



GAAP Income Statement

As reported

	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)
Revenue:															
Product	14,988	17,240	23,729	32,296	24,252	37,683	48,375	67,936	40,237				52,265	88,253	178,246
Subscription and services	13,428	15,982	18,923	24,966	49,728	56,806	65,836	75,046	85,133				31,051	73,299	247,416
Total revenue	28,416	33,222	42,652	57,262	73,980	94,489	114,211	142,982	125,370				83,316	161,552	425,662
Cost of revenue:															
Product	4,962	5,804	7,358	10,788	10,326	13,749	15,440	19,465	15,200				14,467	28,912	58,980
Subscription and services	1,920	4,482	6,079	6,372	24,967	27,831	29,488	33,827	36,851				3,163	18,853	116,113
Total cost of revenue	6,882	10,286	13,437	17,160	35,293	41,580	44,928	53,292	52,051				17,630	47,765	175,093
Total gross profit	21,534	22,936	29,215	40,102	38,687	52,909	69,283	89,690	73,319				65,686	113,787	250,569
Product gross margin %	67%	66%	69%	67%	57%	64%	68%	71%	62%				72%	67%	67%
Subscriptions and services gross margin %	86%	72%	68%	74%	50%	51%	55%	55%	57%				90%	74%	53%
Gross profit	76%	69%	68%	70%	52%	56%	61%	63%	58%				79%	70%	59%
Research and development	10,062	14,016	20,492	21,466	41,970	53,408	54,707	53,102	65,605				16,522	66,036	203,187
Sales and marketing	28,569	37,594	44,414	56,889	76,854	94,591	111,625	118,081	107,595				67,562	167,466	401,151
General and administrative	7,311	10,370	11,704	23,118	27,100	31,931	30,119	31,949	32,607				15,221	52,503	121,099
Restructuring charges							2,769	1,558	-						4,327
Total operating expenses	45,942	61,980	76,610	101,473	145,924	179,930	199,220	204,690	205,807				99,305	286,005	729,764
Operating loss	(24,408)	(39,044)	(47,395)	(61,371)	(107,237)	(127,021)	(129,937)	(115,000)	(132,488)				(33,619)	(172,218)	(479,195)
Other income (expense), net	(2,340)	(807)	(4,448)	(119)	(16)	(150)	(414)	(671)	(499)				(3,102)	(7,714)	(1,250)
Loss before income taxes	(26,748)	(39,851)	(51,843)	(61,490)	(107,253)	(127,171)	(130,351)	(115,671)	(132,987)				(36,721)	(179,932)	(480,445)
Provision (benefit) for income taxes	213	384	(917)	(58,977)	(6,042)	(10,348)	(10,320)	(9,944)	977				(964)	(59,297)	(36,654)
Net loss attributable to common stockholders, basic and diluted	(26,961)	(40,235)	(50,926)	(2,513)	(101,211)	(116,823)	(120,031)	(105,727)	(133,964)				(35,757)	(120,635)	(443,791)
Other comprehensive income (loss)															
Net loss per share, basic and diluted	\$ (1.78)	\$ (2.15)	\$ (1.61)	\$ (0.02)	\$ (0.76)	\$ (0.82)	\$ (0.83)	\$ (0.72)	\$ (0.88)				\$ (3.28)	\$ (2.66)	\$ (3.10)
Weighted average shares, basic and diluted	15,180	18,704	31,590	114,654	133,976	141,895	144,923	147,746	151,651				10,917	45,271	143,269
Non-GAAP Adjustments:															
Stock-based Compensation	Q1'13	Q2'13	Q3'13	Q4'13	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15				2012	2013	2014
Cost of revenue	230	474	905	1,201	3,565	3,841	3,673	6,846	6,646				170	2,810	17,925
R&D	957	1,118	2,350	2,533	4,603	7,803	7,647	8,914	16,035				1,465	6,958	28,968
Sales & Mktg	840	1,254	3,784	4,870	8,688	15,923	22,543	19,619	16,454				1,672	10,748	66,773
G&A	1,225	1,432	1,775	3,910	8,338	10,686	9,297	9,866	10,740				3,536	8,342	38,186
Total	3,252	4,278	8,814	12,514	25,194	38,253	43,160	45,245	49,875				6,843	28,858	151,852
Amortization of Intangibles															
Cost of revenue	262	262	306	443	7,821	8,066	8,252	8,462	8,539				-	1,272	32,601
Engineering and cost of revenues													-	-	-
R&D					-	-	-	-	-				-	-	-
Sales & Mktg			53	189	2,977	3,121	3,226	3,227	3,227				-	241	12,551
G&A					-	-	-	-	-				-	-	-
Total	262	262	359	632	10,798	11,187	11,478	11,689	11,766				-	1,513	45,152
Other Non-Recurring expenses															
Acquisition-related expenses	-	-	-	8,513	1,047	512	-	-	-				-	8,513	1,559
Restructuring	-	-	-	-	-	-	2,769	1,558	-				-	-	4,327
Change in Fair Value of Warrants	2,167	811	3,560	-	-	-	-	-	-				2,535	6,538	-
Discrete benefit from income taxes	-	-	-	(59,620)	(7,242)	(11,610)	(11,247)	(9,373)	-				-	(59,620)	(39,472)



