

**GAAP Income Statement**

	2016				2017				Y/Y Change		Q/Q Change		Annual			Y/Y Change		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Rounded (\$000)	%	Rounded (\$000)	%	2015	2016	2017	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)
<b>Revenue:</b>																		
Product	33,707	40,776	43,857	33,586	23,743	31,203	30,472	38,278	4,692	14 %	7,806	26 %	216,632	151,926	123,696	(28,230)	(19)%	
Subscription and services	134,259	134,265	142,554	151,110	149,995	154,269	159,131	163,995	12,885	9 %	4,864	3 %	406,335	562,188	627,390	65,202	12 %	
<b>Total revenue</b>	<b>167,966</b>	<b>175,041</b>	<b>186,411</b>	<b>184,696</b>	<b>173,738</b>	<b>185,472</b>	<b>189,603</b>	<b>202,273</b>	<b>17,577</b>	<b>10 %</b>	<b>12,670</b>	<b>7 %</b>	<b>622,967</b>	<b>714,114</b>	<b>751,086</b>	<b>36,972</b>	<b>5 %</b>	
<b>Cost of revenue:</b>																		
Product	17,133	15,959	16,675	15,391	12,851	14,676	13,815	15,465	74	0 %	1,650	12 %	74,481	65,158	56,807	(8,351)	(13)%	
Subscription and services	54,297	51,468	52,378	48,567	51,754	52,016	54,403	53,907	5,340	11 %	(496)	(1)%	158,723	206,710	212,080	5,370	3 %	
<b>Total cost of revenue</b>	<b>71,430</b>	<b>67,427</b>	<b>69,053</b>	<b>63,958</b>	<b>64,605</b>	<b>66,692</b>	<b>68,218</b>	<b>69,372</b>	<b>5,414</b>	<b>8 %</b>	<b>1,154</b>	<b>2 %</b>	<b>233,204</b>	<b>271,868</b>	<b>268,887</b>	<b>(2,981)</b>	<b>(1)%</b>	
<b>Total gross profit</b>	<b>96,536</b>	<b>107,614</b>	<b>117,358</b>	<b>120,738</b>	<b>109,133</b>	<b>118,780</b>	<b>121,385</b>	<b>132,901</b>	<b>12,163</b>	<b>10 %</b>	<b>11,516</b>	<b>9 %</b>	<b>389,763</b>	<b>442,246</b>	<b>482,199</b>	<b>39,953</b>	<b>9 %</b>	
Product gross margin	49 %	61 %	62 %	54 %	46 %	53 %	55 %	60 %	5 %		5 %		66 %	57 %	54 %	(3)%		
Subscription and services gross margin	60 %	62 %	63 %	68 %	65 %	66 %	66 %	67 %	(1)%		1 %		61 %	63 %	66 %	3 %		
<b>Total gross margin</b>	<b>57 %</b>	<b>61 %</b>	<b>63 %</b>	<b>65 %</b>	<b>63 %</b>	<b>64 %</b>	<b>64 %</b>	<b>66 %</b>	<b>0 %</b>		<b>2 %</b>		<b>63 %</b>	<b>62 %</b>	<b>64 %</b>	<b>2 %</b>		
Research and development	85,983	76,372	62,665	54,574	58,352	60,747	64,316	59,858	5,284	10 %	(4,458)	(7)%	279,467	279,594	243,273	(36,321)	(13)%	
Sales and marketing	123,028	121,405	110,756	84,310	94,880	89,630	88,901	98,524	14,214	17 %	9,623	11 %	476,166	439,499	371,935	(67,564)	(15)%	
General and administrative	42,256	33,809	32,860	30,914	27,615	27,833	29,843	40,306	9,392	30 %	10,463	35 %	141,790	139,839	125,597	(14,242)	(10)%	
Restructuring charges	1,670	3,537	22,423	—	—	—	—	—	—		—		—	27,630	—	(27,630)	(100)%	
<b>Total operating expenses</b>	<b>252,937</b>	<b>235,123</b>	<b>228,704</b>	<b>169,798</b>	<b>180,847</b>	<b>178,210</b>	<b>183,060</b>	<b>198,688</b>	<b>28,890</b>	<b>17 %</b>	<b>15,628</b>	<b>9 %</b>	<b>897,423</b>	<b>886,562</b>	<b>740,805</b>	<b>(145,757)</b>	<b>(16)%</b>	
<b>Operating loss</b>	<b>(156,401)</b>	<b>(127,509)</b>	<b>(111,346)</b>	<b>(49,060)</b>	<b>(71,714)</b>	<b>(59,430)</b>	<b>(61,675)</b>	<b>(65,787)</b>	<b>(16,727)</b>	<b>34 %</b>	<b>(4,112)</b>	<b>7 %</b>	<b>(507,660)</b>	<b>(444,316)</b>	<b>(258,606)</b>	<b>185,710</b>	<b>(42)%</b>	
<i>Operating margin</i>	(93)%	(73)%	(60)%	(27)%	(41)%	(32)%	(33)%	(33)%					(81)%	(62)%	(34)%			
Other income (expense), net	(9,529)	(11,473)	(10,799)	(12,733)	(9,981)	(10,337)	(10,143)	(9,992)	2,741	(22)%	151	(1)%	(27,465)	(44,534)	(40,453)	4,081	(9)%	
<b>Loss before income taxes</b>	<b>(165,930)</b>	<b>(138,982)</b>	<b>(122,145)</b>	<b>(61,793)</b>	<b>(81,695)</b>	<b>(69,767)</b>	<b>(71,818)</b>	<b>(75,779)</b>	<b>(13,986)</b>	<b>23 %</b>	<b>(3,961)</b>	<b>6 %</b>	<b>(535,125)</b>	<b>(488,850)</b>	<b>(299,059)</b>	<b>189,791</b>	<b>(39)%</b>	
Provision (benefit) for income taxes	(10,030)	338	1,228	(257)	1,293	965	1,127	1,247	1,504	(585)%	120	11 %	4,090	(8,721)	4,632	13,353	(153)%	
<b>Net loss attributable to common stockholders, basic and diluted</b>	<b>(155,900)</b>	<b>(139,320)</b>	<b>(123,373)</b>	<b>(61,536)</b>	<b>(82,988)</b>	<b>(70,732)</b>	<b>(72,945)</b>	<b>(77,026)</b>	<b>(15,490)</b>	<b>25 %</b>	<b>(4,081)</b>	<b>6 %</b>	<b>(539,215)</b>	<b>(480,129)</b>	<b>(303,691)</b>	<b>176,438</b>	<b>(37)%</b>	
Net loss per share, basic and diluted	\$ (0.98)	\$ (0.86)	\$ (0.75)	\$ (0.37)	\$ (0.48)	\$ (0.40)	\$ (0.41)	\$ (0.42)	\$ (0.05)	15 %	\$ (0.02)	4 %	\$ (3.50)	\$ (2.94)	\$ (1.71)	\$ 1.23	(42)%	
Weighted average shares, basic and diluted	158,781	162,045	164,728	167,228	172,236	176,645	179,732	182,281	15,053	9 %	2,549	1 %	154,120	163,211	177,757	14,546	9 %	

