

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

Interest income
Interest expense
Other expense, net
Other income (expense), net
Loss before income taxes
Provision (benefit) for income taxes
Net loss attributable to common stockholders, basic and diluted

Change in net unrealized gains (losses) on AFS investments
Other comprehensive loss
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
G&A
Total

Other expenses

Acquisition-related expenses
Change in fair value of contingent earn-out liability
Restructuring
Non-cash interest expense
Change in Fair Value of Warrants
Discrete benefit from income taxes
Total Non-GAAP Adjustments

	2016				2017			Y/Y Change		Q/Q Change		Annual		Q3 YTD		Y/Y Change	
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q3 2017 Rounded (\$000) %		Q3 2017 Rounded (\$000) %		2015 Rounded (\$000)	2016 Rounded (\$000)	2016 Rounded (\$000)	2017 Rounded (\$000)	Q3 2017 YTD Rounded (\$000) %	
Revenue:																	
Product	33,707	40,776	43,857	33,586	23,743	31,203	30,472	(13,385)	(31)%	(731)	(2)%	216,632	151,926	118,340	85,418	(32,922)	(28)%
Subscription and services	134,259	134,265	142,554	151,110	149,995	154,269	159,131	16,577	12%	4,862	3%	406,335	562,188	411,078	463,395	52,317	13%
Total revenue	167,966	175,041	186,411	184,696	173,738	185,472	189,603	3,192	2%	4,131	2%	622,967	714,114	529,418	548,813	19,395	4%
Cost of revenue:																	
Product	17,133	15,959	16,675	15,391	12,851	14,676	13,815	(2,860)	(17)%	(861)	(6)%	74,481	65,158	49,767	41,342	(8,425)	(17)%
Subscription and services	54,297	51,468	52,378	48,567	51,754	52,016	54,403	2,025	4%	2,387	5%	158,723	206,710	158,143	158,173	30	0%
Total cost of revenue	71,430	67,427	69,053	63,958	64,605	66,692	68,218	(835)	(1)%	1,526	2%	233,204	271,868	207,910	199,515	(8,395)	(4)%
Total gross profit	96,536	107,614	117,358	120,738	109,133	118,780	121,385	4,027	3%	2,605	2%	389,763	442,246	321,508	349,298	27,790	9%
Product gross margin	49%	61%	62%	54%	46%	53%	55%	(7)%		2%		66%	57%	58%	52%	(6)%	
Subscription and services gross margin	60%	62%	63%	68%	65%	66%	66%	3%		(0)%		61%	63%	62%	66%	4%	
Total gross margin	57%	61%	63%	65%	63%	64%	64%	1%		(0)%		63%	62%	61%	64%	3%	
Research and development	85,983	76,372	62,665	54,574	58,352	60,747	64,316	1,651	3%	3,569	6%	279,467	279,594	225,020	183,415	(41,605)	(18)%
Sales and marketing	123,028	121,405	110,756	84,310	94,880	89,630	88,901	(21,855)	(20)%	(729)	(1)%	476,166	439,499	355,189	273,411	(81,778)	(23)%
General and administrative	42,256	33,809	32,860	30,914	27,615	27,833	29,843	(3,017)	(9)%	2,010	7%	141,790	139,839	108,925	85,291	(23,634)	(22)%
Restructuring charges	1,670	3,537	22,423	—	—	—	—	(22,423)	(100)%	—	—	—	27,630	27,630	—	(27,630)	(100)%
Total operating expenses	252,937	235,123	228,704	169,798	180,847	178,210	183,060	(45,644)	(20)%	4,850	3%	897,423	886,562	716,764	542,117	(174,647)	(24)%
Operating loss	(156,401)	(127,509)	(111,346)	(49,060)	(71,714)	(59,430)	(61,675)	49,671	(45)%	(2,245)	4%	(507,660)	(444,316)	(395,256)	(192,819)	202,437	(51)%
<i>Operating margin</i>	(93)%	(73)%	(60)%	(27)%	(41)%	(32)%	(33)%	27%		(0)%		(81)%	(62)%	(75)%	(35)%	40%	
Interest income	1,465	1,627	1,687	1,803	2,032	2,168	2,468	781	46%	300	14%	2,935	6,582	4,779	6,668	1,889	40%
Interest expense	(11,809)	(11,909)	(12,019)	(12,132)	(12,245)	(12,385)	(12,611)	(592)	5%	(226)	2%	(27,116)	(47,869)	(35,737)	(37,241)	(1,504)	4%
Other expense, net	815	(1,191)	(467)	(2,404)	232	(120)	—	467	(100)%	120	(100)%	(3,284)	(3,247)	(843)	112	955	(113)%
Other income (expense), net	(9,529)	(11,473)	(10,799)	(12,733)	(9,981)	(10,337)	(10,143)	656	(6)%	194	(2)%	(27,465)	(44,534)	(31,801)	(30,461)	1,340	(4)%
Loss before income taxes	(165,930)	(138,982)	(122,145)	(61,793)	(81,695)	(69,767)	(71,818)	50,327	(41)%	(2,051)	3%	(535,125)	(488,850)	(427,057)	(223,280)	203,777	(48)%
Provision (benefit) for income taxes	(10,030)	338	1,228	(257)	1,293	965	1,127	(101)	(8)%	162	17%	4,090	(8,721)	(8,464)	3,385	11,849	(140)%
Net loss attributable to common stockholders, basic and diluted	(155,900)	(139,320)	(123,373)	(61,536)	(82,988)	(70,732)	(72,945)	50,428	(41)%	(2,213)	3%	(539,215)	(480,129)	(418,593)	(226,665)	191,928	(46)%
Change in net unrealized gains (losses) on AFS investments	2,163	475	(870)	(1,285)	323	26	179	1,049	(121)%	153	588%	(1,784)	483	1,768	528	(1,240)	(70)%
Other comprehensive loss	(153,737)	(138,845)	(124,243)	(62,821)	(82,665)	(70,706)	(72,766)	51,477	(41)%	(2,060)	3%	(540,999)	(479,646)	(416,825)	(226,137)	190,688	(46)%
Net loss per share, basic and diluted	\$ (0.98)	\$ (0.86)	\$ (0.75)	\$ (0.37)	\$ (0.48)	\$ (0.40)	\$ (0.41)	\$ 0.34	(46)%	\$ (0.01)	1%	\$ (3.50)	\$ (2.94)	\$ (2.59)	\$ (1.29)	\$ 1.30	(50)%
Weighted average shares, basic and diluted	158,781	162,045	164,728	167,228	172,236	176,645	179,732	15,004	9%	3,087	2%	154,120	163,211	161,862	176,232	14,370	9%
Non-GAAP Adjustments:																	
Stock-based Compensation																	
Product cost of revenue	667	614	516	295	535	519	546	30	6%	27	5%	1,588	2,092	1,797	1,600	(197)	(11)%
Services cost of revenue	9,601	7,653	7,759	4,798	7,497	6,873	7,767	8	0%	894	13%	29,435	29,811	25,013	22,137	(2,876)	(11)%
Cost of revenue	10,268	8,267	8,275	5,093	8,032	7,392	8,313	38	0%	921	12%	31,023	31,903	26,810	23,737	(3,073)	(11)%
R&D	24,430	19,025	11,422	9,878	14,525	14,057	14,400	2,978	26%	343	2%	68,329	64,755	54,877	42,982	(11,895)	(22)%
S&M	16,154	17,606	13,915	10,075	14,015	10,219	11,674	(2,241)	(16)%	1,455	14%	73,286	57,750	47,675	35,908	(11,767)	(25)%
G&A	13,215	12,410	11,815	5,903	7,317	7,729	7,821	(3,994)	(34)%	92	1%	49,793	43,343	37,440	22,867	(14,573)	(39)%
Restructuring	—	—	1,144	—	—	—	—	(1,144)	(100)%	—	—	—	1,144	1,144	—	(1,144)	(100)%
Total	64,067	57,308	46,571	30,949	43,889	39,397	42,208	(4,363)	(9)%	2,811	7%	222,431	198,895	167,946	125,494	(42,452)	(25)%
Amortization of Intangibles																	
Product cost of revenue	3,064	3,064	3,064	3,064	2,802	2,802	2,802	(262)	(9)%	—	—%	12,256	12,256	9,192	8,406	(786)	(9)%
Services cost of revenue	7,751	8,530	8,489	8,406	7,376	7,374	7,375	(1,114)	(13)%	1	0%	21,900	33,176	24,770	22,125	(2,645)	(11)%
Cost of revenue	10,815	11,594	11,553	11,470	10,178	10,176	10,177	(1,376)	(12)%	1	0%	34,156	45,432	33,962	30,531	(3,431)	(10)%
R&D	131	163	162	162	162	163	162	—	—%	(1)	(1)%	—	618	456	487	31	7%
S&M	4,219	4,759	4,553	4,447	4,447	4,448	4,447	(106)	(2)%	(1)	(0)%	12,908	17,978	13,531	13,342	(189)	(1)%
G&A	—	—	—	—	—	—	—	—	—%	—	—%	—	—	—	—	—	—%
Total	15,165	16,516	16,268	16,079	14,787	14,787	14,786	(1,482)	(9)%	(1)	(0)%	47,064	64,028	47,949	44,360	(3,589)	(7)%
Other expenses																	
Acquisition-related expenses	2,413	—	—	—	—	—	—	—	—%	—	—%	1,431	2,413	2,413	—	(2,413)	(100)%
Change in fair value of contingent earn-out liability	—	1,156	600	600	13	(67)	—	(600)	(100)%	67	(100)%	—	2,356	1,756	(54)	(1,810)	(103)%
Restructuring	1,670	3,537	22,423	—	—	—	—	(22,423)	(100)%	—	—	—	27,630	27,630	—	(27,630)	(100)%
Non-cash interest expense	8,780	8,889	9,001	9,112	9,226	9,340	9,457	456	5%	117	1%	20,069	35,782	26,670	28,023	1,353	5%
Change in Fair Value of Warrants	—	—	—	—	—	—	—	—	—%	—	—%	—	—	—	—	—	—%
Discrete benefit from income taxes	(11,282)	(753)	216	(20)	—	—	—	(216)	(100)%	—	—	—	(11,839)	(11,819)	—	11,819	(100)%
Total Non-GAAP Adjustments	80,813	86,653	93,935	56,720	67,915	63,457	66,451	(27,484)	(29)%	2,994	5%	290,995	318,121	261,401	197,823	(63,578)	(24)%