GAAP to Non-GAAP Reconciliations

	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)
Revenue	28,416	33,222	42,652	57,261	73,980	94,489	114,211	142,982	125,370	-	-	-	83,316	161,552	425,662
Plus change in deferred revenue	14,387	11,791	28,167	56,762	25,207	19,286	50,914	69,622	26,221	-	-	-	46,303	111,108	165,029
Less deferred revenue assumed	-	-	(16,099)	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP Billings	42,803	45,013	70,819	97,924	99,187	113,775	165,125	212,604	151,591	-	-	-	129,619	272,660	590,691
Cost of Product Revenue	4,962	5,804	7,358	10,788	10,326	13,749	15,440	19,465	15,200	-	-	-	14,467	28,912	58,980
Stock based compensation	(63)	(73)	(143)	(190)	(145)	(236)	(243)	(263)	(268)	-	-	-	(335)	(469)	(887)
Amortization of intangibles	(262)	(262)	(262)	(286)	(2,431)	(2,672)	(2,852)	(2,987)	(3,064)	-	-	-	-	(1,071)	(10,942)
Non-GAAP cost of product revenue	4,637	5,469	6,953	10,312	7,750	10,841	12,345	16,215	11,868	-	-	-	14,132	27,372	47,151
Cost of Subscription and services	1,920	4,482	6,079	6,372	24,967	27,831	29,488	33,827	36,851	-	-	-	3,163	18,853	116,113
Stock based compensation	(167)	(401)	(762)	(1,011)	(3,420)	(3,605)	(3,430)	(6,583)	(6,378)	-	-	-	(1,346)	(2,341)	(17,038)
Amortization of intangibles	-	-	(44)	(157)	(5,390)	(5,394)	(5,400)	(5,475)	(5,475)	-	-	-	-	(201)	(21,659)
Non-GAAP cost of services revenue	1,753	4,081	5,273	5,204	16,157	18,832	20,658	21,769	24,998	-	-	-	1,817	16,311	77,416
Total cost of revenue	6,882	10,286	13,437	17,160	35,293	41,580	44,928	53,292	52,051	-	-	-	17,630	47,765	175,093
Stock based compensation	(230)	(474)	(905)	(1,201)	(3,565)	(3,841)	(3,673)	(6,846)	(6,646)	-	-	-	(1,681)	(2,810)	(17,925)
Amortization of intangibles	(262)	(262)	(306)	(443)	(7,821)	(8,066)	(8,252)	(8,462)	(8,539)	-	-	-	-	(1,272)	(32,601)
Non-GAAP cost of revenue	6,390	9,550	12,226	15,516	23,907	29,673	33,003	37,984	36,866	-	-	-	15,949	43,683	124,567
Gross profit	21,534	22,936	29,215	40,102	38,687	52,909	69,283	89,690	73,319	-	-	-	65,686	113,787	250,569
Stock based compensation	230	474	905	1,201	3,565	3,841	3,673	6,846	6,646	-	-	-	1,681	2,810	17,925
Amortization of intangibles	262	262	306	443	7,821	8,066	8,252	8,462	8,539	-	-	-	-	1,272	32,601
Non-GAAP gross profit	22,026	23,672	30,426	41,746	50,073	64,816	81,208	104,998	88,504	-	-	-	67,367	117,869	301,095
Research and development	10,062	14,016	20,492	21,466	41,970	53,408	54,707	53,102	65,605	-	-	-	16,522	66,036	203,187
Stock based compensation	(957)	(1,118)	(2,350)	(2,533)	(4,603)	(7,803)	(7,647)	(8,914)	(16,035)	-	-	-	(1,465)	(6,958)	(28,967)
Amortization of intangibles	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP research and development	9,105	12,898	18,142	18,933	37,367	45,605	47,060	44,188	49,570	-	-	-	15,057	59,078	174,220
Sales and marketing	28,569	37,594	44,414	56,889	76,854	94,591	111,625	118,081	107,595	-	-	-	67,562	167,466	401,151
Stock based compensation	(840)	(1,254)	(3,784)	(4,870)	(8,688)	(15,923)	(22,543)	(19,619)	(16,454)	-	-	-	(1,672)	(10,748)	(66,773)
Amortization of intangibles	-	-	(53)	(189)	(2,977)	(3,121)	(3,226)	(3,227)	(3,227)	-	-	-	-	(242)	(12,551)
Non-GAAP sales and marketing	27,729	36,340	40,577	51,830	65,189	75,547	85,856	95,235	87,914	-	-	-	65,890	156,476	321,827
