



	2014				2015				2016		Annual		Q2 YTD	
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	2014 Rounded (\$000)	2015 Rounded (\$000)	2015 Rounded (\$000)	2016 Rounded (\$000)
Revenue:														
Product	24,252	37,683	48,375	67,936	40,237	49,696	60,101	66,598	33,707	40,776	178,246	216,632	89,933	74,483
Subscription and services	49,728	56,806	65,836	75,046	85,133	97,511	105,515	118,176	134,259	134,265	247,416	406,335	182,644	268,524
Total revenue	73,980	94,489	114,211	142,982	125,370	147,207	165,616	184,774	167,966	175,041	425,662	622,967	272,577	343,007
Cost of revenue:														
Product	10,326	13,749	15,440	19,465	15,200	17,101	21,265	20,915	17,133	15,959	58,980	74,481	32,301	33,092
Subscription and services	24,967	27,831	29,488	33,827	36,851	39,006	40,606	42,260	54,297	51,468	116,113	158,723	75,857	105,765
Total cost of revenue	35,293	41,580	44,928	53,292	52,051	56,107	61,871	63,175	71,430	67,427	175,093	233,204	108,158	138,857
Total gross profit	38,687	52,909	69,283	89,690	73,319	91,100	103,745	121,599	96,536	107,614	250,569	389,763	164,419	204,150
Product gross margin	57%	64%	68%	71%	62%	66%	65%	69%	49%	61%	67%	66%	64%	56%
Subscription and services gross margin	50%	51%	55%	55%	57%	60%	62%	64%	60%	62%	53%	61%	58%	61%
Total gross margin	52%	56%	61%	63%	58%	62%	63%	66%	57%	61%	59%	63%	60%	60%
Research and development	41,970	53,408	54,707	53,102	65,605	68,798	73,374	71,690	85,983	76,372	203,187	279,467	134,403	162,355
Sales and marketing	76,854	94,591	111,625	118,081	107,595	116,008	117,131	135,432	123,028	121,405	401,151	476,166	223,603	244,433
General and administrative	27,100	31,931	30,119	31,949	32,607	34,687	36,518	37,978	42,256	33,809	121,099	141,790	67,294	76,065
Restructuring charges	-	-	2,769	1,558	-	-	-	-	1,670	3,537	4,327	-	-	5,207
Total operating expenses	145,924	179,930	199,220	204,690	205,807	219,493	227,023	245,100	252,937	235,123	729,764	897,423	425,300	488,060
Operating loss	(107,237)	(127,021)	(129,937)	(115,000)	(132,488)	(128,393)	(123,278)	(123,501)	(156,401)	(127,509)	(479,195)	(507,660)	(260,881)	(283,910)
<i>Operating margin</i>	<i>(145)%</i>	<i>(134)%</i>	<i>(114)%</i>	<i>(80)%</i>	<i>(106)%</i>	<i>(87)%</i>	<i>(74)%</i>	<i>(67)%</i>	<i>(93)%</i>	<i>(73)%</i>	<i>(113)%</i>	<i>(81)%</i>	<i>(96)%</i>	<i>(83)%</i>
Other income (expense), net	(16)	(150)	(413)	(670)	(499)	(4,253)	(11,616)	(11,097)	(9,529)	(11,473)	(1,249)	(27,465)	(4,752)	(21,002)
Loss before income taxes	(107,253)	(127,171)	(130,350)	(115,670)	(132,987)	(132,646)	(134,894)	(134,598)	(165,930)	(138,982)	(480,444)	(535,125)	(265,633)	(304,912)
Provision (benefit) for income taxes	(6,042)	(10,348)	(10,320)	(9,944)	977	927	636	1,550	(10,030)	338	(36,654)	4,090	1,904	(9,692)
Net loss attributable to common stockholders, basic and diluted	(101,211)	(116,823)	(120,030)	(105,726)	(133,964)	(133,573)	(135,530)	(136,148)	(155,900)	(139,320)	(443,790)	(539,215)	(267,537)	(295,220)
Net loss per share, basic and diluted	\$ (0.76)	\$ (0.82)	\$ (0.83)	\$ (0.72)	\$ (0.88)	\$ (0.87)	\$ (0.88)	\$ (0.87)	\$ (0.98)	\$ (0.86)	\$ (3.12)	\$ (3.50)	\$ (1.75)	\$ (1.84)
Weighted average shares, basic and diluted	133,976	141,895	144,923	147,746	151,651	154,121	154,523	156,137	158,781	162,045	142,176	154,120	152,890	160,413
Non-GAAP Adjustments:														
Stock-based Compensation														
Product cost of revenue	145	236	243	263	268	386	560	374	667	614	887	1,588	654	1,281
Services cost of revenue	3,420	3,605	3,430	6,583	6,378	7,163	8,221	7,673	9,601	7,653	17,038	29,435	13,541	17,254
Cost of revenue	3,565	3,841	3,673	6,846	6,646	7,549	8,781	8,047	10,268	8,267	17,925	31,023	14,195	18,535
R&D	4,603	7,803	7,648	8,914	16,035	16,525	18,852	16,917	24,430	19,025	28,968	68,329	32,560	43,455
S&M	8,688	15,923	22,543	19,619	16,454	19,358	18,612	18,862	16,154	17,606	66,773	73,286	35,812	33,760
G&A	8,338	10,686	9,296	9,866	10,740	12,979	12,120	13,954	13,215	12,410	38,186	49,793	23,719	25,625
Total	25,194	38,253	43,160	45,245	49,875	56,411	58,365	57,780	64,067	57,308	151,852	222,431	106,286	121,375
Amortization of Intangibles														
Product cost of revenue	2,431	2,672	2,852	2,987	3,064	3,064	3,064	3,064	3,064	3,064	10,942	12,256	6,128	6,128
Services cost of revenue	5,390	5,394	5,400	5,475	5,475	5,475	5,475	5,475	7,751	8,530	21,659	21,900	10,950	16,281
Cost of revenue	7,821	8,066	8,252	8,462	8,539	8,539	8,539	8,539	10,815	11,594	32,601	34,156	17,078	22,409
R&D	-	-	-	-	-	-	-	-	131	163	-	-	-	294
S&M	2,977	3,121	3,226	3,227	3,227	3,227	3,227	3,227	4,219	4,759	12,551	12,908	6,454	8,978
Total	10,798	11,187	11,478	11,689	11,766	11,766	11,766	11,766	15,165	16,516	45,152	47,064	23,532	31,681
Other expenses														
Acquisition-related expenses	1,047	512	-	-	-	-	-	1,431	2,413	-	1,559	1,431	-	2,413
Change in fair value of contingent earn-out liability	-	-	-	-	-	-	-	-	-	1,156	-	-	-	1,156
Restructuring	-	-	2,769	1,558	-	-	-	-	1,670	3,537	4,327	-	-	5,207
Non-cash interest expense	-	-	-	-	-	2,832	8,565	8,672	8,780	8,889	-	20,069	2,832	17,669
Discrete benefit from income taxes	(7,242)	(11,610)	(11,247)	(9,373)	-	-	-	-	(11,282)	(753)	(39,472)	-	-	(12,035)
Total Non-GAAP Adjustments	29,797	38,342	46,160	49,119	61,641	71,009	78,696	79,649	80,813	86,653	163,418	290,995	132,650	167,466

