



**GAAP Income Statement**

As reported

**Revenue:**

Product  
Subscription and services  
**Total revenue**

**Cost of revenue:**

Product  
Subscription and services  
**Total cost of revenue**  
**Total gross profit**

Product gross margin %  
Subscriptions and services gross margin %  
**Gross profit**

Research and development  
Sales and marketing  
General and administrative  
Restructuring charges

**Total operating expenses**  
**Operating loss**

Operating margin

Other income (expense), net  
**Loss before income taxes**  
Provision (benefit) for income taxes

**Net loss attributable to common stockholders, basic and diluted**  
**Other comprehensive income (loss)**

Net loss per share, basic and diluted

Weighted average shares, basic and diluted

2014				2015				2016			
03/31/14	06/30/14	09/30/14	12/31/14	03/31/15	06/30/15	09/30/15	12/31/15	03/31/16	06/30/16	09/30/16	12/31/16
Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
24,252	37,683	48,375	67,936	40,237	49,696	60,101	66,598	33,707			
49,728	56,806	65,836	75,046	85,133	97,511	105,515	118,176	134,259			
<b>73,980</b>	<b>94,489</b>	<b>114,211</b>	<b>142,982</b>	<b>125,370</b>	<b>147,207</b>	<b>165,616</b>	<b>184,774</b>	<b>167,966</b>			
10,326	13,749	15,440	19,465	15,200	17,101	21,265	20,915	17,133			
24,967	27,831	29,488	33,827	36,851	39,006	40,606	42,260	54,297			
<b>35,293</b>	<b>41,580</b>	<b>44,928</b>	<b>53,292</b>	<b>52,051</b>	<b>56,107</b>	<b>61,871</b>	<b>63,175</b>	<b>71,430</b>			
<b>38,687</b>	<b>52,909</b>	<b>69,283</b>	<b>89,690</b>	<b>73,319</b>	<b>91,100</b>	<b>103,745</b>	<b>121,599</b>	<b>96,536</b>			
57%	64%	68%	71%	62%	66%	65%	69%	49%			
50%	51%	55%	55%	57%	60%	62%	64%	60%			
<b>52%</b>	<b>56%</b>	<b>61%</b>	<b>63%</b>	<b>58%</b>	<b>62%</b>	<b>63%</b>	<b>66%</b>	<b>57%</b>			
41,970	53,408	54,707	53,102	65,605	68,798	73,374	71,690	85,983			
76,854	94,591	111,625	118,081	107,595	116,008	117,131	135,432	123,028			
27,100	31,931	30,119	31,949	32,607	34,687	36,518	37,978	42,256			
		2,769	1,558	-	-	-	-	1,670			
<b>145,924</b>	<b>179,930</b>	<b>199,220</b>	<b>204,690</b>	<b>205,807</b>	<b>219,493</b>	<b>227,023</b>	<b>245,100</b>	<b>252,937</b>			
<b>(107,237)</b>	<b>(127,021)</b>	<b>(129,937)</b>	<b>(115,000)</b>	<b>(132,488)</b>	<b>(128,393)</b>	<b>(123,278)</b>	<b>(123,501)</b>	<b>(156,401)</b>			
-145%	-134%	-114%	-80%	-106%	-87%	-74%	-67%	-93%			
(16)	(150)	(414)	(670)	(499)	(4,253)	(11,616)	(11,097)	(9,529)			
<b>(107,253)</b>	<b>(127,171)</b>	<b>(130,351)</b>	<b>(115,670)</b>	<b>(132,987)</b>	<b>(132,646)</b>	<b>(134,894)</b>	<b>(134,598)</b>	<b>(165,930)</b>			
(6,042)	(10,348)	(10,320)	(9,944)	977	927	636	1,550	(10,030)			
<b>(101,211)</b>	<b>(116,823)</b>	<b>(120,031)</b>	<b>(105,726)</b>	<b>(133,964)</b>	<b>(133,573)</b>	<b>(135,530)</b>	<b>(136,148)</b>	<b>(155,900)</b>			
\$ (0.76)	\$ (0.82)	\$ (0.83)	\$ (0.72)	\$ (0.88)	\$ (0.87)	\$ (0.88)	\$ (0.87)	\$ (0.98)			
133,976	141,895	144,923	147,746	151,651	154,121	154,523	156,137	158,781			

Annual		
2013	2014	2015
Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
88,253	178,246	216,632
73,299	247,416	406,335
<b>161,552</b>	<b>425,662</b>	<b>622,967</b>
28,912	58,980	74,481
18,853	116,113	158,723
<b>47,765</b>	<b>175,093</b>	<b>233,204</b>
<b>113,787</b>	<b>250,569</b>	<b>389,763</b>
67%	67%	66%
74%	53%	61%
<b>70%</b>	<b>59%</b>	<b>63%</b>
66,036	203,187	279,467
167,466	401,151	476,166
52,503	121,099	141,790
	4,327	
<b>286,005</b>	<b>729,764</b>	<b>897,423</b>
<b>(172,218)</b>	<b>(479,195)</b>	<b>(507,660)</b>
-107%	-113%	-81%
(7,714)	(1,249)	(27,465)
<b>(179,932)</b>	<b>(480,444)</b>	<b>(535,125)</b>
(59,297)	(36,654)	4,090
<b>(120,635)</b>	<b>(443,790)</b>	<b>(539,215)</b>
\$ (2.66)	\$ (3.12)	\$ (3.50)
45,271	142,176	154,120

**Non-GAAP Adjustments:**

**Stock-based Compensation**

Product cost of revenue  
Services cost of revenue  
Cost of revenue  
R&D  
Sales & Mktg  
G&A  
Total

**Amortization of Intangibles**

Product cost of revenue  
Services cost of revenue  
Cost of revenue  
R&D  
Sales & Mktg  
G&A  
Total

**Other Non-Recurring expenses**

Acquisition-related expenses  
Non-cash interest expense  
Restructuring  
Change in Fair Value of Warrants  
Discrete provision for (benefit from) income taxes

