



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

Non-GAAP Adjustments:

Stock-based Compensation

Cost of revenue

R&D

Sales & Mktg

G&A

Total

Amortization of Intangibles

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 benefit from income taxes

	2014				2015				YTD - 9 Mos		Annual		
	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)	2014 Rounded (\$000)	2015 Rounded (\$000)	2012 Rounded (\$000)	2013 Rounded (\$000)	2014 Rounded (\$000)
Revenue:													
Product	24,252	37,683	48,375	67,936	40,237	49,696	60,101		110,310	150,034	52,265	88,253	178,246
Subscription and services	49,728	56,806	65,836	75,046	85,133	97,511	105,515		172,370	288,159	31,051	73,299	247,416
Total revenue	73,980	94,489	114,211	142,982	125,370	147,207	165,616		282,680	438,193	83,316	161,552	425,662
Cost of revenue:													
Product	10,326	13,749	15,440	19,465	15,200	17,101	21,265		39,515	53,566	14,467	28,912	58,980
Subscription and services	24,967	27,831	29,488	33,827	36,851	39,006	40,606		82,286	116,463	3,163	18,853	116,113
Total cost of revenue	35,293	41,580	44,928	53,292	52,051	56,107	61,871		121,801	170,029	17,630	47,765	175,093
Total gross profit	38,687	52,909	69,283	89,690	73,319	91,100	103,745		160,879	268,164	65,686	113,787	250,569
Product gross margin %	57%	64%	68%	71%	62%	66%	65%		64%	64%	72%	67%	67%
Subscriptions and services gross margin %	50%	51%	55%	55%	57%	60%	62%		52%	60%	90%	74%	53%
Gross profit	52%	56%	61%	63%	58%	62%	63%		57%	61%	79%	70%	59%
Research and development	41,970	53,408	54,707	53,102	65,605	68,798	73,374		150,085	207,777	16,522	66,036	203,187
Sales and marketing	76,854	94,591	111,625	118,081	107,595	116,008	117,131		283,070	340,734	67,562	167,466	401,151
General and administrative	27,100	31,931	30,119	31,949	32,607	34,687	36,518		89,150	103,812	15,221	52,503	121,099
Restructuring charges	-	-	2,769	1,558	-	-	-		2,769	-	-	-	4,327
Total operating expenses	145,924	179,930	199,220	204,690	205,807	219,493	227,023		525,074	652,323	99,305	286,005	729,764
Operating loss	(107,237)	(127,021)	(129,937)	(115,000)	(132,488)	(128,393)	(123,278)		(364,195)	(384,159)	(33,619)	(172,218)	(479,195)
<i>Operating margin</i>	<i>-145.0%</i>	<i>-134.4%</i>	<i>-113.8%</i>	<i>-80.4%</i>	<i>-105.7%</i>	<i>-87.2%</i>	<i>-74.4%</i>		(2)	(3)	-40.4%		
Other income (expense), net	(16)	(150)	(414)	(670)	(499)	(4,253)	(11,616)		(579)	(16,368)	(3,102)	(7,714)	(1,249)
Loss before income taxes	(107,253)	(127,171)	(130,351)	(115,670)	(132,987)	(132,646)	(134,894)		(364,774)	(400,527)	(36,721)	(179,932)	(480,444)
Provision (benefit) for income taxes	(6,042)	(10,348)	(10,320)	(9,944)	977	927	636		(26,710)	2,540	(964)	(59,297)	(36,654)
Net loss attributable to common stockholders, basic and diluted	(101,211)	(116,823)	(120,031)	(105,726)	(133,964)	(133,573)	(135,530)		(338,064)	(403,067)	(35,757)	(120,635)	(443,790)
Other comprehensive income (loss)													
Net loss per share, basic and diluted	\$ (0.76)	\$ (0.82)	\$ (0.83)	\$ (0.72)	\$ (0.88)	\$ (0.87)	\$ (0.88)		\$ (2.41)	\$ (2.63)	\$ (3.28)	\$ (2.66)	\$ (3.10)
Weighted average shares, basic and diluted	133,976	141,895	144,923	147,746	151,651	154,121	154,523		140,285	153,440	10,917	45,271	143,269

Non-GAAP Adjustments:

