



Q1'21 Results

April 27, 2021

Safe Harbor Statement

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: possible or assumed future results of operations, financial metrics and goals; impact of the COVID-19 pandemic; our priorities, plans, initiatives and investments; the threat landscape, industry environment, and customer buying preferences; competitive position; market opportunities; drivers and expectations for growth and business transformation; new, future and enhanced offerings; go to market strategies; 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.

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.

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.

Q1'21 Financial Highlights

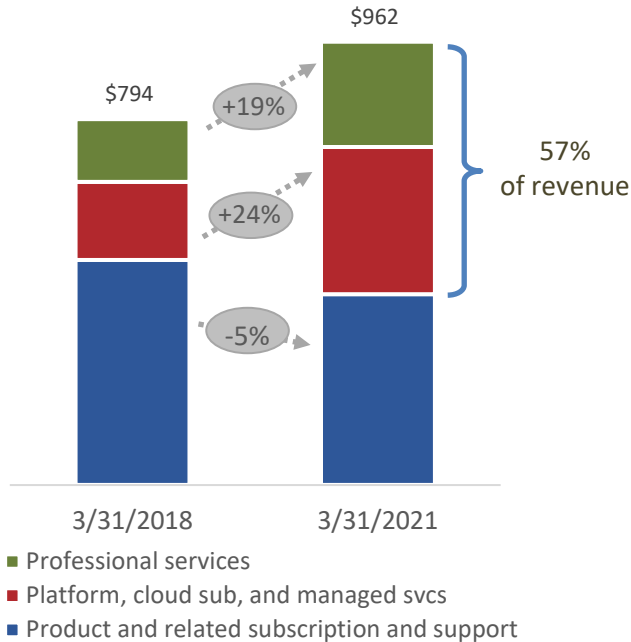
- **Exceeded Q1'21 guidance ranges** on revenue, non-GAAP gross margin, non-GAAP operating margin and non-GAAP EPS
- **YoY growth rates accelerated** for revenue, annualized recurring revenue, and billings
- **Continued shift to strategic growth categories**
 - ❖ Platform, cloud subscription and managed services revenue up 26% YoY
 - 35% of revenue and 55% of total ARR
 - 45% YoY billings growth “as reported”, 58% YoY growth based on “constant ACL”
 - Strength in validation, threat intelligence and cloud endpoint
 - ❖ 12th consecutive quarter of record Services revenue
- **Improved metrics in Product and Related Subscriptions and Support** category
 - ❖ 4th consecutive quarter of improving billings YoY metrics at “constant” average contract length
 - ❖ Increasing mix of recurring subscriptions within the category
- **Increased full year 2021 guidance ranges** for revenue, non-GAAP gross margin, non-GAAP operating margin, and non-GAAP earnings per share

Business Transformation Fuels Financial Results

1

Growing Mix of Strategic Solutions

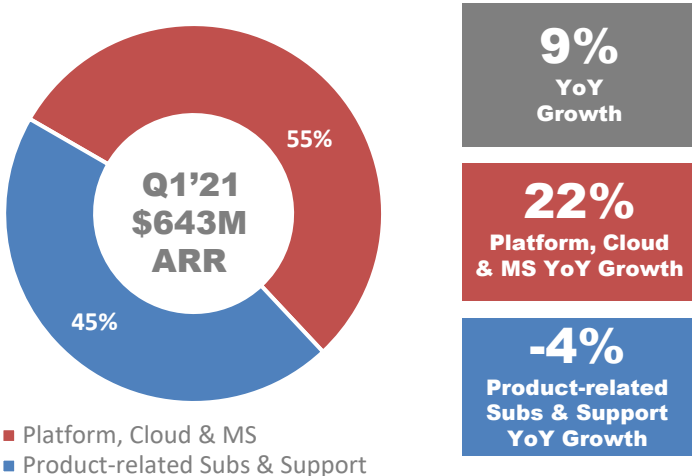
ROLLING 4-QUARTERS REVENUE
with 3-year CAGR



2

Record Annualized Recurring Revenue

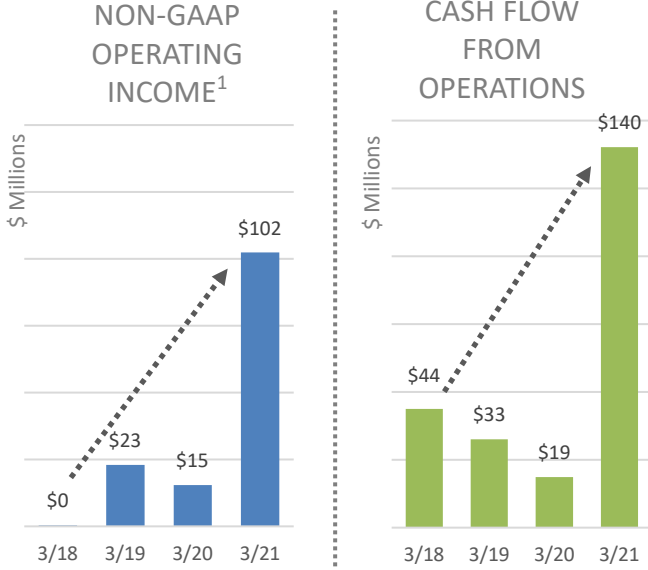
ANNUALIZED RECURRING REVENUE



3

Increasing Op Income and Cash Flow

ROLLING 4-QUARTERS



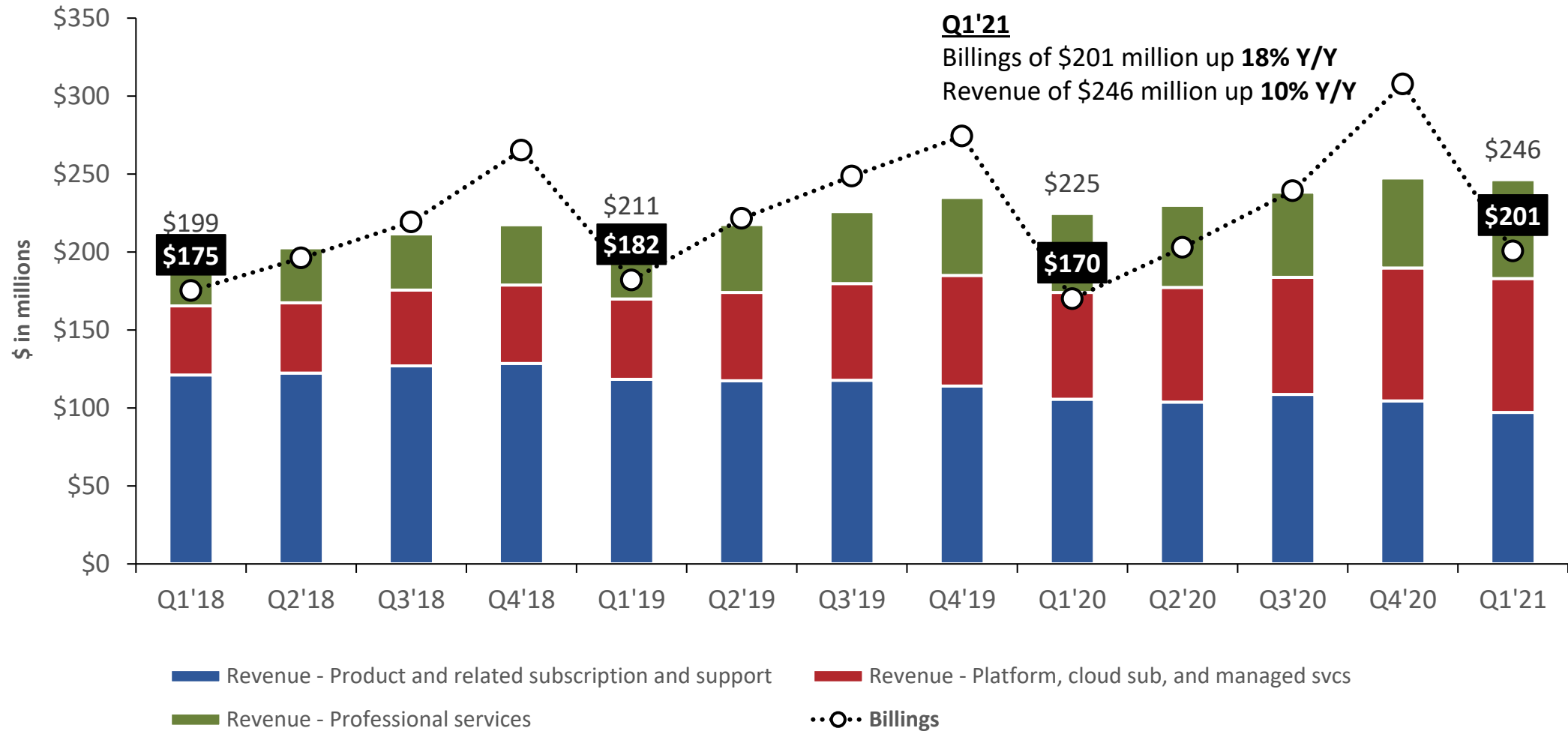
1. Non-GAAP, reconciliations to the nearest GAAP financial metric available in the Appendix.

