

Revenue:

	2016				2017	
	Q1	Q2	Q3	Q4	Q1	Q2
	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
Subscription and services	134,259	134,265	142,554	151,110	149,995	154,269
Total revenue	167,966	175,041	186,411	184,696	173,738	185,472

Cost of revenue:

	2016				2017	
	Q1	Q2	Q3	Q4	Q1	Q2
	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
Product	17,133	15,959	16,675	15,391	12,851	14,676
Subscription and services	54,297	51,468	52,378	48,567	51,754	52,016
Total cost of revenue	71,430	67,427	69,053	63,958	64,605	66,692
Total gross profit	96,536	107,614	117,358	120,738	109,133	118,780

	2016	2017
	Rounded (\$000)	Rounded (\$000)
Product gross margin	49%	53%
Subscription and services gross margin	60%	66%
Total gross margin	57%	64%

	2016				2017	
	Q1	Q2	Q3	Q4	Q1	Q2
	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
Research and development	85,983	76,372	62,665	54,574	58,352	60,747
Sales and marketing	123,028	121,405	110,756	84,310	94,880	89,630
General and administrative	42,256	33,809	32,860	30,914	27,615	27,833
Restructuring charges	1,670	3,537	22,423	-	-	-
Total operating expenses	252,937	235,123	228,704	169,798	180,847	178,210
Operating loss	(156,401)	(127,509)	(111,346)	(49,060)	(71,714)	(59,430)

Operating margin

	2016	2017
	Rounded (\$000)	Rounded (\$000)
Interest income	1,465	2,168
Interest expense	(11,809)	(12,385)
Other expense, net	815	(120)
Other income (expense), net	(9,529)	(10,337)
Loss before income taxes	(165,930)	(138,982)
Provision (benefit) for income taxes	(10,030)	965
Net loss attributable to common stockholders, basic and diluted	(155,900)	(139,320)

	2016	2017
	Rounded (\$000)	Rounded (\$000)
Change in net unrealized gains (losses) on AFS investments	2,162	26
Other comprehensive loss	(153,737)	(70,706)
Net loss per share, basic and diluted	\$ (0.98)	\$ (0.40)
Weighted average shares, basic and diluted	158,781	176,645

Non-GAAP Adjustments:
Stock-based Compensation

	2016	2017
	Rounded (\$000)	Rounded (\$000)
Product cost of revenue	667	519
Services cost of revenue	9,601	6,873
Cost of revenue	10,268	7,392
R&D	24,430	14,057
S&M	16,154	10,219
G&A	13,215	7,729
Restructuring	-	-
Total	64,067	39,397

Amortization of Intangibles

	2016	2017
	Rounded (\$000)	Rounded (\$000)
Product cost of revenue	3,064	2,802
Services cost of revenue	7,751	7,374
Cost of revenue	10,815	10,176
R&D	131	163
S&M	4,219	4,448
Total	15,165	14,787

Other expenses

	2016	2017
	Rounded (\$000)	Rounded (\$000)
Acquisition-related expenses	2,413	-
Change in fair value of contingent earn-out liability	-	(67)
Restructuring	1,670	-
Non-cash interest expense	8,780	9,340
Discrete benefit from income taxes	(11,282)	-

Total Non-GAAP Adjustments	80,813	86,653
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Y/Y Change	
Q2 2017	
Rounded (\$000)	%
(9,573)	(23)%
20,004	15%
10,431	6%
(1,283)	(8)%
548	1%
(735)	(1)%
11,166	10%
(15,625)	(20)%
(31,775)	(26)%
(5,976)	(18)%
(3,537)	(100)%
(56,913)	(24)%
68,079	(53)%
41	%
541	33%
(476)	4%
1,071	(90)%
1,136	(10)%
69,215	(50)%
627	186%
68,588	(49)%
(449)	(95)%
68,139	(49)%
\$ 0.46	(53)%
14,600	9%

Q/Q Change	
Q2 2017	
Rounded (\$000)	%
7,460	31%
4,274	3%
11,734	7%
1,825	14%
262	1%
2,087	3%
9,647	9%
2,395	4%
(5,250)	(6)%
218	1%
-	-
(2,637)	(1)%
12,284	(17)%
9	%
136	7%
(140)	1%
(352)	(152)%
(356)	4%
11,928	(15)%
(328)	(25)%
12,256	(15)%
(297)	(92)%
11,959	(14)%
\$ 0.08	(17)%
4,409	3%

Annual	
2015	2016
Rounded (\$000)	Rounded (\$000)
216,632	151,926
406,335	562,188
622,967	714,114
74,481	65,158
158,723	206,710
233,204	271,868
389,763	442,246
279,467	279,594
476,166	439,499
141,790	139,839
-	27,630
897,423	886,562
(507,660)	(444,316)
(81)%	(62)%
2,935	6,582
(27,116)	(47,869)
(3,284)	(3,247)
(27,465)	(44,534)
(535,125)	(488,850)
4,090	(8,721)
(539,215)	(480,129)
(1,784)	483
(540,999)	(479,646)
\$ (3.50)	\$ (2.94)
154,120	163,211

Q2 YTD	
2016	2017
Rounded (\$000)	Rounded (\$000)
74,483	54,946
268,524	304,264
343,007	359,210
33,092	27,527
105,765	103,770
138,857	131,297
204,150	227,913
162,355	119,099
244,433	184,510
76,065	55,448
5,207	-
488,060	359,057
(283,910)	(131,144)
(83)%	(37)%
3,092	4,200
(23,718)	(24,630)
(376)	112
(21,002)	(20,318)
(304,912)	(151,462)
(9,692)	2,258
(295,220)	(153,720)
2,638	349
(292,582)	(153,371)
\$ (1.84)	\$ (0.88)
160,413	174,453

