



Security for the Real World

Barclays Global Technology Conference
San Francisco, CA
December 7, 2011

Forward Looking Statements



This presentation contains forward-looking statements. These statements relate to future events or to future financial performance and involve known and unknown risks, uncertainties, and other factors that may cause our actual results, levels of activity, performance, or achievements to be materially different from any future results, levels of activity, performance, or achievements expressed or implied by these forward-looking statements. In some cases, you can identify forward-looking statements by the use of words such as "may," "could," "expect," "intend," "plan," "seek," "anticipate," "believe," "estimate," "predict," "potential," or "continue" or the negative of these terms or other comparable terminology. You should not place undue reliance on forward-looking statements because they involve known and unknown risks, uncertainties and other factors that are, in some cases, beyond our control and that could materially affect actual results, levels of activity, performance, or achievements.

Other factors that could materially affect actual results, levels of activity, performance or achievements can be found in Sourcefire's Form 10-Q for the quarter ended June 30, 2008, filed with the Securities and Exchange Commission on August 5, 2008. If any of these risks or uncertainties materialize, or if our underlying assumptions prove to be incorrect, actual results may vary significantly from what we projected. Any forward-looking statement you see or hear during this presentation reflects our current views with respect to future events and is subject to these and other risks, uncertainties, and assumptions relating to our operations, results of operations, growth strategy, and liquidity. We assume no obligation to publicly update or revise these forward-looking statements for any reason, whether as a result of new information, future events, or otherwise.



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Can You Really Build A Company Around This ?



“Snorty”



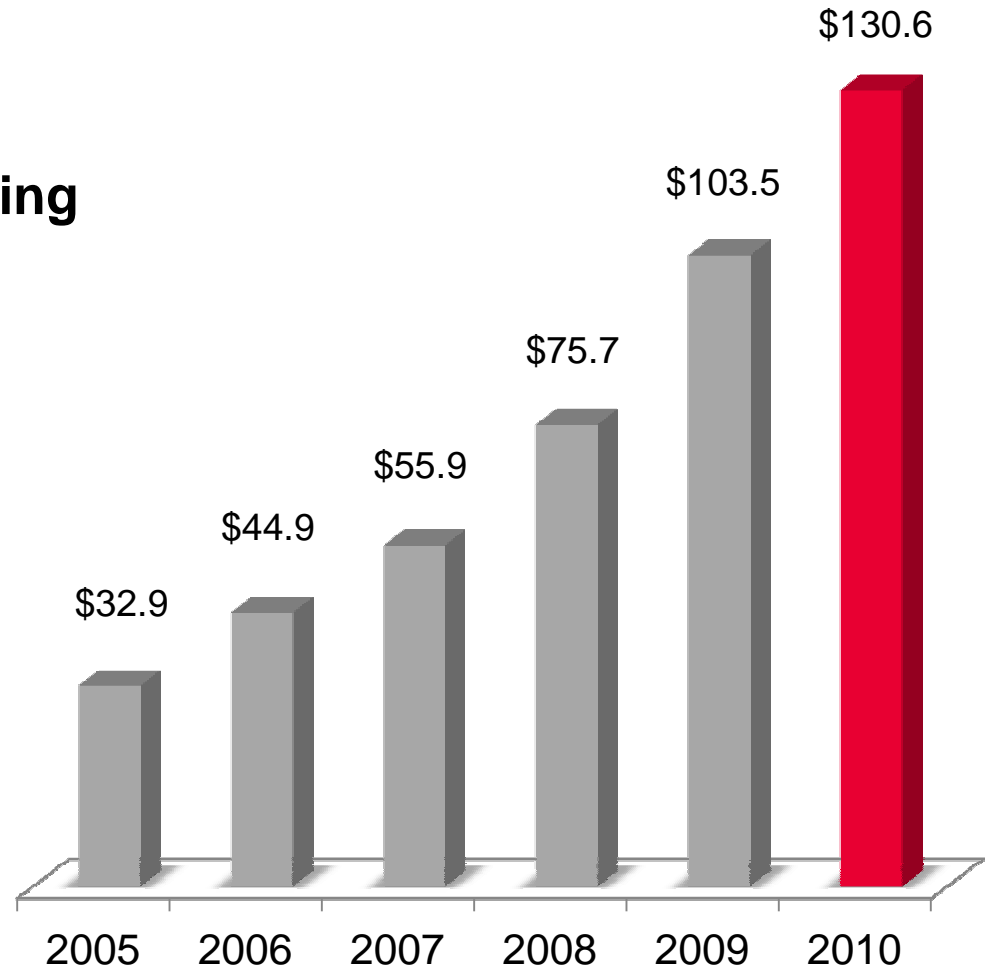
Annual Revenue

Forbes

America's 25 Fastest-Growing Tech Companies

February 16, 2011

15	Sourcefire	Security Systems Services
16	Apple	Computer Hardware/ Software
17	Google	Internet Software/ Services
18	Gilead Sciences	Biological Prod's Not Diagnostic
19	Red Hat	Prepackaged Software



