



GAAP Income Statement
As reported

Revenue:

	2014				2015				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)
Product	24,252	37,683	48,375	67,936	40,237	49,696	60,101	66,598	178,246	216,632
Subscription and services	49,728	56,806	65,836	75,046	85,133	97,511	105,515	118,176	247,416	406,335
Total revenue	73,980	94,489	114,211	142,982	125,370	147,207	165,616	184,774	425,662	622,967
Cost of revenue:										
Product	10,326	13,749	15,440	19,465	15,200	17,101	21,265	20,915	58,980	74,481
Subscription and services	24,967	27,831	29,488	33,827	36,851	39,006	40,606	42,260	116,113	158,723
Total cost of revenue	35,293	41,580	44,928	53,292	52,051	56,107	61,871	63,175	175,093	233,204
Total gross profit	38,687	52,909	69,283	89,690	73,319	91,100	103,745	121,599	250,569	389,763
Product gross margin %	57%	64%	68%	71%	62%	66%	65%	69%	67%	66%
Subscriptions and services gross margin %	50%	51%	55%	55%	57%	60%	62%	64%	53%	61%
Gross profit	52%	56%	61%	63%	58%	62%	63%	66%	59%	63%
Research and development	41,970	53,408	54,707	53,102	65,605	68,798	73,374	71,690	203,187	279,467
Sales and marketing	76,854	94,591	111,625	118,081	107,595	116,008	117,131	135,432	401,151	476,166
General and administrative	27,100	31,931	30,119	31,949	32,607	34,687	36,518	37,978	121,099	141,790
Restructuring charges	-	-	2,769	1,558	-	-	-	-	4,327	-
Total operating expenses	145,924	179,930	199,220	204,690	205,807	219,493	227,023	245,100	729,764	897,423
Operating loss	(107,237)	(127,021)	(129,937)	(115,000)	(132,488)	(128,393)	(123,278)	(123,501)	(479,195)	(507,660)
Operating margin	-145%	-134%	-114%	-80%	-106%	-87%	-74%	-67%	-113%	-81%
Other income (expense), net	(16)	(150)	(414)	(670)	(499)	(4,253)	(11,616)	(11,097)	(1,249)	(27,465)
Loss before income taxes	(107,253)	(127,171)	(130,351)	(115,670)	(132,987)	(132,646)	(134,894)	(134,598)	(480,444)	(535,125)
Provision (benefit) for income taxes	(6,042)	(10,348)	(10,320)	(9,944)	977	927	636	1,550	(36,654)	4,090
Net loss attributable to common stockholders, basic and diluted	(101,211)	(116,823)	(120,031)	(105,726)	(133,964)	(133,573)	(135,530)	(136,148)	(443,790)	(539,215)
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)	\$ (0.87)	\$ (3.12)	\$ (3.50)
Weighted average shares, basic and diluted	133,976	141,895	144,923	147,746	151,651	154,121	154,523	156,137	142,176	154,120

Non-GAAP Adjustments:

	Q1'14	Q2'14	Q3'14	Q4'14	Q1'15	Q2'15	Q3'15	Q4'15	2014	2015
Stock-based Compensation										
Product cost of revenue	145	236	243	263	268	386	560	374	888	1,588
Services cost of revenue	3,420	3,605	3,430	6,583	6,378	7,163	8,221	7,673	17,037	29,435
Cost of revenue	3,565	3,841	3,673	6,846	6,646	7,549	8,781	8,047	17,925	31,023
R&D	4,603	7,803	7,648	8,914	16,035	16,525	18,852	16,917	28,969	68,329
Sales & Mktg	8,688	15,923	22,543	19,619	16,454	19,358	18,612	18,862	66,773	73,286
G&A	8,338	10,686	9,296	9,866	10,740	12,979	12,120	13,954	38,185	49,793
Total	25,194	38,253	43,160	45,245	49,875	56,411	58,365	57,780	151,852	222,431

