

FORTINET, INC.
SUPPLEMENTAL FINANCIAL INFORMATION

Non-GAAP Financial Measures

We have provided in this release financial information that has not been prepared in accordance with U.S. Generally Accepted Accounting Principles ("GAAP"). These non-GAAP financial and liquidity measures are not based on any standardized methodology prescribed by GAAP and are not necessarily comparable to similar measures presented by other companies. We use these non-GAAP financial measures internally in analyzing our financial results and believe they are useful to investors, as a supplement to GAAP measures, in evaluating our ongoing operational performance. We believe that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing our financial results with peer companies, many of which present similar non-GAAP financial measures to investors.

Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. Investors are encouraged to review the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures provided in the financial statement tables below.

Billings (non-GAAP). We define billings as revenue recognized in accordance with GAAP plus the change in deferred revenue from the beginning to the end of the period less any deferred revenue balances acquired from business combination(s) during the period. We consider billings to be a useful metric for management and investors because billings drive current and future revenue as well as cash flows. There are a number of limitations related to the use of billings instead of GAAP revenue. First, billings are impacted by the term of security subscription and support agreements and do not provide an indication as to the timing of revenue being recognized from these service contracts. Second, we may calculate billings in a manner that is different from peer companies that report similar financial measures. Management accounts for these limitations by providing specific information regarding GAAP revenue and evaluating billings together with GAAP revenue.

Free cash flow (non-GAAP). We define free cash flow as net cash provided by operating activities minus purchases of property and equipment and excluding any significant non-recurring items, such as proceeds from intellectual property matters. Free cash flow margin is defined as free cash flow divided by GAAP revenue. We believe free cash flow to be a liquidity measure that provides useful information to management and investors about the amount of cash generated by the business that, after capital expenditures and net of proceeds from intellectual property matters, can be used for strategic opportunities, including repurchasing outstanding common stock, investing in our business, making strategic acquisitions and strengthening the balance sheet. A limitation of using free cash flow rather than the GAAP measures of cash provided by or used in operating activities, investing activities, and financing activities is that free cash flow does not represent the total increase or decrease in the cash and cash equivalents balance for the period because it excludes cash flows from significant non-recurring items, such as proceeds from intellectual property matters, investing activities other than capital expenditures and cash flows from financing activities. Management accounts for this limitation by providing information about our proceeds from intellectual property matters, our capital expenditures and other investing and financing activities on the face of the cash flow statement and under the caption "Management's Discussion and Analysis of Financial Condition and Results of Operations—Liquidity and Capital Resources" in our most recent Quarterly Report on Form 10-Q and Annual Report on Form 10-K and by presenting cash flows from investing and financing activities in our reconciliation of free cash flow. In addition, it is important to note that other companies, including companies in our industry, may not use free cash flow, may calculate free cash flow in a different manner than we do or may use other financial measures to evaluate their performance, all of which could reduce the usefulness of free cash flow as a comparative measure.

Adjusted free cash flow (non-GAAP). We define adjusted free cash flow as free cash flow plus cash payments associated with real estate purchases. Adjusted free cash flow margin is defined as adjusted free cash flow divided by GAAP revenue.

Non-GAAP operating income and operating margin. We define non-GAAP operating income as operating income plus stock-based compensation, amortization of acquired intangible assets and charges in connection with litigation settlements, less gain on intellectual property matters and, when applicable, other significant non-recurring items in a given quarter. Non-GAAP operating margin is defined as non-GAAP operating income divided by GAAP revenue. We consider these non-GAAP financial measures to be useful metrics for management and investors because they exclude the items noted above so that our management and investors can compare our recurring core business operating results over multiple periods. There are a number of limitations related to the use of non-GAAP operating income instead of operating income calculated in accordance with GAAP. First, non-GAAP operating income excludes the items noted above. Second, the components of the costs that we exclude from our calculation of non-GAAP operating income may differ from the components that peer companies exclude when they report their non-GAAP results of operations. Management accounts for these limitations by providing specific information regarding the GAAP amounts excluded from non-GAAP operating income and evaluating non-GAAP operating income together with operating income calculated in accordance with GAAP.

Non-GAAP net income and diluted net income per share. We define non-GAAP net income as net income plus the items noted above under non-GAAP operating income and operating margin. In addition, we adjust non-GAAP net income and diluted net income per share for a gain on bargain purchase related to acquisition, a gain from an equity method investment related to acquisition, a non-cash charge of impairment on an equity method investment and a tax adjustment required for an effective tax rate on a non-GAAP basis, which differs from the GAAP effective tax rate. We define non-GAAP diluted net income per share as non-GAAP net income divided by the non-GAAP diluted weighted-average shares outstanding. We consider these non-GAAP financial measures to be useful metrics for management and investors for the same reasons that we use non-GAAP operating income and non-GAAP operating margin. However, in order to provide a more complete picture of our recurring core business operating results, we include in non-GAAP net income and non-GAAP diluted net income per share, the tax adjustment required resulting in an effective tax rate on a non-GAAP basis, which often differs from the GAAP tax rate. We believe the non-GAAP effective tax rates we use are reasonable estimates of normalized tax rates for our current and prior fiscal years under our global operating structure. The same limitations described above regarding our use of non-GAAP operating income and non-GAAP operating margin apply to our use of non-GAAP net income and non-GAAP diluted net income per share. We account for these limitations by providing specific information regarding the GAAP amounts excluded from non-GAAP net income and non-GAAP diluted net income per share and evaluating non-GAAP net income and non-GAAP diluted net income per share together with net income and diluted net income per share calculated in accordance with GAAP.

Fortinet, Inc.
Condensed Consolidated Statements Of Income - Fiscal Years
(Unaudited, in millions, except percentages and per share amounts)

	FY23	FY24	FY25
Revenue:			
Product	\$ 1,927.3	\$ 1,908.7	\$ 2,218.4
Service	3,377.5	4,047.1	4,581.2
Total revenue	5,304.8	5,955.8	6,799.6
Cost of revenue:			
Product	763.6	652.0	725.4
Service	473.6	505.6	603.5
Total cost of revenue	1,237.2	1,157.6	1,328.9
Gross profit:			
Product	1,163.7	1,256.7	1,493.0
Service	2,903.9	3,541.5	3,977.7
Total gross profit	4,067.6	4,798.2	5,470.7
<i>Product gross margin</i>	<i>60.4%</i>	<i>65.8%</i>	<i>67.3%</i>
<i>Service gross margin</i>	<i>86.0%</i>	<i>87.5%</i>	<i>86.8%</i>
<i>Total gross margin</i>	<i>76.7%</i>	<i>80.6%</i>	<i>80.5%</i>
Operating expenses:			
Research and development	613.8	716.8	815.5
Sales and marketing	2,006.0	2,044.8	2,347.5
General and administrative	211.3	237.8	233.4
Gain on intellectual property matters	(4.6)	(4.6)	(10.4)
Total operating expenses	2,826.5	2,994.8	3,386.0
Operating income	1,241.1	1,803.4	2,084.7
<i>Research and development expense as a percentage of revenue</i>	<i>11.6%</i>	<i>12.0%</i>	<i>12.0%</i>
<i>Sales and marketing expense as a percentage of revenue</i>	<i>37.8%</i>	<i>34.3%</i>	<i>34.5%</i>
<i>General and administrative expense as a percentage of revenue</i>	<i>4.0%</i>	<i>4.0%</i>	<i>3.4%</i>
<i>Operating margin</i>	<i>23.4%</i>	<i>30.3%</i>	<i>30.7%</i>
Interest income	119.7	155.2	162.3
Interest expense	(21.0)	(20.0)	(20.1)
Other income (expense)—net	(6.1)	119.9	55.3
Income before income taxes and gain (loss) from equity method investments	1,333.7	2,058.5	2,282.2
Provision for income taxes	143.8	283.9	439.1
Gain (loss) from equity method investments	(42.1)	(29.4)	10.3
Net income	\$ 1,147.8	\$ 1,745.2	\$ 1,853.4
Net income per share:			
Basic	\$ 1.47	\$ 2.28	\$ 2.45
Diluted	\$ 1.46	\$ 2.26	\$ 2.42
Weighted-average shares outstanding:			
Basic	778.6	764.4	758.0
Diluted	788.2	771.9	764.6