Stock-based Compensation

Cost of revenue

R&D

Sales & Mktg

G&A

Total

Amortization of Intangibles

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 benefit from income taxes

	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'14	2014	2015	2012	2013	2014
Stock-based Compensation												
Cost of revenue	3,565	3,841	3,673	6,846	6,646	7,549	8,781	11,079	22,976	170	2,810	17,925
R&D	4,603	7,803	7,648	8,914	16,035	16,525	18,852	20,054	51,412	1,465	6,958	28,969
Sales & Mktg	8,688	15,923	22,543	19,619	16,454	19,358	18,612	47,154	54,424	1,672	10,748	66,773
G&A	8,338	10,686	9,296	9,866	10,740	12,979	12,120	28,320	35,839	3,536	8,342	38,185
Total	25,194	38,253	43,160	45,245	49,875	56,411	58,365	106,607	164,651	6,843	28,858	151,852
Amortization of Intangibles												
Cost of revenue	7,821	8,066	8,252	8,462	8,539	8,539	8,539	24,139	25,617	-	1,272	32,601
R&D	-	-	-	-	-	-	-	-	-	-	-	-
Sales & Mktg	2,977	3,121	3,226	3,227	3,227	3,227	3,227	9,324	9,681	-	241	12,551
G&A	-	-	-	-	-	-	-	-	-	-	-	-
Total	10,798	11,187	11,478	11,689	11,766	11,766	11,766	33,463	35,298	-	1,513	45,152
Other Non-Recurring expenses												
Acquisition-related expenses	1,047	512	-	-	-	-	-	1,559	-	-	8,513	1,559
Non-cash interest expense	-	-	-	-	-	2,832	8,565	-	11,397	-	-	-
Restructuring	-	-	2,769	1,558	-	-	-	2,769	-	-	-	4,327
Change in Fair Value of Warrants	-	-	-	-	-	-	-	-	-	2,535	6,538	-
Discrete benefit from income taxes	(7,242)	(11,610)	(11,247)	(9,373)	-	-	-	(30,099)	-	-	(59,620)	(39,472)