Amortization of Intangibles

Product cost of revenue	2,431	2,672	2,852	2,987	3,064	3,064	3,064	3,064	10,942	12,256
Services cost of revenue	5,390	5,394	5,400	5,475	5,475	5,475	5,475	5,475	21,659	21,900
Cost of revenue	7,821	8,066	8,252	8,462	8,539	8,539	8,539	8,539	32,601	34,156
R&D	-	-	-	-	-	-	-	-	-	-
Sales & Mktg	2,977	3,121	3,226	3,227	3,227	3,227	3,227	3,227	12,551	12,908
G&A	-	-	-	-	-	-	-	-	-	-
Total	10,798	11,187	11,478	11,689	11,766	11,766	11,766	11,766	45,152	47,064

Other Non-Recurring expenses

Acquisition-related expenses	1,047	512	-	-	-	-	-	1,431	1,559	1,431
Non-cash interest expense	-	-	-	-	-	2,832	8,565	8,672	-	20,069
Restructuring	-	-	2,769	1,558	-	-	-	-	4,327	-
Change in Fair Value of Warrants	-	-	-	-	-	-	-	-	-	-
Discrete benefit from income taxes	(7,242)	(11,610)	(11,247)	(9,373)	-	-	-	-	(39,472)	-



GAAP to Non-GAAP Reconciliations

	2014				2015				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
	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	184,774	425,662	622,967
Plus change in deferred revenue	25,207	19,286	50,914	69,622	26,221	31,127	44,976	72,131	165,029	174,455
Less deferred revenue assumed	-	-	-	-	-	-	-	-	-	-
Non-GAAP Billings	99,187	113,775	165,125	212,604	151,591	178,333	210,592	256,905	590,691	797,422
Cost of Product Revenue	10,326	13,749	15,440	19,465	15,200	17,101	21,265	20,915	58,980	74,481
Stock based compensation	(145)	(236)	(243)	(263)	(268)	(386)	(560)	(374)	(887)	(1,588)
Amortization of intangibles	(2,431)	(2,672)	(2,852)	(2,987)	(3,064)	(3,064)	(3,064)	(3,064)	(10,942)	(12,256)
Non-GAAP cost of product revenue	7,750	10,841	12,345	16,215	11,868	13,651	17,641	17,477	47,151	60,637
Cost of Subscription and services	24,967	27,831	29,488	33,827	36,851	39,006	40,606	42,260	116,113	158,723
Stock based compensation	(3,420)	(3,605)	(3,430)	(6,583)	(6,378)	(7,163)	(8,221)	(7,673)	(17,038)	(29,435)
Amortization of intangibles	(5,390)	(5,394)	(5,400)	(5,475)	(5,475)	(5,475)	(5,475)	(5,475)	(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	77,416	107,388
Total cost of revenue	35,293	41,580	44,928	53,292	52,051	56,107	61,871	63,175	175,093	233,204
Stock based compensation	(3,565)	(3,841)	(3,673)	(6,846)	(6,646)	(7,549)	(8,781)	(8,047)	(17,925)	(31,023)
Amortization of intangibles	(7,821)	(8,066)	(8,252)	(8,462)	(8,539)	(8,539)	(8,539)	(8,539)	(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	124,567	168,025
Gross profit	38,687	52,909	69,283	89,690	73,319	91,100	103,745	121,599	250,569	389,763
Stock based compensation	3,565	3,841	3,673	6,846	6,646	7,549	8,781	8,047	17,925	31,023
Amortization of intangibles	7,821	8,066	8,252	8,462	8,539	8,539	8,539	8,539	32,601	34,156
Non-GAAP gross profit	50,703	64,816	81,208	104,998	88,504	107,188	121,065	138,185	301,095	454,942
Research and development	41,970	53,408	54,707	53,102	65,605	68,798	73,374	71,690	203,187	279,467
Stock based compensation	(4,603)	(7,803)	(7,648)	(8,914)	(16,035)	(16,525)	(18,852)	(16,917)	(28,968)	(68,329)
Non-GAAP research and development	37,367	45,605	47,059	44,188	49,570	52,273	54,522	54,773	174,219	211,138
Sales and marketing	76,854	94,591	111,625	118,081	107,595	116,008	117,131	135,432	401,151	476,166
