



Non-GAAP Income Statement

Billings

Revenue:

Product

Subscription and services

Total revenue

Cost of revenue:

Product

Subscription and services

Total cost of revenue

Total gross profit

Gross Profit - Product

Gross Profit - Subscription & Services

Gross profit

Research and development

Sales and marketing

General and administrative

Total operating expenses

Operating income (loss)

Operating margin

Other income (expense), net

Loss before income taxes

Provision (benefit) for income taxes

Net loss attributable to common stockholders

Net loss per share, basic and diluted

Weighted average shares, basic and diluted

2012				2013				2014				2015			
03/31/12	06/30/12	09/30/12	12/31/12	03/31/13	06/30/13	09/30/13	12/31/13	03/31/14	06/30/14	09/30/14	12/31/14	03/31/15	06/30/15	09/30/15	12/31/15
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)	Rounded (\$000)
21,453	24,763	34,901	48,501	42,803	45,013	70,819	97,925	99,188	113,775	165,125	212,604	151,591	178,334		
8,550	9,651	13,754	20,310	14,988	17,240	23,729	32,296	24,252	37,683	48,375	67,936	40,237	49,696		
5,256	6,284	8,142	11,369	13,428	15,982	18,923	24,966	49,728	56,806	65,836	75,046	85,133	97,511		
13,806	15,935	21,896	31,679	28,416	33,222	42,652	57,262	73,980	94,489	114,211	142,982	125,370	147,207		
2,298	3,256	3,786	5,012	4,637	5,469	6,953	10,312	7,750	10,841	12,345	16,215	11,868	13,651		
590	668	886	964	1,753	4,081	5,273	5,204	16,157	18,832	20,658	21,769	24,998	26,368		
2,888	3,924	4,672	5,976	6,390	9,550	12,226	15,516	23,907	29,673	33,003	37,984	36,866	40,019		
10,918	12,011	17,224	25,703	22,026	23,672	30,426	41,746	50,073	64,816	81,208	104,998	88,504	107,188		
73%	66%	72%	75%	69%	68%	71%	68%	68%	71%	74%	76%	71%	73%		
89%	89%	89%	92%	87%	74%	72%	79%	68%	67%	69%	71%	71%	73%		
79%	75%	79%	81%	78%	71%	71%	73%	68%	69%	71%	73%	71%	73%		
2,424	2,961	3,758	5,914	9,105	12,898	18,142	18,933	37,367	45,605	47,060	44,188	49,570	52,273		
11,555	13,938	16,393	24,004	27,729	36,340	40,577	51,830	65,189	75,547	85,856	95,235	87,914	93,423		
1,788	1,962	2,899	5,036	6,086	8,938	9,929	10,695	17,715	20,733	20,822	22,083	21,867	21,708		
15,767	18,861	23,050	34,954	42,920	58,176	68,648	81,458	120,272	141,885	153,738	161,506	159,351	167,404		
(4,849)	(6,850)	(5,826)	(9,251)	(20,894)	(34,504)	(38,222)	(39,712)	(70,199)	(77,069)	(72,530)	(56,508)	(70,847)	(60,216)		
-35.1%	-43.0%	-26.6%	-29.2%	-73.5%	-103.9%	-89.6%	-69.4%	-94.9%	-81.6%	-63.5%	-39.5%	-56.5%	-40.9%		
								21.4%	-22.3%	-26.1%	-29.8%	-38.4%	-40.7%		
(284)	77	(179)	(181)	(173)	4	(888)	(119)	(16)	(150)	(414)	(671)	(499)	(1,421)		
(5,133)	(6,773)	(6,005)	(9,432)	(21,067)	(34,500)	(39,110)	(39,831)	(70,215)	(77,219)	(72,944)	(57,179)	(71,346)	(61,637)		
26	34	54	(1,079)	213	384	(917)	643	1,200	1,262	927	(571)	977	927		
(5,159)	(6,807)	(6,059)	(8,353)	(21,280)	(34,884)	(38,193)	(40,474)	(71,415)	(78,481)	(73,871)	(56,608)	(72,323)	(62,564)		
\$ (0.55)		\$ (0.55)	\$ (0.64)	\$ (1.40)	\$ (1.87)	\$ (1.21)	\$ (0.35)	\$ (0.53)	\$ (0.55)	\$ (0.51)	\$ (0.38)	\$ (0.48)	\$ (0.41)		
9,347		11,025	12,982	15,180	18,704	31,590	114,654	133,976	141,895	144,923	147,746	151,651	154,121	-	-