Q1'21 Financial Results

	Q1'21 Guidance as of 02/02/21	Q1'21	Q1'20 Actual	Y/Y Change
Revenue	\$235M - \$238M	\$246M	\$225M	+10%
Annualized recurring revenue ¹	n/a	\$643M	\$590M	+9%
Non-GAAP gross margin ^{2,3}	70% - 71%	73%	71%	+2 pts
Non-GAAP operating margin ^{2,3}	6.5% - 7.5%	9%	-1%	+10 pts
Non-GAAP net income (loss) per share attributable to common stockholders, diluted ²	\$0.05 - \$0.07	\$0.08	\$(0.02)	+\$0.10
Cash flow provided (used) by operating activities	n/a	\$21M	\$(24)M	+\$45M
Capital expenditures	~ \$6M	\$10M	\$12M	\$(2)M

1. Annualized recurring revenue is defined as the annualized run-rate of active term licenses, subscriptions, and support contracts at the end of a reporting period.
2. Non-GAAP, reconciliations to the nearest GAAP financial metric available in the Appendix.
3. As a % of revenue.

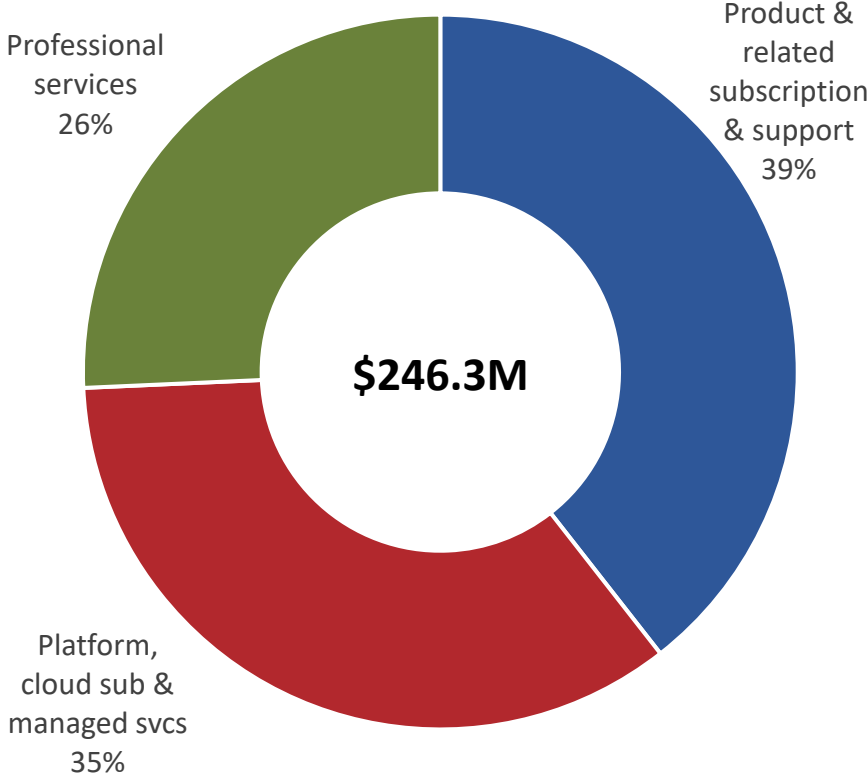
Trended Quarterly Revenue and Billings¹ Breakdown



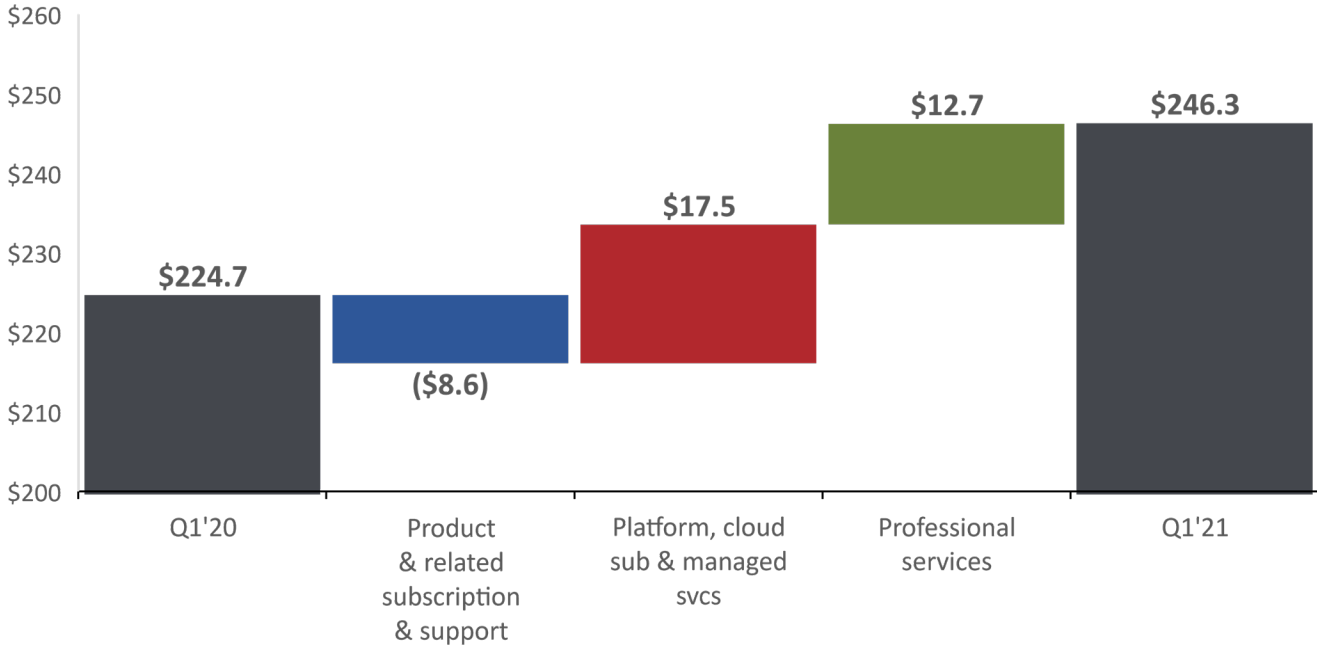
1. Billings are a non-GAAP metric. See Appendix for reconciliation to nearest GAAP financial metric.

Q1'21 Revenue by Category

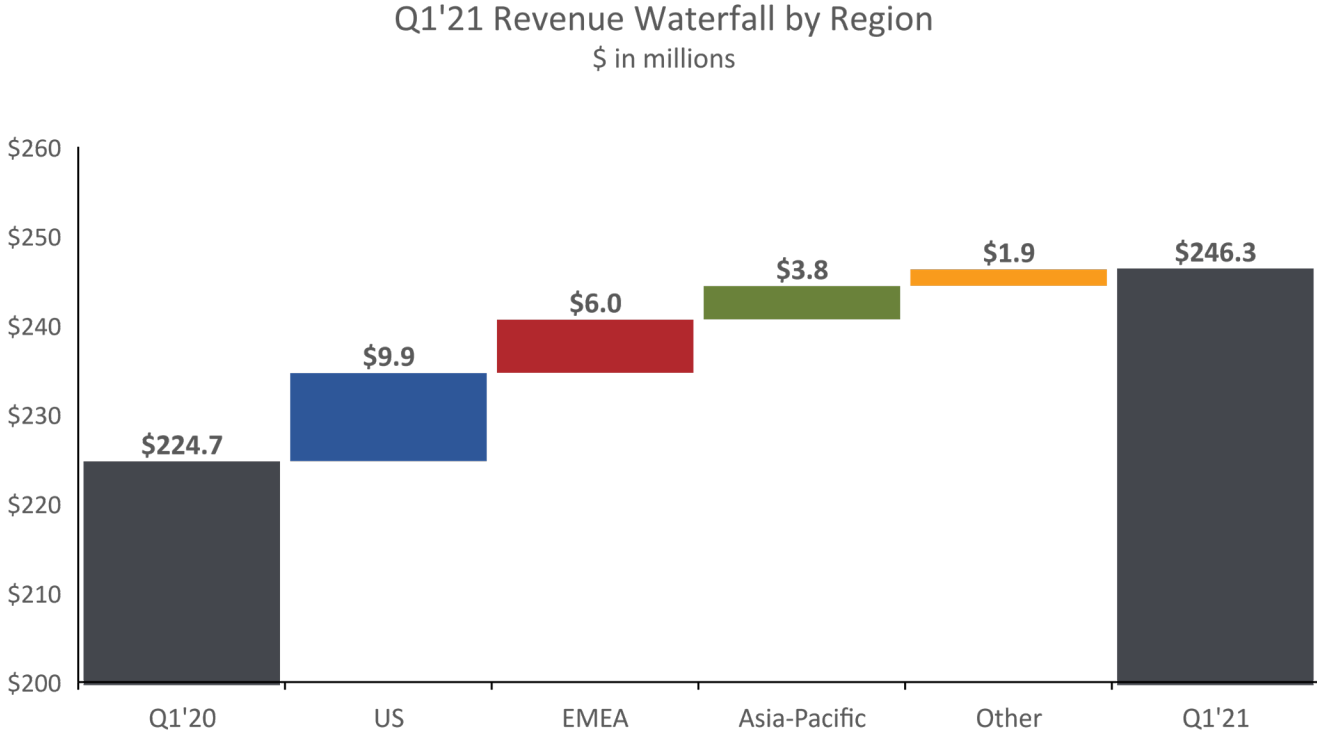
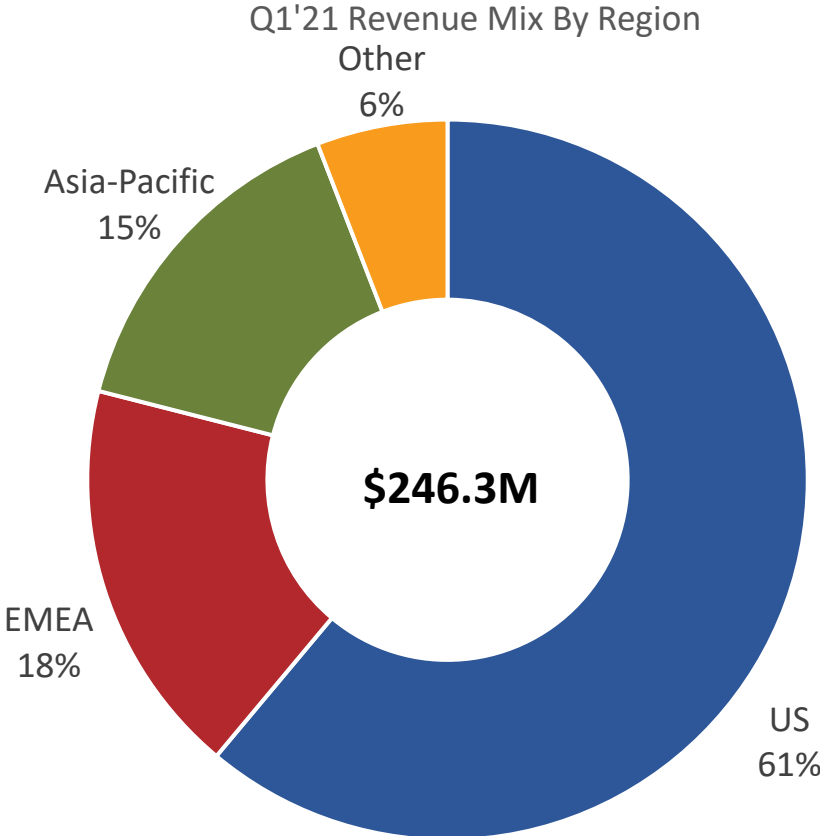
Q1'21 Revenue Mix By Category