In \$MM, FYE December 31, 32% CAGR

5

SOURCEfire



Award-winning Performance

NSS Labs Testing

- § 11 Network IPS vendors evaluated
- § 1,179 live exploits
- § No cost to participate



Sourcefire Test Results

- § **#1** in detection
- § **#1** in performance
- § **#1** in vulnerability coverage
- § **100%** evasion free

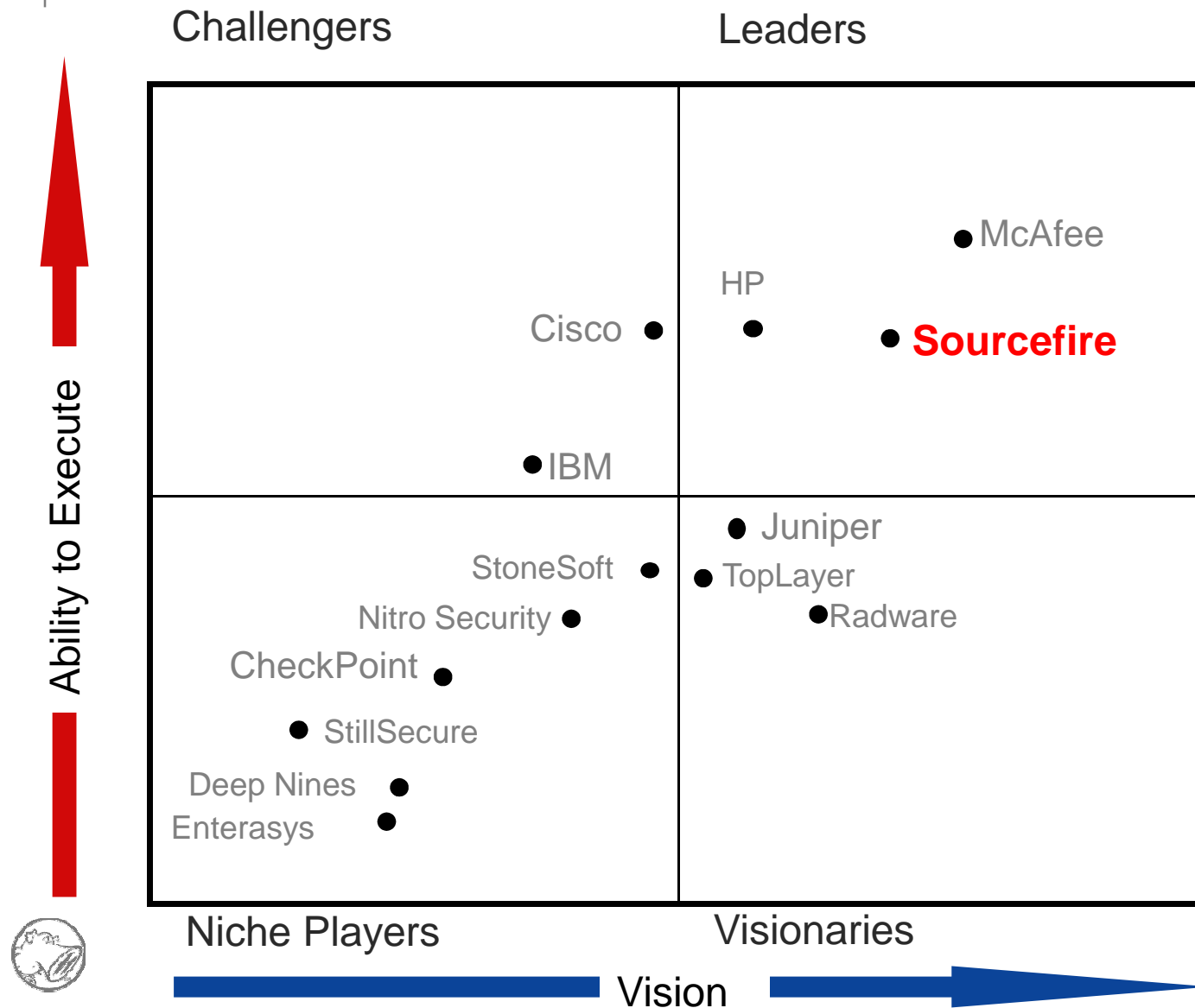
“This is the second year in a row that Sourcefire blocked the most attacks of all products.”