	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'15	Q4'15	Q1'16	Q2'16	Q3'16	Q4'16
Product cost of revenue	145	236	243	263	268	386	560	374	667			
Services cost of revenue	3,420	3,605	3,430	6,583	6,378	7,163	8,221	7,673	9,601			
Cost of revenue	3,565	3,841	3,673	6,846	6,646	7,549	8,781	8,047	10,268			
R&D	4,603	7,803	7,648	8,914	16,035	16,525	18,852	16,917	24,430			
Sales & Mktg	8,688	15,923	22,543	19,619	16,454	19,358	18,612	18,862	16,154			
G&A	8,338	10,686	9,296	9,866	10,740	12,979	12,120	13,954	13,215			
Total	25,194	38,253	43,160	45,245	49,875	56,411	58,365	57,780	64,067	-	-	-
Product cost of revenue	2,431	2,672	2,852	2,987	3,064	3,064	3,064	3,064	3,064			
Services cost of revenue	5,390	5,394	5,400	5,475	5,475	5,475	5,475	5,475	7,751			
Cost of revenue	7,821	8,066	8,252	8,462	8,539	8,539	8,539	8,539	10,815			
R&D	-	-	-	-	-	-	-	-	131			
Sales & Mktg	2,977	3,121	3,226	3,227	3,227	3,227	3,227	3,227	4,219			
G&A	-	-	-	-	-	-	-	-	-			
Total	10,798	11,187	11,478	11,689	11,766	11,766	11,766	11,766	15,165	-	-	-
Acquisition-related expenses	1,047	512	-	-	-	-	-	1,431	2,413			
Non-cash interest expense	-	-	-	-	-	2,832	8,565	8,672	8,780			
Restructuring	-	-	2,769	1,558	-	-	-	-	1,670			
Change in Fair Value of Warrants	-	-	-	-	-	-	-	-	-			
Discrete provision for (benefit from) income taxes	(7,242)	(11,610)	(11,247)	(9,373)	-	-	-	-	(11,282)			

2013	2014	2015
469	888	1,588
2,341	17,037	29,435
2,810	17,925	31,023
6,958	28,969	68,329
10,748	66,773	73,286
8,342	38,185	49,793
28,858	151,852	222,431
1,071	10,942	12,256
201	21,659	21,900
1,272	32,601	34,156
-	-	-
241	12,551	12,908
-	-	-
1,513	45,152	47,064
8,513	1,559	1,431
-	-	20,069
-	4,327	-
6,538	-	-
<b>(59,620)</b>	<b>(39,472)</b>	<b>-</b>