General and administrative	7,311	10,370	11,704	23,118	27,100	31,931	30,119	31,949	32,607	-	-	-	15,221	52,503	121,099
Stock based compensation	(1,225)	(1,432)	(1,775)	(3,910)	(8,338)	(10,686)	(9,297)	(9,866)	(10,740)	-	-	-	(3,536)	(8,342)	(38,187)
Amortization of intangibles	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Acquisition costs	-	-	-	(8,513)	(1,047)	(512)	-	-	-	-	-	-	-	(8,513)	(1,559)
Non-GAAP general and administrative	6,086	8,938	9,929	10,695	17,715	20,733	20,822	22,083	21,867	-	-	-	11,685	35,648	81,353
Total operating expenses	45,942	61,980	76,610	101,473	145,924	179,930	196,451	204,690	205,807	-	-	-	99,305	286,005	726,995
Stock based compensation	(3,022)	(3,804)	(7,909)	(11,313)	(21,629)	(34,412)	(39,487)	(38,399)	(43,229)	-	-	-	(6,673)	(26,048)	(133,927)
Amortization of intangibles	-	-	(53)	(189)	(2,977)	(3,121)	(3,226)	(3,227)	(3,227)	-	-	-	-	(242)	(12,551)
Acquisition related costs	-	-	-	(8,513)	(1,047)	(512)	-	-	-	-	-	-	-	(8,513)	(1,559)
Restructuring charges	-	-	-	-	-	-	(2,769)	(1,558)	-	-	-	-	-	-	(4,327)
Non-GAAP operating expenses	42,920	58,176	68,648	81,458	120,271	141,885	150,969	161,506	159,351	-	-	-	92,632	251,202	574,631
Operating loss	(24,408)	(39,044)	(47,395)	(61,371)	(107,237)	(127,021)	(129,937)	(115,000)	(132,488)	-	-	-	(33,619)	(172,218)	(479,195)
Stock based compensation	3,252	4,278	8,814	12,514	25,194	38,253	43,160	45,245	49,875	-	-	-	6,843	28,858	151,852
Amortization of intangibles	262	262	359	632	10,798	11,187	11,478	11,689	11,766	-	-	-	-	1,514	45,152
Acquisition related costs	-	-	-	8,513	1,047	512	-	-	-	-	-	-	-	8,513	1,559
Restructuring charges	-	-	-	-	-	-	2,769	1,558	-	-	-	-	-	-	4,327
Non-GAAP operating loss	(20,894)	(34,504)	(38,222)	(39,712)	(70,198)	(77,069)	(72,530)	(56,508)	(70,847)	-	-	-	(26,776)	(133,333)	(276,305)
Other expense, net	(2,340)	(807)	(4,448)	(119)	(16)	(150)	(414)	(671)	(499)	-	-	-	(3,102)	(7,714)	(1,251)
Change in fair value of warrants	2,167	811	3,560	-	-	-	-	-	-	-	-	-	2,535	6,538	-
Non-GAAP other expense (net)	(173)	4	(888)	(119)	(16)	(150)	(414)	(671)	(499)	-	-	-	(567)	(1,176)	(1,251)
Tax provision (benefit)	213	384	(917)	(58,977)	(6,042)	(10,348)	(10,320)	(9,944)	977	-	-	-	(965)	(59,297)	(36,654)
Discrete benefit from income tax	-	-	-	59,620	7,242	11,610	11,247	9,373	-	-	-	-	-	59,620	39,472
Non-GAAP tax provision (benefit)	213	384	(917)	643	1,200	1,262	927	(571)	977	-	-	-	(965)	323	2,818
Net loss attributable to common stockholders, base	(26,961)	(40,235)	(50,926)	(2,513)	(101,211)	(116,823)	(120,031)	(105,727)	(133,964)	-	-	-	(35,756)	(120,635)	(443,792)
Stock based compensation	3,252	4,278	8,814	12,514	25,194	38,253	43,160	45,245	49,875	-	-	-	6,843	28,858	151,852
Amortization of intangibles	262	262	359	632	10,798	11,187	11,478	11,689	11,766	-	-	-	-	1,514	45,152
Change in fair value of warrants	2,167	811	3,560	-	-	-	-	-	-	-	-	-	2,535	6,538	-
Acquisition costs	-	-	-	8,513	1,047	512	-	-	-	-	-	-	-	8,513	1,559
Restructuring charges	-	-	-	-	-	-	2,769	1,558	-	-	-	-	-	-	4,327
Discrete benefit from income taxes	-	-	-	(59,620)	(7,242)	(11,610)	(11,247)	(9,373)	-	-	-	-	-	(59,620)	(39,472)
Non-GAAP net loss	(21,280)	(34,884)	(38,193)	(40,474)	(71,414)	(78,481)	(73,871)	(56,608)	(72,323)	-	-	-	(26,378)	(134,832)	(280,373)