Y/Y Change	
Q2 2017 YTD	
Rounded (\$000)	%
(19,537)	(26)%
35,740	13%
16,203	5%
(5,565)	(17)%
(1,995)	(2)%
(7,560)	(5)%
23,763	12%
(6)%	
5%	
4%	
(43,256)	(27)%
(59,923)	(25)%
(20,617)	(27)%
(5,207)	(100)%
(129,003)	(26)%
152,766	(54)%
46	%
1,108	36%
(912)	4%
488	(130)%
684	(3)%
153,450	(50)%
11,950	(123)%
141,500	(48)%
(2,289)	(87)%
139,211	(48)%
\$ 0.96	(52)%
14,040	9%

(23,196)	(27)%
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(4,458)	(7)%
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290,995	318,121
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167,466	131,372
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(36,094)	(22)%
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	2016				2017		Annual		Q2 YTD	
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	2015 Rounded (\$000)	2016 Rounded (\$000)	2016 Rounded (\$000)	2017 Rounded (\$000)
Total Revenue	167,966	175,041	186,411	184,696	173,738	185,472	622,967	714,114	343,007	359,210
Plus change in deferred revenue	39,084	21,369	28,967	37,098	(21,331)	(13,449)	174,455	126,518	60,453	(34,780)
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	797,422	819,545	382,373	324,430
Cost of Product Revenue	17,133	15,959	16,675	15,391	12,851	14,676	74,481	65,158	33,092	27,527
Stock based compensation	(667)	(614)	(516)	(295)	(535)	(519)	(1,588)	(2,092)	(1,281)	(1,054)
Amortization of intangibles	(3,064)	(3,064)	(3,064)	(3,064)	(2,802)	(2,802)	(12,256)	(12,256)	(6,128)	(5,604)
Non-GAAP cost of product revenue	13,402	12,281	13,095	12,032	9,514	11,355	60,637	50,810	25,683	20,869
Cost of Subscription and Services Revenue	54,297	51,468	52,378	48,567	51,754	52,016	158,723	206,710	105,765	103,770
Stock based compensation	(9,601)	(7,653)	(7,759)	(4,798)	(7,497)	(6,873)	(29,435)	(29,811)	(17,254)	(14,370)
Amortization of intangibles	(7,751)	(8,530)	(8,489)	(8,406)	(7,376)	(7,374)	(21,900)	(33,176)	(16,281)	(14,750)
Non-GAAP cost of subscription and services revenue	36,945	35,285	36,130	35,363	36,881	37,769	107,388	143,723	72,230	74,650
Total Cost of Revenue	71,430	67,427	69,053	63,958	64,605	66,692	233,204	271,868	138,857	131,297
Stock based compensation	(10,268)	(8,267)	(8,275)	(5,093)	(8,032)	(7,392)	(31,023)	(31,903)	(18,535)	(15,424)
Amortization of intangibles	(10,815)	(11,594)	(11,553)	(11,470)	(10,178)	(10,176)	(34,156)	(45,432)	(22,409)	(20,354)
Non-GAAP cost of revenue	50,347	47,566	49,225	47,395	46,395	49,124	168,025	194,533	97,913	95,519
Gross profit	96,536	107,614	117,358	120,738	109,133	118,780	389,763	442,246	204,150	227,913
Stock based compensation	10,268	8,267	8,275	5,093	8,032	7,392	31,023	31,903	18,535	15,424
Amortization of intangibles	10,815	11,594	11,553	11,470	10,178	10,176	34,156	45,432	22,409	20,354
Non-GAAP gross profit	117,619	127,475	137,186	137,301	127,343	136,348	454,942	519,581	245,094	263,691
Research and development	85,983	76,372	62,665	54,574	58,352	60,747	279,467	279,594	162,355	119,099
Stock based compensation	(24,430)	(19,025)	(11,422)	(9,878)	(14,525)	(14,057)	(68,329)	(64,755)	(43,455)	(28,582)
Amortization of intangibles	(131)	(163)	(162)	(162)	(162)	(163)	-	(618)	(294)	(325)
Non-GAAP research and development	61,422	57,184	51,081	44,534	43,665	46,527	211,138	214,221	118,606	90,192
Sales and marketing	123,028	121,405	110,756	84,310	94,880	89,630	476,166	439,499	244,433	184,510
Stock based compensation	(16,154)	(17,606)	(13,915)	(10,075)	(14,015)	(10,219)	(73,286)	(57,750)	(33,760)	(24,234)
Amortization of intangibles	(4,219)	(4,759)	(4,553)	(4,447)	(4,447)	(4,448)	(12,908)	(17,978)	(8,978)	(8,895)
Non-GAAP sales and marketing	102,655	99,040	92,288	69,788	76,418	74,963	389,972	363,771	201,695	151,381
General and administrative	42,256	33,809	32,860	30,914	27,615	27,833	141,790	139,839	76,065	55,448
Stock based compensation	(13,215)	(12,410)	(11,815)	(5,903)	(7,317)	(7,729)	(49,793)	(43,343)	(25,625)	(15,046)
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)	(1,156)	54
Non-GAAP general and administrative	26,628	20,243	20,445	24,411	20,285	20,171	90,566	91,727	46,871	40,456
Restructuring charges										
Restructuring	(1,670)	(3,537)	(22,423)	-	-	-	-	(27,630)	(5,207)	-
Total operating expenses	252,937	235,123	228,704	169,798	180,847	178,210	897,423	886,562	488,060	359,057
Stock based compensation	(53,799)	(49,041)	(37,152)	(25,856)	(35,857)	(32,005)	(191,408)	(165,848)	(102,840)	(67,862)
Amortization of intangibles	(4,350)	(4,922)	(4,715)	(4,609)	(4,609)	(4,611)	(12,908)	(18,596)	(9,272)	(9,220)
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)	(1,156)	54
Restructuring charges	(1,670)	(3,537)	(22,423)	-	-	-	-	(27,630)	(5,207)	-
Non-GAAP total operating expenses	190,705	176,467	163,814	138,733	140,368	141,661	691,676	669,719	367,172	282,029
Operating loss	(156,401)	(127,509)	(111,346)	(49,060)	(71,714)	(59,430)	(507,660)	(444,316)	(283,910)	(131,144)
Stock based compensation	64,067	57,308	45,427	30,949	43,889	39,397	222,431	197,751	121,375	83,286
Amortization of intangibles	15,165	16,516	16,268	16,079	14,787	14,787	47,064	64,028	31,681	29,574
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	1,156	(54)
Restructuring charges	1,670	3,537	22,423	-	-	-	-	27,630	5,207	-
Non-GAAP operating loss	(73,086)	(48,992)	(26,628)	(1,432)	(13,025)	(5,313)	(236,734)	(150,138)	(122,078)	(18,338)
Other income (expense), net	(9,529)	(11,473)	(10,799)	(12,733)	(9,981)	(10,337)	(27,465)	(44,534)	(21,002)	(20,318)
Non-cash interest expense	8,780	8,889	9,001	9,112	9,226	9,340	20,069	35,782	17,669	18,566
Non-GAAP other income (expense), net	(749)	(2,584)	(1,798)	(3,621)	(755)	(997)	(7,396)	(8,752)	(3,333)	(1,752)
Tax provision (benefit)	(10,030)	338	1,228	(257)	1,293	965	4,090	(8,721)	(9,692)	2,258
Discrete benefit from income tax	11,282	753	(216)	20	-	-	-	11,839	12,035	-
Non-GAAP tax provision (benefit)	1,252	1,091	1,012	(237)	1,293	965	4,090	3,118	2,343	2,258
Net loss attributable to common stockholders, basic and diluted	(155,900)	(139,320)	(123,373)	(61,536)	(82,988)	(70,732)	(539,215)	(480,129)	(295,220)	(153,720)
Stock based compensation	64,067	57,308	45,427	30,949	43,889	39,397	222,431	197,751	121,375	83,286
Amortization of intangibles	15,165	16,516	16,268	16,079	14,787	14,787	47,064	64,028	31,681	29,574
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	1,156	(54)
Restructuring charges	1,670	3,537	22,423	-	-	-	-	27,630	5,207	-
Non-cash interest expense	8,780	8,889	9,001	9,112	9,226	9,340	20,069	35,782	17,669	18,566
Discrete benefit from income taxes	(11,282)	(753)	216	(20)	-	-	-	(11,839)	(12,035)	-
Non-GAAP net loss	(75,087)	(52,667)	(29,438)	(4,816)	(15,073)	(7,275)	(248,220)	(162,008)	(127,754)	(22,348)

