

	2015				2016				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)
Total Revenue	125,370	147,207	165,616	184,774	167,966	175,041	186,411	184,696	622,967	714,114
Plus change in deferred revenue	26,221	31,127	44,976	72,131	39,084	21,369	28,967	37,098	174,455	126,518
Less deferred revenue assumed	—	—	—	—	(21,087)	—	—	—	—	(21,087)
Non-GAAP Billings	151,591	178,334	210,592	256,905	185,963	196,410	215,378	221,794	797,422	819,545
Cost of Product Revenue	15,200	17,101	21,265	20,915	17,133	15,959	16,675	15,391	74,481	65,158
Stock based compensation	(268)	(386)	(560)	(374)	(667)	(614)	(516)	(295)	(1,588)	(2,092)
Amortization of intangibles	(3,064)	(3,064)	(3,064)	(3,064)	(3,064)	(3,064)	(3,064)	(3,064)	(12,256)	(12,256)
Non-GAAP cost of product revenue	11,868	13,651	17,641	17,477	13,402	12,281	13,095	12,032	60,637	50,810
Cost of Subscription and Services Revenue	36,851	39,006	40,606	42,260	54,297	51,468	52,378	48,567	158,723	206,710
Stock based compensation	(6,378)	(7,163)	(8,221)	(7,673)	(9,601)	(7,653)	(7,759)	(4,798)	(29,435)	(29,811)
Amortization of intangibles	(5,475)	(5,475)	(5,475)	(5,475)	(7,751)	(8,530)	(8,489)	(8,406)	(21,900)	(33,176)
Non-GAAP cost of services revenue	24,998	26,368	26,910	29,112	36,945	35,285	36,130	35,363	107,388	143,723
Total Cost of Revenue	52,051	56,107	61,871	63,175	71,430	67,427	69,053	63,958	233,204	271,868
Stock based compensation	(6,646)	(7,549)	(8,781)	(8,047)	(10,268)	(8,267)	(8,275)	(5,093)	(31,023)	(31,903)
Amortization of intangibles	(8,539)	(8,539)	(8,539)	(8,539)	(10,815)	(11,594)	(11,553)	(11,470)	(34,156)	(45,432)
Non-GAAP cost of revenue	36,866	40,019	44,551	46,589	50,347	47,566	49,225	47,395	168,025	194,533
Gross profit	73,319	91,100	103,745	121,599	96,536	107,614	117,358	120,738	389,763	442,246
Stock based compensation	6,646	7,549	8,781	8,047	10,268	8,267	8,275	5,093	31,023	31,903
Amortization of intangibles	8,539	8,539	8,539	8,539	10,815	11,594	11,553	11,470	34,156	45,432
Non-GAAP gross profit	88,504	107,188	121,065	138,185	117,619	127,475	137,186	137,301	454,942	519,581
Research and development	65,605	68,798	73,374	71,690	85,983	76,372	62,665	54,574	279,467	279,594
Stock based compensation	(16,035)	(16,525)	(18,852)	(16,917)	(24,430)	(19,025)	(11,422)	(9,878)	(68,329)	(64,755)
Amortization of intangibles	—	—	—	—	(131)	(163)	(162)	(162)	—	(618)
Non-GAAP research and development	49,570	52,273	54,522	54,773	61,422	57,184	51,081	44,534	211,138	214,221
Sales and marketing	107,595	116,008	117,131	135,432	123,028	121,405	110,756	84,310	476,166	439,499
Stock based compensation	(16,454)	(19,358)	(18,612)	(18,862)	(16,154)	(17,606)	(13,915)	(10,075)	(73,286)	(57,750)
Amortization of intangibles	(3,227)	(3,227)	(3,227)	(3,227)	(4,219)	(4,759)	(4,553)	(4,447)	(12,908)	(17,978)
Non-GAAP sales and marketing	87,914	93,423	95,292	113,343	102,655	99,040	92,288	69,788	389,972	363,771
General and administrative	32,607	34,687	36,518	37,978	42,256	33,809	32,860	30,914	141,790	139,839
Stock based compensation	(10,740)	(12,979)	(12,120)	(13,954)	(13,215)	(12,410)	(11,815)	(5,903)	(49,793)	(43,343)
