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; our path to profitability; our priorities, plans, initiatives and investments; threat landscape; industry environment; customer buying preferences; growth drivers; competitive position; market opportunities; future and enhanced offerings; 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.
Q1'17 BUSINESS HIGHLIGHTS

Kevin Mandia
Chief Executive Officer
Our Mission

TO RELENTLESSLY PROTECT OUR CUSTOMERS WITH INNOVATIVE TECHNOLOGY AND EXPERTISE LEARNED ON THE FRONT LINES
• FireEye: Past, Present and Future

2004 - 2013
FireEye 1.0

2014-2015
FireEye 2.0

2017 & BEYOND
FireEye 3.0

Evangelize

Inflection

Expand the Platform

Balanced Growth & Profitability

Crossing the Chasm
FireEye Transitions

On-premise
Hardware
APT
Closed
Large Enterprise
US
Sandbox

Cloud / Hybrid
Software / Virtual
All threats
Open
All Size
Global
Security Operations
Balanced Growth and Profitability: Path to Profitability

OPERATIONAL EFFICIENCIES

OPTIMIZED EXPENSE STRUCTURE
Non-GAAP Profitability Q4’17
Positive CFFO full year 2017

STRONG SALES LEADERSHIP
WW Head of Sales
EMEA
Japan

CHANNEL LEVERAGE
Product, Pricing Process
Balanced Growth and Profitability: Path to Growth

PRODUCT INNOVATION

MVX SEPARATION & CLOUD
Better scalability and new deployment options

EXPANDED FaaS SCOPE
Broader aperture to provide managed detection services across customer environments

ENDPOINT
>5M million endpoints protected from exploits and breaches

HELIX
Enriched Alerts
Built in Response Playbooks
Introducing Helix
Q1’17 Intelligence and Innovation

M-Trends 2017
107 days for external notification of breach

FireEye Helix Global GA
Closed multiple opportunities in Q1, including Enersys

Monitor.app for macOS
Released a free macOS monitoring tool

Next-Generation Endpoint
Announced AV-Replacement, macOS support & Next-Generation Roadmap

Definitive Report on Russia
Referenced by US Government
Q1'17 FINANCIAL RESULTS

Frank Verdecanna
EVP, Chief Financial Officer and
Chief Accounting Officer
### Q1'17 Summary

<table>
<thead>
<tr>
<th></th>
<th>Q1'17</th>
<th>Q1'16</th>
<th>Y/Y Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billings</td>
<td>$152.4M</td>
<td>$186.0M</td>
<td>-18%</td>
</tr>
<tr>
<td>Revenue</td>
<td>$173.7M</td>
<td>$168.0M</td>
<td>+3%</td>
</tr>
<tr>
<td>Gross Margin1,2</td>
<td>73%</td>
<td>70%</td>
<td>+3 pts</td>
</tr>
<tr>
<td>Operating Expenses1,2</td>
<td>81%</td>
<td>114%</td>
<td>-33 pts</td>
</tr>
<tr>
<td>Operating Margin1,2</td>
<td>(7)%</td>
<td>(44)%</td>
<td>+37 pts</td>
</tr>
<tr>
<td>Net Loss per Share1</td>
<td>$(0.09)</td>
<td>$(0.47)</td>
<td>+$0.38</td>
</tr>
<tr>
<td>Total Deferred Revenue</td>
<td>$632.2M</td>
<td>$566.1M</td>
<td>+12%</td>
</tr>
<tr>
<td>Operating Cash Flow</td>
<td>$(17.0)M</td>
<td>$(22.5)M</td>
<td>+$5.5M</td>
</tr>
</tbody>
</table>

1. Non-GAAP. See appendix for reconciliations to nearest GAAP metric.
2. As a % of revenue.
Quarterly Billings\(^1\) and Revenue

- Q1'17 Billings\(^1\) -18% y/y
- Q1'17 Revenue +3% y/y

1. Billings are a non-GAAP metric. See appendix for reconciliation to GAAP revenue.
Q1 Billings

Q1’17 Billings Mix

- Product Subscriptions: 48%
- Support: 16%
- Professional Services: 21%
- Product: 15%