GAAP to Non-GAAP Reconciliations

	2014				2015				YTD - 9 Mos		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	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)
Revenue	73,980	94,489	114,211	142,982	125,370	147,207	165,616	-	282,679	438,193	83,316	161,552	425,662
Plus change in deferred revenue	25,207	19,286	50,914	69,622	26,221	31,127	44,976	-	95,407	102,325	46,303	111,108	165,029
Less deferred revenue assumed	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP Billings	99,187	113,775	165,125	212,604	151,591	178,333	210,592	-	378,086	540,518	129,619	272,660	590,691
Cost of Product Revenue	10,326	13,749	15,440	19,465	15,200	17,101	21,265	-	39,515	53,566	14,467	28,912	58,980
Stock based compensation	(145)	(236)	(243)	(263)	(268)	(386)	(560)	-	(624)	(1,214)	(115)	(469)	(887)
Amortization of intangibles	(2,431)	(2,672)	(2,852)	(2,987)	(3,064)	(3,064)	(3,064)	-	(7,955)	(9,192)	-	(1,071)	(10,942)
Non-GAAP cost of product revenue	7,750	10,841	12,345	16,215	11,868	13,651	17,641	-	30,836	43,160	14,352	27,372	47,151
Cost of Subscription and services	24,967	27,831	29,488	33,827	36,851	39,006	40,606	-	82,286	116,463	3,163	18,853	116,113
Stock based compensation	(3,420)	(3,605)	(3,430)	(6,583)	(6,378)	(7,163)	(8,221)	-	(10,455)	(21,762)	(86)	(2,341)	(17,038)
Amortization of intangibles	(5,390)	(5,394)	(5,400)	(5,475)	(5,475)	(5,475)	(5,475)	-	(16,184)	(16,425)	(201)	(201)	(21,659)
Non-GAAP cost of services revenue	16,157	18,832	20,658	21,769	24,998	26,368	26,910	-	55,647	78,276	3,077	16,311	77,416
Total cost of revenue	35,293	41,580	44,928	53,292	52,051	56,107	61,871	-	121,801	170,029	17,630	47,765	175,093
Stock based compensation	(3,565)	(3,841)	(3,673)	(6,846)	(6,646)	(7,549)	(8,781)	-	(11,079)	(22,976)	(201)	(2,810)	(17,925)
Amortization of intangibles	(7,821)	(8,066)	(8,252)	(8,462)	(8,539)	(8,539)	(8,539)	-	(24,139)	(25,617)	-	(1,272)	(32,601)
Non-GAAP cost of revenue	23,907	29,673	33,003	37,984	36,866	40,019	44,551	-	86,583	121,436	17,429	43,683	124,567
Gross profit	38,687	52,909	69,283	89,690	73,319	91,100	103,745	-	160,879	268,164	65,686	113,787	250,569
Stock based compensation	3,565	3,841	3,673	6,846	6,646	7,549	8,781	-	11,079	22,976	201	2,810	17,925
Amortization of intangibles	7,821	8,066	8,252	8,462	8,539	8,539	8,539	-	24,139	25,617	-	1,272	32,601
Non-GAAP gross profit	50,073	64,816	81,208	104,998	88,504	107,188	121,065	-	196,097	316,757	65,887	117,869	301,095
Research and development	41,970	53,408	54,707	53,102	65,605	68,798	73,374	-	150,085	207,777	16,522	66,036	203,187
Stock based compensation	(4,603)	(7,803)	(7,648)	(8,914)	(16,035)	(16,525)	(18,852)	-	(20,054)	(51,412)	(1,465)	(6,958)	(28,968)
Non-GAAP research and development	37,367	45,605	47,059	44,188	49,570	52,273	54,522	-	130,031	156,365	15,057	59,078	174,219
Sales and marketing	76,854	94,591	111,625	118,081	107,595	116,008	117,131	-	283,070	340,734	67,562	167,466	401,151
Stock based compensation	(8,688)	(15,923)	(22,543)	(19,619)	(16,454)	(19,358)	(18,612)	-	(47,154)	(54,424)	(1,672)	(10,748)	(66,773)
Amortization of intangibles	(2,977)	(3,121)	(3,226)	(3,227)	(3,227)	(3,227)	(3,227)	-	(9,324)	(9,681)	-	(242)	(12,551)
Non-GAAP sales and marketing	65,189	75,547	85,856	95,235	87,914	93,423	95,292	-	226,592	276,629	65,890	156,476	321,827
General and administrative	27,100	31,931	30,119	31,949	32,607	34,687	36,518	-	89,150	103,812	15,221	52,503	121,099
Stock based compensation	(8,338)	(10,686)	(9,296)	(9,866)	(10,740)	(12,979)	(12,120)	-	(28,320)	(35,839)	(3,536)	(8,342)	(38,186)
Amortization of intangibles	-	-	-	-	-	-	-	-	-	-	-	-	-
Acquisition costs	(1,047)	(512)	-	-	-	-	-	-	(1,559)	-	-	(8,513)	(1,559)
Non-GAAP general and administrative	17,715	20,733	20,823	22,083	21,867	21,708	24,398	-	59,271	67,973	11,685	35,648	81,354
Total operating expenses	145,924	179,930	196,451	204,690	205,807	219,493	227,023	-	522,305	652,323	99,305	286,005	726,995
Stock based compensation	(21,629)	(34,412)	(39,487)	(38,399)	(43,229)	(48,862)	(49,584)	-	(95,528)	(141,675)	(6,673)	(26,048)	(133,927)
Amortization of intangibles	(2,977)	(3,121)	(3,226)	(3,227)	(3,227)	(3,227)	(3,227)	-	(9,324)	(9,681)	-	(242)	(12,551)
Acquisition related costs	(1,047)	(512)	-	-	-	-	-	-	(1,559)	-	-	(8,513)	(1,559)
Restructuring charges	-	-	(2,769)	(1,558)	-	-	-	-	(2,769)	-	-	-	(4,327)
Non-GAAP operating expenses	120,271	141,885	150,969	161,506	159,351	167,404	174,212	-	413,125	500,967	92,632	251,202	574,631
Operating loss	(107,237)	(127,021)	(129,937)	(115,000)	(132,488)	(128,393)	(123,278)	-	(364,195)	(384,159)	(33,619)	(172,218)	(479,195)
Stock based compensation	25,194	38,253	43,160	45,245	49,875	56,411	58,365	-	106,607	164,651	6,843	28,858	151,852
Amortization of intangibles	10,798	11,187	11,478	11,689	11,766	11,766	11,766	-	33,463	35,298	-	1,514	45,152
Acquisition related costs	1,047	512	-	-	-	-	-	-	1,559	-	-	8,513	1,559
Restructuring charges	-	-	2,769	1,558	-	-	-	-	2,769	-	-	-	4,327
Non-GAAP operating loss	(70,198)	(77,069)	(72,530)	(66,508)	(70,847)	(60,216)	(53,147)	-	(219,797)	(184,210)	(26,776)	(133,333)	(276,305)
Other expense, net	(16)	(150)	(414)	(670)	(499)	(4,253)	(11,616)	-	(580)	(16,368)	(3,102)	(7,714)	(1,250)
Change in fair value of warrants	-	-	-	-	-	-	-	-	-	-	2,535	6,538	-
Non-cash interest expense	-	-	-	-	-	2,832	8,565	-	-	11,397	-	-	-
Non-GAAP other expense (net)	(16)	(150)	(414)	(670)	(499)	(1,421)	(3,051)	-	(580)	(4,971)	(567)	(1,176)	(1,250)
Tax provision (benefit)	(6,042)	(10,348)	(10,320)	(9,944)	977	927	636	-	(26,710)	2,540	(965)	(59,297)	(36,654)
Discrete benefit from income tax	7,242	11,610	11,247	9,373	-	-	-	-	30,099	-	-	59,620	39,472
Non-GAAP tax provision (benefit)	1,200	1,262	927	(571)	977	927	636	-	3,389	2,540	(965)	323	2,818
Net loss attributable to common stockholders, basic	(101,211)	(116,823)	(120,031)	(105,726)	(133,964)	(133,573)	(135,530)	-	(338,065)	(403,067)	(35,756)	(120,635)	(443,791)
Stock based compensation	25,194	38,253	43,160	45,245	49,875	56,411	58,365	-	106,607	164,651	6,843	28,858	151,852
Amortization of intangibles	10,798	11,187	11,478	11,689	11,766	11,766	11,766	-	33,463	35,298	-	1,514	45,152
Change in fair value of warrants	-	-	-	-	-	-	-	-	-	-	2,535	6,538	-
Acquisition costs	1,047	512	-	-	-	-	-	-	1,559	-	-	8,513	1,559
Restructuring charges	-	-	2,769	1,558	-	-	-	-	2,769	-	-	-	4,327
Non-cash interest expense	-	-	-	-	-	2,832	8,565	-	-	11,397	-	-	-
Discrete benefit from income taxes	(7,242)	(11,610)	(11,247)	(9,373)	-	-	-	-	(30,099)	-	-	(59,620)	(39,472)
Non-GAAP net loss	(71,414)	(78,481)	(73,871)	(56,607)	(72,323)	(62,564)	(56,834)	-	(223,765)	(191,721)	(26,378)	(134,832)	(280,372)