Acquisition related costs	—	—	—	(1,431)	(2,413)	—	—	—	(1,431)	(2,413)
Change in fair value of contingent earn-out liability	—	—	—	—	—	(1,156)	(600)	(600)	—	(2,356)
Non-GAAP general and administrative	21,867	21,708	24,398	22,593	26,628	20,243	20,445	24,411	90,566	91,727
Restructuring charges	—	—	—	—	(1,670)	(3,537)	(22,423)	—	—	(27,630)
Restructuring	—	—	—	—	(1,670)	(3,537)	(22,423)	—	—	(27,630)
Total operating expenses	205,807	219,493	227,023	245,100	252,937	235,123	228,704	169,798	897,423	886,562
Stock based compensation	(43,229)	(48,862)	(49,584)	(49,733)	(53,799)	(49,041)	(37,152)	(25,856)	(191,408)	(165,848)
Amortization of intangibles	(3,227)	(3,227)	(3,227)	(3,227)	(4,350)	(4,922)	(4,715)	(4,609)	(12,908)	(18,596)
Acquisition related costs	—	—	—	(1,431)	(2,413)	—	—	—	(1,431)	(2,413)
Change in fair value of contingent earn-out liability	—	—	—	—	—	(1,156)	(600)	(600)	—	(2,356)
Restructuring charges	—	—	—	—	(1,670)	(3,537)	(22,423)	—	—	(27,630)
Non-GAAP total operating expenses	159,351	167,404	174,212	190,709	190,705	176,467	163,814	138,733	691,676	669,719
Operating loss	(132,488)	(128,393)	(123,278)	(123,501)	(156,401)	(127,509)	(111,346)	(49,060)	(507,660)	(444,316)
Stock based compensation	49,875	56,411	58,365	57,780	64,067	57,308	45,427	30,949	222,431	197,751
Amortization of intangibles	11,766	11,766	11,766	11,766	15,165	16,516	16,268	16,079	47,064	64,028
Acquisition related costs	—	—	—	1,431	2,413	—	—	—	1,431	2,413
Change in fair value of contingent earn-out liability	—	—	—	—	—	1,156	600	600	—	2,356
Restructuring charges	—	—	—	—	1,670	3,537	22,423	—	—	27,630
Non-GAAP operating loss	(70,847)	(60,216)	(53,147)	(52,524)	(73,086)	(48,992)	(26,628)	(1,432)	(236,734)	(150,138)
Other income (expense), net	(499)	(4,253)	(11,616)	(11,097)	(9,529)	(11,473)	(10,799)	(12,733)	(27,465)	(44,534)
Non-cash interest expense	—	2,832	8,565	8,672	8,780	8,889	9,001	9,112	20,069	35,782
Non-GAAP other income (expense), net	(499)	(1,421)	(3,051)	(2,425)	(749)	(2,584)	(1,798)	(3,621)	(7,396)	(8,752)
Tax provision (benefit)	977	927	636	1,550	(10,030)	338	1,228	(257)	4,090	(8,721)
Discrete benefit from income tax	—	—	—	—	11,282	753	(216)	20	—	11,839
Non-GAAP tax provision (benefit)	977	927	636	1,550	1,252	1,091	1,012	(237)	4,090	3,118
Net loss attributable to common stockholders, basic and diluted	(133,964)	(133,573)	(135,530)	(136,148)	(155,900)	(139,320)	(123,373)	(61,536)	(539,215)	(480,129)
Stock based compensation	49,875	56,411	58,365	57,780	64,067	57,308	45,427	30,949	222,431	197,751
Amortization of intangibles	11,766	11,766	11,766	11,766	15,165	16,516	16,268	16,079	47,064	64,028
Acquisition related costs	—	—	—	1,431	2,413	—	—	—	1,431	2,413
Change in fair value of contingent earn-out liability	—	—	—	—	—	1,156	600	600	—	2,356
Restructuring charges	—	—	—	—	1,670	3,537	22,423	—	—	27,630
Non-cash interest expense	—	2,832	8,565	8,672	8,780	8,889	9,001	9,112	20,069	35,782
Discrete benefit from income taxes	—	—	—	—	(11,282)	(753)	216	(20)	—	(11,839)
Non-GAAP net loss	(72,323)	(62,564)	(56,834)	(56,499)	(75,087)	(52,667)	(29,438)	(4,816)	(248,220)	(162,008)