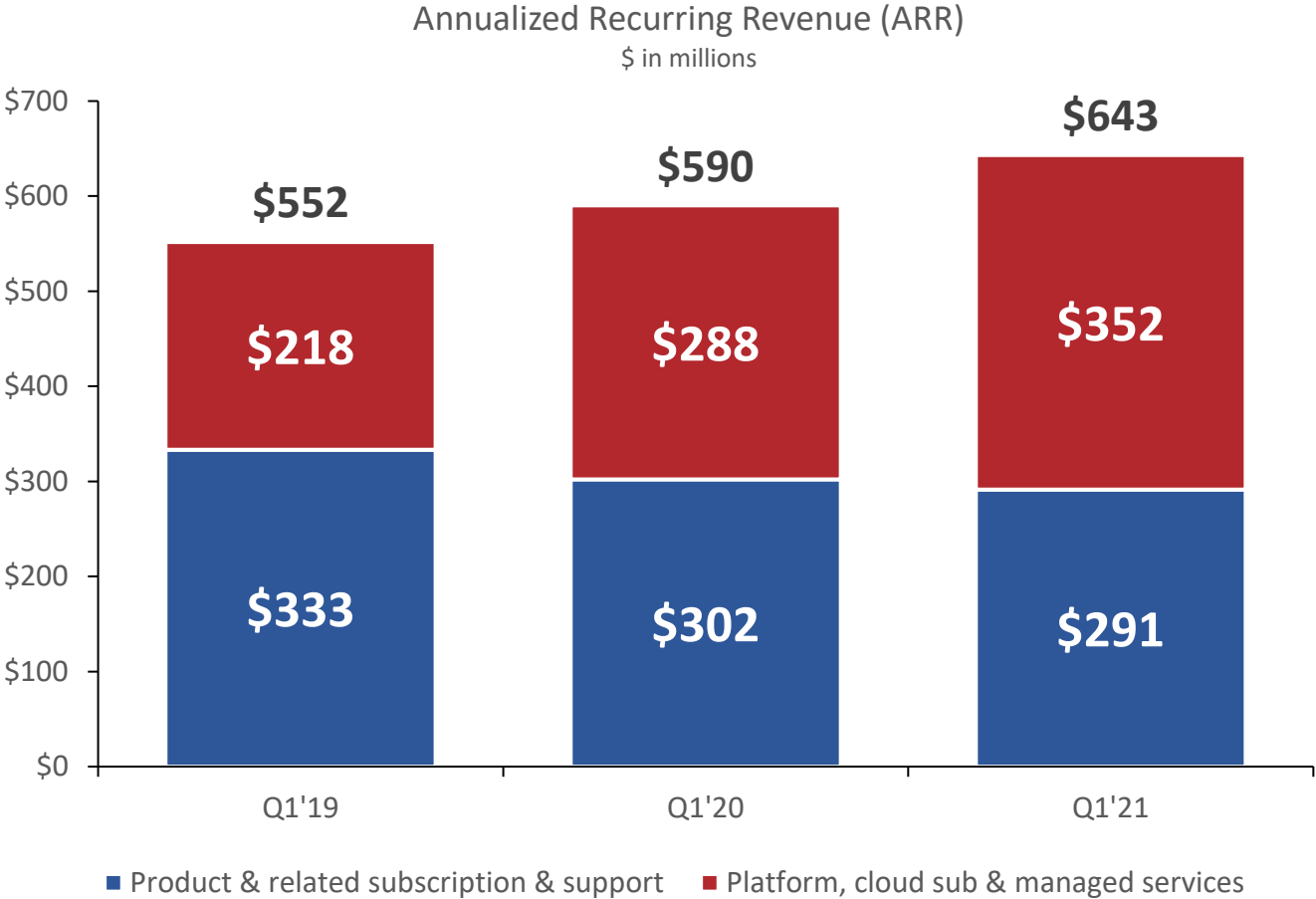
Q1'21 Revenue Waterfall by Category
\$ in millions



