

FireEye Inc. (FY ending Dec)	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19	Calendar	Calendar	Calendar
Key Metrics Summary (\$000)	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	Q1	2016*	2017*	2018
Billings (\$)												
Total Billings	\$ 144,970	\$ 173,582	\$ 202,883	\$ 240,564	\$ 175,106	\$ 196,116	\$ 219,250	\$ 265,206	\$ 181,906	\$ 822,787	\$ 761,999	\$ 855,678
Total Billings (Y/Y %)	(20)%	(12)%	(8)%	8 %	21 %	13 %	8 %	10 %	4 %		(7)%	12 %
Recurring Billings as a % of Total Billings	59 %	58 %	64 %	64 %	71 %	65 %	65 %	65 %	61 %	62 %	61 %	66 %
ACL for Recurring Billings (months)	22.6	22.6	25.0	23.6	23.9	23.5	25.1	26.0	23.9	27.5	23.6	24.8
Revenue (\$)												
Total Revenue	\$ 184,759	\$ 191,722	\$ 197,366	\$ 205,801	\$ 199,070	\$ 202,696	\$ 211,651	\$ 217,533	\$ 210,544	\$ 705,995	\$ 779,648	\$ 830,950
Total Revenue (Y/Y %)	9 %	13 %	8 %	11 %	8 %	6 %	7 %	6 %	6 %		10 %	7 %
Recurring Revenue as a % of Total Revenue	62 %	60 %	61 %	61 %	62 %	63 %	62 %	62 %	62 %	65 %	61 %	58 %
Annual Recurring Revenue ARR (\$)												
Product and related subscription and support	\$ 305,383	\$ 314,434	\$ 323,849	\$ 330,540	\$ 331,189	\$ 334,884	\$ 338,088	\$ 340,480	\$ 333,398	\$ 300,862	\$ 330,540	\$ 340,480
Cloud subscription & managed service	157,905	152,695	164,412	179,111	177,790	186,765	199,850	212,935	216,943	160,813	179,111	212,935
Annual Recurring Revenue	\$ 463,288	\$ 467,129	\$ 488,261	\$ 509,651	\$ 508,979	\$ 521,649	\$ 537,938	\$ 553,415	\$ 550,341	\$ 461,675	\$ 509,651	\$ 553,415
Product and related subscription and support	66 %	67 %	66 %	65 %	65 %	64 %	63 %	62 %	61 %	65 %	65 %	62 %
Cloud subscription & managed service (%)	34 %	33 %	34 %	35 %	35 %	36 %	37 %	38 %	39 %	35 %	35 %	38 %
Selected Income Statement Items												
Non-GAAP Gross Margin (%)	74 %	74 %	74 %	76 %	74 %	75 %	76 %	75 %	74 %	73 %	75 %	75 %
Non-GAAP Operating Margin (%)	(4)%	(2)%	(0)%	5 %	(3)%	2 %	7 %	5 %	(3)%	(22)%	(0)%	3 %
Non-GAAP EPS	\$ (0.05)	\$ (0.03)	\$ (0.02)	\$ 0.04	\$ (0.04)	\$ -	\$ 0.06	\$ 0.06	\$ (0.03)	\$ (1.03)	\$ (0.05)	\$ 0.08
Selected Balance Sheet Items												
Cash and cash equivalents & short term	\$ 875,011	\$ 870,835	\$ 878,767	\$ 896,802	\$ 886,386	\$ 1,075,345	\$ 1,088,301	\$ 1,116,520	\$ 1,130,029	\$ 935,725	\$ 896,802	\$ 1,116,520
Current deferred revenue	\$ 498,664	\$ 498,666	\$ 512,458	\$ 546,615	\$ 533,540	\$ 525,617	\$ 528,752	\$ 556,815	\$ 541,563	\$ 508,717	\$ 546,615	\$ 556,815
Non-current deferred revenue	389,296	371,154	362,879	363,485	352,596	353,939	358,403	378,013	364,627	419,032	363,485	378,013
Total Deferred Revenue	\$ 887,960	\$ 869,820	\$ 875,337	\$ 910,100	\$ 886,136	\$ 879,556	\$ 887,155	\$ 934,828	\$ 906,190	\$ 927,749	\$ 910,100	\$ 934,828
Total Deferred Revenue (Y/Y %)	- %	- %	- %	(2)%	(0)%	1 %	1 %	3 %	2 %		(2)%	3 %
Days Sales Outstanding (Based on Billings)	69	61	58	56	53	56	54	55	55	55	56	55
Selected Cash Flow Statement Items												
Operating Cash Flow	\$ (16,952)	\$ (11,470)	\$ 12,487	\$ 33,575	\$ 9,187	\$ (712)	\$ 21,899	\$ 30,582	\$ 24,453	\$ (14,585)	\$ 17,640	\$ 60,956
CAPEX	\$ 8,483	\$ 8,829	\$ 8,612	\$ 17,855	\$ 14,487	\$ 12,158	\$ 10,375	\$ 13,811	\$ 13,503	\$ 36,314	\$ 43,779	\$ 50,831
Free Cash Flow	\$ (25,435)	\$ (20,299)	\$ 3,875	\$ 15,720	\$ (5,300)	\$ (12,870)	\$ 11,524	\$ 16,771	\$ 10,949	\$ (50,899)	\$ (26,139)	\$ 10,125
Supplemental Data												
New Logo Customers	237	221	234	298	230	274	243	354	237	1,186	990	1,101
Number of Customers at Quarter End	5,900	6,100	6,300	6,600	6,800	7,100	7,300	7,700	8,000	5,600	6,600	7,700
Number of Employees at Quarter End	2,900	2,900	3,000	3,000	3,000	3,100	3,100	3,200	3,300	2,900	3,000	3,200
# of Deals > \$1MM	29	27	43	52	29	37	43	60	33	150	151	169

Key Metrics Summary

* Certain prior period amounts have been adjusted to reflect adoption of ASC 606.

