

FireEye Inc. (FY ending Dec)
Key Metrics Summary (\$'000)

	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18
	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4
Billings (\$)								
Total Billings	\$ 144,970	\$ 173,582	\$ 202,883	\$ 240,564	\$ 175,106	\$ 196,116	\$ 219,250	\$ 265,206
Total Billings (Y/Y %)	-20%	-12%	-8%	8%	21%	13%	8%	10%
Revenue (\$)								
Total Revenue	\$ 184,759	\$ 191,722	\$ 197,366	\$ 205,801	\$ 199,070	\$ 202,696	\$ 211,651	\$ 217,533
Total Revenue (Y/Y %)	9%	13%	8%	11%	8%	6%	7%	6%
Deferred Revenue (\$)								
Current deferred revenue	499	498,666	512,458	546,615	533,540	525,617	528,752	556,815
Non-current deferred revenue	389,296	371,154	362,879	363,485	352,596	353,939	358,403	378,013
Total Deferred Revenue	\$ 887,960	\$ 869,820	\$ 875,337	\$ 910,100	\$ 886,136	\$ 879,556	\$ 887,155	\$ 934,828
Total Deferred Revenue (Y/Y %)				-2%	0%	1%	1%	3%
Selected Recurring Items								
Recurring Billings as a % of Total Billings	59%	58%	64%	64%	71%	65%	65%	65%
Average Contract Length for Recurring Billings (months)	22.6	22.6	25.0	23.6	23.9	23.5	25.1	25.1
Annual Recurring Revenue (\$)								
Product and related subscription and support	66%	67%	66%	65%	65%	64%	63%	62%
Cloud subscription & managed service	34%	33%	34%	35%	35%	36%	37%	38%
Annual Recurring Revenue	\$ 463,288	\$ 467,129	\$ 488,261	\$ 509,651	\$ 508,979	\$ 521,649	\$ 537,938	\$ 553,415
Selected Income Statement Items								
Non-GAAP Gross Margin (%)	74%	74%	74%	76%	74%	75%	76%	75%
Non-GAAP Operating Margin (%)	-4%	-2%	0%	5%	-3%	2%	7%	5%
Non-GAAP Diluted EPS	\$ (0.05)	\$ (0.03)	\$ (0.02)	\$ 0.04	\$ (0.04)	\$ -	\$ 0.06	\$ 0.06
Selected Balance Sheet Items								
Cash and cash equivalents & short term investments	\$ 875,011	\$ 870,835	\$ 878,767	\$ 896,802	\$ 886,386	\$ 1,075,345	\$ 1,088,301	\$ 1,116,520
Days Sales Outstanding (Based on Billings)	69	61	58	56	53	56	54	55
Selected Cash Flow Statement Items								
Non-GAAP Operating Cash Flow	\$ (16,952)	\$ (11,470)	\$ 12,487	\$ 33,575	\$ 9,187	\$ (712)	\$ 21,899	\$ 31,203
CAPEX	\$ 8,483	\$ 8,829	\$ 8,612	\$ 17,855	\$ 14,487	\$ 12,158	\$ 10,375	\$ 13,811
Free Cash Flow	\$ (25,435)	\$ (20,299)	\$ 3,875	\$ 15,720	\$ (5,300)	\$ (12,870)	\$ 11,524	\$ 17,392
Supplemental Data								
Number of Customers at Quarter End	5,900	6,100	6,300	6,600	6,800	7,100	7,300	7,700
Number of Employees at Quarter End	2,868	2,898	2,977	2,960	3,031	3,060	3,115	3,201
# of Deals > \$1MM	29	27	43	52	29	37	43	60

* FireEye adopted Accounting Standards Update 2014-09, Revenue from Contracts with Customers (Topic 606), effective January 1, 2018 using the full retrospective method. Periods prior to January 1, 2018 have been adjusted to reflect the adoption of the new standard.

FireEye Inc. (FY ending Dec)
GAAP Income Statement (\$000s)

	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	2018 Q4		Calendar	Calendar	Calendar
	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	Y/Y %	Q/Q %	2016*	2017*	2018
Revenue (\$)													
Product, subscription and support	153,729	158,097	163,174	170,965	165,473	167,429	175,653	178,827	5%	2%	584,885	645,965	687,382
Professional services	31,030	33,625	34,192	34,836	33,597	35,267	35,998	38,706	11%	8%	121,110	133,683	143,568
Total revenue	184,759	191,722	197,366	205,801	199,070	202,696	211,651	217,533	6%	3%	705,995	779,648	830,950
Cost of revenue (\$)													
Product, subscription and support	46,423	47,636	48,438	48,289	47,429	46,136	46,752	47,984	-1%	3%	192,659	190,786	188,301
Professional services	19,324	20,158	20,628	20,751	20,500	21,146	20,682	21,846	5%	6%	78,424	80,861	84,174
Total cost of revenue	65,747	67,794	69,066	69,040	67,929	67,282	67,434	69,830	1%	4%	271,083	271,647	272,475
Gross Profit (\$)													
Product, subscription and support	107,306	110,461	114,736	122,676	118,044	121,293	128,901	130,843	7%	2%	392,226	455,179	499,081
Professional services	11,706	13,467	13,564	14,085	13,097	14,121	15,316	16,860	20%	10%	42,686	52,822	59,394
Total Gross Profit	119,012	123,928	128,300	136,761	131,141	135,414	144,217	147,703	8%	2%	434,912	508,001	558,475
Gross Margin (%)													
Product, subscription and support	70%	70%	70%	72%	71%	72%	73%	73%			67%	70%	73%
Professional services	38%	40%	40%	40%	39%	40%	43%	44%			35%	40%	41%
Total Gross Margin	64%	65%	65%	66%	66%	67%	68%	68%			62%	65%	67%
Operating Expenses (\$)													
Research and development	58,352	60,747	64,316	59,858	66,196	63,575	62,120	62,251	4%	0%	279,594	243,273	254,142
% of sales	32%	32%	33%	29%	33%	31%	29%	29%			40%	31%	31%
Sales and marketing	98,988	92,413	92,105	95,772	97,251	94,196	92,297	97,218	2%	5%	437,519	379,278	380,962
% of sales	54%	48%	47%	47%	49%	46%	44%	45%			62%	49%	46%
General and administrative	27,615	27,805	29,823	40,306	28,418	26,179	26,241	24,935	-38%	-5%	139,791	125,549	105,773
% of sales	15%	15%	15%	20%	14%	13%	12%	11%			20%	16%	13%
Restructuring charges	-	-	-	-	-	-	-	-			27,630	-	-
Total Operating Expenses (\$)	184,955	180,965	186,244	195,936	191,865	183,950	180,658	184,404	-6%	2%	884,534	748,100	740,877
Operating Income (Loss)	(65,943)	(57,037)	(57,944)	(59,175)	(60,724)	(48,536)	(36,441)	(36,701)			(449,622)	(240,099)	(182,402)
Operating Margin	-36%	-30%	-29%	-29%	-31%	-24%	-17%	-17%			-64%	-31%	-22%
Other income (expense), net	(9,981)	(10,337)	(10,143)	(9,992)	(10,053)	(22,912)	(11,916)	(10,316)			(44,534)	(40,453)	(55,197)
Loss before income taxes	(75,924)	(67,374)	(68,087)	(69,167)	(70,777)	(71,448)	(48,357)	(47,017)			(494,156)	(280,552)	(237,599)
Provision (benefit) for income taxes	1,293	965	1,127	1,247	1,053	1,411	1,680	1,380			(8,721)	4,632	5,524
Net loss attributed to common stockholders	(77,217)	(68,339)	(69,214)	(70,414)	(71,830)	(72,859)	(50,037)	(48,397)			(485,435)	(285,184)	(243,123)
Net loss per share, basic and diluted	(0.45)	(0.39)	(0.39)	(0.39)	(0.39)	(0.38)	(0.26)	(0.25)			(2.97)	(1.60)	(1.27)
Weighted average shares, basic and diluted	172,236	176,645	179,732	182,281	186,456	189,696	192,359	194,593			163,211	177,757	190,803

* FireEye adopted Accounting Standards Update 2014-09, Revenue from Contracts with Customers (Topic 606), effective January 1, 2018 using the full retrospective method.

