

	2016				2017	Y/Y Change		Q/Q Change		Annual	
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q1 2017 Rounded (\$000)	%	Q1 2017 Rounded (\$000)	%	2015 Rounded (\$000)	2016 Rounded (\$000)
Revenue:											
Product	33,707	40,776	43,857	33,586	23,743	(9,964)	(30)%	(9,843)	(29)%	216,632	151,926
Subscription and services	134,259	134,265	142,554	151,110	149,995	15,736	12%	(1,115)	(1)%	406,335	562,188
Total revenue	167,966	175,041	186,411	184,696	173,738	5,772	3%	(10,958)	(6)%	622,967	714,114
Cost of revenue:											
Product	17,133	15,959	16,675	15,391	12,851	(4,282)	(25)%	(2,540)	(17)%	74,481	65,158
Subscription and services	54,297	51,468	52,378	48,567	51,754	(2,543)	(5)%	3,187	7%	158,723	206,710
Total cost of revenue	71,430	67,427	69,053	63,958	64,605	(6,825)	(10)%	647	1%	233,204	271,868
Total gross profit	96,536	107,614	117,358	120,738	109,133	12,597	13%	(11,605)	(10)%	389,763	442,246
Product gross margin	49%	61%	62%	54%	46%	(3)%		(8)%		66%	57%
Subscription and services gross margin	60%	62%	63%	68%	65%	5%		(3)%		61%	63%
Total gross margin	57%	61%	63%	65%	63%	6%		(2)%		63%	62%
Research and development	85,983	76,372	62,665	54,574	58,352	(27,631)	(32)%	3,778	7%	279,467	279,594
Sales and marketing	123,028	121,405	110,756	84,310	94,880	(28,148)	(23)%	10,570	13%	476,166	439,499
General and administrative	42,256	33,809	32,860	30,914	27,615	(14,641)	(35)%	(3,299)	(11)%	141,790	139,839
Restructuring charges	1,670	3,537	22,423	-	-	(1,670)	(100)%	-		-	27,630
Total operating expenses	252,937	235,123	228,704	169,798	180,847	(72,090)	(29)%	11,049	7%	897,423	886,562
Operating loss	(156,401)	(127,509)	(111,346)	(49,060)	(71,714)	84,687	(54)%	(22,654)	46%	(507,660)	(444,316)
<i>Operating margin</i>	<i>(93)%</i>	<i>(73)%</i>	<i>(60)%</i>	<i>(27)%</i>	<i>(41)%</i>	<i>52 %</i>		<i>(14)%</i>		<i>(81)%</i>	<i>(62)%</i>
Interest income	1,465	1,627	1,687	1,803	2,032	567	39%	229	13%	2,935	6,582
Interest expense	(11,809)	(11,909)	(12,019)	(12,132)	(12,245)	(436)	4%	(113)	1%	(27,116)	(47,869)
Other expense, net	815	(1,191)	(467)	(2,404)	232	(583)	(72)%	2,636	(110)%	(3,284)	(3,247)
Other income (expense), net	(9,529)	(11,473)	(10,799)	(12,733)	(9,981)	(452)	5%	2,752	(22)%	(27,465)	(44,534)
Loss before income taxes	(165,930)	(138,982)	(122,145)	(61,793)	(81,695)	84,235	(51)%	(19,902)	32%	(535,125)	(488,850)
Provision (benefit) for income taxes	(10,030)	338	1,228	(257)	1,293	11,323	(113)%	1,550	(603)%	4,090	(8,721)
Net loss attributable to common stockholders, basic and diluted	(155,900)	(139,320)	(123,373)	(61,536)	(82,988)	72,912	(47)%	(21,452)	35%	(539,215)	(480,129)
Change in net unrealized gains (losses) on AFS investments	2,163	475	(870)	(1,285)	323	(1,840)	(85)%	1,608	(125)%	(1,784)	483
Other comprehensive loss	(153,737)	(138,845)	(124,243)	(62,821)	(82,665)	71,072	(46)%	(19,844)	32%	(540,999)	(479,646)
Net loss per share, basic and diluted	\$ (0.98)	\$ (0.86)	\$ (0.75)	\$ (0.37)	\$ (0.48)	\$ 0.50	(51)%	\$ (0.11)	31%	\$ (3.50)	\$ (2.94)
Weighted average shares, basic and diluted	158,781	162,045	164,728	167,228	172,236	13,455	8%	5,008	3%	154,120	163,211