FireEye Inc. (FY ending Dec) GAAP Income Statement (\$000)	Mar-17 Q1*	Jun-17 Q2*	Sep-17 Q3*	Dec-17 Q4*	Mar-18 Q1	Jun-18 Q2	Sep-18 Q3	Dec-18 Q4	Mar-19 Q1	2019 Q1 Y/Y %	2019 Q1 Q/Q %	Calendar 2016*	Calendar 2017*	Calendar 2018
Revenue (\$)														
Product, subscription and support	153,729	158,097	163,174	170,965	165,473	167,429	175,653	178,827	169,903	3 %	(5)%	584,885	645,965	687,382
Professional services	31,030	33,625	34,192	34,836	33,597	35,267	35,998	38,706	40,641	21 %	5 %	121,110	133,683	143,568
Total revenue	184,759	191,722	197,366	205,801	199,070	202,696	211,651	217,533	210,544	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	48,468	2 %	1 %	192,659	190,786	188,301
Professional services	19,324	20,158	20,628	20,751	20,500	21,146	20,682	21,846	23,100	13 %	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	71,568	5 %	2 %	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	121,435	3 %	(7)%	392,226	455,179	499,081
Professional services	11,706	13,467	13,564	14,085	13,097	14,121	15,316	16,860	17,541	34 %	4 %	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	138,976	6 %	(6)%	434,912	508,001	558,475
Gross margin (%)														
Product, subscription and support gross margin	70 %	70 %	70 %	72 %	71 %	72 %	73 %	73 %	71 %	0 %	(2)%	67 %	70 %	73 %
Professional services gross margin	38 %	40 %	40 %	40 %	39 %	40 %	43 %	44 %	43 %	11 %	(1)%	35 %	40 %	41 %
Gross margin	64 %	65 %	65 %	66 %	66 %	67 %	68 %	68 %	66 %	0 %	(3)%	62 %	65 %	67 %
Operating expenses (\$)														
Research and development	58,352	60,747	64,316	59,858	66,196	63,575	62,120	62,251	67,395	2 %	8 %	279,594	243,273	254,142
% of sales	32 %	32 %	33 %	29 %	33 %	31 %	29 %	29 %	32 %	(4)%	- %	40 %	31 %	31 %
Sales and marketing	98,988	92,413	92,105	95,772	97,251	94,196	92,297	97,218	103,896	7 %	7 %	437,519	379,278	380,962
% of sales	54 %	48 %	47 %	47 %	49 %	46 %	44 %	45 %	49 %	1 %	- %	62 %	49 %	46 %
General and administrative	27,615	27,805	29,823	40,306	28,418	26,179	26,241	24,935	27,376	(4)%	10 %	139,791	125,549	105,773
% of sales	15 %	15 %	15 %	20 %	14 %	13 %	12 %	11 %	13 %	(9)%	- %	20 %	16 %	13 %
Restructuring charges	-	-	-	-	-	-	-	-	3,799	- %	- %	27,630	-	-
Total operating expenses	184,955	180,965	186,244	195,936	191,865	183,950	180,658	184,404	202,466	6 %	10 %	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)	(63,490)	5 %	73 %	(449,622)	(240,099)	(182,402)
% of sales	(36)%	(30)%	(29)%	(29)%	(31)%	(24)%	(17)%	(17)%	(30)%	(1)%	79 %	(64)%	(31)%	(22)%
Other income (expense), net	(9,981)	(10,337)	(10,143)	(9,992)	(10,053)	(22,912)	(11,916)	(10,316)	(9,703)	(3)%	(6)%	(44,534)	(40,453)	(55,197)
Income (Loss) before income taxes	(75,924)	(67,374)	(68,087)	(69,167)	(70,777)	(71,448)	(48,357)	(47,017)	(73,193)	3 %	56 %	(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	2,182	107 %	58 %	(8,721)	4,632	5,524
Net loss attributable to common stockholders	(77,217)	(68,339)	(69,214)	(70,414)	(71,830)	(72,859)	(50,037)	(48,397)	(75,375)	5 %	56 %	(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)	\$ (0.38)	(1)%	53 %	\$ (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	197,819	6 %	2 %	163,211	177,757	190,803

FireEye Inc. (FY ending Dec)	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19	2019 Q1	2019 Q1	Calendar	Calendar	Calendar
Non-GAAP Adjustments to Income Statement (\$000)	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	Q1	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	3,947	9 %	15 %	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	3,709	(5)%	11 %	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	7,656	2 %	13 %	31,903	32,656	28,362
R&D	14,525	14,057	14,400	13,738	14,353	12,418	11,480	11,252	12,424	(13)%	10 %	64,755	56,720	49,503
S&M	14,015	10,219	11,674	10,858	12,977	12,223	11,678	10,714	12,540	(3)%	17 %	57,750	46,766	47,592
G&A	7,317	7,729	7,821	7,327	7,294	7,245	7,125	6,554	7,703	6 %	18 %	43,343	30,194	28,218
Restructuring	-	-	-	-	-	-	-	-	-	- %	- %	1,144	-	-
Total	43,889	39,397	42,208	40,842	42,148	38,892	37,326	35,309	40,323	(4)%	14 %	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	8,229	(5)%	(3)%	45,431	40,688	34,600
Professional services cost of revenue	-	-	-	-	-	-	-	-	-	- %	- %	-	-	-
Cost of revenue	10,179	10,176	10,177	10,156	8,662	8,717	8,716	8,505	8,229	(5)%	(3)%	45,431	40,688	34,600
R&D	162	163	162	257	157	134	134	135	118	(25)%	(13)%	618	744	560
S&M	4,447	4,448	4,447	4,541	3,795	3,795	3,794	3,784	3,779	(0)%	(0)%	17,978	17,883	15,168
G&A	-	-	-	-	-	-	-	-	-	- %	- %	-	-	-
Total	14,788	14,787	14,786	14,954	12,614	12,646	12,644	12,424	12,126	(4)%	(2)%	64,027	59,315	50,328
Amortization of SBC capitalized in s/w development costs														
Product, subscription and support cost of revenue	-	-	-	-	102	188	196	198	203	99 %	3 %	-	-	684
Professional services cost of revenue	-	-	-	-	52	94	98	100	102	95 %	2 %	-	-	344
Cost of revenue	-	-	-	-	154	282	294	298	305	98 %	2 %	-	-	1028
R&D	-	-	-	-	247	215	330	409	488	98 %	19 %	-	-	1201
S&M	-	-	-	-	-	-	-	-	-	- %	- %	-	-	-
G&A	-	-	-	-	-	-	-	-	-	- %	- %	-	-	-
Total	-	-	-	-	401	497	624	707	793	98 %	12 %	-	-	2,229
Other Non-GAAP Adjustments														
Acquisition-related expenses	-	-	-	440	264	-	-	-	-	(100)%	- %	2,413	440	264
Change in fair value of contingent earn-out liability	13	(67)	-	-	-	-	-	-	-	- %	- %	2,356	(54)	-
Restructuring	-	-	-	-	-	-	-	-	3799	- %	- %	27,630	-	-
Non-cash interest expense	9,226	9,340	9,457	9,575	9,694	10,450	11,494	11,635	11,778	21 %	1 %	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)	611	(260)%	(530)%	(11,839)	-	(622)
Total	9,239	9,273	9,457	22,515	9,576	21,312	11,298	11,493	16,188	69 %	41 %	56,342	64,000	60,444
Total Non-GAAP Adjustments	67,916	63,457	66,451	78,311	64,739	73,347	61,892	59,933	69,429	7 %	16 %	318,120	289,651	266,676

