Financial Analyst Briefing
October 8, 2019
Welcome
Safe Harbor

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements are based on management’s beliefs and assumptions and on information currently available to management. Forward-looking statements include information concerning: potential or assumed future results of operations, financial metrics and goals; our priorities, plans, initiatives and investments; the threat landscape, industry environment, and customer buying preferences; competitive position; market opportunities; drivers and expectations for growth; new, future and enhanced offerings; go to market strategies; our expectations, beliefs, plans, initiatives and strategies relating to our Verodin acquisition; and the effects of competition.

Forward-looking statements include all statements that are not historical facts and can be identified by terms such as “anticipates,” “believes,” “could,” “seeks,” “estimates,” “intends,” “may,” “plans,” “potential,” “predicts,” “projects,” “should,” “will,” “would” or similar expressions and the negatives of those terms. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Forward-looking statements represent our management’s beliefs and assumptions only as of the date of this presentation. You should read our filings with the SEC, including the Risk Factors set forth therein, completely and with the understanding that our actual future results may be materially different from what we expect. Except as required by law we assume no obligation to update these forward-looking statements publicly, or to update the reasons why actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

In addition, the preliminary estimated financial results provided in this presentation are based on our current estimates for the third quarter of 2019 and remain subject to change based on our ongoing review of results and the subsequent occurrence or identification of events prior to closing of the review and any further adjustments made in connection with our closing and review procedures.

This presentation includes certain non-GAAP financial measures as defined by the SEC rules. As required by Regulation G, we have provided a reconciliation of those measures to the most directly comparable GAAP measures, which is available in the appendix.

Any future offering, feature, or related specification that may be referenced in this presentation is for information purposes only and is not a commitment to deliver any offering, technology or enhancement. We reserve the right to modify future product and service plans at any time.
## Today’s Agenda

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<th>Time</th>
<th>Topic</th>
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<td>1:00 – 1:05</td>
<td>Welcome / Safe Harbor</td>
<td>Kate Patterson, VP, Investor Relations</td>
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<td>1:05 – 1:30</td>
<td>Vision, Mission, &amp; Strategy</td>
<td>Kevin Mandia, CEO</td>
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<td>1:30 – 2:00</td>
<td>Verodin Platform</td>
<td>Rob Potter, VP, Verodin</td>
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<td>Verodin Demo</td>
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<td>Products</td>
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<td>FireEye Strategic Services</td>
<td>Charles Carmakal, SVP, Strategic Services CTO</td>
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<td>3:30 – 4:00</td>
<td>Go to Market</td>
<td>Bill Robbins, EVP Worldwide Sales</td>
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<td>4:00 – 4:15</td>
<td>Financial Model</td>
<td>Frank Verdecanna, EVP, CFO and CAO</td>
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<td>4:15 – 4:45</td>
<td>Moderated Q&amp;A</td>
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Delivering Modern Cyber Defense

Kevin Mandia
CEO, FireEye
PIONEERING MODERN CYBER DEFENSE

Intelligence Led

Technology Enabled

Outcome Based
OUR DIFFERENTIATION

Through our intelligence, technology and experts, we are positioned to learn, before anyone else, the tools and tactics attackers are using to circumvent security safeguards.
OUR UNIQUE DIFFERENTIATOR

WE KNOW MORE ABOUT CYBER THREATS
CYBER INCIDENT RESPONSE SERVICES
Q1 2019
EXTERNAL THREAT INTELLIGENCE SERVICES Q3 2018
TECHNOLOGY ENABLED
WE KNOW MORE ABOUT CYBER ATTACKS, AND INTEGRATE THIS INTELLIGENCE INTO OUR PLATFORM

FRONTLINE VISIBILITY ON ATTACK TECHNIQUES

>100K Hours Responding to Attacks

COLLECT & LEVERAGE ADVISORY INTEL

>30K Intel Reports Published annually through our portal

THINK LIKE AN ATTACKER

>400 Red Team Exercises

TRAIN EXPERTS IN CYBER RESILIENCE

100s Exercises & Trainings
BUILD THE BEST, MOST DYNAMIC, LAYER OF DEFENSE

Our Endpoint, Network, and Email Security Software provides an integrated, comprehensive security suite.

It learns from our Innovation Cycle.

It is dynamic, and changes daily to meet the threats we witness on the front lines.
BE THE BEST AT SECURITY VALIDATION

1. ATTACK
   - Red Teaming

2. MEASURE
   - Continuous Validation
   - Point-in-time Validation

3. IMPROVE

TECHNOLOGY
EXPERTISE
INTEL

FIREEYE
SECURITY
PLATFORM
ALERT TO FIX
SAFETY AS A SERVICE
Provide seamless access to our intelligence and expertise for detection, investigation, alert triage, remediation, and other cyber security needs to meet the shortage of security experts.
EXPERTISE ON DEMAND BRIDGES THE TALENT GAP

AS WE AUTOMATE MORE AND MORE OF OUR EXPERTISE
4 AUTOMATE SECURITY OPERATIONS

Leverage our knowledge to automatically optimize and tailor customer infrastructure and security investments against the threats targeting them.
# Expertise on Demand and Automated Security Operations

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PRODUCT VISION

Build the Best, Most Dynamic Layer of Defense

Be the Best at Security Validation

Deliver Expertise On Demand

Automate Security Operations

Know more about cyber attacks than anyone
FIREEYE SECURITY AS A SERVICE PLATFORM
THINKS • LEARNS • AUTOMATES • Connects

SENSORS

DATA

PEOPLE
EXPERTISE ON DEMAND

PLUS THIRD-PARTY INTEGRATIONS

PLUS THIRD-PARTY INTEGRATIONS

FIREEYE SECURITY PLATFORM
ALERT TO FIX

SECURITY. SIMPLIFIED. INTEGRATED. OPTIMIZED. AUTOMATED.
HOW CAN WE BEST LEVERAGE OUR PLATFORM TO ADDRESS MARKET NEEDS?
#1. RATIONALIZATION OF SPEND
RATIONALIZATION

1. OUTSOURCE EXPERTISE ON DEMAND
2. PRIORITIZE PRIOR INVESTMENT SECURITY VALIDATION
#2. ADDRESS TOP CISO CONCERNS
MEETING CISO REQUIREMENTS

1. Are We Secure? Security Validation
   - Training
   - Purple Team Exercises
   AI Analyst, ASOC
DO ALL THIS WITH SOLUTIONS THAT ARE ...