Non-GAAP Adjustments:											
Stock-based Compensation											
Product cost of revenue	667	614	516	295	535	(132)	(20)%	240	81%	1,588	2,092
Services cost of revenue	9,601	7,653	7,759	4,798	7,497	(2,104)	(22)%	2,699	56%	29,435	29,811
Cost of revenue	10,268	8,267	8,275	5,093	8,032	(2,236)	(22)%	2,939	58%	31,023	31,903
R&D	24,430	19,025	11,422	9,878	14,525	(9,905)	(41)%	4,647	47%	68,329	64,755
S&M	16,154	17,606	13,915	10,075	14,015	(2,139)	(13)%	3,940	39%	73,286	57,750
G&A	13,215	12,410	11,815	5,903	7,317	(5,898)	(45)%	1,414	24%	49,793	43,343
Restructuring	-	-	1,144	-	-	-		-		-	1,144
Total	64,067	57,308	46,571	30,949	43,889	(20,178)	(31)%	12,940	42%	222,431	198,895
Amortization of Intangibles											
Product cost of revenue	3,064	3,064	3,064	3,064	2,802	(262)	(9)%	(262)	(9)%	12,256	12,256
Services cost of revenue	7,751	8,530	8,489	8,406	7,376	(375)	(5)%	(1,030)	(12)%	21,900	33,176
Cost of revenue	10,815	11,594	11,553	11,470	10,178	(637)	(6)%	(1,292)	(11)%	34,156	45,432
R&D	131	163	162	162	162	31	24%	-	—%	-	618
S&M	4,219	4,759	4,553	4,447	4,447	228	5%	-	—%	12,908	17,978
Total	15,165	16,516	16,268	16,079	14,787	(378)	(2)%	(1,292)	(8)%	47,064	64,028
Other expenses											
Acquisition-related expenses	2,413	-	-	-	-	(2,413)	(100)%	-		1,431	2,413
Change in fair value of contingent earn-out liability	-	1,156	600	600	13	13		(587)	(98)%	-	2,356
Restructuring	1,670	3,537	22,423	-	-	(1,670)	(100)%	-		-	27,630
Non-cash interest expense	8,780	8,889	9,001	9,112	9,226	446	5%	114	1%	20,069	35,782
Discrete benefit from income taxes	(11,282)	(753)	216	(20)	-	11,282	(100)%	20	(100)%	-	(11,839)
Total Non-GAAP Adjustments	80,813	86,653	93,935	56,720	67,915	(12,898)	(16)%	11,195	20%	290,995	318,121

	2016				2017	Annual	
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	2015 Rounded (\$000)	2016 Rounded (\$000)
Total Revenue	167,966	175,041	186,411	184,696	173,738	622,967	714,114
Plus change in deferred revenue	39,084	21,369	28,967	37,098	(21,331)	174,455	126,518
Less deferred revenue assumed	(21,087)	-	-	-	-	-	(21,087)
Non-GAAP Billings	185,963	196,410	215,378	221,794	152,407	797,422	819,545
Cost of Product Revenue	17,133	15,959	16,675	15,391	12,851	74,481	65,158
Stock based compensation	(667)	(614)	(516)	(295)	(535)	(1,588)	(2,092)
Amortization of intangibles	(3,064)	(3,064)	(3,064)	(3,064)	(2,802)	(12,256)	(12,256)
Non-GAAP cost of product revenue	13,402	12,281	13,095	12,032	9,514	60,637	50,810
Cost of Subscription and Services Revenue	54,297	51,468	52,378	48,567	51,754	158,723	206,710
Stock based compensation	(9,601)	(7,653)	(7,759)	(4,798)	(7,497)	(29,435)	(29,811)
Amortization of intangibles	(7,751)	(8,530)	(8,489)	(8,406)	(7,376)	(21,900)	(33,176)
Non-GAAP cost of subscription and services revenue	36,945	35,285	36,130	35,363	36,881	107,388	143,723
Total Cost of Revenue	71,430	67,427	69,053	63,958	64,605	233,204	271,868
Stock based compensation	(10,268)	(8,267)	(8,275)	(5,093)	(8,032)	(31,023)	(31,903)
Amortization of intangibles	(10,815)	(11,594)	(11,553)	(11,470)	(10,178)	(34,156)	(45,432)
Non-GAAP cost of revenue	50,347	47,566	49,225	47,395	46,395	168,025	194,533