	2016				2017			Annual		Q3 YTD	
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	2015 Rounded (\$000)	2016 Rounded (\$000)	2016 Rounded (\$000)	2017 Rounded (\$000)
Product Revenue	33,707	40,776	43,857	33,586	23,743	31,203	30,472	216,632	151,926	118,340	85,418
Plus change in deferred revenue	64	(703)	3,157	(97)	(368)	(208)	(280)	(4,399)	2,421	2,518	(856)
Less deferred revenue assumed	(401)	—	—	—	—	—	—	—	(401)	(401)	—
Non-GAAP Product Billings	33,370	40,073	47,014	33,489	23,375	30,995	30,192	212,233	153,946	120,457	84,562
Product Subscription Revenue	74,163	76,348	80,899	85,576	87,054	86,341	89,908	205,303	316,986	231,410	263,303
Plus change in deferred revenue	35,075	11,727	14,591	28,012	(13,513)	(11,264)	5,899	122,069	89,405	61,393	(18,878)
Less deferred revenue assumed	(20,354)	—	—	—	—	—	—	—	(20,354)	(20,354)	—
Non-GAAP Product Subscription Billings	88,884	88,075	95,490	113,588	73,541	75,077	95,807	327,372	386,037	272,449	244,425
Support and Maintenance Revenue	28,413	29,667	32,091	33,170	33,207	34,190	35,701	89,800	123,341	90,171	103,098
Plus change in deferred revenue	3,030	7,057	5,303	5,330	(9,450)	(5,891)	1,587	47,647	20,720	15,390	(13,754)
Less deferred revenue assumed	(97)	—	—	—	—	—	—	—	(97)	(97)	—
Non-GAAP Support and Maintenance Billings	31,346	36,724	37,394	38,500	23,757	28,299	37,288	137,447	143,964	105,464	89,344
Professional Services Revenue	31,683	28,250	29,564	32,364	29,734	33,738	33,522	111,232	121,861	89,497	96,994
Plus change in deferred revenue	915	3,288	5,916	3,853	2,000	3,914	4,871	9,138	13,972	10,119	10,785
Less deferred revenue assumed	(235)	—	—	—	—	—	—	—	(235)	(235)	—
Non-GAAP Professional Services Billings	32,363	31,538	35,480	36,217	31,734	37,652	38,393	120,370	135,598	99,381	107,779
Subscription and Services Revenue	134,259	134,265	142,554	151,110	149,995	154,269	159,131	406,335	562,188	411,078	463,395
Plus change in deferred revenue	39,020	22,072	25,810	37,195	(20,963)	(13,241)	12,357	178,854	124,097	86,902	(21,847)
Less deferred revenue assumed	(20,686)	—	—	—	—	—	—	—	(20,686)	(20,686)	—
Non-GAAP Subscription and Service Billings	152,593	156,337	168,364	188,305	129,032	141,028	171,488	585,189	665,599	477,294	441,548
Total Revenue	167,966	175,041	186,411	184,696	173,738	185,472	189,603	622,967	714,114	529,418	548,813
Plus change in deferred revenue	39,084	21,369	28,967	37,098	(21,331)	(13,449)	12,077	174,455	126,518	89,420	(22,703)
Less deferred revenue assumed	(21,087)	—	—	—	—	—	—	—	(21,087)	(21,087)	—
Non-GAAP Billings	185,963	196,410	215,378	221,794	152,407	172,023	201,680	797,422	819,545	597,751	526,110
Cost of Product Revenue	17,133	15,959	16,675	15,391	12,851	14,676	13,815	74,481	65,158	49,767	41,342
Stock based compensation	(667)	(614)	(516)	(295)	(535)	(519)	(546)	(1,588)	(2,092)	(1,797)	(1,600)
Amortization of intangibles	(3,064)	(3,064)	(3,064)	(3,064)	(2,802)	(2,802)	(2,802)	(12,256)	(12,256)	(9,192)	(8,406)
Non-GAAP cost of product revenue	13,402	12,281	13,095	12,032	9,514	11,355	10,467	60,637	50,810	38,778	31,336
Non-GAAP Ops Department	2,257	1,505	2,062	1,700	1,762	2,032	2,062	9,359	7,524	—	—
Cost of Subscription & Support Revenue	33,156	34,308	33,912	31,314	33,326	31,858	33,775	84,981	132,690	101,376	98,959
Stock based compensation	(4,192)	(4,447)	(4,011)	(2,684)	(3,981)	(3,498)	(4,223)	(9,979)	(15,334)	(12,650)	(11,702)
Amortization of intangibles	(7,751)	(8,530)	(8,489)	(8,406)	(7,376)	(7,374)	(7,375)	(21,900)	(33,176)	(24,770)	(22,125)
Non-GAAP cost of subscription & support revenue	21,213	21,331	21,412	20,224	21,969	20,986	22,177	53,102	84,180	63,956	65,132
Cost of Services Revenue	21,141	17,160	18,466	17,253	18,428	20,158	20,628	73,742	74,020	56,767	59,214
Stock based compensation	(5,409)	(3,206)	(3,748)	(2,114)	(3,516)	(3,375)	(3,544)	(19,456)	(14,477)	(12,363)	(10,435)
Amortization of intangibles	—	—	—	—	—	—	—	—	—	—	—
Non-GAAP cost of services revenue	15,732	13,954	14,718	15,139	14,912	16,783	17,084	54,286	59,543	44,404	48,779
Cost of Subscription and Services Revenue	54,297	51,468	52,378	48,567	51,754	52,016	54,403	158,723	206,710	158,143	158,173
Stock based compensation	(9,601)	(7,653)	(7,759)	(4,798)	(7,497)	(6,873)	(7,767)	(29,435)	(29,811)	(25,013)	(22,137)
Amortization of intangibles	(7,751)	(8,530)	(8,489)	(8,406)	(7,376)	(7,374)	(7,375)	(21,900)	(33,176)	(24,770)	(22,125)
Non-GAAP cost of subscription and services revenue	36,945	35,285	36,130	35,363	36,881	37,769	39,261	107,388	143,723	108,360	113,911