**Non-GAAP Adjustments:**
**Stock-based Compensation**

Product cost of revenue	667	614	516	295	535	519	546	541	246	83 %	(5)	(1)%	1,588	2,092	2,141	49	2 %
Services cost of revenue	9,601	7,653	7,759	4,798	7,497	6,873	7,767	8,378	3,580	75 %	611	8 %	29,435	29,811	30,515	704	2 %
Cost of revenue	10,268	8,267	8,275	5,093	8,032	7,392	8,313	8,919	3,826	75 %	606	7 %	31,023	31,903	32,656	753	2 %
R&D	24,430	19,025	11,422	9,878	14,525	14,057	14,400	13,738	3,860	39 %	(662)	(5)%	68,329	64,755	56,720	(8,035)	(12)%
S&M	16,154	17,606	13,915	10,075	14,015	10,219	11,674	10,858	783	8 %	(816)	(7)%	73,286	57,750	46,766	(10,984)	(19)%
G&A	13,215	12,410	11,815	5,903	7,317	7,729	7,821	7,327	1,424	24 %	(494)	(6)%	49,793	43,343	30,194	(13,149)	(30)%
Restructuring	—	—	1,144	—	—	—	—	—	—		—		—	1,144	—	(1,144)	(100)%
<b>Total</b>	<b>64,067</b>	<b>57,308</b>	<b>46,571</b>	<b>30,949</b>	<b>43,889</b>	<b>39,397</b>	<b>42,208</b>	<b>40,842</b>	<b>9,893</b>	<b>32 %</b>	<b>(1,366)</b>	<b>(3)%</b>	<b>222,431</b>	<b>198,895</b>	<b>166,336</b>	<b>(32,559)</b>	<b>(16)%</b>

**Amortization of Intangibles**

Product cost of revenue	3,064	3,064	3,064	3,064	2,802	2,802	2,802	2,781	(283)	(9)%	(21)	(1)%	12,256	12,256	11,187	(1,069)	(9)%
Services cost of revenue	7,751	8,530	8,489	8,406	7,376	7,374	7,375	7,375	(1,031)	(12)%	—	—%	21,900	33,176	29,500	(3,676)	(11)%
Cost of revenue	10,815	11,594	11,553	11,470	10,178	10,176	10,177	10,156	(1,314)	(11)%	(21)	(0)%	34,156	45,432	40,687	(4,745)	(10)%
R&D	131	163	162	162	162	163	162	257	95	59 %	95	59 %	—	618	744	126	20 %
S&M	4,219	4,759	4,553	4,447	4,447	4,448	4,447	4,541	94	2 %	94	2 %	12,908	17,978	17,883	(95)	(1)%
G&A	—	—	—	—	—	—	—	—	—		—		—	—	—	—	
<b>Total</b>	<b>15,165</b>	<b>16,516</b>	<b>16,268</b>	<b>16,079</b>	<b>14,787</b>	<b>14,787</b>	<b>14,786</b>	<b>14,954</b>	<b>(1,125)</b>	<b>(7)%</b>	<b>168</b>	<b>1 %</b>	<b>47,064</b>	<b>64,028</b>	<b>59,314</b>	<b>(4,714)</b>	<b>(7)%</b>

**Other expenses**

Acquisition-related expenses	2,413	—	—	—	—	—	—	440	440		440		1,431	2,413	440	(1,973)	(82)%
Change in fair value of contingent earn-out liability	—	1,156	600	600	13	(67)	—	—	(600)	(100)%	—		—	2,356	(54)	(2,410)	(102)%
Restructuring	1,670	3,537	22,423	—	—	—	—	—	—		—		—	27,630	—	(27,630)	(100)%
Non-cash interest expense	8,780	8,889	9,001	9,112	9,226	9,340	9,457	9,575	463	5 %	118	1 %	20,069	35,782	37,598	1,816	5 %
Change in Fair Value of Warrants	—	—	—	—	—	—	—	—	—		—		—	—	—	—	
Litigation settlement-related expense	—	—	—	—	—	—	—	12,500	12,500		12,500		—	—	12,500	12,500	
Discrete benefit from income taxes	(11,282)	(753)	216	(20)	—	—	—	—	20	(100)%	—		—	(11,839)	—	11,839	(100)%

**Total Non-GAAP Adjustments**

	80,813	86,653	93,935	56,720	67,915	63,457	66,451	78,311	21,591	38 %	11,860	18 %	290,995	318,121	276,134	(41,987)	(13)%
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GAAP to Non-GAAP Reconciliations

	2016				2017				Annual		
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	2015 Rounded (\$000)	2016 Rounded (\$000)	2017 Rounded (\$000)
Total Revenue	167,966	175,041	186,411	184,696	173,738	185,472	189,603	202,273	622,967	714,114	751,086
Plus change in deferred revenue	39,084	21,369	28,967	37,098	(21,331)	(13,449)	12,077	39,931	174,455	126,518	17,228
Less deferred revenue assumed	(21,087)	—	—	—	—	—	—	—	—	(21,087)	—
Non-GAAP Billings	185,963	196,410	215,378	221,794	152,407	172,023	201,680	242,204	797,422	819,545	768,314
Cost of Product Revenue	17,133	15,959	16,675	15,391	12,851	14,676	13,815	15,465	74,481	65,158	56,807
Stock based compensation	(667)	(614)	(516)	(295)	(535)	(519)	(546)	(541)	(1,588)	(2,092)	(2,141)
Amortization of intangibles	(3,064)	(3,064)	(3,064)	(3,064)	(2,802)	(2,802)	(2,802)	(2,781)	(12,256)	(12,256)	(11,187)
Non-GAAP cost of product revenue	13,402	12,281	13,095	12,032	9,514	11,355	10,467	12,143	60,637	50,810	43,479
Cost of Subscription and Services Revenue	54,297	51,468	52,378	48,567	51,754	52,016	54,403	53,907	158,723	206,710	212,080
Stock based compensation	(9,601)	(7,653)	(7,759)	(4,798)	(7,497)	(6,873)	(7,767)	(8,378)	(29,435)	(29,811)	(30,515)
Amortization of intangibles	(7,751)	(8,530)	(8,489)	(8,406)	(7,376)	(7,374)	(7,375)	(7,375)	(21,900)	(33,176)	(29,500)
Non-GAAP cost of subscription and services revenue	36,945	35,285	36,130	35,363	36,881	37,769	39,261	38,154	107,388	143,723	152,065
Total Cost of Revenue	71,430	67,427	69,053	63,958	64,605	66,692	68,218	69,372	233,204	271,868	268,887
Stock based compensation	(10,268)	(8,267)	(8,275)	(5,093)	(8,032)	(7,392)	(8,313)	(8,919)	(31,023)	(31,903)	(32,656)
Amortization of intangibles	(10,815)	(11,594)	(11,553)	(11,470)	(10,178)	(10,176)	(10,177)	(10,156)	(34,156)	(45,432)	(40,687)
Non-GAAP cost of revenue	50,347	47,566	49,225	47,395	46,395	49,124	49,728	50,297	168,025	194,533	195,544
Gross profit - Product	16,574	24,817	27,182	18,195	10,892	16,527	16,657	22,813	142,151	86,768	66,889
Stock based compensation	667	614	516	295	535	519	546	541	1,588	2,092	2,141
Amortization of intangibles	3,064	3,064	3,064	3,064	2,802	2,802	2,802	2,781	12,256	12,256	11,187
Non-GAAP gross profit - product	20,305	28,495	30,762	21,554	14,229	19,848	20,005	26,135	155,995	101,116	80,217
Gross profit - Subscription and Services	79,962	82,797	90,176	102,543	98,241	102,253	104,728	110,088	247,612	355,478	415,310
Stock based compensation	9,601	7,653	7,759	4,798	7,497	6,873	7,767	8,378	29,435	29,811	30,515
Amortization of intangibles	7,751	8,530	8,489	8,406	7,376	7,374	7,375	7,375	21,900	33,176	29,500
Non-GAAP gross profit - subscription and services	97,314	98,980	106,424	115,747	113,114	116,500	119,870	125,841	298,947	418,465	475,325
Gross profit	96,536	107,614	117,358	120,738	109,133	118,780	121,385	132,901	389,763	442,246	482,199
Stock based compensation	10,268	8,267	8,275	5,093	8,032	7,392	8,313	8,919	31,023	31,903	32,656
Amortization of intangibles	10,815	11,594	11,553	11,470	10,178	10,176	10,177	10,156	34,156	45,432	40,687
Non-GAAP gross profit	117,619	127,475	137,186	137,301	127,343	136,348	139,875	151,976	454,942	519,581	555,542
Research and development	85,983	76,372	62,665	54,574	58,352	60,747	64,316	59,858	279,467	279,594	243,273
Stock based compensation	(24,430)	(19,025)	(11,422)	(9,878)	(14,525)	(14,057)	(14,400)	(13,738)	(68,329)	(64,755)	(56,720)
Amortization of intangibles	(131)	(163)	(162)	(162)	(162)	(163)	(162)	(257)	—	(618)	(744)
Non-GAAP research and development	61,422	57,184	51,081	44,534	43,665	46,527	49,754	45,863	211,138	214,221	185,809
Sales and marketing	123,028	121,405	110,756	84,310	94,880	89,630	88,901	98,524	476,166	439,499	371,935
Stock based compensation	(16,154)	(17,606)	(13,915)	(10,075)	(14,015)	(10,219)	(11,674)	(10,858)	(73,286)	(57,750)	(46,766)
Amortization of intangibles	(4,219)	(4,759)	(4,553)	(4,447)	(4,447)	(4,448)	(4,447)	(4,541)	(12,908)	(17,978)	(17,883)
Non-GAAP sales and marketing	102,655	99,040	92,288	69,788	76,418	74,963	72,780	83,125	389,972	363,771	307,286
General and administrative	42,256	33,809	32,860	30,914	27,615	27,833	29,843	40,306	141,790	139,839	125,597
Stock based compensation	(13,215)	(12,410)	(11,815)	(5,903)	(7,317)	(7,729)	(7,821)	(7,327)	(49,793)	(43,343)	(30,194)
Amortization of intangibles	—	—	—	—	—	—	—	—	—	—	—
Acquisition related costs	(2,413)	—	—	—	—	—	—	(440)	(1,431)	(2,413)	(440)
Legal settlement-related expense	—	—	—	—	—	—	—	(12,500)	—	—	(12,500)
Change in fair value of contingent earn-out liability	—	(1,156)	(600)	(600)	(13)	67	—	—	—	(2,356)	54
Non-GAAP general and administrative	26,628	20,243	20,445	24,411	20,285	20,171	22,022	20,039	90,566	91,727	82,517
Restructuring charges											
Restructuring	(1,670)	(3,537)	(22,423)	—	—	—	—	—	—	(27,630)	—
Total operating expenses	252,937	235,123	228,704	169,798	180,847	178,210	183,060	198,688	897,423	886,562	740,805
Stock based compensation	(53,799)	(49,041)	(37,152)	(25,856)	(35,857)	(32,005)	(33,895)	(31,923)	(191,408)	(165,848)	(133,680)
Amortization of intangibles	(4,350)	(4,922)	(4,715)	(4,609)	(4,609)	(4,611)	(4,609)	(4,798)	(12,908)	(18,596)	(18,627)
Acquisition related costs	(2,413)	—	—	—	—	—	—	(440)	(1,431)	(2,413)	(440)
Legal settlement-related expense	—	—	—	—	—	—	—	(12,500)	—	—	(12,500)
Change in fair value of contingent earn-out liability	—	(1,156)	(600)	(600)	(13)	67	—	—	—	(2,356)	54
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	141,661	144,556	149,027	691,676	669,719	575,612