	2015				2016				Y/Y Change		Q/Q Change		Annual		Y/Y Change	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q4 2016		Q4 2016		2015	2016	2016 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	151,591	178,334	210,592	256,905	185,963	196,410	215,378	221,794	(35,111)	(14)%	6,416	3%	797,422	819,545	22,123	3%
Revenue:																
Product	40,237	49,696	60,101	66,598	33,707	40,776	43,857	33,586	(33,012)	(50)%	(10,271)	(23)%	216,632	151,926	(64,706)	(30)%
Subscription and services	85,133	97,511	105,515	118,176	134,259	134,265	142,554	151,110	32,934	28%	8,556	6%	406,335	562,188	155,853	38%
Total revenue	125,370	147,207	165,616	184,774	167,966	175,041	186,411	184,696	(78)	(0)%	(1,715)	(1)%	622,967	714,114	91,147	15%
Cost of revenue:																
Product	11,868	13,651	17,641	17,477	13,402	12,281	13,095	12,032	(5,445)	(31)%	(1,063)	(8)%	60,637	50,810	(9,827)	(16)%
Subscription and services	24,998	26,368	26,910	29,112	36,945	35,285	36,130	35,363	6,251	21%	(767)	(2)%	107,388	143,723	36,335	34%
Total cost of revenue	36,866	40,019	44,551	46,589	50,347	47,566	49,225	47,395	806	2%	(1,830)	(4)%	168,025	194,533	26,508	16%
Total gross profit	88,504	107,188	121,065	138,185	117,619	127,475	137,186	137,301	(884)	(1)%	115	0%	454,942	519,581	64,639	14%
Product gross margin	71%	73%	71%	74%	60%	70%	70%	64%	(10)%		(6)%		72%	67%	(5)%	
Subscription and services gross margin	71%	73%	74%	75%	72%	74%	75%	77%	2%		2%		74%	74%	—%	
Total gross margin	71%	73%	73%	75%	70%	73%	74%	74%	(1)%		—%		73%	73%	—%	
Research and development	49,570	52,273	54,522	54,773	61,422	57,184	51,081	44,534	(10,239)	(19)%	(6,547)	(13)%	211,138	214,221	3,083	1%
Sales and marketing	87,914	93,423	95,292	113,343	102,655	99,040	92,288	69,788	(43,555)	(38)%	(22,500)	(24)%	389,972	363,771	(26,201)	(7)%
General and administrative	21,867	21,708	24,398	22,593	26,628	20,243	20,445	24,411	1,818	8%	3,966	19%	90,566	91,727	1,161	1%
Total operating expenses	159,351	167,404	174,212	190,709	190,705	176,467	163,814	138,733	(51,976)	(27)%	(25,081)	(15)%	691,676	669,719	(21,957)	(3)%
Operating loss	(70,847)	(60,216)	(53,147)	(52,524)	(73,086)	(48,992)	(26,628)	(1,432)	51,092	(97)%	25,196	(95)%	(236,734)	(150,138)	86,596	(37)%
<i>Operating margin</i>	<i>(57)%</i>	<i>(41)%</i>	<i>(32)%</i>	<i>(28)%</i>	<i>(44)%</i>	<i>(28)%</i>	<i>(14)%</i>	<i>(1)%</i>	<i>27%</i>		<i>13%</i>		<i>(38)%</i>	<i>(21)%</i>	<i>17%</i>	
Other income (expense), net	(499)	(1,421)	(3,051)	(2,425)	(749)	(2,584)	(1,798)	(3,621)	(1,196)	49%	(1,823)	101%	(7,396)	(8,752)	(1,356)	18%
Loss before income taxes	(71,346)	(61,637)	(56,198)	(54,949)	(73,835)	(51,576)	(28,426)	(5,053)	49,896	(91)%	23,373	(82)%	(244,130)	(158,890)	85,240	(35)%
Provision (benefit) for income taxes	977	927	636	1,550	1,252	1,091	1,012	(237)	(1,787)	(115)%	(1,249)	(123)%	4,090	3,118	(972)	(24)%
Net loss attributable to common stockholders, basic and diluted	(72,323)	(62,564)	(56,834)	(56,499)	(75,087)	(52,667)	(29,438)	(4,816)	51,683	(91)%	24,622	(84)%	(248,220)	(162,008)	86,212	(35)%
Net loss per share, basic and diluted	\$ (0.48)	\$ (0.41)	\$ (0.37)	\$ (0.36)	\$ (0.47)	\$ (0.33)	\$ (0.18)	\$ (0.03)	\$ 0.33	(92)%	\$ 0.15	(83)%	\$ (1.61)	\$ (0.99)	\$ 0.62	(39)%
Weighted average shares, basic and diluted	151,651	154,121	154,523	156,137	158,781	162,045	164,728	167,228	11,091	7%	2,500	2%	154,120	163,211	9,091	6%
% of Revenue:																
Product cost of revenue	29%	27%	29%	26%	40%	30%	30%	36%	10%		6%		28%	33%	5%	
Subscription and services cost of revenue	29%	27%	26%	25%	28%	26%	25%	23%	(2)%		(2)%		26%	26%	—%	
Total cost of revenue	29%	27%	27%	25%	30%	27%	26%	26%	1%		—%		27%	27%	—%	
Research and development	40%	36%	33%	30%	37%	33%	27%	24%	(6)%		(3)%		34%	30%	(4)%	
Sales and marketing	70%	63%	58%	61%	61%	57%	50%	38%	(23)%		(12)%		63%	51%	(12)%	
General and administrative	17%	15%	15%	12%	16%	12%	11%	13%	1%		2%		15%	13%	(2)%	
Total operating expenses	127%	114%	105%	103%	114%	101%	88%	75%	(28)%		(13)%		111%	94%	(17)%	