	2014				2015				2016		Annual		Q2 YTD	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	2014	2015	2015	2016
	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)
Total Revenue	73,980	94,489	114,211	142,982	125,370	147,207	165,616	184,774	167,966	175,041	425,662	622,967	272,577	343,007
Plus change in deferred revenue	25,208	19,286	50,914	69,622	26,221	31,127	44,976	72,131	39,084	21,369	165,030	174,455	57,348	60,453
Less deferred revenue assumed	-	-	-	-	-	-	-	-	(21,087)	-	-	-	-	(21,087)
Non-GAAP Billings	99,188	113,775	165,125	212,604	151,591	178,334	210,592	256,905	185,963	196,410	590,692	797,422	329,925	382,373
Cost of Product Revenue	10,326	13,749	15,440	19,465	15,200	17,101	21,265	20,915	17,133	15,959	58,980	74,481	32,301	33,092
Stock based compensation	(145)	(236)	(243)	(263)	(268)	(386)	(560)	(374)	(667)	(614)	(887)	(1,588)	(654)	(1,281)
Amortization of intangibles	(2,431)	(2,672)	(2,852)	(2,987)	(3,064)	(3,064)	(3,064)	(3,064)	(3,064)	(3,064)	(10,942)	(12,256)	(6,128)	(6,128)
Non-GAAP cost of product revenue	7,750	10,841	12,345	16,215	11,868	13,651	17,641	17,477	13,402	12,281	47,151	60,637	25,519	25,683
Cost of Subscription and Services Revenue	24,967	27,831	29,488	33,827	36,851	39,006	40,606	42,260	54,297	51,468	116,113	158,723	75,857	105,765
Stock based compensation	(3,420)	(3,605)	(3,430)	(6,583)	(6,378)	(7,163)	(8,221)	(7,673)	(9,601)	(7,653)	(17,038)	(29,435)	(13,541)	(17,254)
Amortization of intangibles	(5,390)	(5,394)	(5,400)	(6,475)	(5,475)	(5,475)	(5,475)	(5,475)	(7,751)	(8,530)	(21,659)	(21,900)	(10,950)	(16,281)
Non-GAAP cost of services revenue	16,157	18,832	20,658	21,769	24,998	26,368	26,910	29,112	36,945	35,285	77,416	107,388	51,366	72,230
Total Cost of Revenue	35,293	41,580	44,928	53,292	52,051	56,107	61,871	63,175	71,430	67,427	175,093	233,204	108,158	138,857
Stock based compensation	(3,565)	(3,841)	(3,673)	(6,846)	(6,646)	(7,549)	(8,781)	(8,047)	(10,268)	(8,267)	(17,925)	(31,023)	(14,195)	(18,535)
Amortization of intangibles	(7,821)	(8,066)	(8,252)	(8,462)	(8,539)	(8,539)	(8,539)	(8,539)	(10,815)	(11,594)	(32,601)	(34,156)	(17,078)	(22,409)
Non-GAAP cost of revenue	23,907	29,673	33,003	37,984	36,866	40,019	44,551	46,589	50,347	47,566	124,567	168,025	76,885	97,913
Gross profit	38,687	52,909	69,283	89,690	73,319	91,100	103,745	121,599	96,536	107,614	250,569	389,763	164,419	204,150
Stock based compensation	3,565	3,841	3,673	6,846	6,646	7,549	8,781	8,047	10,268	8,267	17,925	31,023	14,195	18,535
Amortization of intangibles	7,821	8,066	8,252	8,462	8,539	8,539	8,539	8,539	10,815	11,594	32,601	34,156	17,078	22,409
Non-GAAP gross profit	50,073	64,816	81,208	104,998	88,504	107,188	121,065	138,185	117,619	127,475	301,095	454,942	195,692	245,094
Research and development	41,970	53,408	54,707	53,102	65,605	68,798	73,374	71,690	85,983	76,372	203,187	279,467	134,403	162,355
Stock based compensation	(4,603)	(7,803)	(7,648)	(8,914)	(16,035)	(16,525)	(18,852)	(16,917)	(24,430)	(19,025)	(28,968)	(68,329)	(32,560)	(43,455)
Amortization of intangibles	-	-	-	-	-	-	-	-	(131)	(163)	-	-	-	(294)
Non-GAAP research and development	37,367	45,605	47,059	44,188	49,570	52,273	54,522	54,773	61,422	57,184	174,219	211,138	101,843	118,606
Sales and marketing	76,854	94,591	111,625	118,881	107,595	116,008	117,131	135,432	123,028	121,405	401,151	476,166	223,603	244,433
Stock based compensation	(8,688)	(15,923)	(22,543)	(19,619)	(16,454)	(19,558)	(18,612)	(18,862)	(16,154)	(17,606)	(66,773)	(73,286)	(35,812)	(33,760)
Amortization of intangibles	(2,977)	(3,121)	(3,226)	(3,227)	(3,227)	(3,227)	(3,227)	(3,227)	(4,219)	(4,759)	(12,551)	(12,908)	(6,454)	(8,978)
Non-GAAP sales and marketing	65,189	75,547	85,856	95,235	87,914	93,423	95,292	113,343	102,655	99,040	321,827	389,972	181,337	201,695
General and administrative	27,100	31,931	30,119	31,949	32,607	34,687	36,518	37,978	42,256	33,809	121,099	141,790	67,294	76,065