	2016				2017		Y/Y Change		Q/Q Change		Annual		Q2 YTD		Y/Y Change	
	Q1	Q2	Q3	Q4	Q1	Q2	Q2 2017		Q2 2017		2015	2016	2016	2017	Q2 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)	%
Billings	185,963	196,410	215,378	221,794	152,407	172,023	(24,387)	(12)%	19,616	13%	797,422	819,545	382,373	324,430	(57,943)	(15)%
Revenue:																
Product	33,707	40,776	43,857	33,586	23,743	31,203	(9,573)	(23)%	7,460	31%	216,632	151,926	74,483	54,946	(19,537)	(26)%
Subscription and services	134,259	134,265	142,554	151,110	149,995	154,269	20,004	15%	4,274	3%	406,335	562,188	268,524	304,264	35,740	13%
Total revenue	167,966	175,041	186,411	184,696	173,738	185,472	10,431	6%	11,734	7%	622,967	714,114	343,007	359,210	16,203	5%
Cost of revenue:																
Product	13,402	12,281	13,095	12,032	9,514	11,355	(926)	(8)%	1,841	19%	60,637	50,810	25,683	20,869	(4,814)	(19)%
Subscription and services	36,945	35,285	36,130	35,363	36,881	37,769	2,484	7%	888	2%	107,388	143,723	72,230	74,650	2,420	3%
Total cost of revenue	50,347	47,566	49,225	47,395	46,395	49,124	1,558	3%	2,729	6%	168,025	194,533	97,913	95,519	(2,394)	(2)%
Total gross profit	117,619	127,475	137,186	137,301	127,343	136,348	8,873	7%	9,005	7%	454,942	519,581	245,094	263,691	18,597	8%
Product gross margin	60%	70%	70%	64%	60%	64%	(6)%		4%		72%	67%	66%	62%	(4)%	
Subscription and services gross margin	72%	74%	75%	77%	75%	76%	2%		1%		74%	74%	73%	75%	2%	
Total gross margin	70%	73%	74%	74%	73%	74%	1%		1%		73%	73%	71%	73%	2%	
Research and development	61,422	57,184	51,081	44,534	43,665	46,527	(10,657)	(19)%	2,862	7%	211,138	214,221	118,606	90,192	(28,414)	(24)%
Sales and marketing	102,655	99,040	92,288	69,788	76,418	74,963	(24,077)	(24)%	(1,455)	(2)%	389,972	363,771	201,695	151,381	(50,314)	(25)%
General and administrative	26,628	20,243	20,445	24,411	20,285	20,171	(72)	—%	(114)	(1)%	90,566	91,727	46,871	40,456	(6,415)	(14)%
Total operating expenses	190,705	176,467	163,814	138,733	140,368	141,661	(34,806)	(20)%	1,293	1%	691,676	669,719	367,172	282,029	(85,143)	(23)%
Operating loss	(73,086)	(48,992)	(26,628)	(1,432)	(13,025)	(5,313)	43,679	(89)%	7,712	(59)%	(236,734)	(150,138)	(122,078)	(18,338)	103,740	(85)%
<i>Operating margin</i>	<i>(44)%</i>	<i>(28)%</i>	<i>(14)%</i>	<i>(1)%</i>	<i>(7)%</i>	<i>(3)%</i>	<i>25%</i>		<i>4%</i>		<i>(38)%</i>	<i>(21)%</i>	<i>(36)%</i>	<i>(5)%</i>	<i>31%</i>	
Other income (expense), net	(749)	(2,584)	(1,798)	(3,621)	(755)	(997)	1,587	(61)%	(242)	32%	(7,396)	(8,752)	(3,333)	(1,752)	1,581	(47)%
Loss before income taxes	(73,835)	(51,576)	(28,426)	(5,053)	(13,780)	(6,310)	45,266	(88)%	7,470	(54)%	(244,130)	(158,890)	(125,411)	(20,090)	105,321	(84)%
Provision (benefit) for income taxes	1,252	1,091	1,012	(237)	1,293	965	(126)	(12)%	(328)	(25)%	4,090	3,118	2,343	2,258	(85)	(4)%
Net loss attributable to common stockholders, basic and diluted	(75,087)	(52,667)	(29,438)	(4,816)	(15,073)	(7,275)	45,392	(86)%	7,798	(52)%	(248,220)	(162,008)	(127,754)	(22,348)	105,406	(83)%
Net loss per share, basic and diluted	\$ (0.47)	\$ (0.33)	\$ (0.18)	\$ (0.03)	\$ (0.09)	\$ (0.04)	\$ 0.29	(88)%	\$ 0.05	(56)%	\$ (1.61)	\$ (0.99)	\$ (0.80)	\$ (0.13)	\$ 0.67	(84)%
Weighted average shares, basic and diluted	158,781	162,045	164,728	167,228	172,236	176,645	14,600	9%	4,409	3%	154,120	163,211	160,413	174,453	14,040	9%
% of Revenue:																
Product cost of revenue	40%	30%	30%	36%	40%	36%	6%		(4)%		28%	33%	34%	38%	4%	
Subscription and services cost of revenue	28%	26%	25%	23%	25%	24%	(2)%		(1)%		26%	26%	27%	25%	(2)%	
Total cost of revenue	30%	27%	26%	26%	27%	26%	(1)%		(1)%		27%	27%	29%	27%	(2)%	
Research and development	37%	33%	27%	24%	25%	25%	(8)%		—%		34%	30%	35%	25%	(10)%	
Sales and marketing	61%	57%	50%	38%	44%	40%	(17)%		(4)%		63%	51%	59%	42%	(17)%	
General and administrative	16%	12%	11%	13%	12%	11%	(1)%		(1)%		15%	13%	14%	11%	(3)%	
Total operating expenses	114%	101%	88%	75%	81%	76%	(25)%		(5)%		111%	94%	107%	79%	(28)%	