Simple

Easy to Use

Easy to Provision

Simple Pricing

Open APIs
SECURITY AS A SERVICE

PUSH BUTTON.

GET SECURITY.
OUR MISSION

PROVIDE PEACE OF MIND FROM CYBER THREATS

By defending our customers from all cyber threats, all the time, everywhere.
Verodin SIP is the first business platform to MEASURE, MANAGE and IMPROVE cybersecurity effectiveness.
Across all verticals, businesses rely on **business continuity and critical assets** to gain competitive advantage, drive revenue, protect shareholder value, and deliver services. As a result, many have made significant investments to protect these assets.
PIONEERING MODERN CYBER DEFENSE

Intelligence Led
Technology Enabled
Outcome Based
Cyber Security Is Based On Assumptions

WE ASSUME: Technologies work as vendors claim

WE ASSUME: People are correctly handling events and processes are effective

WE ASSUME: Products are deployed and configured correctly

WE ASSUME: Changes to the environment are properly understood, communicated and implemented
Verodin Core Business Value

Environmental Drift Detection

CONTROL EFFECTIVENESS
Are our controls working the way we expect them to?
Are they properly configured?

OPTIMIZATION
Are we able to increase the efficiency of the dollars already spent?
Are we using the full value of our existing tools?
Are we maximizing ROI?

RATIONALIZATION
Where are our overlaps and true gaps?
Can tools be removed from the stack?
Can we simplify the environment?

KNOWN GOOD BASELINE

Continuous Validation

Demonstrate improvement over time
Security Controls are a Complex System of Systems

Assumption
Controls I have purchased and deployed are “working” and keeping me safe

Reality
A lot has to go right (and stay right) for security to work
What We Are Finding

**SECURITY EFFORT vs SECURITY EFFECTIVENESS**

**PREVENTION**
- On average, **15-25%** of executed attack patterns are actually blocked (prevented).

** DETECTION**
- Of the attack patterns that are **NOT** blocked... only **25-45%** have relatable detection alerts that make it to the SIEM.

**WHERE ARE THE LOGS?**
- **40%** of the attacks that are blocked (prevented) have corresponding events that make it to the SIEM.
- **LESS THAN** 40% of the attacks that are blocked (prevented) have corresponding events that make it to the SIEM.

**SIEMS & CUSTOM ANALYTICS**

**ONLY 0-45%** of correlation rules rules fire

As a result, critical alerts never bubble up to analysts.

**DEAD ON ARRIVAL**
- Analyst did not validate the rule at the time of creation

**RULES WENT STALE**
- A signature upgrade or configuration change impacted what events will be generated (Defensive Backlash)

**EVENTS ARE NEVER MAKING IT TO THE SIEM**
- Firewall rules blocking traffic
- Misconfigurations at the data source (e.g., incorrect destination IP)
- Misconfigured or broken devices (e.g., load balancing dropping events)

**CONFIGURATION**

**EVENTS THAT MAKE IT ARE MISCONFIGURED**
- Missing data (e.g., blank source IP, blank destination port, missing username)
- Wrong data type in fields (e.g., URL data in an IP field)

**NTP IS STILL A BIG PROBLEM WITH DATA SOURCES**
- Wrong timestamps on events (e.g., minutes, hours and days off)

Security Instrumentation

• Putting systems in place to validate the end-to-end security infrastructure is working optimally and quickly uncover environmental drift
• Provides the ability to dynamically ask questions about our effectiveness and answer them with real-time, accurate information
Evidence-based Security

REMOVE ASSUMPTIONS PROVE SECURITY

PROVE cybersecurity effectiveness with quantifiable, EVIDENCE-BASED data.
Architecture
Architecture

INTEGRATORS

SIEM  NGFW  IDS/IPS  DLP  EDR  AV

Network  Endpoint  Email  Cloud

DIRECTOR

ACTORS

ALERTS

EVENT FLOW

DETECTION

PREVENTION

VISIBILITY
Architecture

INTEGRATORS

SIEM  NGFW  IDS/IPS  DLP  EDR  AV

Network  Endpoint  Email  Cloud

DIRECTOR

ACTORS

MEASURE

MANAGE

IMPROVE

ALERTS

EVENT FLOW

DETECTION

PREVENTION

VISIBILITY
Scalable Pricing Model

Extensible Enterprise-Class Software Platform
+
Variable, Multi-Axis Pricing Model

Product Features / Modules
Depth / Capacity

Significant Expansion & Up-Sell Opportunity

Annual Software Subscription: $120K entry point scaling to over $5MM (List Pricing)
Thank You
15 Minute Break
Innovating for Growth, Today and Tomorrow

Grady Summers
EVP, Products and Customer Success
PIOENEERING MODERN CYBER DEFENSE

Intelligence Led

Technology Enabled

Outcome Based
OUR PATH

DETECT
Threats others miss
with our **products**

EMPOWER
Security operations
with our **platform**

EXTEND
In-house teams
with our **expertise**

ACCELERATE
**Growth** and
leverage

SECURITY, SIMPLIFIED, INTEGRATED,
OPTIMIZED, AUTOMATED
The Intel-Driven Advantage

**MACHINE-BASED**

- **>800K**
  Sensors in 56 countries

- **>17B**
  Malware samples analyzed per month

- **>400M**
  MD5 hashes queried every month

- **>45B**
  URLs analyzed each month

- **>960B**
  3rd party events analyzed per month

**FRONTLINE VISIBILITY**

- **>1M hours**
  Responding to breaches each year

- **>960B**
  3rd party events analyzed

- **100s**
  Red-teaming exercises annually

- **30+**
  Languages spoken natively

- **1000s**
  Threat actors tracked
FireEye Product Portfolio

BEST IN CLASS DETECTION
Detect threats that competitors miss

INTEGRATED SUITE
Holistic threat protection across multiple threat Vectors: Correlate threats across security environment

