# 2017 Annual Highlights

**111** +11%

**new organizations**

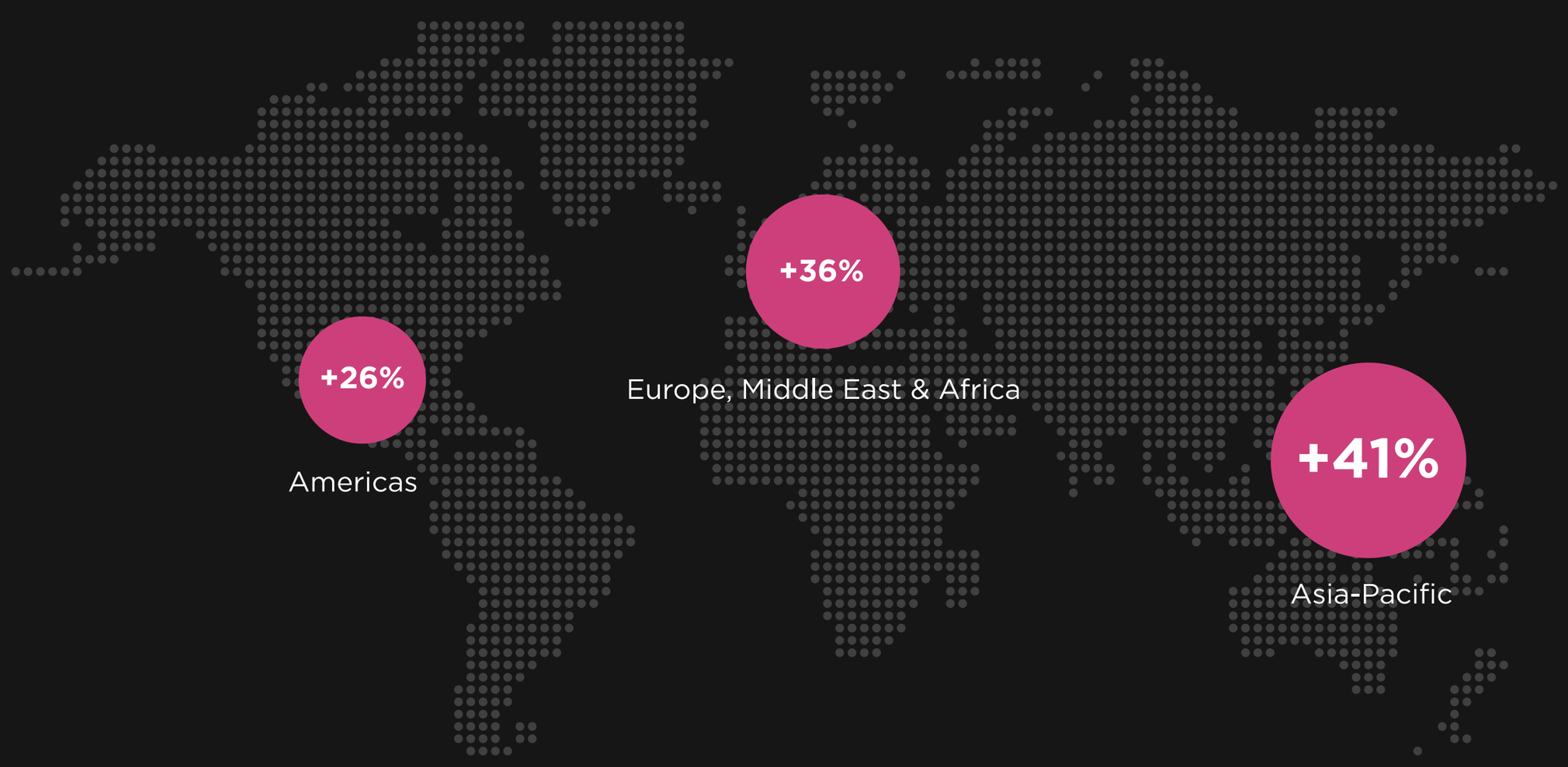
become JetBrains customers every day

**1,587** +40%

**new individuals**

become JetBrains customers (free+paying+students) every day (48,276 every month)