GAAP to Non-GAAP Reconciliations

	2016				2017				Annual		
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	2015 Rounded (\$000)	2016 Rounded (\$000)	2017 Rounded (\$000)
Operating loss	(156,401)	(127,509)	(111,346)	(49,060)	(71,714)	(59,430)	(61,675)	(65,787)	(507,660)	(444,316)	(258,606)
Stock based compensation	64,067	57,308	45,427	30,949	43,889	39,397	42,208	40,842	222,431	197,751	166,336
Amortization of intangibles	15,165	16,516	16,268	16,079	14,787	14,787	14,786	14,954	47,064	64,028	59,314
Acquisition related costs	2,413	—	—	—	—	—	—	440	1,431	2,413	440
Legal settlement-related expense	—	—	—	—	—	—	—	12,500	—	—	12,500
Change in fair value of contingent earn-out liability	—	1,156	600	600	13	(67)	—	—	—	2,356	(54)
Restructuring charges	1,670	3,537	22,423	—	—	—	—	—	—	27,630	—
Non-GAAP operating loss	(73,086)	(48,992)	(26,628)	(1,432)	(13,025)	(5,313)	(4,681)	2,949	(236,734)	(150,138)	(20,070)
Other income (expense), net	(9,529)	(11,473)	(10,799)	(12,733)	(9,981)	(10,337)	(10,143)	(9,992)	(27,465)	(44,534)	(40,453)
Non-cash interest expense	8,780	8,889	9,001	9,112	9,226	9,340	9,457	9,575	20,069	35,782	37,598
Change in fair value of warrants	—	—	—	—	—	—	—	—	—	—	—
Non-GAAP other income (expense), net	(749)	(2,584)	(1,798)	(3,621)	(755)	(997)	(686)	(417)	(7,396)	(8,752)	(2,855)
Tax provision (benefit)	(10,030)	338	1,228	(257)	1,293	965	1,127	1,247	4,090	(8,721)	4,632
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	965	1,127	1,247	4,090	3,118	4,632
Net loss attributable to common stockholders, basic and diluted	(155,900)	(139,320)	(123,373)	(61,536)	(82,988)	(70,732)	(72,945)	(77,026)	(539,215)	(480,129)	(303,691)
Stock based compensation	64,067	57,308	45,427	30,949	43,889	39,397	42,208	40,842	222,431	197,751	166,336
Amortization of intangibles	15,165	16,516	16,268	16,079	14,787	14,787	14,786	14,954	47,064	64,028	59,314
Acquisition related costs	2,413	—	—	—	—	—	—	440	1,431	2,413	440
Legal settlement-related expense	—	—	—	—	—	—	—	12,500	—	—	12,500
Change in fair value of contingent earn-out liability	—	1,156	600	600	13	(67)	—	—	—	2,356	(54)
Restructuring charges	1,670	3,537	22,423	—	—	—	—	—	—	27,630	—
Non-cash interest expense	8,780	8,889	9,001	9,112	9,226	9,340	9,457	9,575	20,069	35,782	37,598
Change in fair value of warrants	—	—	—	—	—	—	—	—	—	—	—
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)	(7,275)	(6,494)	1,285	(248,220)	(162,008)	(27,557)