Fortinet, Inc.
Condensed Consolidated Statements Of Income - Fiscal Quarters
(Unaudited, in millions, except percentages and per share amounts)

	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
Revenue:									
Product	\$ 488.1	\$ 408.9	\$ 451.9	\$ 473.9	\$ 574.0	\$ 459.1	\$ 508.9	\$ 559.3	\$ 691.1
Service	927.0	944.4	982.4	1,034.2	1,086.1	1,080.6	1,121.1	1,165.6	1,213.9
Total revenue	1,415.1	1,353.3	1,434.3	1,508.1	1,660.1	1,539.7	1,630.0	1,724.9	1,905.0
Cost of revenue:									
Product	197.2	182.8	155.1	136.1	178.0	149.9	165.9	180.7	228.9
Service	118.7	121.9	119.9	127.3	136.5	143.2	149.0	151.0	160.3
Total cost of revenue	315.9	304.7	275.0	263.4	314.5	293.1	314.9	331.7	389.2
Gross profit:									
Product	290.9	226.1	296.8	337.8	396.0	309.2	343.0	378.6	462.2
Service	808.3	822.5	862.5	906.9	949.6	937.4	972.1	1,014.6	1,053.6
Total gross profit	1,099.2	1,048.6	1,159.3	1,244.7	1,345.6	1,246.6	1,315.1	1,393.2	1,515.8
<i>Product gross margin</i>	<i>59.6%</i>	<i>55.3%</i>	<i>65.7%</i>	<i>71.3%</i>	<i>69.0%</i>	<i>67.3%</i>	<i>67.4%</i>	<i>67.7%</i>	<i>66.9%</i>
<i>Service gross margin</i>	<i>87.2%</i>	<i>87.1%</i>	<i>87.8%</i>	<i>87.7%</i>	<i>87.4%</i>	<i>86.7%</i>	<i>86.7%</i>	<i>87.0%</i>	<i>86.8%</i>
<i>Total gross margin</i>	<i>77.7%</i>	<i>77.5%</i>	<i>80.8%</i>	<i>82.5%</i>	<i>81.1%</i>	<i>81.0%</i>	<i>80.7%</i>	<i>80.8%</i>	<i>79.6%</i>
Operating expenses:									
Research and development	152.5	173.0	165.4	187.3	191.1	198.6	209.5	202.4	205.0
Sales and marketing	507.4	501.1	501.3	515.9	526.5	542.7	592.0	583.5	629.3
General and administrative	55.1	54.4	56.6	71.7	55.1	57.8	56.9	61.4	57.3
Gain on intellectual property matters	(1.2)	(1.1)	(1.2)	(1.1)	(1.2)	(6.3)	(1.3)	(1.4)	(1.4)
Total operating expenses	713.8	727.4	722.1	773.8	771.5	792.8	857.1	845.9	890.2
Operating income	385.4	321.2	437.2	470.9	574.1	453.8	458.0	547.3	625.6
<i>Research and development expense as a percentage of revenue</i>	<i>10.8%</i>	<i>12.8%</i>	<i>11.5%</i>	<i>12.4%</i>	<i>11.5%</i>	<i>12.9%</i>	<i>12.9%</i>	<i>11.7%</i>	<i>10.8%</i>
<i>Sales and marketing expense as a percentage of revenue</i>	<i>35.9%</i>	<i>37.0%</i>	<i>35.0%</i>	<i>34.2%</i>	<i>31.7%</i>	<i>35.2%</i>	<i>36.3%</i>	<i>33.8%</i>	<i>33.0%</i>
<i>General and administrative expense as a percentage of revenue</i>	<i>3.9%</i>	<i>4.0%</i>	<i>3.9%</i>	<i>4.8%</i>	<i>3.3%</i>	<i>3.8%</i>	<i>3.5%</i>	<i>3.6%</i>	<i>3.0%</i>
<i>Operating margin</i>	<i>27.2%</i>	<i>23.7%</i>	<i>30.5%</i>	<i>31.2%</i>	<i>34.6%</i>	<i>29.5%</i>	<i>28.1%</i>	<i>31.7%</i>	<i>32.8%</i>
Interest income	30.5	32.2	38.3	42.4	42.3	44.3	45.0	40.7	32.3
Interest expense	(5.4)	(5.1)	(5.0)	(5.0)	(4.9)	(4.9)	(4.6)	(6.2)	(4.4)
Other income (expense)—net	5.1	(2.9)	(2.2)	118.1	6.9	26.1	18.9	13.0	(2.7)
Income before income taxes and gain (loss) from equity method investments	415.6	345.4	468.3	626.4	618.4	519.3	517.3	594.8	650.8
Provision for income taxes	95.2	39.5	76.5	81.2	86.7	96.5	77.1	120.7	144.8
Gain (loss) from equity method investments	(9.5)	(6.6)	(12.0)	(5.3)	(5.5)	10.6	(0.1)	(0.2)	—
Net income	\$ 310.9	\$ 299.3	\$ 379.8	\$ 539.9	\$ 526.2	\$ 433.4	\$ 440.1	\$ 473.9	\$ 506.0
Net income per share:									
Basic	\$ 0.41	\$ 0.39	\$ 0.50	\$ 0.71	\$ 0.69	\$ 0.56	\$ 0.57	\$ 0.63	\$ 0.68
Diluted	\$ 0.40	\$ 0.39	\$ 0.49	\$ 0.70	\$ 0.68	\$ 0.56	\$ 0.57	\$ 0.62	\$ 0.68
Weighted-average shares outstanding:									
Basic	764.9	762.4	763.8	765.0	766.5	768.3	765.5	755.5	743.1
Diluted	772.3	770.5	769.9	771.9	775.2	776.8	772.7	761.2	748.0

Fortinet, Inc.
Non-GAAP Condensed Consolidated Statements Of Income - Fiscal Years
(Unaudited, in millions, except percentages and per share amounts)