## YoY Revenue Growth by Region




**Top 6 countries by paying active customers**

| | UNITED STATES | GERMANY | UNITED KINGDOM | RUSSIAN FEDERATION | CANADA | FRANCE |
|---|---|---|---|---|---|---|
| YoY growth | +15% | +14% | +17% | +29% | +15% | +35% |

**Top 6 countries by growth rate of paying active customers**

## Customer Highlights

**1,065,000** +45%

**active customers**

in 2017 (free + paying)

**276,000** +20%

**active paying customers**

in 2017

## Fortune companies

**95**

**Fortune 100** companies use our tools.

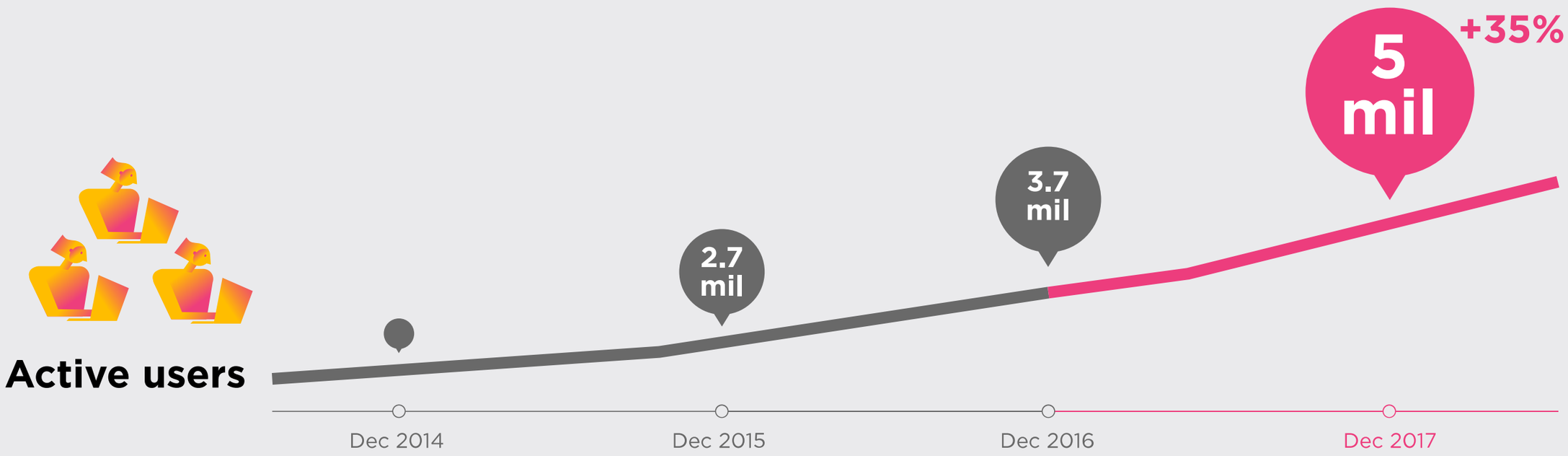
So do 409 Fortune 500 companies.

**81**

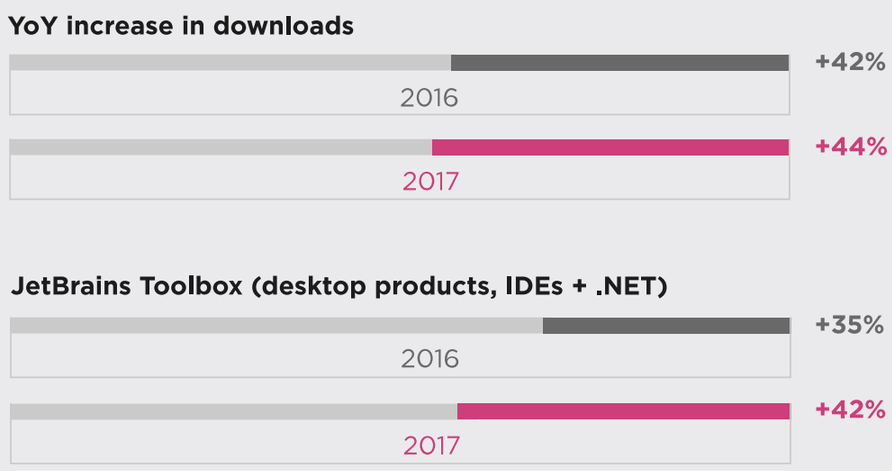
**Fortune Global 100** companies are our customers.