Periods prior to January 1, 2018 have been adjusted to reflect the adoption of the new standard.

FireEye Inc. (FY ending Dec)

Summary of Non-GAAP Adjustments to Income Statement (\$000s)

	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	2018 Q4		Calendar	Calendar	Calendar
	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	Y/Y %	Q/Q %	2016*	2017*	2018
Stock-based Compensation (SBC)													
Product, subscription and support cost of revenue	4,360	4,017	4,768	5,104	3,622	3,558	3,552	3,446	-32%	-3%	16,684	18,249	14,178
Professional services cost of revenue	3,672	3,375	3,545	3,815	3,902	3,448	3,491	3,343	-12%	-4%	15,219	14,407	14,184
Cost of revenue	8,032	7,392	8,313	8,919	7,524	7,006	7,043	6,789	-24%	-4%	31,903	32,656	28,362
R&D	14,525	14,057	14,400	13,738	14,353	12,418	11,480	11,252	-18%	-2%	64,755	56,720	49,503
S&M	14,015	10,219	11,674	10,858	12,977	12,223	11,678	10,714	-1%	-8%	57,750	46,766	47,592
G&A	7,317	7,729	7,821	7,327	7,294	7,245	7,125	6,554	-11%	-8%	43,343	30,194	28,218
Restructuring	-	-	-	-	-	-	-	-			1,144	-	-
Total Stock-based Compensation	43,889	39,397	42,208	40,842	42,148	38,892	37,326	35,309	-14%	-5%	198,895	166,336	153,675
Amortization of Intangibles													
Product, subscription and support cost of revenue	10,179	10,176	10,177	10,156	8,662	8,717	8,716	8,505	-16%	-2%	45,431	40,688	34,600
R&D	162	163	162	257	157	134	134	135	-47%	1%	618	744	560
S&M	4,447	4,448	4,447	4,541	3,795	3,795	3,794	3,784	-17%	0%	17,978	17,883	15,168
G&A	-	-	-	-	-	-	-	-			-	-	-
Total Amortization of Intangibles	14,788	14,787	14,786	14,954	12,614	12,646	12,644	12,424	-17%	-2%	64,027	59,315	50,328
Amort of SBC Capitalized in Software Dev Costs													
Product, subscription and support cost of revenue	-	-	-	-	-	188	196	198			-	-	582
Professional Services cost of revenue	-	-	-	-	-	94	98	100			-	-	292
Cost of revenue	-	-	-	-	-	282	294	298			-	-	874
R&D	-	-	-	-	-	215	330	409			-	-	954
S&M	-	-	-	-	-	-	-	-			-	-	-
G&A	-	-	-	-	-	-	-	-			-	-	-
Total Amort of SBC Capitalized in Software Dev Costs	-	-	-	-	-	497	624	707			-	-	1,828
Other Non-GAAP Adjustments													
Acquisition-related expenses	-	-	-	440	264	-	-	-			2,413	440	264
Change in fair value of contingent earn-out liability	13	(67)	-	-	-	-	-	-			2,356	(54)	-
Restructuring	-	-	-	-	-	-	-	-			27,630	-	-
Non-cash interest expense	9,226	9,340	9,457	9,575	9,694	10,450	11,494	11,635			35,782	37,598	43,273
Change in Fair Value of Warrants	-	-	-	-	-	-	-	-			-	-	-
Loss on repurchase of convertible senior note	-	-	-	-	-	10,764	-	-			-	-	10,764
Litigation settlement-related expense	-	-	-	12,500	-	-	-	-			-	12,500	-
Discrete provision/(benefit) from income taxes	-	-	-	-	(382)	98	(196)	(142)			(11,839)	-	(622)
Total Other Non-GAAP Adjustments	9,239	9,273	9,457	22,515	9,576	21,312	11,298	11,493	-49%	2%	56,342	50,484	53,679
Total Non-GAAP Adjustments	67,916	63,457	66,451	78,311	64,338	73,347	61,892	59,933	-23%	-3%	318,120	276,135	257,682

* FireEye adopted Accounting Standards Update 2014-09, Revenue from Contracts with Customers (Topic 606), effective January 1, 2018 using the full retrospective method.

Periods prior to January 1, 2018 have been adjusted to reflect the adoption of the new standard.

FireEye Inc. (FY ending Dec)
Non-GAAP Income Statement (\$000s)

	Mar-17 Q1*	Jun-17 Q2*	Sep-17 Q3*	Dec-17 Q4*	Mar-18 Q1	Jun-18 Q2	Sep-18 Q3	Dec-18 Q4	2018 Q4 Y/Y % Q/Q %		Calendar 2016*	Calendar 2017*	Calendar 2018
Billings (\$)	144,970	173,582	202,883	240,564	175,106	196,116	219,250	265,206	10%	21%	822,787	761,999	855,678
Revenue (\$)													
Product, subscription and support	153,729	158,097	163,174	170,965	165,473	167,429	175,653	178,827	5%	2%	584,885	645,965	687,382
Professional services	31,030	33,625	34,192	34,836	33,597	35,267	35,998	38,706	11%	8%	121,110	133,683	143,568
Total Revenue	184,759	191,722	197,366	205,801	199,070	202,696	211,651	217,533	6%	3%	705,995	779,648	830,950
Cost of revenue (\$)													
Product, subscription and support	31,885	33,442	33,493	33,029	35,145	33,673	34,288	35,835	8%	5%	130,421	131,849	138,941
Professional services	15,652	16,783	17,083	16,936	16,598	17,604	17,093	18,403	9%	8%	63,205	66,454	69,698
Total Cost of Revenue	47,537	50,225	50,576	49,965	51,743	51,277	51,381	54,238	9%	6%	193,626	198,303	208,639
Gross Profit (\$)													
Product, subscription and support	121,844	124,655	129,681	137,936	130,328	133,756	141,365	142,992	4%	1%	454,464	514,116	548,441
Professional services	15,378	16,842	17,109	17,900	16,999	17,663	18,905	20,303	13%	7%	57,905	67,229	73,870
Total Gross Profit	137,222	141,497	146,790	155,836	147,327	151,419	160,270	163,295	5%	2%	512,369	581,345	622,311
Gross Margin (%)													
Product, subscription and support	79%	79%	79%	81%	79%	80%	80%	80%			78%	80%	80%
Professional services	50%	50%	50%	51%	51%	50%	53%	52%			48%	50%	51%
Total Gross Margin	74%	74%	74%	76%	74%	75%	76%	75%			73%	75%	75%
Operating expenses (\$)													
Research and development	43,665	46,527	49,754	45,863	51,686	50,808	50,176	50,455	10%	1%	214,221	185,809	203,125
% of sales	24%	24%	25%	22%	26%	25%	24%	23%			30%	24%	24%
Sales and marketing	80,526	77,746	75,984	80,373	80,479	78,178	76,825	82,720	3%	8%	361,791	314,629	318,202
% of sales	44%	41%	38%	39%	40%	39%	36%	38%			51%	40%	38%
General and administrative	20,285	20,143	22,002	20,039	20,860	18,934	19,116	18,381	-8%	-4%	91,679	82,469	77,291
% of sales	11%	11%	11%	10%	10%	9%	9%	8%			13%	11%	9%
Total Operating Expenses (\$)	144,476	144,416	147,740	146,275	153,025	147,920	146,117	151,556	4%	4%	667,691	582,907	598,618
Operating Income (Loss)	(7,254)	(2,919)	(950)	9,561	(5,698)	3,499	14,153	11,739	23%	-17%	(155,322)	(1,562)	23,693
Operating Margin	-4%	-2%	0%	5%	-3%	2%	7%	5%			-22%	0%	3%
Other income (expense), net	(755)	(997)	(686)	(417)	(359)	(1,698)	(422)	1319			(8,752)	(2,855)	(1,160)
Income (loss) before income taxes	(8,009)	(3,916)	(1,636)	9,144	(6,057)	1,801	13,731	13,058			(164,074)	(4,417)	22,533
Provision (benefit) for income taxes	1,293	965	1,127	1,247	1,435	1,313	1,876	1,522			3,118	4,632	6,146
Net income (loss) attributed to common stockholders	(9,302)	(4,881)	(2,763)	7,897	(7,492)	488	11,855	11,536			(167,192)	(9,049)	16,387
Net income/(loss) per share:													
Basic	(0.05)	(0.03)	(0.02)	0.04	(0.04)	-	0.06	0.06			(1.02)	(0.05)	0.09
Diluted				0.04	-	-	0.06	0.06					0.08
Weighted-average shares outstanding:													
Basic	172,236	176,645	179,732	182,281	186,456	189,696	192,359	194,593			163,211	177,757	190,803
Diluted				189,974		197,976	199,598	203,440				177,757	198,851