Q1'21 Revenue by Region



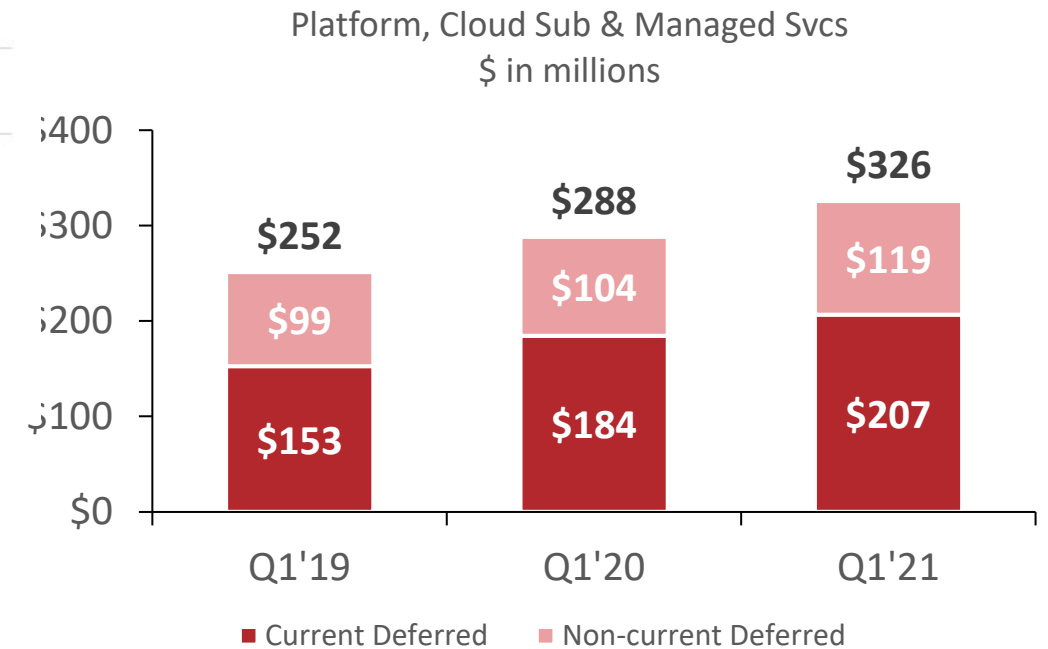
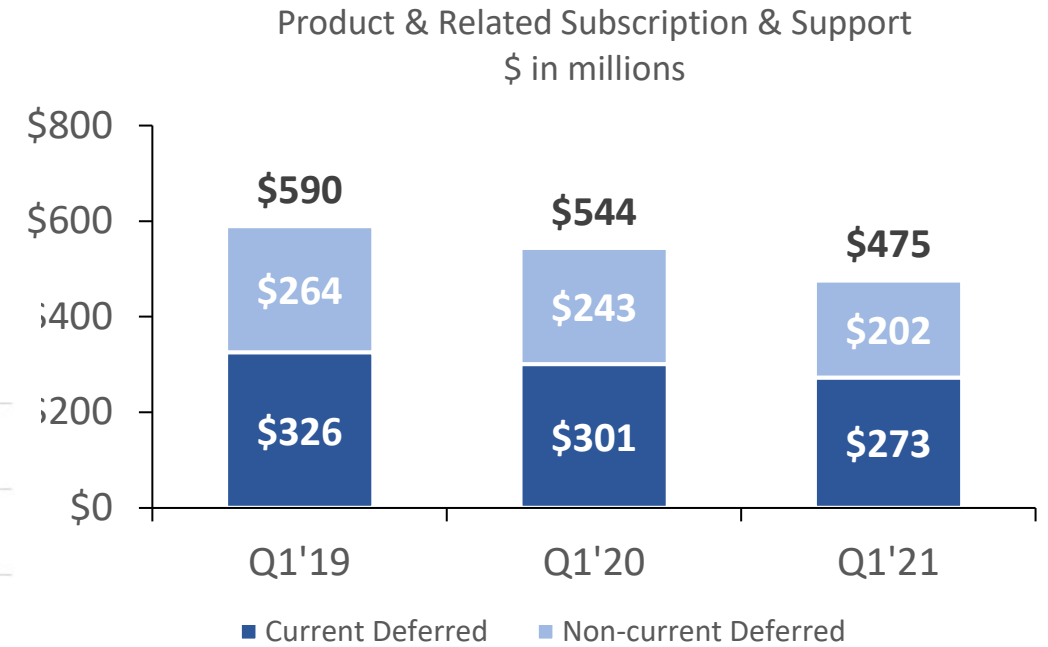
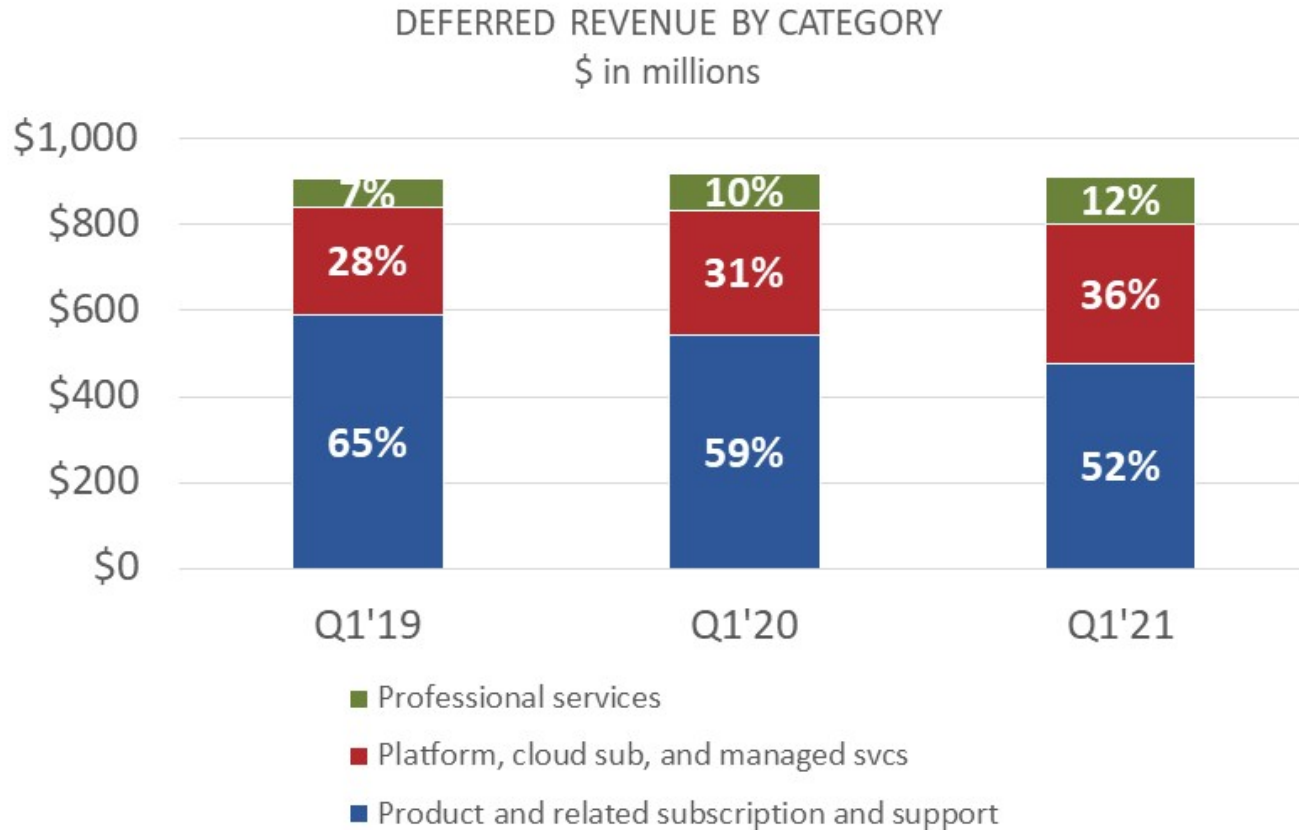
Annualized Recurring Revenue (ARR)¹



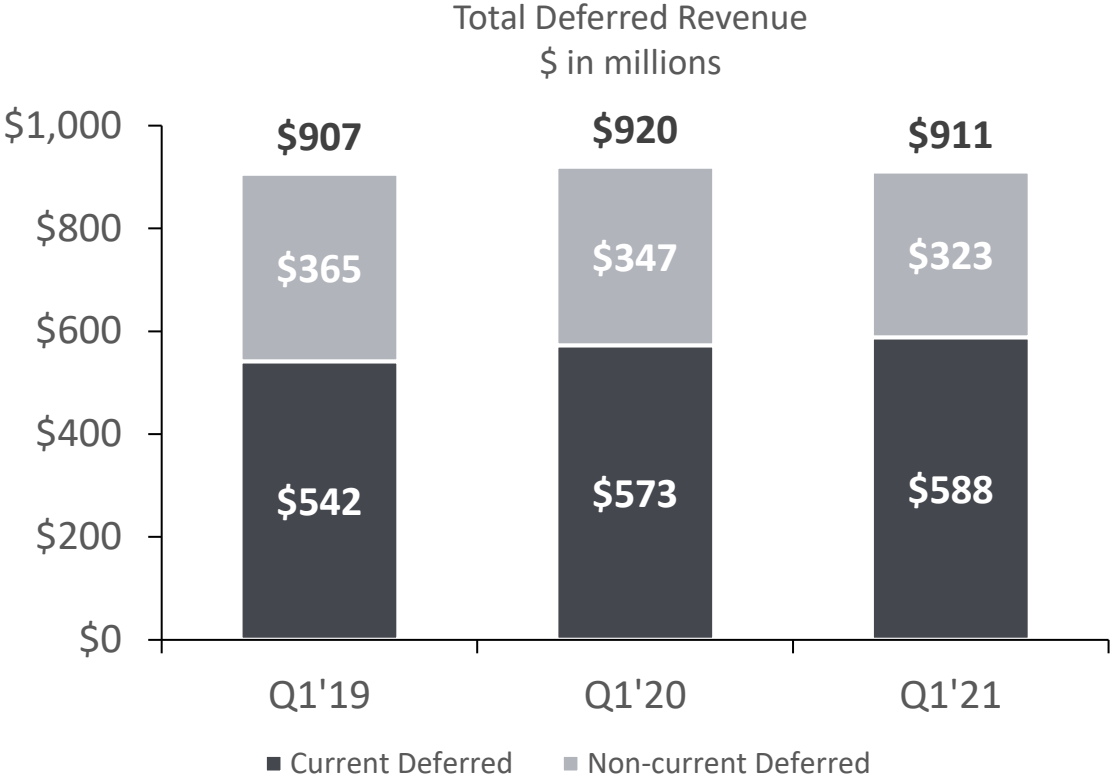
	Q1'21
Platform, cloud sub & managed services (Y/Y %)	22%
% of total	55%
Product & related subscription & support (Y/Y %)	-4%
% of total	45%
Total Annualized Recurring Revenue (Y/Y %)	9%

1. Annualized recurring revenue (ARR) is defined as a yearly value of subscription contracts active on the last day of the quarter based on their daily revenue rate. Appliance revenue is not included in ARR.