DYNAMIC THREAT INTELLIGENCE (DTI)
Cloud-based intel sharing network provides global protection for newly discovered threats

CLOUD READY
Able to deploy across hybrid workloads

RICH INTELLECTUAL PROPERTY PORTFOLIO
160+ issued patents globally with 140+ pending

NEXT-GENERATION MACHINE LEARNING
Forged in the trenches to deliver actionable insights

EXTENSIBLE
Product APIs and FireEye Market enable rich ecosystem

Gartner Peer Insights:
- 5.0 stars for E-Mail
- 4.4 stars for Endpoint
- 4.4 stars for Network
- 4.3 stars for SIEM
The FireEye Ecosystem

- Tech Partnership Program
- Point-and-Click Helix Onboarding
- Detection On Demand
- FireEye Market
- Developer Hub
FireEye Alliance Ecosystem
Announcing the FireEye Developer Hub

- A unified channel to communicate to FireEye developers
- Learn how to work with, integrate, and extend FireEye through product APIs, SDKs, and plug-ins
- Developer tools, code samples, example apps, and guides to inspire creators
- Engage and share with other developers in our developer community
Trusted by the World’s Leading Organizations

G20 Governments: 17 / 20
Major Banks: 9 / 10
Investment Services: 10 / 10

Healthcare: 8 / 10
Aerospace & Defense: 9 / 10
Pharmaceuticals: 7 / 10

Oil & Gas: 17 / 20
Telecom: 10 / 10
Auto Manufacturers: 10 / 10
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Diversified Customer Base

**CUSTOMER SPEND**
- MID-MARKET: 22%
- SMB: 15%
- ENTERPRISE: 63%

**GEOGRAPHY**
- AMERICAS: 40%
- APAC: 11%
- EMEA: 21%
- JAPAN: 6%
- US PUBLIC SECTOR: 22%

**PRODUCTS**
- 1: 52%
- 2: 29%
- 3: 14%
- 4: 5%
FIREEYE INNOVATION IN ACTION

Detecting What Others Miss

AVERAGE FAUDE ALERTS PER APPLIANCE

PHISHVISION 2018 VS 2019

HELIX UNIQUE DETECTIONS OVER TIME
Email Security

2,200+ Customers worldwide

30M+ Mailboxes protected

133% Increase in business email compromise attempts

- Secure Email Gateway
- Architectural Resilience
- Impersonation Detection
- O365 Integration
Endpoint Security

- LINUX EDR
- ANTIVIRUS REPLACEMENT
- METADATA STREAMING
- INNOVATION ARCHITECTURE
- MARKETPLACE APPS

20M Endpoint agents licensed
5x Increase in customers with cloud endpoint deployments in last 12 months

COMING SOON!
Network Security

25EB
Of traffic protected monthly

6.58M
MVX detonations per month

INTELLIGENT SERVER DEFENSE
DETECTION WITHOUT DECRYPTION
VIRTUAL NETWORK FORENSICS
SMARTVISION APPLIANCE
Announcing FireEye and iboss Partnership
Always-on cloud-based protection for users and devices, regardless of location

FireEye MVX detection/protection that follows users
• 50+ Global Points of Presence
• SSL Traffic Inspection and Protection at Scale
• Monitor and Control Access to Cloud Applications
• Extend User Access Privileges in the Cloud
• Granular Control of Where Data Resides

Extends FireEye Network Security to estimated $3B market for SWG¹

¹ Source: Gartner, Inc. - Information Security and Risk Management, Worldwide, 2017-2023, 2Q19 Update
Announcing Virtual Network Security and Forensics in AWS
Leading Network Security and Forensics solutions now on AWS
Announcing Detection On Demand
Cloud MVX API makes best-in-class advanced threat protection available anywhere

Objects in the cloud
SOC
SIEM
Files in web applications

Available via AWS Marketplace
Detection On Demand in Action
Introducing Next-Gen Helix
Introducing Next-Gen Helix
Introducing Next-Gen Helix
IMPROVING CUSTOMER OUTCOMES:
Helix + Verodin

CONTINUOUS VALIDATION

VERODIN

HELIX
Continuous [Modern] Cyber Defense

- Orchestrated response
- Close gaps in Detection
- Test resilience against the latest attacks
- Front line intelligence
- Continuously monitor technology
Even though we started by looking at email-related protection, we quickly understood what implementing FireEye across a broader range of threat vectors would mean to us. There was no question. We see FireEye at the forefront of the next wave of security solutions that focus on cyber resiliency, which for us equates to business continuity and trust.

ARCHIEVAL TOLENTINO
CHIEF SECURITY OFFICER, LAND BANK OF THE PHILIPPINES
Thank You
Leader in Cybersecurity Expertise
FireEye Mandiant / Managed Defense Overview

Jurgen Kutscher
EVP, Service Delivery

Charles Carmakal
VP, Strategic Services CTO
Agenda

1. FireEye Mandiant and Managed Defense Overview
2. Sustainable Growth Opportunities, Scalable Business Model
3. Case Study
FireEye Mandiant and Managed Defense Overview
FireEye Mandiant Security Consulting

Prevent, detect and respond to advanced cyber security events and protect organizations’ critical assets.