Gross profit	96,536	107,614	117,358	120,738	109,133	389,763	442,246
Stock based compensation	10,268	8,267	8,275	5,093	8,032	31,023	31,903
Amortization of intangibles	10,815	11,594	11,553	11,470	10,178	34,156	45,432
Non-GAAP gross profit	117,619	127,475	137,186	137,301	127,343	454,942	519,581
Research and development	85,983	76,372	62,665	54,574	58,352	279,467	279,594
Stock based compensation	(24,430)	(19,025)	(11,422)	(9,878)	(14,525)	(68,329)	(64,755)
Amortization of intangibles	(131)	(163)	(162)	(162)	(162)	-	(618)
Non-GAAP research and development	61,422	57,184	51,081	44,534	43,665	211,138	214,221
Sales and marketing	123,028	121,405	110,756	84,310	94,880	476,166	439,499
Stock based compensation	(16,154)	(17,606)	(13,915)	(10,075)	(14,015)	(73,286)	(57,750)
Amortization of intangibles	(4,219)	(4,759)	(4,553)	(4,447)	(4,447)	(12,908)	(17,978)
Non-GAAP sales and marketing	102,655	99,040	92,288	69,788	76,418	389,972	363,771
General and administrative	42,256	33,809	32,860	30,914	27,615	141,790	139,839
Stock based compensation	(13,215)	(12,410)	(11,815)	(5,903)	(7,317)	(49,793)	(43,343)
Acquisition related costs	(2,413)	-	-	-	-	(1,431)	(2,413)
Change in fair value of contingent earn-out liability	-	(1,156)	(600)	(600)	(13)	-	(2,356)
Non-GAAP general and administrative	26,628	20,243	20,445	24,411	20,285	90,566	91,727
Restructuring charges							
Restructuring	(1,670)	(3,537)	(22,423)	-	-	-	(27,630)
Total operating expenses	252,937	235,123	228,704	169,798	180,847	897,423	886,562
Stock based compensation	(53,799)	(49,041)	(37,152)	(25,856)	(35,857)	(191,408)	(165,848)
Amortization of intangibles	(4,350)	(4,922)	(4,715)	(4,609)	(4,609)	(12,908)	(18,596)
Acquisition related costs	(2,413)	-	-	-	-	(1,431)	(2,413)
Change in fair value of contingent earn-out liability	-	(1,156)	(600)	(600)	(13)	-	(2,356)
Restructuring charges	(1,670)	(3,537)	(22,423)	-	-	-	(27,630)
Non-GAAP total operating expenses	190,705	176,467	163,814	138,733	140,368	691,676	669,719
Operating loss	(156,401)	(127,509)	(111,346)	(49,060)	(71,714)	(507,660)	(444,316)
Stock based compensation	64,067	57,308	45,427	30,949	43,889	222,431	197,751
Amortization of intangibles	15,165	16,516	16,268	16,079	14,787	47,064	64,028
Acquisition related costs	2,413	-	-	-	-	1,431	2,413
Change in fair value of contingent earn-out liability	-	1,156	600	600	13	-	2,356
Restructuring charges	1,670	3,537	22,423	-	-	-	27,630
Non-GAAP operating loss	(73,086)	(48,992)	(26,628)	(1,432)	(13,025)	(236,734)	(150,138)
Other income (expense), net	(9,529)	(11,473)	(10,799)	(12,733)	(9,981)	(27,465)	(44,534)
Non-cash interest expense	8,780	8,889	9,001	9,112	9,226	20,069	35,782
Non-GAAP other income (expense), net	(749)	(2,584)	(1,798)	(3,621)	(755)	(7,396)	(8,752)
Tax provision (benefit)	(10,030)	338	1,228	(257)	1,293	4,090	(8,721)
Discrete benefit from income tax	11,282	753	(216)	20	-	-	11,839
Non-GAAP tax provision (benefit)	1,252	1,091	1,012	(237)	1,293	4,090	3,118
Net loss attributable to common stockholders, basic and diluted	(155,900)	(139,320)	(123,373)	(61,536)	(82,988)	(539,215)	(480,129)