Stock based compensation	(8,338)	(10,686)	(9,296)	(9,866)	(10,740)	(12,979)	(12,120)	(13,954)	(13,215)	(12,410)	(38,186)	(49,793)	(23,719)	(25,625)
Acquisition related costs	(1,047)	(512)	-	-	-	-	-	(1,431)	(2,413)	-	(1,559)	(1,431)	-	(2,413)
Change in fair value of contingent earn-out liability	-	-	-	-	-	-	-	-	-	(1,156)	-	-	-	(1,156)
Non-GAAP general and administrative	17,715	20,733	20,823	22,083	21,867	21,708	24,398	22,593	26,628	20,243	81,354	90,566	43,575	46,871
Total operating expenses	145,924	179,930	199,220	204,690	205,807	219,493	227,023	245,100	252,937	235,123	729,764	897,423	425,300	488,060
Stock based compensation	(21,629)	(34,412)	(39,487)	(38,399)	(43,229)	(48,862)	(49,584)	(49,733)	(53,799)	(49,041)	(133,927)	(191,408)	(92,091)	(102,840)
Amortization of intangibles	(2,977)	(3,121)	(3,226)	(3,227)	(3,227)	(3,227)	(3,227)	(3,227)	(4,350)	(4,922)	(12,551)	(12,908)	(6,454)	(9,272)
Acquisition related costs	(1,047)	(512)	-	-	-	-	-	(1,431)	(2,413)	-	(1,559)	(1,431)	-	(2,413)
Change in fair value of contingent earn-out liability	-	-	-	-	-	-	-	-	-	(1,156)	-	-	-	(1,156)
Restructuring charges	-	-	(2,769)	(1,558)	-	-	-	-	(1,670)	(3,537)	(4,327)	-	-	(5,207)
Non-GAAP total operating expenses	120,271	141,885	153,738	161,506	159,351	167,404	174,212	190,709	190,705	176,467	577,400	691,676	326,755	367,172
Operating loss	(107,237)	(127,021)	(129,937)	(115,000)	(132,488)	(128,393)	(123,278)	(123,501)	(156,401)	(127,509)	(479,195)	(507,660)	(260,881)	(283,910)
Stock based compensation	25,194	38,253	43,160	45,245	49,875	56,411	58,365	57,780	64,067	57,308	151,852	222,431	106,286	121,375
Amortization of intangibles	10,798	11,187	11,478	11,689	11,766	11,766	11,766	11,766	15,165	16,516	45,152	47,064	23,532	31,681
Acquisition related costs	1,047	512	-	-	-	-	-	1,431	2,413	-	1,559	1,431	-	2,413
Change in fair value of contingent earn-out liability	-	-	-	-	-	-	-	-	-	1,156	-	-	-	1,156
Restructuring charges	-	-	2,769	1,558	-	-	-	-	1,670	3,537	4,327	-	-	5,207
Non-GAAP operating loss	(70,198)	(77,069)	(72,530)	(56,508)	(70,847)	(60,216)	(53,147)	(52,524)	(73,086)	(48,992)	(276,305)	(236,734)	(131,063)	(122,078)
Other income (expense), net	(16)	(150)	(413)	(670)	(499)	(4,253)	(11,616)	(11,097)	(9,529)	(11,473)	(1,249)	(27,465)	(4,752)	(21,002)
Non-cash interest expense	-	-	-	-	-	2,832	8,565	8,672	8,780	8,889	-	20,069	2,832	17,669
Non-GAAP other income (expense), net	(16)	(150)	(413)	(670)	(499)	(1,421)	(3,051)	(2,425)	(749)	(2,584)	(1,249)	(7,396)	(1,920)	(3,333)
Tax provision (benefit)	(6,042)	(10,348)	(10,320)	(9,944)	977	927	636	1,550	(10,030)	338	(36,654)	4,090	1,904	(9,692)
Discrete benefit from income tax	7,242	11,610	11,247	9,373	-	-	-	-	11,282	753	39,472	-	-	12,035
Non-GAAP tax provision (benefit)	1,200	1,262	927	(571)	977	927	636	1,550	1,252	1,091	2,818	4,090	1,904	2,343
Net loss attributable to common stockholders, basic and diluted	(101,211)	(116,823)	(120,030)	(105,726)	(133,964)	(133,573)	(135,530)	(136,148)	(155,900)	(139,320)	(443,790)	(539,215)	(267,537)	(295,220)
Stock based compensation	25,194	38,253	43,160	45,245	49,875	56,411	58,365	57,780	64,067	57,308	151,852	222,431	106,286	121,375
Amortization of intangibles	10,798	11,187	11,478	11,689	11,766	11,766	11,766	11,766	15,165	16,516	45,152	47,064	23,532	31,681
Acquisition related costs	1,047	512	-	-	-	-	-	1,431	2,413	-	1,559	1,431	-	2,413
Change in fair value of contingent earn-out liability	-	-	-	-	-	-	-	-	-	1,156	-	-	-	1,156
Restructuring charges	-	-	2,769	1,558	-	-	-	-	1,670	3,537	4,327	-	-	5,207
Non-cash interest expense	-	-	-	-	-	2,832	8,565	8,672	8,780	8,889	-	20,069	2,832	17,669
Discrete benefit from income taxes	(7,242)	(11,610)	(11,247)	(9,373)	-	-	-	-	(11,282)	(753)	(39,472)	-	-	(12,035)
Non-GAAP net loss	(71,414)	(78,481)	(73,870)	(56,607)	(72,323)	(62,564)	(56,834)	(56,499)	(75,087)	(52,667)	(280,372)	(248,220)	(134,887)	(127,754)