40%

Trusted by organizations worldwide – Over 40% of Fortune 100 companies¹

15+

15+ years responding to and remediating headline breaches

Mandiant DNA – Pioneers in sophisticated incident response

Portfolio of services to assess, enhance and transform security posture and upskill internal security staff

Cutting-edge threat intelligence informed by frontline adversary exposure

Cyber security services enabled by purpose-built technology

Global workforce of over 400 consultants in 25+ countries

Industry-recognized LEADER

• 2019 Forrester Wave: Cybersecurity IR
• 2018 Forrester Wave: External Threat Intel
• 2018 IDC: U.S. Incident Readiness, Response and Resiliency
• 2018 IDC: Asia Pacific Threat Lifecycle Services
Combined Intelligence & Services Portfolio

Assess

Am I compromised?
- Compromise Assessment

Am I exposed?
- Red Team Assessment
- Red Team for Security Operations
- Penetration Testing
- Industrial Control Systems Healthcheck
- Active Directory Security Assessment

Am I prepared?
- Response Readiness Assessment
- Security Program Assessment
- Incident Response Retainer
- Tabletop Exercise

Enhance

How do I improve my capabilities?
- ThreatSpace
- Product, Intelligence & Expertise Training
- Deployment & Integration

How do I prioritize my response?
- Cyber Threat Intelligence Services

How do I extend my capabilities?
- Managed Defense
- Intel Enablement (Analyst Access)
- Forward Deployed Analyst

Transform

How do I get there?
- Security Transformation Services
- Cyber Defense Center Development

How do I manage risk?
- Executive Intelligence
- Risk Management Services

I AM BREACHED: Incident Response Services
Consulting Global Footprint

400+ Consultants in 25 countries | Engagements delivered in >50 countries
An Intelligence-Led Approach to Services

Adversary Intel -> Machine Intel -> Victim Intel

FireEye Intelligence

- Adversary Intel
  - Attacker Telemetry and Proliferation
  - Attacker Context
- Machine Intel
  - Indicators of Compromise
- Victim Intel
  - Attacker TTP’s
  - Victim Behavior Before, During and After Incident

Mandiant Consulting Services
- Incident Response
- Technical Assessments
- Strategic Services
- Security Transformation
- Training
FireEye Managed Defense

FireEye Managed Defense is a managed detection and response (MDR) service that leverages the full power of FireEye to relentlessly protect our customers from impactful cyber attacks.

We comprehensively hunt for hidden attacker activity

We identify the most critical alerts that must be responded to immediately

We investigate thoroughly (answers) and guide your response

INTEL      HUNTING     PRIORITIZATION     RESPONSE
Sustainable Growth Opportunities, Scalable Business Model
FireEye Mandiant Services Evolution

Diversified Solutions Portfolio and Revenue Base; Strategic Cyber Security advisor to the world’s largest companies.
Land and Expand

Referrals from law enforcement, law firms, cyber insurers, clients, brand awareness, sales and marketing, etc.

Mandiant Services

Products & Subscriptions

Incident Response

Consulting Services, Managed Defense, Products, Intel

Consulting Services, Managed Defense, Products, Intel

Products
Focus on Emerging Security Areas

- Purple Team Exercises with Verodin
- Cloud Security
  - Amazon Web Services (AWS)
  - Google Cloud Platform
  - Microsoft Azure
  - Microsoft Office 365
- Security Transformation Services
- Operational Technology Security
CASE STUDY
Global Financial Services Client
Case Study: Preventing a Data Breach

09:03
Targeted attack group webshell created leveraging Telerik vulnerability

10:57
FireEye Endpoint Security (FES) alerts on Cobalt Strike

12:21
Customer mistakes for authorized Red Team

13:40
Mandiant engaged to investigate

14:01
Mandiant leverages FES containment capability

14:30
Last attacker interaction with one of 32 compromised systems

Scope - 32 compromised systems
Investigation - Alert to fix in 3 hours and 36 minutes

“Thank you for saving my job” – Client’s CISO
Closing Thoughts

POINEERING MODERN CYBER DEFENSE

Intelligence-led expertise
Technology-enabled Trusted Advisor
Focus on Breach Resiliency

Intelligence Led
Technology Enabled
Outcome Based
Thank you.
Execution Delivered
Sales - Positioned for Growth

Bill Robbins
EVP WORLDWIDE SALES
Agenda / Key Messages

History of Continued Execution

Foundation for Sustained Growth
2018 & 2019 Highlights
EXECUTION, EXECUTION, EXECUTION

1. Met or Exceeded Top-line Guidance Ranges last Eleven Quarters
2. Strong YTD Performance
3. Exceeded 2018 New Logo Objective; Strong Performance 2019 YTD
4. Improved Partner Contribution
5. Steady Improvement in Sales Productivity
6. International Expansion

* Assumes Q3 at midpoint of guidance range

Trailing 12 Month Billings ($ in millions)

- Dec-17: $725; TTM Billings ($) left axis
- Mar-18: $775; TTM Billings (%) right axis
- Jun-18: $825
- Sep-18: $875
- Dec-18: $925
- Mar-19: $975
- Jun-19: $1,025
- Sep-19: $1,080

% Y/Y:
- Dec-17: -7%
- Mar-18: 1%
- Jun-18: 7%
- Sep-18: 12%
- Dec-18: 12%
- Mar-19: 9%
- Jun-19: 9%
- Sep-19: 10%
"FireEye is the one technology... we use to build security platforms. It's the only technology that we have real trust in."

Tony Rowan
Chief Technologist,
Exclusive Networks (Reseller)

**5-Star Rating** in CRN’s 2019 Partner Program Guide

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Continued Partner Engagement

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**Partner-led Billings***

- **2017**: 13%
- **2018**: 10%
- **2019 YTD**:

*excluding services*
International Expansion

WHITESPACE / MORE LARGE CUSTOMERS

Trailing 12 Month International Revenue
($ in millions)

2017
Q1: $233  Q2: $241  Q3: $250  Q4: $258
2018
Q1: $272  Q2: $284  Q3: $296  Q4: $308
2019
Q1: $314  Q2: $322  Q3: $330

* Assumes Q3 at midpoint of guidance range

Trailing 12 Month Revenue by Geo

US 62%
EMEA 17%
APAC 15%
REST OF WORLD 6%

* Assumes Q3 at midpoint of guidance range
Improving Sales Productivity & Customer Commitment

TENURED LEADERSHIP WITH COMMITTED TEAM

Sales Rep Productivity Improvement

Average Transaction Size - All

Average Transaction Size – Global 2000

MULTIPLE OF 2017 BASE YEAR
# Product Breadth Enables Expansion

## TOP 30 CUSTOMERS THROUGH Q2 2019

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</tr>
</tbody>
</table>

## Cumulative Bookings

Top 30 Accounts

- FY15: 3.6x
- FY16
- FY17
- FY18
CUSTOMER CASE STUDY: LAND AND EXPAND

- Initial purchase in 2011 to detect/prevent advanced threats targeting customers’ health data.
- Steady expansion of installed base of each product over time due to M&A activity.
- In 2016, given mandate to optimize cybersecurity spend after years of rapidly expanding budgets.
  - Transition to subscription pricing model.
  - Added Helix for analysis/investigation across multi-vendor environment.