Non-GAAP Adjustments

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FireEye Inc. (FY ending Dec)	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19	2019 Q1	2019 Q1	Calendar	Calendar	Calendar
Non-GAAP Income Statement (\$000)	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	Q1	Y/Y %	Q/Q %	2016*	2017*	2018
Billings (\$)	144,970	173,582	202,883	240,564	175,106	196,116	219,250	265,206	181,906	4 %	(31)%	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	169,903	3 %	(5)%	584,885	645,965	687,382
Professional services	31,030	33,625	34,192	34,836	33,597	35,267	35,998	38,706	40,641	21 %	5 %	121,110	133,683	143,568
Total revenue	184,759	191,722	197,366	205,801	199,070	202,696	211,651	217,533	210,544	6 %	(3)%	705,995	779,648	830,950
Cost of revenue (\$)														
Product, subscription and support	31,885	33,442	33,493	33,029	35,043	33,673	34,288	35,835	36,089	3 %	1 %	130,544	131,849	138,839
Professional services	15,652	16,783	17,083	16,936	16,546	17,604	17,093	18,403	19,289	17 %	5 %	63,205	66,454	69,646
Total cost of revenue	47,537	50,225	50,576	49,965	51,589	51,277	51,381	54,238	55,378	7 %	2 %	193,749	198,303	208,485
Gross profit (\$)														
Product, subscription and support	121,844	124,655	129,681	137,936	130,430	133,756	141,365	142,992	133,814	3 %	(6)%	454,341	514,116	548,543
Professional services	15,378	16,842	17,109	17,900	17,051	17,663	18,905	20,303	21,352	25 %	5 %	57,905	67,229	73,922
Total gross profit	137,222	141,497	146,790	155,836	147,481	151,419	160,270	163,295	155,166	5 %	(5)%	512,246	581,345	622,465
Gross margin (%)														
Product, subscription and support	79 %	79 %	79 %	81 %	79 %	80 %	80 %	80 %	79 %	(0)%	(2)%	78 %	80 %	80 %
Professional services	50 %	50 %	50 %	51 %	51 %	50 %	53 %	52 %	53 %	4 %	0 %	48 %	50 %	51 %
Total gross margin	74 %	74 %	74 %	76 %	74 %	75 %	76 %	75 %	74 %	(1)%	(2)%	73 %	75 %	75 %
Operating expenses (\$)														
Research and development	43,665	46,527	49,754	45,863	51,439	50,808	50,176	50,455	54,365	6 %	8 %	214,221	185,809	202,878
% of sales	24 %	24 %	25 %	22 %	26 %	25 %	24 %	23 %	26 %					
Sales and marketing	80,526	77,746	75,984	80,373	80,479	78,178	76,825	82,720	87,577	9 %	6 %	361,791	314,629	318,202
% of sales	44 %	41 %	38 %	39 %	40 %	39 %	36 %	38 %	42 %					
General and administrative	20,285	20,143	22,002	20,039	20,860	18,934	19,116	18,381	19,673	(6)%	7 %	91,679	82,469	77,291
% of sales	11 %	11 %	11 %	10 %	10 %	9 %	9 %	8 %	9 %					
Total operating expenses	144,476	144,416	147,740	146,275	152,778	147,920	146,117	151,556	161,615	6 %	7 %	667,691	582,907	598,371
Operating Income/(loss)	(7,254)	(2,919)	(950)	9,561	(5,297)	3,499	14,153	11,739	(6,449)	22 %	(155)%	(155,445)	(1,562)	24,094
Operating margin	(4)%	(2)%	(0)%	5 %	(3)%	2 %	7 %	5 %	(3)%	15 %	(157)%	(22)%	(0)%	3 %
Other income (expense), net	(755)	(997)	(686)	(417)	(359)	(1,698)	(422)	1319	2075	(678)%	57 %	(8,752)	(2,855)	(1,160)
Income/(Loss) before income taxes	(8,009)	(3,916)	(1,636)	9,144	(5,656)	1,801	13,731	13,058	(4,374)	(23)%	(133)%	(164,197)	(4,417)	22,934
Provision (benefit) for income taxes	1,293	965	1,127	1,247	1,435	1,313	1,876	1,522	1,571	10 %	3 %	3,118	4,632	6,146
Income/(Loss) attributable to common	(9,302)	(4,881)	(2,763)	7,897	(7,091)	488	11,855	11,536	(5,945)	(16)%	(152)%	(167,315)	(9,049)	16,788
Net income/(loss) per share														
Basic	\$ (0.05)	\$ (0.03)	\$ (0.02)	\$ 0.04	\$ (0.04)	\$ -	\$ 0.06	\$ 0.06	\$ (0.03)	(25)%	(150)%	\$ (1.03)	\$ (0.05)	\$ 0.09
Diluted				\$ 0.04	\$ -	\$ -	\$ 0.06	\$ 0.06	\$ (0.03)	- %	- %			\$ 0.08
Weighted-average shares outstanding														
Basic	172,236	176,645	179,732	182,281	186,456	189,696	192,359	194,593	197,819	6 %	2 %	163,211	177,757	190,803
Diluted				189,974		197,976	199,598	203,440	197,819	- %	(3)%		177,757	198,851

