,951	115,852	121,031	129,619	319,144	439,205	315,254	366,502
EMEA	16,792	18,971	17,574	27,623	24,442	23,965	24,900	57,722	80,960	53,337	73,307
APAC	13,720	15,610	19,878	23,801	21,823	23,380	24,447	34,284	73,009	49,208	69,650
Other	5,669	6,495	8,230	9,399	5,849	6,665	7,445	14,512	29,793	20,394	19,959
International Revenue	36,181	41,076	45,682	60,823	52,114	54,010	56,792	106,518	183,762	122,939	162,916
US revenue %	71%	72%	72%	67%	69%	69%	70%	75%	71%	72%	69%
International revenue %	29%	28%	28%	33%	31%	31%	30%	25%	29%	28%	31%



Billings:

Product												
Product subscriptions (including FireEye-aaS)												
Subtotal: Platform (product + product subscriptions)												
Support and maintenance												
Professional services												
Subtotal: Support, maintenance, and professional services												
Subscription and services as reported												
Total billings												
Product subscriptions and support												

% of billings

Billings Mix:

Product												
Product subscriptions (including FireEye-aaS)												
Subtotal: Platform (product + product subscriptions)												
Support and maintenance												
Professional services												
Subtotal: Support, maintenance, and professional services												

2015				2016			Annual		Q3 YTD	
Q1	Q2	Q3	Q4	Q1	Q2	Q3	2014	2015	2015	2016
Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
38,234	48,824	58,796	66,379	33,370	40,073	47,014	173,323	212,233	145,854	120,457
63,736	72,454	82,481	108,701	88,884	88,075	95,490	233,688	327,372	218,671	272,449
101,970	121,278	141,277	175,080	122,254	128,148	142,504	407,011	539,605	364,525	392,906
22,842	31,107	35,708	47,790	31,346	36,724	37,394	104,790	137,447	89,657	105,464
26,779	25,949	33,607	34,035	32,363	31,538	35,480	78,891	120,370	86,335	99,381
49,621	57,056	69,315	81,825	63,709	68,262	72,874	183,681	257,817	175,992	204,845
113,357	129,510	151,796	190,526	152,593	156,337	168,364	417,369	585,189	394,663	477,294
151,591	178,334	210,592	256,905	185,963	196,410	215,378	590,692	797,422	540,517	597,751
86,578	103,561	118,189	156,491	120,230	124,799	132,884	338,478	464,819	308,328	377,913
57%	58%	56%	61%	65%	64%	62%	57%	58%	57%	63%
25%	27%	28%	26%	18%	20%	22%	29%	27%	27%	20%
42%	41%	39%	42%	48%	45%	44%	40%	41%	40%	46%
67%	68%	67%	68%	66%	65%	66%	69%	68%	67%	66%
15%	17%	17%	19%	17%	19%	17%	18%	17%	17%	18%
18%	15%	16%	13%	17%	16%	16%	13%	15%	16%	17%
33%	32%	33%	32%	34%	35%	34%	31%	32%	33%	34%



Deferred Revenue Metrics

Deferred revenue:

Current Product

Current Subscription & Services

Current deferred revenue

Less: acquired deferred revenue

Adjusted ending current deferred revenue

Non-current Product

Non-current Subscription & Services

Non-current deferred revenue

Less: acquired deferred revenue

Adjusted ending non-current deferred revenue

Total deferred revenue

Less: acquired deferred revenue

Adjusted ending deferred revenue

Current deferred revenue %

Non-current deferred revenue %

Ending Product Deferred Revenue

Ending Subscription & Services Deferred Revenue

	2015				2016		
	3/31/2015	6/30/2015	9/30/2015	12/31/2015	3/31/2016	6/30/2016	9/30/2016
	Rounded	Rounded	Rounded	Rounded	Rounded	Rounded	Rounded
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
Current Product	9,697	9,176	8,590	8,200	8,083	7,549	9,248
Current Subscription & Services	207,514	223,346	257,316	296,969	321,012	334,978	352,833
Current deferred revenue	217,211	232,522	265,906	305,169	329,095	342,527	362,081
Less: acquired deferred revenue					(19,622)	-	-
Adjusted ending current deferred revenue	217,211	232,522	265,906	305,169	309,473	342,527	362,081
Non-current Product	3,950	3,599	2,879	3,051	3,231	3,062	4,520
Non-current Subscription & Services	157,603	173,770	186,082	218,778	233,756	241,862	249,817
Non-current deferred revenue	161,553	177,369	188,961	221,829	236,987	244,924	254,337
Less: acquired deferred revenue					(1,465)	-	-
Adjusted ending non-current deferred revenue	161,553	177,369	188,961	221,829	235,522	244,924	254,337
Total deferred revenue	378,764	409,891	454,867	526,998	566,082	587,451	616,418
Less: acquired deferred revenue	-	-	-	-	(21,087)	-	-
Adjusted ending deferred revenue	378,764	409,891	454,867	526,998	544,995	587,451	616,418
Current deferred revenue %	57%	57%	58%	58%	58%	58%	59%
Non-current deferred revenue %	43%	43%	42%	42%	42%	42%	41%
Ending Product Deferred Revenue	13,647	12,775	11,469	11,251	11,314	10,611	13,768
Ending Subscription & Services Deferred Revenue	365,117	397,116	443,398	515,747	554,768	576,840	602,650