	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	6/30/2017		6/30/2017		6/30/2017	
	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	%	Rounded (\$000)	%	Rounded (\$000)	%
Assets												
Current assets:												
Cash and cash equivalents	175,113	183,993	223,697	223,667	163,374	154,442	(29,551)	(16)%	(8,932)	(5)%	(69,225)	(31)%
Short term investments	746,027	732,829	702,469	712,058	711,637	716,393	(16,436)	(2)%	4,756	1%	4,335	1%
Accounts receivable, net of allowance for doubtful accounts	141,247	124,281	124,017	121,150	105,900	109,971	(14,310)	(12)%	4,071	4%	(11,179)	(9)%
Inventories, net	10,778	9,981	7,807	5,955	6,195	5,837	(4,144)	(42)%	(358)	(6)%	(118)	(2)%
Prepaid expenses and other current assets	35,078	29,094	27,957	25,081	30,278	37,057	7,963	27%	6,779	22%	11,976	48%
Total current assets	1,108,243	1,080,178	1,085,947	1,087,911	1,017,384	1,023,700	(56,478)	(5)%	6,316	1%	(64,211)	(6)%
Property and equipment, net	81,324	73,386	67,219	61,852	60,814	60,122	(13,264)	(18)%	(692)	(1)%	(1,730)	(3)%
Goodwill	974,184	977,964	978,387	978,260	978,260	978,260	296	—%	-	—%	-	—%
Intangible assets	290,595	276,380	260,111	244,032	229,245	214,458	(61,922)	(22)%	(14,787)	(6)%	(29,574)	(12)%
Deposits and other long-term assets	12,084	11,939	11,184	10,910	10,292	9,003	(2,936)	(25)%	(1,289)	(13)%	(1,907)	(17)%
Total assets	2,466,430	2,419,847	2,402,848	2,382,965	2,295,995	2,285,543	(134,304)	(6)%	(10,452)	—%	(97,422)	(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	(4,534)	(14)%	2,423	10%	7,641	38%
Accrued liabilities	36,082	27,973	29,322	22,997	22,067	20,387	(7,586)	(27)%	(1,680)	(8)%	(2,610)	(11)%
Accrued compensation	105,893	105,058	126,193	96,004	50,083	50,142	(54,916)	(52)%	59	—%	(45,862)	(48)%
Deferred revenue, current portion	329,095	342,527	362,081	397,118	396,628	395,882	53,355	16%	(746)	—%	(1,236)	—%
Total current liabilities	508,786	508,002	547,413	536,388	494,265	494,321	(13,681)	(3)%	56	—%	(42,067)	(8)%
Convertible senior notes, net	714,978	723,868	732,868	741,980	751,206	760,546	36,678	5%	9,340	1%	18,566	3%
Deferred revenue, non-current portion	236,987	244,924	254,337	256,398	235,557	222,854	(22,070)	(9)%	(12,703)	(5)%	(33,544)	(13)%
Other long-term liabilities	9,298	9,823	8,255	7,087	8,320	15,438	5,615	57%	7,118	86%	8,351	118%
Total liabilities	1,470,049	1,486,617	1,542,873	1,541,853	1,489,348	1,493,159	6,542	—%	3,811	—%	(48,694)	(3)%
Stockholders' equity (deficit):												
Common stock, par value \$0.0001 per share	17	17	17	17	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	199,588	8%	56,443	2%	104,642	4%
Treasury stock	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	-	—%	-	—%	-	—%
Accumulated other comprehensive income (loss)	(62)	413	(457)	(1,742)	(1,419)	(1,393)	(1,806)	(437)%	26	(2)%	349	(20)%
Accumulated deficit	(1,365,843)	(1,505,163)	(1,628,536)	(1,690,072)	(1,773,060)	(1,843,792)	(338,629)	22%	(70,732)	4%	(153,720)	9%
Total stockholders' equity (deficit)	996,381	933,230	859,975	841,112	806,647	792,384	(140,846)	(15)%	(14,263)	(2)%	(48,728)	(6)%
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	(134,304)	(6)%	(10,452)	—%	(97,422)	(4)%
Cash and cash equivalents & short term investments	921,140	916,822	926,166	935,725	875,011	870,835	(45,987)	(5)%	(4,176)	—%	(64,890)	(7)%