Total Non-GAAP Adjustments

29,797 38,342 46,160 49,119 61,641 71,009 78,696 79,649 80,813 - - -

(14,198) 159,091 290,995



**GAAP to Non-GAAP Reconciliations**

	2014				2015				2016				Annual		
	03/31/14	06/30/14	09/30/14	12/31/14	03/31/15	06/30/15	09/30/15	12/31/15	03/31/16	06/30/16	09/30/16	12/31/16	2013	2014	2015
	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)	Rounded (\$000)
<b>Revenue</b>	<b>73,980</b>	<b>94,489</b>	<b>114,211</b>	<b>142,982</b>	<b>125,370</b>	<b>147,207</b>	<b>165,616</b>	<b>184,774</b>	<b>167,966</b>	-	-	-	<b>161,552</b>	<b>425,662</b>	<b>622,967</b>
Plus change in deferred revenue	25,207	19,286	50,914	69,622	26,221	31,127	44,976	72,131	39,084	-	-	-	111,108	165,029	174,455
Less deferred revenue assumed	-	-	-	-	-	-	-	-	(21,087)	-	-	-	-	-	-
Non-GAAP Billings	99,187	113,775	165,125	212,604	151,591	178,333	210,592	256,905	185,963	-	-	-	272,660	590,691	797,422
<b>Cost of Product Revenue</b>	<b>10,326</b>	<b>13,749</b>	<b>15,440</b>	<b>19,465</b>	<b>15,200</b>	<b>17,101</b>	<b>21,265</b>	<b>20,915</b>	<b>17,133</b>	-	-	-	<b>28,912</b>	<b>58,980</b>	<b>74,481</b>
Stock based compensation	(145)	(236)	(243)	(263)	(268)	(386)	(560)	(374)	(667)	-	-	-	(469)	(887)	(1,588)
Amortization of intangibles	(2,431)	(2,672)	(2,852)	(2,987)	(3,064)	(3,064)	(3,064)	(3,064)	(3,064)	-	-	-	(1,071)	(10,942)	(34,156)
Non-GAAP cost of product revenue	7,750	10,841	12,345	16,215	11,868	13,651	17,641	17,477	13,402	-	-	-	27,372	47,151	60,637
<b>Cost of Subscription and services</b>	<b>24,967</b>	<b>27,831</b>	<b>29,488</b>	<b>33,827</b>	<b>36,851</b>	<b>39,006</b>	<b>40,606</b>	<b>42,260</b>	<b>54,297</b>	-	-	-	<b>18,853</b>	<b>116,113</b>	<b>158,723</b>
Stock based compensation	(3,420)	(3,605)	(3,430)	(6,583)	(6,378)	(7,163)	(8,221)	(7,673)	(9,601)	-	-	-	(2,341)	(17,038)	(29,435)
Amortization of intangibles	(5,390)	(5,394)	(5,400)	(5,475)	(5,475)	(5,475)	(5,475)	(5,475)	(7,751)	-	-	-	(201)	(21,659)	(21,900)
Non-GAAP cost of services revenue	16,157	18,832	20,658	21,769	24,998	26,368	26,910	29,112	36,945	-	-	-	16,311	77,416	107,388
<b>Total cost of revenue</b>	<b>35,293</b>	<b>41,580</b>	<b>44,928</b>	<b>53,292</b>	<b>52,051</b>	<b>56,107</b>	<b>61,871</b>	<b>63,175</b>	<b>71,430</b>	-	-	-	<b>47,765</b>	<b>175,093</b>	<b>233,204</b>
Stock based compensation	(3,565)	(3,841)	(3,673)	(6,846)	(6,646)	(7,549)	(8,781)	(8,047)	(10,268)	-	-	-	(2,810)	(17,925)	(31,023)
Amortization of intangibles	(7,821)	(8,066)	(8,252)	(8,462)	(8,539)	(8,539)	(8,539)	(8,539)	(10,815)	-	-	-	(1,272)	(32,601)	(34,156)
Non-GAAP cost of revenue	23,907	29,673	33,003	37,984	36,866	40,019	44,551	46,589	50,347	-	-	-	43,683	124,567	168,025
<b>Gross profit</b>	<b>38,687</b>	<b>52,909</b>	<b>69,283</b>	<b>89,690</b>	<b>73,319</b>	<b>91,100</b>	<b>103,745</b>	<b>121,599</b>	<b>96,536</b>	-	-	-	<b>113,787</b>	<b>250,569</b>	<b>389,763</b>
Stock based compensation	3,565	3,841	3,673	6,846	6,646	7,549	8,781	8,047	10,268	-	-	-	2,810	17,925	31,023
Amortization of intangibles	7,821	8,066	8,252	8,462	8,539	8,539	8,539	8,539	10,815	-	-	-	1,272	32,601	34,156
Non-GAAP gross profit	50,073	64,816	81,208	104,998	88,504	107,188	121,065	138,185	117,619	-	-	-	117,869	301,095	454,942
<b>Research and development</b>	<b>41,970</b>	<b>53,408</b>	<b>54,707</b>	<b>53,102</b>	<b>65,605</b>	<b>68,798</b>	<b>73,374</b>	<b>71,690</b>	<b>85,983</b>	-	-	-	<b>66,036</b>	<b>203,187</b>	<b>279,467</b>
Stock based compensation	(4,603)	(7,803)	(7,648)	(8,914)	(16,035)	(16,525)	(18,852)	(16,917)	(24,430)	-	-	-	(6,958)	(28,968)	(68,329)
Amortization of intangibles	-	-	-	-	-	-	-	-	(131)	-	-	-	-	-	-
Non-GAAP research and development	37,367	45,605	47,059	44,188	49,570	52,273	54,522	54,773	61,422	-	-	-	59,078	174,219	211,138
<b>Sales and marketing</b>	<b>76,854</b>	<b>94,591</b>	<b>111,625</b>	<b>118,081</b>	<b>107,595</b>	<b>116,008</b>	<b>117,131</b>	<b>135,432</b>	<b>123,028</b>	-	-	-	<b>167,466</b>	<b>401,151</b>	<b>476,166</b>
Stock based compensation	(8,688)	(15,923)	(22,543)	(19,619)	(16,454)	(19,358)	(18,612)	(18,862)	(16,154)	-	-	-	(10,748)	(66,773)	(73,286)
Amortization of intangibles	(2,977)	(3,121)	(3,226)	(3,227)	(3,227)	(3,227)	(3,227)	(3,227)	(4,219)	-	-	-	(242)	(12,551)	(12,908)
Non-GAAP sales and marketing	65,189	75,547	85,856	95,235	87,914	93,423	95,292	113,343	102,655	-	-	-	156,476	321,827	398,972
<b>General and administrative</b>	<b>27,100</b>	<b>31,931</b>	<b>30,119</b>	<b>31,949</b>	<b>32,607</b>	<b>34,687</b>	<b>36,518</b>	<b>37,978</b>	<b>42,256</b>	-	-	-	<b>52,503</b>	<b>121,099</b>	<b>141,790</b>
Stock based compensation	(8,338)	(10,686)	(9,296)	(9,866)	(10,740)	(12,979)	(12,120)	(13,954)	(13,215)	-	-	-	(8,342)	(38,186)	(49,793)
Acquisition costs	(1,047)	(512)	-	-	-	-	-	(1,431)	(2,413)	-	-	-	(8,513)	(1,559)	(1,431)
Non-GAAP general and administrative	17,715	20,733	20,823	22,083	21,867	21,708	24,398	22,593	26,628	-	-	-	35,648	81,354	90,566
<b>Total operating expenses</b>	<b>145,924</b>	<b>179,930</b>	<b>196,451</b>	<b>204,690</b>	<b>205,807</b>	<b>219,493</b>	<b>227,023</b>	<b>245,100</b>	<b>252,937</b>	-	-	-	<b>286,005</b>	<b>726,995</b>	<b>897,423</b>
Stock based compensation	(21,629)	(34,412)	(39,487)	(38,399)	(43,229)	(48,862)	(49,584)	(49,733)	(53,799)	-	-	-	26,048	(133,927)	(191,408)
Amortization of intangibles	(2,977)	(3,121)	(3,226)	(3,227)	(3,227)	(3,227)	(3,227)	(3,227)	(4,350)	-	-	-	(242)	(12,551)	(12,908)
Acquisition related costs	-	-	-	-	-	-	-	(1,431)	(2,413)	-	-	-	(8,513)	(1,559)	(1,431)
Restructuring charges	(1,047)	(512)	-	(1,558)	-	-	-	(1,431)	(1,670)	-	-	-	-	-	-
Non-GAAP operating expenses	120,271	141,885	150,969	161,506	159,351	167,404	174,212	190,709	190,705	-	-	-	303,298	574,631	691,676
<b>Operating loss</b>	<b>(107,237)</b>	<b>(127,021)</b>	<b>(129,937)</b>	<b>(115,000)</b>	<b>(132,488)</b>	<b>(128,393)</b>	<b>(123,278)</b>	<b>(123,501)</b>	<b>(156,401)</b>	-	-	-	<b>(172,218)</b>	<b>(479,195)</b>	<b>(507,660)</b>
Purchase accounting adjustment to revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Stock based compensation	25,194	38,253	43,160	45,245	49,875	56,411	58,365	57,780	64,067	-	-	-	28,858	151,852	222,431
Amortization of intangibles	10,798	11,187	11,478	11,689	11,766	11,766	11,766	11,766	15,165	-	-	-	1,514	45,152	47,064
Acquisition related costs	1,047	512	-	-	-	-	-	1,431	2,413	-	-	-	8,513	1,559	1,431
Restructuring charges	-	-	2,769	1,558	-	-	-	-	1,670	-	-	-	-	4,327	-
Non-GAAP operating loss	(70,198)	(77,069)	(72,530)	(56,508)	(70,847)	(60,216)	(53,147)	(52,524)	(73,086)	-	-	-	(133,333)	(276,305)	(236,734)
<b>Other expense, net</b>	<b>(16)</b>	<b>(150)</b>	<b>(414)</b>	<b>(670)</b>	<b>(499)</b>	<b>(4,253)</b>	<b>(11,616)</b>	<b>(11,097)</b>	<b>(9,529)</b>	-	-	-	<b>(7,714)</b>	<b>(1,250)</b>	<b>(27,465)</b>
Change in fair value of warrants	-	-	-	-	-	-	-	-	-	-	-	-	6,538	-	-
Non-cash interest expense	-	-	-	-	-	2,832	8,565	8,672	8,780	-	-	-	-	-	20,069
Non-GAAP other expense (net)	(16)	(150)	(414)	(670)	(499)	(1,421)	(3,051)	(2,425)	(749)	-	-	-	(1,176)	(1,250)	(7,396)
<b>Tax provision (benefit)</b>	<b>(6,042)</b>	<b>(10,348)</b>	<b>(10,320)</b>	<b>(9,944)</b>	<b>977</b>	<b>927</b>	<b>636</b>	<b>1,550</b>	<b>(10,030)</b>	-	-	-	<b>(59,297)</b>	<b>(36,654)</b>	<b>4,090</b>
Discrete benefit from income tax	7,242	11,610	11,247	9,373	-	-	-	-	11,282	-	-	-	59,620	39,472	-
Non-GAAP tax provision (benefit)	1,200	1,262	927	(571)	977	927	636	1,550	1,252	-	-	-	323	2,818	4,090
<b>Net loss attributable to common stockholders, by</b>	<b>(101,211)</b>	<b>(116,823)</b>	<b>(120,031)</b>	<b>(105,726)</b>	<b>(133,964)</b>	<b>(133,573)</b>	<b>(135,530)</b>	<b>(136,148)</b>	<b>(155,900)</b>	-	-	-	<b>(120,635)</b>	<b>(443,791)</b>	<b>(539,215)</b>
Purchase accounting adjustment to revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Stock based compensation	25,194	38,253	43,160	45,245	49,875	56,411	58,365	57,780	64,067	-	-	-	28,858	151,852	222,431
Amortization of intangibles	10,798	11,187	11,478	11,689	11,766	11,766	11,766	11,766	15,165	-	-	-	1,514	45,152	47,064
Change in fair value of warrants	-	-	-	-	-	-	-	-	-	-	-	-	6,538	-	-
Acquisition costs	1,047	512	-	-	-	-	-	1,431	2,413	-	-	-	8,513	1,559	1,431
Restructuring charges	-	-	2,769	1,558	-	-	-	-	1,670	-	-	-	-	4,327	-
Non-cash interest expense	-	-	-	-	-	2,832	8,565	8,672	8,780	-	-	-	-	-	20,069
Discrete benefit from income taxes	(7,242)	(11,610)	(11,247)	(9,373)	-	-	-	-	(11,282)	-	-	-	(59,620)	(39,472)	-
Non-GAAP net loss	(71,414)	(78,481)	(73,871)	(56,807)	(72,323)	(62,564)	(56,834)	(56,499)	(75,087)	-	-	-	(134,832)	(280,372)	(248,220)