Deferred Revenue by Category

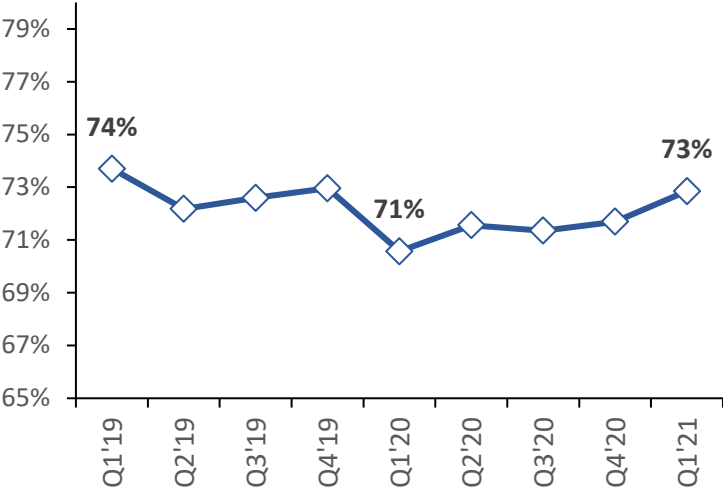


Deferred Revenue by Current / Non-current

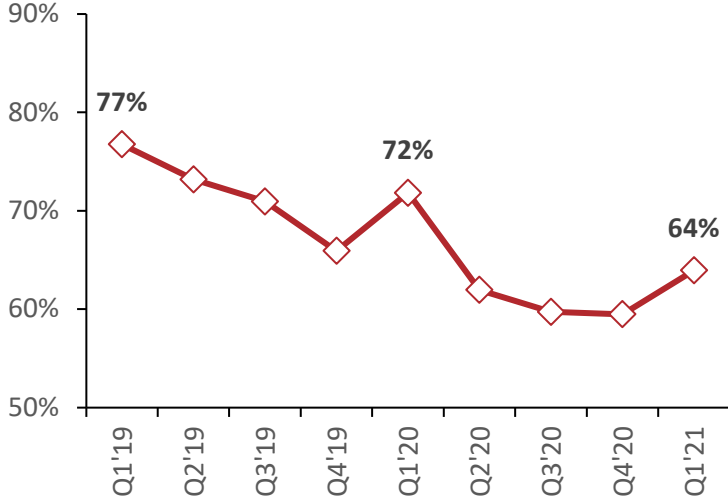


Non-GAAP Gross Margin, Operating Expense, and Operating Margin Trends¹

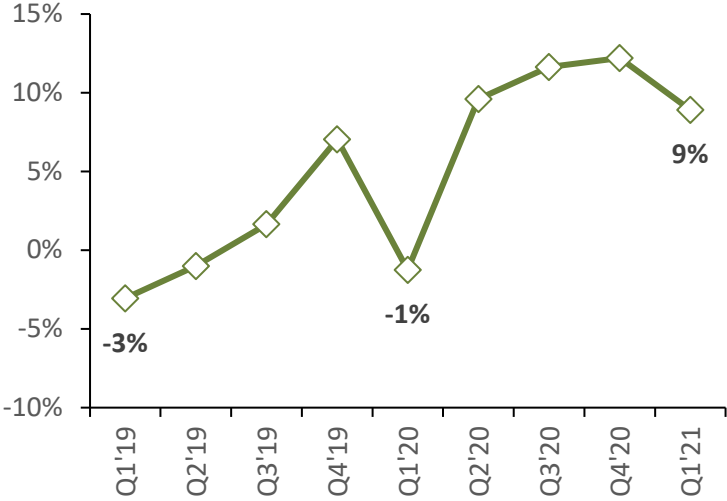
Non-GAAP gross margin as a % of revenue



Non-GAAP operating expenses as a % of revenue



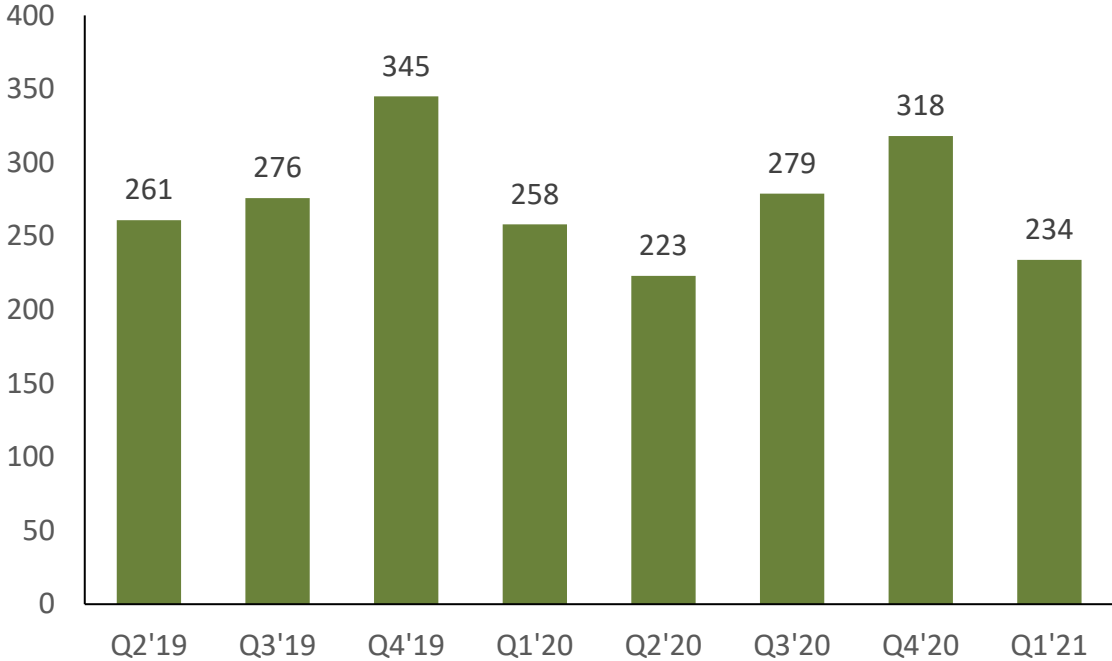
Non-GAAP operating margin as a % of revenue



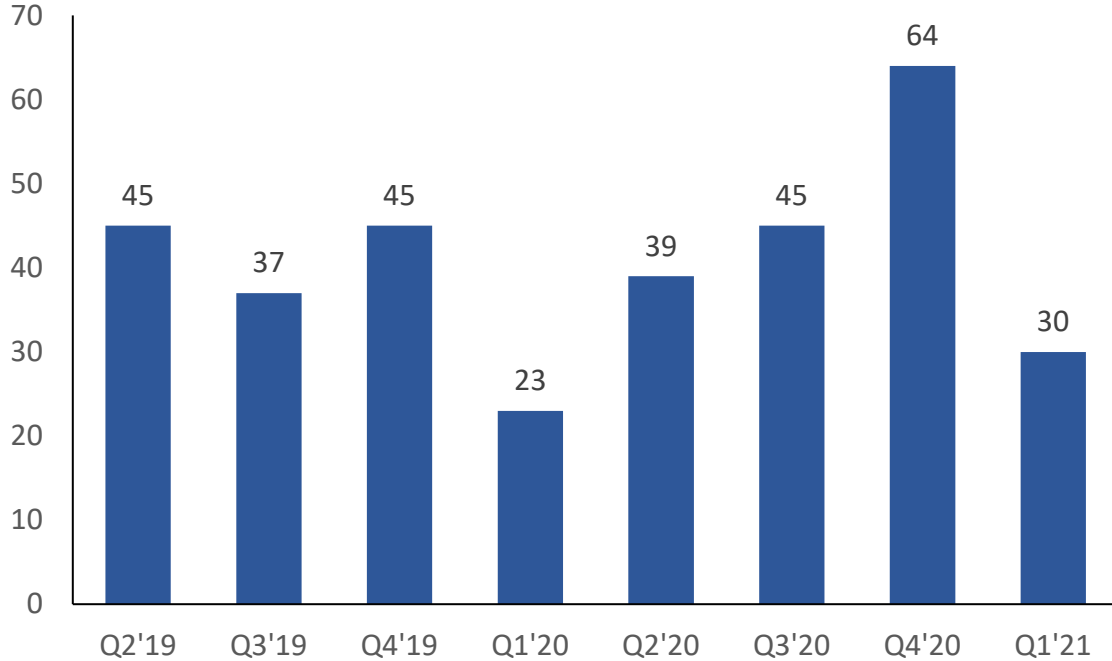
1. Non-GAAP metrics. See Appendix for reconciliation to nearest GAAP financial metric.

Customer Metrics

New Logo Customers Added Per Quarter



Number of > \$1M Transactions Per Quarter



Cash Flow Reconciliations¹

	Mar-20 Q1	Jun-20 Q2	Sep-20 Q3	Dec-20 Q4	Mar-21 Q1	Mar-21 vs Mar-20
Billings	170,012	202,890	239,229	307,681	200,588	30,576
Cash collections ²	201,280	223,239	225,174	288,003	244,950	43,670
Cash expenses and changes to WC ³	225,736	208,548	191,907	216,609	224,090	(1,646)
Reported CFFO	(24,456)	14,691	33,267	71,394	20,860	45,316
Capital expenditures	11,680	5,876	4,642	4,128	10,023	(1,657)
Free cash flow	(36,136)	8,815	28,625	67,266	10,837	46,973
DSO (based on non-GAAP billings)						
Number of days in the quarter	90	91	92	92	90	90
Days sales outstanding	74.2	53.8	51.5	45.9	49.0	(25.2)

1. Billings and Free Cash Flow are non-GAAP metrics. See Appendix reconciliations to nearest GAAP financial metrics.

2. Calculated as Billings + Beginning Accounts Receivable - Ending Accounts Receivable.

3. GAAP expenses less adjustments to reconcile net loss to changes in net cash and changes in expense-related working capital per the cash flow statement.