Non-GAAP IS

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FireEye Inc. (FY ending Dec)	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19	Mar-19	Mar-19
Balance Sheet (\$000s)	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	Q1	Y/Y %	Q/Q %
Current assets											
Cash and cash equivalents	163,374	154,442	160,807	180,891	167,850	351,370	397,297	409,829	406,057	142 %	(1)%
Short term investments	711,637	716,393	717,960	715,911	718,536	723,975	691,004	706,691	723,972	1 %	2 %
Accounts receivable, net of allowance for	110,999	116,655	128,243	146,317	103,056	120,893	129,163	157,817	111,071	8 %	(30)%
Inventories, net	6,195	5,837	5,368	5,746	6,806	6,744	6,067	6,548	6,635	(3)%	1 %
Prepaid expenses and other current assets	89,623	95,823	94,566	93,799	102,851	92,632	97,546	100,295	96,977	(6)%	(3)%
Total current assets	1,081,828	1,089,150	1,106,944	1,142,664	1,099,099	1,295,614	1,321,077	1,381,180	1,344,712	22 %	(3)%
Property and equipment, net	60,814	60,122	67,147	71,357	76,579	81,373	86,251	89,163	91,898	20 %	3 %
Operating lease right-of-use assets, net	-	-	-	-	-	-	-	-	59,108	- %	- %
Goodwill	978,260	978,260	978,260	984,661	999,920	999,888	999,888	999,804	999,804	(0)%	(0)%
Intangible assets	229,245	214,458	199,671	187,388	180,875	168,229	155,583	143,162	131,036	(28)%	(8)%
Deposits and other long-term assets	76,289	71,695	69,804	72,767	69,912	69,370	74,116	82,769	80,984	16 %	(2)%
Total assets	2,426,436	2,413,685	2,421,826	2,458,837	2,426,385	2,614,474	2,636,915	2,696,078	2,707,542	12 %	0 %
Current liabilities											
Accounts payable	25,487	27,910	32,487	35,684	30,749	32,308	31,938	26,944	31,113	1 %	15 %
Operating lease liabilities, current	-	-	-	-	-	-	-	-	15,387	- %	- %
Accrued liabilities	22,067	20,387	22,083	19,569	23,817	20,512	27,982	29,797	26,497	11 %	(11)%
Accrued compensation	50,083	50,142	59,117	59,588	54,020	58,379	63,951	63,808	56,196	4 %	(12)%
Deferred revenue, current	498,664	498,666	512,459	546,615	533,540	525,617	528,752	556,815	541,563	2 %	(3)%
Total current liabilities	596,301	597,105	626,146	661,456	642,126	636,816	652,623	677,364	670,756	4 %	(1)%
Convertible senior notes, net	751,206	760,546	770,003	779,578	789,272	939,447	950,942	962,577	974,355	23 %	1 %
Deferred revenue, non-current	389,296	371,154	362,878	363,485	352,596	353,939	358,403	378,013	364,627	3 %	(4)%
Operating lease liabilities, non-current	-	-	-	-	-	-	-	-	74,370	- %	0
Other long-term liabilities	8,320	15,438	15,200	22,102	22,957	23,844	24,085	27,730	3,993	(83)%	(86)%
Total liabilities	1,745,123	1,744,243	1,774,227	1,826,621	1,806,951	1,954,046	1,986,053	2,045,684	2,088,101	16 %	2 %
Stockholders' equity (deficit)											
Common stock, par value \$0.0001 per share	18	18	18	19	19	20	20	20	20	7 %	2 %
Additional paid in capital	2,731,108	2,787,551	2,834,744	2,891,441	2,952,085	3,064,955	3,104,476	3,152,159	3,194,484	8 %	1 %
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)	(1,419)	(1,393)	(1,214)	(2,881)	(4,476)	(3,495)	(2,545)	(2,299)	(202)	(95)%	(91)%
Accumulated deficit	(1,898,394)	(1,966,734)	(2,035,949)	(2,106,363)	(2,178,194)	(2,251,052)	(2,301,089)	(2,349,486)	(2,424,861)	11 %	3 %
Total stockholders' equity (deficit)	681,313	669,442	647,599	632,216	619,434	660,428	650,862	650,394	619,441	0 %	(5)%
Total liabilities and stockholders' equity (deficit)	2,426,436	2,413,685	2,421,826	2,458,837	2,426,385	2,614,474	2,636,915	2,696,078	2,707,542	12 %	0 %
Cash and cash equivalents & short term	875,011	870,835	878,767	896,802	886,386	1,075,345	1,088,301	1,116,520	1,130,029	27 %	1 %
Days Sales Outstanding (based on non-GAAP)											
Billings	144,970	173,582	202,883	240,564	175,106	196,116	219,250	265,206	181,906	4 %	(31)%
Number of Days in the Quarter	90	91	92	92	90	91	92	92	90	- %	(2)%
Days Sales Outstanding	69	61	58	56	53	56	54	55	55	4 %	0 %

