2016 Report

100

new organizations

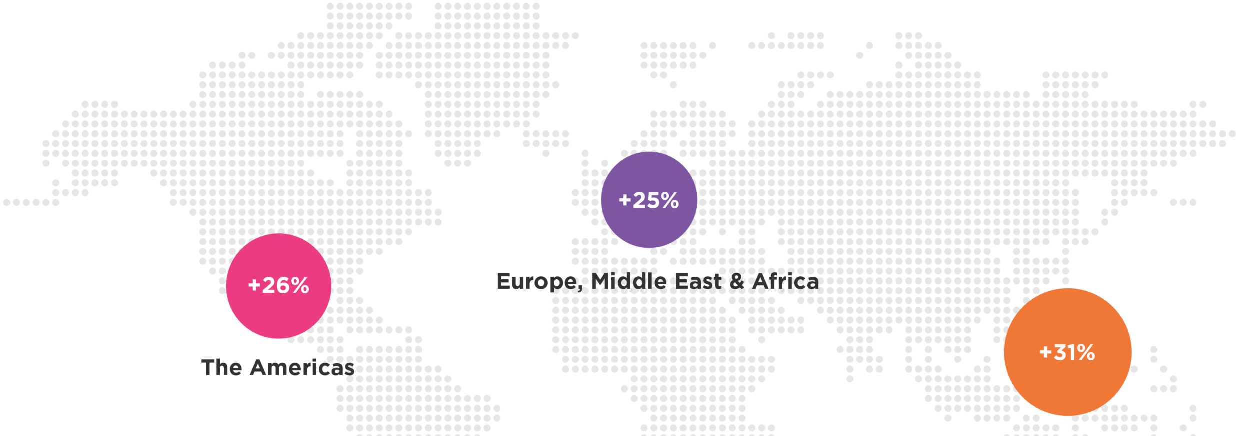
become JetBrains customers daily
(3,250 monthly)

1,130

new individual users

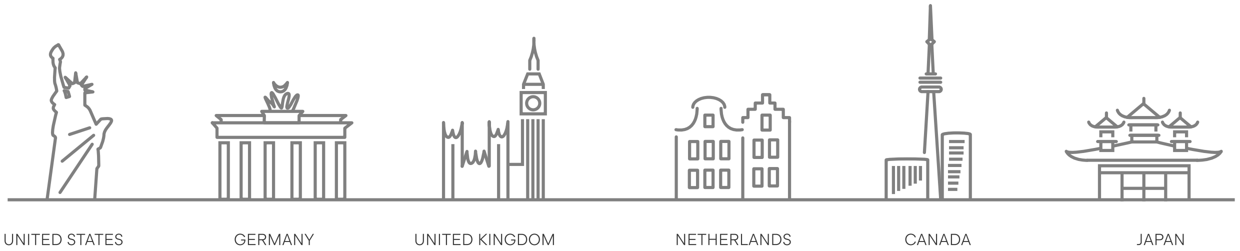
become JetBrains customers daily
(34,500 every month)
including students

Revenue growth by region


+26%
The Americas
+25%
Europe, Middle East & Africa
+31%

Asia-Pacific region

Top 6 countries by paying active users


UNITED STATES
GERMANY
UNITED KINGDOM
NETHERLANDS
CANADA
JAPAN

Customer highlights

740,000

active customers
in 2016

230,000

active paying customers
in 2016

Fortune companies

431

Fortune 500 companies and
98 Fortune 100 companies
use our tools

336

Fortune Global 500 companies and
81 Fortune Global 100 companies
are our customers