- NSS Labs Test Report



Source: NSS Labs, “Network IPS 2010 Comparative Test Results,” December 2010

GARTNER IPS 2010 Magic Quadrant



Sourcefire has been a leader in the Gartner IPS Magic Quadrant since 2006.

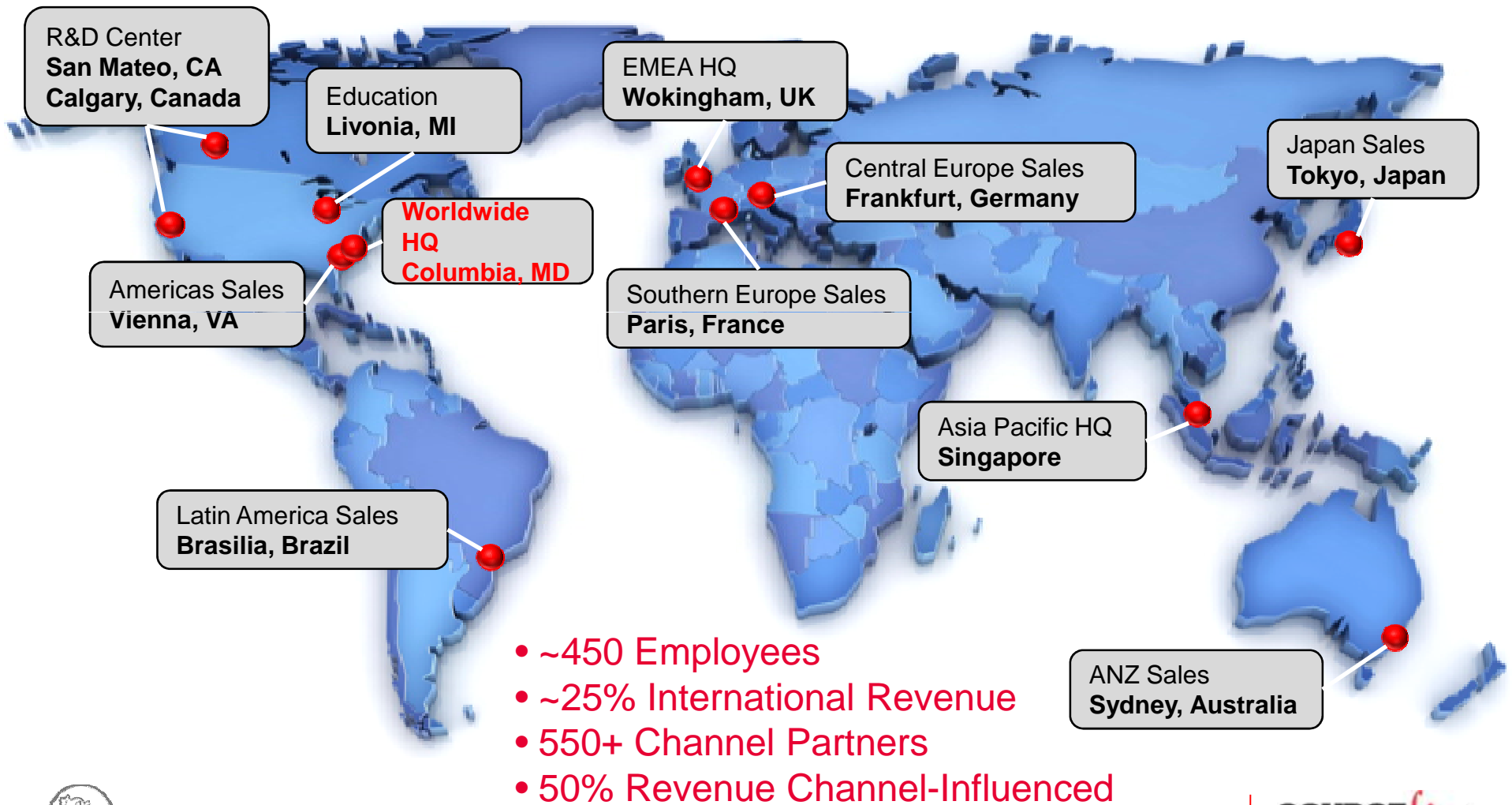
Sourcefire is Trusted Security

- § In business for over 10 years
- § Security from network to endpoint
- § Protecting 2500+ organizations in over 180 countries
- § Innovative: 41 patents, awarded & pending
- § World-class security research
- § Open source projects