	2015				2016				Y/Y Change		Q/Q Change	
	3/31/2015 Rounded (\$000)	6/30/2015 Rounded (\$000)	9/30/2015 Rounded (\$000)	12/31/2015 Rounded (\$000)	3/31/2016 Rounded (\$000)	6/30/2016 Rounded (\$000)	9/30/2016 Rounded (\$000)	12/31/2016 Rounded (\$000)	12/31/2016 Rounded (\$000)	%	12/31/2016 Rounded (\$000)	%
Assets												
Current assets:												
Cash and cash equivalents	136,776	726,480	436,901	402,102	175,113	183,993	223,697	223,667	(178,435)	(44)%	(30)	(0)%
Short term investments	260,838	463,137	733,026	767,775	746,027	732,829	702,469	712,058	(55,717)	(7)%	9,589	1%
Accounts receivable, net of allowance for doubtful accounts	160,095	105,183	140,940	172,752	141,247	124,281	124,017	121,150	(51,602)	(30)%	(2,867)	(2)%
Inventories, net	10,505	10,485	11,628	13,747	10,778	9,981	7,807	5,955	(7,792)	(57)%	(1,852)	(24)%
Deferred tax assets, current portion	21,968	25,081	26,391	—	—	—	—	—	—	—	—	—
Prepaid expenses and other current assets	27,457	32,706	30,595	30,883	35,078	29,094	27,957	25,081	(5,802)	(19)%	(2,876)	(10)%
Total current assets	617,639	1,363,072	1,379,481	1,387,259	1,108,243	1,080,178	1,085,947	1,087,911	(299,348)	(22)%	1,964	0%
Property and equipment, net	81,030	74,438	73,129	78,368	81,324	73,386	67,219	61,852	(16,516)	(21)%	(5,367)	(8)%
Goodwill	750,288	750,288	750,288	750,288	974,184	977,964	978,387	978,260	227,972	30%	(127)	(0)%
Intangible assets	249,858	238,092	226,326	214,560	290,595	276,380	260,111	244,032	29,472	14%	(16,079)	(6)%
Deposits and other long-term assets	7,186	6,824	6,228	10,998	12,084	11,939	11,184	10,910	(88)	(1)%	(274)	(2)%
Total assets	1,706,001	2,432,714	2,435,452	2,441,473	2,466,430	2,419,847	2,402,848	2,382,965	(58,508)	(2)%	(19,883)	(1)%
Liabilities, convertible preferred stock and stockholders' equity (deficit)												
Current liabilities:												
Accounts payable	28,505	25,344	33,611	43,650	37,716	32,444	29,817	20,269	(23,381)	(54)%	(9,548)	(32)%
Accrued liabilities	26,060	27,286	30,407	29,820	36,082	27,973	29,322	22,997	(6,823)	(23)%	(6,325)	(22)%
Accrued compensation	61,876	63,693	73,030	79,294	105,893	105,058	126,193	96,004	16,710	21%	(30,189)	(24)%
Deferred revenue, current portion	217,211	232,522	265,906	305,169	329,095	342,527	362,081	397,118	91,949	30%	35,037	10%
Total current liabilities	333,652	348,845	402,954	457,933	508,786	508,002	547,413	536,388	78,455	17%	(11,025)	(2)%
Convertible senior notes, net	—	688,961	697,526	706,198	714,978	723,868	732,868	741,980	35,782	5%	9,112	1%
Deferred revenue, non-current portion	161,553	177,369	188,961	221,829	236,987	244,924	254,337	256,398	34,569	16%	2,061	1%
Deferred tax liabilities, non-current portion	21,780	24,893	26,198	—	—	—	—	—	—	—	—	—
Other long-term liabilities	9,400	9,959	10,144	11,141	9,298	9,823	8,255	7,087	(4,054)	(36)%	(1,168)	(14)%
Total liabilities	526,385	1,250,027	1,325,783	1,397,101	1,470,049	1,486,617	1,542,873	1,541,853	144,752	10%	(1,020)	(0)%
Stockholders' equity (deficit):												
Common stock, par value \$0.0001 per share	16	16	16	16	17	17	17	17	1	6%	—	—%
Additional paid in capital	1,980,894	2,267,972	2,330,436	2,403,088	2,512,269	2,587,963	2,638,951	2,682,909	279,821	12%	43,958	2%
Treasury stock	—	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	—	—%	—	—%
Accumulated other comprehensive income (loss)	(38)	(472)	(424)	(2,225)	(62)	413	(457)	(1,742)	483	(22)%	(1,285)	281%
Accumulated deficit	(801,256)	(934,829)	(1,070,359)	(1,206,507)	(1,365,843)	(1,505,163)	(1,628,536)	(1,690,072)	(483,565)	40%	(61,536)	4%
Total stockholders' equity (deficit)	1,179,616	1,182,687	1,109,669	1,044,372	996,381	933,230	859,975	841,112	(203,260)	(19)%	(18,863)	(2)%
Total liabilities, convertible preferred stock and stockholders' equity (deficit)	1,706,001	2,432,714	2,435,452	2,441,473	2,466,430	2,419,847	2,402,848	2,382,965	(58,508)	(2)%	(19,883)	(1)%
Cash and cash equivalents & short term investments	397,614	1,189,617	1,169,927	1,169,877	921,140	916,822	926,166	935,725	(234,152)	(20)%	9,559	1%