Non-GAAP Income Statement

	2013				2014				2015				Annual		
	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	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)
Billings	42,803	45,013	70,819	97,925	99,188	113,775	165,125	212,604	151,591				129,620	256,561	590,691
Revenue:															
Product	14,988	17,240	23,729	32,296	24,252	37,683	48,375	67,936	40,237				52,265	88,253	178,246
Subscription and services	13,428	15,982	18,923	24,966	49,728	56,806	65,836	75,046	85,133				31,051	73,299	247,416
Total revenue	28,416	33,222	42,652	57,262	73,980	94,489	114,211	142,982	125,370				83,316	161,552	425,662
Cost of revenue:															
Product	4,637	5,469	6,953	10,312	7,750	10,841	12,345	16,215	11,868				14,132	27,372	47,150
Subscription and services	1,753	4,081	5,273	5,204	16,157	18,832	20,658	21,769	24,998				1,817	16,311	77,417
Total cost of revenue	6,390	9,550	12,226	15,516	23,907	29,673	33,003	37,984	36,866				15,949	43,683	124,567
Total gross profit	22,026	23,672	30,426	41,746	50,073	64,816	81,208	104,998	88,504				67,367	117,869	301,095
Gross Profit - Product	69.1%	68.3%	70.7%	68.1%	68.0%	71.2%	74.5%	76.1%	70.5%				73.0%	69.0%	73.5%
Gross Profit - Subscription & Services	86.9%	74.5%	72.1%	79.2%	67.5%	66.8%	68.6%	71.0%	70.6%				94.1%	77.7%	68.7%
Gross profit	77.5%	71.3%	71.3%	72.9%	67.7%	68.6%	71.1%	73.4%	70.6%				80.9%	73.0%	70.7%
Research and development	9,105	12,898	18,142	18,933	37,367	45,605	47,060	44,188	49,570				15,057	59,078	174,219
Sales and marketing	27,729	36,340	40,577	51,830	65,189	75,547	85,856	95,235	87,914				65,890	156,476	321,827
General and administrative	6,086	8,938	9,929	10,695	17,715	20,733	20,822	22,083	21,867				11,685	35,648	81,354
Total operating expenses	42,920	58,176	68,648	81,458	120,272	141,885	153,738	161,506	159,351				92,632	251,202	577,400
Operating income (loss)	(20,894)	(34,504)	(38,222)	(39,712)	(70,199)	(77,069)	(72,530)	(56,508)	(70,847)				(25,265)	(133,333)	(276,305)
<i>Operating margin</i>	-73.5%	-103.9%	-89.6%	-69.4%	-94.9%	-81.6%	-63.5%	-39.5%	-56.5%				-30.3%	-82.5%	-64.9%
Other income (expense), net	(173)	4	(888)	(119)	(16)	(150)	(414)	(671)	(499)				(567)	(1,176)	(1,250)
Loss before income taxes	(21,067)	(34,500)	(39,110)	(39,831)	(70,215)	(77,219)	(72,944)	(57,179)	(71,346)				(25,832)	(134,508)	(277,555)
Provision (benefit) for income taxes	213	384	(917)	643	1,200	1,262	927	(571)	977				(965)	323	2,818
Net loss attributable to common stockholders	(21,280)	(34,884)	(38,193)	(40,474)	(71,415)	(78,481)	(73,871)	(56,608)	(72,323)				(24,867)	(134,832)	(280,373)
Net loss per share, basic and diluted	\$ (1.40)	\$ (1.87)	\$ (1.21)	\$ (0.35)	\$ (0.53)	\$ (0.55)	\$ (0.51)	\$ (0.38)	\$ (0.48)				\$ (2.28)	\$ (2.98)	\$ (1.96)
Weighted average shares, basic and diluted	15,180	18,704	31,590	114,654	133,976	141,895	144,923	147,746	151,651				10,917	45,271	143,269