Q2'21 and Updated 2021 Outlook

As of April 27, 2021

Q2'21 Outlook

	Q2'21 as of 04/27/21	Q2'20 Actual	Y/Y Change <i>At Midpoint</i>
Revenue	\$246M - \$250M	\$230M	+8%
Non-GAAP gross margin ^{1,2}	72% - 73%	72%	+0.5 pts
Non-GAAP operating margin ^{1,2}	9% - 10%	9.6%	-
Net interest income (expense)	\$(1)M	\$(1)M	-
Provision for non-GAAP income taxes ¹	\$1M - \$2M	\$1M	+\$0.5M
Weighted average shares outstanding, diluted	~ 247M	223M	+11%
Non-GAAP net income (loss) per share attributable to common stockholders, diluted ¹	\$0.08 - \$0.09	\$0.09	-
Capital expenditures	~ \$9M	\$6M	+\$3M

1. Non-GAAP. Reconciliations are not available for forward looking metrics.

2. As a % of revenue.

Q2'21 Outlook Assumptions

Q2'21	Comments
Total revenue	8% YoY growth at the midpoint
Product and related subscriptions and support revenue	YoY decline consistent with Q1'21
Platform, cloud subscriptions and managed services revenue	YoY growth consistent with Q1'21
Services revenue	YoY growth slightly less than Q1, but toward the high end of the 15%-20% target range
Non-GAAP gross margin	Assumes gross margin for Product, subscription and support remains in mid-70 percent range and Services gross margin returns to recent range of 52-54% range
Non-GAAP operating margin	Implies operating expenses in dollars approximately flat with Q1

Updated 2021 Outlook

	2021 as of 04/27/21	2020 Actual	Y/Y Change At Midpoint
Revenue	\$1,010M - \$1,030M	\$941M	+8%
Non-GAAP gross margin ^{1,2}	72% - 73%	71%	+1.5 pts
Non-GAAP operating margin ^{1,2}	10% - 11%	8%	+2.5 pts
Net interest income (expense)	\$(4)M	\$(3)M	\$(1.0)M
Provision for non-GAAP income taxes ¹	\$4M - \$6M	\$5M	-
Weighted average shares outstanding, diluted	~ 250M	227M	+10%
Non-GAAP net income (loss) per share attributable to common stockholders, diluted ¹	\$0.39 - \$0.41	\$0.31	+\$0.09
Capital expenditures	~ \$35M	\$26M	+\$9M

1. Non-GAAP. Reconciliations are not available for forward looking metrics.

2. As a % of revenue.

2021 Outlook Assumptions

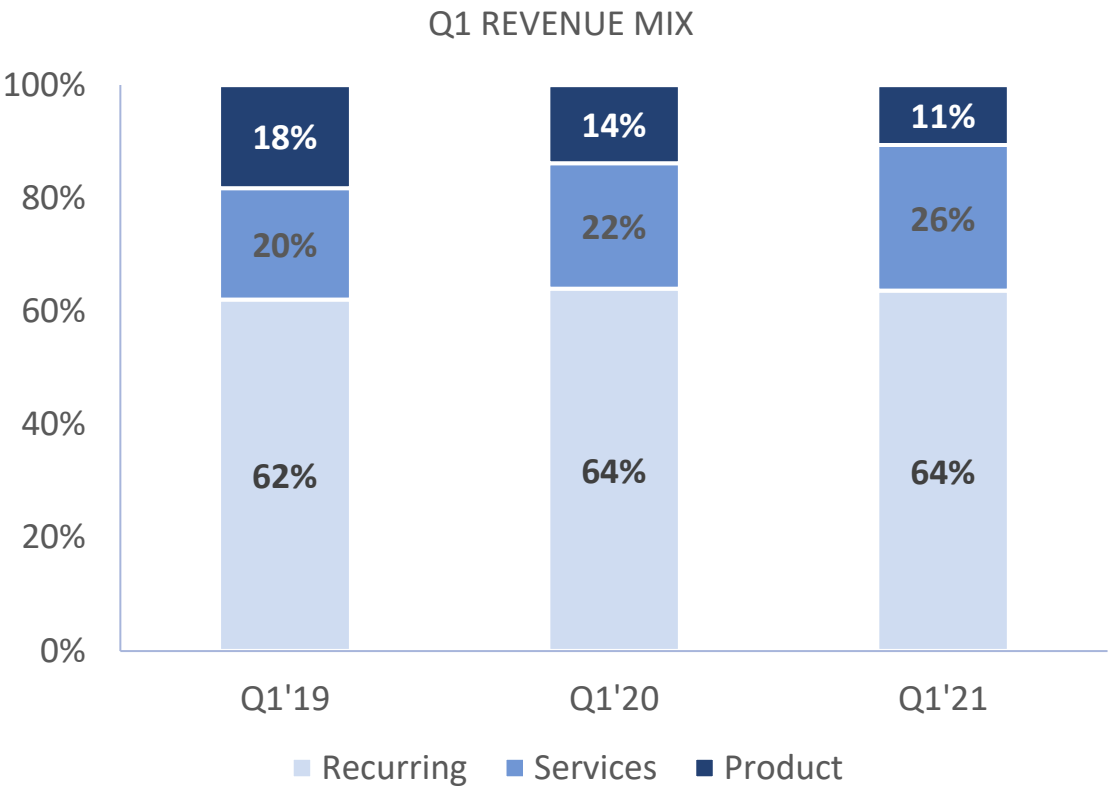
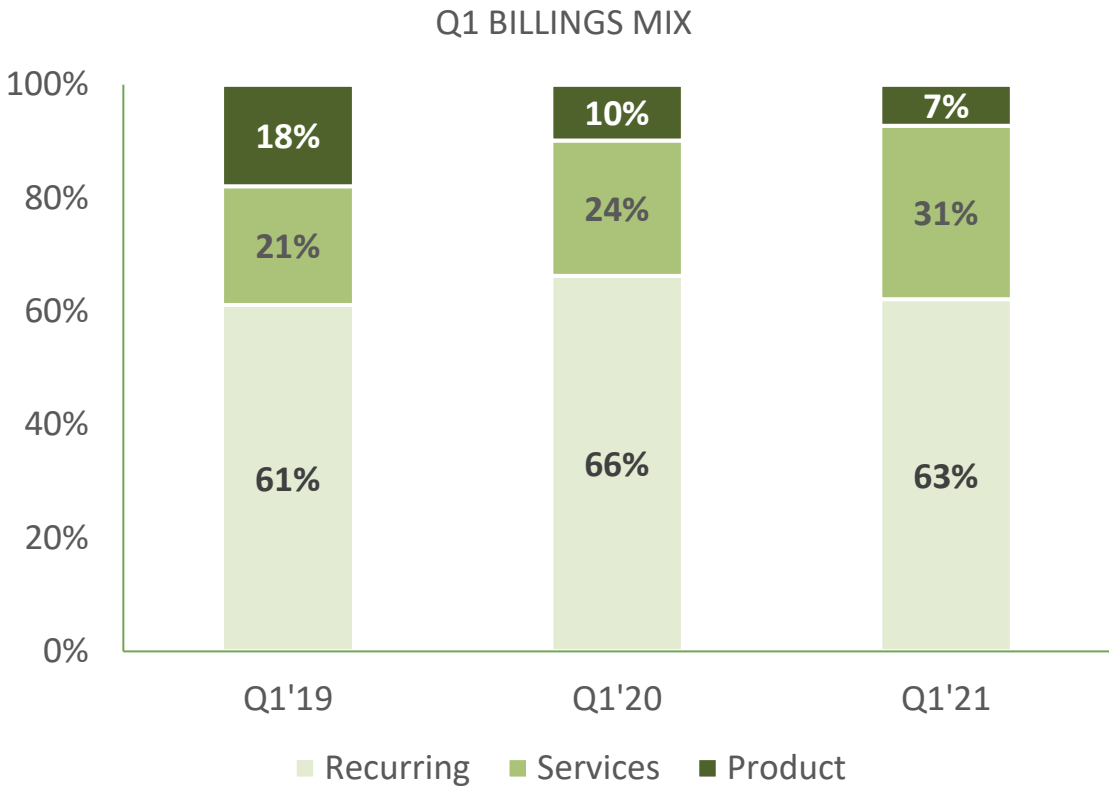
Full Year 2021	Comments
Total revenue	~ 8% YoY growth at the midpoint
Product and related subscriptions and support revenue	Declines by 10%-11% YoY
Platform, cloud subscription and managed services revenue	Growth towards the high end of 20%-25% YoY
Services revenue	Growth rate at the high end of 15%-20% YoY
Non-GAAP operating margin	Assumes resumption of T&E and facilities expenses, but below pre-pandemic levels
Operating cash flow margin	Expect operating cash flow margin of approximately 10% for the year

Appendix

Q2'21 Conference Participation

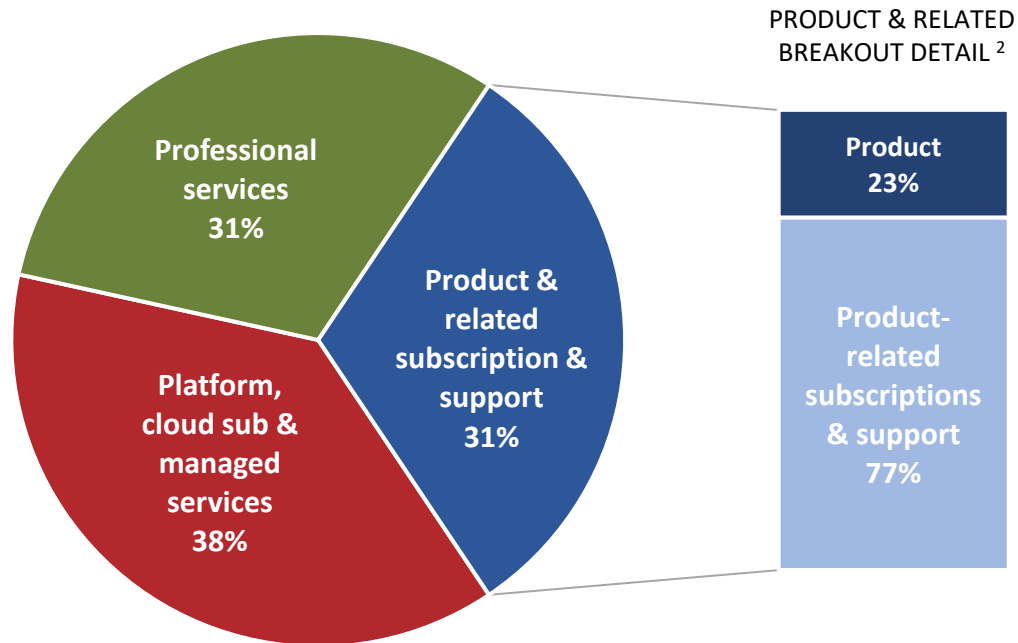
Date	Presentation Time (PDT)	Conference/Event	Location
Thursday, May 13	10:00 a.m. - 10:45 a.m.	FireEye May Threat Briefing for Investors and Financial Analysts	VIRTUAL
Tuesday, May 25	11:10 a.m. - 11:45 a.m.	J.P. Morgan Global Technology, Media and Communications Conference	VIRTUAL
Tuesday, June 1	11:30 a.m. - 12:00 p.m.	Cowen 49th Annual Technology, Media, and Telecom Conference	VIRTUAL
Tuesday, June 8	12:15 p.m. - 12:50 p.m.	2021 BofA Securities Global Technology Conference	VIRTUAL
Wednesday, June 9	7:50 a.m. - 8:20 a.m.	Baird Global Consumer, Technology, and Services Conference	VIRTUAL
Thursday, June 10	10:00 a.m. - 10:45 a.m.	FireEye June Threat Briefing for Investors and Financial Analysts	VIRTUAL