CASH FLOWS FROM OPERATING ACTIVITIES:

	2015				2016				Y/Y Change		Q/Q Change		Annual		Y/Y Change	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q4 2016		Q4 2016		2015	2016	2016 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	(133,964)	(133,573)	(135,530)	(136,148)	(155,900)	(139,320)	(123,373)	(61,536)	74,612	(55)%	61,837	(50)%	(539,215)	(480,129)	59,086	(11)%
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:																
Depreciation and amortization	26,581	27,588	27,985	29,802	30,503	30,724	29,625	28,415	(1,387)	(5)%	(1,210)	(4)%	111,956	119,267	7,311	7%
Stock-based compensation	49,875	56,411	58,366	57,467	64,239	57,308	46,570	30,949	(26,518)	(46)%	(15,621)	(34)%	222,119	199,066	(23,053)	(10)%
Non-cash interest expense related to convertible senior notes	—	2,832	8,565	8,672	8,780	8,889	9,001	9,112	440	5%	111	1%	20,069	35,782	15,713	78%
Change in FV of contingent earn-out liability	—	—	—	—	—	1,156	600	600	600		—	—%	—	2,356	2,356	
Deferred income taxes	82	(1)	39	(1,473)	(11,053)	(871)	88	(90)	1,383	(94)%	(178)	(202)%	(1,353)	(11,926)	(10,573)	781%
Other	509	1,576	1,059	1,528	938	1,603	4,443	2,852	1,324	87%	(1,591)	(36)%	4,672	9,836	5,164	111%
<i>Changes in operating assets and liabilities:</i>																
Accounts receivable	32,736	54,104	(35,955)	(31,759)	43,144	16,964	264	1,413	33,172	(104)%	1,149	435%	19,126	61,785	42,659	223%
Inventories	(2,554)	(755)	(1,677)	(2,834)	2,325	(497)	1,157	(1,570)	1,264	(117)%	(2,727)	(236)%	(7,820)	1,415	9,235	(118)%
Prepaid expenses and other assets	127	(2,481)	3,413	(1,734)	(2,152)	5,560	850	5,086	6,820	(316)%	4,236	498%	(675)	9,344	10,019	(1,484)%
Accounts payable	(4,219)	(1,834)	7,342	6,416	(3,391)	(3,451)	(4,756)	(7,495)	(13,911)	(217)%	(2,739)	58%	7,705	(19,093)	(26,798)	(348)%
Accrued liabilities	2,068	1,823	3,663	(59)	902	(7,669)	1,708	(6,095)	(6,036)	11,463%	(7,803)	(457)%	7,495	(11,154)	(18,649)	(249)%
Accrued transaction costs of acquiree	—	—	—	—	(7,727)	—	—	—	—		—		—	(7,727)	(7,727)	
Accrued compensation	(2,675)	1,683	9,297	6,437	(8,989)	(5,423)	20,554	(30,763)	(37,200)	(578)%	(51,317)	(250)%	14,742	(24,621)	(39,363)	(267)%
Deferred revenue	26,221	31,127	44,976	72,131	17,997	21,369	28,968	37,097	(35,034)	(49)%	8,129	28%	174,455	105,431	(69,024)	(40)%
Other long-term liabilities	1,997	560	184	998	(2,132)	526	(1,568)	(1,043)	(2,041)	(204)%	525	(33)%	3,739	(4,217)	(7,956)	(213)%
Net cash provided by (used in) operating activities	(3,216)	39,060	(8,273)	9,444	(22,516)	(13,132)	14,131	6,932	(2,512)	(27)%	(7,199)	(51)%	37,015	(14,585)	(51,600)	(139)%

CASH FLOWS FROM INVESTING ACTIVITIES:

Acquisition of business, net of cash acquired	—	—	—	—	(204,926)	—	—	—	—		—		—	(204,926)	(204,926)	
Purchase of property and equipment and demonstration units	(12,669)	(11,869)	(12,655)	(17,356)	(14,257)	(6,821)	(6,931)	(8,305)	9,051	(52)%	(1,374)	20%	(54,549)	(36,314)	18,235	(33)%
Purchase of short-term investments	(39,857)	(261,356)	(338,949)	(128,935)	(88,805)	(152,444)	(138,446)	(127,378)	1,557	(1)%	11,068	(8)%	(769,097)	(507,073)	262,024	(34)%
Maturity of short-term investments	34,655	57,483	67,011	85,967	111,319	160,280	167,025	115,734	29,767	35%	(51,291)	(31)%	245,116	554,358	309,242	126%
Sale of short-term investments	—	—	—	4,807	—	4,507	—	—	(4,807)	(100)%	—		4,807	4,507	(300)	(6)%
Purchase of investment in private company	—	—	—	(1,800)	—	—	—	—	1,800	(100)%	—		(1,800)	—	1,800	(100)%
Lease deposits	(370)	(416)	159	(599)	(678)	312	(114)	232	831	(139)%	346	(304)%	(1,226)	(248)	978	(80)%
Net cash provided by (used in) investing activities	(18,241)	(216,158)	(284,434)	(57,916)	(197,347)	5,834	21,534	(19,717)	38,199	(66)%	(41,251)	(192)%	(576,749)	(189,696)	387,053	(67)%