Stock based compensation	(8,688)	(15,923)	(22,543)	(19,619)	(16,454)	(19,358)	(18,612)	(18,862)	(66,773)	(73,286)
Amortization of intangibles	(2,977)	(3,121)	(3,226)	(3,227)	(3,227)	(3,227)	(3,227)	(3,227)	(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	321,827	389,972
General and administrative	27,100	31,931	30,119	31,949	32,607	34,687	36,518	37,978	121,099	141,790
Stock based compensation	(8,338)	(10,686)	(9,296)	(9,866)	(10,740)	(12,979)	(12,120)	(13,954)	(38,186)	(49,793)
Amortization of intangibles	-	-	-	-	-	-	-	-	-	-
Acquisition costs	(1,047)	(512)	-	-	-	-	-	(1,431)	(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	81,354	90,566
Total operating expenses	145,924	179,930	196,451	204,690	205,807	219,493	227,023	245,100	726,995	897,423
Stock based compensation	(21,629)	(34,412)	(39,487)	(38,399)	(43,229)	(48,862)	(49,584)	(49,733)	(133,927)	(191,408)
Amortization of intangibles	(2,977)	(3,121)	(3,226)	(3,227)	(3,227)	(3,227)	(3,227)	(3,227)	(12,551)	(12,908)
Acquisition related costs	(1,047)	(512)	-	-	-	-	-	(1,431)	(1,559)	(1,431)
Restructuring charges	-	-	(2,769)	(1,558)	-	-	-	-	(4,327)	-
Non-GAAP operating expenses	120,271	141,885	150,969	161,506	159,351	167,404	174,212	190,709	574,631	691,676
Operating loss	(107,237)	(127,021)	(129,937)	(115,000)	(132,488)	(128,393)	(123,278)	(123,501)	(479,195)	(507,660)
Stock based compensation	25,194	38,253	43,160	45,245	49,875	56,411	58,365	57,780	151,852	222,431
Amortization of intangibles	10,798	11,187	11,478	11,689	11,766	11,766	11,766	11,766	45,152	47,064
Acquisition related costs	1,047	512	-	-	-	-	-	1,431	1,559	1,431
Restructuring charges	-	-	2,769	1,558	-	-	-	-	4,327	-
Non-GAAP operating loss	(70,198)	(77,069)	(72,530)	(56,508)	(70,847)	(60,216)	(53,147)	(52,524)	(276,305)	(236,734)
Other expense, net	(16)	(150)	(414)	(670)	(499)	(4,253)	(11,616)	(11,097)	(1,250)	(27,465)
Change in fair value of warrants	-	-	-	-	-	-	-	-	-	-
Non-cash interest expense	-	-	-	-	-	2,832	8,565	8,672	-	20,069
Non-GAAP other expense (net)	(16)	(150)	(414)	(670)	(499)	(1,421)	(3,051)	(2,425)	(1,250)	(7,396)
Tax provision (benefit)	(6,042)	(10,348)	(10,320)	(9,944)	977	927	636	1,550	(36,654)	4,090
Discrete benefit from income tax	7,242	11,610	11,247	9,373	-	-	-	-	39,472	-
Non-GAAP tax provision (benefit)	1,200	1,262	927	(571)	977	927	636	1,550	2,818	4,090
Net loss attributable to common stockholders, basic	(101,211)	(116,823)	(120,031)	(105,726)	(133,964)	(133,573)	(135,530)	(136,148)	(443,791)	(539,215)
Stock based compensation	25,194	38,253	43,160	45,245	49,875	56,411	58,365	57,780	151,852	222,431
Amortization of intangibles	10,798	11,187	11,478	11,689	11,766	11,766	11,766	11,766	45,152	47,064
Change in fair value of warrants	-	-	-	-	-	-	-	-	-	-
Acquisition costs	1,047	512	-	-	-	-	-	1,431	1,559	1,431
Restructuring charges	-	-	2,769	1,558	-	-	-	-	4,327	-
Non-cash interest expense	-	-	-	-	-	2,832	8,565	8,672	-	20,069
Discrete benefit from income taxes	(7,242)	(11,610)	(11,247)	(9,373)	-	-	-	-	(39,472)	-
Non-GAAP net loss	(71,414)	(78,481)	(73,871)	(56,607)	(72,323)	(62,564)	(56,834)	(56,499)	(280,372)	(248,220)