FireEye Inc. (FY ending Dec) Cash Flows 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	Mar-19 Q1	Mar-19 Y/Y %	Mar-19 Q/Q %	Calendar 2016*	Calendar 2017*	Calendar 2018
CASH FLOWS FROM OPERATING ACTIVITIES:														
Net loss	(77,217)	(68,339)	(69,214)	(70,414)	(71,830)	(72,859)	(50,037)	(48,397)	(75,375)	5 %	56 %	(485,435)	(285,184)	(243,123)
Adjustments to reconcile net loss to net cash provided by (used in)														
Depreciation and amortization	26,365	26,408	25,839	24,805	22,389	22,212	22,087	19,817	23,833	6 %	20 %	119,267	103,417	86,505
Stock-based compensation	43,889	39,397	42,206	40,844	42,148	38,892	37,326	35,309	40,323	(4)%	14 %	199,066	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	11,778	21 %	1 %	35,782	37,598	43,273
Loss on repurchase of convertible notes	-	-	-	-	-	10,764	-	-	-	- %	- %	-	-	10,764
Deemed repayment of convertible notes attributable to accreted debt	-	-	-	-	-	(43,575)	-	-	-	- %	- %	-	-	(43,575)
Change in fair value of contingent earn-out liability	13	(67)	-	-	-	-	-	-	-	- %	- %	2,356	(54)	-
Deferred income taxes	251	-	(304)	(1,234)	(60)	-	(71)	(799)	475	(892)%	(159)%	(11,926)	(1,287)	(930)
Other	2,120	1,347	1,628	2,075	1,342	1,030	1,390	953	1,101	(18)%	16 %	9,836	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)	46,479	8 %	(269)%	57,968	(14,434)	(11,605)
Inventories	(1,090)	517	(1,317)	(1,443)	(1,373)	(893)	(1,880)	(1,070)	(395)	(71)%	(63)%	1,415	(3,333)	(5,216)
Prepaid expenses and other assets	630	(2,135)	5,034	1,836	(6,330)	11,222	(7,906)	(10,765)	6,975	(210)%	(165)%	7,106	5,365	(13,779)
Accounts payable	3,331	462	(4,753)	7,000	(5,354)	1,202	(2,463)	(1,590)	6,802	(227)%	(528)%	(19,093)	6,040	(8205)
Accrued liabilities	(930)	(1,680)	1,695	(2,744)	4,254	(3,305)	7,470	1,815	758	(82)%	(58)%	(11,154)	(3,659)	10,234
Accrued compensation	(7,006)	125	8,976	470	(5,568)	4,359	5,573	(144)	(7,611)	37 %	5186 %	(24,621)	2,565	4,220
Deferred revenue	(39,789)	(18,140)	5,517	34,763	(23,965)	(6,580)	7,599	47,674	(28,639)	20 %	(160)%	116,792	(17,649)	24,728
Other long-term liabilities	1,234	7,118	(236)	6,633	854	888	240	3,718	(2,051)	(340)%	(155)%	(4,217)	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	30,582	24,453	166 %	(20)%	(14,585)	17,640	17,381
CASH FLOWS FROM INVESTING ACTIVITIES:														
Acquisition of business, net of cash acquired	-	-	-	(4,300)	(5,977)	32	-	705	-	(100)%	(100)%	(204,926)	(4,300)	(5,240)
Purchase of property and equipment and demonstration units	(8,483)	(8,829)	(8,612)	(17,855)	(14,487)	(12,158)	(10,375)	(13,811)	(13,503)	(7)%	(2)%	(36,314)	(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)	(156,533)	43 %	17 %	(507,073)	(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	141,004	35 %	21 %	554,358	397,483	487,141
Lease deposits	(70)	(74)	(307)	(38)	(116)	142	213	36	(36)	(69)%	(200)%	(248)	(489)	275
Net cash provided by (used in) investing activities	(8,724)	(14,508)	(11,107)	(24,984)	(25,338)	(17,023)	23,175	(29,331)	(29,068)	15 %	(1)%	(189,696)	(59,323)	(48,517)
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)
Proceeds from employee stock purchase plan	-	10,764	-	9,330	-	10,993	-	9,823	-	- %	(100)%	22,080	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	843	(73)%	(42)%	13,844	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	843	(73)%	(93)%	25,846	(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	(3,772)	(71)%	(130)%	(178,435)	(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	409,829	127 %	3 %	402,102	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	406,057	142 %	(1)%	223,667	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	30,582	24,453	166 %	(20)%	(14,585)	17,640	17,381
Deemed repayment of convertible notes attributable to accreted debt	-	-	-	-	-	(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	30,582	24,453	166 %	(20)%	(14,585)	17,640	60,956
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	13,503	(7)%	(2)%	36,314	43,779	50,831
Free cash flow	(25,435)	(20,299)	3,875	15,720	(5,300)	(12,870)	11,524	16,771	10,949	(307)%	(35)%	(50,899)	(26,139)	10,125

FireEye Inc. (FY ending Dec)	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19	Calendar	Calendar	Calendar
Revenue Metrics (\$000)	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	Q1	2016*	2017*	2018
Revenue (\$)												
Product and Related Subscriptions and Support	112,184	119,107	121,922	126,308	121,092	122,392	127,011	128,497	118,448	437,238	479,521	498,992
Cloud subscription & managed services	41,545	38,990	41,252	44,657	44,381	45,037	48,642	50,330	51,455	147,647	166,444	188,390
Product, subscription and support	153,729	158,097	163,174	170,965	165,473	167,429	175,653	178,827	169,903	584,885	645,965	687,382
Professional services	31,030	33,625	34,192	34,836	33,597	35,267	35,998	38,706	40,641	121,110	133,683	143,568
Total Revenue	184,759	191,722	197,366	205,801	199,070	202,696	211,651	217,533	210,544	705,995	779,648	830,950
Revenue Mix (% of total)												
Product and Related Subscriptions and Support	61 %	62 %	62 %	61 %	61 %	60 %	60 %	59 %	56 %	62 %	62 %	60 %
Cloud subscription & managed services	22 %	20 %	21 %	22 %	22 %	22 %	23 %	23 %	25 %	21 %	21 %	23 %
Product, subscription and support	83 %	82 %	83 %	83 %	83 %	83 %	83 %	82 %	81 %	83 %	83 %	83 %
Professional services	17 %	18 %	17 %	17 %	17 %	17 %	17 %	18 %	19 %	17 %	17 %	17 %
Total Revenue	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %
Revenue Growth (Y/Y %)												
Product and Related Subscriptions and Support	10 %	14 %	6 %	9 %	8 %	3 %	4 %	2 %	(2)%	- %	10 %	4 %
Cloud subscription & managed services	14 %	4 %	10 %	23 %	7 %	16 %	18 %	13 %	16 %	- %	13 %	13 %
Product, subscription and support	11 %	12 %	7 %	12 %	8 %	6 %	8 %	5 %	3 %	- %	10 %	6 %
Professional services	0 %	21 %	14 %	7 %	8 %	5 %	5 %	11 %	21 %	- %	10 %	7 %
Total Revenue	9 %	13 %	8 %	11 %	8 %	6 %	7 %	6 %	6 %	- %	10 %	7 %
Additional Revenue Details												
Recurring Revenue (\$)	114,994	115,201	120,456	125,479	124,234	126,797	130,995	134,347	131,334	460,786	476,130	485,370
as a % of Total Revenue	62 %	60 %	61 %	61 %	62 %	63 %	62 %	62 %	62 %	65 %	61 %	58 %
Revenue by Geography (\$)												
US	125,285	129,081	131,798	135,068	125,948	128,385	134,093	134,724	131,298	490,802	521,232	523,150
EMEA	25,401	27,111	29,245	34,448	34,018	32,130	33,693	35,895	35,934	93,832	116,205	135,736
APAC	25,745	27,165	25,770	26,516	27,655	30,275	31,061	33,525	31,571	90,682	105,196	122,516
Other	8,328	8,365	10,553	9,769	11,449	11,906	12,804	13,389	11,741	30,679	37,015	49,548
International Revenue	59,474	62,641	65,568	70,733	73,122	74,311	77,558	82,809	79,246	215,193	258,416	307,800
Total Revenue	184,759	191,722	197,366	205,801	199,070	202,696	211,651	217,533	210,543	705,995	779,648	830,950
Revenue by Geography (% of total)												
US	68 %	67 %	67 %	66 %	63 %	63 %	63 %	62 %	62 %	70 %	67 %	63 %
EMEA	14 %	14 %	15 %	17 %	17 %	16 %	16 %	17 %	17 %	13 %	15 %	16 %
APAC	14 %	14 %	13 %	13 %	14 %	15 %	15 %	15 %	15 %	13 %	13 %	15 %
Other	5 %	4 %	5 %	5 %	6 %	6 %	6 %	6 %	6 %	4 %	5 %	6 %
International Revenue	32 %	33 %	33 %	34 %	37 %	37 %	37 %	38 %	38 %	30 %	33 %	37 %
Total Revenue	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %

Revenue Metrics

* Certain prior period amounts have been adjusted to reflect adoption of ASC 606.

FireEye Inc. (FY ending Dec)	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19	Calendar	Calendar	Calendar
Billings Metrics (\$000)	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	Q1	2016*	2017*	2018
Billings (\$)												
Product and Related Subscriptions and Support	76,930	95,608	112,723	129,548	90,365	107,025	120,502	134,081	100,596	499,038	414,809	451,973
<u>Cloud Subscriptions and Managed Services</u>	<u>35,349</u>	<u>39,270</u>	<u>50,971</u>	<u>69,349</u>	<u>57,110</u>	<u>49,617</u>	<u>59,360</u>	<u>77,816</u>	<u>43,113</u>	<u>188,664</u>	<u>194,939</u>	<u>243,903</u>
Product, subscription and support	112,279	134,878	163,694	198,897	147,475	156,642	179,862	211,897	143,709	687,702	609,748	695,876
Professional Services	32,691	38,704	39,189	41,667	27,631	39,474	39,388	53,309	38,197	135,085	152,251	159,802
Total Billings	144,970	173,582	202,883	240,564	175,106	196,116	219,250	265,206	181,906	822,787	761,999	855,678
Billings Mix (% of total)												
Product and Related Subscriptions and Support	53 %	55 %	56 %	54 %	52 %	55 %	55 %	51 %	55 %	61 %	54 %	53 %
<u>Cloud Subscriptions and Managed Services</u>	<u>24 %</u>	<u>23 %</u>	<u>25 %</u>	<u>29 %</u>	<u>33 %</u>	<u>25 %</u>	<u>27 %</u>	<u>29 %</u>	<u>24 %</u>	<u>23 %</u>	<u>26 %</u>	<u>29 %</u>
Product, subscription and support	77 %	78 %	81 %	83 %	84 %	80 %	82 %	80 %	79 %	84 %	80 %	81 %
Professional Services	23 %	22 %	19 %	17 %	16 %	20 %	18 %	20 %	21 %	16 %	20 %	19 %
Total Billings	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %	100 %
Billings Growth (Y/Y %)												
Product and Related Subscriptions and Support	(28)%	(26)%	(19)%	4 %	17 %	12 %	7 %	3 %	11 %	- %	(17)%	9 %
<u>Cloud Subscriptions and Managed Services</u>	<u>(17)%</u>	<u>7 %</u>	<u>7 %</u>	<u>12 %</u>	<u>62 %</u>	<u>26 %</u>	<u>16 %</u>	<u>12 %</u>	<u>(25)%</u>	<u>- %</u>	<u>3 %</u>	<u>25 %</u>
Product, subscription and support	(25)%	(19)%	(12)%	7 %	31 %	16 %	10 %	7 %	(3)%	- %	(11)%	14 %
Professional Services	0 %	27 %	12 %	13 %	(15)%	2 %	1 %	28 %	38 %	- %	13 %	5 %
Total Billings	(20)%	(12)%	(8)%	8 %	21 %	13 %	8 %	10 %	4 %	- %	(7)%	12 %
Additional Details												
Recurring Billings as a % of Total Billings (%)	59 %	58 %	64 %	64 %	71 %	65 %	65 %	65 %	61 %	62 %	61 %	66 %

FireEye Inc. (FY ending Dec)	Mar-17	Jun-17	Sep-17	Dec-17	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19	Mar-19	Mar-19
Deferred Revenue Metrics (\$000)	Q1*	Q2*	Q3*	Q4*	Q1	Q2	Q3	Q4	Q1	Y/Y %	Q/Q %
Current deferred revenue (\$)											
Product and related subscription and support	354,973	352,026	355,724	365,372	350,081	341,904	336,014	337,605	325,628	(7)%	(4)%
Cloud subscription and managed services	110,356	108,151	113,173	130,846	139,183	134,914	140,589	154,504	152,753	10 %	(1)%
Product, Subscriptions and Support	465,329	460,177	468,897	496,218	489,264	476,818	476,603	492,109	478,381	(2)%	(3)%
Professional Services	33,335	38,489	43,561	50,397	44,276	48,799	52,149	64,706	63,182	43 %	(2)%
Total current deferred revenue (\$)	\$ 498,664	\$ 498,666	\$ 512,458	\$ 546,615	\$ 533,540	\$ 525,617	\$ 528,752	\$ 556,815	\$ 541,563	2 %	(3)%
Non-current deferred revenue (\$)											
Product and related subscription and support	328,896	308,344	295,448	289,040	273,603	266,414	265,794	269,787	263,912	(4)%	(2)%
Cloud subscription and managed services	60,072	62,558	67,255	74,273	78,666	87,513	92,556	106,128	99,537	27 %	(6)%
Product, Subscriptions and Support	388,968	370,902	362,703	363,313	352,269	353,927	358,350	375,915	363,449	3 %	(3)%
Professional Services	328	252	176	172	327	12	53	2098	1178	260 %	(44)%
Total non-current deferred revenue (\$)	\$ 389,296	\$ 371,154	\$ 362,879	\$ 363,485	\$ 352,596	\$ 353,939	\$ 358,403	\$ 378,013	\$ 364,627	3 %	(4)%
Deferred revenue (\$)											
Product and related subscription and support	683,869	660,370	651,172	654,412	623,684	608,318	601,808	607,392	589,540	(5)%	(3)%
Cloud subscription and managed services	170,428	170,709	180,428	205,119	217,849	222,427	233,145	260,632	252,290	16 %	(3)%
Product, Subscriptions and Support	854,297	831,079	831,600	859,531	841,533	830,745	834,953	868,024	841,830	0 %	(3)%
Professional Services	33,663	38,741	43,737	50,569	44,603	48,811	52,202	66,804	64,360	44 %	(4)%
Total deferred revenue (\$)	\$ 887,960	\$ 869,820	\$ 875,337	\$ 910,100	\$ 886,136	\$ 879,556	\$ 887,155	\$ 934,828	\$ 906,190	2 %	(3)%
Current deferred revenue %	56 %	57 %	59 %	60 %	60 %	60 %	60 %	60 %	60 %	(1)%	(0)%
Non-current deferred revenue %	44 %	43 %	41 %	40 %	40 %	40 %	40 %	40 %	40 %	1 %	0 %