Non-GAAP Income Statement

	2016				2017				Y/Y Change		Q/Q Change		Annual			Y/Y Change	
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Rounded (\$000)	%	Rounded (\$000)	%	2015 Rounded (\$000)	2016 Rounded (\$000)	2017 Rounded (\$000)	2017 YTD Rounded (\$000)	%
<b>Billings</b>	<b>185,963</b>	<b>196,410</b>	<b>215,378</b>	<b>221,794</b>	<b>152,407</b>	<b>172,023</b>	<b>201,680</b>	<b>242,204</b>	<b>20,410</b>	<b>9 %</b>	<b>40,524</b>	<b>20 %</b>	<b>797,422</b>	<b>819,545</b>	<b>768,314</b>	<b>(51,231)</b>	<b>(6)%</b>
<b>Revenue:</b>																	
Product	33,707	40,776	43,857	33,586	23,743	31,203	30,472	38,278	4,692	14 %	7,806	26 %	216,632	151,926	123,696	(28,230)	(19)%
Subscription and services	134,259	134,265	142,554	151,110	149,995	154,269	159,131	163,995	12,885	9 %	4,864	3 %	406,335	562,188	627,390	65,202	12 %
<b>Total revenue</b>	<b>167,966</b>	<b>175,041</b>	<b>186,411</b>	<b>184,696</b>	<b>173,738</b>	<b>185,472</b>	<b>189,603</b>	<b>202,273</b>	<b>17,577</b>	<b>10 %</b>	<b>12,670</b>	<b>7 %</b>	<b>622,967</b>	<b>714,114</b>	<b>751,086</b>	<b>36,972</b>	<b>5 %</b>
<b>Cost of revenue:</b>																	
Product	13,402	12,281	13,095	12,032	9,514	11,355	10,467	12,143	111	1 %	1,676	16 %	60,637	50,810	43,479	(7,331)	(14)%
Subscription and services	36,945	35,285	36,130	35,363	36,881	37,769	39,261	38,154	2,791	8 %	(1,107)	(3)%	107,388	143,723	152,065	8,342	6 %
<b>Total cost of revenue</b>	<b>50,347</b>	<b>47,566</b>	<b>49,225</b>	<b>47,395</b>	<b>46,395</b>	<b>49,124</b>	<b>49,728</b>	<b>50,297</b>	<b>2,902</b>	<b>6 %</b>	<b>569</b>	<b>1 %</b>	<b>168,025</b>	<b>194,533</b>	<b>195,544</b>	<b>1,011</b>	<b>1 %</b>
<b>Total gross profit</b>	<b>117,619</b>	<b>127,475</b>	<b>137,186</b>	<b>137,301</b>	<b>127,343</b>	<b>136,348</b>	<b>139,875</b>	<b>151,976</b>	<b>14,675</b>	<b>11 %</b>	<b>12,101</b>	<b>9 %</b>	<b>454,942</b>	<b>519,581</b>	<b>555,542</b>	<b>35,961</b>	<b>7 %</b>
Product gross margin	60 %	70 %	70 %	64 %	60 %	64 %	66 %	68 %	4 %		3 %		72 %	67 %	65 %	(2)%	
Subscription and services gross margin	72 %	74 %	75 %	77 %	75 %	76 %	75 %	77 %	0 %		1 %		74 %	74 %	76 %	1 %	
<b>Total gross margin</b>	<b>70 %</b>	<b>73 %</b>	<b>74 %</b>	<b>74 %</b>	<b>73 %</b>	<b>74 %</b>	<b>74 %</b>	<b>75 %</b>	<b>1 %</b>		<b>1 %</b>		<b>73 %</b>	<b>73 %</b>	<b>74 %</b>	<b>1 %</b>	
Research and development	61,422	57,184	51,081	44,534	43,665	46,527	49,754	45,863	1,329	3 %	(3,891)	(8)%	211,138	214,221	185,809	(28,412)	(13)%
Sales and marketing	102,655	99,040	92,288	69,788	76,418	74,963	72,780	83,125	13,337	19 %	10,345	14 %	389,972	363,771	307,286	(56,485)	(16)%
General and administrative	26,628	20,243	20,445	24,411	20,285	20,171	22,022	20,039	(4,372)	(18)%	(1,983)	(9)%	90,566	91,727	82,517	(9,210)	(10)%
<b>Total operating expenses</b>	<b>190,705</b>	<b>176,467</b>	<b>163,814</b>	<b>138,733</b>	<b>140,368</b>	<b>141,661</b>	<b>144,556</b>	<b>149,027</b>	<b>10,294</b>	<b>7 %</b>	<b>4,471</b>	<b>3 %</b>	<b>691,676</b>	<b>669,719</b>	<b>575,612</b>	<b>(94,107)</b>	<b>(14)%</b>
<b>Operating income/(loss)</b>	<b>(73,086)</b>	<b>(48,992)</b>	<b>(26,628)</b>	<b>(1,432)</b>	<b>(13,025)</b>	<b>(5,313)</b>	<b>(4,681)</b>	<b>2,949</b>	<b>4,381</b>	<b>(306)%</b>	<b>7,630</b>	<b>(163)%</b>	<b>(236,734)</b>	<b>(150,138)</b>	<b>(20,070)</b>	<b>130,068</b>	<b>(87)%</b>
<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>1 %</i>	<i>2 %</i>		<i>4 %</i>		<i>(38)%</i>	<i>(21)%</i>	<i>(3)%</i>	<i>18 %</i>	
Other income (expense), net	(749)	(2,584)	(1,798)	(3,621)	(755)	(997)	(686)	(417)	3,204	(88)%	269	(39)%	(7,396)	(8,752)	(2,855)	5,897	(67)%
<b>Income/(Loss) before income taxes</b>	<b>(73,835)</b>	<b>(51,576)</b>	<b>(28,426)</b>	<b>(5,053)</b>	<b>(13,780)</b>	<b>(6,310)</b>	<b>(5,367)</b>	<b>2,532</b>	<b>7,585</b>	<b>(150)%</b>	<b>7,899</b>	<b>(147)%</b>	<b>(244,130)</b>	<b>(158,890)</b>	<b>(22,925)</b>	<b>135,965</b>	<b>(86)%</b>
Provision (benefit) for income taxes	1,252	1,091	1,012	(237)	1,293	965	1,127	1,247	1,484	(626)%	120	11 %	4,090	3,118	4,632	1,514	49 %
<b>Income/(Loss) attributable to common stockholders</b>	<b>(75,087)</b>	<b>(52,667)</b>	<b>(29,438)</b>	<b>(4,816)</b>	<b>(15,073)</b>	<b>(7,275)</b>	<b>(6,494)</b>	<b>1,285</b>	<b>6,101</b>	<b>(127)%</b>	<b>7,779</b>	<b>(120)%</b>	<b>(248,220)</b>	<b>(162,008)</b>	<b>(27,557)</b>	<b>134,451</b>	<b>(83)%</b>
Net income/(loss) per share																	
Basic	\$ (0.47)	\$ (0.33)	\$ (0.18)	\$ (0.03)	\$ (0.09)	\$ (0.04)	\$ (0.04)	\$ 0.01	\$ 0.04	(133)%	\$ 0.05	(125)%	\$ (1.61)	\$ (0.99)	\$ (0.16)	\$ 0.83	(84)%
Diluted																	
Weighted-average shares outstanding																	
Basic	158,781	162,045	164,728	167,228	172,236	176,645	179,732	182,281	15,053	9 %	2,549	1 %	154,120	163,211	177,757	14,546	9 %
Diluted								189,974									
<b>% of Revenue:</b>																	
Product cost of revenue	40 %	30 %	30 %	36 %	40 %	36 %	34 %	32 %	(4)%		(3)%		28 %	33 %	35 %	2 %	
Subscription and services cost of revenue	28 %	26 %	25 %	23 %	25 %	24 %	25 %	23 %	(0)%		(1)%		26 %	26 %	24 %	(1)%	
<b>Total cost of revenue</b>	<b>30 %</b>	<b>27 %</b>	<b>26 %</b>	<b>26 %</b>	<b>27 %</b>	<b>26 %</b>	<b>26 %</b>	<b>25 %</b>	<b>(1)%</b>		<b>(1)%</b>		<b>27 %</b>	<b>27 %</b>	<b>26 %</b>	<b>(1)%</b>	
Research and development	37 %	33 %	27 %	24 %	25 %	25 %	26 %	23 %	(1)%		(4)%		34 %	30 %	25 %	(5)%	
Sales and marketing	61 %	57 %	50 %	38 %	44 %	40 %	38 %	41 %	3 %	3 %	3 %		63 %	51 %	41 %	(10)%	
General and administrative	16 %	12 %	11 %	13 %	12 %	11 %	12 %	10 %	(3)%		(2)%		15 %	13 %	11 %	(2)%	
<b>Total operating expenses</b>	<b>114 %</b>	<b>101 %</b>	<b>88 %</b>	<b>75 %</b>	<b>81 %</b>	<b>76 %</b>	<b>76 %</b>	<b>74 %</b>	<b>(1)%</b>		<b>(3)%</b>		<b>111 %</b>	<b>94 %</b>	<b>77 %</b>	<b>(17)%</b>	