Non-GAAP Income Statement

	2014				2015				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
	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	256,905	590,691	797,422
Revenue:										
Product	24,252	37,683	48,375	67,936	40,237	49,696	60,101	66,598	178,246	216,632
Subscription and services	49,728	56,806	65,836	75,046	85,133	97,511	105,515	118,176	247,416	406,335
Total revenue	73,980	94,489	114,211	142,982	125,370	147,207	165,616	184,774	425,662	622,967
Cost of revenue:										
Product	7,750	10,841	12,345	16,215	11,868	13,651	17,641	17,477	47,150	60,637
Subscription and services	16,157	18,832	20,658	21,769	24,998	26,368	26,910	29,112	77,417	107,388
Total cost of revenue	23,907	29,673	33,003	37,984	36,866	40,019	44,551	46,589	124,567	168,025
Total gross profit	50,073	64,816	81,208	104,998	88,504	107,188	121,065	138,185	301,095	454,942
Gross Profit - Product	68%	71%	74%	76%	70.5%	72.5%	70.6%	73.8%	74%	72%
Gross Profit - Subscription & Services	68%	67%	69%	71%	70.6%	73.0%	74.5%	75.4%	69%	74%
Gross profit	68%	69%	71%	73%	70.6%	72.8%	73.1%	74.8%	71%	73%
Research and development	37,367	45,605	47,059	44,188	49,570	52,273	54,522	54,773	174,219	211,138
Sales and marketing	65,189	75,547	85,856	95,235	87,914	93,423	95,292	113,343	321,827	389,972
General and administrative	17,715	20,733	20,823	22,083	21,867	21,708	24,398	22,593	81,354	90,566
Total operating expenses	120,272	141,885	153,738	161,506	159,351	167,404	174,212	190,709	577,400	691,676
Operating income (loss)	(70,199)	(77,069)	(72,530)	(56,508)	(70,847)	(60,216)	(53,147)	(52,524)	(276,305)	(236,734)
<i>Operating margin</i>	<i>-95%</i>	<i>-82%</i>	<i>-64%</i>	<i>-40%</i>	<i>-57%</i>	<i>-41%</i>	<i>-32%</i>	<i>-28.4%</i>	<i>-65%</i>	<i>-38%</i>
Other income (expense), net	(16)	(150)	(414)	(670)	(499)	(1,421)	(3,051)	(2,425)	(1,248)	(7,396)
Loss before income taxes	(70,215)	(77,219)	(72,944)	(57,178)	(71,346)	(61,637)	(56,198)	(54,949)	(277,553)	(244,130)
Provision (benefit) for income taxes	1,200	1,262	927	(571)	977	927	636	1,550	2,818	4,090
Net loss attributable to common stockholders	(71,415)	(78,481)	(73,871)	(56,607)	(72,323)	(62,564)	(56,834)	(56,499)	(280,371)	(248,220)
Net loss per share, basic and diluted	\$ (0.53)	\$ (0.55)	\$ (0.51)	\$ (0.38)	\$ (0.48)	\$ (0.41)	\$ (0.37)	\$ (0.36)	\$ (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	142,176	154,120



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
Short term investments	143,213	292,874	299,022	255,845	260,838	463,137	733,026	767,775
Accounts receivable, net of allowance for doubtful accounts	80,514	108,039	155,798	193,182	160,095	105,183	140,940	172,752
Inventories, net	4,258	5,198	5,765	7,952	10,505	10,485	11,628	13,747
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

Total current assets

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

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

Total current liabilities

Long term debt, net of current portion	-	-	-	-	-	-	-	-
Convertible senior notes, net	-	-	-	-	-	688,961	697,526	706,198
Deferred revenue, non-current portion	91,302	95,199	122,152	148,666	161,553	177,369	188,961	221,829
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	11,141

Total liabilities

Commitments and contingencies (Note 7)

Stockholders' equity (deficit):

Convertible Preferred Stock	-	-	-	-	-	-	-	-
Common stock, par value \$0.0001 per share	14	15	15	15	16	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	2,403,088
Treasury stock	-	-	-	-	-	(150,000)	(150,000)	(150,000)
Accumulated other comprehensive income (loss)	(138)	(110)	(325)	(441)	(38)	(472)	(424)	(2,225)
Accumulated deficit	(324,713)	(441,536)	(561,566)	(667,292)	(801,256)	(934,829)	(1,070,359)	(1,206,507)