CASH FLOWS FROM OPERATING ACTIVITIES:

Net loss	(155,900)	(139,320)	(123,373)	(61,536)	(82,988)	(70,732)
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
Stock-based compensation	64,239	57,308	46,570	30,949	43,889	39,397
Non-cash interest expense related to convertible senior notes	8,780	8,889	9,001	9,112	9,226	9,340
Change in FV of contingent earn-out liability	-	1,156	600	600	13	(67)
Deferred income taxes	(11,053)	(871)	88	(90)	251	-
Other	938	1,603	4,443	2,852	2,119	1,375
<i>Changes in operating assets and liabilities:</i>						
Accounts receivable	43,144	16,964	264	1,413	14,584	(4,266)
Inventories	2,325	(497)	1,157	(1,570)	(1,090)	517
Prepaid expenses and other assets	(2,152)	5,560	850	5,086	(4,619)	(6,018)
Accounts payable	(3,391)	(3,451)	(4,756)	(7,495)	3,331	462
Accrued liabilities	902	(7,669)	1,708	(6,095)	(930)	(1,680)
Accrued transaction costs of acquiree	(7,727)	-	-	-	-	-
Accrued compensation	(8,989)	(5,423)	20,554	(30,763)	(7,006)	125
Deferred revenue	17,997	21,369	28,968	37,097	(21,331)	(13,449)
Other long-term liabilities	(2,132)	526	(1,568)	(1,043)	1,234	7,118
Net cash provided by (used in) operating activities	(22,516)	(13,132)	14,131	6,932	(16,952)	(11,470)

CASH FLOWS FROM INVESTING ACTIVITIES:

Acquisition of business, net of cash acquired	(204,926)	-	-	-	-	-
Purchase of property and equipment and demonstration units	(14,257)	(6,821)	(6,931)	(8,305)	(8,483)	(8,829)
Purchase of short-term investments	(88,805)	(152,444)	(138,446)	(127,378)	(98,480)	(124,430)
Maturity of short-term investments	111,319	160,280	167,025	115,734	94,689	118,825
Sale of short-term investments	-	4,507	-	-	3,620	-
Purchase of investment in private company	-	-	-	-	-	-
Lease deposits	(678)	312	(114)	232	(70)	(74)
Net cash provided by (used in) investing activities	(197,347)	5,834	21,534	(19,717)	(8,724)	(14,508)

CASH FLOWS FROM FINANCING ACTIVITIES:

Net proceeds from convertible debt offering	-	-	-	-	-	-
Prepaid forward stock purchase	-	-	-	-	-	-
Repayment of debt of acquired business	(8,842)	-	-	-	-	-
Payments for contingent earn-outs	-	(67)	(20)	(25)	(38,928)	-
Payment related to shares withheld for taxes	(1,124)	-	-	-	-	(590)
Proceeds from employee stock purchase plan	-	12,684	-	9,396	-	10,764
Proceeds from exercise of stock options	2,840	3,561	4,059	3,384	4,311	6,872
Net cash provided by (used) in financing activities	(7,126)	16,178	4,039	12,755	(34,617)	17,046

Net change in cash and cash equivalents

Cash and cash equivalents, beginning of period	402,102	175,113	183,993	223,697	223,667	163,374
Cash and cash equivalents, end of period	175,113	183,993	223,697	223,667	163,374	154,442