**Balance Sheet**

**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	12/31/2017	12/31/2017		12/31/2017		12/31/2017	
	Rounded (\$000)	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	180,891	(42,776)	(19)%	20,084	12 %	(42,776)	(19)%
Short term investments	746,027	732,829	702,469	712,058	711,637	716,393	717,960	715,911	3,853	1 %	(2,049)	(0)%	3,853	1 %
Accounts receivable, net of allowance for doubtful accounts	141,247	124,281	124,017	121,150	105,900	109,971	120,170	140,049	18,899	16 %	19,879	17 %	18,899	16 %
Inventories, net	10,778	9,981	7,807	5,955	6,195	5,837	5,368	5,746	(209)	(4)%	378	7 %	(209)	(4)%
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	34,541	9,460	38 %	(2,285)	(6)%	9,460	38 %
<b>Total current assets</b>	<b>1,108,243</b>	<b>1,080,178</b>	<b>1,085,947</b>	<b>1,087,911</b>	<b>1,017,384</b>	<b>1,023,700</b>	<b>1,041,131</b>	<b>1,077,138</b>	<b>(10,773)</b>	<b>(1)%</b>	<b>36,007</b>	<b>3 %</b>	<b>(10,773)</b>	<b>(1)%</b>
Property and equipment, net	81,324	73,386	67,219	61,852	60,814	60,122	67,147	71,357	9,505	15 %	4,210	6 %	9,505	15 %
Goodwill	974,184	977,964	978,387	978,260	978,260	978,260	978,260	984,661	6,401	1 %	6,401	1 %	6,401	1 %
Intangible assets	290,595	276,380	260,111	244,032	229,245	214,458	199,671	187,388	(56,644)	(23)%	(12,283)	(6)%	(56,644)	(23)%
Deposits and other long-term assets	12,084	11,939	11,184	10,910	10,292	9,003	10,140	11,537	627	6 %	1,397	14 %	627	6 %
<b>Total assets</b>	<b>2,466,430</b>	<b>2,419,847</b>	<b>2,402,848</b>	<b>2,382,965</b>	<b>2,295,995</b>	<b>2,285,543</b>	<b>2,296,349</b>	<b>2,332,081</b>	<b>(50,884)</b>	<b>(2)%</b>	<b>35,732</b>	<b>2 %</b>	<b>(50,884)</b>	<b>(2)%</b>

**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	35,684	15,415	76 %	3,197	10 %	15,415	76 %
Accrued liabilities	36,082	27,973	29,322	22,997	22,067	20,387	21,918	19,569	(3,428)	(15)%	(2,349)	(11)%	(3,428)	(15)%
Accrued compensation	105,893	105,058	126,193	96,004	50,083	50,142	59,117	59,588	(36,416)	(38)%	471	1 %	(36,416)	(38)%
Debt, current portion	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Deferred revenue, current portion	329,095	342,527	362,081	397,118	396,628	395,882	409,442	443,064	45,946	12 %	33,622	8 %	45,946	12 %
<b>Total current liabilities</b>	<b>508,786</b>	<b>508,002</b>	<b>547,413</b>	<b>536,388</b>	<b>494,265</b>	<b>494,321</b>	<b>522,964</b>	<b>557,905</b>	<b>21,517</b>	<b>4 %</b>	<b>34,941</b>	<b>7 %</b>	<b>21,517</b>	<b>4 %</b>
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	779,578	37,598	5 %	9,575	1 %	37,598	5 %
Deferred revenue, non-current portion	236,987	244,924	254,337	256,398	235,557	222,854	221,371	227,680	(28,718)	(11)%	6,309	3 %	(28,718)	(11)%
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	22,102	15,015	212 %	6,902	45 %	15,015	212 %
<b>Total liabilities</b>	<b>1,470,049</b>	<b>1,486,617</b>	<b>1,542,873</b>	<b>1,541,853</b>	<b>1,489,348</b>	<b>1,493,159</b>	<b>1,529,538</b>	<b>1,587,265</b>	<b>45,412</b>	<b>3 %</b>	<b>57,727</b>	<b>4 %</b>	<b>45,412</b>	<b>3 %</b>

**Stockholders' equity (deficit):**

Convertible Preferred Stock	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Common stock, par value \$0.0001 per share	17	17	17	17	18	18	18	19	2	12 %	1	6 %	2	12 %
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	2,891,441	208,532	8 %	56,697	2 %	208,532	8 %
Treasury stock	(150,000)	(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)	(2,881)	(1,139)	65 %	(1,667)	137 %	(1,139)	65 %
Accumulated deficit	(1,365,843)	(1,505,163)	(1,628,536)	(1,690,072)	(1,773,060)	(1,843,792)	(1,916,737)	(1,993,763)	(303,691)	18 %	(77,026)	4 %	(303,691)	18 %
<b>Total stockholders' equity (deficit)</b>	<b>996,381</b>	<b>933,230</b>	<b>859,975</b>	<b>841,112</b>	<b>806,647</b>	<b>792,384</b>	<b>766,811</b>	<b>744,816</b>	<b>(96,296)</b>	<b>(11)%</b>	<b>(21,995)</b>	<b>(3)%</b>	<b>(96,296)</b>	<b>(11)%</b>
<b>Total liabilities, convertible preferred stock and stockholders' equity (deficit)</b>	<b>2,466,430</b>	<b>2,419,847</b>	<b>2,402,848</b>	<b>2,382,965</b>	<b>2,295,995</b>	<b>2,285,543</b>	<b>2,296,349</b>	<b>2,332,081</b>	<b>(50,884)</b>	<b>(2)%</b>	<b>35,732</b>	<b>2 %</b>	<b>(50,884)</b>	<b>(2)%</b>



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 acquire  
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  
Proceeds from sale of property and equipment  
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  
Payments of costs related to stock offerings  
Net proceeds from issuance of convertible preferred stock  
Net proceeds from convertible debt offering  
Prepaid forward stock purchase  
Borrowing from line of credit  
Repayment of line of credit  
Repayment of term loan  
Repayment of notes receivable from stockholders  
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