Deferred Revenue

* Certain prior period amounts have been adjusted to reflect adoption of ASC 606.

FireEye Inc. (FY ending Dec) GAAP to Non-GAAP Reconciliations (\$000s)	Mar-18 Q1	Jun-18 Q2	Sep-18 Q3	Dec-18 Q4	Mar-19 Q1	Calendar 2016*	Calendar 2017*	Calendar 2018
Product and related subscription and support revenue	121,092	122,392	127,011	128,497	118,448	437,238	479,521	498,992
Plus change in deferred revenue	(30,727)	(15,367)	(6,509)	5,584	(17,852)	62,298	(64,712)	(47,019)
Non-GAAP Product and related subscription and support billings	90,365	107,025	120,502	134,081	100,596	499,038	414,809	451,973
Cloud subscription and managed services revenue	44,381	45,037	48,642	50,330	51,455	147,647	166,444	188,390
Plus change in deferred revenue	12,729	4,580	10,718	27,486	(8,342)	61,371	28,495	55,513
Non-GAAP Cloud subscription and managed services billings	57,110	49,617	59,360	77,816	43,113	188,664	194,939	243,903
Product, subscription and support revenue	165,473	167,429	175,653	178,827	169,903	584,885	645,965	687,382
Plus change in deferred revenue	(17,998)	(10,787)	4,209	33,070	(26,194)	123,669	(36,217)	8494
Non-GAAP Product, subscription and support billings	147,475	156,642	179,862	211,897	143,709	687,702	609,748	695,876
Professional services revenue	33,597	35,267	35,998	38,706	40,641	121,110	133,683	143,568
Plus change in deferred revenue	(5,966)	4,207	3,390	14,603	(2,444)	14,210	18,568	16,234
Non-GAAP Professional services billings	27,631	39,474	39,388	53,309	38,197	135,085	152,251	159,802
Total Revenue	199,070	202,696	211,651	217,533	210,544	705,995	779,648	830,950
Plus change in deferred revenue	(23,964)	(6,580)	7,599	47,673	(28,638)	137,879	(17,649)	24,728
Non-GAAP Billings	175,106	196,116	219,250	265,206	181,906	822,787	761,999	855,678
Cost of Product, subscription and support revenue	47,429	46,136	46,752	47,984	48,468	192,659	190,786	188,301
Stock-based compensation	(3,622)	(3,558)	(3,552)	(3,446)	(3,947)	(16,684)	(18,249)	(14,178)
Amortization of SBC capitalized in software development costs	(102)	(188)	(196)	(198)	(203)	-	-	(684)
Amortization of intangibles	(8,662)	(8,717)	(8,716)	(8,505)	(8,229)	(45,431)	(40,688)	(34,600)
Non-GAAP cost of Product subscription and services revenue	35,043	33,673	34,288	35,835	36,089	130,544	131,849	138,839
Cost of Professional services revenue	20,500	21,146	20,682	21,846	23,100	78,424	80,861	84,174
Stock-based compensation	(3,902)	(3,448)	(3,491)	(3,343)	(3,709)	(15,219)	(14,407)	(14,184)
Amortization of SBC capitalized in software development costs	(52)	(94)	(98)	(100)	(102)	-	-	(344)
Non-GAAP cost of Professional services revenue	16,546	17,604	17,093	18,403	19,289	63,205	66,454	69,646
Total Cost of Revenue	67,929	67,282	67,434	69,830	71,568	271,083	271,647	272,475
Stock-based compensation	(7,524)	(7,006)	(7,043)	(6,789)	(7,656)	(31,903)	(32,656)	(28,362)
Amortization of SBC capitalized in software development costs	(154)	(282)	(294)	(298)	(305)	-	-	(1,028)
Amortization of intangibles	(8,662)	(8,717)	(8,716)	(8,505)	(8,229)	(45,431)	(40,688)	(34,600)
Non-GAAP cost of revenue	51,589	51,277	51,381	54,238	55,378	193,749	198,303	208,485
Gross profit - Product, subscription and support	118,044	121,293	128,901	130,843	121,435	392,226	455,179	499,081
Stock-based compensation	3,622	3,558	3,552	3,446	3,947	16,684	18,249	14,178
Amortization of SBC capitalized in software development costs	102	188	196	198	203	-	-	684
Amortization of intangibles	8,662	8,717	8,716	8,505	8,229	45,431	40,688	34,600
Non-GAAP gross profit - Product, subscription and support	130,430	133,756	141,365	142,992	133,814	454,341	514,116	548,543
Gross profit - Professional services	13,097	14,121	15,316	16,860	17,541	42,686	52,822	59,394
Stock-based compensation	3,902	3,448	3,491	3,343	3,709	15,219	14,407	14,184
Amortization of SBC capitalized in software development costs	52	94	98	100	102	-	-	344
Non-GAAP gross profit - Professional services	17,051	17,663	18,905	20,303	21,352	57,905	67,229	73,922

Non-GAAP Reconciliation

* Certain prior period amounts have been adjusted to reflect adoption of ASC 606.