	FY23	FY24	FY25
Revenue:			
Product	\$ 1,927.3	\$ 1,908.7	\$ 2,218.4
Service	3,377.5	4,047.1	4,581.2
Total revenue	5,304.8	5,955.8	6,799.6
Cost of revenue:			
Product	754.7	645.8	718.1
Service	442.5	468.9	553.9
Total cost of revenue	1,197.2	1,114.7	1,272.0
Gross profit:			
Product	1,172.6	1,262.9	1,500.3
Service	2,935.0	3,578.2	4,027.3
Total gross profit	4,107.6	4,841.1	5,527.6
Product gross margin	60.8%	66.2%	67.6%
Service gross margin	86.9%	88.4%	87.9%
Total gross margin	77.4%	81.3%	81.3%
Operating expenses:			
Research and development	537.0	630.9	716.8
Sales and marketing	1,890.2	1,932.0	2,207.2
General and administrative	173.4	192.9	190.9
Total operating expenses	2,600.6	2,755.8	3,114.9
Operating income	1,507.0	2,085.3	2,412.7
Research and development expense as a percentage of revenue	10.1%	10.6%	10.5%
Sales and marketing expense as a percentage of revenue	35.6%	32.4%	32.5%
General and administrative expense as a percentage of revenue	3.3%	3.2%	2.8%
Operating margin	28.4%	35.0%	35.5%
Interest income	119.7	155.2	162.3
Interest expense	(21.0)	(20.0)	(20.1)
Other income (expense)—net	(6.1)	13.6	15.4
Income before income taxes and loss from equity method investments	1,599.6	2,234.1	2,570.3
Provision for income taxes	271.9	379.8	462.7
Loss from equity method investments	(42.1)	(21.4)	(0.5)
Net income	\$ 1,285.6	\$ 1,832.9	\$ 2,107.1
Net income per share:			
Basic	\$ 1.65	\$ 2.40	\$ 2.78
Diluted	\$ 1.63	\$ 2.37	\$ 2.76
Weighted-average shares outstanding:			
Basic	778.6	764.4	758.0
Diluted	788.2	771.9	764.6

Fortinet, Inc.
Non-GAAP Condensed Consolidated Statements Of Income - Fiscal Quarters
(Unaudited, in millions, except percentages and per share amounts)

	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
Revenue:									
Product	\$ 488.1	\$ 408.9	\$ 451.9	\$ 473.9	\$ 574.0	\$ 459.1	\$ 508.9	\$ 559.3	\$ 691.1
Service	927.0	944.4	982.4	1,034.2	1,086.1	1,080.6	1,121.1	1,165.6	1,213.9
Total revenue	1,415.1	1,353.3	1,434.3	1,508.1	1,660.1	1,539.7	1,630.0	1,724.9	1,905.0
Cost of revenue:									
Product	194.7	181.3	153.5	134.5	176.5	148.1	163.7	178.7	227.6
Service	110.2	114.6	112.2	118.5	123.6	131.3	136.4	138.3	147.9
Total cost of revenue	304.9	295.9	265.7	253.0	300.1	279.4	300.1	317.0	375.5
Gross profit:									
Product	293.4	227.6	298.4	339.4	397.5	311.0	345.2	380.6	463.5
Service	816.8	829.8	870.2	915.7	962.5	949.3	984.7	1,027.3	1,066.0
Total gross profit	1,110.2	1,057.4	1,168.6	1,255.1	1,360.0	1,260.3	1,329.9	1,407.9	1,529.5
<i>Product gross margin</i>	<i>60.1%</i>	<i>55.7%</i>	<i>66.0%</i>	<i>71.6%</i>	<i>69.3%</i>	<i>67.7%</i>	<i>67.8%</i>	<i>68.0%</i>	<i>67.1%</i>
<i>Service gross margin</i>	<i>88.1%</i>	<i>87.9%</i>	<i>88.6%</i>	<i>88.5%</i>	<i>88.6%</i>	<i>87.8%</i>	<i>87.8%</i>	<i>88.1%</i>	<i>87.8%</i>
<i>Total gross margin</i>	<i>78.5%</i>	<i>78.1%</i>	<i>81.5%</i>	<i>83.2%</i>	<i>81.9%</i>	<i>81.9%</i>	<i>81.6%</i>	<i>81.6%</i>	<i>80.3%</i>
Operating expenses:									
Research and development	132.7	153.2	144.1	165.4	168.2	175.6	184.4	177.0	179.8
Sales and marketing	478.8	473.5	474.5	487.2	496.8	511.1	556.4	547.6	592.1
General and administrative	45.2	44.6	46.4	57.8	44.1	47.4	49.3	46.5	47.7
Total operating expenses	656.7	671.3	665.0	710.4	709.1	734.1	790.1	771.1	819.6
Operating income	453.5	386.1	503.6	544.7	650.9	526.2	539.8	636.8	709.9
<i>Research and development expense as a percentage of revenue</i>	<i>9.4%</i>	<i>11.3%</i>	<i>10.0%</i>	<i>11.0%</i>	<i>10.1%</i>	<i>11.4%</i>	<i>11.3%</i>	<i>10.3%</i>	<i>9.4%</i>
<i>Sales and marketing expense as a percentage of revenue</i>	<i>33.8%</i>	<i>35.0%</i>	<i>33.1%</i>	<i>32.3%</i>	<i>29.9%</i>	<i>33.2%</i>	<i>34.1%</i>	<i>31.7%</i>	<i>31.1%</i>
<i>General and administrative expense as a percentage of revenue</i>	<i>3.2%</i>	<i>3.3%</i>	<i>3.2%</i>	<i>3.8%</i>	<i>2.7%</i>	<i>3.1%</i>	<i>3.0%</i>	<i>2.7%</i>	<i>2.5%</i>
<i>Operating margin</i>	<i>32.0%</i>	<i>28.5%</i>	<i>35.1%</i>	<i>36.1%</i>	<i>39.2%</i>	<i>34.2%</i>	<i>33.1%</i>	<i>36.9%</i>	<i>37.3%</i>
Interest income	30.5	32.2	38.3	42.4	42.3	44.3	45.0	40.7	32.3
Interest expense	(5.4)	(5.1)	(5.0)	(5.0)	(4.9)	(4.9)	(4.6)	(6.2)	(4.4)
Other income (expense)—net	5.1	(2.9)	(2.2)	11.8	6.9	(13.8)	18.9	13.0	(2.7)
Income before income taxes and loss from equity method investments	483.7	410.3	534.7	593.9	695.2	551.8	599.1	684.3	735.1
Provision for income taxes	82.2	69.8	90.8	101.0	118.2	99.3	107.9	123.1	132.4
Loss from equity method investments	(9.5)	(6.6)	(4.0)	(5.3)	(5.5)	(0.2)	(0.1)	(0.2)	—
Net income	\$ 392.0	\$ 333.9	\$ 439.9	\$ 487.6	\$ 571.5	\$ 452.3	\$ 491.1	\$ 561.0	\$ 602.7
Net income per share:									
Basic	\$ 0.51	\$ 0.44	\$ 0.58	\$ 0.64	\$ 0.75	\$ 0.59	\$ 0.64	\$ 0.74	\$ 0.81
Diluted	\$ 0.51	\$ 0.43	\$ 0.57	\$ 0.63	\$ 0.74	\$ 0.58	\$ 0.64	\$ 0.74	\$ 0.81
Weighted-average shares outstanding:									
Basic	764.9	762.4	763.8	765.0	766.5	768.3	765.5	755.5	743.1
Diluted	772.3	770.5	769.9	771.9	775.2	776.8	772.7	761.2	748.0