	2016				2017				Y/Y Change		Q/Q Change		Annual			Y/Y Change	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Rounded (\$000)	%	Rounded (\$000)	%	2015	2016	2017	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)
Net loss	(155,900)	(139,320)	(123,373)	(61,536)	(82,988)	(70,732)	(72,945)	(77,026)	(15,490)	25 %	(4,081)	6 %	(539,215)	(480,129)	(303,691)	176,438	(37)%
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	24,805	(3,610)	(13)%	(1,034)	(4)%	111,956	119,267	103,417	(15,850)	(13)%
Stock-based compensation	64,239	57,308	46,570	30,949	43,889	39,397	42,206	40,844	9,895	32 %	(1,362)	(3)%	222,119	199,066	166,336	(32,730)	(16)%
Non-cash interest expense related to convertible senior notes	8,780	8,889	9,001	9,112	9,226	9,340	9,457	9,575	463	5 %	118	1 %	20,069	35,782	37,598	1,816	5 %
Change in FV of contingent earn-out liability	—	1,156	600	600	13	(67)	—	—	(600)	(100)%	—	—	—	2,356	(54)	(2,410)	(102)%
Deferred income taxes	(11,053)	(871)	88	(90)	251	—	(304)	(1,234)	(1,144)	1,271 %	(930)	306 %	(1,353)	(11,926)	(1,287)	10,639	(89)%
Other	938	1,603	4,443	2,852	2,119	1,375	1,648	2,075	(777)	(27)%	427	26 %	4,672	9,836	7,217	(2,619)	(27)%
<i>Changes in operating assets and liabilities:</i>																	
Accounts receivable	43,144	16,964	264	1,413	14,584	(4,266)	(10,672)	(20,395)	(21,808)	(1,543)%	(9,723)	91 %	19,126	61,785	(20,749)	(82,534)	(134)%
Inventories	2,325	(497)	1,157	(1,570)	(1,090)	517	(1,317)	(1,443)	127	(8)%	(126)	10 %	(7,820)	1,415	(3,333)	(4,748)	(336)%
Prepaid expenses and other assets	(2,152)	5,560	850	5,086	(4,619)	(6,018)	980	4,921	(165)	(3)%	3,941	402 %	(675)	9,344	(4,736)	(14,080)	(151)%
Accounts payable	(3,391)	(3,451)	(4,756)	(7,495)	3,331	462	(4,753)	7,000	14,495	(193)%	11,753	(247)%	7,705	(19,093)	6,040	25,133	(132)%
Accrued liabilities	902	(7,669)	1,708	(6,095)	(930)	(1,680)	1,531	(2,580)	3,515	(58)%	(4,111)	(269)%	7,495	(11,154)	(3,659)	7,495	(67)%
Accrued transaction costs of acquire	(7,727)	—	—	—	—	—	—	—	—	—	—	—	—	(7,727)	—	7,727	(100)%
Accrued compensation	(8,989)	(5,423)	20,554	(30,763)	(7,006)	125	8,976	470	31,233	(102)%	(8,506)	(95)%	14,742	(24,621)	2,565	27,186	(110)%
Deferred revenue	17,997	21,369	28,968	37,097	(21,331)	(13,449)	12,077	39,930	2,833	8 %	27,853	231 %	174,455	105,431	17,227	(88,204)	(84)%
Other long-term liabilities	(2,132)	526	(1,568)	(1,043)	1,234	7,118	(236)	6,633	7,676	(736)%	6,869	(2,911)%	3,739	(4,217)	14,749	18,966	(450)%
<b>Net cash provided by (used in) operating activities</b>	<b>(22,516)</b>	<b>(13,132)</b>	<b>14,131</b>	<b>6,932</b>	<b>(16,952)</b>	<b>(11,470)</b>	<b>12,487</b>	<b>33,575</b>	<b>26,643</b>	<b>384 %</b>	<b>21,088</b>	<b>169 %</b>	<b>37,015</b>	<b>(14,585)</b>	<b>17,640</b>	<b>32,225</b>	<b>(221)%</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>																	
Acquisition of business, net of cash acquired	(204,926)	—	—	—	—	—	—	(4,300)	(4,300)	—	(4,300)	—	—	(204,926)	(4,300)	200,626	(98)%
Purchase of property and equipment and demonstration units	(14,257)	(6,821)	(6,931)	(8,305)	(8,483)	(8,829)	(8,612)	(17,855)	(9,550)	115 %	(9,243)	107 %	(54,549)	(36,314)	(43,779)	(7,465)	21 %
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)	(93,732)	33,646	(26)%	(1,016)	1 %	(769,097)	(507,073)	(409,358)	97,715	(19)%
Maturity of short-term investments	111,319	160,280	167,025	115,734	94,689	118,825	90,528	93,441	(22,293)	(19)%	2,913	3 %	245,116	554,358	397,483	(156,875)	(28)%
Sale of short-term investments	—	4,507	—	—	3,620	—	—	—	—	—	—	—	4,807	4,507	3,620	(887)	(20)%
Purchase of investment in private company	—	—	—	—	—	—	—	(2,500)	(2,500)	—	(2,500)	—	(1,800)	—	(2,500)	(2,500)	—
Lease deposits	(678)	312	(114)	232	(70)	(74)	(307)	(38)	(270)	(116)%	269	(88)%	(1,226)	(248)	(489)	(241)	97 %
<b>Net cash provided by (used in) investing activities</b>	<b>(197,347)</b>	<b>5,834</b>	<b>21,534</b>	<b>(19,717)</b>	<b>(8,724)</b>	<b>(14,508)</b>	<b>(11,107)</b>	<b>(24,984)</b>	<b>(5,267)</b>	<b>27 %</b>	<b>(13,877)</b>	<b>125 %</b>	<b>(576,749)</b>	<b>(189,696)</b>	<b>(59,323)</b>	<b>130,373</b>	<b>(69)%</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>																	
Net proceeds from stock offerings	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Payments of costs related to stock offerings	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Net proceeds from issuance of convertible preferred stock	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Net proceeds from convertible debt offering	—	—	—	—	—	—	—	—	—	—	—	—	896,530	—	—	—	—
Prepaid forward stock purchase	—	—	—	—	—	—	—	—	—	—	—	—	(150,000)	—	—	—	—
Borrowing from line of credit	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Repayment of line of credit	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Repayment of term loan	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Repayment of notes receivable from stockholders	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Repayment of debt of acquired business	(8,842)	—	—	—	—	—	—	—	—	—	—	—	—	(8,842)	—	8,842	(100)%
Payments for contingent earn-outs	—	(67)	(20)	(25)	(38,928)	—	—	—	25	(100)%	—	—	—	(112)	(38,928)	(38,816)	34,657 %
Payment related to shares withheld for taxes	(1,124)	—	—	—	—	(590)	(414)	(404)	(404)	—	10	(2)%	(2,027)	(1,124)	(1,408)	(284)	25 %
Proceeds from employee stock purchase plan	—	12,684	—	9,396	—	10,764	—	9,330	(66)	(1)%	9,330	—	21,880	22,080	20,094	(1,986)	(9)%
Proceeds from exercise of stock options	2,840	3,561	4,059	3,384	4,311	6,872	5,399	2,567	(817)	(24)%	(2,832)	(52)%	29,090	13,844	19,149	5,305	38 %
<b>Net cash provided by (used) in financing activities</b>	<b>(7,126)</b>	<b>16,178</b>	<b>4,039</b>	<b>12,755</b>	<b>(34,617)</b>	<b>17,046</b>	<b>4,985</b>	<b>11,493</b>	<b>(1,262)</b>	<b>(10)%</b>	<b>6,508</b>	<b>131 %</b>	<b>795,473</b>	<b>25,846</b>	<b>(1,093)</b>	<b>(26,939)</b>	<b>(104)%</b>
<b>Net change in cash and cash equivalents</b>	<b>(226,989)</b>	<b>8,880</b>	<b>39,704</b>	<b>(30)</b>	<b>(60,293)</b>	<b>(8,932)</b>	<b>6,365</b>	<b>20,084</b>	<b>20,114</b>	<b>(67,047)%</b>	<b>13,719</b>	<b>216 %</b>	<b>255,739</b>	<b>(178,435)</b>	<b>(42,776)</b>	<b>135,659</b>	<b>(76)%</b>
Cash and cash equivalents, beginning of period	402,102	175,113	183,993	223,697	223,667	163,374	154,442	160,807	(62,890)	(28)%	6,365	4 %	146,363	402,102	223,667	(178,435)	(44)%
<b>Cash and cash equivalents, end of period</b>	<b>175,113</b>	<b>183,993</b>	<b>223,697</b>	<b>223,667</b>	<b>163,374</b>	<b>154,442</b>	<b>160,807</b>	<b>180,891</b>	<b>(42,776)</b>	<b>(19)%</b>	<b>20,084</b>	<b>12 %</b>	<b>402,102</b>	<b>223,667</b>	<b>180,891</b>	<b>(42,776)</b>	<b>(19)%</b>



Revenue Metrics

Revenue:

	2016				2017				Y/Y Change		Q/Q Change		Annual			Y/Y Change	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Rounded (\$000)	%	Rounded (\$000)	%	2015	2016	2017	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)
Product	33,707	40,776	43,857	33,586	23,743	31,203	30,472	38,278	4,692	14 %	7,806	26 %	216,632	151,926	123,696	(28,230)	(19)%
Product subscriptions (including FireEye-aaS)	74,163	76,348	80,899	85,576	87,054	86,341	89,908	93,379	7,803	9 %	3,471	4 %	205,303	316,986	356,682	39,696	13 %
<b>Subtotal: Platform (product + product subscriptions)</b>	<b>107,870</b>	<b>117,124</b>	<b>124,756</b>	<b>119,162</b>	<b>110,797</b>	<b>117,544</b>	<b>120,380</b>	<b>131,657</b>	<b>12,495</b>	<b>10 %</b>	<b>11,277</b>	<b>9 %</b>	<b>421,935</b>	<b>468,912</b>	<b>480,378</b>	<b>11,466</b>	<b>2 %</b>
Support and maintenance	28,413	29,667	32,091	33,170	33,207	34,190	35,701	36,660	3,490	11 %	959	3 %	89,800	123,341	139,758	16,417	13 %
Professional services	31,683	28,250	29,564	32,364	29,734	33,738	33,522	33,956	1,592	5 %	434	1 %	111,232	121,861	130,950	9,089	7 %
<b>Subtotal: Support, maintenance, and professional services</b>	<b>60,096</b>	<b>57,917</b>	<b>61,655</b>	<b>65,534</b>	<b>62,941</b>	<b>67,928</b>	<b>69,223</b>	<b>70,616</b>	<b>5,082</b>	<b>8 %</b>	<b>1,393</b>	<b>2 %</b>	<b>201,032</b>	<b>245,202</b>	<b>270,708</b>	<b>25,506</b>	<b>10 %</b>
<b>Subscription and services as reported</b>	<b>134,259</b>	<b>134,265</b>	<b>142,554</b>	<b>151,110</b>	<b>149,995</b>	<b>154,269</b>	<b>159,131</b>	<b>163,995</b>	<b>12,885</b>	<b>9 %</b>	<b>4,864</b>	<b>3 %</b>	<b>406,335</b>	<b>562,188</b>	<b>627,390</b>	<b>65,202</b>	<b>12 %</b>
<b>Total revenue</b>	<b>167,966</b>	<b>175,041</b>	<b>186,411</b>	<b>184,696</b>	<b>173,738</b>	<b>185,472</b>	<b>189,603</b>	<b>202,273</b>	<b>17,577</b>	<b>10 %</b>	<b>12,670</b>	<b>7 %</b>	<b>622,967</b>	<b>714,114</b>	<b>751,086</b>	<b>36,972</b>	<b>5 %</b>
Product subscriptions and support	102,576	106,015	112,990	118,746	120,261	120,531	125,609	130,039	11,293	10 %	4,430	4 %	295,103	440,327	496,440	56,113	13 %
<i>% of revenue</i>	61 %	61 %	61 %	64 %	69 %	65 %	66 %	64 %	(0)%		(2)%		47 %	62 %	66 %	4 %	
<b>Revenue Mix:</b>																	
Product	20 %	23 %	24 %	18 %	14 %	17 %	16 %	19 %	1 %		3 %		35 %	21 %	16 %	(5)%	
Product subscriptions (including FireEye-aaS)	44 %	44 %	43 %	46 %	50 %	47 %	47 %	46 %	(0)%		(1)%		33 %	44 %	47 %	3 %	
<b>Subtotal: Platform (product + product subscriptions)</b>	<b>64 %</b>	<b>67 %</b>	<b>67 %</b>	<b>65 %</b>	<b>64 %</b>	<b>63 %</b>	<b>63 %</b>	<b>65 %</b>	<b>1 %</b>		<b>2 %</b>		<b>68 %</b>	<b>66 %</b>	<b>64 %</b>	<b>(2)%</b>	
Support and maintenance	17 %	17 %	17 %	18 %	19 %	18 %	19 %	18 %	0 %		(1)%		14 %	17 %	19 %	1 %	
Professional services	19 %	16 %	16 %	18 %	17 %	18 %	18 %	17 %	(1)%		(1)%		18 %	17 %	17 %	0 %	
<b>Subtotal: Support, maintenance, and professional services</b>	<b>36 %</b>	<b>33 %</b>	<b>33 %</b>	<b>35 %</b>	<b>36 %</b>	<b>37 %</b>	<b>37 %</b>	<b>35 %</b>	<b>(1)%</b>		<b>(2)%</b>		<b>32 %</b>	<b>34 %</b>	<b>36 %</b>	<b>2 %</b>	
<b>Revenue by Geography:</b>																	
<b>US Revenue</b>	<b>115,852</b>	<b>121,031</b>	<b>129,619</b>	<b>122,121</b>	<b>115,004</b>	<b>124,506</b>	<b>126,337</b>	<b>128,919</b>	<b>6,798</b>	<b>6 %</b>	<b>2,582</b>	<b>2 %</b>	<b>439,205</b>	<b>488,623</b>	<b>494,766</b>	<b>6,143</b>	<b>1 %</b>
EMEA	24,442	23,965	24,900	28,981	25,321	25,901	28,072	36,717	7,736	27 %	8,645	31 %	80,960	102,288	116,011	13,723	13 %
APAC	21,823	23,380	24,447	25,635	25,853	26,593	25,428	27,117	1,482	6 %	1,689	7 %	73,009	95,285	104,991	9,706	10 %
Other	5,849	6,665	7,445	7,959	7,560	8,472	9,766	9,520	1,561	20 %	(246)	(3)%	29,793	27,918	35,318	7,400	27 %
<b>International Revenue</b>	<b>52,114</b>	<b>54,010</b>	<b>56,792</b>	<b>62,575</b>	<b>58,734</b>	<b>60,966</b>	<b>63,266</b>	<b>73,354</b>	<b>10,779</b>	<b>17 %</b>	<b>10,088</b>	<b>16 %</b>	<b>183,762</b>	<b>225,491</b>	<b>256,320</b>	<b>30,829</b>	<b>14 %</b>
US revenue %	69 %	69 %	70 %	66 %	66 %	67 %	67 %	64 %	(2)%		(3)%		71 %	68 %	66 %	(3)%	
EMEA revenue %	15 %	14 %	13 %	16 %	15 %	14 %	15 %	18 %					13 %	14 %	15 %		
APAC revenue %	13 %	13 %	13 %	14 %	15 %	14 %	13 %	13 %					12 %	13 %	14 %		
Other revenue %	3 %	4 %	4 %	4 %	4 %	5 %	5 %	5 %					5 %	4 %	5 %		
International revenue %	31 %	31 %	30 %	34 %	34 %	33 %	33 %	36 %	2 %		3 %		29 %	32 %	34 %	3 %	