Total Cost of Revenue	71,430	67,427	69,053	63,958	64,605	66,692	68,218	233,204	271,868	207,910	199,515
Stock based compensation	(10,268)	(8,267)	(8,275)	(5,093)	(8,032)	(7,392)	(8,313)	(31,023)	(31,903)	(26,810)	(23,737)
Amortization of intangibles	(10,815)	(11,594)	(11,553)	(11,470)	(10,178)	(10,176)	(10,177)	(34,156)	(45,432)	(33,962)	(30,531)
Non-GAAP cost of revenue	50,347	47,566	49,225	47,395	46,395	49,124	49,728	168,025	194,533	147,138	145,247
Gross profit	96,536	107,614	117,358	120,738	109,133	118,780	121,385	389,763	442,246	321,508	349,298
Stock based compensation	10,268	8,267	8,275	5,093	8,032	7,392	8,313	31,023	31,903	26,810	23,737
Amortization of intangibles	(10,815)	(11,594)	(11,553)	(11,470)	(10,178)	(10,176)	(10,177)	(34,156)	(45,432)	(33,962)	(30,531)
Non-GAAP gross profit	85,984	87,387	93,630	94,266	87,187	95,906	99,495	324,630	368,717	283,966	322,474
Research and development	85,983	76,372	62,665	54,574	58,352	60,747	64,316	279,467	279,594	225,020	183,415
Stock based compensation	(24,430)	(19,025)	(11,422)	(9,878)	(14,525)	(14,057)	(14,400)	(68,329)	(64,755)	(54,877)	(42,982)
Amortization of intangibles	(131)	(163)	(162)	(162)	(162)	(163)	(162)	—	(618)	(456)	(487)
Non-GAAP research and development	61,422	57,184	51,081	44,534	43,665	46,527	49,754	211,138	214,221	169,687	139,946
Sales and marketing	123,028	121,405	110,756	84,310	94,880	89,630	88,901	476,166	439,499	355,189	273,411
Stock based compensation	(16,154)	(17,606)	(13,915)	(10,075)	(14,015)	(10,219)	(11,674)	(73,286)	(57,750)	(47,675)	(35,908)
Amortization of intangibles	(4,219)	(4,759)	(4,553)	(4,447)	(4,447)	(4,448)	(4,447)	(12,908)	(17,978)	(13,531)	(13,342)
Non-GAAP sales and marketing	102,655	99,040	92,288	69,788	76,418	74,963	72,780	389,972	363,771	293,983	224,161
General and administrative	42,256	33,809	32,860	30,914	27,615	27,833	29,843	141,790	139,839	108,925	85,291
Stock based compensation	(13,215)	(12,410)	(11,815)	(5,903)	(7,317)	(7,729)	(7,821)	(49,793)	(43,343)	(37,440)	(22,867)
Amortization of intangibles	—	—	—	—	—	—	—	—	—	—	—
Acquisition related costs	(2,413)	—	—	—	—	—	—	(1,431)	(2,413)	(2,413)	—
Change in fair value of contingent earn-out liability	—	(1,156)	(600)	(600)	(13)	67	—	—	(2,356)	(1,756)	54
Non-GAAP general and administrative	26,628	20,243	20,445	24,411	20,285	20,171	22,022	90,566	91,727	67,316	62,478
Restructuring charges	—	—	—	—	—	—	—	—	—	—	—
Restructuring	(1,670)	(3,537)	(22,423)	—	—	—	—	—	(27,630)	(27,630)	—
Total operating expenses	252,397	235,123	228,704	169,798	180,847	178,210	183,060	897,423	886,562	716,764	542,117
Stock based compensation	(53,799)	(49,041)	(37,152)	(25,856)	(35,857)	(32,005)	(33,895)	(191,408)	(165,848)	(139,992)	(101,757)
Amortization of intangibles	(4,350)	(4,922)	(4,715)	(4,609)	(4,609)	(4,611)	(4,609)	(12,908)	(18,596)	(13,987)	(13,829)
Acquisition related costs	(2,413)	—	—	—	—	—	—	(1,431)	(2,413)	(2,413)	—
Change in fair value of contingent earn-out liability	—	(1,156)	(600)	(600)	(13)	67	—	—	(2,356)	(1,756)	54
Restructuring charges	(1,670)	(3,537)	(22,423)	—	—	—	—	—	(27,630)	(27,630)	—
Non-GAAP total operating expenses	190,705	176,467	163,814	138,733	140,368	141,661	144,556	691,676	669,719	530,986	426,585
Operating loss	(156,401)	(127,509)	(111,346)	(49,060)	(71,714)	(59,430)	(61,675)	(507,660)	(444,316)	(395,256)	(192,819)
Stock based compensation	64,067	57,308	45,427	30,949	43,889	39,397	42,208	222,431	197,751	166,802	125,494
Amortization of intangibles	15,165	16,516	16,268	16,079	14,787	14,787	14,786	47,064	64,028	47,949	44,360
Acquisition related costs	2,413	—	—	—	—	—	—	1,431	2,413	2,413	—
Change in fair value of contingent earn-out liability	—	1,156	600	600	13	(67)	—	—	2,356	1,756	(54)
Restructuring charges	1,670	3,537	22,423	—	—	—	—	—	27,630	27,630	—
Non-GAAP operating loss	(73,086)	(48,992)	(26,628)	(1,432)	(13,025)	(5,313)	(4,681)	(236,734)	(150,138)	(148,706)	(23,019)
Other income (expense), net	(9,529)	(11,473)	(10,799)	(12,733)	(9,981)	(10,337)	(10,143)	(27,465)	(44,534)	(31,801)	(30,461)
Non-cash interest expense	8,780	8,889	9,001	9,112	9,226	9,340	9,457	20,069	35,782	26,670	28,023
Change in fair value of warrants	—	—	—	—	—	—	—	—	—	—	—
Non-GAAP other income (expense), net	(749)	(2,584)	(1,798)	(3,621)	(755)	(997)	(686)	(7,396)	(8,752)	(5,131)	(2,438)
Tax provision (benefit)	(10,030)	338	1,228	(257)	1,293	965	1,127	4,090	(8,721)	(8,464)	3,385
Discrete benefit from income tax	11,282	753	(216)	20	—	—	—	—	11,839	11,819	—