Annual		
2012	2013	2014
Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
129,620	256,561	590,691
52,265	88,253	178,246
31,051	73,299	247,416
83,316	161,552	425,662
14,352	27,372	47,150
3,108	16,311	77,417
17,460	43,683	124,567
65,856	117,869	301,095
73%	69%	74%
90%	78%	69%
79%	73%	71%
15,057	59,078	174,219
65,890	156,476	321,827
11,685	35,648	81,354
92,632	251,202	577,400
(26,776)	(133,333)	(276,305)
-32.1%	-82.5%	-64.9%
(567)	(1,176)	(1,250)
(27,343)	(134,508)	(277,555)
(965)	323	2,818
(26,378)	(134,832)	(280,373)
\$ (2.42)	\$ (2.98)	\$ (1.96)
10,917	45,271	143,269

% of Revenue

Product COGS

Services COGS

Total COGS

R&D

Sales & Marketing

G&A

Total Op Ex

Total Costs

27%	34%	28%	25%	31%	32%	29%	32%	32%	29%	26%	24%	29%	27%		
11%	11%	11%	8%	13%	26%	28%	21%	32%	33%	31%	29%	29%	27%		
21%	25%	21%	19%	22%	29%	29%	27%	32%	31%	29%	27%	29%	27%		
18%	19%	17%	19%	32%	39%	43%	33%	51%	48%	41%	31%	40%	36%		
84%	87%	75%	76%	98%	109%	95%	91%	88%	80%	75%	67%	70%	63%		
13%	12%	13%	16%	21%	27%	23%	19%	24%	22%	18%	15%	17%	15%		
114%	118%	105%	110%	151%	175%	161%	142%	163%	150%	135%	113%	127%	114%		
135%	143%	127%	129%	174%	204%	190%	169%	195%	182%	164%	140%	157%	141%		

27%	31%	26%
10%	22%	31%
21%	27%	29%
18%	37%	41%
79%	97%	76%
14%	22%	19%
111%	155%	136%