As are 324 Fortune Global 500 companies.

## Product Downloads and Usage




### Download Growth



**24,644,017** +44%

**Total downloads**

(17,132,217 last year)

## Product Development and Subscriptions

All products aligned with **YEAR.RELEASE.UPDATE** versioning

Two new products

GO GoLand

Capable and Ergonomic Go IDE

www.jetbrains.com/go/

RD Rider

Cross-platform .NET IDE

www.jetbrains.com/rider/

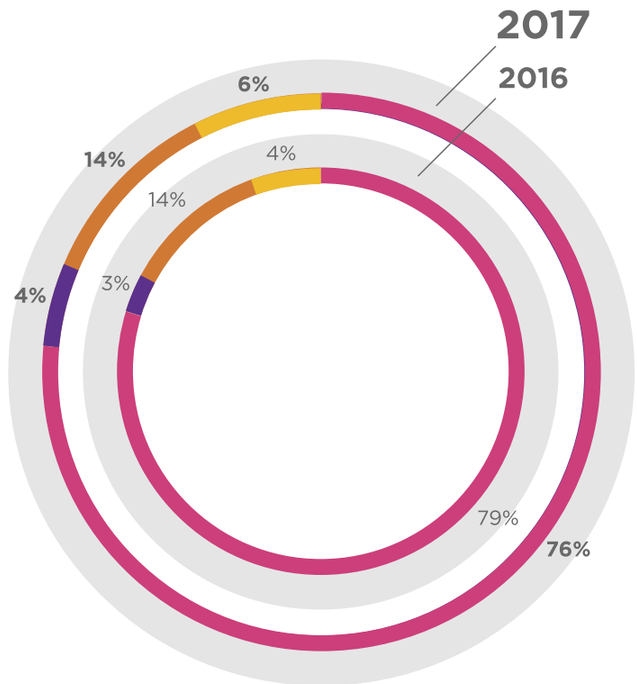
**17.7%** +4.4%

**of all JetBrains Toolbox customers purchase the 'All Products' Pack**

**75,000**

participate in EAPs monthly.

**JetBrains Toolbox subscriptions, business vs. individual**




**Individual customers**

- Personal annual
- Personal monthly

**Business and organizations**

- Organizations annual
- Organizations monthly

## Kotlin highlights

Kotlin is supported as a first-class language on Android

Kotlin/Native IDE Support Preview

Version 1.2 released on November 28th, 2017

#39 in TIOBE

### Kotlin Community:

**>700,000**
Users

**>1,200**
Talks on Kotlin in 2017

**9+**
Books (with more in the works)

**>135**
User groups

**>14,000**
Members in Slack

KotlinConf 2017

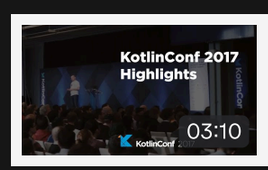
**50**
Speakers

**17**
Partners

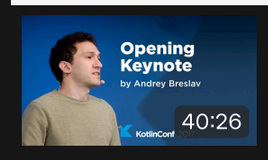
**1,200**

Attendees from 46 countries

Autoplay

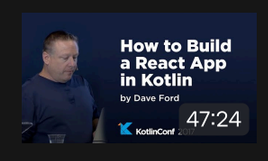



KotlinConf 2017 - Highlights
15/11/2017




KotlinConf 2017 - Opening Keynote by Andrey Breslav
30/11/2017

KotlinConf 2017 - Introduction to Coroutines by Roman Elizarov
15/11/2017




KotlinConf 2017 - How to Build a React App in Kotlin by Dave Ford
15/11/2017

Watch all videos

## The State of Developer Ecosystem in 2017

In late 2016 and early 2017 we polled over 5,000 developers to identify the State of Developer Ecosystem.