Non-GAAP Income Statement

	2014				2015				YTD - 9 mos		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	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)
Billings	99,188	113,775	165,125	212,604	151,591	178,334	210,592		378,087	540,517	129,620	256,561	590,691
Revenue:													
Product	24,252	37,683	48,375	67,936	40,237	49,696	60,101		110,310	150,034	52,265	88,253	178,246
Subscription and services	49,728	56,806	65,836	75,046	85,133	97,511	105,515		172,370	288,159	31,051	73,299	247,416
Total revenue	73,980	94,489	114,211	142,982	125,370	147,207	165,616		282,680	438,193	83,316	161,552	425,662
Cost of revenue:													
Product	7,750	10,841	12,345	16,215	11,868	13,651	17,641		30,936	43,160	14,352	27,372	47,150
Subscription and services	16,157	18,832	20,658	21,769	24,998	26,368	26,910		55,647	78,276	3,108	16,311	77,417
Total cost of revenue	23,907	29,673	33,003	37,984	36,866	40,019	44,551		86,583	121,436	17,460	43,683	124,567
Total gross profit	50,073	64,816	81,208	104,998	88,504	107,188	121,065		196,097	316,757	65,856	117,869	301,095
Gross Profit - Product	68%	71%	74%	76%	71%	73%	70.6%		72%	71%	73%	69%	74%
Gross Profit - Subscription & Services	68%	67%	69%	71%	71%	73%	74.5%		68%	73%	90%	78%	69%
Gross profit	68%	69%	71%	73%	71%	73%	73.1%		69%	72%	79%	73%	71%
Research and development	37,367	45,605	47,059	44,188	49,570	52,273	54,522		130,031	156,365	15,057	59,078	174,218
Sales and marketing	65,189	75,547	85,856	95,235	87,914	93,423	95,292		226,592	276,629	65,890	156,476	321,827
General and administrative	17,715	20,733	20,823	22,083	21,867	21,708	24,398		59,271	67,973	11,685	35,648	81,355
Total operating expenses	120,272	141,885	153,738	161,506	159,351	167,404	174,212		415,894	500,967	92,632	251,202	577,400
Operating income (loss)	(70,199)	(77,069)	(72,530)	(56,508)	(70,847)	(60,216)	(53,147)		(219,797)	(184,210)	(26,776)	(133,333)	(276,305)
<i>Operating margin</i>	-94.9%	-81.6%	-63.505%	-39.5%	-56.5%	-40.9%	-32.1%		-77.8%	-42.0%	-32.1%	-82.5%	-64.9%
	180.2%	143.9%	124.0%	98.3%	32.5%	18.0%	13.3%						
	(16)	(150)	(414)	(671)	(499)	(1,421)	(3,051)		(579)	(4,971)	(567)	(1,176)	(1,250)
Other income (expense), net													
Loss before income taxes	(70,215)	(77,219)	(72,944)	(57,179)	(71,346)	(61,637)	(56,198)		(220,376)	(189,181)	(27,343)	(134,508)	(277,555)
Provision (benefit) for income taxes	1,200	1,262	927	(571)	977	927	636		3,389	2,540	(965)	323	2,818
Net loss attributable to common stockholders	(71,415)	(78,481)	(73,871)	(56,608)	(72,323)	(62,564)	(56,834)		(223,765)	(191,721)	(26,378)	(134,832)	(280,373)
Net loss per share, basic and diluted	\$ (0.53)	\$ (0.55)	\$ (0.51)	\$ (0.38)	\$ (0.48)	\$ (0.41)	\$ (0.37)		(1.60)	(1.25)	\$ (2.42)	\$ (2.98)	\$ (1.96)
Weighted average shares, basic and diluted	133,976	141,895	144,923	147,746	151,651	154,121	154,523		140,285	153,440	10,917	45,271	143,269