Balance Sheet

	2013				2014				2015			
	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)	12/31/14 Rounded (\$000)	03/31/15 Rounded (\$000)	06/30/15 Rounded (\$000)	09/30/15 Rounded (\$000)	12/31/15 Rounded (\$000)
Assets												
Current assets:												
Cash and cash equivalents	73,914	54,085	327,710	173,918	441,270	171,620	98,843	146,363	136,776	726,480		
Short term investments				-	143,213	292,874	299,022	255,845	260,838	463,137		
Accounts receivable, net of allowance for doubtful accounts	25,430	28,081	51,251	95,772	80,514	108,039	155,798	193,182	160,095	105,183		
Inventories, net	2,195	3,779	7,516	5,663	4,258	5,198	5,765	7,952	10,505	10,485		
Deferred tax assets, current portion				14,584	16,056	21,712	26,775	25,126	21,968	25,081		
Prepaid expenses and other current assets	6,089	11,033	10,711	25,230	28,145	31,879	31,508	28,669	27,457	32,706		
Total current assets	107,628	96,978	397,188	315,167	713,456	631,322	617,711	657,137	617,639	1,363,072	-	-
Property and equipment, net	20,228	33,734	47,131	64,765	69,257	78,390	84,095	82,298	81,030	74,438		
Goodwill	1,274	1,274	3,276	706,327	708,594	750,132	750,275	750,288	750,288	750,288		
Intangible assets	3,929	3,666	6,809	281,377	271,279	284,793	273,314	261,625	249,858	238,092		
Deposits and other long-term assets	2,763	3,835	5,901	8,677	10,135	10,035	10,366	7,533	7,186	6,824		
Total assets	135,822	139,487	460,306	1,376,313	1,772,721	1,754,672	1,735,761	1,758,881	1,706,001	2,432,714	-	-
Liabilities, convertible preferred stock and stockholders' equity (deficit)												
Current liabilities:												
Accounts payable	17,861	28,867	32,983	34,128	24,916	36,343	30,198	34,057	28,505	25,344		
Accrued compensation	12,364	13,221	14,818	41,625	47,328	52,728	20,573	64,551	61,876	63,693		
Debt, current portion	-	-	-	-	-	-	-	-	-	-		
Deferred revenue, current portion	50,210	55,726	71,450	110,535	121,420	136,808	160,769	203,877	217,211	232,522		
Accrued and other current liabilities	8,881	12,313	13,519	17,677	21,187	23,273	66,308	24,596	26,060	27,286		
Total current liabilities	89,316	110,127	132,770	203,965	214,851	249,152	277,848	327,081	333,652	348,845	-	-
Long term debt, net of current portion	10,000	20,000	20,000	-	-	-	-	-	-	-		
Convertible senior notes, net	-	-	-	-	-	-	-	-	-	688,961		
Deferred revenue, non-current portion	40,583	46,859	59,302	76,979	91,302	95,199	122,152	148,666	161,553	177,369		
Deferred tax liabilities, non-current portion				45,147	39,155	41,044	36,068	24,903	21,780	24,893		
Preferred stock warrant liability	5,696	6,507	-	-	-	-	-	-	-	-		
Other long-term liabilities	755	1,040	1,246	2,120	3,623	5,580	6,554	7,403	9,400	9,959		
Total liabilities	146,350	184,533	213,318	328,211	348,931	390,975	442,622	508,053	526,385	1,250,027		
Stockholders' equity (deficit):												
Convertible Preferred Stock	6	6	-	-	-	-	-	-	-	-		
Common stock, par value \$0.0001 per share	3	3	12	14	14	15	15	15	16	16		
Additional paid in capital	119,292	125,008	467,964	1,271,590	1,748,627	1,805,328	1,855,015	1,918,546	1,980,894	2,267,972		
Treasury stock										(150,000)		
Accumulated other comprehensive income (loss)					(138)	(110)	(325)	(441)	(38)	(472)		
Accumulated deficit	(129,828)	(170,063)	(220,989)	(223,502)	(324,713)	(441,536)	(561,566)	(667,292)	(801,256)	(934,829)		
Total stockholders' equity (deficit)	(10,527)	(45,046)	246,987	1,048,102	1,423,790	1,363,697	1,293,139	1,250,828	1,179,616	1,182,687		
Total liabilities, convertible preferred stock and stockholders' equity (deficit)	135,823	139,487	460,305	1,376,313	1,772,721	1,754,672	1,735,761	1,758,881	1,706,001	2,432,714		
Deferred revenue (end of period)	90,793	102,585	130,752	187,514	212,722	232,007	282,921	352,543	378,764	409,891		
Change in deferred from prior period	14,387	11,792	28,167	56,762	25,207	19,285	50,914	69,622	26,221	31,127		
Less: acquired deferred revenue				(16,099)								
Adjusted change in deferred				40,663								
Cash and short term investments	73,914	54,085	327,710	173,918	584,483	464,494	397,865	402,208	397,614	1,189,617		

Statement of Cash Flows

CASH FLOWS FROM OPERATING ACTIVITIES:

Net loss:

	2013				2014				2015				Annual		
	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)	12/31/14 Rounded (\$000)	03/31/15 Rounded (\$000)	06/30/15 Rounded (\$000)	09/30/15 Rounded (\$000)	12/31/15 Rounded (\$000)	2012 Rounded (\$000)	2013 Rounded (\$000)	2014 Rounded (\$000)
\$ (26,961) \$ (40,235) \$ (50,926) \$ (2,513) \$ (101,211) \$ (116,823) \$ (120,030) \$ (105,726) \$ (133,964) \$ (133,573)	\$ (26,961)	\$ (40,235)	\$ (50,926)	\$ (2,513)	\$ (101,211)	\$ (116,823)	\$ (120,030)	\$ (105,726)	\$ (133,964)	\$ (133,573)			\$ (35,756)	\$ (120,635)	\$ (443,790)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:															
Depreciation and amortization of property and equipment	3,234	3,861	5,249	8,414	20,706	22,020	24,905	26,505	26,581	27,588			6,917	20,758	94,136
Stock based compensation expense	3,252	4,279	8,814	12,514	25,194	38,253	43,160	45,245	49,875	56,411			6,843	28,858	151,852
Convertible senior notes discounts and issuance costs															
Deferred income tax			-	-	(7,518)	(11,442)	(11,182)	(9,727)	82	-					(39,869)
Fair value adjustment of stock warrants	2,167	811	3,560	-	-	-	-	-	-	-					-
Loss on disposal of property and equipment													2,535	6,538	-
Provision for doubtful accounts													197	110	-
Other	25	14	63	8	89	94	1,519	559	509	1,576			197	110	2,261
Release of deferred tax valuation allowance	-	-	(1,277)	(59,751)	-	-	-	-	-	-			(1,241)	(61,028)	-
Changes in operating assets and liabilities:															
Accounts receivable	4,703	(2,651)	(22,779)	(14,418)	15,221	(26,881)	(48,381)	(37,124)	32,736	54,104			(10,106)	(35,145)	(97,165)
Inventory, net	326	(1,494)	(4,006)	2,085	1,405	(676)	(567)	(2,186)	(2,554)	(755)			(817)	(3,089)	(2,024)
Prepaid expenses and other assets	(276)	(4,293)	(203)	(10,857)	(2,093)	(194)	2,287	-	127	(127)			(3,084)	(15,629)	-
Deferred costs of revenue	(221)	(223)	(460)	(686)	(416)	(381)	797	-	-	-			(669)	(1,590)	-
Prepaid expenses and other assets	(496)	(4,517)	(663)	(11,543)	(2,509)	(575)	946	3,588	127	(2,481)			(3,753)	(17,219)	1,450
Accounts payable	(655)	8,862	(2,092)	5,389	(12,396)	5,293	(1,256)	5,166	(4,219)	(1,834)			6,189	11,504	(3,193)
Accrued liabilities	1,328	(18)	2,401	(22,199)	6,016	2,731	(2,063)	4,719	2,068	1,823			511	(18,488)	11,403
Accrued compensation	4,093	856	1,532	12,900	5,703	5,131	14,581	(1,757)	(2,675)	1,683			3,165	19,381	23,658
Deferred revenue	14,389	11,791	28,190	40,640	25,207	18,986	50,914	69,621	26,221	31,127			46,303	95,010	164,728
Other long-term liabilities	53	285	209	3,136	1,505	1,955	974	849	1,997	560			513	3,683	5,283