Non-GAAP Income Statement

62.6%

	2014				2015				2016				Annual		
	03/31/14	06/30/14	09/30/14	12/31/14	03/31/15	06/30/15	09/30/15	12/31/15	03/31/16	06/30/16	09/30/16	12/31/16	2013	2014	2015
	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)	Rounded (\$000)
<b>Billings</b>	<b>99,188</b>	<b>113,775</b>	<b>165,125</b>	<b>212,604</b>	<b>151,591</b>	<b>178,334</b>	<b>210,592</b>	<b>256,905</b>	<b>185,963</b>				<b>256,561</b>	<b>590,691</b>	<b>797,422</b>
<b>Revenue:</b>															
Product	24,252	37,683	48,375	67,936	40,237	49,696	60,101	66,598	33,707				88,253	178,246	216,632
Subscription and services	49,728	56,806	65,836	75,046	85,133	97,511	105,515	118,176	134,259				73,299	247,416	406,335
<b>Total revenue</b>	<b>73,980</b>	<b>94,489</b>	<b>114,211</b>	<b>142,982</b>	<b>125,370</b>	<b>147,207</b>	<b>165,616</b>	<b>184,774</b>	<b>167,966</b>				<b>161,552</b>	<b>425,662</b>	<b>622,967</b>
<b>Cost of revenue:</b>															
Product	7,750	10,841	12,345	16,215	11,868	13,651	17,641	17,477	13,402				27,372	47,150	60,637
Subscription and services	16,157	18,832	20,658	21,769	24,998	26,368	26,910	29,112	36,945				16,311	77,417	107,388
<b>Total cost of revenue</b>	<b>23,907</b>	<b>29,673</b>	<b>33,003</b>	<b>37,984</b>	<b>36,866</b>	<b>40,019</b>	<b>44,551</b>	<b>46,589</b>	<b>50,347</b>				<b>43,683</b>	<b>124,567</b>	<b>168,025</b>
<b>Total gross profit</b>	<b>50,073</b>	<b>64,816</b>	<b>81,208</b>	<b>104,998</b>	<b>88,504</b>	<b>107,188</b>	<b>121,065</b>	<b>138,185</b>	<b>117,619</b>				<b>117,869</b>	<b>301,095</b>	<b>454,942</b>
Gross Profit - Product	68.0%	71.2%	74.5%	76.1%	70.5%	72.5%	70.6%	73.8%	60.2%				69%	74%	72%
Gross Profit - Subscription & Services	67.5%	66.8%	68.6%	71.0%	70.6%	73.0%	74.5%	75.4%	72.5%				78%	69%	74%
<b>Gross profit</b>	<b>67.7%</b>	<b>68.6%</b>	<b>71.1%</b>	<b>73.4%</b>	<b>70.6%</b>	<b>72.8%</b>	<b>73.1%</b>	<b>74.8%</b>	<b>70.0%</b>				<b>73%</b>	<b>71%</b>	<b>73%</b>
Research and development	37,367	45,605	47,059	44,188	49,570	52,273	54,522	54,773	61,422				59,078	174,219	211,138
Sales and marketing	65,189	75,547	85,856	95,235	87,914	93,423	95,292	113,343	102,655				156,476	321,827	389,972
General and administrative	17,715	20,733	20,823	22,083	21,867	21,708	24,398	22,593	26,628				35,648	81,354	90,566
<b>Total operating expenses</b>	<b>120,272</b>	<b>141,885</b>	<b>153,738</b>	<b>161,506</b>	<b>159,351</b>	<b>167,404</b>	<b>174,212</b>	<b>190,709</b>	<b>190,705</b>				<b>251,202</b>	<b>577,400</b>	<b>691,676</b>
<b>Operating income (loss)</b>	<b>(70,199)</b>	<b>(77,069)</b>	<b>(72,530)</b>	<b>(56,508)</b>	<b>(70,847)</b>	<b>(60,216)</b>	<b>(53,147)</b>	<b>(52,524)</b>	<b>(73,086)</b>				<b>(133,333)</b>	<b>(276,305)</b>	<b>(236,734)</b>
<i>Operating margin</i>	-94.9%	-81.6%	-63.5%	-39.5%	-57%	-41%	-32%	-28%	-44%				-83%	-65%	-38%
Other income (expense), net	(16)	(150)	(414)	(670)	(499)	(1,421)	(3,051)	(2,425)	(749)				(1,176)	(1,248)	(7,396)
<b>Loss before income taxes</b>	<b>(70,215)</b>	<b>(77,219)</b>	<b>(72,944)</b>	<b>(57,178)</b>	<b>(71,346)</b>	<b>(61,637)</b>	<b>(56,198)</b>	<b>(54,949)</b>	<b>(73,835)</b>				<b>(134,509)</b>	<b>(277,553)</b>	<b>(244,130)</b>
Provision (benefit) for income taxes	1,200	1,262	927	(571)	977	927	636	1,550	1,252				323	2,818	4,090
<b>Net loss attributable to common stockholders</b>	<b>(71,415)</b>	<b>(78,481)</b>	<b>(73,871)</b>	<b>(56,607)</b>	<b>(72,323)</b>	<b>(62,564)</b>	<b>(56,834)</b>	<b>(56,499)</b>	<b>(75,087)</b>				<b>(134,832)</b>	<b>(280,371)</b>	<b>(248,220)</b>
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)				\$ (2.98)	\$ (1.97)	\$ (1.61)
Weighted average shares, basic and diluted	133,976	141,895	144,923	147,746	151,651	154,121	154,523	156,137	158,781				45,271	142,176	154,120
<b>% of Revenue</b>															
Product COGS	32%	29%	26%	24%	29%	27%	29%	26%	40%				31%	26%	28%
Services COGS	32%	33%	31%	29%	29%	27%	26%	25%	28%				22%	31%	26%
<b>Total COGS</b>	<b>32%</b>	<b>31%</b>	<b>29%</b>	<b>27%</b>	<b>29%</b>	<b>27%</b>	<b>27%</b>	<b>25%</b>	<b>30%</b>				<b>27%</b>	<b>29%</b>	<b>27%</b>
R&D	51%	48%	41%	31%	40%	36%	33%	30%	37%				37%	41%	34%
Sales & Marketing	88%	80%	75%	67%	70%	63%	58%	61%	61%				97%	76%	63%
G&A	24%	22%	18%	15%	17%	15%	15%	12%	16%				22%	19%	15%
<b>Total Op Ex</b>	<b>163%</b>	<b>150%</b>	<b>135%</b>	<b>113%</b>	<b>127%</b>	<b>114%</b>	<b>105%</b>	<b>103%</b>	<b>114%</b>				<b>155%</b>	<b>136%</b>	<b>111%</b>