Fortinet, Inc.**Other Metrics - Fiscal Years****(Unaudited, in millions, except percentages and other information)****Disaggregation of revenue by type**

	FY23	FY24	FY25
Revenue:			
Product	\$1,927.3	\$1,908.7	\$2,218.4
Service:			
Security subscription	1,898.1	2,316.7	2,633.2
Technical support and other	1,479.4	1,730.4	1,948.0
Total service revenue	3,377.5	4,047.1	4,581.2
Total revenue	<u>\$5,304.8</u>	<u>\$5,955.8</u>	<u>\$6,799.6</u>
Product revenue as a percentage of total revenue	36.3%	32.0%	32.6%
Service revenue as a percentage of total revenue	63.7%	68.0%	67.4%

Disaggregation of revenue by geography

	FY23	FY24	FY25
Revenue:			
Americas	\$2,175.2	\$2,442.2	\$2,700.4
EMEA	2,072.9	2,396.2	2,834.3
APAC	1,056.7	1,117.4	1,264.9
Total revenue	<u>\$5,304.8</u>	<u>\$5,955.8</u>	<u>\$6,799.6</u>

Fortinet, Inc.
Other Metrics - Fiscal Quarters
(Unaudited, in millions, except percentages and other information)
Disaggregation of revenue by type

	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
Revenue:									
Product	\$ 488.1	\$ 408.9	\$ 451.9	\$ 473.9	\$ 574.0	\$ 459.1	\$ 508.9	\$ 559.3	\$ 691.1
Service:									
Security subscription	524.5	536.9	558.7	595.8	625.3	623.1	644.4	672.0	693.7
Technical support and other	402.5	407.5	423.7	438.4	460.8	457.5	476.7	493.6	520.2
Total service revenue	927.0	944.4	982.4	1,034.2	1,086.1	1,080.6	1,121.1	1,165.6	1,213.9
Total revenue	\$1,415.1	\$1,353.3	\$1,434.3	\$1,508.1	\$1,660.1	\$1,539.7	\$1,630.0	\$1,724.9	\$1,905.0
Product revenue as a percentage of total revenue	34.5%	30.2%	31.5%	31.4%	34.6%	29.8%	31.2%	32.4%	36.3%
Service revenue as a percentage of total revenue	65.5%	69.8%	68.5%	68.6%	65.4%	70.2%	68.8%	67.6%	63.7%

Disaggregation of revenue by geography

	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
Revenue:									
Americas	\$ 569.1	\$ 557.0	\$ 595.3	\$ 624.0	\$ 665.9	\$ 629.8	\$ 658.8	\$ 680.5	\$ 731.3
EMEA	575.6	539.4	565.2	599.3	692.3	628.4	667.1	713.7	825.1
APAC	270.4	256.9	273.8	284.8	301.9	281.5	304.1	330.7	348.6
Total revenue	\$1,415.1	\$1,353.3	\$1,434.3	\$1,508.1	\$1,660.1	\$1,539.7	\$1,630.0	\$1,724.9	\$1,905.0

Remaining performance obligations

	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
Total remaining performance obligations	\$ 5,747	\$ 5,806	\$ 5,916	\$ 6,081	\$ 6,420	\$ 6,493	\$ 6,642	\$ 6,716	\$ 7,183
Current remaining performance obligations	\$ 2,858	\$ 2,926	\$ 2,992	\$ 3,119	\$ 3,307	\$ 3,382	\$ 3,450	\$ 3,493	\$ 3,663

Other information

	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
Days sales outstanding	89	66	68	62	79	69	67	61	80
Inventory turns	1.3	1.2	1.4	1.7	2.3	1.7	1.6	1.7	2.4
Headcount	13,568	13,522	13,527	13,986	14,138	14,556	14,898	15,015	15,109

Fortinet, Inc.
Condensed Consolidated Balance Sheets - Fiscal Quarters
(Unaudited, in millions)

	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
Assets									
Current assets:									
Cash and cash equivalents	\$ 1,397.9	\$ 1,926.3	\$ 2,203.2	\$ 2,489.3	\$ 2,875.9	\$ 3,596.6	\$ 3,368.5	\$ 1,995.7	\$ 2,495.3
Short-term investments	1,042.5	1,096.8	1,136.1	1,211.4	1,190.6	1,183.9	1,194.4	1,127.7	1,087.2
Accounts receivable—net	1,402.0	996.2	1,083.4	1,044.1	1,463.4	1,174.0	1,215.7	1,168.3	1,691.2
Inventory	484.8	439.5	383.2	354.3	315.5	362.7	405.2	426.6	399.5
Prepaid expenses and other current assets	101.1	100.9	113.4	121.5	126.1	125.4	162.5	195.2	227.0
Total current assets	4,428.3	4,559.7	4,919.3	5,220.6	5,971.5	6,442.6	6,346.3	4,913.5	5,900.2
Long-term investments	—	—	—	—	—	35.2	112.0	289.1	339.7
Property and equipment—net	1,044.4	1,247.4	1,242.7	1,273.4	1,349.5	1,403.8	1,544.8	1,605.2	1,619.0
Deferred contract costs	605.6	600.0	596.9	599.4	622.9	636.2	665.4	682.2	735.5
Deferred tax assets	868.8	942.5	998.5	1,300.4	1,335.6	1,411.6	1,457.2	1,367.8	1,314.9
Goodwill and other intangible assets—net	161.8	163.1	158.1	324.4	350.4	357.4	382.2	368.5	354.7
Other assets	150.0	149.4	137.4	133.8	133.2	120.2	133.5	135.0	125.2
Total assets	\$ 7,258.9	\$ 7,662.1	\$ 8,052.9	\$ 8,852.0	\$ 9,763.1	\$ 10,407.0	\$ 10,641.4	\$ 9,361.3	\$ 10,389.2
Liabilities and stockholders' equity (deficit)									
Current liabilities:									
Accounts payable	\$ 204.3	\$ 135.2	\$ 132.1	\$ 177.9	\$ 190.9	\$ 224.5	\$ 245.2	\$ 221.3	\$ 230.8
Accrued liabilities	423.7	538.7	400.6	376.6	337.9	415.0	339.1	330.6	354.6
Accrued payroll and compensation	242.3	214.5	217.3	248.2	255.7	250.2	281.3	274.3	312.9
Current portion of long-term debt	—	—	—	—	—	498.7	499.0	499.4	499.7
Deferred revenue	2,848.7	2,912.0	2,975.3	3,081.2	3,276.2	3,339.4	3,412.5	3,460.5	3,636.0
Total current liabilities	3,719.0	3,800.4	3,725.3	3,883.9	4,060.7	4,727.8	4,777.1	4,786.1	5,034.0
Deferred revenue	2,886.3	2,877.9	2,920.9	2,930.5	3,084.7	3,079.0	3,155.1	3,189.9	3,479.8
Long-term debt	992.3	992.8	993.3	993.8	994.3	496.2	496.3	496.5	496.6
Other liabilities	124.7	128.5	125.2	135.7	129.6	141.1	152.5	153.7	141.3
Total liabilities	7,722.3	7,799.6	7,764.7	7,943.9	8,269.3	8,444.1	8,581.0	8,626.2	9,151.7
Commitments and contingencies									
Stockholders' equity (deficit):									
Common stock	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.7	0.7
Additional paid-in capital	1,416.4	1,448.9	1,499.0	1,568.6	1,636.2	1,668.7	1,715.9	1,714.7	1,770.1
Accumulated other comprehensive loss	(18.9)	(24.8)	(29.0)	(18.0)	(26.1)	(22.9)	(20.7)	(21.8)	(25.4)
Retained earnings (accumulated deficit)	(1,861.7)	(1,562.4)	(1,182.6)	(643.3)	(117.1)	316.3	364.4	(958.5)	(507.9)
Total stockholders' equity (deficit)	(463.4)	(137.5)	288.2	908.1	1,493.8	1,962.9	2,060.4	735.1	1,237.5
Total liabilities and stockholders' equity (deficit)	\$ 7,258.9	\$ 7,662.1	\$ 8,052.9	\$ 8,852.0	\$ 9,763.1	\$ 10,407.0	\$ 10,641.4	\$ 9,361.3	\$ 10,389.2