Non-GAAP Income Statement

	2014				2015				2016		Annual		Q2 YTD	
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	2014 Rounded (\$000)	2015 Rounded (\$000)	2015 Rounded (\$000)	2016 Rounded (\$000)
Billings	99,188	113,775	165,125	212,604	151,591	178,334	210,592	256,905	185,963	196,410	590,692	797,422	329,925	382,373
Revenue:														
Product	24,252	37,683	48,375	67,936	40,237	49,696	60,101	66,598	33,707	40,776	178,246	216,632	89,933	74,483
Subscription and services	49,728	56,806	65,836	75,046	85,133	97,511	105,515	118,176	134,259	134,265	247,416	406,335	182,644	268,524
Total revenue	73,980	94,489	114,211	142,982	125,370	147,207	165,616	184,774	167,966	175,041	425,662	622,967	272,577	343,007
Cost of revenue:														
Product	7,750	10,841	12,345	16,215	11,868	13,651	17,641	17,477	13,402	12,281	47,151	60,637	25,519	25,683
Subscription and services	16,157	18,832	20,658	21,769	24,998	26,368	26,910	29,112	36,945	35,285	77,416	107,388	51,366	72,230
Total cost of revenue	23,907	29,673	33,003	37,984	36,866	40,019	44,551	46,589	50,347	47,566	124,567	168,025	76,885	97,913
Total gross profit	50,073	64,816	81,208	104,998	88,504	107,188	121,065	138,185	117,619	127,475	301,095	454,942	195,692	245,094
Product gross margin	68%	71%	74%	76%	71%	73%	71%	74%	60%	70%	74%	72%	72%	66%
Subscription and services gross margin	68%	67%	69%	71%	71%	73%	74%	75%	72%	74%	69%	74%	72%	73%
Total gross margin	68%	69%	71%	73%	71%	73%	73%	75%	70%	73%	71%	73%	72%	71%
Research and development	37,367	45,605	47,059	44,188	49,570	52,273	54,522	54,773	61,422	57,184	174,219	211,138	101,843	118,606
Sales and marketing	65,189	75,547	85,856	95,235	87,914	93,423	95,292	113,343	102,655	99,040	321,827	389,972	181,337	201,695
General and administrative	17,715	20,733	20,823	22,083	21,867	21,708	24,398	22,593	26,628	20,243	81,354	90,566	43,575	46,871
Total operating expenses	120,271	141,885	153,738	161,506	159,351	167,404	174,212	190,709	190,705	176,467	577,400	691,676	326,755	367,172
Operating loss	(70,198)	(77,069)	(72,530)	(56,508)	(70,847)	(60,216)	(53,147)	(52,524)	(73,086)	(48,992)	(276,305)	(236,734)	(131,063)	(122,078)
<i>Operating margin</i>	<i>(95)%</i>	<i>(82)%</i>	<i>(64)%</i>	<i>(40)%</i>	<i>(57)%</i>	<i>(41)%</i>	<i>(32)%</i>	<i>(28)%</i>	<i>(44)%</i>	<i>(28)%</i>	<i>(65)%</i>	<i>(38)%</i>	<i>(48)%</i>	<i>(36)%</i>
Other income (expense), net	(16)	(150)	(413)	(670)	(499)	(1,421)	(3,051)	(2,425)	(749)	(2,584)	(1,249)	(7,396)	(1,920)	(3,333)
Loss before income taxes	(70,214)	(77,219)	(72,943)	(57,178)	(71,346)	(61,637)	(56,198)	(54,949)	(73,835)	(51,576)	(277,554)	(244,130)	(132,983)	(125,411)
Provision (benefit) for income taxes	1,200	1,262	927	(571)	977	927	636	1,550	1,252	1,091	2,818	4,090	1,904	2,343
Net loss attributable to common stockholders, basic and diluted	(71,414)	(78,481)	(73,870)	(56,607)	(72,323)	(62,564)	(56,834)	(56,499)	(75,087)	(52,667)	(280,372)	(248,220)	(134,887)	(127,754)
Net loss per share, basic and diluted	\$ (0.53)	\$ (0.55)	\$ (0.51)	\$ (0.38)	\$ (0.48)	\$ (0.41)	\$ (0.37)	\$ (0.36)	\$ (0.47)	\$ (0.33)	\$ (1.97)	\$ (1.61)	\$ (0.88)	\$ (0.80)
Weighted average shares, basic and diluted	133,976	141,895	144,923	147,746	151,651	154,121	154,523	156,137	158,781	162,045	142,176	154,120	152,890	160,413