Statement of Cash Flows

CASH FLOWS FROM OPERATING ACTIVITIES:

Net loss:

Adjustments to reconcile net loss to net cash provided by operating activities:

Depreciation and amortization of property and equipment
 Stock based compensation expense
 Deferred income tax
 Fair value adjustment of stock warrants
 Other
 Release of deferred tax valuation allowance

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
 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
 Net Proceeds from early exercise of equity awards
 Cash proceeds from common stock exercise
 Repurchase of common stock
 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

	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)
Net loss:	\$ (26,961)	\$ (40,235)	\$ (50,926)	\$ (2,513)	\$ (101,211)	\$ (116,823)	\$ (120,030)	\$ (105,726)	\$ (133,964)				\$ (35,756)	\$ (120,635)	\$ (443,790)
Adjustments to reconcile net loss to net cash provided by 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				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				6,843	28,858	151,852
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	-	-	-	-	-	-				2,535	6,538	-
Other	25	14	63	8	89	94	1,519	559	509				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				(10,106)	(35,145)	(97,165)
Inventory, net	326	(1,494)	(4,006)	2,085	1,405	(676)	(567)	(2,186)	(2,554)				(817)	(3,089)	(2,024)
Prepaid expenses and other assets	(496)	(4,517)	(663)	(11,543)	(2,509)	(575)	946	3,588	127				(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)				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				511	(18,488)	11,403
Accrued compensation	4,093	856	1,532	12,900	5,703	5,131	14,581	(1,757)	(2,675)				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				46,303	95,010	164,728
Other long-term liabilities	53	285	209	3,136	1,505	1,955	974	849	1,997				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)				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)				(18,848)	(57,560)	(67,715)
Purchase of marketable securities					(143,522)	(159,009)	(49,870)	(37,959)	(39,857)						(390,360)
Maturities marketable securities						8,000	42,780	80,338	34,655						131,118
Lease deposits	(586)	(1,011)	(39)	(33)	(360)	(43)	(162)	69	(370)				(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)				(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
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	-
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				-	-	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				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)				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				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				60,200	173,918	146,363



Revenue Metrics

	2013				2014				2015				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	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)
Revenue															
Product	14,988	17,240	23,729	32,296	24,252	37,683	48,375	67,936	40,237				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				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				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				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				-	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				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				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				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				31,051	69,941	175,314
% of revenue	46.3%	47%	42%	40%	45%	42%	41%	38%	50%				37%	43%	41%
Revenue Mix					Q1'14	Q2'14	Q3'14	Q4'14	Q1'15				2012	2013	2014
Product	53%	52%	56%	56%	33%	40%	42%	48%	32%				63%	55%	42%
Product Subscriptions and Managed Defense	28%	29%	26%	25%	31%	30%	29%	27%	35%				23%	27%	29%
Subtotal: Product and product subscriptions	81%	81%	82%	81%	64%	70%	71%	74%	67%				85%	81%	71%
Support and maintenance	18%	18%	16%	15%	15%	13%	12%	12%	15%				15%	17%	13%
Incident response and professional services	1%	1%	2%	3%	22%	18%	17%	14%	18%				0%	2%	17%
Subtotal: Support, maint, and professional svcs.	19%	19%	18%	19%	36%	30%	29%	26%	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				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				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				6,488	16,004	34,284
Other	742	1,299	1,434	2,498	2,680	3,554	3,064	5,214	5,669				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				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				83,316	161,556	425,660
US revenue %	73%	74%	71%	71%	75%	74%	76%	75%	71%				80%	72%	75%
International revenue %	27%	26%	29%	29%	25%	26%	24%	25%	29%				20%	28%	25%