* FireEye adopted Accounting Standards Update 2014-09, Revenue from Contracts with Customers (Topic 606), effective January 1, 2018 using the full retrospective method. Periods prior to January 1, 2018 have been adjusted to reflect the adoption of the new standard.

FireEye Inc. (FY ending Dec)

Balance Sheet (\$000s)

	Dec-16 Q4*	Mar-17 Q1*	Jun-17 Q2*	Sep-17 Q3*	Dec-17 Q4*	Mar-18 Q1	Jun-18 Q2	Sep-18 Q3	Dec-18 Q4	2018 Q4 Y/Y % Q/Q %	
Current assets:											
Cash and cash equivalents	223,667	163,374	154,442	160,807	180,891	167,850	351,370	397,297	409,829	127%	3%
Short term investments	712,058	711,637	716,393	717,960	715,911	718,536	723,975	691,004	706,691	-1%	2%
Accounts receivable, net of allowance for doubtful accounts	133,686	110,999	116,655	128,243	146,317	103,056	120,893	129,163	157,817	8%	22%
Inventories, net	5,955	6,195	5,837	5,368	5,746	6,806	6,744	6,067	6,548	14%	8%
Prepaid expenses and other current assets	84,580	89,623	95,823	94,566	93,799	102,851	92,632	97,546	100,295	7%	3%
Total current assets	1,159,946	1,081,828	1,089,150	1,106,944	1,142,664	1,099,099	1,295,614	1,321,077	1,381,180	21%	5%
Property and equipment, net	61,852	60,814	60,122	67,147	71,357	76,579	81,373	86,251	89,163	25%	3%
Goodwill	978,260	978,260	978,260	978,260	984,661	999,920	999,888	999,888	999,804	2%	0%
Intangible assets	244,032	229,245	214,458	199,671	187,388	180,875	168,229	155,583	143,162	-24%	-8%
Deposits and other long-term assets	82,002	76,289	71,695	69,804	72,767	69,912	69,370	74,116	82,769	14%	12%
Total assets	2,526,092	2,426,436	2,413,685	2,421,826	2,458,837	2,426,385	2,614,474	2,636,915	2,696,078	10%	2%
Current liabilities:											
Accounts payable	20,269	25,487	27,910	32,487	35,684	30,749	32,308	31,938	26,944	-24%	-16%
Accrued liabilities	22,997	22,067	20,387	22,083	19,569	23,817	20,512	27,982	29,797	52%	6%
Accrued compensation	96,004	50,083	50,142	59,117	59,588	54,020	58,379	63,951	63,808	7%	0%
Debt, current portion	-	-	-	-	-	-	-	-	-	#DIV/0!	#DIV/0!
Deferred revenue, current portion	508,718	498,664	498,666	512,459	546,615	533,540	525,617	528,752	556,815	2%	5%
Total current liabilities	647,988	596,301	597,105	626,146	661,456	642,126	636,816	652,623	677,364	2%	4%
Long term debt, net of current portion	-	-	-	-	-	-	-	-	-	#DIV/0!	#DIV/0!
Convertible senior notes, net	741,980	751,206	760,546	770,003	779,578	789,272	939,447	950,942	962,577	23%	1%
Deferred revenue, non-current portion	419,031	389,296	371,154	362,878	363,485	352,596	353,939	358,403	378,013	4%	5%
Deferred tax liabilities, non-current portion	-	-	-	-	-	-	-	-	-	#DIV/0!	#DIV/0!
Preferred stock warrant liability	-	-	-	-	-	-	-	-	-	#DIV/0!	#DIV/0!
Other long-term liabilities	7,087	8,320	15,438	15,200	22,102	22,957	23,844	24,085	27,730	25%	15%
Total liabilities	1,816,086	1,745,123	1,744,243	1,774,227	1,826,621	1,806,951	1,954,046	1,986,053	2,045,684	12%	3%
Stockholders' equity (deficit):											
Common stock, par value \$0.0001 per share	17	18	18	18	19	19	20	20	20	5%	0%
Additional paid in capital	2,682,909	2,731,108	2,787,551	2,834,744	2,891,441	2,952,085	3,064,955	3,104,476	3,152,159	9%	2%
Treasury stock	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	(150,000)	0%	0%
Accumulated other comprehensive income (loss)	(1,742)	(1,419)	(1,393)	(1,214)	(2,881)	(4,476)	(3,495)	(2,545)	(2,299)	-20%	-10%
Accumulated deficit	(1,821,178)	(1,898,394)	(1,966,734)	(2,035,949)	(2,106,363)	(2,178,194)	(2,251,052)	(2,301,089)	(2,349,486)	12%	2%
Total stockholders' equity	710,006	681,313	669,442	647,599	632,216	619,434	660,428	650,862	650,394	3%	0%
Total liabilities and stockholders' equity	2,526,092	2,426,436	2,413,685	2,421,826	2,458,837	2,426,385	2,614,474	2,636,915	2,696,078	10%	2%
Cash and cash equivalents & short term investments	935,725	875,011	870,835	878,767	896,802	886,386	1,075,345	1,088,301	1,116,520	24%	1%
Days Sales Outstanding (based on non-GAAP Billings):											
Billings	223,256	144,970	173,582	202,883	240,564	175,106	196,116	219,250	265,206	8%	12%
Number of Days in the Quarter	92	90	91	92	92	90	91	92	92	0%	1%
Days Sales Outstanding	55	69	61	58	56	53	56	54	55	-7%	-3%

* FireEye adopted Accounting Standards Update 2014-09, Revenue from Contracts with Customers (Topic 606), effective January 1, 2018 using the full retrospective method.

Periods prior to January 1, 2018 have been adjusted to reflect the adoption of the new standard.