% of Revenue:

Product cost of revenue	32%	29%	26%	24%	29%	27%	29%	26%	40%	30%	26%	28%	28%	34%
Subscription and services cost of revenue	32%	33%	31%	29%	29%	27%	26%	25%	28%	26%	31%	26%	28%	27%
Total cost of revenue	32%	31%	29%	27%	29%	27%	27%	25%	30%	27%	29%	27%	28%	29%
Research and development	51%	48%	41%	31%	40%	36%	33%	30%	37%	33%	41%	34%	37%	35%
Sales and marketing	88%	80%	75%	67%	70%	63%	58%	61%	61%	57%	76%	63%	67%	59%
General and administrative	24%	22%	18%	15%	17%	15%	15%	12%	16%	12%	19%	15%	16%	14%
Total operating expenses	163%	150%	135%	113%	127%	114%	105%	103%	114%	101%	136%	111%	120%	107%



Balance Sheet

	2014				2015				2016	
	3/31/2014	6/30/2014	9/30/2014	12/31/2014	3/31/2015	6/30/2015	9/30/2015	12/31/2015	3/31/2016	6/30/2016
	Rounded	Rounded	Rounded	Rounded	Rounded	Rounded	Rounded	Rounded	Rounded	Rounded
	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)	(\$000)
Assets										
Current assets:										
Cash and cash equivalents	441,270	171,620	98,843	146,363	136,776	726,480	436,901	402,102	175,113	183,993
Short term investments	143,213	292,874	299,022	255,845	260,838	463,137	733,026	767,775	746,027	732,829
Accounts receivable, net of allowance for doubtful accounts	80,514	108,039	155,798	193,182	160,095	105,183	140,940	172,752	141,247	124,281
Inventories, net	4,258	5,198	5,765	7,952	10,505	10,485	11,628	13,747	10,778	9,981
Deferred tax assets, current portion	16,056	21,712	26,775	25,126	21,968	25,081	26,391	-	-	-
Prepaid expenses and other current assets	28,145	31,879	31,508	28,669	27,457	32,706	30,595	30,883	35,078	29,094
Total current assets	713,456	631,322	617,711	657,137	617,639	1,363,072	1,379,481	1,387,259	1,108,243	1,080,178
Property and equipment, net	69,257	78,390	84,095	82,298	81,030	74,438	73,129	78,368	81,324	73,386
Goodwill	708,594	750,132	750,275	750,288	750,288	750,288	750,288	750,288	974,184	977,964
Intangible assets	271,279	284,793	273,314	261,625	249,858	238,092	226,326	214,560	290,595	276,380
Deposits and other long-term assets	10,135	10,035	10,366	7,533	7,186	6,824	6,228	10,998	12,084	11,939
Total assets	1,772,721	1,754,672	1,735,761	1,758,881	1,706,001	2,432,714	2,435,452	2,441,473	2,466,430	2,419,847
Liabilities, convertible preferred stock and stockholders' equity (deficit)										
Current liabilities:										
Accounts payable	24,916	36,343	30,198	34,057	28,505	25,344	33,611	43,650	37,716	32,444
Accrued liabilities	21,187	23,273	66,308	24,596	26,060	27,286	30,407	29,820	36,082	27,973
Accrued compensation	47,328	52,728	20,574	64,551	61,876	63,693	73,030	79,294	105,893	105,058
Deferred revenue, current portion	121,420	136,808	160,768	203,877	217,211	232,522	265,906	305,169	329,095	342,527
Total current liabilities	214,851	249,152	277,848	327,081	333,652	348,845	402,954	457,933	508,786	508,002
Convertible senior notes, net	-	-	-	-	-	688,961	697,526	706,198	714,978	723,868
Deferred revenue, non-current portion	91,302	95,199	122,153	148,666	161,553	177,369	188,961	221,829	236,987	244,924
Deferred tax liabilities, non-current portion	39,155	41,044	36,068	24,903	21,780	24,893	26,198	-	-	-
Other long-term liabilities	3,623	5,580	6,553	7,403	9,400	9,959	10,144	11,141	9,298	9,823
Total liabilities	348,931	390,975	442,622	508,053	526,385	1,250,027	1,325,783	1,397,101	1,470,049	1,486,617
Stockholders' equity (deficit):										
Common stock, par value \$0.0001 per share	14	15	15	15	16	16	16	16	17	17
Additional paid in capital	1,748,627	1,805,328	1,855,015	1,918,546	1,980,894	2,267,972	2,330,436	2,403,088	2,512,269	2,587,963
Treasury stock	-	-	-	-	-	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)
Accumulated other comprehensive income (loss)	(138)	(110)	(325)	(441)	(38)	(472)	(424)	(2,225)	(62)	413
Accumulated deficit	(324,713)	(441,536)	(561,566)	(667,292)	(801,256)	(934,829)	(1,070,359)	(1,206,507)	(1,365,843)	(1,505,163)
Total stockholders' equity (deficit)	1,423,790	1,363,697	1,293,139	1,250,828	1,179,616	1,182,687	1,109,669	1,044,372	996,381	933,230
Total liabilities, convertible preferred stock and stockholders' equity (deficit)	1,772,721	1,754,672	1,735,761	1,758,881	1,706,001	2,432,714	2,435,452	2,441,473	2,466,430	2,419,847