	2016				2017				Y/Y Change		Q/Q Change		Annual			Y/Y Change		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Rounded (\$000)	%	Rounded (\$000)	%	2015	2016	2017	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)	%
<b>Billings:</b>																		
Product	33,370	40,073	47,014	33,489	23,375	30,995	30,192	39,448	5,959	18 %	9,256	31 %	212,233	153,946	124,010	(29,936)	(19)%	
Product subscriptions (including FireEye-aaS)	88,884	88,075	95,490	113,588	73,541	75,077	95,807	116,978	3,390	3 %	21,171	22 %	327,372	386,037	361,403	(24,634)	(6)%	
<b>Subtotal: Platform (product + product subscriptions)</b>	<b>122,254</b>	<b>128,148</b>	<b>142,504</b>	<b>147,077</b>	<b>96,916</b>	<b>106,072</b>	<b>125,999</b>	<b>156,426</b>	<b>9,349</b>	<b>6 %</b>	<b>30,427</b>	<b>24 %</b>	<b>539,605</b>	<b>539,983</b>	<b>485,413</b>	<b>(54,570)</b>	<b>(10)%</b>	
Support and maintenance	31,346	36,724	37,394	38,500	23,757	28,299	37,288	44,518	6,018	16 %	7,230	19 %	137,447	143,964	133,862	(10,102)	(7)%	
Professional services	32,363	31,538	35,480	36,217	31,734	37,652	38,393	41,260	5,043	14 %	2,867	7 %	120,370	135,598	149,039	13,441	10 %	
<b>Subtotal: Support, maintenance, and professional services</b>	<b>63,709</b>	<b>68,262</b>	<b>72,874</b>	<b>74,717</b>	<b>55,491</b>	<b>65,951</b>	<b>75,681</b>	<b>85,778</b>	<b>11,061</b>	<b>15 %</b>	<b>10,097</b>	<b>13 %</b>	<b>257,817</b>	<b>279,562</b>	<b>282,901</b>	<b>3,339</b>	<b>1 %</b>	
<b>Subscription and services as reported</b>	<b>152,593</b>	<b>156,337</b>	<b>168,364</b>	<b>188,305</b>	<b>129,032</b>	<b>141,028</b>	<b>171,488</b>	<b>202,756</b>	<b>14,451</b>	<b>8 %</b>	<b>31,268</b>	<b>18 %</b>	<b>585,189</b>	<b>665,599</b>	<b>644,304</b>	<b>(21,295)</b>	<b>(3)%</b>	
<b>Total billings</b>	<b>185,963</b>	<b>196,410</b>	<b>215,378</b>	<b>221,794</b>	<b>152,407</b>	<b>172,023</b>	<b>201,680</b>	<b>242,204</b>	<b>20,410</b>	<b>9 %</b>	<b>40,524</b>	<b>20 %</b>	<b>797,422</b>	<b>819,545</b>	<b>768,314</b>	<b>(51,231)</b>	<b>(6)%</b>	
<i>YoY Growth</i>	23 %	10 %	2 %	(14)%	(18)%	(12)%	(6)%	9 %	23 %		16 %		35 %	3 %	(6)%	(9)%		
Product subscriptions and support	120,230	124,799	132,884	152,088	97,298	103,376	133,095	161,496	9,408	6 %	28,401	21 %	464,819	530,001	495,265	(34,736)	(7)%	
<i>% of billings</i>	65 %	64 %	62 %	69 %	64 %	60 %	66 %	67 %	(2)%		1 %		58 %	65 %	64 %	(0)%		
<b>Billings Mix:</b>																		
Product	18 %	20 %	22 %	15 %	15 %	18 %	15 %	16 %	1 %		1 %		27 %	19 %	16 %	(3)%		
Product subscriptions (including FireEye-aaS)	48 %	45 %	44 %	51 %	48 %	44 %	48 %	48 %	(3)%		1 %		41 %	47 %	47 %	(0)%		
<b>Subtotal: Platform (product + product subscriptions)</b>	<b>66 %</b>	<b>65 %</b>	<b>66 %</b>	<b>66 %</b>	<b>64 %</b>	<b>62 %</b>	<b>62 %</b>	<b>65 %</b>	<b>(2)%</b>		<b>2 %</b>		<b>68 %</b>	<b>66 %</b>	<b>63 %</b>	<b>(3)%</b>		
Support and maintenance	17 %	19 %	17 %	17 %	16 %	16 %	18 %	18 %	1 %		(0)%		17 %	18 %	17 %	(0)%		
Professional services	17 %	16 %	16 %	16 %	21 %	22 %	19 %	17 %	1 %		(2)%		15 %	17 %	19 %	3 %		
<b>Subtotal: Support, maintenance, and professional services</b>	<b>34 %</b>	<b>35 %</b>	<b>34 %</b>	<b>34 %</b>	<b>36 %</b>	<b>38 %</b>	<b>38 %</b>	<b>35 %</b>	<b>2 %</b>		<b>(2)%</b>		<b>32 %</b>	<b>34 %</b>	<b>37 %</b>	<b>3 %</b>		





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  
  
 Current deferred revenue  
 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	
	3/31/2016	6/30/2016	9/30/2016	12/31/2016	3/31/2017	6/30/2017	9/30/2017	12/31/2017	12/31/2017		12/31/2017	
	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	%	Rounded (\$000)	%
Current Product	8,083	7,549	9,248	8,924	9,245	8,921	7,714	8,956	32	0 %	1,242	16 %
Current Subscription & Services	321,012	334,978	352,833	388,194	387,383	386,961	401,728	434,108	45,914	12 %	32,380	8 %
<b>Current deferred revenue</b>	<b>329,095</b>	<b>342,527</b>	<b>362,081</b>	<b>397,118</b>	<b>396,628</b>	<b>395,882</b>	<b>409,442</b>	<b>443,064</b>	<b>45,946</b>	<b>12 %</b>	<b>33,622</b>	<b>8 %</b>
Less: acquired deferred revenue	(19,622)	—	—	—	—	—	—	—	—		—	
Adjusted ending current deferred revenue	309,473	342,527	362,081	397,118	396,628	395,882	409,442	443,064	45,946	12 %	33,622	8 %
Non-current Product	3,231	3,062	4,520	4,748	4,059	4,175	5,102	5,030	282	6 %	(72)	(1)%
Non-current Subscription & Services	233,756	241,862	249,817	251,650	231,498	218,679	216,269	222,650	(29,000)	(12)%	6,381	3 %
<b>Non-current deferred revenue</b>	<b>236,987</b>	<b>244,924</b>	<b>254,337</b>	<b>256,398</b>	<b>235,557</b>	<b>222,854</b>	<b>221,371</b>	<b>227,680</b>	<b>(28,718)</b>	<b>(11)%</b>	<b>6,309</b>	<b>3 %</b>
Less: acquired deferred revenue	(1,465)	—	—	—	—	—	—	—	—		—	
Adjusted ending non-current deferred revenue	235,522	244,924	254,337	256,398	235,557	222,854	221,371	227,680	(28,718)	(11)%	6,309	3 %
Current deferred revenue	329,095	342,527	362,081	397,118	396,628	395,882	409,442	443,064	45,946	12 %	33,622	8 %
Non-current deferred revenue	236,987	244,924	254,337	256,398	235,557	222,854	221,371	227,680	(28,718)	(11)%	6,309	3 %
<b>Total deferred revenue</b>	<b>566,082</b>	<b>587,451</b>	<b>616,418</b>	<b>653,516</b>	<b>632,185</b>	<b>618,736</b>	<b>630,813</b>	<b>670,744</b>	<b>17,228</b>	<b>3 %</b>	<b>39,931</b>	<b>6 %</b>
Less: acquired deferred revenue	(21,087)	—	—	—	—	—	—	—	—		—	
Adjusted ending deferred revenue	544,995	587,451	616,418	653,516	632,185	618,736	630,813	670,744	17,228	3 %	39,931	6 %
Current deferred revenue %	58 %	58 %	59 %	61 %	63 %	64 %	65 %	66 %	5 %		1 %	
Non-current deferred revenue %	42 %	42 %	41 %	39 %	37 %	36 %	35 %	34 %	(5)%		(1)%	
<b>Ending Product Deferred Revenue</b>	<b>11,314</b>	<b>10,611</b>	<b>13,768</b>	<b>13,672</b>	<b>13,304</b>	<b>13,096</b>	<b>12,816</b>	<b>13,986</b>	<b>314</b>	<b>2 %</b>	<b>1,170</b>	<b>9 %</b>
<b>Ending Subscription &amp; Services Deferred Revenue</b>	<b>554,768</b>	<b>576,840</b>	<b>602,650</b>	<b>639,844</b>	<b>618,881</b>	<b>605,640</b>	<b>617,997</b>	<b>656,758</b>	<b>16,914</b>	<b>3 %</b>	<b>38,761</b>	<b>6 %</b>