Stock based compensation	64,067	57,308	45,427	30,949	43,889	222,431	197,751
Amortization of intangibles	15,165	16,516	16,268	16,079	14,787	47,064	64,028
Acquisition related costs	2,413	-	-	-	-	1,431	2,413
Change in fair value of contingent earn-out liability	-	1,156	600	600	13	-	2,356
Restructuring charges	1,670	3,537	22,423	-	-	-	27,630
Non-cash interest expense	8,780	8,889	9,001	9,112	9,226	20,069	35,782
Discrete benefit from income taxes	(11,282)	(753)	216	(20)	-	-	(11,839)
Non-GAAP net loss	(75,087)	(52,667)	(29,438)	(4,816)	(15,073)	(248,220)	(162,008)

	2016				2017	Y/Y Change		Q/Q Change		Annual	
	Q1	Q2	Q3	Q4	Q1	Q1 2017		Q1 2017		2015	2016
	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	(33,556)	(18)%	(69,387)	(31)%	797,422	819,545
Revenue:											
Product	33,707	40,776	43,857	33,586	23,743	(9,964)	(30)%	(9,843)	(29)%	216,632	151,926
Subscription and services	134,259	134,265	142,554	151,110	149,995	15,736	12%	(1,115)	(1)%	406,335	562,188
Total revenue	167,966	175,041	186,411	184,696	173,738	5,772	3%	(10,958)	(6)%	622,967	714,114
Cost of revenue:											
Product	13,402	12,281	13,095	12,032	9,514	(3,888)	(29)%	(2,518)	(21)%	60,637	50,810
Subscription and services	36,945	35,285	36,130	35,363	36,881	(64)	—%	1,518	4%	107,388	143,723
Total cost of revenue	50,347	47,566	49,225	47,395	46,395	(3,952)	(8)%	(1,000)	(2)%	168,025	194,533
Total gross profit	117,619	127,475	137,186	137,301	127,343	9,724	8%	(9,958)	(7)%	454,942	519,581
Product gross margin	60%	70%	70%	64%	60%	—%		(4)%		72%	67%
Subscription and services gross margin	72%	74%	75%	77%	75%	3%		(2)%		74%	74%
Total gross margin	70%	73%	74%	74%	73%	3%		(1)%		73%	73%
Research and development	61,422	57,184	51,081	44,534	43,665	(17,757)	(29)%	(869)	(2)%	211,138	214,221
Sales and marketing	102,655	99,040	92,288	69,788	76,418	(26,237)	(26)%	6,630	10%	389,972	363,771
General and administrative	26,628	20,243	20,445	24,411	20,285	(6,343)	(24)%	(4,126)	(17)%	90,566	91,727
Total operating expenses	190,705	176,467	163,814	138,733	140,368	(50,337)	(26)%	1,635	1%	691,676	669,719
Operating loss	(73,086)	(48,992)	(26,628)	(1,432)	(13,025)	60,061	(82)%	(11,593)	810%	(236,734)	(150,138)
<i>Operating margin</i>	<i>(44)%</i>	<i>(28)%</i>	<i>(14)%</i>	<i>(1)%</i>	<i>(7)%</i>	<i>37%</i>		<i>(6)%</i>		<i>(38)%</i>	<i>(21)%</i>
Other income (expense), net	(749)	(2,584)	(1,798)	(3,621)	(755)	(6)	1%	2,866	(79)%	(7,396)	(8,752)
Loss before income taxes	(73,835)	(51,576)	(28,426)	(5,053)	(13,780)	60,055	(81)%	(8,727)	173%	(244,130)	(158,890)
Provision (benefit) for income taxes	1,252	1,091	1,012	(237)	1,293	41	3%	1,530	(646)%	4,090	3,118
Net loss attributable to common stockholders, basic and diluted	(75,087)	(52,667)	(29,438)	(4,816)	(15,073)	60,014	(80)%	(10,257)	213%	(248,220)	(162,008)
Net loss per share, basic and diluted	\$ (0.47)	\$ (0.33)	\$ (0.18)	\$ (0.03)	\$ (0.09)	\$ 0.38	(81)%	\$ (0.06)	200%	\$ (1.61)	\$ (0.99)
Weighted average shares, basic and diluted	158,781	162,045	164,728	167,228	172,236	13,455	8%	5,008	3%	154,120	163,211
% of Revenue:											
Product cost of revenue	40%	30%	30%	36%	40%	—%		4%		28%	33%