FireEye Inc. (FY ending Dec)

Cash Flows Statement (\$000s)

	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	2018 Q4		Calendar	Calendar
	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	Y/Y %	Q/Q %	2017*	2018
CASH FLOWS FROM OPERATING ACTIVITIES:												
Net loss	(77,217)	(68,339)	(69,214)	(70,414)	(71,830)	(72,859)	(50,037)	(48,397)	-31%	-3%	(285,184)	(243,123)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:												
Depreciation and amortization	26,365	26,408	25,839	24,805	22,389	22,212	22,087	19,817	-20%	-10%	103,417	86,505
Stock-based compensation	43,889	39,397	42,206	40,844	42,148	38,892	37,326	35,309	-14%	-5%	166,336	153,675
Non-cash interest expense related to convertible senior notes	9,226	9,340	9,457	9,575	9,694	10,450	11,494	11,635	22%	1%	37,598	43,273
Loss on repurchase of convertible senior notes	-	-	-	-	-	10,764	-	-			-	10,764
Deemed repayment of convertible senior notes attributable to accreted debt discount	-	-	-	-	-	(43,575)	-	-			-	(43,575)
Change in fair value of contingent earn-out liability	13	(67)	-	-	-	-	-	-			(54)	-
Deferred income taxes	251	-	(304)	(1,234)	(60)	-	(71)	(178)			(1,287)	(309)
Other	2,120	1,347	1,628	2,075	1,342	1,030	1,390	953	-54%	-31%	7,170	4,715
Changes in operating assets and liabilities:												
Accounts receivable	22,021	(5,823)	(12,041)	(18,591)	42,986	(18,094)	(8,923)	(27,574)	48%	209%	(14,434)	(11,605)
Inventories	(1,090)	517	(1,317)	(1,443)	(1,373)	(893)	(1,880)	(1,070)	-26%	-43%	(3,333)	(5,216)
Prepaid expenses and other assets	630	(2,135)	5,034	1,836	(6,330)	11,222	(7,906)	(10,765)	-686%	36%	5,365	(13,779)
Accounts payable	3,331	462	(4,753)	7,000	(5,354)	1,202	(2,463)	(1,590)	-123%	-35%	6,040	(8205)
Accrued liabilities	(930)	(1,680)	1,695	(2,744)	4,254	(3,305)	7,470	1,815	-166%	-76%	(3,659)	10,234
Accrued compensation	(7,006)	125	8,976	470	(5,568)	4,359	5,573	(144)	-131%	-103%	2,565	4,220
Deferred revenue	(39,789)	(18,140)	5,517	34,763	(23,965)	(6,580)	7,599	47,674	37%	527%	(17,649)	24,728
Other long-term liabilities	1,234	7,118	(236)	6,633	854	888	240	3,718	-44%	1449%	14,749	5,700
Net cash provided by (used in) operating activities	(16,952)	(11,470)	12,487	33,575	9,187	(44,287)	21,899	31,203	-7%	42%	17,640	18,002
CASH FLOWS FROM INVESTING ACTIVITIES:												
Acquisition of business, net of cash acquired	-	-	-	(4,300)	(5,977)	32	-	84			(4,300)	(5,861)
Purchase of property and equipment and demonstration units	(8,483)	(8,829)	(8,612)	(17,855)	(14,487)	(12,158)	(10,375)	(13,811)	-23%	33%	(43,779)	(50,831)
Purchase of short-term investments	(98,480)	(124,430)	(92,716)	(93,732)	(109,469)	(109,373)	(127,746)	(133,274)	42%	4%	(409,358)	(479,862)
Maturity of short-term investments	94,689	118,825	90,528	93,441	104,711	104,334	161,083	117,013	25%	-27%	397,483	487,141
Sale of short-term investments	3,620	-	-	-	-	-	-	-			3,620	-
Purchase of investment in private company	-	-	-	(2,500)	-	-	-	-			(2,500)	-
Lease deposits	(70)	(74)	(307)	(38)	(116)	142	213	36	-195%	-83%	(489)	275
Net cash provided by (used in) investing activities	(8,724)	(14,508)	(11,107)	(24,984)	(25,338)	(17,023)	23,175	(29,952)	20%	-229%	(59,323)	(49,138)
CASH FLOWS FROM FINANCING ACTIVITIES:												
Net proceeds from convertible debt offering	-	-	-	-	-	584,405	-	-			-	584,405
Purchase of capped calls	-	-	-	-	-	(65,220)	-	-			-	(65,220)
Repurchase of convertible senior notes	-	-	-	-	-	(286,817)	-	-			-	(286,817)
Payments for contingent earn-outs	(38,928)	-	-	-	-	-	-	-			(38,928)	-
Payment related to shares withheld for taxes	-	(590)	(414)	(404)	-	-	-	-			(1,408)	-
Proceeds from employee stock purchase plan	-	10,764	-	9,330	-	10,993	-	9,823			20,094	20,816
Proceeds from exercise of stock options	4,311	6,872	5,399	2,567	3,110	1,469	853	1,458	-43%	71%	19,149	6,890
Net cash provided by (used) in financing activities	(34,617)	17,046	4,985	11,493	3,110	244,830	853	11,281	-2%	1223%	(1,093)	260,074
Net change in cash and cash equivalents	(60,293)	(8,932)	6,365	20,084	(13,041)	183,520	45,927	12,532	-38%	-73%	(42,776)	228,938
Cash and cash equivalents, beginning of period	223,667	163,374	154,442	160,807	180,891	167,850	351,370	397,297	147%	13%	223,667	180,891
Cash and cash equivalents, end of period	163,374	154,442	160,807	180,891	167,850	351,370	397,297	409,829	127%	3%	180,891	409,829
FREE CASH FLOW (FCF) CALCULATION:												
GAAP net cash provided by (used in) operating activities	(16,952)	(11,470)	12,487	33,575	9,187	(44,287)	21,899	31,203	75%	-149%	17,640	18,002
Deemed repayment of convertible notes attributable to accreted debt discount	-	-	-	-	-	(43,575)	-	-			-	(43,575)
Non-GAAP net cash provided by (used in) operating activities	(16,952)	(11,470)	12,487	33,575	9,187	(712)	21899	31,203	75%	-3,176%	17,640	61,577
Less: purchase of property and equipment and demonstration units	(8,483)	(8,829)	(8,612)	(17,855)	(14,487)	(12,158)	(10,375)	(13,811)	20%	-15%	(43,779)	
Free cash flow	(25,435)	(20,299)	3,875	15,720	(5,300)	(12,850)	11,524	17,392	197%	-190%	(26,139)	

* FireEye adopted Accounting Standards Update 2014-09, Revenue from Contracts with Customers (Topic 606), effective January 1, 2018 using the full retrospective method.

Periods prior to January 1, 2018 have been adjusted to reflect the adoption of the new standard.

FireEye Inc. (FY ending Dec)

Revenue Metrics (\$000s)