Fortinet, Inc.
Condensed Consolidated Statements Of Cash Flows - Fiscal Years
(Unaudited, in millions)

	FY23	FY24	FY25
Cash flows from operating activities:			
Net income	\$ 1,147.8	\$ 1,745.2	\$ 1,853.4
Adjustments to reconcile net income to net cash provided by operating activities:			
Stock-based compensation	249.0	257.9	279.5
Amortization of deferred contract costs	266.3	293.7	336.3
Depreciation and amortization	113.4	122.8	152.0
Amortization of investment discounts	(27.7)	(48.8)	(33.7)
Other	60.6	(92.1)	(52.7)
Changes in operating assets and liabilities, net of impact of business combinations:			
Accounts receivable—net	(146.4)	(45.4)	(215.9)
Inventory	(253.5)	131.2	(90.6)
Prepaid expenses and other current assets	(27.6)	(13.7)	(95.9)
Deferred contract costs	(353.5)	(311.1)	(449.0)
Deferred tax assets	(301.9)	(223.2)	66.2
Other assets	17.7	(11.0)	(16.2)
Accounts payable	(43.1)	(10.2)	27.9
Accrued liabilities	137.4	(106.7)	13.3
Accrued payroll and compensation	23.4	—	55.0
Deferred revenue	1,095.3	577.8	754.2
Other liabilities	(21.7)	(8.3)	6.8
Net cash provided by operating activities	1,935.5	2,258.1	2,590.6
Cash flows from investing activities:			
Purchases of investments	(1,855.8)	(1,948.6)	(1,996.1)
Sales of investments	4.0	0.5	10.6
Maturities of investments	1,414.8	1,891.7	1,792.7
Purchases of property and equipment	(204.1)	(378.9)	(364.8)
Purchase of investment in privately held company	(8.5)	—	—
Payments made in connection with business combinations, net of cash acquired	—	(275.5)	(41.6)
Purchases of marketable equity securities	—	(16.7)	—
Other	0.3	0.1	0.1
Net cash used in investing activities	(649.3)	(727.4)	(599.1)
Cash flows from financing activities:			
Repurchase and retirement of common stock	(1,500.5)	(0.6)	(2,289.8)
Proceeds from issuance of common stock	43.8	63.1	44.7
Taxes paid related to net share settlement of equity awards	(112.5)	(100.9)	(126.3)
Other	(1.2)	(11.7)	(0.1)
Net cash used in financing activities	(1,570.4)	(50.1)	(2,371.5)
Effect of exchange rate changes on cash and cash equivalents	(0.8)	(2.6)	(0.6)
Net increase (decrease) in cash and cash equivalents	(285.0)	1,478.0	(380.6)
Cash and cash equivalents—Beginning of year	1,682.9	1,397.9	2,875.9
Cash and cash equivalents—End of year	\$ 1,397.9	\$ 2,875.9	\$ 2,495.3

Supplemental information

	FY23	FY24	FY25
Cash paid for income taxes, net	\$ 426.3	\$ 578.9	\$ 451.5

Fortinet, Inc.
Condensed Consolidated Statements Of Cash Flows - Fiscal Quarters
(Unaudited, in millions)

	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
Cash flows from operating activities:									
Net income	\$ 310.9	\$ 299.3	\$ 379.8	\$ 539.9	\$ 526.2	\$ 433.4	\$ 440.1	\$ 473.9	\$ 506.0
Adjustments to reconcile net income to net cash provided by operating activities:									
Stock-based compensation	63.4	62.3	63.9	65.9	65.8	66.1	69.1	71.8	72.5
Amortization of deferred contract costs	70.4	72.0	72.7	73.6	75.4	78.0	82.0	86.0	90.3
Depreciation and amortization	30.2	28.6	29.2	29.8	35.2	35.8	38.3	38.4	39.5
Amortization of investment discounts	(11.6)	(12.2)	(12.7)	(12.4)	(11.5)	(10.3)	(9.1)	(7.9)	(6.4)
Other	14.3	9.9	15.7	(111.3)	(6.4)	(35.5)	(9.3)	(8.3)	0.4
Changes in operating assets and liabilities, net of impact of business combinations:									
Accounts receivable—net	(389.8)	405.6	(86.7)	57.6	(421.9)	303.9	(41.2)	46.0	(524.6)
Inventory	(22.5)	36.5	48.7	19.7	26.3	(34.1)	(45.5)	(29.5)	18.5
Prepaid expenses and other current assets	1.7	(0.1)	(12.2)	3.3	(4.7)	3.4	(35.5)	(32.2)	(31.6)
Deferred contract costs	(106.0)	(66.5)	(69.5)	(76.2)	(98.9)	(91.3)	(111.2)	(102.8)	(143.7)
Deferred tax assets	(80.2)	(73.9)	(56.4)	(57.3)	(35.6)	(30.0)	(45.3)	89.0	52.5
Other assets	4.2	(6.2)	(1.4)	(1.2)	(2.2)	1.5	(13.2)	(1.9)	(2.6)
Accounts payable	(53.5)	(61.6)	(5.6)	35.2	21.8	24.6	22.2	(35.3)	16.4
Accrued liabilities	(116.3)	105.0	(129.9)	(47.4)	(34.4)	63.7	(73.4)	(5.8)	28.8
Accrued payroll and compensation	31.4	(27.4)	3.1	16.4	7.9	(8.2)	31.1	(6.6)	38.7
Deferred revenue	449.1	54.8	106.9	72.7	343.4	57.0	147.8	83.3	466.1
Other liabilities	(4.0)	4.3	(3.6)	(0.2)	(8.8)	5.3	5.0	(2.9)	(0.6)
Net cash provided by operating activities	191.7	830.4	342.0	608.1	477.6	863.3	451.9	655.2	620.2
Cash flows from investing activities:									
Purchases of investments	(528.2)	(436.1)	(538.2)	(511.0)	(463.3)	(503.0)	(473.5)	(536.1)	(483.5)
Sales of investments	—	—	—	—	0.5	2.8	2.9	—	4.9
Maturities of investments	483.3	393.4	511.2	478.1	509.0	466.9	402.7	448.0	475.1
Purchases of property and equipment	(26.9)	(221.9)	(23.1)	(36.3)	(97.6)	(66.5)	(167.8)	(87.7)	(42.8)
Payments made in connection with business combinations, net of cash acquired	—	(5.7)	—	(241.3)	(28.5)	(11.2)	(30.4)	—	—
Purchases of marketable equity securities	—	—	—	(16.7)	—	—	—	—	—
Other	0.2	—	—	0.1	—	0.2	(0.1)	—	—
Net cash used in investing activities	(71.6)	(270.3)	(50.1)	(327.1)	(79.9)	(110.8)	(266.2)	(175.8)	(46.3)
Cash flows from financing activities:									
Repurchase and retirement of common stock	(896.2)	—	—	(0.6)	—	—	(401.1)	(1,831.5)	(57.2)
Proceeds from issuance of common stock	7.8	13.4	6.2	20.1	23.4	20.2	11.1	6.3	7.1
Taxes paid related to net share settlement of equity awards	(21.7)	(42.9)	(20.2)	(16.5)	(21.3)	(52.9)	(24.1)	(26.7)	(22.6)
Other	—	(0.8)	—	—	(10.9)	—	(0.1)	—	—
Net cash provided by (used in) financing activities	(910.1)	(30.3)	(14.0)	3.0	(8.8)	(32.7)	(414.2)	(1,851.9)	(72.7)
Effect of exchange rate changes on cash and cash equivalents	1.1	(1.4)	(1.0)	2.1	(2.3)	0.9	0.4	(0.3)	(1.6)
Net increase (decrease) in cash and cash equivalents	(788.9)	528.4	276.9	286.1	386.6	720.7	(228.1)	(1,372.8)	499.6
Cash and cash equivalents—Beginning of period	2,186.8	1,397.9	1,926.3	2,203.2	2,489.3	2,875.9	3,596.6	3,368.5	1,995.7
Cash and cash equivalents—End of period	\$ 1,397.9	\$ 1,926.3	\$ 2,203.2	\$ 2,489.3	\$ 2,875.9	\$ 3,596.6	\$ 3,368.5	\$ 1,995.7	\$ 2,495.3