Subscription and services cost of revenue	28%	26%	25%	23%	25%	(3)%		2%		26%	26%
Total cost of revenue	30%	27%	26%	26%	27%	(3)%		1%		27%	27%
Research and development	37%	33%	27%	24%	25%	(12)%		1%		34%	30%
Sales and marketing	61%	57%	50%	38%	44%	(17)%		6%		63%	51%
General and administrative	16%	12%	11%	13%	12%	(4)%		(1)%		15%	13%
Total operating expenses	114%	101%	88%	75%	81%	(33)%		6%		111%	94%

	2016				2017	Y/Y Change		Q/Q Change	
	3/31/2016 Rounded (\$000)	6/30/2016 Rounded (\$000)	9/30/2016 Rounded (\$000)	12/31/2016 Rounded (\$000)	3/31/2017 Rounded (\$000)	3/31/2017		3/31/2017	
						Rounded (\$000)	%	Rounded (\$000)	%
Assets									
Current assets:									
Cash and cash equivalents	175,113	183,993	223,697	223,667	163,374	(11,739)	(7)%	(60,293)	(27)%
Short term investments	746,027	732,829	702,469	712,058	711,637	(34,390)	(5)%	(421)	—%
Accounts receivable, net of allowance for doubtful accounts	141,247	124,281	124,017	121,150	105,900	(35,347)	(25)%	(15,250)	(13)%
Inventories, net	10,778	9,981	7,807	5,955	6,195	(4,583)	(43)%	240	4%
Prepaid expenses and other current assets	35,078	29,094	27,957	25,081	30,278	(4,800)	(14)%	5,197	21%
Total current assets	1,108,243	1,080,178	1,085,947	1,087,911	1,017,384	(90,859)	(8)%	(70,527)	(6)%
Property and equipment, net	81,324	73,386	67,219	61,852	60,814	(20,510)	(25)%	(1,038)	(2)%
Goodwill	974,184	977,964	978,387	978,260	978,260	4,076	—%	-	—%
Intangible assets	290,595	276,380	260,111	244,032	229,245	(61,350)	(21)%	(14,787)	(6)%
Deposits and other long-term assets	12,084	11,939	11,184	10,910	10,292	(1,792)	(15)%	(618)	(6)%
Total assets	2,466,430	2,419,847	2,402,848	2,382,965	2,295,995	(170,435)	(7)%	(86,970)	(4)%
Liabilities, convertible preferred stock and stockholders' equity (deficit)									
Current liabilities:									
Accounts payable	37,716	32,444	29,817	20,269	25,487	(12,229)	(32)%	5,218	26%
Accrued liabilities	36,082	27,973	29,322	22,997	22,067	(14,015)	(39)%	(930)	(4)%
Accrued compensation	105,893	105,058	126,193	96,004	50,083	(55,810)	(53)%	(45,921)	(48)%
Deferred revenue, current portion	329,095	342,527	362,081	397,118	396,628	67,533	21%	(490)	—%
Total current liabilities	508,786	508,002	547,413	536,388	494,265	(14,521)	(3)%	(42,123)	(8)%
Convertible senior notes, net	714,978	723,868	732,868	741,980	751,206	36,228	5%	9,226	1%
Deferred revenue, non-current portion	236,987	244,924	254,337	256,398	235,557	(1,430)	(1)%	(20,841)	(8)%
Other long-term liabilities	9,298	9,823	8,255	7,087	8,320	(978)	(11)%	1,233	17%
Total liabilities	1,470,049	1,486,617	1,542,873	1,541,853	1,489,348	19,299	1%	(52,505)	(3)%
Stockholders' equity (deficit):									
Common stock, par value \$0.0001 per share	17	17	17	17	18	1	6%	1	6%
Additional paid in capital	2,512,269	2,587,963	2,638,951	2,682,909	2,731,108	218,839	9%	48,199	2%
Treasury stock	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	-	—%	-	—%
Accumulated other comprehensive income (loss)	(62)	413	(457)	(1,742)	(1,419)	(1,357)	2,189%	323	(19)%
Accumulated deficit	(1,365,843)	(1,505,163)	(1,628,536)	(1,690,072)	(1,773,060)	(407,217)	30%	(82,988)	5%