Business Transformation by Recurring, Services, Product¹



1. Billings are a non-GAAP metric. See Appendix for reconciliation to nearest GAAP financial metric.

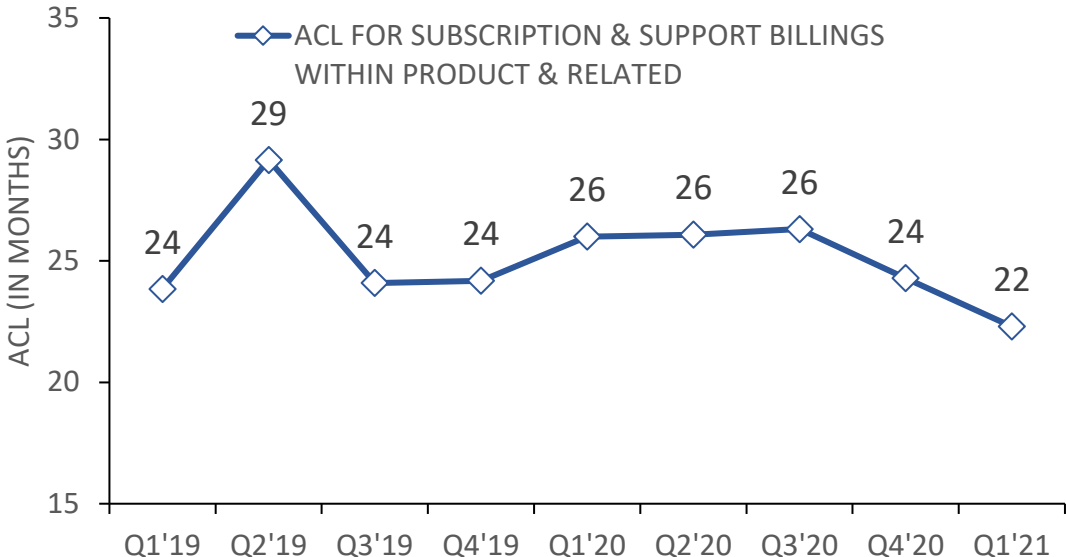
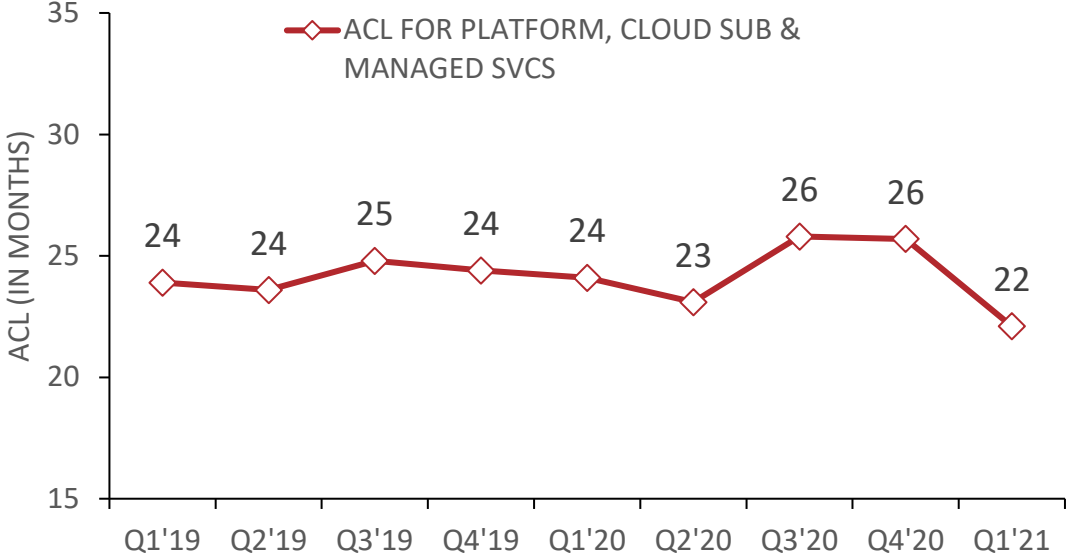
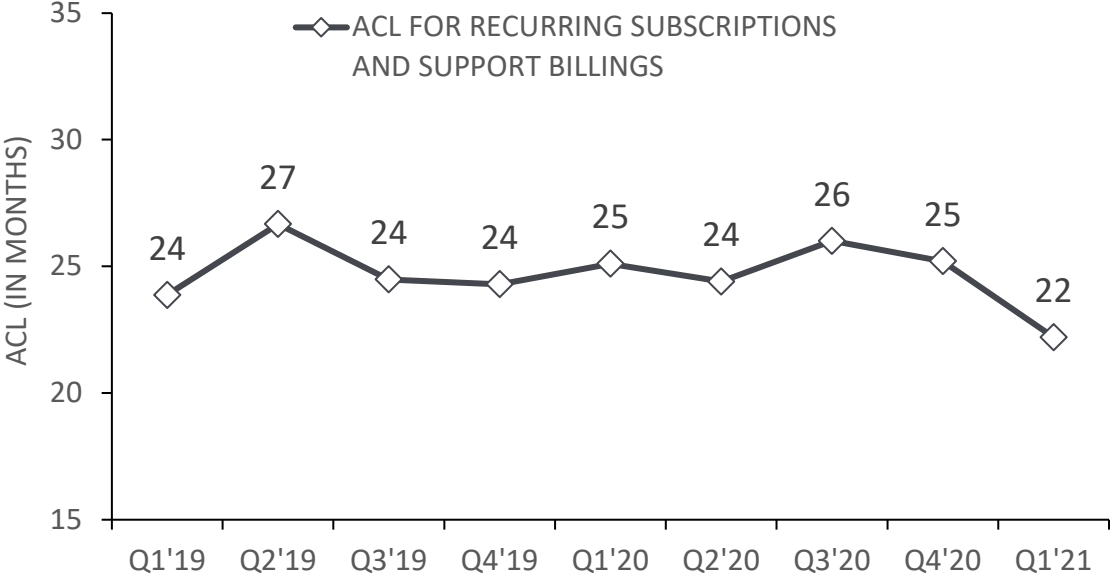
Q1'21 Billings¹ Mix



<i>As reported</i>	Q1'21	
	<i>\$ in millions</i>	Y/Y %
Product & related subscription & support	\$62.6	-17%
Platform, cloud subscription, and managed services	\$75.9	45%
Professional services	\$62.1	47%
Total billings	\$200.6	18%

1. Billings, including breakouts, are non-GAAP. Reconciliation to nearest GAAP financial metric is included in the Appendix.
2. Definition and product family mapping in the Appendix.

Weighted Average Contract Length



Billings and Revenue Breakout Categories

Supplemental Breakout Category	Product Offering	606 Revenue Recognition
Product and related subscription and support (on premise)	Management & Forensic Appliances (CMS, PX), Tech fees	Up front
	Virtual & Physical Detection/Protection Appliances (NX, EX, FX, AX, HX)	Ratable (4 years)
	Support & Maintenance	Ratable over contract term
	Dynamic threat intelligence (DTI) cloud; URL/Attachment database (Email Security-Server Edition only), Network, Email, Endpoint subscription (includes Cloud MVX)	
Platform, cloud subscription and managed services	Email Threat Prevention (ETP), Managed Defense, Threat Intelligence, Platform (Helix, Verodin), Network Security in AWS, FireEye Detection on Demand, Cloud Secure Web Gateway (iBoss integration), Mandiant Automated Defense (Respond XDR engine)	Term licenses up front; Subscriptions ratable over contract term
Professional services	Mandiant Professional Services, Expertise on Demand	As Delivered

} SINGLE PERFORMANCE OBLIGATION

Definitions

Metric	Definition
Average contract length (ACL)	Reported in months. Calculated as the weighted average contract length of subscription and support contracts billed during the period.
Constant Average Contract Length (ACL)	Normalizes subscription/recurring billings for changes in the average contract length for comparison purposes. Calculation: $(\text{current period subscription billings} / \text{current period ACL}) \times \text{prior period ACL}$
Annual Contract Value (ACV)	Another way to normalize subscription/recurring billings for changes in contract length to compare to prior periods. Equals: $(\text{current period subscription billings} / \text{current period ACL}) \times 12$
Annualized recurring revenue (ARR)	Defined as the annualized contract value of recurring contracts outstanding on the last day of the quarter, including term licenses.
Billings	Total sales billed in the period. Mathematically equivalent to revenue plus the change in deferred revenue.
Free Cash Flow	Equals: Cash flow from operations less capital expenditures (purchases of property, plant and equipment)

Non-GAAP Reconciliations

Non-GAAP gross margin. FireEye defines non-GAAP gross margin as total gross profit excluding stock-based compensation expense, amortization of stock-based compensation expense capitalized in software development costs, amortization of intangible assets, and, as applicable, other special or non-recurring items, divided by total revenue.