	2016				2017			Y/Y Change		Q/Q Change		Annual		Q3 YTD		Y/Y Change	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q3 2017		Q3 2017		2015	2016	2016	2017	Q3 2017 YTD	
	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)	Rounded (\$000)	Rounded (\$000)
Billings	185,963	196,410	215,378	221,794	152,407	172,023	201,680	(13,698)	(6)%	29,657	17 %	797,422	819,545	597,751	526,110	(71,641)	(12)%
Revenue:																	
Product	33,707	40,776	43,857	33,586	23,743	31,203	30,472	(13,385)	(31)%	(731)	(2)%	216,632	151,926	118,340	85,418	(32,922)	(28)%
Subscription and services	134,259	134,265	142,554	151,110	149,995	154,269	159,131	16,577	12 %	4,862	3 %	406,335	562,188	411,078	463,395	52,317	13 %
Total revenue	167,966	175,041	186,411	184,696	173,738	185,472	189,603	3,192	2 %	4,131	2 %	622,967	714,114	529,418	548,813	19,395	4 %
Cost of revenue:																	
Product	13,402	12,281	13,095	12,032	9,514	11,355	10,467	(2,628)	(20)%	(888)	(8)%	60,637	50,810	38,778	31,336	(7,442)	(19)%
Subscription and services	36,945	35,285	36,130	35,363	36,881	37,769	39,261	3,131	9 %	1,492	4 %	107,388	143,723	108,360	113,911	5,551	5 %
Total cost of revenue	50,347	47,566	49,225	47,395	46,395	49,124	49,728	503	1 %	604	1 %	168,025	194,533	147,138	145,247	(1,891)	(1)%
Total gross profit	117,619	127,475	137,186	137,301	127,343	136,348	139,875	2,689	2 %	3,527	3 %	454,942	519,581	382,280	403,566	21,286	6 %
Product gross margin	60 %	70 %	70 %	64 %	60 %	64 %	66 %	(4)%		2 %		72 %	67 %	67 %	63 %	(4)%	
Subscription and services gross margin	72 %	74 %	75 %	77 %	75 %	76 %	75 %	1 %		(0)%		74 %	74 %	74 %	75 %	2 %	
Total gross margin	70 %	73 %	74 %	74 %	73 %	74 %	74 %	0 %		0 %		73 %	73 %	72 %	74 %	1 %	
Research and development	61,422	57,184	51,081	44,534	43,665	46,527	49,754	(1,327)	(3)%	3,227	7 %	211,138	214,221	169,687	139,946	(29,741)	(18)%
Sales and marketing	102,655	99,040	92,288	69,788	76,418	74,963	72,780	(19,508)	(21)%	(2,183)	(3)%	389,972	363,771	293,983	224,161	(69,822)	(24)%
General and administrative	26,628	20,243	20,445	24,411	20,285	20,171	22,022	1,577	8 %	1,851	9 %	90,566	91,727	67,316	62,478	(4,838)	(7)%
Total operating expenses	190,705	176,467	163,814	138,733	140,368	141,661	144,556	(19,258)	(12)%	2,895	2 %	691,676	669,719	530,986	426,585	(104,401)	(20)%
Operating loss	(73,086)	(48,992)	(26,628)	(1,432)	(13,025)	(5,313)	(4,681)	21,947	(82)%	632	(12)%	(236,734)	(150,138)	(148,706)	(23,019)	125,687	(85)%
<i>Operating margin</i>	<i>(44)%</i>	<i>(28)%</i>	<i>(14)%</i>	<i>(1)%</i>	<i>(7)%</i>	<i>(3)%</i>	<i>(2)%</i>	<i>12 %</i>		<i>0 %</i>		<i>(38)%</i>	<i>(21)%</i>	<i>(28)%</i>	<i>(4)%</i>	<i>24 %</i>	
Other income (expense), net	(749)	(2,584)	(1,798)	(3,621)	(755)	(997)	(686)	1,112	(62)%	311	(31)%	(7,396)	(8,752)	(5,131)	(2,438)	2,693	(52)%
Loss before income taxes	(73,835)	(51,576)	(28,426)	(5,053)	(13,780)	(6,310)	(5,367)	23,059	(81)%	943	(15)%	(244,130)	(158,890)	(153,837)	(25,457)	128,380	(83)%
Provision (benefit) for income taxes	1,252	1,091	1,012	(237)	1,293	965	1,127	115	11 %	162	17 %	4,090	3,118	3,355	3,385	30	1 %
Net loss attributable to common stockholders, basic and diluted	(75,087)	(52,667)	(29,438)	(4,816)	(15,073)	(7,275)	(6,494)	22,944	(78)%	781	(11)%	(248,220)	(162,008)	(157,192)	(28,842)	128,350	(82)%
Net loss per share, basic and diluted	\$ (0.47)	\$ (0.33)	\$ (0.18)	\$ (0.03)	\$ (0.09)	\$ (0.04)	\$ (0.04)	\$ 0.14	(78)%	\$ —	—%	\$ (1.61)	\$ (0.99)	\$ (0.97)	\$ (0.16)	\$ 0.81	(84)%
Weighted average shares, basic and diluted	158,781	162,045	164,728	167,228	172,236	176,645	179,732	15,004	9 %	3,087	2 %	154,120	163,211	161,862	176,232	14,370	9 %
% of Revenue:																	
Product cost of revenue	40 %	30 %	30 %	36 %	40 %	36 %	34 %	4 %		(2)%		28 %	33 %	33 %	37 %	4 %	
Subscription and services cost of revenue	28 %	26 %	25 %	23 %	25 %	24 %	25 %	(1)%		0 %		26 %	26 %	26 %	25 %	(2)%	
Total cost of revenue	30 %	27 %	26 %	26 %	27 %	26 %	26 %	(0)%		(0)%		27 %	27 %	28 %	26 %	(1)%	
Research and development	37 %	33 %	27 %	24 %	25 %	25 %	26 %	(1)%		1 %		34 %	30 %	32 %	25 %	(7)%	
Sales and marketing	61 %	57 %	50 %	38 %	44 %	40 %	38 %	(11)%		(2)%		63 %	51 %	56 %	41 %	(15)%	
General and administrative	16 %	12 %	11 %	13 %	12 %	11 %	12 %	1 %		1 %		15 %	13 %	13 %	11 %	(1)%	
Total operating expenses	114 %	101 %	88 %	75 %	81 %	76 %	76 %	(12)%		(0)%		111 %	94 %	100 %	78 %	(23)%	