Total stockholders' equity (deficit)	996,381	933,230	859,975	841,112	806,647	(189,734)	(19)%	(34,465)	(4)%
Total liabilities, convertible preferred stock and stockholders' equity (deficit)	2,466,430	2,419,847	2,402,848	2,382,965	2,295,995	(170,435)	(7)%	(86,970)	(4)%
Cash and cash equivalents & short term investments	921,140	916,822	926,166	935,725	875,011	(46,129)	(5)%	(60,714)	(6)%



Cash Flows Statement

CASH FLOWS FROM OPERATING ACTIVITIES:

	2016				2017	Y/Y Change		Q/Q Change		Annual	
	Q1	Q2	Q3	Q4	Q1	Q1 2017		Q1 2017		2015	2016
	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	%	Rounded (\$000)	%	Rounded (\$000)	Rounded (\$000)
Net loss	(155,900)	(139,320)	(123,373)	(61,536)	(82,988)	72,912	(47)%	(21,452)	35%	(539,215)	(480,129)
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	(4,138)	(14)%	(2,050)	(7)%	111,956	119,267
Stock-based compensation	64,239	57,308	46,570	30,949	43,889	(20,350)	(32)%	12,940	42%	222,119	199,066
Non-cash interest expense related to convertible senior notes	8,780	8,889	9,001	9,112	9,226	446	5%	114	1%	20,069	35,782
Change in FV of contingent earn-out liability	-	1,156	600	600	13	13		(587)	(98)%	-	2,356
Deferred income taxes	(11,053)	(871)	88	(90)	251	11,304	(102)%	341	(379)%	(1,353)	(11,926)
Other	938	1,603	4,443	2,852	2,119	1,181	126%	(733)	(26)%	4,672	9,836
<i>Changes in operating assets and liabilities:</i>											
Accounts receivable	43,144	16,964	264	1,413	14,584	(28,560)	(66)%	13,171	932%	19,126	61,785
Inventories	2,325	(497)	1,157	(1,570)	(1,090)	(3,415)	(147)%	480	(31)%	(7,820)	1,415
Prepaid expenses and other assets	(2,152)	5,560	850	5,086	(4,619)	(2,467)	115%	(9,705)	(191)%	(675)	9,344
Accounts payable	(3,391)	(3,451)	(4,756)	(7,495)	3,331	6,722	(198)%	10,826	(144)%	7,705	(19,093)
Accrued liabilities	902	(7,669)	1,708	(6,095)	(930)	(1,832)	(203)%	5,165	(85)%	7,495	(11,154)
Accrued transaction costs of acquiree	(7,727)	-	-	-	-	7,727	(100)%	-	-	-	(7,727)
Accrued compensation	(8,989)	(5,423)	20,554	(30,763)	(7,006)	1,983	(22)%	23,757	(77)%	14,742	(24,621)
Deferred revenue	17,997	21,369	28,968	37,097	(21,331)	(39,328)	(219)%	(58,428)	(158)%	174,455	105,431
Other long-term liabilities	(2,132)	526	(1,568)	(1,043)	1,234	3,366	(158)%	2,277	(218)%	3,739	(4,217)
Net cash provided by (used in) operating activities	(22,516)	(13,132)	14,131	6,932	(16,952)	5,564	(25)%	(23,884)	(345)%	37,015	(14,585)
CASH FLOWS FROM INVESTING ACTIVITIES:											
Acquisition of business, net of cash acquired	(204,926)	-	-	-	-	204,926	(100)%	-	-	-	(204,926)
Purchase of property and equipment and demonstration units	(14,257)	(6,821)	(6,931)	(8,305)	(8,483)	5,774	(40)%	(178)	2%	(54,549)	(36,314)
Purchase of short-term investments	(88,805)	(152,444)	(138,446)	(127,378)	(98,480)	(9,675)	11%	28,898	(23)%	(769,097)	(507,073)
Maturity of short-term investments	111,319	160,280	167,025	115,734	94,689	(16,630)	(15)%	(21,045)	(18)%	245,116	554,358
Sale of short-term investments	-	4,507	-	-	3,620	3,620		3,620		4,807	4,507
Purchase of investment in private company	-	-	-	-	-	-		-		(1,800)	-
Lease deposits	(678)	312	(114)	232	(70)	608	(90)%	(302)	(130)%	(1,226)	(248)