	2016				2017		Y/Y Change		Q/Q Change		Annual		Q2 YTD		Y/Y Change	
	Q1	Q2	Q3	Q4	Q1	Q2	Q2 2017		Q2 2017		2015	2016	2016	2017	Q2 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)	%
CASH FLOWS FROM OPERATING ACTIVITIES:																
Net loss	(155,900)	(139,320)	(123,373)	(61,536)	(82,988)	(70,732)	68,588	(49)%	12,256	(15)%	(539,215)	(480,129)	(295,220)	(153,720)	141,500	(48)%
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	(4,316)	(14)%	43	—%	111,956	119,267	61,227	52,773	(8,454)	(14)%
Stock-based compensation	64,239	57,308	46,570	30,949	43,889	39,397	(17,911)	(31)%	(4,492)	(10)%	222,119	199,066	121,547	83,286	(38,261)	(31)%
Non-cash interest expense related to convertible senior notes	8,780	8,889	9,001	9,112	9,226	9,340	451	5%	114	1%	20,069	35,782	17,669	18,566	897	5%
Change in FV of contingent earn-out liability	-	1,156	600	600	13	(67)	(1,223)	(106)%	(80)	(615)%	-	2,356	1,156	(54)	(1,210)	(105)%
Deferred income taxes	(11,053)	(871)	88	(90)	251	-	871	(100)%	(251)	(100)%	(1,353)	(11,926)	(11,924)	251	12,175	(102)%
Other	938	1,603	4,443	2,852	2,119	1,375	(228)	(14)%	(744)	(35)%	4,672	9,836	2,541	3,494	953	38%
<i>Changes in operating assets and liabilities:</i>																
Accounts receivable	43,144	16,964	264	1,413	14,584	(4,266)	(21,230)	(125)%	(18,850)	(129)%	19,126	61,785	60,108	10,318	(49,790)	(83)%
Inventories	2,325	(497)	1,157	(1,570)	(1,090)	517	1,014	(204)%	1,607	(147)%	(7,820)	1,415	1,828	(573)	(2,401)	(131)%
Prepaid expenses and other assets	(2,152)	5,560	850	5,086	(4,619)	(6,018)	(11,578)	(208)%	(1,399)	30%	(675)	9,344	3,408	(10,637)	(14,045)	(412)%
Accounts payable	(3,391)	(3,451)	(4,756)	(7,495)	3,331	462	(2,869)	(86)%	(2,869)	(86)%	7,705	(19,093)	(6,842)	3,793	10,635	(155)%
Accrued liabilities	902	(7,669)	1,708	(6,095)	(930)	(1,680)	5,989	(78)%	(750)	81%	7,495	(11,154)	(6,767)	(2,610)	4,157	(61)%
Accrued transaction costs of acquiree	(7,727)	-	-	-	-	-	-	-	-	-	-	(7,727)	(7,727)	-	7,727	(100)%
Accrued compensation	(8,989)	(5,423)	20,554	(30,763)	(7,006)	125	5,548	(102)%	7,131	(102)%	14,742	(24,621)	(14,412)	(6,881)	7,531	(52)%
Deferred revenue	17,997	21,369	28,968	37,097	(21,331)	(13,449)	(34,818)	(163)%	7,882	(37)%	174,455	105,431	39,366	(34,780)	(74,146)	(188)%
Other long-term liabilities	(2,132)	526	(1,568)	(1,043)	1,234	7,118	6,592	1,253%	5,884	477%	3,739	(4,217)	(1,606)	8,352	9,958	(620)%
Net cash provided by (used in) operating activities	(22,516)	(13,132)	14,131	6,932	(16,952)	(11,470)	1,662	(13)%	5,482	(32)%	37,015	(14,585)	(35,648)	(28,422)	7,226	(20)%
CASH FLOWS FROM INVESTING ACTIVITIES:																
Acquisition of business, net of cash acquired	(204,926)	-	-	-	-	-	-	-	-	-	-	(204,926)	(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)	(2,008)	29%	(346)	4%	(54,549)	(36,314)	(21,078)	(17,312)	3,766	(18)%
Purchase of short-term investments	(88,805)	(152,444)	(138,446)	(127,378)	(98,480)	(124,430)	28,014	(18)%	(25,950)	26%	(769,097)	(507,073)	(241,249)	(222,910)	18,339	(8)%
Maturity of short-term investments	111,319	160,280	167,025	115,734	94,689	118,825	(41,455)	(26)%	24,136	25%	245,116	554,358	271,599	213,514	(58,085)	(21)%
Sale of short-term investments	-	4,507	-	-	3,620	-	(4,507)	(100)%	(3,620)	(100)%	4,807	4,507	4,507	3,620	(887)	(20)%
Purchase of investment in private company	-	-	-	-	-	-	-	-	-	-	(1,800)	-	-	-	-	-
Lease deposits	(678)	312	(114)	232	(70)	(74)	(386)	(124)%	(4)	6%	(1,226)	(248)	(366)	(144)	222	(61)%
Net cash provided by (used in) investing activities	(197,347)	5,834	21,534	(19,717)	(8,724)	(14,508)	(20,342)	(349)%	(5,784)	66%	(576,749)	(189,696)	(191,513)	(23,232)	168,281	(88)%
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)	-	8,842	(100)%
Payments for contingent earn-outs	-	(67)	(20)	(25)	(38,928)	-	67	(100)%	38,928	(100)%	-	(112)	(67)	(38,928)	(38,861)	58,001%
Payment related to shares withheld for taxes	(1,124)	-	-	-	-	(590)	(590)	-	(590)	-	(2,027)	(1,124)	(1,124)	(590)	534	(48)%
Proceeds from employee stock purchase plan	-	12,684	-	9,396	-	10,764	(1,920)	(15)%	10,764	59%	21,880	22,080	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	3,311	93%	2,561	59%	29,090	13,844	6,401	11,183	4,782	75%
Net cash provided by (used) in financing activities	(7,126)	16,178	4,039	12,755	(34,617)	17,046	868	5%	51,663	(149)%	795,473	25,846	9,052	(17,571)	(26,623)	(294)%
Net change in cash and cash equivalents	(226,989)	8,880	39,704	(30)	(60,293)	(8,932)	(17,812)	(201)%	51,361	(85)%	255,739	(178,435)	(218,109)	(69,225)	148,884	(68)%
Cash and cash equivalents, beginning of period	402,102	175,113	183,993	223,697	223,667	163,374	(11,739)	(7)%	(60,293)	(27)%	146,363	402,102	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	(29,551)	(16)%	(8,932)	(5)%	402,102	223,667	183,993	154,442	(29,551)	(16)%