Non-GAAP operating income (loss) and non-GAAP operating margin. FireEye defines non-GAAP operating income (loss) as operating income (loss) excluding stock-based compensation expense, amortization of stock-based compensation expense capitalized in software development costs, amortization of intangible assets, acquisition-related expenses, restructuring charges, and other special or non-recurring items. FireEye defines non-GAAP operating margin as non-GAAP operating income (loss) divided by total revenue.

Non-GAAP net income (loss) attributable to common stockholders. FireEye defines non-GAAP net income (loss) attributable to common stockholders as net income (loss) excluding stock-based compensation expense, amortization of stock-based compensation expense capitalized in software development costs, amortization of intangible assets, acquisition-related expenses, restructuring charges, non-cash interest expense related to the company's convertible senior notes, discrete tax provision (benefits), dividends on Series A convertible preferred stock, and other special or non-recurring items.

Non-GAAP net income (loss) per share attributable to common stockholders. FireEye defines non-GAAP net income attributable to common stockholders per diluted share as non-GAAP net income attributable to common stockholders divided by weighted average diluted shares outstanding. Weighted average diluted shares used to calculate non-GAAP net income per diluted share attributable to common stockholders excludes shares issuable upon conversion of the company's convertible senior notes and Series A convertible preferred shares that are anti-dilutive. FireEye defines non-GAAP net loss per share attributable to common stockholders as non-GAAP net loss attributable to common stockholders divided by weighted average basic shares outstanding, which excludes stock options, restricted stock units, performance stock units, and shares issuable upon conversion of the company's convertible senior notes and Series A convertible preferred shares that are anti-dilutive.

Non-GAAP net income attributable to common stockholders and non-GAAP net income per diluted share attributable to common stockholders in the first quarter of 2021 excluded stock-based compensation expense, amortization of stock-based compensation expense capitalized in software development costs, amortization of intangible assets, non-cash interest expense related to convertible senior notes issued in June 2015 and the second quarter of 2018, discrete tax provision (benefit), dividends on Series A convertible preferred stock, and accretion of Series A convertible preferred stock. Weighted average diluted shares outstanding used to calculate non-GAAP net income per diluted share excluded stock options, restricted stock units, performance stock units, and shares issuable upon conversion of the company's convertible senior notes and Series A convertible preferred shares that were anti-dilutive.

Non-GAAP net loss attributable to common stockholders and non-GAAP net loss per share attributable to common stockholders in the first quarter of 2020 excluded stock-based compensation expense, amortization of stock-based compensation expense capitalized in software development costs, amortization of intangible assets, restructuring charges, non-cash interest expense related to convertible senior notes issued in June 2015 and the second quarter of 2018, and discrete tax provision (benefit). Weighted average basic shares outstanding used to calculate non-GAAP net loss per share excluded stock options, restricted stock units, performance stock units, and shares issuable upon conversion of the company's convertible senior notes that were anti-dilutive.

Non-GAAP Reconciliations

FireEye, Inc.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

(Unaudited, in thousands, except per share amounts)

	Three Months Ended March 31,	
	2021	2020
GAAP operating loss	\$ (36,732)	\$ (62,970)
Stock-based compensation expense (1)	45,766	36,178
Amortization of stock-based compensation capitalized in software development costs (3)	1,072	1,026
Amortization of intangible assets (2)	11,845	11,960
Restructuring charges (4)	—	10,974
Non-GAAP operating income (loss)	\$ 21,951	\$ (2,832)
GAAP gross margin	66 %	64 %
Stock-based compensation expense (1)	4 %	3 %
Amortization of intangible assets (2)	3 %	4 %
Non-GAAP gross margin	73 %	71 %
GAAP operating margin	(15)%	(28)%
Stock-based compensation expense (1)	19 %	16 %
Amortization of stock-based compensation capitalized in software development costs (3)	— %	— %
Amortization of intangible assets (2)	5 %	6 %
Restructuring charges (4)	— %	5 %
Non-GAAP operating margin	9 %	(1)%
GAAP net loss attributable to common stockholders	\$ (55,238)	\$ (76,306)
Stock-based compensation expense (1)	45,766	36,178
Amortization of stock-based compensation capitalized in software development costs (3)	1,072	1,026
Amortization of intangible assets (2)	11,845	11,960
Restructuring charges (4)	—	10,974
Non-cash interest expense related to convertible senior notes (5)	11,384	12,365
Adjustment to benefit from income taxes (6)	(200)	(315)
Dividend on series A convertible preferred stock (7)	4,512	—
Accretion of series A convertible preferred stock (8)	82	—
Non-GAAP net income attributable to common stock holders	\$ 19,223	\$ (4,118)
GAAP net loss per common share attributable to common stockholders, basic and diluted	\$ (0.24)	\$ (0.35)
Stock-based compensation expense (1)	0.19	0.17
Amortization of stock-based compensation capitalized in software development costs (3)	—	—
Amortization of intangible assets (2)	0.06	0.05
Restructuring charges (4)	—	0.05
Non-cash interest expense related to convertible senior notes (5)	0.05	0.06
Adjustment to provision (benefit) from income taxes (6)	—	—
Dividend on series A convertible preferred stock (7)	0.02	—
Accretion of series A convertible preferred stock (8)	—	—

Three Months Ended March 31,

2021 2020

Non-GAAP net income (loss) per common share attributable to common stockholders, basic	\$ 0.08	\$ (0.02)
Non-GAAP net income (loss) per common share attributable to common stockholders, diluted	\$ 0.08	\$ (0.02)
Weighted average shares used in per share calculation for Non-GAAP, basic	234,740	217,789
Weighted average shares used in per share calculation for Non-GAAP, diluted	244,328	217,789

(1) Includes stock-based compensation expense as follows:

Cost of product, subscription and support revenue	\$ 4,480	\$ 3,742
Cost of professional services revenue	5,562	3,900
Research and development expense	14,655	11,545
Sales and marketing expense	13,982	11,486
General and administrative expense	7,088	5,505
Total stock-based compensation expense	\$ 45,767	\$ 36,178

(2) Includes amortization of intangible assets as follows:

Cost of product, subscription and support revenue	\$ 7,570	\$ 7,730
Research and development expense	—	109
Sales and marketing expense	4,275	4,121
Total amortization of intangible assets	\$ 11,845	\$ 11,960

(3) Includes amortization of stock-based compensation capitalized in software development costs as follows:

Cost of product, subscription and support revenue	\$ 46	\$ 54
Cost of professional services revenue	23	27
Research and development expense	1,003	945
Total amortization of stock-based compensation capitalized in software development costs	\$ 1,072	\$ 1,026

(4) Includes restructuring charges as follows:

Restructuring charges	\$ —	\$ 10,974
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(5) Includes non-cash interest expense related to convertible senior notes as follows:

Other income, net	\$ 11,384	\$ 12,365
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(6) Includes income tax effect of non-GAAP adjustments as follows:

Benefit from income taxes	\$ (200)	\$ (315)
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(7) Dividend on series A convertible preferred stock

	\$ 4,512	\$ —
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(8) Accretion of series A convertible preferred stock

	\$ 82	\$ —
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Non-GAAP Billings and Free Cash Flow Reconciliation

FireEye Inc. (FY ending Dec)	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19	Jun-19	Sep-19	Dec-19	Mar-20	Jun-20	Sep-20	Dec-20	Mar-21
GAAP to Non-GAAP Reconciliations (\$000s)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Total Revenue	199,070	202,696	211,651	217,533	210,544	217,608	225,914	235,087	224,723	229,900	238,459	247,503	246,347
Plus change in deferred revenue	(23,964)	(6,580)	7,599	47,673	(28,638)	6,559	22,658	39,159	(54,710)	(27,010)	770	62,842	(45,759)
Less deferred revenue assumed	-	-	-	-	-	(2,750)	-	-	-	-	-	(2,664)	-
NON-GAAP BILLINGS	175,106	196,116	219,250	265,206	181,906	221,417	248,572	274,246	170,012	202,890	239,229	307,681	200,588

FireEye Inc. (FY ending Dec)	Mar-18	Jun-18	Sep-18	Dec-18	Mar-19	Jun-19	Sep-19	Dec-19	Mar-20	Jun-20	Sep-20	Dec-20	Mar-21
Free Cash Flow Reconciliation	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Non-GAAP net cash provided by (used in) operating activities	9,187	(712)	21,899	30,582	24,453	(14,929)	18,498	39,517	(24,456)	14,691	33,267	71,394	20,860
Less: purchase of property and equipment and demonstration units	14,487	12,158	10,375	13,811	13,503	14,737	10,375	6,990	11,680	5,876	4,642	4,128	10,023
Free cash flow	(5,300)	(12,870)	11,524	16,771	10,949	(29,666)	8,123	32,527	(36,136)	8,815	28,625	67,266	10,837