Assets

Current assets:

	2016				2017			Y/Y Change		Q/Q Change		YTD Change	
	3/31/2016	6/30/2016	9/30/2016	12/31/2016	3/31/2017	6/30/2017	9/30/2017	9/30/2017		9/30/2017		9/30/2017	
	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	%	Rounded (\$000)	%	Rounded (\$000)	%
Cash and cash equivalents	175,113	183,993	223,697	223,667	163,374	154,442	160,807	(62,890)	(28)%	6,365	4 %	(62,860)	(28)%
Short term investments	746,027	732,829	702,469	712,058	711,637	716,393	717,960	15,491	2 %	1,567	0 %	5,902	1 %
Accounts receivable, net of allowance for doubtful accounts	141,247	124,281	124,017	121,150	105,900	109,971	120,170	(3,847)	(3)%	10,199	9 %	(980)	(1)%
Inventories, net	10,778	9,981	7,807	5,955	6,195	5,837	5,368	(2,439)	(31)%	(469)	(8)%	(587)	(10)%
Deferred tax assets, current portion	—	—	—	—	—	—	—	—	—	—	—	—	—
Prepaid expenses and other current assets	35,078	29,094	27,957	25,081	30,278	37,057	36,826	8,869	32 %	(231)	(1)%	11,745	47 %
Total current assets	1,108,243	1,080,178	1,085,947	1,087,911	1,017,384	1,023,700	1,041,131	(44,816)	(4)%	17,431	2 %	(46,780)	(4)%
Property and equipment, net	81,324	73,386	67,219	61,852	60,814	60,122	67,147	(72)	(0)%	7,025	12 %	5,295	9 %
Goodwill	974,184	977,964	978,387	978,260	978,260	978,260	978,260	(127)	(0)%	—	—%	—	—%
Intangible assets	290,595	276,380	260,111	244,032	229,245	214,458	199,671	(60,440)	(23)%	(14,787)	(7)%	(44,361)	(18)%
Deposits and other long-term assets	12,084	11,939	11,184	10,910	10,292	9,003	10,140	(1,044)	(9)%	1,137	13 %	(770)	(7)%
Total assets	2,466,430	2,419,847	2,402,848	2,382,965	2,295,995	2,285,543	2,296,349	(106,499)	(4)%	10,806	0 %	(86,616)	(4)%

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

Current liabilities:													
Accounts payable	37,716	32,444	29,817	20,269	25,487	27,910	32,487	2,670	9 %	4,577	16 %	12,218	60 %
Accrued liabilities	36,082	27,973	29,322	22,997	22,067	20,387	21,918	(7,404)	(25)%	1,531	8 %	(1,079)	(5)%
Accrued compensation	105,893	105,058	126,193	96,004	50,083	50,142	59,117	(67,076)	(53)%	8,975	18 %	(36,887)	(38)%
Debt, current portion	—	—	—	—	—	—	—	—	—	—	—	—	—
Deferred revenue, current portion	329,095	342,527	362,081	397,118	396,628	395,882	409,442	47,361	13 %	13,560	3 %	12,324	3 %
Total current liabilities	508,786	508,002	547,413	536,388	494,265	494,321	522,964	(24,449)	(4)%	28,643	6 %	(13,424)	(3)%
Long term debt, net of current portion	—	—	—	—	—	—	—	—	—	—	—	—	—
Convertible senior notes, net	714,978	723,868	732,868	741,980	751,206	760,546	770,003	37,135	5 %	9,457	1 %	28,023	4 %
Deferred revenue, non-current portion	236,987	244,924	254,337	256,398	235,557	222,854	221,371	(32,966)	(13)%	(1,483)	(1)%	(35,027)	(14)%
Deferred tax liabilities, non-current portion	—	—	—	—	—	—	—	—	—	—	—	—	—
Preferred stock warrant liability	—	—	—	—	—	—	—	—	—	—	—	—	—
Other long-term liabilities	9,298	9,823	8,255	7,087	8,320	15,438	15,200	6,945	84 %	(238)	(2)%	8,113	114 %
Total liabilities	1,470,049	1,486,617	1,542,873	1,541,853	1,489,348	1,493,159	1,529,538	(13,335)	(1)%	36,379	2 %	(12,315)	(1)%
Stockholders' equity (deficit):													
Convertible Preferred Stock	—	—	—	—	—	—	—	—	—	—	—	—	—
Common stock, par value \$0.0001 per share	17	17	17	17	18	18	18	1	6 %	—	—%	1	6 %
Additional paid in capital	2,512,269	2,587,963	2,638,951	2,682,909	2,731,108	2,787,551	2,834,744	195,793	7 %	47,193	2 %	151,835	6 %
Treasury stock	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	—	—%	—	—%	—	—%
Notes receivable from stockholders	—	—	—	—	—	—	—	—	—	—	—	—	—
Accumulated other comprehensive income (loss)	(62)	413	(457)	(1,742)	(1,419)	(1,393)	(1,214)	(757)	166 %	179	(13)%	528	(30)%
Accumulated deficit	(1,365,843)	(1,505,163)	(1,628,536)	(1,690,072)	(1,773,060)	(1,843,792)	(1,916,737)	(288,201)	18 %	(72,945)	4 %	(226,665)	13 %
Total stockholders' equity (deficit)	996,381	933,230	859,975	841,112	806,647	792,384	766,811	(93,164)	(11)%	(25,573)	(3)%	(74,301)	(9)%
Total liabilities, convertible preferred stock and stockholders' equity (deficit)	2,466,430	2,419,847	2,402,848	2,382,965	2,295,995	2,285,543	2,296,349	(106,499)	(4)%	10,806	0 %	(86,616)	(4)%