	2016				2017		Y/Y Change		Q/Q Change		Annual		Q2 YTD		Y/Y Change	
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q2 2017 Rounded (\$000) %		Q2 2017 Rounded (\$000) %		2015 Rounded (\$000)	2016 Rounded (\$000)	2016 Rounded (\$000)	2017 Rounded (\$000)	Q2 2017 YTD Rounded (\$000) %	
Revenue:																
Product	33,707	40,776	43,857	33,586	23,743	31,203	(9,573)	(23)%	7,460	31%	216,632	151,926	74,483	54,946	(19,537)	(26)%
Product subscriptions (including FireEye-aaS)	74,163	76,348	80,899	85,576	87,054	86,341	9,993	13%	(713)	(1)%	205,303	316,986	150,511	173,395	22,884	15%
Subtotal: Platform (product + product subscriptions)	107,870	117,124	124,756	119,162	110,797	117,544	420	—%	6,747	6%	421,935	468,912	224,994	228,341	3,347	1%
Support and maintenance	28,413	29,667	32,091	33,170	33,207	34,190	4,523	15%	983	3%	89,800	123,341	58,080	67,397	9,317	16%
Professional services	31,683	28,250	29,564	32,364	29,734	33,738	5,488	19%	4,004	13%	111,232	121,861	59,933	63,472	3,539	6%
Subtotal: Support, maintenance, and professional services	60,096	57,917	61,655	65,534	62,941	67,928	10,011	17%	4,987	8%	201,032	245,202	118,013	130,869	12,856	11%
Subscription and services as reported	134,259	134,265	142,554	151,110	149,995	154,269	20,004	15%	4,274	3%	406,335	562,188	268,524	304,264	35,740	13%
Total revenue	167,966	175,041	186,411	184,696	173,738	185,472	10,431	6%	11,734	7%	622,967	714,114	343,007	359,210	16,203	5%
Product subscriptions and support	102,576	106,015	112,990	118,746	120,261	120,531	14,516	14%	270	—%	295,103	440,327	208,591	240,792	32,201	15%
<i>% of revenue</i>	61%	61%	61%	64%	69%	65%	4%		(4)%		47%	62%	61%	67%	6%	
Revenue Mix:																
Product	20%	23%	24%	18%	14%	17%	(6)%		3%		35%	21%	22%	15%	(7)%	
Product subscriptions (including FireEye-aaS)	44%	44%	43%	47%	50%	47%	3%		(3)%		33%	45%	44%	48%	4%	
Subtotal: Platform (product + product subscriptions)	64%	67%	67%	65%	64%	64%	(3)%		—%		68%	66%	66%	63%	(3)%	
Support and maintenance	17%	17%	17%	18%	19%	18%	1%		(1)%		14%	17%	17%	19%	2%	
Professional services	19%	16%	16%	17%	17%	18%	2%		1%		18%	17%	17%	18%	1%	
Subtotal: Support, maintenance, and professional services	36%	33%	33%	35%	36%	36%	3%		—%		32%	34%	34%	37%	3%	
Revenue by Geography:																
US Revenue	115,852	121,031	129,619	122,121	115,004	124,506	3,475	3%	9,502	8%	439,205	488,623	236,883	239,510	2,627	1%
EMEA	24,442	23,965	24,900	28,981	25,321	25,901	1,936	8%	580	2%	80,960	102,288	48,407	51,222	2,815	6%
APAC	21,823	23,380	24,447	25,635	25,853	26,593	3,213	14%	740	3%	73,009	95,285	45,203	52,446	7,243	16%
Other	5,849	6,665	7,445	7,959	7,560	8,472	1,807	27%	912	12%	29,793	27,918	12,514	16,032	3,518	28%
International Revenue	52,114	54,010	56,792	62,575	58,734	60,966	6,956	13%	2,232	4%	183,762	225,491	106,124	119,700	13,576	13%
US revenue %	69%	69%	70%	66%	66%	67%	(2)%		1%		71%	68%	69%	67%	(2)%	
International revenue %	31%	31%	30%	34%	34%	33%	2%		(1)%		29%	32%	31%	33%	2%	



Billings:

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

Product subscriptions and support						
<i>% of billings</i>						

Billings Mix:

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

2016				2017		Y/Y Change		Q/Q Change		Annual		Q2 YTD		Y/Y Change	
Q1	Q2	Q3	Q4	Q1	Q2	Q2 2017		Q2 2017		2015	2016	2016	2017	Q2 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)	%
33,370	40,073	47,014	33,489	23,375	30,995	(9,078)	(23)%	7,620	33%	212,233	153,946	73,443	54,370	(19,073)	(26)%
88,884	88,075	95,490	113,588	73,541	75,077	(12,998)	(15)%	1,536	2%	327,372	386,037	176,959	148,618	(28,341)	(16)%
122,254	128,148	142,504	147,077	96,916	106,072	(22,076)	(17)%	9,156	9%	539,605	539,983	250,402	202,988	(47,414)	(19)%
31,346	36,724	37,394	38,500	23,757	28,299	(8,425)	(23)%	4,542	19%	137,447	143,964	68,070	52,056	(16,014)	(24)%
32,363	31,538	35,480	36,217	31,734	37,652	6,114	19%	5,918	19%	120,370	135,598	63,901	69,386	5,485	9%
63,709	68,262	72,874	74,717	55,491	65,951	(2,311)	(3)%	10,460	19%	257,817	279,562	131,971	121,442	(10,529)	(8)%
152,593	156,337	168,364	188,305	129,032	141,028	(15,309)	(10)%	11,996	9%	585,189	665,599	308,930	270,060	(38,870)	(13)%
185,963	196,410	215,378	221,794	152,407	172,023	(24,387)	(12)%	19,616	13%	797,422	819,545	382,373	324,430	(57,943)	(15)%
120,230	124,799	132,884	152,088	97,298	103,376	(21,423)	(17)%	6,078	6%	464,819	530,001	245,029	200,674	(44,355)	(18)%
	65%	64%	62%	69%	64%	(4)%		(4)%		58%	65%	64%	62%	(2)%	
18%	20%	22%	15%	15%	18%	(2)%		3%		27%	19%	19%	17%	(2)%	
48%	45%	44%	51%	48%	44%	(1)%		(4)%		41%	47%	46%	46%	—%	
66%	65%	66%	66%	63%	62%	(3)%		(1)%		68%	66%	65%	63%	(2)%	
17%	19%	17%	18%	16%	16%	(3)%		—%		17%	18%	18%	16%	(2)%	
17%	16%	17%	16%	21%	22%	6%		1%		15%	16%	17%	21%	4%	
34%	35%	34%	34%	37%	38%	3%		1%		32%	34%	35%	37%	2%	