Balance Sheet

**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			
Short term investments	143,213	292,874	299,022	255,845	260,838	463,137	733,026	767,775	746,027			
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			
Inventories, net	4,258	5,198	5,765	7,952	10,505	10,485	11,628	13,747	10,778			
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			

**Total current assets**

Property and equipment, net	69,257	78,390	84,095	82,298	81,030	74,438	73,129	78,368	81,324			
Goodwill	708,594	750,132	750,275	750,288	750,288	750,288	750,288	750,288	974,184			
Intangible assets	271,279	284,793	273,314	261,625	249,858	238,092	226,326	214,560	290,595			
Deposits and other long-term assets	10,135	10,035	10,366	7,533	7,186	6,824	6,228	10,998	12,084			

**Total assets**

**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			
Accrued compensation	47,328	52,728	20,573	64,551	61,876	63,693	73,030	79,294	105,893			
Deferred revenue, current portion	121,420	136,808	160,769	203,877	217,211	232,522	265,906	305,169	329,095			
Accrued and other current liabilities	21,187	23,273	66,308	24,596	26,060	27,286	30,407	29,820	36,082			

**Total current liabilities**

Long term debt, net of current portion	-	-	-	-	-	-	-	-	-			
Convertible senior notes, net	-	-	-	-	-	688,961	697,526	706,198	714,978			
Deferred revenue, non-current portion	91,302	95,199	122,152	148,666	161,553	177,369	188,961	221,829	236,987			
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	6,554	7,403	9,400	9,959	10,144	11,141	9,298			

**Total liabilities**

Stockholders' equity (deficit):

Common stock, par value \$0.0001 per share	14	15	15	15	16	16	16	16	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			
Treasury stock						(150,000)	(150,000)	(150,000)	(150,000)			
Accumulated other comprehensive income (loss)	(138)	(110)	(325)	(441)	(38)	(472)	(424)	(2,225)	(62)			
Accumulated deficit	(324,713)	(441,536)	(561,566)	(667,292)	(801,256)	(934,829)	(1,070,359)	(1,206,507)	(1,365,843)			

**Total stockholders' equity (deficit)**

**Total liabilities, convertible preferred stock and stockholders' equity (deficit)**

Deferred revenue (end of period)	212,722	232,007	282,921	352,543	378,764	409,891	454,867	526,998	566,082			
Change in deferred from prior period	25,207	19,285	50,914	69,622	26,221	31,127	44,976	72,131	39,084			
Less: acquired deferred revenue									(21,087)			
Adjusted change in deferred									17,997			