331 companies

66%

2015

431 companies

86%

2016

246 companies

49%

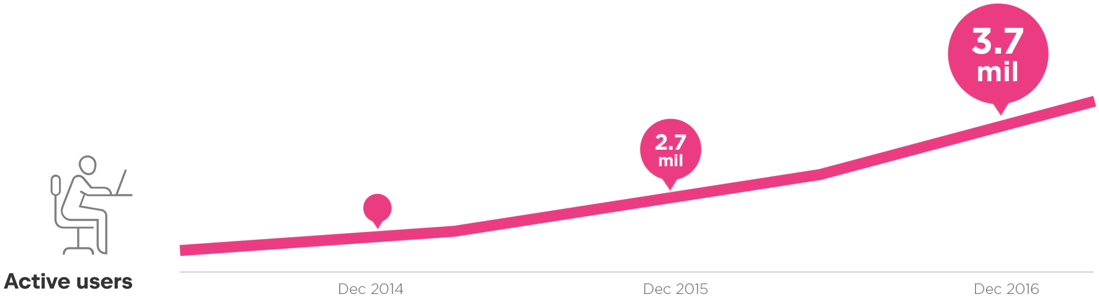
2015

336 companies

67%

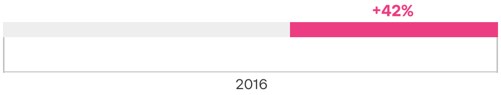
2016

Product downloads and usage

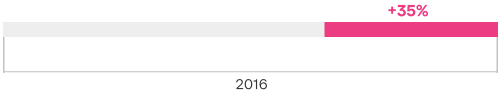


Usage growth

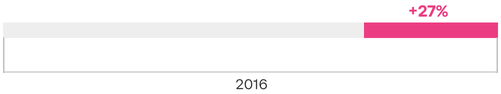
YoY increase in downloads



JetBrains Toolbox (desktop products, IDEs + .NET)



Team tools (Upsource, YouTrack, TeamCity & Hub)



17,132,217

total downloads

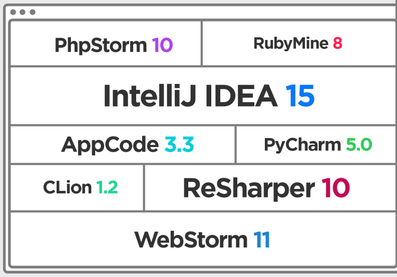
(up from 12,080,752 in 2015)

Product development and subscriptions

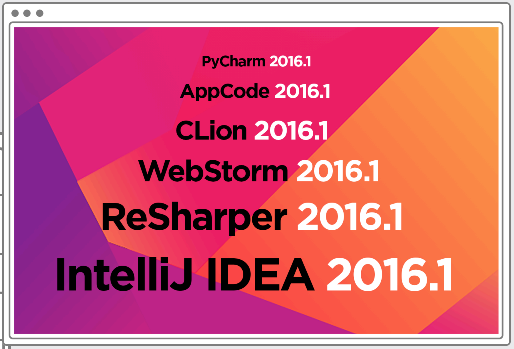
New versions

Old versions

(November 2015 releases)



PhpStorm 10
RubyMine 8
IntelliJ IDEA 15
AppCode 3.3
PyCharm 5.0
CLion 1.2
ReSharper 10
WebStorm 11



PyCharm 2016.1
AppCode 2016.1
CLion 2016.1
WebStorm 2016.1
ReSharper 2016.1
IntelliJ IDEA 2016.1

Two new products in development

Rider

GoLand

Tool to manage and update installed products

Toolbox App

13.3%

of all JetBrains Toolbox customers purchase ‘All Products Pack’

Popular product combinations among All Products Pack subscribers:

IntelliJ IDEA + WebStorm

IntelliJ IDEA + DataGrip

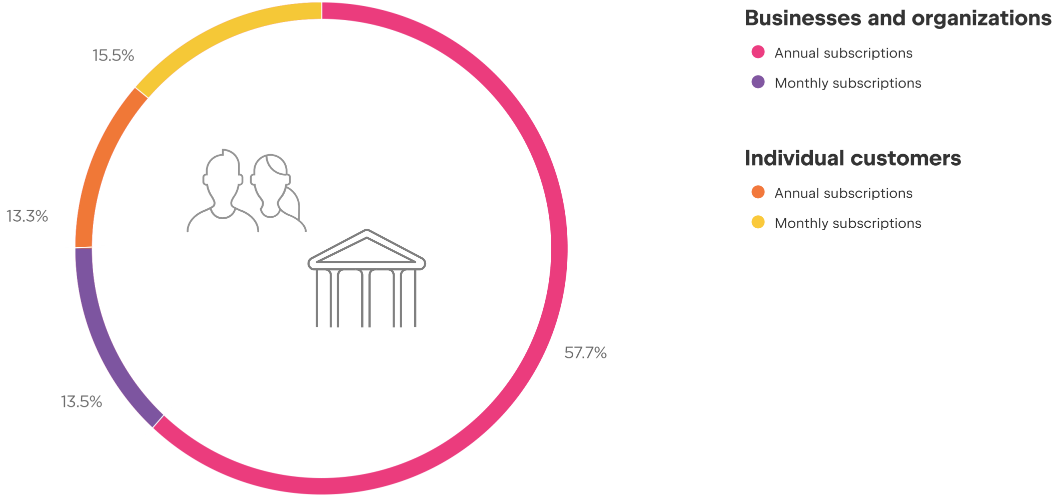
IntelliJ IDEA + PyCharm

ReSharper Ultimate

DataGrip + IntelliJ IDEA + WebStorm

IntelliJ IDEA + PyCharm + WebStorm

JetBrains Toolbox subscriptions, business vs. individual



Kotlin

Version 1.0 released
February 16, 2016

Enters TIOBE top 100

Used by 15 Fortune 500 companies

150,000

developers from all over
the world have tried Kotlin

Talking Kotlin
podcast

Community highlights

- Spring 5 Introducing Kotlin
- Gradle Adopting Kotlin as scripting language for build scripts
- Corda — Distributed ledger platform designed by (and for) the world's largest financial institutions — is fully written in Kotlin

6

books published

>30

User groups

Kotlin IN ACTION
Modern Web Development with Kotlin
Programming Kotlin
Fundamental Kotlin
Android Development with Kotlin
KOTLIN
FOR ANDROID DEVELOPERS

>200

Talks on Kotlin in 2016

>5,500

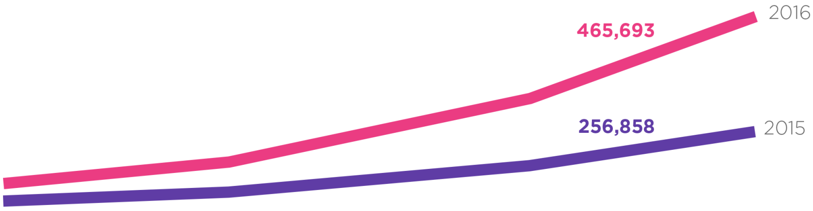
Users in Slack channel

Use inside JetBrains

We're increasingly using Kotlin for most of our internal systems and new, yet unannounced products.

TeamCity and **Upsource** are the latest adopters of Kotlin, joining **YouTrack** and IDEs based on IntelliJ Platform such as **Rider**.