Find out what we learned.

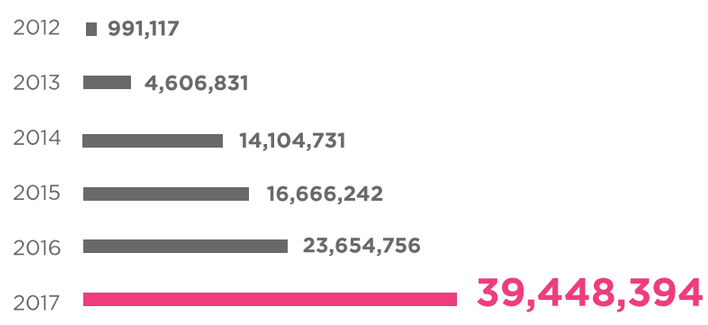
# Plugin Marketplace

## IntelliJ Platform

### Overview

**529** unique repository vendors (those who uploaded plugins in 2017)
**645** new plugins (606 by community)
**8,686** updates (5,549 by community)

### Plugin downloads per year




### Total Plugin Marketplace traffic

**650** TB

### Popular IDE plugins

| PLUGIN | DOWNLOADS IN 2017 | COMMUNITY? |
|---|---|---|
| ignore | 2,742,882 | ✔ |
| Scala | 2,570,907 | |
| BashSupport | 2,110,961 | ✔ |
| NodeJS | 1,719,923 | |
| Markdown Support | 1,560,337 | |
| LiveEdit | 1,415,250 | |
| Kotlin | 1,157,497 | |
| IdeaVim | 889,635 | |
| Markdown Navigator | 867,662 | ✔ |

### TeamCity Plugin Marketplace
**336 plugins**

Featured TeamCity plugins:

Kubernetes Support
AWS S3 Artifact Storage
HashiCorp Vault Support
Amazon ECS Support

### .NET Plugin Marketplace
**227 packages**

| | |
|---|---|
| AngularJS | 811,664 |

## Community

Amount of time users have spent watching our YouTube Channel:

Subscribe

**11,541,107 minutes (nearly 22 years!)**

**175,000** +38%

**Twitter Followers**

follow @jetbrains

**Participated in**

**112 events**

across **23 countries**

## Giveaways

### Stickers

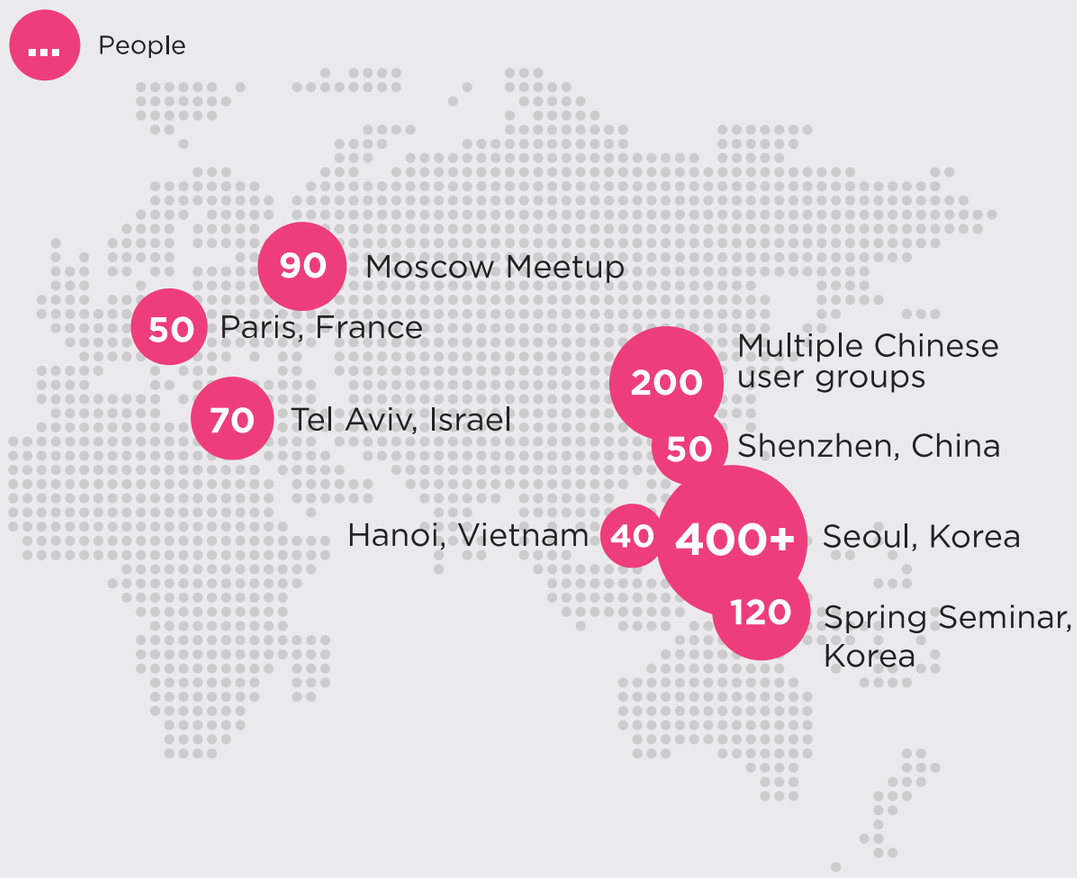
We gave away **425,000** stickers in 2017