	2016				2017			Y/Y Change		Q/Q Change		Annual		Y/Y Change		Q3 YTD		Y/Y Change	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q3 2017		Q3 2017		2015	2016	2017 YTD		2016	2017	Q3 2017 YTD	
	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)	Rounded (\$000)	Rounded (\$000)	%
CASH FLOWS FROM OPERATING ACTIVITIES:																			
Net loss	(155,900)	(139,320)	(123,373)	(61,536)	(82,988)	(70,732)	(72,945)	50,428	(41)%	(2,213)	3%	(539,215)	(480,129)	11,232	(2)%	(418,593)	(226,665)	191,928	(46)%
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:																			
Depreciation and amortization	30,503	30,724	29,625	28,415	26,365	26,408	25,839	(3,786)	(13)%	(569)	(2)%	111,956	119,267	(12,240)	(10)%	90,852	78,612	(12,240)	(13)%
Stock-based compensation	64,239	57,308	46,570	30,949	43,889	39,397	42,206	(4,364)	(9)%	2,809	7%	222,119	199,066	(42,625)	(21)%	168,117	125,492	(42,625)	(25)%
Non-cash interest expense related to convertible senior notes	8,780	8,889	9,001	9,112	9,226	9,340	9,457	456	5%	117	1%	20,069	35,782	1,353	4%	26,670	28,023	1,353	5%
Change in FV of contingent earn-out liability	—	1,156	600	600	13	(67)	—	(600)	(100)%	67	(100)%	—	2,356	(2,410)	(102)%	1,756	(54)	(1,810)	(103)%
Deferred income taxes	(11,053)	(871)	88	(90)	251	—	(304)	(392)	(445)%	(304)	—	(1,353)	(11,926)	11,783	(99)%	(11,836)	(53)	11,783	(100)%
Other	938	1,603	4,443	2,852	2,119	1,375	1,648	(2,795)	(63)%	273	20%	4,672	9,836	(1,842)	(19)%	6,984	5,142	(1,842)	(26)%
<i>Changes in operating assets and liabilities:</i>																			
Accounts receivable	43,144	16,964	264	1,413	14,584	(4,266)	(10,672)	(10,936)	(4,142)%	(6,406)	150%	19,126	61,785	(60,726)	(98)%	60,372	(354)	(60,726)	(101)%
Inventories	2,325	(497)	1,157	(1,570)	(1,090)	517	(1,317)	(2,474)	(214)%	(1,834)	(355)%	(7,820)	1,415	(4,875)	(345)%	2,985	(1,890)	(4,875)	(163)%
Prepaid expenses and other assets	2,152	5,560	850	5,086	(4,619)	(6,018)	980	130	15%	6,998	(116)%	(675)	9,344	(13,915)	(149)%	4,258	(9,657)	(13,915)	(327)%
Accounts payable	(3,391)	(3,451)	(4,756)	(7,495)	3,331	462	(4,753)	3	(0)%	(5,215)	(1,129)%	7,705	(19,093)	10,638	(56)%	(11,598)	(960)	10,638	(92)%
Accrued liabilities	902	(7,669)	1,708	(6,095)	(930)	(1,680)	1,531	(177)	(10)%	3,211	(191)%	7,495	(11,154)	3,980	(36)%	(5,059)	(1,079)	3,980	(79)%
Accrued transaction costs of acquiree	(7,727)	—	—	—	—	—	—	—	—	—	—	—	(7,727)	7,727	(100)%	(7,727)	—	7,727	(100)%
Accrued compensation	(8,989)	(5,423)	20,554	(30,763)	(7,006)	125	8,976	(11,578)	(56)%	8,851	7,081%	14,742	(24,621)	(4,047)	16%	6,142	2,095	(4,047)	(66)%
Deferred revenue	17,997	21,369	28,968	37,097	(21,331)	(13,449)	12,078	(16,890)	(58)%	25,527	(190)%	174,455	105,431	(91,036)	(86)%	68,334	(22,702)	(91,036)	(133)%
Other long-term liabilities	(2,132)	526	(1,568)	(1,043)	1,234	7,118	(237)	1,331	(85)%	(7,355)	(103)%	3,739	(4,217)	11,289	(268)%	(3,174)	8,115	11,289	(356)%
Net cash provided by (used in) operating activities	(22,516)	(13,132)	14,131	6,932	(16,952)	(11,470)	12,487	(1,644)	(12)%	23,957	(209)%	37,015	(14,585)	(175,714)	1,205%	(21,517)	(15,935)	5,582	(26)%
CASH FLOWS FROM INVESTING ACTIVITIES:																			
Acquisition of business, net of cash acquired	(204,926)	—	—	—	—	—	—	—	—	—	—	—	(204,926)	204,926	(100)%	(204,926)	—	204,926	(100)%
Purchase of property and equipment and demonstration units	(14,257)	(6,821)	(6,931)	(8,305)	(8,483)	(8,829)	(8,612)	(1,681)	24%	217	(2)%	(54,549)	(36,314)	2,085	(6)%	(28,009)	(25,924)	2,085	(7)%
Proceeds from sale of property and equipment	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Purchase of short-term investments	(88,805)	(152,444)	(138,446)	(127,378)	(98,480)	(124,430)	(92,716)	45,730	(33)%	31,714	(25)%	(769,097)	(507,073)	64,069	(13)%	(379,695)	(315,626)	64,069	(17)%
Maturity of short-term investments	111,319	160,280	167,025	115,734	94,689	118,825	90,528	(76,497)	(46)%	(28,297)	(24)%	245,116	554,358	(134,582)	(24)%	438,624	304,042	(134,582)	(31)%
Sale of short-term investments	—	4,507	—	—	3,620	—	—	—	—	—	—	4,807	4,507	(887)	(20)%	4,507	3,620	(887)	(20)%
Purchase of investment in private company	—	—	—	—	—	—	—	—	—	—	—	(1,800)	—	—	—	—	—	—	—
Lease deposits	(678)	312	(114)	232	(70)	(74)	(307)	(193)	169%	(233)	315%	(1,226)	(248)	29	(12)%	(480)	(451)	29	(6)%
Net cash provided by (used in) investing activities	(197,347)	5,834	21,534	(19,717)	(8,724)	(14,508)	(11,107)	(32,641)	(152)%	3,401	(23)%	(576,749)	(189,696)	135,640	(72)%	(169,979)	(34,339)	135,640	(80)%
CASH FLOWS FROM FINANCING ACTIVITIES:																			
Net proceeds from convertible debt offering	—	—	—	—	—	—	—	—	—	—	—	896,530	—	—	—	—	—	—	—
Prepaid forward stock purchase	—	—	—	—	—	—	—	—	—	—	—	(150,000)	—	—	—	—	—	—	—
Repayment of debt of acquired business	(8,842)	—	—	—	—	—	—	—	—	—	—	—	(8,842)	8,842	(100)%	(8,842)	—	8,842	(100)%
Payments for contingent earn-outs	—	(67)	(20)	(25)	(38,928)	—	—	20	(100)%	—	—	—	(112)	(38,816)	34,657%	(87)	(38,928)	(38,841)	44,645%
Payment related to shares withheld for taxes	(1,124)	—	—	—	—	(590)	(414)	(414)	—	176	(30)%	(2,027)	(1,124)	120	(11)%	(1,124)	(1,004)	120	(11)%
Proceeds from employee stock purchase plan	—	12,684	—	9,396	—	10,764	—	(10,764)	(100)%	(10,764)	(100)%	21,880	22,080	(1,920)	(9)%	12,684	10,764	(1,920)	(15)%
Proceeds from exercise of stock options	2,840	3,561	4,059	3,384	4,311	6,872	5,399	1,340	33%	(1,473)	(21)%	29,090	13,844	6,122	44%	10,460	16,582	6,122	59%
Net cash provided by (used) in financing activities	(7,126)	16,178	4,039	12,755	(34,617)	17,046	4,985	946	23%	(12,061)	(71)%	795,473	25,846	(25,652)	(99)%	13,091	(12,586)	(25,677)	(196)%
Net change in cash and cash equivalents	(226,989)	8,880	39,704	(30)	(60,293)	(8,932)	6,365	(33,339)	(84)%	15,297	(171)%	255,739	(178,435)	(65,726)	37%	(178,405)	(62,860)	115,545	(65)%
Cash and cash equivalents, beginning of period	402,102	175,113	183,993	223,697	223,667	163,374	154,442	(29,551)	(16)%	(8,932)	(5)%	146,363	402,102	(178,435)	(44)%	402,102	223,667	(178,435)	(44)%
Cash and cash equivalents, end of period	175,113	183,993	223,697	223,667	163,374	154,442	160,807	(62,890)	(28)%	6,365	4%	402,102	223,667	(244,161)	(109)%	223,697	160,807	(62,890)	(28)%