Student license program



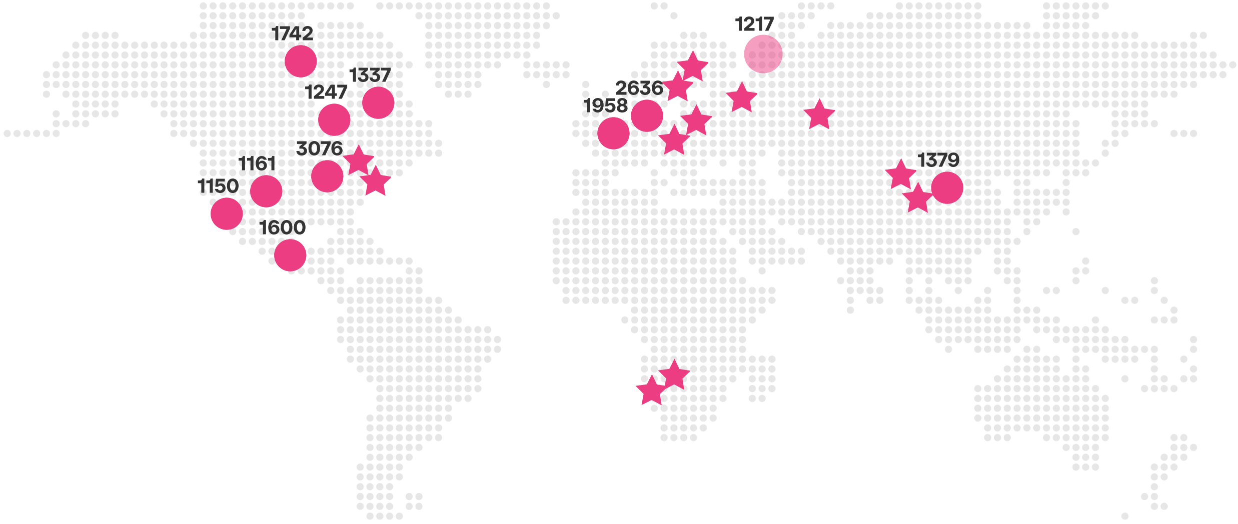
Number of Student Packs up **81%**

Student licenses

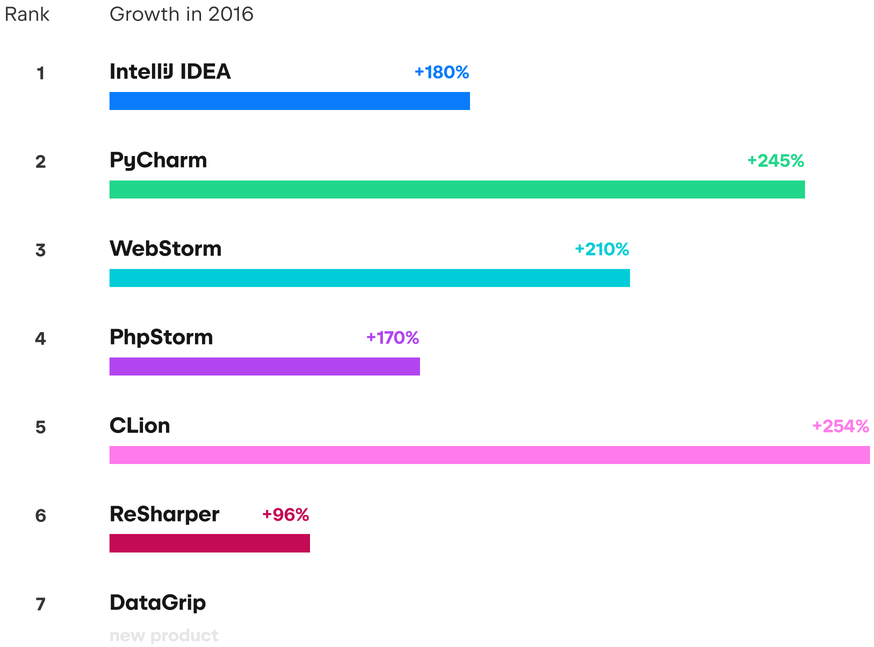
University highlights

● Top 11 universities

★ Universities with campus ambassadors


1742
1337
1247
3076
1161
1150
1600
1217
2636
1958
1379

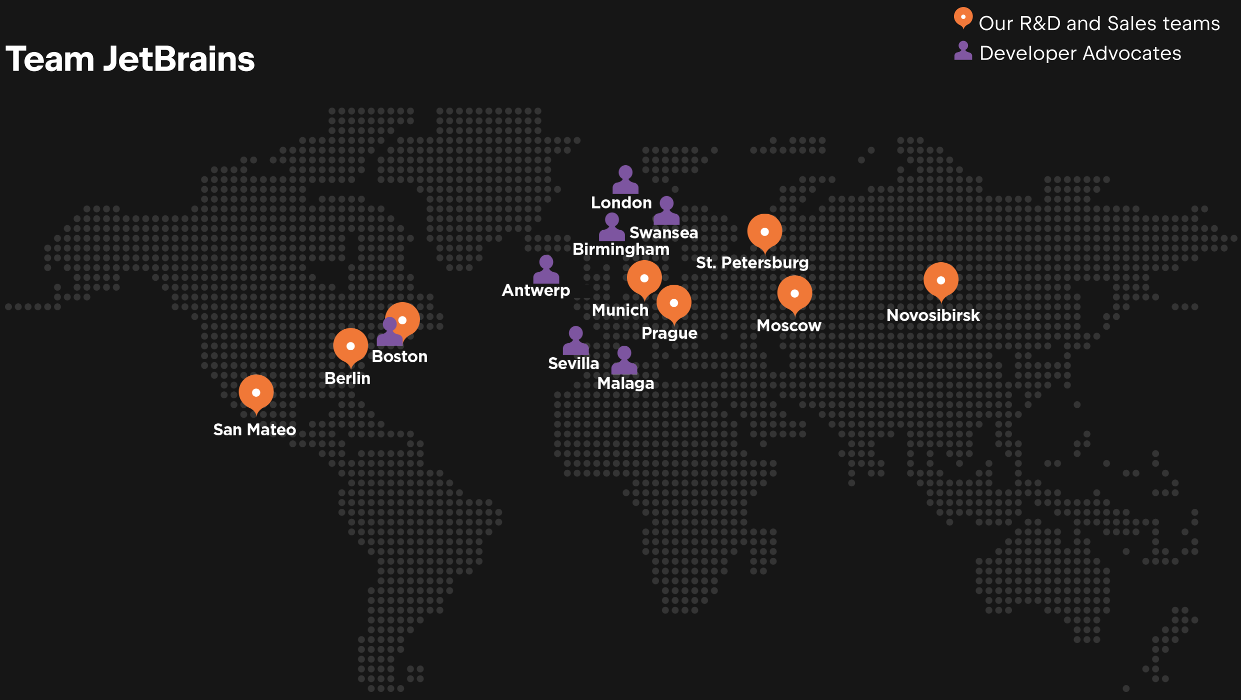
Products most used by students:



Learning tools

- PyCharm Edu: free, easy & professional tool to learn programming with Python
- IDE Features Trainer: a new way to learn your IDE
- Kotlin Education Plugin: Kotlin learning courses inside IntelliJ IDEA

Team JetBrains

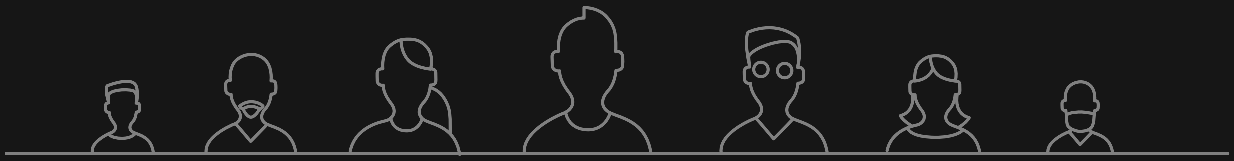

Our R&D and Sales teams
Developer Advocates
London
Swansea
Birmingham
St. Petersburg
Antwerp
Munich
Prague
Moscow
Novosibirsk
Boston
Berlin
Sevilla
Malaga
San Mateo