% of Revenue

	2014				2015				YTD - 9 mos		Annual		
Product COGS	32%	29%	26%	24%	29%	27%	29%		28%	29%	27%	31%	26%
Services COGS	32%	33%	31%	29%	29%	27%	26%		32%	27%	10%	22%	31%
Total COGS	32%	31%	29%	27%	29%	27%	27%		31%	28%	21%	27%	29%
R&D	51%	48%	41%	31%	40%	36%	32.9%		46%	36%	18%	37%	41%
Sales & Marketing	88%	80%	75%	67%	70%	63%	57.5%		80%	63%	79%	97%	76%
G&A	24%	22%	18%	15%	17%	15%	14.7%		21%	16%	14%	22%	19%
Total Op Ex	163%	150%	135%	113%	127%	114%	105.2%		147%	114%	111%	155%	136%
Total Costs	195%	182%	164%	140%	157%	141%	132%		178%	142%	132%	183%	165%



Balance Sheet

Assets

Current assets:

Cash and cash equivalents	441,270	171,620	98,843	146,363	136,776	726,480	436,901
Short term investments	143,213	292,874	299,022	255,845	260,838	463,137	733,026
Accounts receivable, net of allowance for doubtful accounts	80,514	108,039	155,798	193,182	160,095	105,183	140,940
Inventories, net	4,258	5,198	5,765	7,952	10,505	10,485	11,628
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

Total current assets

	2014				2015			
	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)
Total current assets	713,456	631,322	617,711	657,137	617,639	1,363,072	1,379,481	-
Property and equipment, net	69,257	78,390	84,095	82,298	81,030	74,438	73,129	
Goodwill	708,594	750,132	750,275	750,288	750,288	750,288	750,288	
Intangible assets	271,279	284,793	273,314	261,625	249,858	238,092	226,326	
Deposits and other long-term assets	10,135	10,035	10,366	7,533	7,186	6,824	6,228	
Total assets	1,772,721	1,754,672	1,735,761	1,758,881	1,706,001	2,432,714	2,435,452	-
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	
Accrued compensation	47,328	52,728	20,573	64,551	61,876	63,693	73,030	
Debt, current portion	-	-	-	-	-	-	-	
Deferred revenue, current portion	121,420	136,808	160,769	203,877	217,211	232,522	265,906	
Accrued and other current liabilities	21,187	23,273	66,308	24,596	26,060	27,286	30,407	
Total current liabilities	214,851	249,152	277,848	327,081	333,652	348,845	402,954	-
Long term debt, net of current portion	-	-	-	-	-	-	-	-
Convertible senior notes, net	-	-	-	-	-	688,961	697,526	
Deferred revenue, non-current portion	91,302	95,199	122,152	148,666	161,553	177,369	188,961	
Deferred tax liabilities, non-current portion	39,155	41,044	36,068	24,903	21,780	24,893	26,198	
Preferred stock warrant liability	-	-	-	-	-	-	-	
Other long-term liabilities	3,623	5,580	6,554	7,403	9,400	9,959	10,144	
Total liabilities	348,931	390,975	442,622	508,053	526,385	1,250,027	1,325,783	
Stockholders' equity (deficit):								
Common stock, par value \$0.0001 per share	14	15	15	15	16	16	16	
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	
Treasury stock	-	-	-	-	-	(150,000)	(150,000)	
Accumulated other comprehensive income (loss)	(138)	(110)	(325)	(441)	(38)	(472)	(424)	
Accumulated deficit	(324,713)	(441,536)	(561,566)	(667,292)	(801,256)	(934,829)	(1,070,359)	
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	
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	
Deferred revenue (end of period)	212,722	232,007	282,921	352,543	378,764	409,891	454,867	
Change in deferred from prior period	25,207	19,285	50,914	69,622	26,221	31,127	44,976	