Cash Flows Statement

CASH FLOWS FROM OPERATING ACTIVITIES:

Net loss	(101,211)	(116,823)	(120,030)	(105,726)	(133,964)	(133,573)	(135,530)	(136,148)	(155,900)	(139,320)	(443,790)	(539,215)	(267,537)	(295,220)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:														
Depreciation and amortization	20,706	22,020	24,905	26,505	26,581	27,588	27,985	29,802	30,503	30,724	94,136	111,956	54,169	61,227
Stock-based compensation	25,194	38,253	43,160	45,245	49,875	56,411	58,366	57,467	64,239	57,308	151,852	222,119	106,286	121,547
Non-cash interest expense related to convertible senior notes	-	-	-	-	-	2,832	8,565	8,672	8,780	8,889	-	20,069	2,832	17,669
Change in FV of contingent earn-out liability	-	-	-	-	-	-	-	-	-	1,156	-	-	-	1,156
Deferred income taxes	(7,518)	(11,442)	(11,182)	(9,727)	82	(1)	39	(1,473)	(11,053)	(871)	(39,869)	(1,353)	81	(11,924)
Other	89	94	1,519	559	509	1,576	1,059	1,528	938	1,603	2,261	4,672	2,085	2,541
<i>Changes in operating assets and liabilities:</i>														
Accounts receivable	15,221	(26,881)	(48,381)	(37,124)	32,736	54,104	(35,955)	(31,759)	43,144	16,964	(97,165)	19,126	86,840	60,108
Inventories	1,405	(676)	(567)	(2,186)	(2,554)	(755)	(1,677)	(2,834)	2,325	(497)	(2,024)	(7,820)	(3,309)	1,828
Prepaid expenses and other assets	(2,509)	(575)	946	3,588	127	(2,481)	3,413	(1,734)	(2,152)	5,560	1,450	(675)	(2,354)	3,408
Accounts payable	(12,396)	5,293	(1,256)	5,166	(4,219)	(1,834)	7,342	6,416	(3,391)	(3,451)	(3,193)	7,705	(6,053)	(6,842)
Accrued liabilities	6,016	2,731	(2,063)	4,719	2,068	1,823	3,663	(59)	902	(7,669)	11,403	7,495	3,891	(6,767)
Accrued transaction costs of acquiree	-	-	-	-	-	-	-	-	(7,727)	-	-	-	-	(7,727)
Accrued compensation	5,703	5,131	14,581	(1,757)	(2,675)	1,683	9,297	6,437	(8,989)	(5,423)	23,658	14,742	(992)	(14,412)
Deferred revenue	25,207	18,986	50,914	69,621	26,221	31,127	44,976	72,131	17,997	21,369	164,728	174,455	57,348	39,366
Other long-term liabilities	1,505	1,955	974	849	1,997	560	184	998	(2,132)	526	5,283	3,739	2,557	(1,606)
Net cash provided by (used in) operating activities	(22,588)	(61,934)	(46,480)	(268)	(3,216)	39,060	(8,273)	9,444	(22,516)	(13,132)	(131,270)	37,015	35,844	(35,648)

CASH FLOWS FROM INVESTING ACTIVITIES:

Acquisition of business, net of cash acquired	-	(55,058)	-	-	-	-	-	-	(204,926)	-	(55,058)	-	-	(204,926)
Purchase of property and equipment and demonstration units	(14,187)	(17,282)	(23,997)	(12,249)	(12,669)	(11,869)	(12,655)	(17,356)	(14,257)	(6,821)	(67,715)	(54,549)	(24,538)	(21,078)
Purchase of short-term investments	(143,522)	(159,009)	(49,870)	(37,959)	(39,857)	(261,356)	(338,949)	(128,935)	(88,805)	(152,444)	(390,360)	(769,097)	(301,213)	(241,249)
Maturity of short-term investments	-	8,000	42,780	48,761	34,655	57,483	67,011	85,967	111,319	160,280	99,541	245,116	92,138	271,599
Sale of short-term investments	-	-	-	31,577	-	-	-	4,807	-	4,507	31,577	4,807	-	4,507
Purchase of investment in private company	-	-	-	-	-	-	-	(1,800)	-	-	-	(1,800)	-	-
Lease deposits	(360)	(43)	(162)	69	(370)	(416)	159	(599)	(678)	312	(496)	(1,226)	(786)	(366)
Net cash provided by (used in) investing activities	(158,069)	(223,392)	(31,249)	30,199	(18,241)	(216,158)	(284,434)	(57,916)	(197,347)	5,834	(382,511)	(576,749)	(234,399)	(191,513)