Leading Health Services Company

Cumulative Bookings ($M)

<table>
<thead>
<tr>
<th>Year</th>
<th>Network Security</th>
<th>Email Security</th>
<th>Endpoint Security + File Security</th>
<th>Malware Analysis</th>
<th>Helix</th>
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<tr>
<td>2011</td>
<td>$1</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>2012</td>
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<td>2014</td>
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<td>2015</td>
<td>$14</td>
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<td>2017</td>
<td>$26</td>
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<td>2018</td>
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<table>
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<th>Year 2012</th>
<th>Year 2013</th>
<th>Year 2014</th>
<th>Year 2015</th>
<th>Year 2016</th>
<th>Year 2017</th>
<th>Year 2018</th>
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</thead>
<tbody>
<tr>
<td>Network Security</td>
<td>$1</td>
<td>$3</td>
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<td>$8</td>
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<td>$21</td>
<td>$26</td>
<td>$35</td>
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<tr>
<td>Email Security</td>
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</tr>
<tr>
<td>Endpoint Security + File Security</td>
<td></td>
<td></td>
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<tr>
<td>Malware Analysis</td>
<td></td>
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</tr>
<tr>
<td>Helix</td>
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</tbody>
</table>
FOUNDATION FOR SUSTAINED GROWTH
Defining the Win – 2020 & Beyond

SALES & MARKETING GOALS

- >1,000 NEW CUSTOMER LOGOS
- 40% PARTNER-LED BUSINESS
- EXCEED HIGH END OF BILLINGS AND REVENUE GUIDANCE
- IMPROVE CUSTOMER RETENTION
Market Segmentation
DATA DRIVEN

Security-Conscious Customers & Partners

LARGE ENTERPRISE & LARGE GOVERNMENT ACCOUNTS

ENTERPRISE & GOVERNMENT ACCOUNTS

COMMERCIAL & LOCAL GOVERNMENT ACCOUNTS

SMB & SMALLER GOVERNMENT ACCOUNTS

FireEye Targeted Customer Segment
Channel Strategy Guiding Principles

1. Accelerate Mutual Growth & Profitability
2. Help Build Partner FireEye Business
3. Consistent Implementation of Strategies Programs, Processes
4. Partner with Integrity & Respect for Partner Value Add
Focus on Customer Success
PROACTIVELY PARTNER WITH CUSTOMERS

Pinnacle
High-Touch w/ Strategic Accounts

Platinum Plus
• Dedicated Support Engineer (DSE)
• Average > 100% Net Revenue Retention Rate (NRR)
• Protecting Renewals

FireEye Health Check Tool
Maximize Value for Our Customers

Pro-Active Customer Support
Pro-actively monitor and remediate

Customer 360
• Data Driven
• MyAccounts centralized Customer view

Customer Advisory Board
• Listen and Learn
• Recurring in-person sessions
Positioned for Continued Growth

- Expanded Offering
  - Verodin - Security Instrumentation Platform
  - Cloud Security
  - Next-Gen Helix

- Simplified Services with Expertise on Demand

- Continued International Expansion
THANK YOU!
Executing our Long-Term Growth Strategy

Preliminary Q3 Results and Financial Model

Frank Verdecanna
EVP, Chief Financial Officer and Chief Accounting Officer
Safe Harbor

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements are based on management’s beliefs and assumptions and on information currently available to management. Forward-looking statements include information concerning: potential or assumed future results of operations, financial metrics and goals; our priorities, plans, initiatives and investments; the threat landscape, industry environment, and customer buying preferences; competitive position; market opportunities; drivers and expectations for growth; new, future and enhanced offerings; go to market strategies; our expectations, beliefs, plans, initiatives and strategies relating to our Verodin acquisition; and the effects of competition.

Forward-looking statements include all statements that are not historical facts and can be identified by terms such as “anticipates,” “believes,” “could,” “seeks,” “estimates,” “intends,” “may,” “plans,” “potential,” “predicts,” “projects,” “should,” “will,” “would” or similar expressions and the negatives of those terms. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Forward-looking statements represent our management’s beliefs and assumptions only as of the date of this presentation. You should read our filings with the SEC, including the Risk Factors set forth therein, completely and with the understanding that our actual future results may be materially different from what we expect. Except as required by law we assume no obligation to update these forward-looking statements publicly, or to update the reasons why actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

In addition, the preliminary estimated financial results provided in this presentation are based on our current estimates for the third quarter of 2019 and remain subject to change based on our ongoing review of results and the subsequent occurrence or identification of events prior to closing of the review and any further adjustments made in connection with our closing and review procedures.

This presentation includes certain non-GAAP financial measures as defined by the SEC rules. As required by Regulation G, we have provided a reconciliation of those measures to the most directly comparable GAAP measures, which is available in the appendix.