	2014				2015				2016			
	03/31/14 Rounded (\$000)	06/30/14 Rounded (\$000)	09/30/14 Rounded (\$000)	12/31/14 Rounded (\$000)	03/31/15 Rounded (\$000)	06/30/15 Rounded (\$000)	09/30/15 Rounded (\$000)	12/31/15 Rounded (\$000)	03/31/16 Rounded (\$000)	06/30/16 Rounded (\$000)	09/30/16 Rounded (\$000)	12/31/16 Rounded (\$000)
<b>Assets</b>												
Current assets:												
Cash and cash equivalents	441,270	171,620	98,843	146,363	136,776	726,480	436,901	402,102	175,113			
Short term investments	143,213	292,874	299,022	255,845	260,838	463,137	733,026	767,775	746,027			
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			
Inventories, net	4,258	5,198	5,765	7,952	10,505	10,485	11,628	13,747	10,778			
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			
<b>Total current assets</b>	<b>713,456</b>	<b>631,322</b>	<b>617,711</b>	<b>657,137</b>	<b>617,639</b>	<b>1,363,072</b>	<b>1,379,481</b>	<b>1,387,259</b>	<b>1,108,243</b>	-	-	-
Property and equipment, net	69,257	78,390	84,095	82,298	81,030	74,438	73,129	78,368	81,324			
Goodwill	708,594	750,132	750,275	750,288	750,288	750,288	750,288	750,288	974,184			
Intangible assets	271,279	284,793	273,314	261,625	249,858	238,092	226,326	214,560	290,595			
Deposits and other long-term assets	10,135	10,035	10,366	7,533	7,186	6,824	6,228	10,998	12,084			
<b>Total assets</b>	<b>1,772,721</b>	<b>1,754,672</b>	<b>1,735,761</b>	<b>1,758,881</b>	<b>1,706,001</b>	<b>2,432,714</b>	<b>2,435,452</b>	<b>2,441,473</b>	<b>2,466,430</b>	-	-	-
<b>Liabilities, convertible preferred stock and stockholders' equity (deficit)</b>												
Current liabilities:												
Accounts payable	24,916	36,343	30,198	34,057	28,505	25,344	33,611	43,650	37,716			
Accrued compensation	47,328	52,728	20,573	64,551	61,876	63,693	73,030	79,294	105,893			
Deferred revenue, current portion	121,420	136,808	160,769	203,877	217,211	232,522	265,906	305,169	329,095			
Accrued and other current liabilities	21,187	23,273	66,308	24,596	26,060	27,286	30,407	29,820	36,082			
<b>Total current liabilities</b>	<b>214,851</b>	<b>249,152</b>	<b>277,848</b>	<b>327,081</b>	<b>333,652</b>	<b>348,845</b>	<b>402,954</b>	<b>457,933</b>	<b>508,786</b>	-	-	-
Long term debt, net of current portion	-	-	-	-	-	-	-	-	-			
Convertible senior notes, net	-	-	-	-	-	688,961	697,526	706,198	714,978			
Deferred revenue, non-current portion	91,302	95,199	122,152	148,666	161,553	177,369	188,961	221,829	236,987			
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	6,554	7,403	9,400	9,959	10,144	11,141	9,298			
<b>Total liabilities</b>	<b>348,931</b>	<b>390,975</b>	<b>442,622</b>	<b>508,053</b>	<b>526,385</b>	<b>1,250,027</b>	<b>1,325,783</b>	<b>1,397,101</b>	<b>1,470,049</b>	-	-	-
Stockholders' equity (deficit):												
Common stock, par value \$0.0001 per share	14	15	15	15	16	16	16	16	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			
Treasury stock						(150,000)	(150,000)	(150,000)	(150,000)			
Accumulated other comprehensive income (loss)	(138)	(110)	(325)	(441)	(38)	(472)	(424)	(2,225)	(62)			
Accumulated deficit	(324,713)	(441,536)	(561,566)	(667,292)	(801,256)	(934,829)	(1,070,359)	(1,206,507)	(1,365,843)			
<b>Total stockholders' equity (deficit)</b>	<b>1,423,790</b>	<b>1,363,697</b>	<b>1,293,139</b>	<b>1,250,828</b>	<b>1,179,616</b>	<b>1,182,687</b>	<b>1,109,669</b>	<b>1,044,372</b>	<b>996,381</b>	-	-	-
<b>Total liabilities, convertible preferred stock and stockholders' equity (deficit)</b>	<b>1,772,721</b>	<b>1,754,672</b>	<b>1,735,761</b>	<b>1,758,881</b>	<b>1,706,001</b>	<b>2,432,714</b>	<b>2,435,452</b>	<b>2,441,473</b>	<b>2,466,430</b>	-	-	-
Deferred revenue (end of period)	212,722	232,007	282,921	352,543	378,764	409,891	454,867	526,998	566,082			
Change in deferred from prior period	25,207	19,285	50,914	69,622	26,221	31,127	44,976	72,131	39,084			
Less: acquired deferred revenue									(21,087)			
Adjusted change in deferred									17,997			



Statement of Cash Flows

CASH FLOWS FROM OPERATING ACTIVITIES:

	2014				2015				2016				Annual		
	03/31/14	06/30/14	09/30/14	12/31/14	03/31/15	06/30/15	09/30/15	12/31/15	03/31/16	06/30/16	09/30/16	12/31/16	2013	2014	2015
	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)	Rounded (\$000)
Net loss:	\$ (101,211)	\$ (116,823)	\$ (120,030)	\$ (105,726)	\$ (133,964)	\$ (133,573)	\$ (135,530)	\$ (136,148)	\$ (155,900)				\$ (120,635)	\$ (443,790)	\$ (539,215)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:															
Depreciation and amortization of property and equipment	20,706	22,020	24,905	26,505	26,581	27,588	27,985	29,802	30,503				20,758	94,136	111,956
Stock based compensation expense	25,194	38,253	43,160	45,245	49,875	56,411	58,366	57,780	64,239				28,858	151,852	222,432
Convertible senior notes discounts and issuance costs						2,832	8,565	8,672	8,780						20,069
Deferred income tax	(7,518)	(11,442)	(11,182)	(9,727)	82	(1)	39	(1,473)	(11,053)				(61,028)	(39,869)	(1,353)
Other	89	94	1,519	559	509	1,576	1,059	1,528	938				6,648	2,261	4,672
Changes in operating assets and liabilities:															
Accounts receivable	15,221	(26,881)	(48,381)	(37,124)	32,736	54,104	(35,955)	(31,759)	43,144				(35,145)	(97,165)	19,126
Inventory, net	1,405	(676)	(567)	(2,186)	(2,554)	(755)	(1,677)	(2,834)	2,325				(3,089)	(2,024)	(7,820)
Prepaid expenses and other assets	(2,509)	(575)	946	3,588	127	(2,481)	3,413	(1,734)	(2,152)				(17,219)	1,450	(675)
Accounts payable	(12,396)	5,293	(1,256)	5,166	(4,219)	(1,834)	7,342	6,416	(3,391)				11,504	(3,193)	7,705
Accrued liabilities	6,016	2,731	(2,063)	4,719	2,068	1,823	3,663	(59)	902				(18,488)	11,403	7,495
Accrued transaction costs of acquired companies									(7,727)						
Accrued compensation	5,703	5,131	14,581	(1,757)	(2,675)	1,683	9,297	6,124	(8,989)				19,381	23,658	14,429
Deferred revenue	25,207	18,986	50,914	69,621	26,221	31,127	44,976	72,131	17,997				95,010	164,728	174,455
Other long-term liabilities	1,505	1,955	974	849	1,997	560	184	998	(2,132)				3,683	5,283	3,739
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)				(69,762)	(131,270)	37,015
CASH FLOWS FROM INVESTING ACTIVITIES:															
Acquisitions of businesses, net of cash acquired	-	(55,058)	-	-	-	-	-	-	(204,926)				(89,240)	(55,058)	-
Purchase of property and equipment (including demonstration units)	(14,187)	(17,282)	(23,997)	(12,249)	(12,669)	(11,869)	(12,655)	(17,356)	(14,257)				(57,560)	(67,715)	(54,549)
Purchase of marketable securities	(143,522)	(159,009)	(49,870)	(37,959)	(39,857)	(261,356)	(338,949)	(128,935)	(88,805)					(390,360)	(769,097)
Maturities marketable securities		8,000	42,780	80,338	34,655	57,483	67,011	90,774	111,319					131,118	249,923
Purchase of equity-method investment								(1,800)	-						(1,800)
Lease deposits	(360)	(43)	(162)	69	(370)	(416)	159	(599)	(678)				(1,669)	(496)	(1,226)
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)				(148,469)	(382,511)	(576,749)
CASH FLOWS FROM FINANCING ACTIVITIES:															
Net proceeds from stock offerings	445,934	(654)	(942)	-	-	-	-	-	-				321,389	444,338	896,530
Net proceeds from convertible debt offering						897,000	(470)	-	-						(150,000)
Prepaid forward stock purchase						(150,000)	-	-	-						
Repayment of assumed debt from acquired businesses									(8,842)						
Taxes for net settlement of equity awards									(1,124)						
Proceeds from exercise of equity awards	2,075	18,405	5,894	17,589	11,870	19,802	3,598	13,673	2,840				5,428	43,963	-
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)				331,949	486,226	795,473
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)				113,718	(27,555)	255,739
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				60,200	173,918	146,363
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				173,918	146,363	402,102