Supplemental information

	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
Cash paid for income taxes, net	\$ 341.4	\$ 31.1	\$ 252.1	\$ 139.8	\$ 155.9	\$ 26.8	\$ 237.2	\$ 69.9	\$ 117.6

Fortinet, Inc.

GAAP to Non-GAAP Reconciliations - Fiscal Years

(Unaudited, in millions, except percentages and per share amounts)

Reconciliation of net cash provided by operating activities to adjusted free cash flow

	FY23	FY24	FY25
Net cash provided by operating activities	\$ 1,935.5	\$ 2,258.1	\$ 2,590.6
Less: Purchases of property and equipment	(204.1)	(378.9)	(364.8)
Less: Proceeds from intellectual property matter	—	—	(14.0)
Free cash flow ⁽¹⁾	\$ 1,731.4	\$ 1,879.2	\$ 2,211.8
Add: Real estate related add backs	126.9	328.7	289.7
Adjusted free cash flow ⁽²⁾	\$ 1,858.3	\$ 2,207.9	\$ 2,501.5
<i>Free cash flow margin</i>	<i>32.6%</i>	<i>31.6%</i>	<i>32.5%</i>
<i>Adjusted free cash flow margin</i>	<i>35.0%</i>	<i>37.1%</i>	<i>36.8%</i>

(1) Free Cash Flow is a non-GAAP measure that we define as net cash provided by operating activities minus purchases of property and equipment and excluding any significant non-recurring items, such as proceeds from an intellectual property matter.

(2) Adjusted Free Cash Flow is a non-GAAP measure that we define as Free Cash Flow plus cash payments associated with real estate purchases.

Reconciliation of total revenue to total billings

	FY23	FY24	FY25
Total revenue	\$ 5,304.8	\$ 5,955.8	\$ 6,799.6
Add: Change in deferred revenue	1,094.7	625.9	754.9
Less: Deferred revenue balance acquired in business acquisitions	—	(49.2)	(0.8)
Total billings	\$ 6,399.5	\$ 6,532.5	\$ 7,553.7

Reconciliation of GAAP to non-GAAP results of operations measures

	FY23	FY24	FY25
GAAP product gross profit	\$ 1,163.7	\$ 1,256.7	\$ 1,493.0
Stock-based compensation	1.8	1.9	2.2
Amortization of acquired intangible assets	7.1	4.3	5.1
Non-GAAP product gross profit	<u>\$ 1,172.6</u>	<u>\$ 1,262.9</u>	<u>\$ 1,500.3</u>
GAAP service gross profit	\$ 2,903.9	\$ 3,541.5	\$ 3,977.7
Stock-based compensation	23.3	25.4	27.1
Amortization of acquired intangible assets	7.8	11.3	22.5
Non-GAAP service gross profit	<u>\$ 2,935.0</u>	<u>\$ 3,578.2</u>	<u>\$ 4,027.3</u>
GAAP total gross profit	\$ 4,067.6	\$ 4,798.2	\$ 5,470.7
Stock-based compensation	25.1	27.3	29.3
Amortization of acquired intangible assets	14.9	15.6	27.6
Non-GAAP total gross profit	<u>\$ 4,107.6</u>	<u>\$ 4,841.1</u>	<u>\$ 5,527.6</u>
GAAP research and development expense	\$ 613.8	\$ 716.8	\$ 815.5
Stock-based compensation	(76.8)	(85.9)	(98.7)
Non-GAAP research and development expense	<u>\$ 537.0</u>	<u>\$ 630.9</u>	<u>\$ 716.8</u>
GAAP sales and marketing expense	\$ 2,006.0	\$ 2,044.8	\$ 2,347.5
Stock-based compensation	(111.8)	(105.3)	(117.2)
Amortization of acquired intangible assets	(4.0)	(7.5)	(23.1)
Non-GAAP sales and marketing expense	<u>\$ 1,890.2</u>	<u>\$ 1,932.0</u>	<u>\$ 2,207.2</u>
GAAP general and administrative expense	\$ 211.3	\$ 237.8	\$ 233.4
Stock-based compensation	(37.9)	(41.7)	(36.9)
Litigation related matters	—	(3.2)	(5.6)
Non-GAAP general and administrative expense	<u>\$ 173.4</u>	<u>\$ 192.9</u>	<u>\$ 190.9</u>
GAAP total operating expense	\$ 2,826.5	\$ 2,994.8	\$ 3,386.0
Stock-based compensation	(226.5)	(232.9)	(252.8)
Amortization of acquired intangible assets	(4.0)	(7.5)	(23.1)
Litigation related matters	—	(3.2)	(5.6)
Gain on IP matters	4.6	4.6	10.4
Non-GAAP total operating expense	<u>\$ 2,600.6</u>	<u>\$ 2,755.8</u>	<u>\$ 3,114.9</u>
GAAP operating income	\$ 1,241.1	\$ 1,803.4	\$ 2,084.7
Stock-based compensation	251.6	260.2	282.1
Amortization of acquired intangible assets	18.9	23.1	50.7
Litigation related matters	—	3.2	5.6
Gain on IP matters	(4.6)	(4.6)	(10.4)
Non-GAAP operating income	<u>\$ 1,507.0</u>	<u>\$ 2,085.3</u>	<u>\$ 2,412.7</u>
GAAP provision for income taxes	\$ 143.8	\$ 283.9	\$ 439.1
Tax adjustments related to the above	128.1	95.9	23.6
Non-GAAP provision for income taxes	<u>\$ 271.9</u>	<u>\$ 379.8</u>	<u>\$ 462.7</u>
Non-GAAP effective tax rate	<u>17%</u>	<u>17%</u>	<u>18%</u>
GAAP net income	\$ 1,147.8	\$ 1,745.2	\$ 1,853.4
Stock-based compensation	251.6	260.2	282.1
Amortization of acquired intangible assets	18.9	23.1	50.7
Litigation related matters	—	3.2	5.6
Gain on IP matters	(4.6)	(4.6)	(10.4)
Gain on bargain purchase	—	(106.3)	(39.9)
Tax adjustment	(128.1)	(95.9)	(23.6)
Gain from equity method investment	—	—	(10.8)
Non-cash charge on equity method investment	—	8.0	—
Non-GAAP net income	<u>\$ 1,285.6</u>	<u>\$ 1,832.9</u>	<u>\$ 2,107.1</u>
GAAP net income per share, diluted	\$ 1.46	\$ 2.26	\$ 2.42
Stock-based compensation	0.32	0.34	0.37
Amortization of acquired intangible assets	0.02	0.03	0.07
Litigation related matters	—	—	0.01
Gain on IP matters	(0.01)	(0.01)	(0.01)
Gain on bargain purchase	—	(0.14)	(0.05)
Tax adjustment	(0.16)	(0.12)	(0.03)
Gain from equity method investment	—	—	(0.02)
Non-cash charge on equity method investment	—	0.01	—
Non-GAAP net income per share, diluted	<u>\$ 1.63</u>	<u>\$ 2.37</u>	<u>\$ 2.76</u>
Shares used in diluted net income per share calculations	788.2	771.9	764.6