	2016				2017			Y/Y Change		Q/Q Change		Annual		Q3 YTD		Y/Y Change	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q3 2017		Q3 2017		2015	2016	2016	2017	Q3 2017 YTD	
	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)	Rounded (\$000)	%
Revenue:																	
Product	33,707	40,776	43,857	33,586	23,743	31,203	30,472	(13,385)	(31)%	(731)	(2)%	216,632	151,926	118,340	85,418	(32,922)	(28)%
Product subscriptions (including FireEye-aaS)	74,163	76,348	80,899	85,576	87,054	86,341	89,908	9,009	11 %	3,567	4 %	205,303	316,986	231,410	263,303	31,893	14 %
Subtotal: Platform (product + product subscriptions)	107,870	117,124	124,756	119,162	110,797	117,544	120,380	(4,376)	(4)%	2,836	2 %	421,935	468,912	349,750	348,721	(1,029)	(0)%
Support and maintenance	28,413	29,667	32,091	33,170	33,207	34,190	35,701	3,610	11 %	1,511	4 %	89,800	123,341	90,171	103,098	12,927	14 %
Professional services	31,683	28,250	29,564	32,364	29,734	33,738	33,522	3,958	13 %	(216)	(1)%	111,232	121,861	89,497	96,994	7,497	8 %
Subtotal: Support, maintenance, and professional services	60,096	57,917	61,655	65,534	62,941	67,928	69,223	7,568	12 %	1,295	2 %	201,032	245,202	179,668	200,092	20,424	11 %
Subscription and services as reported	134,259	134,265	142,554	151,110	149,995	154,269	159,131	16,577	12 %	4,862	3 %	406,335	562,188	411,078	463,395	52,317	13 %
Total revenue	167,966	175,041	186,411	184,696	173,738	185,472	189,603	3,192	2 %	4,131	2 %	622,967	714,114	529,418	548,813	19,395	4 %
Product subscriptions and support	102,576	106,015	112,990	118,746	120,261	120,531	125,609	12,619	11 %	5,078	4 %	295,103	440,327	321,581	366,401	44,820	14 %
<i>% of revenue</i>	61 %	61 %	61 %	64 %	69 %	65 %	66 %	6 %		1 %		47 %	62 %	61 %	67 %	6 %	
Revenue Mix:																	
Product	20 %	23 %	24 %	18 %	14 %	17 %	16 %	(7)%		(1)%		35 %	21 %	22 %	16 %	(7)%	
Product subscriptions (including FireEye-aaS)	44 %	44 %	43 %	46 %	50 %	47 %	47 %	4 %		1 %		33 %	44 %	44 %	48 %	4 %	
Subtotal: Platform (product + product subscriptions)	64 %	67 %	67 %	65 %	64 %	63 %	63 %	(3)%		0 %		68 %	66 %	66 %	64 %	(3)%	
Support and maintenance	17 %	17 %	17 %	18 %	19 %	18 %	19 %	2 %		0 %		14 %	17 %	17 %	19 %	2 %	
Professional services	19 %	16 %	16 %	18 %	17 %	18 %	18 %	2 %		(1)%		18 %	17 %	17 %	18 %	1 %	
Subtotal: Support, maintenance, and professional services	36 %	33 %	33 %	35 %	36 %	37 %	37 %	3 %		(0)%		32 %	34 %	34 %	36 %	3 %	
Revenue by Geography:																	
US Revenue	115,852	121,031	129,619	122,121	115,004	124,506	126,337	(3,282)	(3)%	1,831	1 %	439,205	488,623	366,502	365,847	(655)	(0)%
EMEA	24,442	23,965	24,900	28,981	25,321	25,901	28,072	3,172	13 %	2,171	8 %	80,960	102,288	73,307	79,294	5,987	8 %
APAC	21,823	23,380	24,447	25,635	25,853	26,593	25,428	981	4 %	(1,165)	(4)%	73,009	95,285	69,650	77,874	8,224	12 %
Other	5,849	6,665	7,445	7,959	7,560	8,472	9,766	2,321	31 %	1,294	15 %	29,793	27,918	19,959	25,798	5,839	29 %
International Revenue	52,114	54,010	56,792	62,575	58,734	60,966	63,266	6,474	11 %	2,300	4 %	183,762	225,491	162,916	182,966	20,050	12 %
US revenue %	69 %	69 %	70 %	66 %	66 %	67 %	67 %	(3)%		(0)%		71 %	68 %	69 %	67 %	(3)%	
EMEA revenue %	15 %	14 %	13 %	16 %	15 %	14 %	15 %					13 %	14 %	14 %	14 %		
APAC revenue %	13 %	13 %	13 %	14 %	15 %	14 %	13 %					12 %	13 %	13 %	14 %		
Other revenue %	3 %	4 %	4 %	4 %	4 %	5 %	5 %					5 %	4 %	4 %	5 %		
International revenue %	31 %	31 %	30 %	34 %	34 %	33 %	33 %	3 %		0 %		29 %	32 %	31 %	33 %	3 %	