Revenue Metrics

	2014				2015				2016						
	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'15	Q4'15	Q1'16	Q2'16	Q3'16	Q4'16	2013	2014	2015
	03/31/14	06/30/14	09/30/14	12/31/14	03/31/15	06/30/15	09/30/15	12/31/15	03/31/16	06/30/16	09/30/16	12/31/16	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
<b>Revenue</b>															
Product	24,252	37,683	48,375	67,936	40,237	49,696	60,101	66,598	33,707				88,253	178,246	216,632
Product Subscriptions (including FireEye-aaS)	22,803	28,025	32,759	38,320	43,376	48,510	53,592	59,825	74,163				43,031	121,907	205,303
<b>Subtotal: Platform (Product + product subscriptions)</b>	<b>47,055</b>	<b>65,708</b>	<b>81,134</b>	<b>106,256</b>	<b>83,613</b>	<b>98,206</b>	<b>113,693</b>	<b>126,423</b>	<b>107,870</b>				<b>131,284</b>	<b>300,153</b>	<b>421,935</b>
Support	10,751	11,874	14,198	16,583	19,084	21,429	23,245	26,042	28,413				26,911	53,406	89,800
Incident response and professional services	16,174	16,907	18,879	20,143	22,673	27,572	28,678	32,309	31,683				3,357	72,103	111,232
<b>Subtotal: Support, maint. and professional svcs.</b>	<b>26,925</b>	<b>28,782</b>	<b>33,078</b>	<b>36,727</b>	<b>41,757</b>	<b>49,001</b>	<b>51,923</b>	<b>58,351</b>	<b>60,096</b>				<b>30,268</b>	<b>125,509</b>	<b>201,032</b>
<b>Subscriptions and Services As Reported</b>	<b>49,728</b>	<b>56,807</b>	<b>65,837</b>	<b>75,047</b>	<b>85,133</b>	<b>97,511</b>	<b>105,515</b>	<b>118,176</b>	<b>134,259</b>				<b>73,299</b>	<b>247,416</b>	<b>406,335</b>
<b>Total revenue</b>	<b>73,980</b>	<b>94,489</b>	<b>114,211</b>	<b>142,982</b>	<b>125,370</b>	<b>147,207</b>	<b>165,616</b>	<b>184,774</b>	<b>167,966</b>				<b>161,551</b>	<b>425,662</b>	<b>622,967</b>
Subtotal - Recurring Subscriptions and Support	33,554	39,899	46,957	54,903	62,460	69,939	76,837	85,867	102,576				69,941	175,314	295,103
<i>% of revenue</i>	45%	42%	41%	38%	50%	48%	46%	46%	61%				43%	41%	47%
<b>Revenue Mix</b>															
Product	33%	40%	42%	48%	32%	34%	36%	36%	20%				55%	42%	35%
Product Subscriptions and FireEye as a Service	31%	30%	29%	27%	35%	33%	32%	32%	44%				27%	29%	33%
<b>Subtotal: Product and product subscriptions</b>	<b>64%</b>	<b>70%</b>	<b>71%</b>	<b>74%</b>	<b>67%</b>	<b>67%</b>	<b>69%</b>	<b>68%</b>	<b>64%</b>				<b>81%</b>	<b>71%</b>	<b>68%</b>
Support and maintenance	15%	13%	12%	12%	15%	15%	14%	14%	17%				17%	13%	14%
Incident response and professional services	22%	18%	17%	14%	18%	19%	17%	17%	19%				2%	17%	18%
<b>Subtotal: Support, maint. and professional svcs.</b>	<b>36%</b>	<b>30%</b>	<b>29%</b>	<b>26%</b>	<b>33%</b>	<b>33%</b>	<b>31%</b>	<b>32%</b>	<b>36%</b>				<b>19%</b>	<b>29%</b>	<b>32%</b>
<b>Revenue by Geography</b>															
<b>US Revenue</b>	<b>55,728</b>	<b>69,636</b>	<b>86,626</b>	<b>107,152</b>	<b>89,189</b>	<b>106,131</b>	<b>119,934</b>	<b>123,951</b>	<b>115,852</b>				<b>116,730</b>	<b>319,142</b>	<b>439,205</b>
EMEA	9,245	14,678	15,017	18,782	16,792	18,971	17,574	27,623	24,442				22,845	57,721	80,960
APAC	6,327	6,621	9,502	11,834	13,720	15,610	19,878	23,801	21,823				16,004	34,284	73,009
Other	2,680	3,554	3,064	5,214	5,669	6,495	8,230	9,399	5,849				5,973	14,513	29,793
<b>International Revenue</b>	<b>18,252</b>	<b>24,853</b>	<b>27,583</b>	<b>35,830</b>	<b>36,181</b>	<b>41,076</b>	<b>45,682</b>	<b>60,823</b>	<b>52,114</b>				<b>44,826</b>	<b>106,518</b>	<b>183,762</b>
Total revenue	73,980	94,489	114,209	142,982	125,370	147,207	165,616	184,774	167,966				161,556	425,662	622,967
US revenue %	75%	74%	76%	75%	71%	72%	72%	67%	69%				72%	75%	71%
International revenue %	25%	26%	24%	25%	29%	28%	28%	33%	31%				28%	25%	29%