Q1 Billings Mix

$152M

Q1 YoY Billings Growth Waterfall by Category

- Q1'16 Billings: $186.0M
- Product
  - Subscriptions: $15.3M
  - Support: $7.6M
  - Professional Services: $10.0M
- 2016 Billings: $152.4M

- YoY Billings Growth: -18%

Q1'17 Billings Mix

- Product Subscriptions: 48%
- Support: 16%
- Professional Services: 21%
- Product: 15%

Total Billings: $152M
Product Subscriptions Waterfall

• Annual contract value of product subscriptions increased >20% YoY

• Attached subscription ACV
  • New attached subscriptions ACV declined $2.8M YoY on YoY decline in new appliance sales
  • Renewal attached subscriptions increased $10.2M YoY on continued high retention and strong execution on NX refresh opportunity

• Unattached subscription ACV
  • New unattached subscription ACV increased $3.2M YoY
    • Good new business quarter for FaaS and TAP
  • Renewal unattached subscriptions declined $2.5M YoY
    • Primarily iSIGHT threat intelligence, mobile
Billings Growth Drivers

NEW LOGO CUSTOMERS

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Number of Customers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1'15</td>
<td>226</td>
</tr>
<tr>
<td>Q2'15</td>
<td>308</td>
</tr>
<tr>
<td>Q3'15</td>
<td>308</td>
</tr>
<tr>
<td>Q4'15</td>
<td>376</td>
</tr>
<tr>
<td>Q1'16</td>
<td>261</td>
</tr>
<tr>
<td>Q2'16</td>
<td>308</td>
</tr>
<tr>
<td>Q3'16</td>
<td>287</td>
</tr>
<tr>
<td>Q4'16</td>
<td>330</td>
</tr>
<tr>
<td>Q1'17</td>
<td>237</td>
</tr>
</tbody>
</table>

TRANSACTIONS > $1M

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Number of Transactions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1'15</td>
<td>29</td>
</tr>
<tr>
<td>Q2'15</td>
<td>30</td>
</tr>
<tr>
<td>Q3'15</td>
<td>33</td>
</tr>
<tr>
<td>Q4'15</td>
<td>48</td>
</tr>
<tr>
<td>Q1'16</td>
<td>48</td>
</tr>
<tr>
<td>Q2'16</td>
<td>48</td>
</tr>
<tr>
<td>Q3'16</td>
<td>34</td>
</tr>
<tr>
<td>Q4'16</td>
<td>29</td>
</tr>
<tr>
<td>Q1'17</td>
<td>29</td>
</tr>
</tbody>
</table>
Billings Growth Drivers

AVERAGE CONTRACT LENGTH
(New and Renewal Subscriptions & Support)

TOTAL DEFERRED REVENUE

- Current
- Non-Current
- Acquired

+12%
Q1 Revenue

Q1'17 Revenue Mix

- Professional Services: 17%
- Support: 19%
- Product Subscriptions: 50%
- Product: 14%

$174M

Q1 YoY Revenue Growth Waterfall by Category

- Q1'16 Revenue: $173.7M
- Product Subscriptions: $12.9M
- Support: $4.8M
- Professional Services: $(1.9M)
- Product: $(10.0M)

+3%
Q1 Revenue by Region

Q1'17 Revenue Mix by Region

- US: 66%
- Asia-Pacific: 15%
- EMEA: 15%
- Other: 4%

Total Revenue: $174M

Q1 YoY Revenue Growth Waterfall by Region

- Q1'17 Revenue: $173.7M
- Q1 Revenue: $168.0M
- US: $(0.8M)
- EMEA: $0.9M
- Asia-Pacific: $4.0M
- Other: $1.7M

YoY Revenue Growth: +3%
Operating Metrics – Gross Profit Margin

Non-GAAP GROSS PROFIT and MARGIN¹

- Q1 non-GAAP gross profit margin better than guidance range at ~73%
  - Q1 Subscription and services non-GAAP gross margin of 75%, up 3 pts y/y
  - Q1 Product non-GAAP gross margin of 60%, flat y/y
- Q1 non-GAAP gross profit up $9.7 million y/y
- Q1 non-GAAP gross margin up 3 pts y/y