Statement of Cash Flows

CASH FLOWS FROM OPERATING ACTIVITIES:

Net loss:

Adjustments to reconcile net loss to net cash provided by (used in) operating activities:

Depreciation and amortization of property and equipment
 Stock based compensation expense
 Convertible senior notes discounts and issuance costs
 Deferred income tax
 Other

Changes in operating assets and liabilities:

Accounts receivable
 Inventory, net
 Prepaid expenses and other assets
 Accounts payable
 Accrued liabilities
 Accrued compensation
 Deferred revenue
 Other long-term liabilities

Net cash provided by (used in) operating activities

CASH FLOWS FROM INVESTING ACTIVITIES:

Acquisitions of businesses, net of cash acquired
 Purchase of property and equipment (including demonstration units)
 Purchase of marketable securities
 Maturities marketable securities
 Lease deposits

Net cash provided by (used in) investing activities

CASH FLOWS FROM FINANCING ACTIVITIES:

Net proceeds from stock offerings
 Net proceeds from convertible debt offering
 Prepaid forward stock purchase
 Borrowing from line of credit
 Repayment of line of credit
 Borrowing of term loan
 Repayment of term loan
 Net proceeds from issuance of convertible preferred stock
 Payments of costs related to stock offerings
 Net Proceeds from exercise of equity awards
 Cash proceeds from common stock exercise
 Repayment of notes receivable from stockholders