690

total employees

110

new employees



18

Average employee age

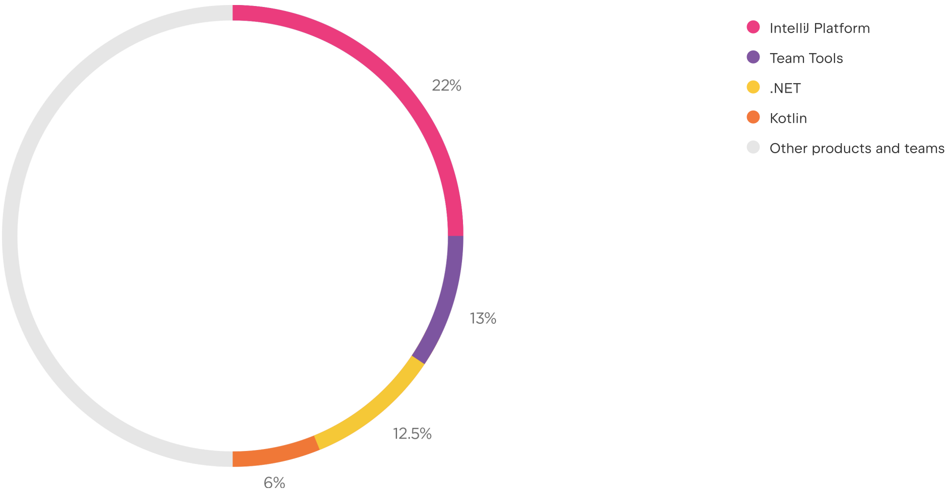
29

years

67

We are hiring

Breakdown of product development teams



JetBrains: The Drive to Develop video (02:07)

IJ
R#
PS
CL
PC
W_

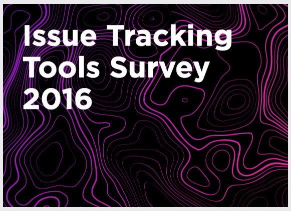
Team and company activities in 2016

- **Jet Vocals Carol of the Bells (04:20)**

Community highlights

- PyCharm raises $50,000 for the Django Software Foundation
- CLion supports sea lions
- JetBrains becomes an Official Coding Tools Sponsor of MHL (Major League Hacking) in Europe
- TeamCity Plugin Contest and the winners
- PhpStorm is recognized as InfoWorld 2016 Technology of the Year
- Java Champions get IntelliJ IDEA Ultimate for free

Marketing research reports


Issue Tracking
Tools Survey
2016

Issue tracking tools survey 2016 report

We polled over 1,500 participants to find out the most popular issue tracking tools and gain insight into how they are used by different members of software development teams and how developers like them.

Python
Developers
Survey 2016

Python developers survey 2016 report

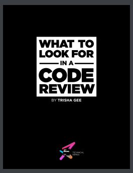
A survey conducted among more than 1,000 Python developers to identify the latest trends and gather insight into how the world of Python development looks in 2016. We can see Python becoming the language of choice for more and more developers and Python 3 gaining more popularity.

How developers
use databases
today

How developers use databases today

As we considered adding a dedicated tool for working with databases and SQL, we felt it was necessary to better understand how developers used databases. We ran a survey gathering responses from about 2,000 developers. Read this report to find out what we learned.

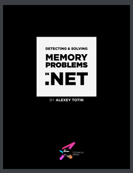
eBooks



WHAT TO
LOOK FOR
IN A
CODE
REVIEW
BY TRISHA GEE

What to Look for in a Code Review

In the book you'll find a series of tips from Trisha Gee on what to look for when doing code reviews, including aspects of testing, security, performance and more.



DETECTING & SOLVING
MEMORY
PROBLEMS
IN .NET
BY ALEXEY TOTIN

Detecting and Solving Memory Problems in .NET

Best practices in finding and solving memory issues in .NET applications based on the experience we've had while developing ReSharper and other products.

JET
BRAINS

Thank you for a remarkable year!