¹. Non-GAAP. See appendix for reconciliations to nearest GAAP metric.
Q1 Non-GAAP Operating Expenses as a % of Revenue

- Q1'17 non-GAAP Operating expenses of $140.4 million
  - Increased $1.6 million (1%) from Q4'16.
  - Decreased $50.3 million (26%) from Q1'16
Operating Metrics – Non-GAAP Operating Expenses and Operating Margin Trends

Non-GAAP OPERATING EXPENSES ¹
As a % of Revenue

-33 percentage points YoY

Non-GAAP OPERATING MARGIN ¹
As a % of Revenue

+37 percentage points YoY

1. See appendix for reconciliations to nearest GAAP metric.
Q2'17 GUIDANCE

As of 5/2/17
## Q2'17 Guidance Ranges

<table>
<thead>
<tr>
<th></th>
<th>Q2'17 Guidance</th>
<th>Q2’16 Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>AS OF 5/2/17</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Billings</strong>&lt;sup&gt;1&lt;/sup&gt;</td>
<td>$155M-$175M</td>
<td>$196.4M</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td>$173M-$179M</td>
<td>$175.0M</td>
</tr>
<tr>
<td><strong>Gross Margin</strong>&lt;sup&gt;1, 2&lt;/sup&gt;</td>
<td>~72%</td>
<td>73%</td>
</tr>
<tr>
<td><strong>Operating Margin</strong>&lt;sup&gt;1, 2&lt;/sup&gt;</td>
<td>(9%) to (10%)</td>
<td>(28%)</td>
</tr>
<tr>
<td><strong>Interest Expense on Convertible Notes</strong>&lt;sup&gt;1&lt;/sup&gt;</td>
<td>$3M</td>
<td>$3M</td>
</tr>
<tr>
<td><strong>Loss per share</strong>&lt;sup&gt;1&lt;/sup&gt;</td>
<td>$0.10 - $0.14</td>
<td>$0.33</td>
</tr>
<tr>
<td><strong>Weighted Average Shares O/S</strong></td>
<td>176M</td>
<td>162M</td>
</tr>
<tr>
<td><strong>Cash Flow from Operations</strong>&lt;sup&gt;3&lt;/sup&gt;</td>
<td>$(17M) - $(27M)</td>
<td>$(13.1M)</td>
</tr>
</tbody>
</table>

1. Non-GAAP. Reconciliations are not available for forward looking metrics.
2. As a % of revenue.
# 2017 Guidance Ranges

<table>
<thead>
<tr>
<th>AS OF 5/2/17</th>
<th>2017 Guidance</th>
<th>2016 Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billings(^1)</td>
<td>$745M-$775M</td>
<td>$819.5M</td>
</tr>
<tr>
<td>Revenue</td>
<td>$724M-$736M</td>
<td>$714.1M</td>
</tr>
<tr>
<td>Interest Expense on Convertible Notes(^1)</td>
<td>$12.1M</td>
<td>$12.1M</td>
</tr>
<tr>
<td>Provision for Income Taxes(^1)</td>
<td>$5M - $6M</td>
<td>$3.1M</td>
</tr>
<tr>
<td>Loss per share(^1)</td>
<td>$0.26 - $0.36</td>
<td>$0.99</td>
</tr>
<tr>
<td>Weighted Average Shares O/S</td>
<td>177M</td>
<td>163M</td>
</tr>
<tr>
<td>Cash Flow from Operations</td>
<td>$1M - $10M</td>
<td>$(14.6M)</td>
</tr>
<tr>
<td>Capital Expenditures(^3)</td>
<td>$40M - $50M</td>
<td>$36.3M</td>
</tr>
</tbody>
</table>

1. Non-GAAP. Reconciliations are not available for forward looking metrics.
2. As a % of revenue.
3. Includes an estimated $22 million in capital expenses associated with the expected move of the company’s HQ in mid-2017.
APPENDIX: HISTORICAL FINANCIALS AND NON-GAAP RECONCILIATIONS
### FireEye Platform by Breakout Category and Availability