CASH FLOWS FROM FINANCING ACTIVITIES:

Net proceeds from convertible debt offering	—	897,000	(470)	—	—	—	—	—	—		—		896,530	—	(896,530)	(100)%
Prepaid forward stock purchase	—	(150,000)	—	—	—	—	—	—	—		—		(150,000)	—	150,000	(100)%
Repayment of debt of acquired business	—	—	—	—	(8,842)	—	—	—	—		—		—	(8,842)	(8,842)	
Payments for contingent earn-outs	—	—	—	—	—	(67)	(20)	(25)	(25)		(5)	25%	—	(112)	(112)	
Payment related to shares withheld for taxes	—	(2,027)	—	—	(1,124)	—	—	—	—		—		(2,027)	(1,124)	903	(45)%
Proceeds from employee stock purchase plan	—	10,835	—	11,045	—	12,684	—	9,396	(1,649)	(15)%	9,396		21,880	22,080	200	1%
Proceeds from exercise of stock options	11,870	10,994	3,598	2,628	2,840	3,561	4,059	3,384	756	29%	(675)	(17)%	29,090	13,844	(15,246)	(52)%
Net cash provided by (used) in financing activities	11,870	766,802	3,128	13,673	(7,126)	16,178	4,039	12,755	(918)	(7)%	8,716	216%	795,473	25,846	(769,627)	(97)%

Net change in cash and cash equivalents

Cash and cash equivalents, beginning of period

Cash and cash equivalents, end of period

	(9,587)	589,704	(289,579)	(34,799)	(226,989)	8,880	39,704	(30)	34,769	(100)%	(39,734)	(100)%	255,739	(178,435)	(434,174)	(170)%
	146,363	136,776	726,480	436,901	402,102	175,113	183,993	223,697	(213,204)	(49)%	39,704	22%	146,363	402,102	255,739	175%
	136,776	726,480	436,901	402,102	175,113	183,993	223,697	223,667	(178,435)	(44)%	(30)	(0)%	402,102	223,667	(178,435)	(44)%



Revenue Metrics

	2015				2016				Y/Y Change		Q/Q Change		Annual		Y/Y Change	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q4 2016		Q4 2016		2015	2016	2016 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)	%
Revenue:																
Product	40,237	49,696	60,101	66,598	33,707	40,776	43,857	33,586	(33,012)	(50)%	(10,271)	(23)%	216,632	151,926	(64,706)	(30)%
Product subscriptions (including FireEye-aaS)	43,376	48,510	53,592	59,825	74,163	76,348	80,899	85,576	25,751	43%	4,677	6%	205,303	316,986	111,683	54%
Subtotal: Platform (product + product subscriptions)	83,613	98,206	113,693	126,423	107,870	117,124	124,756	119,162	(7,261)	(6)%	(5,594)	(4)%	421,935	468,912	46,977	11%
Support and maintenance	19,084	21,429	23,245	26,042	28,413	29,667	32,091	33,170	7,128	27%	1,079	3%	89,800	123,341	33,541	37%
Professional services	22,673	27,572	28,678	32,309	31,683	28,250	29,564	32,364	55	0%	2,800	9%	111,232	121,861	10,629	10%
Subtotal: Support, maintenance, and professional services	41,757	49,001	51,923	58,351	60,096	57,917	61,655	65,534	7,183	12%	3,879	6%	201,032	245,202	44,170	22%
Subscription and services as reported	85,133	97,511	105,515	118,176	134,259	134,265	142,554	151,110	32,934	28%	8,556	6%	406,335	562,188	155,853	38%
Total revenue	125,370	147,207	165,616	184,774	167,966	175,041	186,411	184,696	(78)	(0)%	(1,715)	(1)%	622,967	714,114	91,147	15%
Product subscriptions and support	62,460	69,939	76,837	85,867	102,576	106,015	112,990	118,746	32,879	38%	5,756	5%	295,103	440,327	145,224	49%
<i>% of revenue</i>	50%	48%	46%	46%	61%	61%	61%	64%	18%		3%		47%	62%	15%	
Revenue Mix:																
Product	32%	34%	36%	36%	20%	23%	24%	18%	(18)%		(6)%		35%	21%	(14)%	
Product subscriptions (including FireEye-aaS)	35%	33%	33%	32%	44%	44%	43%	47%	15%		4%		33%	45%	12%	
Subtotal: Platform (product + product subscriptions)	67%	67%	69%	68%	64%	67%	67%	65%	(3)%		(2)%		68%	66%	(2)%	
Support and maintenance	15%	14%	14%	14%	17%	17%	17%	18%	4%		1%		14%	17%	3%	
Professional services	18%	19%	17%	18%	19%	16%	16%	17%	(1)%		1%		18%	17%	(1)%	
Subtotal: Support, maintenance, and professional services	33%	33%	31%	32%	36%	33%	33%	35%	3%		2%		32%	34%	2%	
Revenue by Geography:																
US Revenue	89,189	106,131	119,934	123,951	115,852	121,031	129,619	122,121	(1,830)	(1)%	(7,498)	(6)%	439,205	488,623	49,418	11%
EMEA	16,792	18,971	17,574	27,623	24,442	23,965	24,900	28,981	1,358	5%	4,081	16%	80,960	102,288	21,328	26%
APAC	13,720	15,610	19,878	23,801	21,823	23,380	24,447	25,635	1,834	8%	1,188	5%	73,009	95,285	22,276	31%
Other	5,669	6,495	8,230	9,399	5,849	6,665	7,445	7,959	(1,440)	(15)%	514	7%	29,793	27,918	(1,875)	(6)%
International Revenue	36,181	41,076	45,682	60,823	52,114	54,010	56,792	62,575	1,752	3%	5,783	10%	183,762	225,491	41,729	23%
US revenue %	71%	72%	72%	67%	69%	69%	70%	66%	(1)%		(4)%		71%	68%	(3)%	
International revenue %	29%	28%	28%	33%	31%	31%	30%	34%	1%		4%		29%	32%	3%	