Any future offering, feature, or related specification that may be referenced in this presentation is for information purposes only and is not a commitment to deliver any offering, technology or enhancement. We reserve the right to modify future product and service plans at any time.
Preliminary Q3’19 Billings and Revenue
## Preliminary Q3’19 Results

<table>
<thead>
<tr>
<th>Financial Metrics</th>
<th>Prior Guidance Range</th>
<th>Preliminary Q3’19 Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$217 - 221M</td>
<td>High end/above range</td>
</tr>
<tr>
<td>Billings</td>
<td>$245 - 255M</td>
<td>Within range</td>
</tr>
<tr>
<td><strong>Avg Contract length</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(recurring subscriptions/support only)</td>
<td></td>
<td>Down 1 month YoY</td>
</tr>
<tr>
<td>Annual Recurring Revenue</td>
<td></td>
<td>$570 - 580M</td>
</tr>
</tbody>
</table>

### Business Metrics

| Transactions >$10M                 | - 0 -                |
| New Logo Customers                | 276 (14% YoY growth) |

---

1. Based on preliminary review of Q3’19 results. Subject to change.
3. Billings are a non-GAAP metric. See Appendix for reconciliation to nearest GAAP metric.
Q3’19 Highlights\(^1\)

**BILLINGS**\(^2\)
- Accelerating growth in Platform, Cloud and Managed Services
- Seasonally strong performance in U.S. Government vertical (as expected)
- Verodin tracking to 2019 expectations of $20M in billings and $10M in revenue
- Strong Professional Services billings as Expertise On Demand gains momentum

**REVENUE**
- Accelerating growth in Platform, Cloud and Managed Services line offsets decline in year over year Product and Related Subscription and Support revenue associated with 606-based ratable recognition of appliance revenue

---

1. Based on preliminary review of Q3’19 results. Subject to change.
2. Billings are a non-GAAP metric. Reconciliation to the nearest GAAP metric is not available on a forward basis.
Financial Model

LEADING INDICATORS
- NEW LOGOS
- CROSS SELL ADDITIONAL PRODUCTS
- EXPAND WITH CURRENT PRODUCTS

LAGGING INDICATORS
- Deferred Revenue
- Revenue
- Billings
- Renewals

CUSTOMER RETENTION
Business Model Transformation
FROM PRODUCTS TO PLATFORM

BILLINGS 1,2

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2018</th>
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</thead>
<tbody>
<tr>
<td>Product &amp; Related</td>
<td>16%</td>
<td>19%</td>
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<tr>
<td>Platform, Cloud &amp; Mgd Sv</td>
<td>61%</td>
<td>53%</td>
</tr>
<tr>
<td>Services</td>
<td>23%</td>
<td>28%</td>
</tr>
<tr>
<td>Long Term Target Model</td>
<td>15-20%</td>
<td>20-25%</td>
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</tbody>
</table>

REVENUE 1

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product &amp; Related</td>
<td>17%</td>
<td>17%</td>
</tr>
<tr>
<td>Platform, Cloud &amp; Mgd Sv</td>
<td>62%</td>
<td>60%</td>
</tr>
<tr>
<td>Services</td>
<td>21%</td>
<td>23%</td>
</tr>
<tr>
<td>Long Term Target Model</td>
<td>15-20%</td>
<td>25-30%</td>
</tr>
</tbody>
</table>

1. 2016 billings and revenue amounts have been adjusted for adoption of ASU 2014-09, Revenue from Contracts with Customers (Topic 606), on a full retrospective basis effective January 1, 2018.
2. Billings are a non-GAAP metric. See Appendix for reconciliation to nearest GAAP metric. Reconciliations not available on a forward basis.
**Business Model Transformation**
FROM APPLIANCES TO RECURRING SUBSCRIPTIONS

### BILLINGS $^{1,2}$

<table>
<thead>
<tr>
<th>Year</th>
<th>Recurring</th>
<th>Product/Appliances</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>16%</td>
<td>23%</td>
<td>61%</td>
</tr>
<tr>
<td>2018</td>
<td>19%</td>
<td>15%</td>
<td>66%</td>
</tr>
</tbody>
</table>

**Long Term Target Model:** 15-20% 75-85%

### REVENUE $^1$

<table>
<thead>
<tr>
<th>Year</th>
<th>Recurring</th>
<th>Product/Appliances</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>17%</td>
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<td>60%</td>
</tr>
<tr>
<td>2018</td>
<td>17%</td>
<td>21%</td>
<td>62%</td>
</tr>
</tbody>
</table>

**Long Term Target Model:** 15-20% 75-85%

---

1. 2016 billings and revenue amounts have been adjusted for adoption of ASU 2014-09, Revenue from Contracts with Customers (Topic 606), on a full retrospective basis effective January 1, 2018.
2. Billings are a non-GAAP metric. See Appendix for reconciliation to nearest GAAP metric. Reconciliations not available on a forward basis.
Revenue and Billings Growth Rates

- Decline in Revenue growth rate reflects decline in Product & Related deferred revenue
- The difference between the Billings and Revenue growth rates is expected to begin narrowing in 2020 as the effect of higher appliance sales in 2015 decreases.

1. 2017 billings and revenue have been adjusted for adoption of ASU 2014-09, Revenue from Contracts with Customers (Topic 606), on a full retrospective basis effective January 1, 2018.
2. Billings are a non-GAAP metric. See Appendix for reconciliation to nearest GAAP metric. Reconciliations not available on a forward basis.
Annual Recurring Revenue (ARR)

1. ARR = the annualized value of all recurring revenue related contracts in place at the end of a period
2. Q3’19 ARR is preliminary and subject to change.

Acceleration in Platform, Cloud & Managed Services ARR

Product Related ARR
~ Flat w/ Q2

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Product Related</th>
<th>Platform, Cloud and Managed Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1’18</td>
<td>$509</td>
<td>$0</td>
</tr>
<tr>
<td>Q2’18</td>
<td>$522</td>
<td>$100</td>
</tr>
<tr>
<td>Q3’18</td>
<td>$538</td>
<td>$200</td>
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<tr>
<td>Q4’18</td>
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<td>$300</td>
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<tr>
<td>Q1’19</td>
<td>$550</td>
<td>$400</td>
</tr>
<tr>
<td>Q2’19</td>
<td>$550</td>
<td>$500</td>
</tr>
<tr>
<td>Q3’19 Prelim</td>
<td>$570-$580</td>
<td>$600</td>
</tr>
</tbody>
</table>
Platform, Cloud Subscriptions and Managed Services ARR

1. ARR = the annualized value of all recurring revenue related contracts in place at the end of a period
2. Platform, Cloud Subs and Managed Services ARR includes subscriptions to Cloud Email, Network and Endpoint Security, standalone Threat Intelligence, Verodin, and Managed Services.
3. Q3’19 ARR is preliminary and subject to change.
1. ARR = the annualized value of all recurring revenue related contracts in place at the end of a period
2. Product related ARR includes subscriptions to DTI (Dynamic Threat Intelligence), Malicious URL/Attachment Database, and Support.
3. Q3’19 ARR is preliminary and subject to change.
ARR and Net Retention Rate