FireEye Inc. (FY ending Dec) GAAP to Non-GAAP Reconciliations (\$000s)	Mar-18 Q1	Jun-18 Q2	Sep-18 Q3	Dec-18 Q4	Mar-19 Q1	Calendar 2016*	Calendar 2017*	Calendar 2018
Gross profit	131,141	135,414	144,217	147,703	138,976	434,912	508,001	558,475
Stock-based compensation	7,524	7,006	7,043	6,789	7,656	31,903	32,656	28,362
Amortization of SBC capitalized in software development costs	154	282	294	298	305	-	-	1,028
Amortization of intangibles	8,662	8,717	8,716	8,505	8,229	45,431	40,688	34,600
Non-GAAP gross profit	147,481	151,419	160,270	163,295	155,166	512,246	581,345	622,465
Research and development	66,196	63,575	62,120	62,251	67,395	279,594	243,273	254,142
Stock-based compensation	(14,353)	(12,418)	(11,480)	(11,252)	(12,424)	(64,755)	(56,720)	(49,503)
Amortization of SBC capitalized in software development costs	(247)	(215)	(330)	(409)	(488)	-	-	(1,201)
Amortization of intangibles	(157)	(134)	(134)	(135)	(118)	(618)	(744)	(560)
Non-GAAP research and development	51,439	50,808	50,176	50,455	54,365	214,221	185,809	202,878
Sales and marketing	97,251	94,196	92,297	97,218	103,896	437,519	379,278	380,962
Stock-based compensation	(12,977)	(12,223)	(11,678)	(10,714)	(12,540)	(57,750)	(46,766)	(47,592)
Amortization of intangibles	(3,795)	(3,795)	(3,794)	(3,784)	(3,779)	(17,978)	(17,883)	(15,168)
Non-GAAP sales and marketing	80,479	78,178	76,825	82,720	87,577	361,791	314,629	318,202
General and administrative	28,418	26,179	26,241	24,935	27,376	139,791	125,549	105,773
Stock-based compensation	(7,294)	(7,245)	(7,125)	(6,554)	(7,703)	(43,343)	(30,194)	(28,218)
Acquisition related costs	(264)	-	-	-	-	(2,413)	(440)	(264)
Legal settlement-related expense	-	-	-	-	-	-	(12,500)	-
Change in fair value of contingent earn-out liability	-	-	-	-	-	(2,356)	54	-
Non-GAAP general and administrative	20,860	18,934	19,116	18,381	19,673	91,679	82,469	77,291
Restructuring charges								
Restructuring	-	-	-	-	(3,799)	(27,630)	-	-
Total operating expenses	191,865	183,950	180,658	184,404	202,466	884,534	748,100	740,877
Stock-based compensation	(34,624)	(31,886)	(30,283)	(28,520)	(32,667)	(166,992)	(133,680)	(125,313)
Amortization of SBC capitalized in software development costs	(247)	(215)	(330)	(409)	(488)	-	-	(1201)
Amortization of intangibles	(3,952)	(3,929)	(3,928)	(3,919)	(3,896)	(18,596)	(18,627)	(15,728)
Acquisition related costs	(264)	-	-	-	-	(2,413)	(440)	(264)
Legal settlement-related expense	-	-	-	-	-	-	(12,500)	-
Change in fair value of contingent earn-out liability	-	-	-	-	-	(2,356)	54	-
Restructuring charges	-	-	-	-	(3799)	(27,630)	-	-
Non-GAAP total operating expenses	152,778	147,920	146,117	151,556	161,615	666,547	582,907	598,371
Operating loss	(60,724)	(48,536)	(36,441)	(36,701)	(63,489)	(449,622)	(240,099)	(182,402)
Stock-based compensation	42,148	38,892	37,326	35,309	40,323	198,895	166,336	153,675
Amortization of SBC capitalized in software development costs	401	497	624	707	793	-	-	2,229
Amortization of intangibles	12,614	12,646	12,644	12,424	12,126	64,027	59,315	50,328
Acquisition related costs	264	-	-	-	-	2,413	440	264
Legal settlement-related expense	-	-	-	-	-	-	12,500	-
Change in fair value of contingent earn-out liability	-	-	-	-	-	2,356	(54)	-

Non-GAAP Reconciliation

* Certain prior period amounts have been adjusted to reflect adoption of ASC 606.

FireEye Inc. (FY ending Dec) GAAP to Non-GAAP Reconciliations (\$000s)	Mar-18 Q1	Jun-18 Q2	Sep-18 Q3	Dec-18 Q4	Mar-19 Q1	Calendar 2016*	Calendar 2017*	Calendar 2018
Restructuring charges	-	-	-	-	3,799	27,630	-	-
Non-GAAP operating (loss)/income	(5,297)	3,499	14,153	11,739	(6,449)	(154,301)	(1,562)	24,094
Other expense, net	(10,053)	(22,912)	(11,916)	(10,316)	(9,703)	(44,534)	(40,453)	(55,197)
Non-cash interest expense	9,694	10,450	11,494	11,635	11,778	35,782	37,598	43,273
Loss on Repurchase of Convertible Note	-	10,764	-	-	-	-	-	10,764
Non-GAAP other expense, net	(359)	(1,698)	(422)	1,319	2,075	(8,752)	(2,855)	(1,160)
Tax provision (benefit)	1,053	1,411	1,680	1,380	2,182	(8,721)	4,632	5,524
Discrete provision/(benefit) from income tax	382	(98)	196	142	(611)	11,839	-	622
Non-GAAP tax provision	1,435	1,313	1,876	1,522	1,571	3,118	4,632	6,146
Net loss attributable to common stockholders, basic and diluted	(71,830)	(72,859)	(50,037)	(48,397)	(75,375)	(485,435)	(285,184)	(243,123)
Stock-based compensation	42,148	38,892	37,326	35,309	40,323	198,895	166,336	153,675
Amortization of SBC capitalized in software development costs	401	497	624	707	793	-	-	2,229
Amortization of intangibles	12,614	12,646	12,644	12,424	12,126	64,028	59,315	50,328
Acquisition related costs	264	-	-	-	-	2,413	440	264
Loss on repurchase of Convertible Notes	-	10,764	-	-	-	-	-	10,764
Legal settlement-related expense	-	-	-	-	-	-	12,500	-
Change in fair value of contingent earn-out liability	-	-	-	-	-	2,356	(54)	-
Restructuring charges	-	-	-	-	3,799	27,630	-	-
Non-cash interest expense	9,694	10,450	11,494	11,635	11,778	35,782	37,598	43,273
Discrete benefit from income taxes	(382)	98	(196)	(142)	611	(11,839)	-	(622)
Non-GAAP net (loss)/income	(7,091)	488	11,855	11,536	(5,945)	(166,170)	(9,049)	16,788

Non-GAAP Reconciliation

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