Could cover an area of 1,062 square meters (11,431 square feet)

### Yo-yos +18% YoY

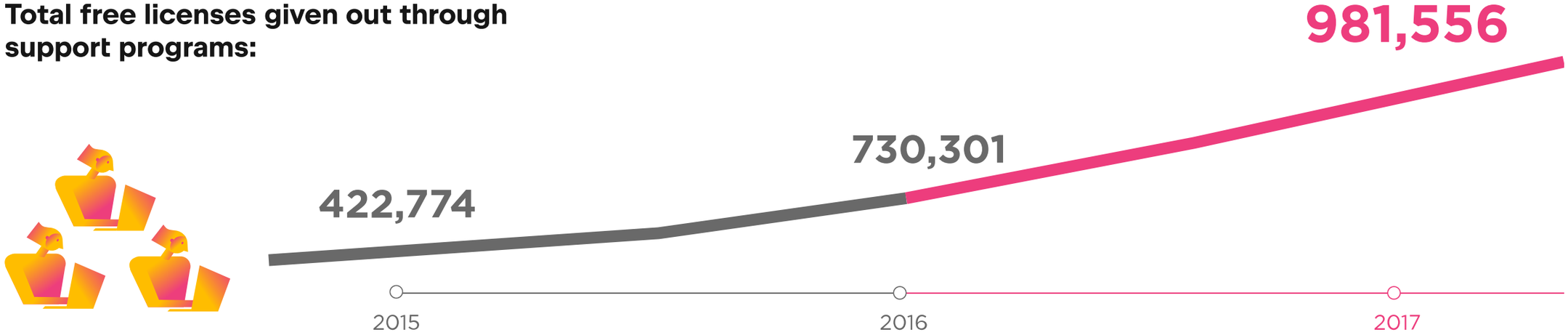
We handed out **28,800** yo-yos 2017

**JetBrains Nights: 1000+ attendees**



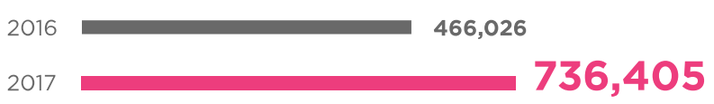

## Support Programs

## Total free licenses given out through support programs:

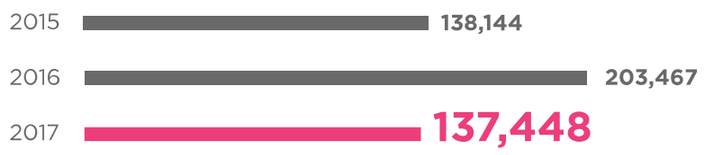



### Student license program

Total student Packs provided




Total classroom licenses provided




### Open source projects

Total complimentary licenses given out to open source projects:

# 9,700

## Team JetBrains

## Employee Demographics

Youngest employee: **19**

Average employee age: **32**

Oldest employee: **70**

**Total employees in 2017**

**720** +30

Identify as:

**Male 65%** **Female 33%**

*gender is not binary

**Office space:**

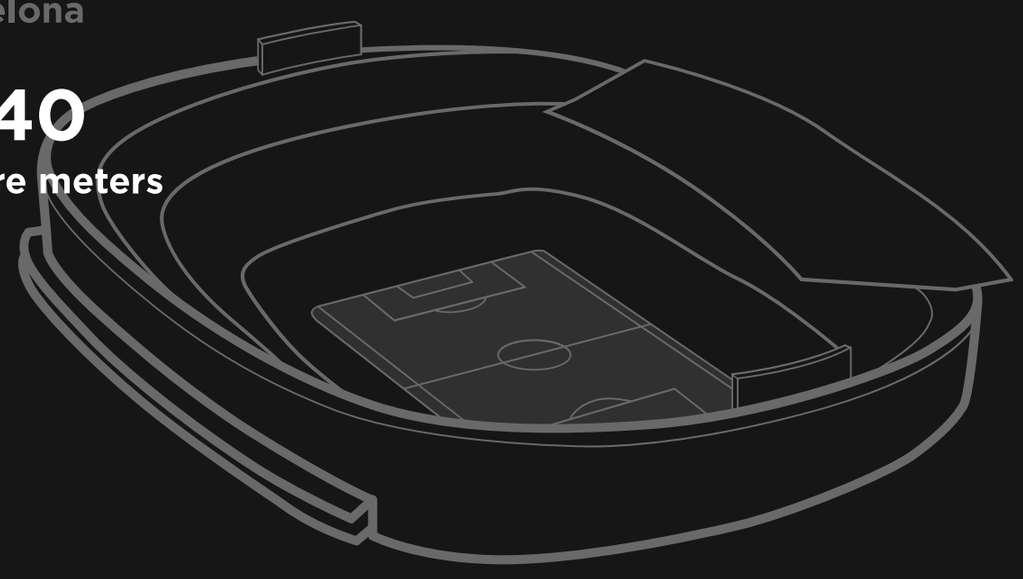
**18,941**

**square meters (203,879 square feet)**

+ 3,800 square meters (40,902 square feet) in 2017

**Camp Nou, Barcelona**

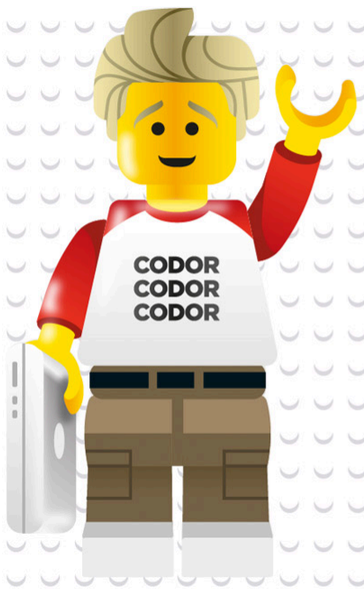
**7,140**
**square meters**



# Life@JetBrains

## Team Moments from 2017

5th Annual JetBrains Internal Hackathon




# HACKATHONS

## JetBrains Hackathon 2017

**99**
**Participants**

**52**
**Submission**

**Some of the winning projects**

1st place: Ideolog

2nd place: Nomouse

3rd place: Danke/Спасибо/Thanks...

**$18,000**
**in prizes**

**40**
**Successful projects**

## Employee Perks

20% Projects

Massages

Kitchen / Canteen
(free food)

Team Building

Fitness, ping pong,
foosball table

Language courses

Training/Conferences

Summer murder mystery

Winter Trips

Halloween Party

Go-Karting

Kids' Day

Kids Theater

Dragon Boats Race

View Job Openings

JET BRAINS

**It's been great going, thanks to you!**