Net cash provided by (used) in financing activities

Net change in cash and cash equivalents

Cash and cash equivalents, beginning of period

Cash and cash equivalents, end of period

	2014				2015				YTD - 9 mos		Annual		
	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)	2014 Rounded (\$000)	2015 Rounded (\$000)	2012 Rounded (\$000)	2013 Rounded (\$000)	2014 Rounded (\$000)
Net loss:	\$ (101,211)	\$ (116,823)	\$ (120,030)	\$ (105,726)	\$ (133,964)	\$ (133,573)	\$ (135,530)		\$(338,064)	(403,067)	\$ (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	20,706	22,020	24,905	26,505	26,581	27,588	27,985		67,631	82,154	6,917	20,758	94,136
Stock based compensation expense	25,194	38,253	43,160	45,245	49,875	56,411	58,366		106,607	164,652	6,843	28,858	151,852
Convertible senior notes discounts and issuance costs						2,832	8,565		-	11,397			
Deferred income tax	(7,518)	(11,442)	(11,182)	(9,727)	82	(1)	39		(30,142)	120	(1,241)	(61,028)	(39,869)
Other	89	94	1,519	559	509	1,576	1,059		1,702	3,144	2,732	6,648	2,261
Changes in operating assets and liabilities:													
Accounts receivable	15,221	(26,881)	(48,381)	(37,124)	32,736	54,104	(35,955)		(60,041)	50,885	(10,106)	(35,145)	(97,165)
Inventory, net	1,405	(676)	(567)	(2,186)	(2,554)	(755)	(1,677)		162	(4,986)	(817)	(3,089)	(2,024)
Prepaid expenses and other assets	(2,509)	(575)	946	3,588	127	(2,481)	3,413		(2,138)	1,059	(3,753)	(17,219)	1,450
Accounts payable	(12,396)	5,293	(1,256)	5,166	(4,219)	(1,834)	7,342		(8,359)	1,289	6,189	11,504	(3,193)
Accrued liabilities	6,016	2,731	(2,063)	4,719	2,068	1,823	3,663		6,684	7,554	511	(18,488)	11,403
Accrued compensation	5,703	5,131	14,581	(1,757)	(2,675)	1,683	9,297		25,415	8,305	3,165	19,381	23,658
Deferred revenue	25,207	18,986	50,914	69,621	26,221	31,127	44,976		95,107	102,324	46,303	95,010	164,728
Other long-term liabilities	1,505	1,955	974	849	1,997	560	184		4,434	2,741	513	3,683	5,283
Net cash provided by (used in) operating activities	(22,588)	(61,934)	(46,480)	(268)	(3,216)	39,060	(8,273)		(131,002)	27,571	21,500	(69,762)	(131,270)
CASH FLOWS FROM INVESTING ACTIVITIES:										158,573			
Acquisitions of businesses, net of cash acquired	-	(55,058)	-	-	-	-	-		(55,058)	-	(889)	(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)		(55,466)	(37,193)	(18,848)	(57,560)	(67,715)
Purchase of marketable securities	(143,522)	(159,009)	(49,870)	(37,959)	(39,857)	(261,356)	(338,949)		(352,401)	(640,162)			(390,360)
Maturities marketable securities		8,000	42,780	80,338	34,655	57,483	67,011		50,780	159,149			131,118
Lease deposits	(360)	(43)	(162)	69	(370)	(416)	159		(565)	(627)	(478)	(1,669)	(496)
Net cash provided by (used in) investing activities	(158,069)	(223,392)	(31,249)	30,199	(18,241)	(216,158)	(284,434)		(412,710)	(518,833)	(20,215)	(148,469)	(382,511)
CASH FLOWS FROM FINANCING ACTIVITIES:													
Net proceeds from stock offerings	445,934	(654)	(942)	-	-	-	-		444,338	-	-	321,389	444,338
Net proceeds from convertible debt offering						897,000	(470)			896,530			
Prepaid forward stock purchase						(150,000)	-			(150,000)			
Borrowing from line of credit	-	-	-	-	-	-	-		-	-	7,619	10,000	-
Repayment of line of credit	-	-	-	-	-	-	-		-	-	-	(20,000)	-
Borrowing of term loan	-	-	-	-	-	-	-		-	-	-	-	-
Repayment of term loan	-	-	-	-	-	-	-		-	-	(1,405)	(2,150)	-
Net proceeds from issuance of convertible preferred stock	-	-	-	-	-	-	-		-	-	39,785	9,988	-
Payments of costs related to stock offerings	-	-	-	-	-	-	-		-	-	-	-	-
Net Proceeds from exercise of equity awards	2,075	(2,075)	-	-	-	-	-		-	-	2,240	5,428	-
Cash proceeds from common stock exercise		18,405	5,894	17,589	11,870	19,802	3,598		24,299	35,270			41,888
Repayment of notes receivable from stockholders	-	-	-	-	-	-	-		-	-	-	7,294	-
Net cash provided by (used) in financing activities	448,009	15,676	4,952	17,589	11,870	766,802	3,128		468,637	781,800	48,239	331,949	486,226
Net change in cash and cash equivalents	267,352	(269,650)	(72,777)	47,520	(9,587)	589,704	(289,579)		(75,075)	290,538	49,524	113,718	(27,555)
Cash and cash equivalents, beginning of period	173,918	441,270	171,620	98,843	146,363	136,776	726,480		173,918	146,363	10,676	60,200	173,918
Cash and cash equivalents, end of period	441,270	171,620	98,843	146,363	136,776	726,480	436,901		98,843	436,901	60,200	173,918	146,363



	2014				2015				YTD - 9 mos		Annual		
	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'15	Q4'15	2014	2015	2012	2013	2014
	03/31/14	06/30/14	09/30/14	12/31/14	03/31/15	06/30/15	09/30/15	12/30/15	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)
Revenue													
Product	24,252	37,683	48,375	67,936	40,237	49,696	60,101		110,310	150,034	52,265	88,253	178,246
Product Subscriptions (including FireEye-aaS)	22,803	28,025	32,759	38,320	43,376	48,510	53,592		83,587	145,478	18,945	43,031	121,907
Subtotal: Product and product subscriptions	47,055	65,708	81,134	106,256	83,613	98,206	113,693		193,897	295,512	71,210	131,284	300,153
Support	10,751	11,874	14,198	16,583	19,084	21,429	23,245		36,823	63,758	12,106	26,911	53,406
Incident response and professional services	16,174	16,907	18,879	20,143	22,673	27,572	28,678		51,960	78,923	-	3,357	72,103
Subtotal: Support, maint, and professional svcs.	26,925	28,782	33,078	36,727	41,757	49,001	51,923		88,784	142,681	12,106	30,268	125,509
Services As Reported	49,728	56,807	65,837	75,047	85,133	97,511	105,515		172,371	288,159	31,051	73,299	247,416
Total revenue	73,980	94,489	114,211	142,982	125,370	147,207	165,616		282,680	438,193	83,316	161,551	425,662
Subtotal - Recurring Subscriptions and Support	33,554	39,899	46,957	54,903	62,460	69,939	76,837		120,410	209,236	31,051	69,941	175,314
<i>% of revenue</i>	45%	42%	41%	38%	50%	48%	46%		43%	48%	37%	43%	41%
Revenue Mix													
Product	33%	40%	42%	48%	32%	34%	36%		39%	34%	63%	55%	42%
Product Subscriptions and FireEye as a Service	31%	30%	29%	27%	35%	33%	32%		30%	33%	23%	27%	29%
Subtotal: Product and product subscriptions	64%	70%	71%	74%	67%	67%	69%		69%	67%	85%	81%	71%
Support and maintenance	15%	13%	12%	12%	15%	15%	14%		13%	15%	15%	17%	13%
Incident response and professional services	22%	18%	17%	14%	18%	19%	17%		18%	18%	0%	2%	17%
Subtotal: Support, maint, and professional svcs.	36%	30%	29%	26%	33%	33%	31%		31%	33%	15%	19%	29%
Revenue by Geography													
US Revenue	55,728	69,636	86,626	107,152	89,189	106,131	119,934		211,992	315,254	66,556	116,730	319,142
EMEA	9,245	14,678	15,017	18,782	16,792	18,971	17,574		38,940	53,337	6,628	22,845	57,722
APAC	6,327	6,621	9,502	11,834	13,720	15,610	19,878		22,450	49,208	6,488	16,004	34,284
Other	2,680	3,554	3,064	5,214	5,669	6,495	8,230		9,298	20,394	3,644	5,973	14,512
International Revenue	18,252	24,853	27,583	35,830	36,181	41,076	45,682		70,688	122,939	16,760	44,826	106,518
Total revenue	73,980	94,489	114,209	142,982	125,370	147,207	165,616		282,680	438,193	83,316	161,556	425,660
US revenue %	75%	74%	76%	75%	71%	72%	72%		75%	72%	80%	72%	75%
International revenue %	25%	26%	24%	25%	29%	28%	28%		25%	28%	20%	28%	25%