ARR = the annualized value of all recurring revenue contracts in place at the end of a period

1. Net retention rate (NRR) is defined as the net change in existing contract values less lost contracts plus new contracts.
2. ARR = the annualized value of all recurring revenue contracts in place at the end of a period
3. Q3’19 metrics are preliminary and subject to change.
Operating Efficiency
CASH FLOW MARGIN > OPERATING MARGIN

Op Income and Cash Flow\(^{1,2,3}\) ($ millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Operating Income</th>
<th>Operating Cash Flow (OCF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>$(148)</td>
<td>$(15)</td>
</tr>
<tr>
<td>2017</td>
<td>$24</td>
<td>$18</td>
</tr>
<tr>
<td>2018</td>
<td>$61</td>
<td>$85-105</td>
</tr>
<tr>
<td>2019G</td>
<td></td>
<td>$0-9</td>
</tr>
</tbody>
</table>

Operating & Cash Flow Margin\(^{1,2,3}\) (% of revenue)

<table>
<thead>
<tr>
<th>Year</th>
<th>Operating Margin</th>
<th>Op Cash Flow Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>-21%</td>
<td>-21%</td>
</tr>
<tr>
<td>2017</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>2018</td>
<td>3%</td>
<td>7%</td>
</tr>
<tr>
<td>2019G</td>
<td>11%</td>
<td>11%</td>
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</table>

1. Operating Margin as a % of revenue is based on Non-GAAP operating profit. See Appendix for reconciliation to nearest GAAP metric. Reconciliation not available on a forward basis.
2. 2018 Operating Cash Flow and Free Cash Flow excludes $43.6M deemed repayment of accreted convertible debt discount.
Long Term Target
Financial Model
# Billings Mix and Growth Rate Assumptions

## BASELINE ASSUMPTIONS

<table>
<thead>
<tr>
<th></th>
<th>2018 Actual</th>
<th>2019 Guidance</th>
<th>5 Year CAGR (2019-2024)</th>
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</thead>
<tbody>
<tr>
<td>Mix</td>
<td>53%</td>
<td>50%</td>
<td>20-25%</td>
</tr>
<tr>
<td>YoY Change</td>
<td>9%</td>
<td>5%</td>
<td>(1)-1%</td>
</tr>
<tr>
<td>Product &amp; Related Subscriptions &amp; Support</td>
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<td></td>
</tr>
<tr>
<td>Mix</td>
<td>29%</td>
<td>30%</td>
<td>55-65%</td>
</tr>
<tr>
<td>YoY Change</td>
<td>25%</td>
<td>14%</td>
<td>27-32%</td>
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<tr>
<td>Platform, Cloud Subs and Managed Services</td>
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<tr>
<td>Mix</td>
<td>20%</td>
<td>20%</td>
<td>15-20%</td>
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<tr>
<td>YoY Change</td>
<td>5%</td>
<td>20%</td>
<td>10-12%</td>
</tr>
<tr>
<td>Total</td>
<td>$856M</td>
<td>$945M</td>
<td>$1.6- $2B</td>
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<td>12-16%</td>
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<tr>
<td>YoY Change</td>
<td>-12%</td>
<td>10%</td>
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<tr>
<td>Assumptions:</td>
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<tr>
<td>Average Contract Length (ACL)</td>
<td>~24 months</td>
<td>~24 months</td>
<td>20-24 months</td>
</tr>
<tr>
<td>(applied to subscription and support only)</td>
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<tr>
<td>Appliance billings expected change</td>
<td></td>
<td></td>
<td>(5)-(10)% annually</td>
</tr>
</tbody>
</table>

1. Appliance billings are recognized ratably over 48 months. Subscriptions and support billings are recognized ratably over the contract term.
2. Billings are a non-GAAP metric. Reconciliation to the nearest GAAP metric in the Appendix. Reconciliations are not available on a forward basis.
# Long Term Operating Targets

NON-GAAP, EXCEPT FOR REVENUE AND CASH FLOW MARGINS

<table>
<thead>
<tr>
<th>Non-GAAP¹ as a % of Revenue</th>
<th>2017</th>
<th>2018</th>
<th>2019 Guidance</th>
<th>2024 Long-Term Model²</th>
<th>Key Drivers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billings (millions)</td>
<td>$762</td>
<td>$856</td>
<td>$935-955</td>
<td>12-16% CAGR</td>
<td>Growth accelerates in later years as mix shifts to higher growth products</td>
</tr>
<tr>
<td>Revenue (millions)</td>
<td>$780</td>
<td>$831</td>
<td>$865-875</td>
<td>12-15% CAGR</td>
<td>Growth accelerates as headwind from ratable appliances dissipates</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>75%</td>
<td>75%</td>
<td>73%</td>
<td>71 - 74%</td>
<td>Revenue mix, cost of cloud operations</td>
</tr>
<tr>
<td>Research &amp; Development</td>
<td>24%</td>
<td>24%</td>
<td></td>
<td>14 - 16%</td>
<td>Headcount, mix onshore vs. offshore</td>
</tr>
<tr>
<td>Sales &amp; Marketing</td>
<td>40%</td>
<td>38%</td>
<td></td>
<td>30 - 32%</td>
<td>Sales productivity, channel leverage, customer retention</td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>11%</td>
<td>9%</td>
<td></td>
<td>7 - 8%</td>
<td>Headcount efficiency</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>0%</td>
<td>3%</td>
<td>0% - 1%</td>
<td>18 - 22%</td>
<td>All of the above</td>
</tr>
<tr>
<td>Operating Cash Flow Margin</td>
<td>2%</td>
<td>7%</td>
<td>10-12%</td>
<td>25 - 30%</td>
<td>Billings, collections and expenses</td>
</tr>
</tbody>
</table>