	Mar-17 Q1*	Jun-17 Q2*	Sep-17 Q3*	Dec-17 Q4*	Mar-18 Q1	Jun-18 Q2	Sep-18 Q3	Dec-18 Q4	Calendar 2016*	Calendar 2017*	Calendar 2018
Revenue (\$)											
Product and related subscription and support	112,184	119,107	121,922	126,308	121,092	122,392	127,011	128,497	437,238	479,521	498,992
Cloud subscription and managed service	41,545	38,990	41,252	44,657	44,381	45,037	48,642	50,330	147,647	166,444	188,390
Professional services	31,030	33,625	34,192	34,836	33,597	35,267	35,998	38,706	121,110	133,683	143,568
Total Revenue	184,759	191,722	197,366	205,801	199,070	202,696	211,651	217,533	705,995	779,648	830,950
Revenue Mix (% of total)											
Product and related subscription and support	61%	62%	62%	61%	61%	60%	60%	59%	62%	62%	60%
Cloud subscription and managed service	22%	20%	21%	22%	22%	22%	23%	23%	21%	21%	23%
Professional services	17%	18%	17%	17%	17%	17%	17%	18%	17%	17%	17%
Total Revenue	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Revenue Growth (Y/Y %)											
Product and related subscription and support	10%	14%	6%	9%	8%	3%	4%	2%	-	10%	4%
Cloud subscription and managed service	14%	4%	10%	23%	7%	16%	18%	13%	-	13%	13%
Professional services	0%	21%	14%	7%	8%	5%	5%	11%	-	10%	7%
Total Revenue	9%	13%	8%	11%	8%	6%	7%	6%	-	10%	7%
Additional Revenue Details and Non-Services Revenue Recognized from Deferred Revenue:											
Recurring Revenue as a % of Total Revenue	62%	60%	61%	61%	62%	63%	62%	62%	59%	61%	#VALUE!
Revenue by Geography (\$)											
US	125,285	129,081	131,798	135,068	125,948	128,385	134,093	134,724	490,802	521,232	523,150
EMEA	25,401	27,111	29,245	34,448	34,018	32,130	33,693	35,895	93,832	116,205	135,736
APAC	25,745	27,165	25,770	26,516	27,655	30,275	31,061	33,525	90,682	105,196	122,516
Other	8,328	8,365	10,553	9,769	11,449	11,906	12,804	13,389	30,679	37,015	49,548
International Revenue	59,474	62,641	65,568	70,733	73,122	74,311	77,558	82,809	215,193	258,416	307,800
Total Revenue	184,759	191,722	197,366	205,801	199,070	202,696	211,651	217,533	705,995	779,648	830,950
Revenue by Geography (% of total)											
US	68%	67%	67%	66%	63%	63%	63%	62%	70%	67%	63%
EMEA	14%	14%	15%	17%	17%	16%	16%	17%	13%	15%	16%
APAC	14%	14%	13%	13%	14%	15%	15%	15%	13%	13%	15%
Other	5%	4%	5%	5%	6%	6%	6%	6%	4%	5%	6%
International Revenue	32%	33%	33%	34%	37%	37%	37%	38%	30%	33%	37%
Total Revenue	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

* FireEye adopted Accounting Standards Update 2014-09, Revenue from Contracts with Customers (Topic 606), effective January 1, 2018 using the full retrospective method.

Periods prior to January 1, 2018 have been adjusted to reflect the adoption of the new standard.

FireEye Inc. (FY ending Dec)

Billings Metrics (\$000s)

	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Calendar	Calendar	Calendar
	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	2016*	2017*	2018
Billings (\$)											
Product and related subscription and support	76,930	95,608	112,723	129,548	90,365	107,025	120,502	134,081	499,038	414,809	451,973
Cloud subscription and managed services	35,349	39,270	50,971	69,349	57,110	49,617	59,360	77,816	188,664	194,939	243,903
Professional services	32,691	38,704	39,189	41,667	27,631	39,474	39,388	53,309	135,085	152,251	159,802
Total Billings	144,970	173,582	202,883	240,564	175,106	196,116	219,250	265,206	822,787	761,999	855,678
Billings Mix (% of total)											
Product and related subscription and support	53%	55%	56%	54%	52%	55%	55%	51%	61%	54%	53%
Cloud subscription and managed services	24%	23%	25%	29%	33%	25%	27%	29%	23%	26%	29%
Professional services	23%	22%	19%	17%	16%	20%	18%	20%	16%	20%	19%
Total Billings	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Billings Growth (Y/Y %)											
Product and related subscription and support	-28%	-26%	-19%	4%	17%	12%	7%	3%	-	-17%	9%
Cloud subscription and managed services	-17%	7%	7%	12%	62%	26%	16%	12%	0%	3%	25%
Professional services	0%	27%	12%	13%	-15%	2%	1%	28%	-	13%	5%
Total Billings	-20%	-12%	-8%	8%	21%	13%	8%	10%	-	-7%	12%
Additional Details:											
Recurring Billings as a % of Total Billings	59%	58%	64%	64%	71%	65%	65%	65%	62%	61%	66%

* FireEye adopted Accounting Standards Update 2014-09, Revenue from Contracts with Customers (Topic 606), effective January 1, 2018 using the full retrospective method.

Periods prior to January 1, 2018 have been adjusted to reflect the adoption of the new standard.

FireEye Inc. (FY ending Dec)

Deferred Revenue (\$000s)

	Dec-16	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	2018 Q4 Change			
	Q4*	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	Y/Y \$	Q/Q \$	Y/Y %	Q/Q %
Current Deferred Revenue													
Product and Related Subscription and Support	362,619	354,973	352,026	355,724	365,372	350,081	341,904	336,014	337,605	(27,767)	1,591	-8%	0%
Cloud Subscription and Managed Services	114,499	110,356	108,151	113,173	130,846	139,183	134,914	140,589	154,504	23,658	13,915	18%	10%
Professional Services	31,599	33,335	38,489	43,561	50,397	44,276	48,799	52,149	64,706	14,309	12,557	28%	24%
Total Current Deferred Revenue	508,717	498,664	498,666	512,458	546,615	533,540	525,617	528,752	556,815	10,200	28,063	2%	5%
Non-Current Deferred Revenue													
Product, Related Subscriptions and Support	356,504	328,896	308,344	295,448	289,040	273,603	266,414	265,794	269,787	(19,253)	3,993	-7%	2%
Cloud Subscription and Managed Services	62,125	60,072	62,558	67,255	74,273	78,666	87,513	92,556	106,128	31,855	13,572	43%	15%
Professional Services	403	328	252	176	172	327	12	53	2,098	1,926	2,045	1120%	3858%
Total Non-Current Deferred Revenue	419,032	389,296	371,154	362,879	363,485	352,596	353,939	358,403	378,013	14,528	19,610	4%	5%
Deferred Revenue													
Product, Related Subscriptions and Support	719,123	683,869	660,370	651,172	654,412	623,684	608,318	601,808	607,392	(47,020)	5,584	-7%	1%
Cloud Subscription and Managed Services	176,624	170,428	170,709	180,428	205,119	217,849	222,427	233,145	260,632	55,513	27,487	27%	12%
Professional Services	32,002	33,663	38,741	43,737	50,569	44,603	48,811	52,202	66,804	16,235	14,602	32%	28%
Total Deferred Revenue	927,749	887,960	869,820	875,337	910,100	886,136	879,556	887,155	934,828	24,728	47,673	3%	5%
Current deferred revenue %	55%	56%	57%	59%	60%	60%	60%	60%	60%	-	-	-	-
Non-current deferred revenue %	45%	44%	43%	41%	40%	40%	40%	40%	40%	-	-	-	-

* FireEye adopted Accounting Standards Update 2014-09, Revenue from Contracts with Customers (Topic 606), effective January 1, 2018 using the full retrospective method.

Periods prior to January 1, 2018 have been adjusted to reflect the adoption of the new standard.