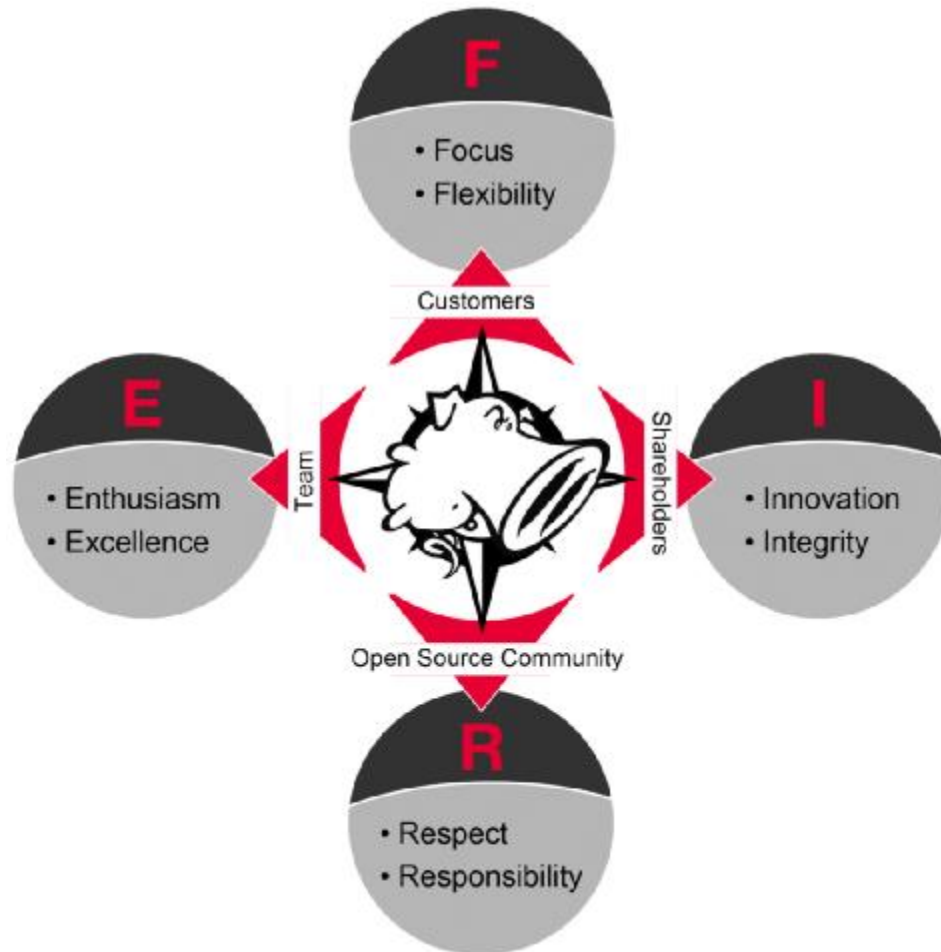
- ▶ Snort®, ClamAV®, Razorback®



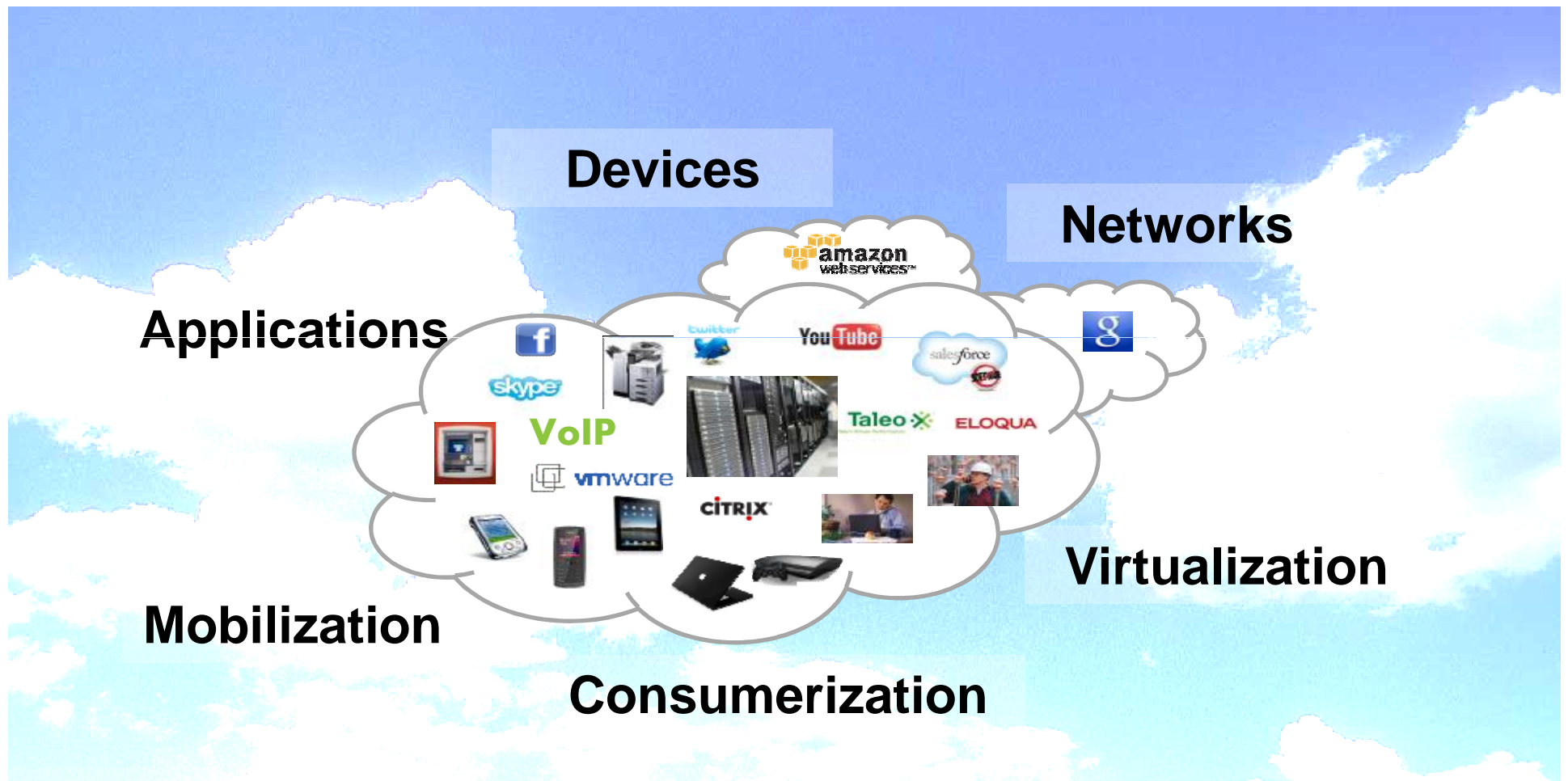
Worldwide and Growing



Firemen Vision, Mission, and Principles



IT Environments are Changing Rapidly



Threats are Increasingly Complex

Targeted | Organized
Relentless | Innovative



Threats Change — Security Products Cannot

Static | Inflexible
Closed/Blind | Labor Intensive

“Begin the transformation to context-aware and adaptive security infrastructure now as you replace legacy static security infrastructure.”