---

1. Non-GAAP. Reconciliation to nearest historical GAAP metric in Appendix. Reconciliation not available on a forward basis.
2. Targeting Long Term model achievement in 2024.
Financial Summary

- Strong Q3 top-line results
- Consistent double-digit billings growth
- Accelerating transition to recurring subscription model
- Updating long term model for higher growth and ongoing shift in mix
Thank you
GAAP to Non-GAAP Reconciliations
# Q3’19 Billings and Revenue Guidance Ranges

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended September 30, 2019</th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(in thousands)</td>
<td>$217,000</td>
<td>$221,000</td>
</tr>
<tr>
<td>GAAP revenue</td>
<td>$28,000</td>
<td></td>
<td>$34,000</td>
</tr>
<tr>
<td>Add change in deferred revenue</td>
<td>$28,000</td>
<td></td>
<td>$34,000</td>
</tr>
<tr>
<td>Non-GAAP billings</td>
<td>$245,000</td>
<td>$245,000</td>
<td>$255,000</td>
</tr>
</tbody>
</table>
## GAAP to Non-GAAP Reconciliations

<table>
<thead>
<tr>
<th>FireEye Inc. (FY ending Dec)</th>
<th>Calendar</th>
<th>Calendar</th>
<th>Calendar</th>
<th>Calendar</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GAAP to Non-GAAP Reconciliations ($000s)</strong></td>
<td>2017*</td>
<td>2018</td>
<td>2017*</td>
<td>2018</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>779,648</td>
<td>830,950</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Plus change in deferred revenue</td>
<td>(17,649)</td>
<td>24,728</td>
<td>-2%</td>
<td>3%</td>
</tr>
<tr>
<td>Less deferred revenue assumed</td>
<td>-</td>
<td>-</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td><strong>NON-GAAP BILLINGS</strong></td>
<td>761,999</td>
<td>855,678</td>
<td>98%</td>
<td>103%</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>508,001</td>
<td>558,475</td>
<td>65%</td>
<td>67%</td>
</tr>
<tr>
<td>Stock-based compensation</td>
<td>32,656</td>
<td>28,362</td>
<td>4%</td>
<td>3%</td>
</tr>
<tr>
<td>Amortization of SBC capitalized in software development costs</td>
<td>-</td>
<td>1,028</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Amortization of intangibles</td>
<td>40,688</td>
<td>34,600</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td><strong>NON-GAAP GROSS PROFIT</strong></td>
<td>581,345</td>
<td>622,465</td>
<td>75%</td>
<td>75%</td>
</tr>
<tr>
<td><strong>Research and development</strong></td>
<td>243,273</td>
<td>254,142</td>
<td>31%</td>
<td>31%</td>
</tr>
<tr>
<td>Stock-based compensation</td>
<td>(56,720)</td>
<td>(49,503)</td>
<td>-7%</td>
<td>-6%</td>
</tr>
<tr>
<td>Amortization of intangibles</td>
<td>(744)</td>
<td>(360)</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td><strong>Non-GAAP research and development</strong></td>
<td>185,809</td>
<td>202,878</td>
<td>24%</td>
<td>24%</td>
</tr>
<tr>
<td><strong>Sales and marketing</strong></td>
<td>375,278</td>
<td>380,962</td>
<td>49%</td>
<td>46%</td>
</tr>
<tr>
<td>Stock-based compensation</td>
<td>(46,766)</td>
<td>(47,592)</td>
<td>-6%</td>
<td>-6%</td>
</tr>
<tr>
<td>Amortization of intangibles</td>
<td>(17,883)</td>
<td>(15,168)</td>
<td>-2%</td>
<td>-2%</td>
</tr>
<tr>
<td><strong>Non-GAAP sales and marketing</strong></td>
<td>314,629</td>
<td>318,202</td>
<td>40%</td>
<td>38%</td>
</tr>
<tr>
<td><strong>General and administrative</strong></td>
<td>125,549</td>
<td>105,773</td>
<td>16%</td>
<td>13%</td>
</tr>
<tr>
<td>Stock-based compensation</td>
<td>(80,194)</td>
<td>(82,218)</td>
<td>-4%</td>
<td>-3%</td>
</tr>
<tr>
<td>Acquisition related costs</td>
<td>(440)</td>
<td>(264)</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Legal settlement-related expense</td>
<td>(12,500)</td>
<td>-</td>
<td>-2%</td>
<td>0%</td>
</tr>
<tr>
<td>Change in fair value of contingent earn-out liability</td>
<td>-54</td>
<td>-</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td><strong>Non-GAAP general and administrative</strong></td>
<td>82,469</td>
<td>77,291</td>
<td>11%</td>
<td>9%</td>
</tr>
<tr>
<td><strong>Operating loss</strong></td>
<td>(240,099)</td>
<td>(182,402)</td>
<td>-31%</td>
<td>-22%</td>
</tr>
<tr>
<td>Stock-based compensation</td>
<td>166,336</td>
<td>153,675</td>
<td>21%</td>
<td>18%</td>
</tr>
<tr>
<td>Amortization of SBC capitalized in software development costs</td>
<td>-</td>
<td>2,229</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Amortization of intangibles</td>
<td>59,315</td>
<td>50,328</td>
<td>8%</td>
<td>6%</td>
</tr>
<tr>
<td>Acquisition related costs</td>
<td>440</td>
<td>264</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Litigation settlement-related expense</td>
<td>12,500</td>
<td>-</td>
<td>2%</td>
<td>0%</td>
</tr>
<tr>
<td>Change in fair value of contingent earn-out liability</td>
<td>-54</td>
<td>-</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td>Restructuring charges</td>
<td>-</td>
<td>-</td>
<td>0%</td>
<td>0%</td>
</tr>
<tr>
<td><strong>NON-GAAP OPERATING INCOME (LOSS)</strong></td>
<td>(1,562)</td>
<td>24,094</td>
<td>0%</td>
<td>3%</td>
</tr>
</tbody>
</table>

* 2017 amounts have been adjusted for adoption of ASU 2014-09, Revenue from Contracts with Customers (Topic 606), on a full retrospective basis effective January 1, 2018."