Deferred revenue:

Current Product	8,083	7,549	9,248	8,924	9,245	8,921							
Current Subscription & Services	321,012	334,978	352,833	388,194	387,383	386,961	51,983	16%	(422)	—%	(1,233)	—%	
Current deferred revenue	329,095	342,527	362,081	397,118	396,628	395,882	53,355	16%	(746)	—%	(1,236)	—%	
Less: acquired deferred revenue	(19,622)	-	-	-	-	-	-		-		-		
Adjusted ending current deferred revenue	309,473	342,527	362,081	397,118	396,628	395,882	53,355	16%	(746)	—%	(1,236)	—%	
Non-current Product	3,231	3,062	4,520	4,748	4,059	4,175	1,113	36%	116	3%	(573)	(12)%	
Non-current Subscription & Services	233,756	241,862	249,817	251,650	231,498	218,679	(23,183)	(10)%	(12,819)	(6)%	(32,971)	(13)%	
Non-current deferred revenue	236,987	244,924	254,337	256,398	235,557	222,854	(22,070)	(9)%	(12,703)	(5)%	(33,544)	(13)%	
Less: acquired deferred revenue	(1,465)	-	-	-	-	-	-		-		-		
Adjusted ending non-current deferred revenue	235,522	244,924	254,337	256,398	235,557	222,854	(22,070)	(9)%	(12,703)	(5)%	(33,544)	(13)%	
Total deferred revenue	566,082	587,451	616,418	653,516	632,185	618,736	31,285	5%	(13,449)	(2)%	(34,780)	(5)%	
Less: acquired deferred revenue	(21,087)	-	-	-	-	-	-		-		-		
Adjusted ending deferred revenue	544,995	587,451	616,418	653,516	632,185	618,736	31,285	5%	(13,449)	(2)%	(34,780)	(5)%	
Current deferred revenue %	58%	58%	59%	61%	63%	64%	6%		1%		3%		
Non-current deferred revenue %	42%	42%	41%	39%	37%	36%	(6)%		(1)%		(3)%		
Ending Product Deferred Revenue	11,314	10,611	13,768	13,672	13,304	13,096	2,485	23%	(208)	(2)%	(576)	(4)%	
Ending Subscription & Services Deferred Revenue	554,768	576,840	602,650	639,844	618,881	605,640	28,800	5%	(13,241)	(2)%	(34,204)	(5)%	

2016				2017	
3/31/2016	6/30/2016	9/30/2016	12/31/2016	3/31/2017	6/30/2017
Rounded	Rounded	Rounded	Rounded	Rounded	Rounded
(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
8,083	7,549	9,248	8,924	9,245	8,921
321,012	334,978	352,833	388,194	387,383	386,961
329,095	342,527	362,081	397,118	396,628	395,882
(19,622)	-	-	-	-	-
309,473	342,527	362,081	397,118	396,628	395,882
3,231	3,062	4,520	4,748	4,059	4,175
233,756	241,862	249,817	251,650	231,498	218,679
236,987	244,924	254,337	256,398	235,557	222,854
(1,465)	-	-	-	-	-
235,522	244,924	254,337	256,398	235,557	222,854
566,082	587,451	616,418	653,516	632,185	618,736
(21,087)	-	-	-	-	-
544,995	587,451	616,418	653,516	632,185	618,736
58%	58%	59%	61%	63%	64%
42%	42%	41%	39%	37%	36%
11,314	10,611	13,768	13,672	13,304	13,096
554,768	576,840	602,650	639,844	618,881	605,640

Y/Y Change	
6/30/2017	
Rounded	%
(\$000)	
1,372	18%
51,983	16%
53,355	16%
-	
53,355	16%
1,113	36%
(23,183)	(10)%
(22,070)	(9)%
-	
(22,070)	(9)%
31,285	5%
-	
31,285	5%
6%	
(6)%	
2,485	23%
28,800	5%

Q/Q Change	
6/30/2017	
Rounded	%
(\$000)	
(324)	(4)%
(422)	—%
(746)	—%
-	
(746)	—%
116	3%
(12,819)	(6)%
(12,703)	(5)%
-	
(12,703)	(5)%
(13,449)	(2)%
-	
(13,449)	(2)%
1%	
(1)%	
(208)	(2)%
(13,241)	(2)%

YTD Change	
6/30/2017	
Rounded	%
(\$000)	
(3)	—%
(1,233)	—%
(1,236)	—%
-	
(1,236)	—%
(573)	(12)%
(32,971)	(13)%
(33,544)	(13)%
-	
(33,544)	(13)%
(34,780)	(5)%
-	
(34,780)	(5)%
3%	
(3)%	
(576)	(4)%
(34,204)	(5)%