Net cash provided by (used in) operating activities	5,457	(18,156)	(31,725)	(25,338)	(22,588)	(61,934)	(46,480)	(268)	(3,216)	39,061			22,937	(69,762)	(131,270)
CASH FLOWS FROM INVESTING ACTIVITIES:															
Acquisitions of businesses, net of cash acquired	-	-	(3,872)	(85,368)	-	(55,058)	-	-	-	-			(889)	(89,240)	(55,058)
Purchase of property and equipment (including demonstration units)	(6,172)	(15,883)	(13,901)	(21,604)	(14,187)	(17,282)	(23,997)	(12,249)	(12,669)	(11,869)			(18,848)	(57,560)	(67,715)
Purchase of marketable securities					(143,522)	(159,009)	(49,870)	(37,959)	(39,857)	(261,356)					(390,360)
Maturities marketable securities					8,000	42,780	80,338		34,655	57,483					131,118
Lease deposits	(586)	(1,011)	(39)	(33)	(360)	(43)	(162)	69	(370)	(416)			(478)	(1,669)	496
Net cash provided by (used in) investing activities	(6,758)	(16,894)	(17,812)	(107,005)	(158,069)	(223,392)	(31,249)	30,199	(18,241)	(216,158)			(20,215)	(148,469)	(381,511)
CASH FLOWS FROM FINANCING ACTIVITIES:															
Net proceeds from stock offerings	-	-	322,863	(1,474)	445,934	(654)	(942)	-	-	-			-	321,389	444,338
Net proceeds from convertible debt offering										897,000					
Prepaid forward stock purchase										(150,000)					
Borrowing from line of credit	-	10,000	-	-	-	-	-	-	-	-			7,619	10,000	-
Repayment of line of credit	-	-	-	(20,000)	-	-	-	-	-	-			-	(20,000)	-
Borrowing of term loan	-	-	-	-	-	-	-	-	-	-			-	-	-
Repayment of term loan	(2,147)	-	-	(3)	-	-	-	-	-	-			(1,405)	(2,150)	-
Net proceeds from issuance of convertible preferred stock	9,988	-	-	-	-	-	-	-	-	-			39,785	9,988	-
Payments of costs related to stock offerings	-	330	(330)	-	-	-	-	-	-	-			-	-	-
Net Proceeds from early exercise of equity awards	3,440	1,331	629	28	2,075	(2,075)	-	-	-	-			2,454	5,428	-
Cash proceeds from common stock exercise	-	-	-	-	-	18,405	5,894	17,589	11,870	19,802			-	-	41,888
Repurchase of common stock	-	-	-	-	-	-	-	-	-	-			(214)	-	-
Repayment of notes receivable from stockholders	3,734	3,560	-	-	-	-	-	-	-	-			-	7,294	-
Net cash provided by (used) in financing activities	15,015	15,221	323,162	(21,449)	448,009	15,676	4,952	17,589	11,870	766,802			48,239	331,949	486,226
Net change in cash and cash equivalents	13,714	(19,829)	273,625	(153,792)	267,352	(269,650)	(72,777)	47,520	(9,587)	589,704			28,537	113,718	(27,555)
Cash and cash equivalents, beginning of period	60,200	73,914	54,086	327,710	173,918	441,270	171,620	98,843	146,363	136,776			10,676	60,200	173,918
Cash and cash equivalents, end of period	73,914	54,086	327,710	173,918	441,270	171,620	98,843	146,363	136,776	726,480			60,200	173,918	146,363