Total stockholders' equity (deficit)

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

	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)
Assets								
Current assets:								
Cash and cash equivalents	441,270	171,620	98,843	146,363	136,776	726,480	436,901	402,102
Short term investments	143,213	292,874	299,022	255,845	260,838	463,137	733,026	767,775
Accounts receivable, net of allowance for doubtful accounts	80,514	108,039	155,798	193,182	160,095	105,183	140,940	172,752
Inventories, net	4,258	5,198	5,765	7,952	10,505	10,485	11,628	13,747
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
Total current assets	713,456	631,322	617,711	657,137	617,639	1,363,072	1,379,481	1,387,259
Property and equipment, net	69,257	78,390	84,095	82,298	81,030	74,438	73,129	78,368
Goodwill	708,594	750,132	750,275	750,288	750,288	750,288	750,288	750,288
Intangible assets	271,279	284,793	273,314	261,625	249,858	238,092	226,326	214,560
Deposits and other long-term assets	10,135	10,035	10,366	7,533	7,186	6,824	6,228	10,998
Total assets	1,772,721	1,754,672	1,735,761	1,758,881	1,706,001	2,432,714	2,435,452	2,441,473
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
Accrued compensation	47,328	52,728	20,573	64,551	61,876	63,693	73,030	79,294
Debt, current portion	-	-	-	-	-	-	-	-
Deferred revenue, current portion	121,420	136,808	160,769	203,877	217,211	232,522	265,906	305,169
Accrued and other current liabilities	21,187	23,273	66,308	24,596	26,060	27,286	30,407	29,820
Total current liabilities	214,851	249,152	277,848	327,081	333,652	348,845	402,954	457,933
Long term debt, net of current portion	-	-	-	-	-	-	-	-
Convertible senior notes, net	-	-	-	-	-	688,961	697,526	706,198
Deferred revenue, non-current portion	91,302	95,199	122,152	148,666	161,553	177,369	188,961	221,829
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	11,141
Total liabilities	348,931	390,975	442,622	508,053	526,385	1,250,027	1,325,783	1,397,101
Commitments and contingencies (Note 7)								
Stockholders' equity (deficit):								
Convertible Preferred Stock	-	-	-	-	-	-	-	-
Common stock, par value \$0.0001 per share	14	15	15	15	16	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	2,403,088
Treasury stock	-	-	-	-	-	(150,000)	(150,000)	(150,000)
Accumulated other comprehensive income (loss)	(138)	(110)	(325)	(441)	(38)	(472)	(424)	(2,225)
Accumulated deficit	(324,713)	(441,536)	(561,566)	(667,292)	(801,256)	(934,829)	(1,070,359)	(1,206,507)
Total stockholders' equity (deficit)	1,423,790	1,363,697	1,293,139	1,250,828	1,179,616	1,182,687	1,109,669	1,044,372
Total liabilities, convertible preferred stock and stockholders' equity (deficit)	1,772,721	1,754,672	1,735,761	1,758,881	1,706,001	2,432,714	2,435,452	2,441,473
Deferred revenue (end of period)	212,722	232,007	282,921	352,543	378,764	409,891	454,867	526,998
Change in deferred from prior period	25,207	19,285	50,914	69,622	26,221	31,127	44,976	72,131