Fortinet, Inc.

GAAP to Non-GAAP Reconciliations - Fiscal Quarters

(Unaudited, in millions, except percentages and per share amounts)

Reconciliation of net cash provided by operating activities to adjusted free cash flow

	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
Net cash provided by operating activities	\$ 191.7	\$ 830.4	\$ 342.0	\$ 608.1	\$ 477.6	\$ 863.3	\$ 451.9	\$ 655.2	\$ 620.2
Less: Purchases of property and equipment	(26.9)	(221.9)	(23.1)	(36.3)	(97.6)	(66.5)	(167.8)	(87.7)	(42.8)
Less: Proceeds from intellectual property matter	—	—	—	—	—	(14.0)	—	—	—
Free cash flow ⁽¹⁾	\$ 164.8	\$ 608.5	\$ 318.9	\$ 571.8	\$ 380.0	\$ 782.8	\$ 284.1	\$ 567.5	\$ 577.4
Add: Real estate related add backs	2.9	212.1	5.1	33.0	78.5	56.2	143.8	78.4	11.3
Adjusted free cash flow ⁽²⁾	\$ 167.7	\$ 820.6	\$ 324.0	\$ 604.8	\$ 458.5	\$ 839.0	\$ 427.9	\$ 645.9	\$ 588.7
<i>Free cash flow margin</i>	<i>11.6%</i>	<i>45.0%</i>	<i>22.2%</i>	<i>37.9%</i>	<i>22.9%</i>	<i>50.8%</i>	<i>17.4%</i>	<i>32.9%</i>	<i>30.3%</i>
<i>Adjusted free cash flow margin</i>	<i>11.9%</i>	<i>60.6%</i>	<i>22.6%</i>	<i>40.1%</i>	<i>27.6%</i>	<i>54.5%</i>	<i>26.3%</i>	<i>37.4%</i>	<i>30.9%</i>

(1) Free Cash Flow is a non-GAAP measure that we define as net cash provided by operating activities minus purchases of property and equipment and excluding any significant non-recurring items, such as proceeds from an intellectual property matter.

(2) Adjusted Free Cash Flow is a non-GAAP measure that we define as Free Cash Flow plus cash payments associated with real estate purchases.

Reconciliation of total revenue to total billings

	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
Total revenue	\$ 1,415.1	\$ 1,353.3	\$ 1,434.3	\$ 1,508.1	\$ 1,660.1	\$ 1,539.7	\$ 1,630.0	\$ 1,724.9	\$ 1,905.0
Add: Change in deferred revenue	449.7	54.9	106.3	115.5	349.2	57.5	149.2	82.8	465.4
Less: Deferred revenue balance acquired in business acquisitions	—	(1.0)	—	(41.4)	(6.8)	—	(0.8)	—	—
Total billings	\$ 1,864.8	\$ 1,407.2	\$ 1,540.6	\$ 1,582.2	\$ 2,002.5	\$ 1,597.2	\$ 1,778.4	\$ 1,807.7	\$ 2,370.4