Revenue Metrics

	2013				2014				2015				YTD - 6 mos		Annual		
	Q1'13	Q2'13	Q3'13	Q4'13	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'15	Q4'15	2014	2015	2012	2013	2014
	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)	12/31/14 Rounded (\$000)	03/31/15 Rounded (\$000)	06/30/15 Rounded (\$000)	09/30/15 Rounded (\$000)	12/30/15 Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
Revenue																	
Product	14,988	17,240	23,729	32,296	24,252	37,683	48,375	67,936	40,237	49,696			61,935	89,933	52,265	88,253	178,246
Product Subscriptions (including FireEye-aaS)	8,016	9,608	11,040	14,366	22,803	28,025	32,759	38,320	43,376	48,510			50,828	91,886	18,945	43,031	121,907
Subtotal: Product and product subscriptions	23,004	26,848	34,769	46,662	47,055	65,708	81,134	106,256	83,613	98,206			112,763	181,819	71,210	131,284	300,153
Support	5,138	6,031	6,928	8,813	10,751	11,874	14,198	16,583	19,084	21,429			22,625	40,513	12,106	26,911	53,406
Incident response and professional services	274	343	955	1,786	16,174	16,907	18,879	20,143	22,673	27,572			33,081	50,245	-	3,357	72,103
Subtotal: Support, maint, and professional svcs.	5,412	6,374	7,883	10,599	26,925	28,782	33,078	36,727	41,757	49,001			55,707	90,758	12,106	30,268	125,509
Services As Reported	13,428	15,982	18,923	24,965	49,728	56,807	65,837	75,047	85,133	97,511			106,535	182,644	31,051	73,299	247,416
Total revenue	28,416	33,222	42,652	57,261	73,980	94,489	114,211	142,982	125,370	147,207			168,469	272,577	83,316	161,551	425,662
Subtotal - Recurring Subscriptions and Support	13,154	15,639	17,969	23,179	33,554	39,899	46,957	54,903	62,460	69,939			73,453	132,399	31,051	69,941	175,314
% of revenue	46.3%	47%	42%	40%	45%	42%	41%	38%	50%	48%			44%	49%	37%	43%	41%
															45%	53%	55%
Revenue Mix																	
Product	53%	52%	56%	56%	33%	40%	42%	48%	32%	34%			37%	33%	63%	55%	42%
Product Subscriptions and FireEye as a Servi	28%	29%	26%	25%	31%	30%	29%	27%	35%	33%			30%	34%	23%	27%	29%
Subtotal: Product and product subscriptions	81%	81%	82%	81%	64%	70%	71%	74%	67%	67%			67%	67%	85%	81%	71%
Support and maintenance	18%	18%	16%	15%	15%	13%	12%	12%	15%	15%			13%	15%	15%	17%	13%
Incident response and professional services	1%	1%	2%	3%	22%	18%	17%	14%	18%	19%			20%	18%	0%	2%	17%
Subtotal: Support, maint, and professional svcs.	19%	19%	18%	19%	36%	30%	29%	26%	33%	33%			33%	33%	15%	19%	29%
Revenue by Geography																	
US Revenue	20,740	24,618	30,435	40,937	55,728	69,636	86,626	107,152	89,189	106,131			125,364	195,320	66,556	116,730	319,142
EMEA	4,000	4,415	6,292	8,138	9,245	14,678	15,017	18,782	16,792	18,971			23,923	35,763	6,628	22,845	57,722
APAC	2,934	2,890	4,491	5,689	6,327	6,621	9,502	11,834	13,720	15,610			12,948	29,330	6,488	16,004	34,284
Other	742	1,299	1,434	2,498	2,680	3,554	3,064	5,214	5,669	6,495			6,234	12,164	3,644	5,973	14,512
International Revenue	7,676	8,604	12,217	16,325	18,252	24,853	27,583	35,830	36,181	41,076			43,105	77,257	16,760	44,826	106,518
Total revenue	28,416	33,222	42,652	57,262	73,980	94,489	114,209	142,982	125,370	147,207			168,469	272,577	83,316	161,556	425,660
US revenue %	73%	74%	71%	71%	75%	74%	76%	75%	71%	72%			74%	72%	80%	72%	75%
International revenue %	27%	26%	29%	29%	25%	26%	24%	25%	29%	28%			26%	28%	20%	28%	25%