	2016				2017			Y/Y Change		Q/Q Change		Annual		Q3 YTD		Y/Y Change	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q3 2017		Q3 2017		2015	2016	2016	2017	Q3 2017 YTD	
	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)	Rounded (\$000)	%
Billings:																	
Product	33,370	40,073	47,014	33,489	23,375	30,995	30,192	(16,822)	(36)%	(803)	(3)%	212,233	153,946	120,457	84,562	(35,895)	(30)%
Product subscriptions (including FireEye-aaS)	88,884	88,075	95,490	113,588	73,541	75,077	95,807	317	0 %	20,730	28 %	327,372	386,037	272,449	244,425	(28,024)	(10)%
Subtotal: Platform (product + product subscriptions)	122,254	128,148	142,504	147,077	96,916	106,072	125,999	(16,505)	(12)%	19,927	19 %	539,605	539,983	392,906	328,987	(63,919)	(16)%
Support and maintenance	31,346	36,724	37,394	38,500	23,757	28,299	37,288	(106)	(0)%	8,989	32 %	137,447	143,964	105,464	89,344	(16,120)	(15)%
Professional services	32,363	31,538	35,480	36,217	31,734	37,652	38,393	2,913	8 %	741	2 %	120,370	135,598	99,381	107,779	8,398	8 %
Subtotal: Support, maintenance, and professional services	63,709	68,262	72,874	74,717	55,491	65,951	75,681	2,807	4 %	9,730	15 %	257,817	279,562	204,845	197,123	(7,722)	(4)%
Subscription and services as reported	152,593	156,337	168,364	188,305	129,032	141,028	171,488	3,124	2 %	30,460	22 %	585,189	665,599	477,294	441,548	(35,746)	(7)%
Total billings	185,963	196,410	215,378	221,794	152,407	172,023	201,680	(13,698)	(6)%	29,657	17 %	797,422	819,545	597,751	526,110	(71,641)	(12)%
Product subscriptions and support	120,230	124,799	132,884	152,088	97,298	103,376	133,095	211	0 %	29,719	29 %	464,819	530,001	377,913	333,769	(44,144)	(12)%
<i>% of billings</i>	<i>65 %</i>	<i>64 %</i>	<i>62 %</i>	<i>69 %</i>	<i>64 %</i>	<i>60 %</i>	<i>66 %</i>	<i>4 %</i>	<i>0 %</i>	<i>6 %</i>	<i>29 %</i>	<i>58 %</i>	<i>65 %</i>	<i>63 %</i>	<i>63 %</i>	<i>0 %</i>	<i>0 %</i>
Billings Mix:																	
Product	18 %	20 %	22 %	15 %	15 %	18 %	15 %	(7)%		(3)%		27 %	19 %	20 %	16 %	(4)%	
Product subscriptions (including FireEye-aaS)	48 %	45 %	44 %	51 %	48 %	44 %	48 %	3 %		4 %		41 %	47 %	46 %	46 %	1 %	
Subtotal: Platform (product + product subscriptions)	66 %	65 %	66 %	66 %	64 %	62 %	62 %	(4)%		1 %		68 %	66 %	66 %	63 %	(3)%	
Support and maintenance	17 %	19 %	17 %	17 %	16 %	16 %	18 %	1 %		2 %		17 %	18 %	18 %	17 %	(1)%	
Professional services	17 %	16 %	16 %	16 %	21 %	22 %	19 %	3 %		(3)%		15 %	17 %	17 %	20 %	4 %	
Subtotal: Support, maintenance, and professional services	34 %	35 %	34 %	34 %	36 %	38 %	38 %	4 %		(1)%		32 %	34 %	34 %	37 %	3 %	

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

2016				2017			Y/Y Change		Q/Q Change		YTD Change	
3/31/2016	6/30/2016	9/30/2016	12/31/2016	3/31/2017	6/30/2017	9/30/2017	9/30/2017		9/30/2017		9/30/2017	
Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	%	Rounded (\$000)	%	Rounded (\$000)	%
8,083	7,549	9,248	8,924	9,245	8,921	7,714	(1,534)	(17)%	(1,207)	(14)%	(1,210)	(14)%
321,012	334,978	352,833	388,194	387,383	386,961	401,728	48,895	14 %	14,767	4 %	13,534	3 %
329,095	342,527	362,081	397,118	396,628	395,882	409,442	47,361	13 %	13,560	3 %	12,324	3 %
(19,622)	—	—	—	—	—	—	—	—	—	—	—	—
309,473	342,527	362,081	397,118	396,628	395,882	409,442	47,361	13 %	13,560	3 %	12,324	3 %
3,231	3,062	4,520	4,748	4,059	4,175	5,102	582	13 %	927	22 %	354	7 %
233,756	241,862	249,817	251,650	231,498	218,679	216,269	(33,548)	(13)%	(2,410)	(1)%	(35,381)	(14)%
236,987	244,924	254,337	256,398	235,557	222,854	221,371	(32,966)	(13)%	(1,483)	(1)%	(35,027)	(14)%
(1,465)	—	—	—	—	—	—	—	—	—	—	—	—
235,522	244,924	254,337	256,398	235,557	222,854	221,371	(32,966)	(13)%	(1,483)	(1)%	(35,027)	(14)%
566,082	587,451	616,418	653,516	632,185	618,736	630,813	14,395	2 %	12,077	2 %	(22,703)	(3)%
(21,087)	—	—	—	—	—	—	—	—	—	—	—	—
544,995	587,451	616,418	653,516	632,185	618,736	630,813	14,395	2 %	12,077	2 %	(22,703)	(3)%
58 %	58 %	59 %	61 %	63 %	64 %	65 %	6 %		1 %		4 %	
42 %	42 %	41 %	39 %	37 %	36 %	35 %	(6)%		(1)%		(4)%	
11,314	10,611	13,768	13,672	13,304	13,096	12,816	(952)	(7)%	(280)	(2)%	(856)	(6)%
554,768	576,840	602,650	639,844	618,881	605,640	617,997	15,347	3 %	12,357	2 %	(21,847)	(3)%