Net cash provided by (used in) investing activities	(197,347)	5,834	21,534	(19,717)	(8,724)	188,623	(96)%	10,993	(56)%	(576,749)	(189,696)
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	(100)%	-	-	-	(8,842)
Payments for contingent earn-outs	-	(67)	(20)	(25)	(38,928)	(38,928)		(38,903)	155,612%	-	(112)
Payment related to shares withheld for taxes	(1,124)	-	-	-	-	1,124	(100)%	-	-	(2,027)	(1,124)
Proceeds from employee stock purchase plan	-	12,684	-	9,396	-	-		(9,396)	(100)%	21,880	22,080
Proceeds from exercise of stock options	2,840	3,561	4,059	3,384	4,311	1,471	52%	927	27%	29,090	13,844
Net cash provided by (used) in financing activities	(7,126)	16,178	4,039	12,755	(34,617)	(27,491)	386%	(47,372)	(371)%	795,473	25,846
Net change in cash and cash equivalents	(226,989)	8,880	39,704	(30)	(60,293)	166,696	(73)%	(60,263)	200,877%	255,739	(178,435)
Cash and cash equivalents, beginning of period	402,102	175,113	183,993	223,697	223,667	(178,435)	(44)%	(30)	—%	146,363	402,102
Cash and cash equivalents, end of period	175,113	183,993	223,697	223,667	163,374	(11,739)	(7)%	(60,293)	(27)%	402,102	223,667



Revenue Metrics

	2016				2017	Y/Y Change		Q/Q Change		Annual	
	Q1	Q2	Q3	Q4	Q1	Q1 2017		Q1 2017		2015	2016
	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	(9,964)	(30)%	(9,843)	(29)%	216,632	151,926
Product subscriptions (including FireEye-aaS)	74,163	76,348	80,899	85,576	87,054	12,891	17%	1,478	2%	205,303	316,986
Subtotal: Platform (product + product subscriptions)	107,870	117,124	124,756	119,162	110,797	2,927	3%	(8,365)	(7)%	421,935	468,912
Support and maintenance	28,413	29,667	32,091	33,170	33,207	4,794	17%	37	—%	89,800	123,341
Professional services	31,683	28,250	29,564	32,364	29,734	(1,949)	(6)%	(2,630)	(8)%	111,232	121,861
Subtotal: Support, maintenance, and professional services	60,096	57,917	61,655	65,534	62,941	2,845	5%	(2,593)	(4)%	201,032	245,202
Subscription and services as reported	134,259	134,265	142,554	151,110	149,995	15,736	12%	(1,115)	(1)%	406,335	562,188
Total revenue	167,966	175,041	186,411	184,696	173,738	5,772	3%	(10,958)	(6)%	622,967	714,114
Product subscriptions and support	102,576	106,015	112,990	118,746	120,261	17,685	17%	1,515	1%	295,103	440,327
<i>% of revenue</i>	<i>61%</i>	<i>61%</i>	<i>61%</i>	<i>64%</i>	<i>69%</i>	<i>8%</i>		<i>5%</i>		<i>47%</i>	<i>62%</i>
Revenue Mix:											
Product	20%	23%	24%	18%	14%	(6)%		(4)%		35%	21%
Product subscriptions (including FireEye-aaS)	44%	44%	43%	47%	50%	6%		3%		33%	45%
Subtotal: Platform (product + product subscriptions)	64%	67%	67%	65%	64%	—%		(1)%		68%	66%
Support and maintenance	17%	17%	17%	18%	19%	2%		1%		14%	17%
Professional services	19%	16%	16%	17%	17%	(2)%		—%		18%	17%
Subtotal: Support, maintenance, and professional services	36%	33%	33%	35%	36%	—%		1%		32%	34%
Revenue by Geography:											
US Revenue	115,852	121,031	129,619	122,121	115,004	(848)	(1)%	(7,117)	(6)%	439,205	488,623
EMEA	24,442	23,965	24,900	28,981	25,321	879	4%	(3,660)	(13)%	80,960	102,288
APAC	21,823	23,380	24,447	25,635	25,853	4,030	18%	218	1%	73,009	95,285
Other	5,849	6,665	7,445	7,959	7,560	1,711	29%	(399)	(5)%	29,793	27,918