Billings:

Product
Product subscriptions (including FireEye-aaS)

Subtotal: Platform (product + product subscriptions)

Support and maintenance
Professional services

Subtotal: Support, maintenance, and professional services

Subscription and services as reported

Total billings

Product subscriptions and support
% of billings

Billings Mix:

Product
Product subscriptions (including FireEye-aaS)

Subtotal: Platform (product + product subscriptions)

Support and maintenance
Professional services

Subtotal: Support, maintenance, and professional services

2015				2016			
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
38,234	48,824	58,796	66,379	33,370	40,073	47,014	33,489
63,736	72,454	82,481	108,701	88,884	88,075	95,490	113,588
101,970	121,278	141,277	175,080	122,254	128,148	142,504	147,077
22,842	31,107	35,708	47,790	31,346	36,724	37,394	38,500
26,779	25,949	33,607	34,035	32,363	31,538	35,480	36,217
49,621	57,056	69,315	81,825	63,709	68,262	72,874	74,717
113,357	129,510	151,796	190,526	152,593	156,337	168,364	188,305
151,591	178,334	210,592	256,905	185,963	196,410	215,378	221,794
86,578	103,561	118,189	156,491	120,230	124,799	132,884	152,088
57%	58%	56%	61%	65%	64%	62%	69%
25%	27%	28%	26%	18%	20%	22%	15%
42%	41%	39%	42%	48%	45%	44%	51%
67%	68%	67%	68%	66%	65%	66%	66%
15%	17%	17%	19%	17%	19%	17%	18%
18%	15%	16%	13%	17%	16%	17%	16%
33%	32%	33%	32%	34%	35%	34%	34%

Y/Y Change	
Q4 2016	
Rounded (\$000)	%
(32,890)	(50)%
4,887	4%
(28,003)	(16)%
(9,290)	(19)%
2,182	6%
(7,108)	(9)%
(2,221)	(1)%
(35,111)	(14)%
(4,403)	(3)%
8%	
(11)%	
9%	
(2)%	
(1)%	
3%	
2%	

Q/Q Change	
Q4 2016	
Rounded (\$000)	%
(13,525)	(29)%
18,098	19%
4,573	3%
1,106	3%
737	2%
1,843	3%
19,941	12%
6,416	3%
19,204	14%
7%	
(7)%	
7%	
—%	
1%	
(1)%	
—%	

Annual	
2015	2016
Rounded (\$000)	Rounded (\$000)
212,233	153,946
327,372	386,037
539,605	539,983
137,447	143,964
120,370	135,598
257,817	279,562
585,189	665,599
797,422	819,545
464,819	530,001
58%	65%
27%	19%
41%	47%
68%	66%
17%	18%
15%	16%
32%	34%

Y/Y Change	
2016 YTD	
Rounded (\$000)	%
(58,287)	(27)%
58,665	18%
378	0%
6,517	5%
15,228	13%
21,745	8%
80,410	14%
22,123	3%
65,182	14%
7%	
(8)%	
6%	
(2)%	
1%	
1%	
2%	



Deferred Revenue Metrics

Deferred revenue:

Current Product	9,697	9,176	8,590	8,200	8,083	7,549	9,248	8,924	724	9%	(324)	(4)%
Current Subscription & Services	207,514	223,346	257,316	296,969	321,012	334,978	352,833	388,194	91,225	31%	35,361	10%
Current deferred revenue	217,211	232,522	265,906	305,169	329,095	342,527	362,081	397,118	91,949	30%	35,037	10%
Less: acquired deferred revenue	—	—	—	—	(19,622)	—	—	—	—		—	
Adjusted ending current deferred revenue	217,211	232,522	265,906	305,169	309,473	342,527	362,081	397,118	91,949	30%	35,037	10%
Non-current Product	3,950	3,599	2,879	3,051	3,231	3,062	4,520	4,748	1,697	56%	228	5%
Non-current Subscription & Services	157,603	173,770	186,082	218,778	233,756	241,862	249,817	251,650	32,872	15%	1,833	1%
Non-current deferred revenue	161,553	177,369	188,961	221,829	236,987	244,924	254,337	256,398	34,569	16%	2,061	1%
Less: acquired deferred revenue	—	—	—	—	(1,465)	—	—	—	—		—	
Adjusted ending non-current deferred revenue	161,553	177,369	188,961	221,829	235,522	244,924	254,337	256,398	34,569	16%	2,061	1%
Total deferred revenue	378,764	409,891	454,867	526,998	566,082	587,451	616,418	653,516	126,518	24%	37,098	6%
Less: acquired deferred revenue	—	—	—	—	(21,087)	—	—	—	—		—	
Adjusted ending deferred revenue	378,764	409,891	454,867	526,998	544,995	587,451	616,418	653,516	126,518	24%	37,098	6%
Current deferred revenue %	57%	57%	58%	58%	58%	58%	59%	61%	3%		2%	
Non-current deferred revenue %	43%	43%	42%	42%	42%	42%	41%	39%	(3)%		(2)%	
Ending Product Deferred Revenue	13,647	12,775	11,469	11,251	11,314	10,611	13,768	13,672	2,421	22%	(96)	(1)%
Ending Subscription & Services Deferred Revenue	365,117	397,116	443,398	515,747	554,768	576,840	602,650	639,844	124,097	24%	37,194	6%

2015				2016				Y/Y Change		Q/Q Change	
3/31/2015	6/30/2015	9/30/2015	12/31/2015	3/31/2016	6/30/2016	9/30/2016	12/31/2016	12/31/2016		12/31/2016	
Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	%	Rounded (\$000)	%
9,697	9,176	8,590	8,200	8,083	7,549	9,248	8,924	724	9%	(324)	(4)%
207,514	223,346	257,316	296,969	321,012	334,978	352,833	388,194	91,225	31%	35,361	10%
217,211	232,522	265,906	305,169	329,095	342,527	362,081	397,118	91,949	30%	35,037	10%
—	—	—	—	(19,622)	—	—	—	—		—	
217,211	232,522	265,906	305,169	309,473	342,527	362,081	397,118	91,949	30%	35,037	10%
3,950	3,599	2,879	3,051	3,231	3,062	4,520	4,748	1,697	56%	228	5%
157,603	173,770	186,082	218,778	233,756	241,862	249,817	251,650	32,872	15%	1,833	1%
161,553	177,369	188,961	221,829	236,987	244,924	254,337	256,398	34,569	16%	2,061	1%
—	—	—	—	(1,465)	—	—	—	—		—	
161,553	177,369	188,961	221,829	235,522	244,924	254,337	256,398	34,569	16%	2,061	1%
378,764	409,891	454,867	526,998	566,082	587,451	616,418	653,516	126,518	24%	37,098	6%
—	—	—	—	(21,087)	—	—	—	—		—	
378,764	409,891	454,867	526,998	544,995	587,451	616,418	653,516	126,518	24%	37,098	6%
57%	57%	58%	58%	58%	58%	59%	61%	3%		2%	
43%	43%	42%	42%	42%	42%	41%	39%	(3)%		(2)%	
13,647	12,775	11,469	11,251	11,314	10,611	13,768	13,672	2,421	22%	(96)	(1)%
365,117	397,116	443,398	515,747	554,768	576,840	602,650	639,844	124,097	24%	37,194	6%

Y/Y Change		Q/Q Change	
12/31/2016		12/31/2016	
Rounded (\$000)	%	Rounded (\$000)	%
724	9%	(324)	(4)%
91,225	31%	35,361	10%
91,949	30%	35,037	10%
—		—	
91,949	30%	35,037	10%
1,697	56%	228	5%
32,872	15%	1,833	1%
34,569	16%	2,061	1%
—		—	
34,569	16%	2,061	1%
126,518	24%	37,098	6%
—		—	
126,518	24%	37,098	6%
3%		2%	
(3)%		(2)%	
2,421	22%	(96)	(1)%
124,097	24%	37,194	6%

Y/Y Change		Q/Q Change	
12/31/2016		12/31/2016	
Rounded (\$000)	%	Rounded (\$000)	%
724	9%	(324)	(4)%
91,225	31%	35,361	10%
91,949	30%	35,037	10%
—		—	
91,949	30%	35,037	10%
1,697	56%	228	5%
32,872	15%	1,833	1%
34,569	16%	2,061	1%
—		—	
34,569	16%	2,061	1%
126,518	24%	37,098	6%
—		—	
126,518	24%	37,098	6%
3%		2%	
(3)%		(2)%	
2,421	22%	(96)	(1)%
124,097	24%	37,194	6%