FireEye Inc. (FY ending Dec)

GAAP to Non-GAAP Reconciliation (\$000s)

	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Calendar	Calendar	Calendar
	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	2016*	2017*	2018
Product and related subscription and support revenue	112,184	119,107	121,922	126,308	121,092	122,392	127,011	128,497	437,238	479,521	498,992
Plus change in deferred revenue	(35,254)	(23,499)	(9,199)	3,240	(30,727)	(15,367)	(6,509)	5,584	62,298	(64,712)	(47,019)
Less deferred revenue assumed	-	-	-	-	-	-	-	-	(498)	-	-
Non-GAAP Product and related subscription and support billings	76,930	95,608	112,723	129,548	90,365	107,025	120,502	134,081	499,038	414,809	451,973
Cloud subscription and managed services revenue	41,545	38,990	41,252	44,657	44,381	45,037	48,642	50,330	147,647	166,444	188,390
Plus change in deferred revenue	(6,196)	280	9,719	24,692	12,729	4,580	10,718	27,486	61,371	28,495	55,513
Less deferred revenue assumed	-	-	-	-	-	-	-	-	(20,354)	-	-
Non-GAAP Cloud subscription and managed services billings	35,349	39,270	50,971	69,349	57,110	49,617	59,360	77,816	188,664	194,939	243,903
Product, subscription and support revenue	153,729	158,097	163,174	170,965	165,473	167,429	175,653	178,827	584,885	645,965	687,382
Plus change in deferred revenue	(41,450)	(23,219)	520	27,932	(17,998)	(10,787)	4,209	33,070	123,669	(36,217)	8,494
Less deferred revenue assumed	-	-	-	-	-	-	-	-	(20,852)	-	-
Non-GAAP Product, subscription and support billings	112,279	134,878	163,694	198,897	147,475	156,642	179,862	211,897	687,702	609,748	695,876
Professional services revenue	31,030	33,625	34,192	34,836	33,597	35,267	35,998	38,706	121,110	133,683	143,568
Plus change in deferred revenue	1,661	5,079	4,997	6,831	(5,966)	4,207	3,390	14,603	14,210	18,568	16,234
Less deferred revenue assumed	-	-	-	-	-	-	-	-	(235)	-	-
Non-GAAP Professional services billings	32,691	38,704	39,189	41,667	27,631	39,474	39,388	53,309	135,085	152,251	159,802
Total Revenue	184,759	191,722	197,366	205,801	199,070	202,696	211,651	217,533	705,995	779,648	830,950
Plus change in deferred revenue	(39,789)	(18,140)	5,517	34,763	(23,964)	(6,580)	7,599	47,673	137,879	(17,649)	24,728
Less deferred revenue assumed	-	-	-	-	-	-	-	-	(21,087)	-	-
Non-GAAP Billings	144,970	173,582	202,883	240,564	175,106	196,116	219,250	265,206	822,787	761,999	855,678
Cost of Product and related subscription and support revenue	20,782	21,568	21,142	21,193	20,464	19,679	19,569	20,517	90,753	84,685	80,229
Stock-based compensation	(2,001)	(1,113)	(1,594)	(1,548)	(1,673)	(1,630)	(1,630)	(1,479)	(7,488)	(6,256)	(6,412)
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	(94)	(98)	(99)	-	-	-
Amortization of intangibles	(2,803)	(2,802)	(2,802)	(2,781)	(833)	(834)	(833)	(696)	(12,544)	(11,188)	(3,196)
Non-GAAP cost of Product and related subscription and support revenue	15,978	17,653	16,746	16,864	17,958	17,121	17,008	18,243	70,721	67,241	70,621
Cost of Cloud subscription and managed services revenue	25,641	26,068	27,296	27,096	26,965	26,457	27,183	27,467	101,783	106,101	108,072
Stock-based compensation	(2,359)	(2,904)	(3,174)	(3,556)	(1,949)	(1,928)	(1,922)	(1,967)	(9,196)	(11,993)	(7,766)
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	(94)	(98)	(99)	-	-	-
Amortization of intangibles	(7,375)	(7,375)	(7,375)	(7,375)	(7,829)	(7,883)	(7,883)	(7,809)	(32,887)	(29,500)	(31,404)
Non-GAAP cost of Cloud subscription & managed services revenue	15,907	15,789	16,747	16,165	17,187	16,552	17,280	17,592	59,700	64,608	68,902
Cost of Product, subscription and services revenue	46,423	47,636	48,438	48,289	47,429	46,136	46,752	47,984	192,536	190,786	188,301
Stock-based compensation	(4,360)	(4,017)	(4,768)	(5,104)	(3,622)	(3,558)	(3,552)	(3,446)	(16,684)	(18,249)	(14,178)
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	(188)	(196)	(198)	-	-	(582)
Amortization of intangibles	(10,178)	(10,177)	(10,177)	(10,156)	(8,662)	(8,717)	(8,716)	(8,505)	(45,431)	(40,688)	(34,600)
Non-GAAP cost of Product, subscription and services revenue	31,885	33,442	33,493	33,029	35,145	33,673	34,288	35,835	130,421	131,849	138,941
Cost of Professional services revenue	19,324	20,158	20,628	20,751	20,500	21,146	20,682	21,846	78,424	80,861	84,174
Stock-based compensation	(3,672)	(3,375)	(3,545)	(3,815)	(3,902)	(3,448)	(3,491)	(3,343)	(15,219)	(14,407)	(14,184)
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	(94)	(98)	(100)	-	-	(292)
Amortization of intangibles	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP cost of Professional services revenue	15,652	16,783	17,083	16,936	16,598	17,604	17,093	18,403	63,205	66,454	69,698
Total Cost of Revenue	65,747	67,794	69,066	69,040	67,929	67,282	67,434	69,830	270,960	271,647	272,475
Stock-based compensation	(8,032)	(7,392)	(8,313)	(8,919)	(7,524)	(7,006)	(7,043)	(6,789)	(31,903)	(32,656)	(28,362)
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	(282)	(294)	(298)	-	-	(874)
Amortization of intangibles	(10,178)	(10,177)	(10,177)	(10,156)	(8,662)	(8,717)	(8,716)	(8,505)	(45,431)	(40,688)	(34,600)
Non-GAAP cost of revenue	47,537	50,225	50,576	49,965	51,743	51,277	51,381	54,238	193,626	198,303	208,639

FireEye Inc. (FY ending Dec)

GAAP to Non-GAAP Reconciliation (\$000s)