Billings Metrics

	2014				2015				YTD - 9 Mos.		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	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)
Billings													
Product	26,061	35,573	44,135	67,554	38,234	48,824	58,796		105,769	145,854	57,187	98,025	173,323
Product Subscriptions (including FireEye-aaS)	39,435	42,086	71,925	80,242	63,736	72,454	82,481		153,446	218,671	44,111	96,219	233,688
Subtotal: Product & Product Subscriptions	65,496	77,659	116,060	147,796	101,970	121,278	141,277		259,215	364,525	101,298	194,244	407,011
Support	15,695	18,582	30,717	39,796	22,842	31,107	35,708		64,994	89,657	28,322	57,110	104,790
Incident Response and Professional Services	17,997	17,534	18,348	25,012	26,779	25,949	33,607		53,878	86,335	53,878	5,207	78,890
Subtotal: Support, maint. and professional svcs.	33,692	36,116	49,065	64,808	49,621	57,056	69,315		118,873	175,992	28,322	62,317	183,681
Total Billings	99,188	113,775	165,125	212,604	151,591	178,334	210,592		378,087	540,517	129,620	256,561	590,691
Subtotal Recurring Subscriptions and Support	55,130	60,669	102,642	120,038	86,578	103,561	118,189		218,441	308,328	72,433	153,329	338,479
<i>% of total billings</i>	56%	53%	62%	56%	57%	58%	56%		58%	57%	56%	60%	57%
Billings Mix													
Product	26%	31%	27%	32%	25%	27%	28%		28%	27%	44%	38%	29%
Product Subscriptions (including FireEye-aaS)	40%	37%	44%	38%	42%	41%	39%		41%	40%	34%	38%	40%
Subtotal: Product and Product Subscriptions	66%	68%	70%	70%	67%	68%	67%		69%	67%	78%	76%	69%
Support	16%	16%	19%	19%	15%	17%	17%		17%	17%	22%	22%	18%
Incident Response and Professional Services	18%	15%	11%	12%	18%	15%	16%		14%	16%	0%	2%	13%
Subtotal: Support, maint. and professional svcs.	34%	32%	30%	30%	33%	32%	33%		31%	33%	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	8,590	
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	
Current deferred revenue	50,210	55,726	71,450	110,535	121,420	136,808	160,768	203,877	217,211	232,522	265,906	
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	2,879	
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	
Non-current deferred revenue	40,583	46,859	59,302	76,979	91,302	95,199	122,153	148,666	161,553	177,369	188,961	
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	378,764	409,891	454,867	
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%	58%	
Non-current deferred revenue %	45%	46%	45%	41%	43%	41%	43%	42%	43%	43%	42%	
Ending Product Deferred Revenue	11,756	13,399	16,749	20,534	22,343	20,232	15,991	15,609	13,647	12,775	11,471	
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	443,396	
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	
Less: acquired deferred revenue				(16,099)								
Adjusted ending deferred revenue				171,415								