FireEye
SECURITY REIMAGINED
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
Purchase of equity-method investment
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				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	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)
	\$ (101,211)	\$ (116,823)	\$ (120,030)	\$ (105,726)	\$ (133,964)	\$ (133,573)	\$ (135,530)	\$ (136,148)	\$ (120,635)	\$ (443,790)	\$ (539,215)
Depreciation and amortization of property and equipment	20,706	22,020	24,905	26,505	26,581	27,588	27,985	29,802	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	28,858	151,852	222,432
Convertible senior notes discounts and issuance costs						2,832	8,565	8,672			20,069
Deferred income tax	(7,518)	(11,442)	(11,182)	(9,727)	82	(1)	39	(1,473)	(61,028)	(39,869)	(1,353)
Other	89	94	1,519	559	509	1,576	1,059	1,528	6,648	2,261	4,672
Accounts receivable	15,221	(26,881)	(48,381)	(37,124)	32,736	54,104	(35,955)	(31,759)	(35,145)	(97,165)	19,126
Inventory, net	1,405	(676)	(567)	(2,186)	(2,554)	(755)	(1,677)	(2,834)	(3,089)	(2,024)	(7,820)
Prepaid expenses and other assets	(2,509)	(575)	946	3,588	127	(2,481)	3,413	(1,734)	(17,219)	1,450	(675)
Accounts payable	(12,396)	5,293	(1,256)	5,166	(4,219)	(1,834)	7,342	6,416	11,504	(3,193)	7,705
Accrued liabilities	6,016	2,731	(2,063)	4,719	2,068	1,823	3,663	(59)	(18,488)	11,403	7,495
Accrued compensation	5,703	5,131	14,581	(1,757)	(2,675)	1,683	9,297	6,124	19,381	23,658	14,429
Deferred revenue	25,207	18,986	50,914	69,621	26,221	31,127	44,976	72,131	95,010	164,728	174,455
Other long-term liabilities	1,505	1,955	974	849	1,997	560	184	998	3,683	5,283	3,739
	(22,588)	(61,934)	(46,480)	(268)	(3,216)	39,060	(8,273)	9,444	(69,762)	(131,270)	37,015
Acquisitions of businesses, net of cash acquired	-	(55,058)	-	-	-	-	-	-	(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)	(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)		(390,360)	(769,097)
Maturities marketable securities		8,000	42,780	80,338	34,655	57,483	67,011	90,774		131,118	249,923
Purchase of equity-method investment								(1,800)			(1,800)
Lease deposits	(360)	(43)	(162)	69	(370)	(416)	159	(599)	(1,669)	(496)	(1,226)
	(158,069)	(223,392)	(31,249)	30,199	(18,241)	(216,158)	(284,434)	(57,916)	(148,469)	(382,511)	(576,749)
Net proceeds from stock offerings	445,934	(654)	(942)	-	-	-	-	-	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	-	-	-	-	-	-	-	-	10,000	-	-
Repayment of line of credit	-	-	-	-	-	-	-	-	(20,000)	-	-
Borrowing of term loan	-	-	-	-	-	-	-	-	-	-	-
Repayment of term loan	-	-	-	-	-	-	-	-	(2,150)	-	-
Net proceeds from issuance of convertible preferred stock	-	-	-	-	-	-	-	-	9,988	-	-
Payments of costs related to stock offerings	-	-	-	-	-	-	-	-	-	-	-
Net Proceeds from exercise of equity awards	2,075	(2,075)	-	-	-	-	-	-	5,428	-	-
Cash proceeds from common stock exercise		18,405	5,894	17,589	11,870	19,802	3,598	13,673		41,888	48,943
Repayment of notes receivable from stockholders	-	-	-	-	-	-	-	-	7,294	-	-
	448,009	15,676	4,952	17,589	11,870	766,802	3,128	13,673	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)	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	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	173,918	146,363	402,102