<table>
<thead>
<tr>
<th>Product</th>
<th>Subscriptions and Services (as reported)</th>
</tr>
</thead>
<tbody>
<tr>
<td>SEC Reporting</td>
<td></td>
</tr>
<tr>
<td>Supplemental Breakout</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>Product</td>
<td>Subscriptions</td>
</tr>
<tr>
<td></td>
<td>(revenue recognized ratably over contract term)</td>
</tr>
<tr>
<td>Technology-enabled Professional Services</td>
<td></td>
</tr>
<tr>
<td>(time &amp; materials, largely recognized in-period)</td>
<td></td>
</tr>
</tbody>
</table>

#### 2013 (at IPO)
- Integrated Appliances
  - NX Series (Network)
- EX Series (Email)
- FX Series (File/Data Center)
- AX Series (Analysis)

#### 2014-2015
- HX (Endpoint)
- PX (Network Forensics)

#### 2016
- MVX Smart Grid Compute and Smart Node Appliances (MVX Analysis for Private Cloud)
- Smart Node Network Sensor (appliance / virtual appliance)
- FireEye Security Orchestrator (FSO)

#### 2017
- HX 3.3

**Unattached Subscriptions**

- Email Threat Protection (ETP - Cloud Email)
- Threat Analytics Platform (TAP – Cloud SEIM/Analytics)
- FireEye as a Service (FaaS advanced threats)

**Attached Subscriptions**

- DTI URL/Attach (email only)
- ATI/ATI+

**Support**

- Platinum Support
- Platinum Priority Plus Support
- Mandiant US
- FireEye as a Service 2.0 (FaaS all alerts)
- FireEye iSIGHT Intelligence
- Cloud MVX (MVX Analysis in the Cloud)
- FireEye Helix

**Unattached Subscriptions**

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- DTI URL/Attach (email only)
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- Platinum Support
- Platinum Priority Plus Support
- Mandiant US
- FireEye as a Service 2.0 (FaaS all alerts)
- FireEye iSIGHT Intelligence
- Cloud MVX (MVX Analysis in the Cloud)
- FireEye Helix
## Billings and Revenue Breakouts

**FireEye, Inc.**

**BILLINGS BREAKOUT**  
(Unaudited, in thousands)

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended March 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2017</td>
</tr>
<tr>
<td>Product billings</td>
<td>$23,375</td>
</tr>
<tr>
<td>Product subscription billings</td>
<td>73,541</td>
</tr>
<tr>
<td>Product billings and product subscription billings</td>
<td>96,916</td>
</tr>
<tr>
<td>Support and maintenance billings</td>
<td>23,757</td>
</tr>
<tr>
<td>Professional services billings</td>
<td>31,734</td>
</tr>
<tr>
<td>Non-GAAP billings</td>
<td>$152,407</td>
</tr>
</tbody>
</table>

**FireEye, Inc.**

**REVENUE BREAKOUT**  
(Unaudited, in thousands)

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended March 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2017</td>
</tr>
<tr>
<td>Product revenue</td>
<td>$23,743</td>
</tr>
<tr>
<td>Product subscription</td>
<td>87,054</td>
</tr>
<tr>
<td>Product revenue</td>
<td>110,797</td>
</tr>
<tr>
<td>Support and maintenance revenue</td>
<td>33,207</td>
</tr>
<tr>
<td>Professional services revenue</td>
<td>29,734</td>
</tr>
<tr>
<td>Total revenue</td>
<td>$173,738</td>
</tr>
</tbody>
</table>
Reconciliation of Billings to Revenue

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended March 31, 2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP revenue</td>
<td>$173,738</td>
<td>$167,966</td>
</tr>
<tr>
<td>Add change in deferred revenue</td>
<td>(21,331)</td>
<td>39,084</td>
</tr>
<tr>
<td>Subtotal</td>
<td>152,407</td>
<td>207,050</td>
</tr>
<tr>
<td>Less iSIGHT &amp; Invotas deferred revenue assumed</td>
<td>—</td>
<td>(21,087)</td>
</tr>
<tr>
<td>Non-GAAP billings</td>
<td>$152,407</td>
<td>$185,963</td>
</tr>
</tbody>
</table>