CASH FLOWS FROM FINANCING ACTIVITIES:

Net proceeds from stock offerings	445,934	(654)	(942)	-	-	-	-	-	-	-	444,338	-	-	-
Net proceeds from convertible debt offering	-	-	-	-	-	897,000	(470)	-	-	-	-	896,530	897,000	-
Prepaid forward stock purchase	-	-	-	-	-	(150,000)	-	-	-	-	-	(150,000)	(150,000)	-
Repayment of debt of acquired business	-	-	-	-	-	-	-	-	(8,842)	-	-	-	-	(8,842)
Payments for contingent earn-outs	-	-	-	-	-	-	-	-	-	(67)	-	-	-	(67)
Payment related to shares withheld for taxes	-	(2,058)	-	-	-	(2,027)	-	-	(1,124)	-	(2,058)	(2,027)	(2,027)	(1,124)
Proceeds from employee stock purchase plan	-	10,945	-	10,283	-	10,835	-	11,045	-	12,684	21,228	21,880	10,835	12,684
Proceeds from exercise of stock options	2,075	7,443	5,894	7,306	11,870	10,994	3,598	2,628	2,840	3,561	22,718	29,090	22,864	6,401
Net cash provided by (used) in financing activities	448,009	15,676	4,952	17,589	11,870	766,802	3,128	13,673	(7,126)	16,178	486,226	795,473	778,672	9,052
Net change in cash and cash equivalents	267,352	(269,650)	(72,777)	47,520	(9,587)	589,704	(289,579)	(34,799)	(226,989)	8,880	(27,555)	255,739	580,117	(218,109)
Cash and cash equivalents, beginning of period	173,918	441,270	171,620	98,843	146,363	136,776	726,480	436,901	402,102	175,113	173,918	146,363	146,363	402,102
Cash and cash equivalents, end of period	441,270	171,620	98,843	146,363	136,776	726,480	436,901	402,102	175,113	183,993	146,363	402,102	726,480	183,993



Revenue Metrics

	2014				2015				2016		Annual		Q2 YTD	
	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	Q3 Rounded (\$000)	Q4 Rounded (\$000)	Q1 Rounded (\$000)	Q2 Rounded (\$000)	2014 Rounded (\$000)	2015 Rounded (\$000)	2015 Rounded (\$000)	2016 Rounded (\$000)
Revenue:														
Product	24,252	37,683	48,375	67,936	40,237	49,696	60,101	66,598	33,707	40,776	178,246	216,632	89,933	74,483
Product subscriptions (including FireEye-aaS)	22,803	28,025	32,759	38,320	43,376	48,510	53,592	59,825	74,163	76,348	121,907	205,303	91,886	150,511
Subtotal: Platform (product + product subscriptions)	47,055	65,708	81,134	106,256	83,613	98,206	113,693	126,423	107,870	117,124	300,153	421,935	181,819	224,994
Support and maintenance	10,751	11,874	14,198	16,583	19,084	21,429	23,245	26,042	28,413	29,667	53,406	89,800	40,513	58,080
Professional services	16,174	16,907	18,879	20,143	22,673	27,572	28,678	32,309	31,683	28,250	72,103	111,232	50,245	59,933
Subtotal: Support, maintenance, and professional services	26,925	28,781	33,077	36,726	41,757	49,001	51,923	58,351	60,096	57,917	125,509	201,032	90,758	118,013
Subscription and services as reported	49,728	56,806	65,836	75,046	85,133	97,511	105,515	118,176	134,259	134,265	247,416	406,335	182,644	268,524
Total revenue	73,980	94,489	114,211	142,982	125,370	147,207	165,616	184,774	167,966	175,041	425,662	622,967	272,577	343,007
Product subscriptions and support	33,554	39,899	46,957	54,903	62,460	69,939	76,837	85,867	102,576	106,015	175,313	295,103	132,399	208,591
<i>% of revenue</i>	45%	42%	41%	38%	50%	48%	46%	46%	61%	61%	41%	47%	49%	61%
Revenue Mix:														
Product	33%	40%	42%	47%	32%	34%	36%	36%	20%	23%	42%	35%	33%	22%
Product subscriptions (including FireEye-aaS)	31%	30%	29%	27%	35%	33%	33%	32%	44%	45%	29%	33%	34%	44%
Subtotal: Platform (product + product subscriptions)	64%	70%	71%	74%	67%	67%	70%	68%	64%	68%	71%	68%	67%	66%
Support and maintenance	14%	12%	12%	12%	15%	14%	14%	14%	17%	17%	12%	14%	15%	17%
Professional services	22%	18%	17%	14%	18%	19%	17%	18%	19%	16%	17%	18%	18%	17%
Subtotal: Support, maintenance, and professional services	35%	29%	29%	26%	33%	33%	31%	32%	36%	33%	29%	32%	33%	34%
Revenue by Geography:														
US Revenue	55,728	69,636	86,628	107,152	89,189	106,131	119,934	123,951	115,852	121,031	319,144	439,205	195,320	236,883
EMEA	9,245	14,678	15,017	18,782	16,792	18,971	17,574	27,623	24,442	23,965	57,722	80,960	35,763	48,407
APAC	6,327	6,621	9,502	11,834	13,720	15,610	19,878	23,801	21,823	23,380	34,284	73,009	29,330	45,203
Other	2,680	3,554	3,064	5,214	5,669	6,495	8,230	9,399	5,849	6,665	14,512	29,793	12,164	12,514
International Revenue	18,252	24,853	27,583	35,830	36,181	41,076	45,682	60,823	52,114	54,010	106,518	183,762	77,257	106,124
US revenue %	75%	74%	76%	75%	71%	72%	72%	67%	69%	69%	75%	71%	72%	69%
International revenue %	25%	26%	24%	25%	29%	28%	28%	33%	31%	31%	25%	29%	28%	31%