Revenue Metrics

	2014				2015				Annual	
	Q1'14 03/31/14	Q2'14 06/30/14	Q3'14 09/30/14	Q4'14 12/31/14	Q1'15 03/31/15	Q2'15 06/30/15	Q3'15 09/30/15	Q4'15 12/31/15	2014	2015
	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	Rounded (\$000)	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	66,598	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	121,907	205,303
Subtotal: Product and product subscriptions	47,055	65,708	81,134	106,256	83,613	98,206	113,693	126,423	300,153	421,935
Support	10,751	11,874	14,198	16,583	19,084	21,429	23,245	26,042	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	72,103	111,232
Subtotal: Support, maint, and professional svcs.	26,925	28,782	33,078	36,727	41,757	49,001	51,923	58,351	125,509	201,032
Subscriptions and Services As Reported	49,728	56,807	65,837	75,047	85,133	97,511	105,515	118,176	247,416	406,335
Total revenue	73,980	94,489	114,211	142,982	125,370	147,207	165,616	184,774	425,662	622,967
Subtotal - Recurring Subscriptions and Support	33,554	39,899	46,957	54,903	62,460	69,939	76,837	85,867	175,314	295,103
<i>% of revenue</i>	45%	42%	41%	38%	50%	48%	46%	46%	41%	47%
Revenue Mix										
Product	33%	40%	42%	48%	32%	34%	36%	36%	42%	35%
Product Subscriptions and FireEye as a Service	31%	30%	29%	27%	35%	33%	32%	32%	29%	33%
Subtotal: Product and product subscriptions	64%	70%	71%	74%	67%	67%	69%	68%	71%	68%
Support and maintenance	15%	13%	12%	12%	15%	15%	14%	14%	13%	14%
Incident response and professional services	22%	18%	17%	14%	18%	19%	17%	17%	17%	18%
Subtotal: Support, maint. and professional svcs.	36%	30%	29%	26%	33%	33%	31%	32%	29%	32%
Revenue by Geography										
US Revenue	55,728	69,636	86,626	107,152	89,189	106,131	119,934	123,951	319,142	439,205
EMEA	9,245	14,678	15,017	18,782	16,792	18,971	17,574	27,623	57,721	80,960
APAC	6,327	6,621	9,502	11,834	13,720	15,610	19,878	23,801	34,284	73,009
Other	2,680	3,554	3,064	5,214	5,669	6,495	8,230	9,399	14,513	29,793
International Revenue	18,252	24,853	27,583	35,830	36,181	41,076	45,682	60,823	106,518	183,762
Total revenue	73,980	94,489	114,209	142,982	125,370	147,207	165,616	184,774	425,662	622,967
US revenue %	75%	74%	76%	75%	71%	72%	72%	67%	75%	71%
International revenue %	25%	26%	24%	25%	29%	28%	28%	33%	25%	29%



Billings Metrics

	2014				2015				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
	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	66,379	173,323	212,233
Product Subscriptions (including FireEye-aaS)	<u>39,435</u>	<u>42,086</u>	<u>71,925</u>	<u>80,242</u>	<u>63,736</u>	<u>72,454</u>	<u>82,481</u>	<u>108,701</u>	<u>233,688</u>	<u>327,372</u>
Subtotal: Product & Product Subscriptions	65,496	77,659	116,060	147,796	101,970	121,278	141,277	175,080	407,011	539,605
Support	15,695	18,582	30,717	39,796	22,842	31,107	35,708	47,790	104,790	137,447
Incident Response and Professional Services	<u>17,997</u>	<u>17,534</u>	<u>18,348</u>	<u>25,012</u>	<u>26,779</u>	<u>25,949</u>	<u>33,607</u>	<u>34,035</u>	<u>78,890</u>	<u>120,370</u>
Subtotal: Support, maint. and professional svcs.	33,692	36,116	49,065	64,808	49,621	57,056	69,315	81,825	183,681	257,817
Total Billings	99,188	113,775	165,125	212,604	151,591	178,334	210,592	256,905	590,691	797,422
Subtotal Recurring Subscriptions and Support	55,130	60,669	102,642	120,038	86,578	103,561	118,189	156,491	338,479	464,819
<i>% of total billings</i>	56%	53%	62%	56%	57%	58%	56%	61%	57%	58%
Billings Mix										
Product	26%	31%	27%	32%	25%	27%	28%	26%	29%	27%
Product Subscriptions (including FireEye-aaS)	<u>40%</u>	<u>37%</u>	<u>44%</u>	<u>38%</u>	<u>42%</u>	<u>41%</u>	<u>39%</u>	<u>42%</u>	<u>40%</u>	<u>41%</u>
Subtotal: Product and Product Subscriptions	66%	68%	70%	70%	67%	68%	67%	68%	69%	68%
Support	16%	16%	19%	19%	15%	17%	17%	19%	18%	17%
Incident Response and Professional Services	<u>18%</u>	<u>15%</u>	<u>11%</u>	<u>12%</u>	<u>18%</u>	<u>15%</u>	<u>16%</u>	<u>13%</u>	<u>13%</u>	<u>15%</u>
Subtotal: Support, maint. and professional svcs.	34%	32%	30%	30%	33%	32%	33%	32%	31%	32%