Billings Metrics

	2013				2014				2015				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	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)
Billings															
Product	16,281	18,883	27,077	35,784	26,061	35,573	44,135	67,554	38,234				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				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				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				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					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				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				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				72,433	153,329	338,479
<i>% of total billings</i>	61%	56%	59%	62%	56%	53%	62%	56%	57%				56%	60%	57%
Billings Mix															
Product	38%	42%	38%	37%	26%	31%	27%	32%	25%				44%	38%	29%
Product Subscriptions (including FireEye-aaS)	39%	35%	36%	39%	40%	37%	44%	38%	42%				34%	38%	40%
Subtotal: Product and Product Subscriptions	77%	76%	74%	76%	66%	68%	70%	70%	67%				78%	76%	69%
Support	22%	22%	23%	22%	16%	16%	19%	19%	15%				22%	22%	18%
Incident Response and Professional Services	1%	2%	3%	2%	18%	15%	11%	12%	18%				0%	2%	13%
Subtotal: Support, maint. and professional svcs.	23%	24%	26%	24%	34%	32%	30%	30%	33%				22%	24%	31%

Annual Linearity by Quarter

	2014						2015						2013	2014	2015 Mid-point
	Q1	Q2	Q3	Q4	1H'14	2H'14	Q1A	Q2 Mid-point	Q3	Q4	1H'15 Mid-point	2H'15			
Billings²	\$ 99,188	\$ 113,775	\$ 165,125	\$ 212,604	\$ 212,963	\$ 377,729	\$ 151,591	\$ 167,500			\$ 319,091		\$ 256,561	\$ 590,691	\$ 830,000
<i>Q/Q Change (as reported)</i>	1%	15%	45%	29%			-29%	10%			50%		98%	130%	
<i>YoY Growth (as reported)</i>	132%	153%	133%	117%	143%	124%	53%	47%							
Product	15%	21%	25%	39%	36%	64%							\$ 98,025	\$ 173,323	
Product subscriptions	17%	18%	31%	34%	35%	65%							\$ 96,219	\$ 233,688	
Product subtotal	16%	19%	29%	36%	35%	65%							\$ 194,244	\$ 407,011	
Support	15%	18%	29%	38%	33%	67%							\$ 57,110	\$ 104,790	
Pro Services	23%	22%	23%	32%	45%	55%							\$ 5,207	\$ 78,890	
Total billings	17%	19%	28%	36%	36%	64%	18%	20%			38%		\$ 256,561	\$ 590,691	
Product	15%	21%	25%	39%	36%	64%							\$ 98,025	\$ 173,323	
Recurring Subs & Supp	16%	18%	30%	35%	34%	66%							\$ 153,329	\$ 338,479	
Pro Services	23%	22%	23%	32%	45%	55%							\$ 5,207	\$ 78,890	
Total billings	17%	19%	28%	36%	36%	64%	18%	20%			38%		\$ 256,561	\$ 590,691	
Revenue	\$ 73,980	\$ 94,489	\$ 114,211	\$ 142,982	\$ 168,469	\$ 257,192	\$ 125,370	\$ 142,000			\$ 267,370		\$ 161,550	\$ 425,662	\$ 625,000
<i>Q/Q Change (as reported)</i>	29%	28%	21%	25%			-12%	13%			59%		94%	163%	
<i>YoY Growth (as reported)</i>	160%	184%	168%	150%	104%	157%	69%	50%							
Product	14%	21%	27%	38%	35%	65%							\$ 88,253	\$ 178,246	
Product Subscriptions	19%	23%	27%	31%	42%	58%							\$ 43,031	\$ 121,907	
Product subtotal	16%	22%	27%	35%	38%	62%							\$ 131,284	\$ 300,153	
Support	20%	22%	27%	31%	42%	58%							\$ 26,911	\$ 53,406	
Pro Services	22%	23%	26%	28%	46%	54%							\$ 3,357	\$ 72,103	
Services subtotal	21%	23%	26%	29%	44%	56%							\$ 30,268	\$ 125,509	
Total revenue	17%	22%	27%	34%	40%	60%	20%	23%			43%		\$ 161,551	\$ 425,662	
Product	14%	21%	27%	38%	35%	65%							\$ 88,253	\$ 178,246	
Recurring Subs & Supp	19%	23%	27%	31%	42%	58%							\$ 69,941	\$ 175,314	
Pro services	22%	23%	26%	28%	46%	54%							\$ 3,357	\$ 72,103	
Total revenue	17%	22%	27%	34%	40%	60%	20%	23%			43%		\$ 161,551	\$ 425,662	

1. As reported; does not include Mandiant.

2. Billings are a non-GAAP metric.