	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Calendar	Calendar	Calendar
	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	2016*	2017*	2018
Gross profit - Product and related subscription and support	91,402	97,539	100,780	105,115	100,628	102,713	107,442	107,980	346,485	394,836	418,763
Stock-based compensation	2,001	1,113	1,594	1,548	1,673	1,630	1,630	1,479	7,488	6,256	6,412
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	94	98	99	-	-	291
Amortization of intangibles	2,803	2,802	2,802	2,781	833	834	833	696	12,544	11,188	3,196
Non-GAAP gross profit - Product and related subscription and support	96,206	101,454	105,176	109,444	103,134	105,271	110,003	110,254	366,517	412,280	428,662
Gross profit - Cloud subscription and managed services	15,904	12,922	13,956	17,561	17,416	18,580	21,459	22,863	45,864	60,343	80,318
Stock-based compensation	2,359	2,904	3,174	3,556	1,949	1,928	1,922	1,967	9,196	11,993	7,766
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	94	98	99	-	-	291
Amortization of intangibles	7,375	7,375	7,375	7,375	7,829	7,883	7,883	7,809	32,887	29,500	31,404
Non-GAAP gross profit - Cloud subscription and managed services	25,638	23,201	24,505	28,492	27,194	28,485	31,362	32,738	87,947	101,836	119,779
Gross profit - Product, subscription and support	107,306	110,461	114,736	122,676	118,044	121,293	128,901	130,843	392,349	455,179	499,081
Stock-based compensation	4,360	4,017	4,768	5,104	3,622	3,558	3,552	3,446	16,684	18,249	14,178
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	188	196	198	-	-	582
Amortization of intangibles	10,178	10,177	10,177	10,156	8,662	8,717	8,716	8,505	45,431	40,688	34,600
Non-GAAP gross profit - Product, subscription and support	121,844	124,655	129,681	137,936	130,328	133,756	141,365	142,992	454,464	514,116	548,441
Gross profit - Professional services	11,706	13,467	13,564	14,085	13,097	14,121	15,316	16,860	42,686	52,822	59,394
Stock-based compensation	3,672	3,375	3,545	3,815	3,902	3,448	3,491	3,343	15,219	14,407	14,184
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	94	98	100	-	-	292
Amortization of intangibles	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP gross profit - Professional services	15,378	16,842	17,109	17,900	16,999	17,663	18,905	20,303	57,905	67,229	73,870
Gross profit	119,012	123,928	128,300	136,761	131,141	135,414	144,217	147,703	435,035	508,001	558,475
Stock-based compensation	8,032	7,392	8,313	8,919	7,524	7,006	7,043	6,789	31,903	32,656	28,362
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	282	294	298	-	-	874
Amortization of intangibles	10,178	10,177	10,177	10,156	8,662	8,717	8,716	8,505	45,431	40,688	34,600
Non-GAAP gross profit	137,222	141,497	146,790	155,836	147,327	151,419	160,270	163,295	512,369	581,345	622,311
Research and development	58,352	60,747	64,316	59,858	66,196	63,575	62,120	62,251	279,594	243,273	254,142
Stock-based compensation	(14,525)	(14,057)	(14,400)	(13,738)	(14,353)	(12,418)	(11,480)	(11,252)	(64,755)	(56,720)	(49,503)
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	(215)	(330)	(409)	-	-	(954)
Amortization of intangibles	(162)	(163)	(162)	(257)	(157)	(134)	(134)	(135)	(618)	(744)	(560)
Non-GAAP research and development	43,665	46,527	49,754	45,863	51,686	50,808	50,176	50,455	214,221	185,809	203,125
Sales and marketing	98,988	92,413	92,105	95,772	97,251	94,196	92,297	97,218	437,519	379,278	380,962
Stock-based compensation	(14,015)	(10,219)	(11,674)	(10,858)	(12,977)	(12,223)	(11,678)	(10,714)	(57,750)	(46,766)	(47,592)
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	-	-	-	-	-	-
Amortization of intangibles	(4,447)	(4,448)	(4,447)	(4,541)	(3,795)	(3,795)	(3,794)	(3,784)	(17,978)	(17,883)	(15,168)
Non-GAAP sales and marketing	80,526	77,746	75,984	80,373	80,479	78,178	76,825	82,720	361,791	314,629	318,202
General and administrative	27,615	27,805	29,823	40,306	28,418	26,179	26,241	24,935	139,791	125,549	105,773
Stock-based compensation	(7,317)	(7,729)	(7,821)	(7,327)	(7,294)	(7,245)	(7,125)	(6,554)	(43,343)	(30,194)	(28,218)
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	-	-	-	-	-	-
Amortization of intangibles	-	-	-	-	-	-	-	-	-	-	-
Acquisition related costs	-	-	-	(440)	(264)	-	-	-	(2,413)	(440)	(264)
Legal settlement-related expense	-	-	-	(12,500)	-	-	-	-	-	(12,500)	-
Change in fair value of contingent earn-out liability	(13)	67	-	-	-	-	-	-	(2,356)	54	-
Non-GAAP general and administrative	20,285	20,143	22,002	20,039	20,860	18,934	19,116	18,381	91,679	82,469	77,291
Restructuring charges	-	-	-	-	-	-	-	-	(27,630)	-	-
Restructuring	-	-	-	-	-	-	-	-	(27,630)	-	-
Total operating expenses	184,955	180,965	186,244	195,936	191,865	183,950	180,658	184,404	884,534	748,100	740,877
Stock-based compensation	(35,857)	(32,005)	(33,895)	(31,923)	(34,624)	(31,886)	(30,283)	(28,520)	(165,848)	(133,680)	(125,313)
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	(215)	(330)	(409)	-	-	(954)
Amortization of intangibles	(4,609)	(4,611)	(4,609)	(4,798)	(3,952)	(3,929)	(3,928)	(3,919)	(18,596)	(18,627)	(15,728)
Acquisition related costs	-	-	-	(440)	(264)	-	-	-	(2,413)	(440)	(264)
Legal settlement-related expense	-	-	-	(12,500)	-	-	-	-	-	(12,500)	-
Change in fair value of contingent earn-out liability	(13)	67	-	-	-	-	-	-	(2,356)	54	-
Restructuring charges	-	-	-	-	-	-	-	-	(27,630)	-	-
Non-GAAP total operating expenses	144,476	144,416	147,740	146,275	153,025	147,920	146,117	151,556	667,691	582,907	598,618

FireEye Inc. (FY ending Dec)

GAAP to Non-GAAP Reconciliation (\$000s)

	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Calendar	Calendar	Calendar
	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	2016*	2017*	2018
Operating loss	(65,943)	(57,037)	(57,944)	(59,175)	(60,724)	(48,536)	(36,441)	(36,701)	(449,499)	(240,099)	(182,402)
Stock-based compensation	43,889	39,397	42,208	40,842	42,148	38,892	37,326	35,309	197,751	166,336	153,675
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	497	624	707	-	-	1828
Amortization of intangibles	14,787	14,788	14,786	14,954	12,614	12,646	12,644	12,424	64,027	59,315	50,328
Acquisition related costs	-	-	-	440	264	-	-	-	2,413	440	264
Legal settlement-related expense	-	-	-	12,500	-	-	-	-	-	12,500	-
Change in fair value of contingent earn-out liability	13	(67)	-	-	-	-	-	-	2,356	(54)	-
Restructuring charges	-	-	-	-	-	-	-	-	27,630	-	-
Non-GAAP operating (loss)/income	(7,254)	(2,919)	(950)	9,561	(5,698)	3,499	14,153	11,739	(155,322)	(1,562)	23,693
Other expense, net	(9,981)	(10,337)	(10,143)	(9,992)	(10,053)	(22,912)	(11,916)	(10,316)	(44,534)	(40,453)	(55,197)
Non-cash interest expense	9,226	9,340	9,457	9,575	9,694	10,450	11,494	11,635	35,782	37,598	43,273
Loss on Repurchase of Convertible Note	-	-	-	-	-	10,764	-	-	-	-	10,764
Change in fair value of warrants	-	-	-	-	-	-	-	-	-	-	-
Non-GAAP other expense, net	(755)	(997)	(686)	(417)	(359)	(1,698)	(422)	1,319	(8,752)	(2,855)	(1,160)
Tax provision (benefit)	1,293	965	1,127	1,247	1,053	1,411	1,680	1,380	(8,721)	4,632	5,524
Discrete provision/(benefit) from income tax	-	-	-	-	382	(98)	196	142	11,839	-	622
Non-GAAP tax provision	1,293	965	1,127	1,247	1,435	1,313	1,876	1,522	3,118	4,632	6,146
Net loss attributable to common stockholders, basic and diluted	(77,217)	(68,339)	(69,214)	(70,414)	(71,830)	(72,859)	(50,037)	(48,397)	(485,312)	(285,184)	(243,123)
Stock-based compensation	43,889	39,397	42,208	40,842	42,148	38,892	37,326	35,309	197,751	166,336	153,675
Amortization of stock-based compensation capitalized in software development costs	-	-	-	-	-	497	624	707	-	-	1828
Amortization of intangibles	14,787	14,788	14,786	14,954	12,614	12,646	12,644	12,424	64,028	59,315	50,328
Acquisition related costs	-	-	-	440	264	-	-	-	2,413	440	264
Loss on repurchase of Convertible Notes	-	-	-	-	-	10,764	-	-	-	-	10,764
Legal settlement-related expense	-	-	-	12,500	-	-	-	-	-	12,500	-
Change in fair value of contingent earn-out liability	13	(67)	-	-	-	-	-	-	2,356	(54)	-
Restructuring charges	-	-	-	-	-	-	-	-	27,630	-	-
Non-cash interest expense	9,226	9,340	9,457	9,575	9,694	10,450	11,494	11,635	35,782	37,598	43,273
Change in fair value of warrants	-	-	-	-	-	-	-	-	-	-	-
Discrete benefit from income taxes	-	-	-	-	(382)	98	(196)	(142)	(11,839)	-	(622)
Non-GAAP net (loss)/income	(9,302)	(4,881)	(2,763)	7,897	(7,492)	488	11,855	11,536	(167,191)	(9,049)	16,387
Net cash provided by (used in) operating activities	(16,952)	(11,470)	12,487	33,575	9,187	(44,287)	21,899	31,203	(14,585)	17,640	18,002
Deemed repayment of convertible notes attributable to accreted debt discount	-	-	-	-	-	(43,575)	-	-	-	-	(43,575)
Non-GAAP Net cash provided by (used in) operating activities	(16,952)	(11,470)	12,487	33,575	9,187	(712)	21,899	31,203	(14,585)	17,640	61,577