Reconciliation of GAAP to non-GAAP results of operations measures

	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25
GAAP product gross profit	\$ 290.9	\$ 226.1	\$ 296.8	\$ 337.8	\$ 396.0	\$ 309.2	\$ 343.0	\$ 378.6	\$ 462.2
Stock-based compensation	0.5	0.5	0.4	0.5	0.5	0.5	0.5	0.6	0.6
Amortization of acquired intangible assets	2.0	1.0	1.2	1.1	1.0	1.3	1.7	1.4	0.7
Non-GAAP product gross profit	\$ 293.4	\$ 227.6	\$ 298.4	\$ 339.4	\$ 397.5	\$ 311.0	\$ 345.2	\$ 380.6	\$ 463.5
GAAP service gross profit	\$ 808.3	\$ 822.5	\$ 862.5	\$ 906.9	\$ 949.6	\$ 937.4	\$ 972.1	\$ 1,014.6	\$ 1,053.6
Stock-based compensation	6.1	6.2	6.5	6.3	6.4	6.5	7.0	6.9	6.7
Amortization of acquired intangible assets	2.4	1.1	1.2	2.5	6.5	5.4	5.6	5.8	5.7
Non-GAAP service gross profit	\$ 816.8	\$ 829.8	\$ 870.2	\$ 915.7	\$ 962.5	\$ 949.3	\$ 984.7	\$ 1,027.3	\$ 1,066.0
GAAP total gross profit	\$ 1,099.2	\$ 1,048.6	\$ 1,159.3	\$ 1,244.7	\$ 1,345.6	\$ 1,246.6	\$ 1,315.1	\$ 1,393.2	\$ 1,515.8
Stock-based compensation	6.6	6.7	6.9	6.8	6.9	7.0	7.5	7.5	7.3
Amortization of acquired intangible assets	4.4	2.1	2.4	3.6	7.5	6.7	7.3	7.2	6.4
Non-GAAP total gross profit	\$ 1,110.2	\$ 1,057.4	\$ 1,168.6	\$ 1,255.1	\$ 1,360.0	\$ 1,260.3	\$ 1,329.9	\$ 1,407.9	\$ 1,529.5
GAAP research and development expense	\$ 152.5	\$ 173.0	\$ 165.4	\$ 187.3	\$ 191.1	\$ 198.6	\$ 209.5	\$ 202.4	\$ 205.0
Stock-based compensation	(19.8)	(19.8)	(21.3)	(21.9)	(22.9)	(23.0)	(25.1)	(25.4)	(25.2)
Non-GAAP research and development expense	\$ 132.7	\$ 153.2	\$ 144.1	\$ 165.4	\$ 168.2	\$ 175.6	\$ 184.4	\$ 177.0	\$ 179.8
GAAP sales and marketing expense	\$ 507.4	\$ 501.1	\$ 501.3	\$ 515.9	\$ 526.5	\$ 542.7	\$ 592.0	\$ 583.5	\$ 629.3
Stock-based compensation	(27.7)	(26.7)	(25.9)	(27.0)	(25.7)	(26.5)	(29.7)	(30.0)	(31.0)
Amortization of acquired intangible assets	(0.9)	(0.9)	(0.9)	(1.7)	(4.0)	(5.1)	(5.9)	(5.9)	(6.2)
Non-GAAP sales and marketing expense	\$ 478.8	\$ 473.5	\$ 474.5	\$ 487.2	\$ 496.8	\$ 511.1	\$ 556.4	\$ 547.6	\$ 592.1
GAAP general and administrative expense	\$ 55.1	\$ 54.4	\$ 56.6	\$ 71.7	\$ 55.1	\$ 57.8	\$ 56.9	\$ 61.4	\$ 57.3
Stock-based compensation	(9.9)	(9.8)	(10.2)	(10.7)	(11.0)	(10.4)	(7.6)	(9.3)	(9.6)
Litigation related matters	—	—	—	(3.2)	—	—	—	(5.6)	—
Non-GAAP general and administrative expense	\$ 45.2	\$ 44.6	\$ 46.4	\$ 57.8	\$ 44.1	\$ 47.4	\$ 49.3	\$ 46.5	\$ 47.7
GAAP total operating expense	\$ 713.8	\$ 727.4	\$ 722.1	\$ 773.8	\$ 771.5	\$ 792.8	\$ 857.1	\$ 845.9	\$ 890.2
Stock-based compensation	(57.4)	(56.3)	(57.4)	(59.6)	(59.6)	(59.9)	(62.4)	(64.7)	(65.8)
Amortization of acquired intangible assets	(0.9)	(0.9)	(0.9)	(1.7)	(4.0)	(5.1)	(5.9)	(5.9)	(6.2)
Litigation related matters	—	—	—	(3.2)	—	—	—	(5.6)	—
Gain on IP matters	1.2	1.1	1.2	1.1	1.2	6.3	1.3	1.4	1.4
Non-GAAP total operating expense	\$ 656.7	\$ 671.3	\$ 665.0	\$ 710.4	\$ 709.1	\$ 734.1	\$ 790.1	\$ 771.1	\$ 819.6
GAAP operating income	\$ 385.4	\$ 321.2	\$ 437.2	\$ 470.9	\$ 574.1	\$ 453.8	\$ 458.0	\$ 547.3	\$ 625.6
Stock-based compensation	64.0	63.0	64.3	66.4	66.5	66.9	69.9	72.2	73.1
Amortization of acquired intangible assets	5.3	3.0	3.3	5.3	11.5	11.8	13.2	13.1	12.6
Litigation related matters	—	—	—	3.2	—	—	—	5.6	—
Gain on IP matters	(1.2)	(1.1)	(1.2)	(1.1)	(1.2)	(6.3)	(1.3)	(1.4)	(1.4)
Non-GAAP operating income	\$ 453.5	\$ 386.1	\$ 503.6	\$ 544.7	\$ 650.9	\$ 526.2	\$ 539.8	\$ 636.8	\$ 709.9
GAAP provision for income taxes	\$ 95.2	\$ 39.5	\$ 76.5	\$ 81.2	\$ 86.7	\$ 96.5	\$ 77.1	\$ 120.7	\$ 144.8
Tax adjustments related to the above	(13.0)	30.3	14.3	19.8	31.5	2.8	30.8	2.4	(12.4)
Non-GAAP provision for income taxes	\$ 82.2	\$ 69.8	\$ 90.8	\$ 101.0	\$ 118.2	\$ 99.3	\$ 107.9	\$ 123.1	\$ 132.4
Non-GAAP effective tax rate	17%	17%	17%	17%	17%	18%	18%	18%	18%
GAAP net income	\$ 310.9	\$ 299.3	\$ 379.8	\$ 539.9	\$ 526.2	\$ 433.4	\$ 440.1	\$ 473.9	\$ 506.0
Stock-based compensation	64.0	63.0	64.3	66.4	66.5	66.9	69.9	72.2	73.1
Amortization of acquired intangible assets	5.3	3.0	3.3	5.3	11.5	11.8	13.2	13.1	12.6
Litigation related matters	—	—	—	3.2	—	—	—	5.6	—
Gain on IP matters	(1.2)	(1.1)	(1.2)	(1.1)	(1.2)	(6.3)	(1.3)	(1.4)	(1.4)
Gain on bargain purchase	—	—	—	(106.3)	—	(39.9)	—	—	—
Tax adjustment	13.0	(30.3)	(14.3)	(19.8)	(31.5)	(2.8)	(30.8)	(2.4)	12.4
Gain from equity method investment	—	—	—	—	—	(10.8)	—	—	—
Non-cash charge on equity method investment	—	—	8.0	—	—	—	—	—	—
Non-GAAP net income	\$ 392.0	\$ 333.9	\$ 439.9	\$ 487.6	\$ 571.5	\$ 452.3	\$ 491.1	\$ 561.0	\$ 602.7
GAAP net income per share, diluted	\$ 0.40	\$ 0.39	\$ 0.49	\$ 0.70	\$ 0.68	\$ 0.56	\$ 0.57	\$ 0.62	\$ 0.68
Stock-based compensation	0.08	0.08	0.08	0.09	0.09	0.09	0.09	0.09	0.10
Amortization of acquired intangible assets	0.01	—	0.01	0.01	0.01	0.01	0.02	0.02	0.02
Litigation related matters	—	—	—	—	—	—	—	0.01	—
Gain on IP matters	—	—	—	—	—	(0.01)	—	—	(0.01)
Gain on bargain purchase	—	—	—	(0.14)	—	(0.05)	—	—	—
Tax adjustment	0.02	(0.04)	(0.02)	(0.03)	(0.04)	(0.01)	(0.04)	—	0.02
Gain from equity method investment	—	—	—	—	—	(0.01)	—	—	—
Non-cash charge on equity method investment	—	—	0.01	—	—	—	—	—	—
Non-GAAP net income per share, diluted	\$ 0.51	\$ 0.43	\$ 0.57	\$ 0.63	\$ 0.74	\$ 0.58	\$ 0.64	\$ 0.74	\$ 0.81
Shares used in diluted net income per share calculations	772.3	770.5	769.9	771.9	775.2	776.8	772.7	761.2	748.0