- Neil MacDonald
VP & Gartner Fellow

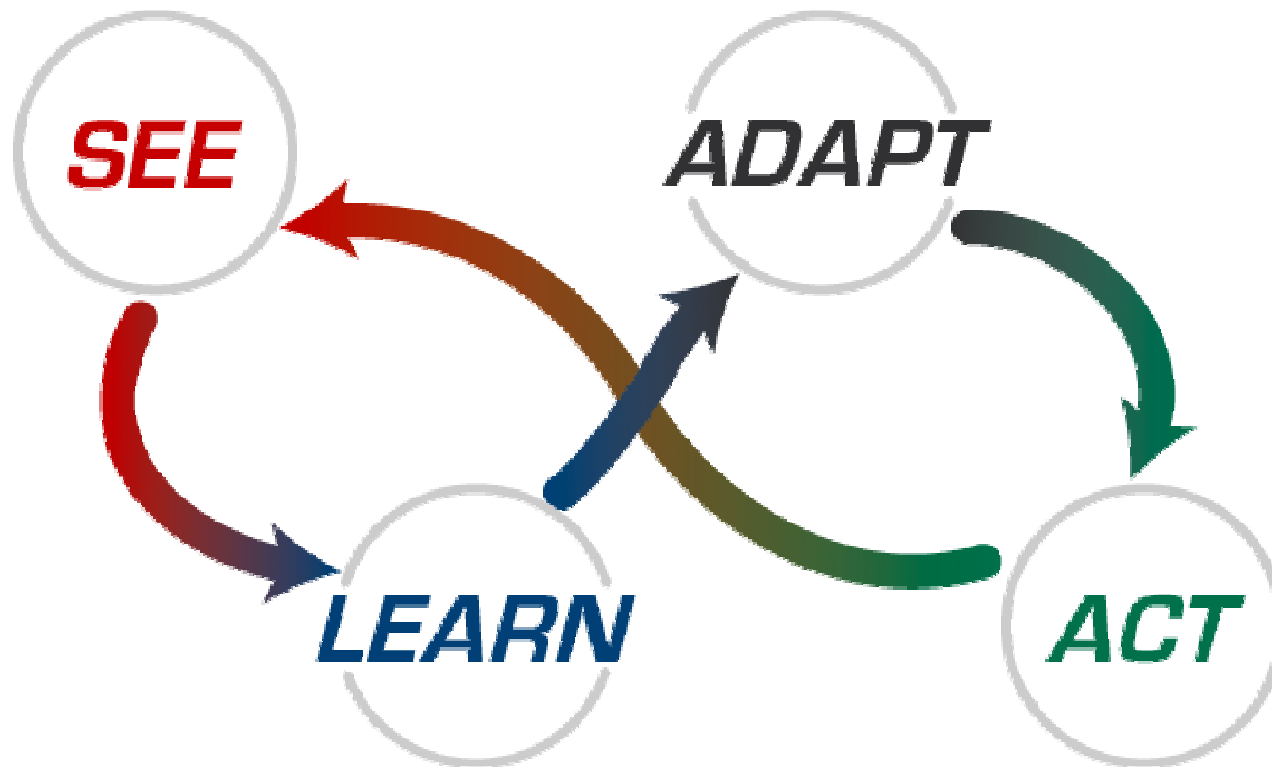
Gartner

Source: Gartner, Inc., “The Future of Information Security is Context Aware and Adaptive,” May 14, 2010



What the World Needs is...

Agile Security



...a continuous process to respond to continuous change



Sourcefire's Agile Security

Traditional Security

Closed / Blind

Black Box /
Inflexible

Static Defenses

Human Intensive

SEE

LEARN

ADAPT

ACT

SOURCEfire®

Intelligence about
your environment

Automated correlation &
collective intelligence

Automated tuning &
custom fit security

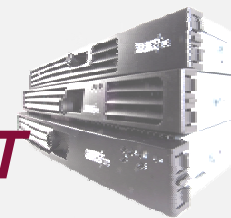
Automation /
Real-time & right-time



How Sourcefire Delivers Agile Security

MANAGEMENT

Intelligence & Context through **fireSIGHT**
Defense Center



NETWORK

firePOWER™



IPS | NGIPS | NGFW | SSL

ENDPOINT



Advanced Malware Protection

Cutting Edge Technologies for Comprehensive Protection



Next Generation Security Platforms



*Single platform, with single pass engine,
providing the benefits of a converged infrastructure...
...and the benefits of **Agile Security***



Advance Malware Protection



Applies big data analytics to fight threats missed by other security layers

§ Visibility

- ▶ Cloud-based, real time
- ▶ Root cause analysis
- ▶ Identification of “Patient 0”



§ Control

- ▶ Custom signatures
- ▶ Retrospective remediation
- ▶ Outbreak control



Expanding our Addressable Market



Network IPS: \$2.1 billion

Next-Gen Firewall: \$4.8 billion

Endpoint Protection: \$3.3 billion

Addressable Market: \$10.2 billion

Source: Gartner Dataquest. Market forecasts for 2014.



Long-Term Business Model

	2009A	2010A	2011E	Long-Term
Net Revenue	100%	100%	100%	100%
Gross Margin	79%	79%	78%	77% - 79%
R&D	16%	14%	21%	15% - 16%
Sales & Mktg	35%	37%	40%	33% - 34%
G&A + Depr	20%	17%	15%	12% - 13%
Adj Op Margin	14%	18%	14%	24% - 27%
Channel Partners	171	339	600+	1500+

** 2011 figures are estimated based on midpoint of Q4 guidance



How Sourcefire Succeeds!



- § \$0 à \$150M+ in a mature IPS market
- § Plenty of opportunity for a few good companies
- § History of proven, innovative technology leadership
- § Best-in-class performance

Security for the Real World



Questions?