International Revenue	52,114	54,010	56,792	62,575	58,734	6,620	13%	(3,841)	(6)%	183,762	225,491
US revenue %	69%	69%	70%	66%	66%	(3)%		—%		71%	68%
International revenue %	31%	31%	30%	34%	34%	3%		—%		29%	32%



	2016				2017	Y/Y Change		Q/Q Change		Annual	
	Q1	Q2	Q3	Q4	Q1	Q1 2017		Q1 2017		2015	2016
	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	(9,995)	(30)%	(10,114)	(30)%	212,233	153,946
Product subscriptions (including FireEye-aaS)	88,884	88,075	95,490	113,588	73,541	(15,343)	(17)%	(40,047)	(35)%	327,372	386,037
Subtotal: Platform (product + product subscriptions)	122,254	128,148	142,504	147,077	96,916	(25,338)	(21)%	(50,161)	(34)%	539,605	539,983
Support and maintenance	31,346	36,724	37,394	38,500	23,757	(7,589)	(24)%	(14,743)	(38)%	137,447	143,964
Professional services	32,363	31,538	35,480	36,217	31,734	(629)	(2)%	(4,483)	(12)%	120,370	135,598
Subtotal: Support, maintenance, and professional services	63,709	68,262	72,874	74,717	55,491	(8,218)	(13)%	(19,226)	(26)%	257,817	279,562
Subscription and services as reported	152,593	156,337	168,364	188,305	129,032	(23,561)	(15)%	(59,273)	(31)%	585,189	665,599
Total billings	185,963	196,410	215,378	221,794	152,407	(33,556)	(18)%	(69,387)	(31)%	797,422	819,545
Product subscriptions and support	120,230	124,799	132,884	152,088	97,298	(22,932)	(19)%	(54,790)	(36)%	464,819	530,001
<i>% of billings</i>	<i>65%</i>	<i>64%</i>	<i>62%</i>	<i>69%</i>	<i>64%</i>	<i>(1)%</i>		<i>(5)%</i>		<i>58%</i>	<i>65%</i>
Billings Mix:											
Product	18%	20%	22%	15%	15%	(3)%		—%		27%	19%
Product subscriptions (including FireEye-aaS)	48%	45%	44%	51%	48%	—%		(3)%		41%	47%
Subtotal: Platform (product + product subscriptions)	66%	65%	66%	66%	63%	(3)%		(3)%		68%	66%
Support and maintenance	17%	19%	17%	18%	16%	(1)%		(2)%		17%	18%
Professional services	17%	16%	17%	16%	21%	4%		5%		15%	16%
Subtotal: Support, maintenance, and professional services	34%	35%	34%	34%	37%	3%		3%		32%	34%



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
	3/31/2016 Rounded (\$000)	6/30/2016 Rounded (\$000)	9/30/2016 Rounded (\$000)	12/31/2016 Rounded (\$000)	3/31/2017 Rounded (\$000)
	8,083	7,549	9,248	8,924	9,245
	321,012	334,978	352,833	388,194	387,383
	329,095	342,527	362,081	397,118	396,628
	(19,622)	-	-	-	-
	309,473	342,527	362,081	397,118	396,628
	3,231	3,062	4,520	4,748	4,059
	233,756	241,862	249,817	251,650	231,498
	236,987	244,924	254,337	256,398	235,557
	(1,465)	-	-	-	-
	235,522	244,924	254,337	256,398	235,557
	566,082	587,451	616,418	653,516	632,185
	(21,087)	-	-	-	-
	544,995	587,451	616,418	653,516	632,185
	58%	58%	59%	61%	63%
	42%	42%	41%	39%	37%
	11,314	10,611	13,768	13,672	13,304
	554,768	576,840	602,650	639,844	618,881

Y/Y Change	
3/31/2017	
Rounded (\$000)	%
1,162	14%
66,371	21%
67,533	21%
19,622	(100)%
87,155	28%
828	26%
(2,258)	(1)%
(1,430)	(1)%
1,465	(100)%
35	—%
66,103	12%
21,087	(100)%
87,190	16%
5%	
(5)%	
1,990	18%
64,113	12%

Q/Q Change	
3/31/2017	
Rounded (\$000)	%
321	4%
(811)	—%
(490)	—%
-	
(490)	—%
(689)	(15)%
(20,152)	(8)%
(20,841)	(8)%
-	
(20,841)	(8)%
(21,331)	(3)%
-	
(21,331)	(3)%
2%	
(2)%	
(368)	(3)%
(20,963)	(3)%