Billings Metrics

	2013				2014				2015				YTD - 6 Mos.		Annual		
	03/31/13	06/30/13	09/30/13	12/31/13	03/31/14	06/30/14	09/30/14	12/30/14	03/31/15	06/30/15	09/30/15	12/30/15	2014	2015	2012	2013	2014
	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)	Rounded (\$000)	Rounded (\$000)
Billings																	
Product	16,281	18,883	27,077	35,784	26,061	35,573	44,135	67,554	38,234	48,824			61,634	87,058	57,187	98,025	173,323
Product Subscriptions (including FireEye-aaS)	16,698	15,541	25,415	38,656	39,435	42,086	71,925	80,242	63,736	72,454			81,521	136,190	44,111	96,219	233,688
Subtotal: Product & Product Subscriptions	32,979	34,424	52,492	74,440	65,496	77,659	116,060	147,796	101,970	121,278			143,155	223,248	101,298	194,244	407,011
Support	9,581	9,702	16,124	21,612	15,695	18,582	30,717	39,796	22,842	31,107			34,277	53,949	28,322	57,110	104,790
Incident Response and Professional Services	243	887	2,203	1,873	17,997	17,534	18,348	25,012	26,779	25,949			35,531	52,728		5,207	78,890
Subtotal: Support, maint. and professional svcs.	9,824	10,589	18,327	23,485	33,692	36,116	49,065	64,808	49,621	57,056			69,808	106,677	28,322	62,317	183,681
Total Billings	42,803	45,013	70,819	97,925	99,188	113,775	165,125	212,604	151,591	178,334			212,963	329,925	129,620	256,561	590,691
Subtotal Recurring Subscriptions and Support	26,279	25,243	41,539	60,268	55,130	60,669	102,642	120,038	86,578	103,561			115,799	190,139	72,433	153,329	338,479
<i>% of total billings</i>	61%	56%	59%	62%	56%	53%	62%	56%	57%	58%			54%	58%	56%	60%	57%
Billings Excluding Pro Services	42,560	44,126	68,616	96,051	81,191	96,241	146,777	187,592	124,812	152,334			177,432	277,197			
Billings Mix																	
Product	38%	42%	38%	37%	26%	31%	27%	32%	25%	27%			29%	26%	44%	38%	29%
Product Subscriptions (including FireEye-aaS)	39%	35%	36%	39%	40%	37%	44%	38%	42%	41%			38%	41%	34%	38%	40%
Subtotal: Product and Product Subscriptions	77%	76%	74%	76%	66%	68%	70%	70%	67%	68%			67%	68%	78%	76%	69%
Support	22%	22%	23%	22%	16%	16%	19%	19%	15%	17%			16%	16%	22%	22%	18%
Incident Response and Professional Services	1%	2%	3%	2%	18%	15%	11%	12%	18%	15%			17%	16%	0%	2%	13%
Subtotal: Support, maint. and professional svcs.	23%	24%	26%	24%	34%	32%	30%	30%	33%	32%			33%	32%	22%	24%	31%



Deferred Revenue Metrics

	2013				2014				2015			
	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)
Deferred revenue												
Current Product	6,663	7,424	11,019	13,823	14,164	12,871	9,914	10,718	9,697	9,176		
Current Subscription & Services	43,547	48,302	60,431	96,712	107,256	123,937	150,854	193,158	207,514	223,346		
Current deferred revenue	50,210	55,726	71,450	110,535	121,420	136,808	160,768	203,877	217,211	232,522		
Less: acquired deferred revenue				(13,363)								
Adjusted ending current deferred revenue				97,172								
Non-current Product	5,093	5,975	5,730	6,711	8,179	7,361	6,077	4,891	3,950	3,599		
Non-current Subscription & Services	35,490	40,884	53,572	70,268	83,123	87,838	116,076	143,775	157,603	173,770		
Non-current deferred revenue	40,583	46,859	59,302	76,979	91,302	95,199	122,153	148,666	161,553	177,369		
Less: acquired deferred revenue				(2,736)								
Adjusted non-current deferred revenue				74,243								
Total deferred revenue	90,793	102,585	130,752	187,514	212,722	232,007	282,921	352,543	378,763	409,891		
Less: acquired deferred revenue				(16,099)								
Adjusted ending deferred revenue				171,415								
Current deferred revenue %	55%	54%	55%	59%	57%	59%	57%	58%	57%	57%		
Non-current deferred revenue %	45%	46%	45%	41%	43%	41%	43%	42%	43%	43%		
Ending Product Deferred Revenue	11,756	13,399	16,749	20,534	22,343	20,232	15,991	15,609	13,647	12,775		
Ending Subs & Services Deferred Revenue	79,037	89,186	114,003	166,980	190,379	211,775	266,930	336,933	365,116	397,115		
Total deferred revenue	90,793	102,585	130,752	187,514	212,722	232,007	282,921	352,542	378,763	409,890		
Less: acquired deferred revenue				(16,099)								
Adjusted ending deferred revenue				171,415								
Product deferred revenue % (excludes product subscriptions)	13%	13%	13%	11%	11%	9%	6%	4%	4%	3%		
Subscription and services deferred revenue %	87%	87%	87%	89%	89%	91%	94%	96%	96%	97%		