* FireEye adopted Accounting Standards Update 2014-09, Revenue from Contracts with Customers (Topic 606), effective January 1, 2018 using the full retrospective method.

Periods prior to January 1, 2018 have been adjusted to reflect the adoption of the new standard.

FireEye has provided financial information that has not been prepared in accordance with generally accepted accounting principles in the United States (GAAP). These non-GAAP financial measures are not based on any standardized methodology and are not necessarily comparable to similar measures used by other companies. The company uses these non-GAAP financial measures internally in analyzing its financial results and believes that the use of these non-GAAP financial measures is useful to investors as an additional tool to evaluate ongoing operating results and trends, and in comparing the company's financial results with other companies in its industry, many of which present similar non-GAAP financial measures.

Non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable financial information prepared in accordance with GAAP and should be read only in conjunction with the company's consolidated financial statements prepared in accordance with GAAP. A reconciliation of the company's non-GAAP financial measures to their most directly comparable GAAP measures has been provided in the financial statement tables included in this press release, and investors are encouraged to review the reconciliation.

Billings. FireEye defines billings as revenue recognized plus the change in deferred revenue from the beginning to the end of the period. FireEye excludes deferred revenue assumed in connection with acquisitions from the billings calculation. The company considers billings to be a useful metric for management and investors because billings drive deferred revenue balances, which are an important indicator of the company's future revenues. Revenue recognized from deferred revenue represents a significant percentage of quarterly revenue. There are a number of limitations related to the use of billings versus revenue calculated in accordance with GAAP. First, billings include amounts that have not yet been recognized as revenue. Second, FireEye's calculation of billings may be different from other companies in its industry, some of which may not use billings, may calculate billings differently, may have different billing frequencies, or may use other financial measures to evaluate their performance, all of which could reduce the usefulness of billings as a comparative measure. FireEye compensates for these limitations by providing specific information regarding GAAP revenue and evaluating billings together with revenue calculated in accordance with GAAP.

Non-GAAP gross margin, operating income, operating margin, net income (loss), net income (loss) per share, non-GAAP cash flow generated by (used in) operations, and free cash flow. FireEye defines non-GAAP gross margin as total gross profit excluding stock-based compensation expense, amortization of stock-based compensation expense capitalized in software development costs, amortization of intangible assets, and, as applicable, other special or non-recurring items, divided by total revenue. FireEye defines non-GAAP operating income (loss) as operating income (loss) excluding stock-based compensation expense, amortization of stock-based compensation expense capitalized in software development costs, amortization of intangible assets, legal settlement costs, acquisition-related expenses, change in fair value of contingent earn-out liability, restructuring charges, and other special or non-recurring items. FireEye defines non-GAAP operating margin as non-GAAP operating income divided by total revenue. FireEye defines non-GAAP net income (loss) as net income (loss) excluding stock-based compensation expense, amortization of stock-based compensation expense capitalized in software development costs, amortization of intangible assets, legal settlement costs, acquisition-related expenses, change in fair value of contingent earn-out liability, restructuring charges, other special or non-recurring items, non-cash interest expense related to the company's convertible senior notes, non-cash losses on Series A Notes retired prior to maturity, and discrete tax benefits. FireEye defines non-GAAP net income per share as non-GAAP net income divided by diluted weighted average shares outstanding. Diluted weighted average shares used to calculate non-GAAP net income per share excludes shares issuable upon conversion of the company's convertible senior notes that are anti-dilutive. FireEye defines non-GAAP net loss per share as non-GAAP net loss divided by weighted average shares outstanding, which excludes stock options, restricted stock units, performance stock units, and shares issuable upon conversion of the company's convertible senior notes that are anti-dilutive. FireEye defines non-GAAP cash flow generated by (used in) operations as cash flow generated by (used in) operations excluding amounts deemed to be repayment of accreted debt discount on repurchased convertible senior notes. FireEye defines free cash flow as non-GAAP cash flow generated by (used in) operations less purchases of property and equipment and demonstration units. Non-GAAP net income and net income per share in the second quarter of 2018 excluded stock-based compensation expense, amortization of stock-based compensation expense capitalized in software development costs, amortization of intangible assets, acquisition-related expenses, non-cash interest expense related to convertible senior notes issued in June 2015 and the second quarter of 2018, non-cash losses on the repurchase and retirement of \$340 million principal amount of Series A Notes, and discrete benefit from income taxes. Diluted weighted average shares outstanding used to calculate non-GAAP net income per share excluded shares issuable upon conversion of convertible senior notes that are anti-dilutive.

Non-GAAP net loss and net loss per share for the second quarter of 2017 excluded stock-based compensation expense, amortization of intangible assets, change in fair value of contingent earn-out liability, and non-cash interest expense related to the convertible senior notes issued in June 2015. Weighted average shares outstanding used to calculate non-GAAP loss per share excluded stock options, restricted stock units, performance stock units, and shares issuable upon conversion of convertible senior notes that are anti-dilutive.

Non-GAAP cash generated by operations for the second quarter of 2018 excluded \$43.6 million deemed to be a repayment of accreted debt discount on \$340 million principal amount of the Series A Notes that were repurchased and retired prior to maturity.

FireEye considers these non-GAAP financial measures to be useful metrics for management and investors because they exclude the effect of stock-based compensation expense, amortization of stock-based compensation expense capitalized in software development costs, amortization of intangible assets, acquisition related expenses, non-cash interest expense related to the company's convertible senior notes, deemed repayment of accreted debt discount on repurchased convertible senior notes, change in fair value of contingent earn-out liability, restructuring charges, and other non-recurring and discrete items so that management and investors can compare the company's core business operating results, over multiple periods.

There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalents. First, these non-GAAP financial measures exclude stock-based compensation expense. Stock-based compensation expense has been and will continue to be for the foreseeable future a significant recurring expense in the company's business. Stock-based compensation is an important part of FireEye employees' overall compensation. Second, the components of the costs that FireEye excludes in its calculation of these non-GAAP financial measures, including not only stock-based compensation, but also amortization of stock-based compensation expense capitalized in software development costs, non-recurring or non-operating items such as acquisition related expenses, legal settlement costs, amortization of intangible assets, non-cash interest expense related to the company's convertible senior notes, deemed repayment of accreted debt discount on convertible senior notes, non-cash losses related to the retirement of convertible senior notes prior to maturity, change in fair value of contingent earn-out liability, restructuring charges, and discrete tax benefits, may differ from the components excluded by peer companies when they report their non-GAAP results of operations. FireEye compensates for these limitations by providing specific information regarding the GAAP amounts excluded from non-GAAP financial measures and evaluating non-GAAP financial measures together with their nearest GAAP equivalents.