Billings Metrics

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

2014				2015				2016		Annual		Q2 YTD	
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	2014	2015	2015	2016
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)
26,061	35,573	44,135	67,554	38,234	48,824	58,796	66,379	33,370	40,073	173,323	212,233	87,058	73,443
39,435	42,086	71,925	80,242	63,736	72,454	82,481	108,701	88,884	88,075	233,688	327,372	136,190	176,959
65,496	77,659	116,060	147,796	101,970	121,278	141,277	175,080	122,254	128,148	407,011	539,605	223,248	250,402
15,695	18,582	30,717	39,796	22,842	31,107	35,708	47,790	31,346	36,724	104,790	137,447	53,949	68,070
17,997	17,534	18,348	25,012	26,779	25,949	33,607	34,035	32,363	31,538	78,891	120,370	52,728	63,901
33,692	36,116	49,065	64,808	49,621	57,056	69,315	81,825	63,709	68,262	183,681	257,817	106,677	131,971
73,127	78,202	120,990	145,050	113,357	129,510	151,796	190,526	152,593	156,337	417,369	585,189	242,867	308,930
99,188	113,775	165,125	212,604	151,591	178,334	210,592	256,905	185,963	196,410	590,692	797,422	329,925	382,373
55,130	60,668	102,642	120,038	86,578	103,561	118,189	156,491	120,230	124,799	338,478	464,819	190,139	245,029
56%	53%	62%	56%	57%	58%	56%	61%	65%	64%	57%	58%	58%	64%
26%	31%	27%	32%	25%	27%	28%	26%	18%	20%	29%	27%	27%	19%
40%	37%	43%	38%	42%	41%	39%	42%	48%	45%	40%	41%	41%	46%
66%	68%	70%	70%	67%	68%	67%	68%	66%	65%	69%	68%	68%	65%
16%	16%	19%	18%	15%	17%	17%	19%	17%	19%	18%	17%	16%	18%
18%	16%	11%	12%	18%	15%	16%	13%	17%	16%	13%	15%	16%	17%
34%	32%	30%	30%	33%	32%	33%	32%	34%	35%	31%	32%	32%	35%



Deferred Revenue Metrics

	2014				2015				2016	
	3/31/2014	6/30/2014	9/30/2014	12/31/2014	3/31/2015	6/30/2015	9/30/2015	12/31/2015	3/31/2016	6/30/2016
	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
Deferred revenue:										
Current Product	14,179	12,871	9,914	10,718	9,697	9,176	8,590	8,200	8,083	7,549
Current Subscription & Services	107,241	123,937	150,854	193,159	207,514	223,346	257,316	296,969	321,012	334,978
Current deferred revenue	121,420	136,808	160,768	203,877	217,211	232,522	265,906	305,169	329,095	342,527
Less: acquired deferred revenue									(19,622)	-
Adjusted ending current deferred revenue	121,420	136,808	160,768	203,877	217,211	232,522	265,906	305,169	309,473	342,527
Non-current Product	8,179	7,361	6,077	4,891	3,950	3,599	2,879	3,051	3,231	3,062
Non-current Subscription & Services	83,123	87,838	116,076	143,775	157,603	173,770	186,082	218,778	233,756	241,862
Non-current deferred revenue	91,302	95,199	122,153	148,666	161,553	177,369	188,961	221,829	236,987	244,924
Less: acquired deferred revenue									(1,465)	-
Adjusted ending non-current deferred revenue	91,302	95,199	122,153	148,666	161,553	177,369	188,961	221,829	235,522	244,924
Total deferred revenue	212,722	232,007	282,921	352,543	378,764	409,891	454,867	526,998	566,082	587,451
Less: acquired deferred revenue	-	-	-	-	-	-	-	-	(21,087)	-
Adjusted ending deferred revenue	212,722	232,007	282,921	352,543	378,764	409,891	454,867	526,998	544,995	587,451
Current deferred revenue %	57%	59%	57%	58%	57%	57%	58%	58%	58%	58%
Non-current deferred revenue %	43%	41%	43%	42%	43%	43%	42%	42%	42%	42%
Ending Product Deferred Revenue	22,358	20,232	15,991	15,609	13,647	12,775	11,469	11,251	11,314	10,611
Ending Subscription & Services Deferred Revenue	190,364	211,775	266,930	336,934	365,117	397,116	443,398	515,747	554,768	576,840