Billings Metrics

	2014				2015				2016				Annual		
	03/31/14	06/30/14	09/30/14	12/30/14	03/31/15	06/30/15	09/30/15	12/30/15	03/31/16	06/30/16	09/30/16	12/30/16	2013	2014	2015
	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)	Rounded (\$000)
<b>Billings</b>															
Product	26,061	35,573	44,135	67,554	38,234	48,824	58,796	66,379	33,370				98,025	173,323	212,233
Product Subscriptions (including FireEye-aaS)	39,435	42,086	71,925	80,242	63,736	72,454	82,481	108,701	88,884				96,219	233,688	327,372
<b>Subtotal: Platform Billings (Product &amp; Product S</b>	<b>65,496</b>	<b>77,659</b>	<b>116,060</b>	<b>147,796</b>	<b>101,970</b>	<b>121,278</b>	<b>141,277</b>	<b>175,080</b>	<b>122,254</b>				<b>194,244</b>	<b>407,011</b>	<b>539,605</b>
Support	15,695	18,582	30,717	39,796	22,842	31,107	35,708	47,790	31,346				57,110	104,790	137,447
Incident Response and Professional Services	17,997	17,534	18,348	25,012	26,779	25,949	33,607	34,035	32,363				5,207	78,890	120,370
<b>Subtotal: Support, maint. and professional svcs.</b>	<b>33,692</b>	<b>36,116</b>	<b>49,065</b>	<b>64,808</b>	<b>49,621</b>	<b>57,056</b>	<b>69,315</b>	<b>81,825</b>	<b>63,709</b>				<b>62,317</b>	<b>183,681</b>	<b>257,817</b>
<b>Total Billings</b>	<b>99,188</b>	<b>113,775</b>	<b>165,125</b>	<b>212,604</b>	<b>151,591</b>	<b>178,334</b>	<b>210,592</b>	<b>256,905</b>	<b>185,963</b>				<b>256,561</b>	<b>590,691</b>	<b>797,422</b>
Subtotal Recurring Subscriptions and Support	55,130	60,669	102,642	120,038	86,578	103,561	118,189	156,491	120,230				153,329	338,479	464,819
<i>% of total billings</i>	<i>56%</i>	<i>53%</i>	<i>62%</i>	<i>56%</i>	<i>57%</i>	<i>58%</i>	<i>56%</i>	<i>61%</i>	<i>65%</i>				<i>60%</i>	<i>57%</i>	<i>58%</i>
<b>Billings Mix</b>															
Product	26%	31%	27%	32%	25%	27%	28%	26%	18%				38%	29%	27%
Product Subscriptions (including FireEye-aaS)	40%	37%	44%	38%	42%	41%	39%	42%	48%				38%	40%	41%
<b>Subtotal: Product and Product Subscriptions</b>	<b>66%</b>	<b>68%</b>	<b>70%</b>	<b>70%</b>	<b>67%</b>	<b>68%</b>	<b>67%</b>	<b>68%</b>	<b>66%</b>				<b>76%</b>	<b>69%</b>	<b>68%</b>
Support	16%	16%	19%	19%	15%	17%	17%	19%	17%				22%	18%	17%
Incident Response and Professional Services	18%	15%	11%	12%	18%	15%	16%	13%	17%				2%	13%	15%
<b>Subtotal: Support, maint. and professional svcs.</b>	<b>34%</b>	<b>32%</b>	<b>30%</b>	<b>30%</b>	<b>33%</b>	<b>32%</b>	<b>33%</b>	<b>32%</b>	<b>34%</b>				<b>24%</b>	<b>31%</b>	<b>32%</b>



Deferred Revenue Metrics

	2013				2014				2015				2016			
	03/31/13 Rounded (\$000)	06/30/13 Rounded (\$000)	09/30/13 Rounded (\$000)	12/31/13 Rounded (\$000)	03/31/14 Rounded (\$000)	06/30/14 Rounded (\$000)	09/30/14 Rounded (\$000)	12/30/14 Rounded (\$000)	03/31/15 Rounded (\$000)	06/30/15 Rounded (\$000)	09/30/15 Rounded (\$000)	12/30/15 Rounded (\$000)	03/31/16 Rounded (\$000)	06/30/16 Rounded (\$000)	09/30/16 Rounded (\$000)	12/30/16 Rounded (\$000)
<b>Deferred revenue</b>																
Current Product	6,663	7,424	11,019	13,823	14,164	12,871	9,914	10,718	9,697	9,176	8,590	8,195	8,083			
Current Subscription & Services	43,547	48,302	60,431	96,712	107,256	123,937	150,854	193,159	207,514	223,346	257,316	296,973	321,012			
<b>Current deferred revenue</b>	<b>50,210</b>	<b>55,726</b>	<b>71,450</b>	<b>110,535</b>	<b>121,420</b>	<b>136,808</b>	<b>160,768</b>	<b>203,877</b>	<b>217,211</b>	<b>232,522</b>	<b>265,906</b>	<b>305,169</b>	<b>329,095</b>			
Less: acquired deferred revenue				(13,363)									(19,622)			
Adjusted ending current deferred revenue				97,172									309,474			
Non-current Product	5,093	5,975	5,730	6,711	8,179	7,361	6,077	4,891	3,950	3,599	2,879	3,051	3,231			
Non-current Subscription & Services	35,490	40,884	53,572	70,268	83,123	87,838	116,076	143,775	157,603	173,770	186,082	218,778	233,756			
<b>Non-current deferred revenue</b>	<b>40,583</b>	<b>46,859</b>	<b>59,302</b>	<b>76,979</b>	<b>91,302</b>	<b>95,199</b>	<b>122,153</b>	<b>148,666</b>	<b>161,553</b>	<b>177,369</b>	<b>188,961</b>	<b>221,829</b>	<b>236,987</b>			
Less: acquired deferred revenue				(2,736)									(1,465)			
Adjusted non-current deferred revenue				74,243									235,522			
<b>Total deferred revenue</b>	<b>90,793</b>	<b>102,585</b>	<b>130,752</b>	<b>187,514</b>	<b>212,722</b>	<b>232,007</b>	<b>282,921</b>	<b>352,543</b>	<b>378,764</b>	<b>409,891</b>	<b>454,867</b>	<b>526,998</b>	<b>566,082</b>			
Less: acquired deferred revenue				(16,099)									(21,087)			
Adjusted ending deferred revenue				171,415									544,995			
Current deferred revenue %	55%	54%	55%	59%	57%	59%	57%	58%	57%	57%	58%	58%	58%			
Non-current deferred revenue %	45%	46%	45%	41%	43%	41%	43%	42%	43%	43%	42%	42%	42%			
<b>Ending Product Deferred Revenue</b>	<b>11,756</b>	<b>13,399</b>	<b>16,749</b>	<b>20,534</b>	<b>22,343</b>	<b>20,232</b>	<b>15,991</b>	<b>15,609</b>	<b>13,647</b>	<b>12,775</b>	<b>11,471</b>	<b>11,252</b>	<b>11,314</b>			
<b>Ending Subs &amp; Services Deferred Revenue</b>	<b>79,037</b>	<b>89,186</b>	<b>114,003</b>	<b>166,980</b>	<b>190,379</b>	<b>211,775</b>	<b>266,930</b>	<b>336,933</b>	<b>365,116</b>	<b>397,115</b>	<b>443,396</b>	<b>515,746</b>	<b>554,768</b>			
Total deferred revenue	90,793	102,585	130,752	187,514	212,722	232,007	282,921	352,542	378,763	409,891	454,867	526,998	566,082			
Less: acquired deferred revenue				(16,099)									(21,087)			
Adjusted ending deferred revenue				171,415									544,995			