

## Press Release

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### Fortinet Announces Second Round Financing of \$9 Million

**Santa Clara, CA** — July 16, 2002 — Fortinet, the premier provider of network protection systems, today announced the completion of its second financing round. The \$9 million round, which closed in May, 2002, was led by DEFTA Partners, a leading international venture capital group. Joining in the round were existing investors and several strategic partners, including Forval Creative, a leading distributor of network security products & services in Japan. Fortinet also announced today that it has made two additions to its senior management team (see companion release, “Fortinet Announces Key Management Team Additions”).

“I couldn’t be more pleased with our progress to this point,” said Ken Xie, founder and CEO of Fortinet. “In just 18 months we’ve developed a powerful new technology, introduced and shipped a complete product line, built a strong team, and established an international presence. The additional capital we’ve raised will enable us to continue to rapidly expand our development, sales, and marketing efforts worldwide,” Xie continued.

Fortinet is defining a new approach to network security and usage control with its FortiGate™ line of Network Protection Gateways (NPGs). All six members of the FortiGate series employ Fortinet’s Advanced Behavior and Content Analysis (ABACAS™) technology, which includes the FortiASIC™ content processing chip and FortiOS™ operating software. Fortinet has established an international market presence, with offices in the US, Canada, China, Japan, and Korea, rounded out its management team, and grown to 100 employees. The company’s ability to deliver a broad, highly functional product line and expand globally in a short time has gained significant attention from customers, partners, and investors.

## **New Investor Joins Board of Directors**

“The rapid development and initial acceptance of the FortiGate product line is a testament to the scalability of the ABACAS architecture and the capability of the Fortinet team,” said George Hara, managing partner for DEFTA, who will join Fortinet’s board of directors. “We are always searching for companies that are bringing highly differentiated products to large, fast-growing markets, and Fortinet is certainly in that class. What really sets them apart is their consistent ability to innovate and execute while carefully managing their resources. Fortinet’s experienced team has delivered unique and proven products to a competitive and demanding market, and has earned enthusiastic responses from its customers. We expect that Fortinet will be a major player in the network protection market in the years ahead and are excited to be on the team.”

George Hara, Founder and managing partner of DEFTA partners, has been active in venture capital and high technology global alliances since the early 1980s. Experienced in the operating needs of start-up companies, he is passionate about working with entrepreneurs who are creating new technologies. Mr. Hara has served as Director for over twenty companies and has been involved with the emergence of numerous industry pioneering firms including Actuate, Borland, Microcosm (Conexant), SCO, PictureTel (Polycom), Tradex (Ariba), and Zoran Corporation. Mr. Hara has gained international recognition as a leading edge venture capitalist and visionary in the field of information technology. He co-founded Japan Incubation Capital, Japan’s first independent venture capital firm. Throughout his career, he has built a strong reputation for his ability to forecast technology trends including the PUC Platform. Mr. Hara holds a Bachelor of Law degree from Keio University and a Master of Science degree from Stanford University’s Graduate School of Engineering.

## **About Fortinet**

Fortinet, the premier provider of network protection systems, enables enterprises and service providers to improve the security of their networks, reduce misuse and abuse, and better utilize network resources without compromising performance—at dramatically lower costs. Fortinet’s industry-leading FortiGate Series of Network Protection Gateways (NPGs) breaks the Content

Processing Barrier, delivering application-level services such as virus protection and content filtering along with firewall, VPN, intrusion detection, and traffic shaping functions as high-performance network services in dedicated, easily managed platforms. Developed by proven industry visionaries, the FortiGate Series is powered by Fortinet's Accelerated Behavior and Content Analysis System (ABACAS™) technology, which includes the patent-pending FortiASIC™ content processing engine, enabling the FortiGate Series to usher in a new era of network protection services. Fortinet is privately held and based in Santa Clara, Calif. The company's web address is <http://www.fortinet.com>.

### **About DEFTA Partners**

DEFTA PARTNERS is a global venture capital firm which operates in the US, Israel, United Kingdom and Japan. DEFTA focuses on investing in information technology start-ups and accelerates the development of its investment portfolio companies through forming strategic alliances with major IT companies and leveraging its extensive network in the three major markets of the US, Europe and Japan. Current and prior portfolio companies include Accelerated Networks (NASDAQ: ACCL), Borland (NASDAQ: BORL), BroadWare, Comgates CyberGold/MyPoints (Acquired by United Airlines), Oplus, Microcosm (Acquired by CONEXANT), Oren, PictureTel (Acquired by Polycom) Tradex (Acquired by Ariba) and Zoran Corporation (NASDAQ: ZRAN). For further information, please visit [www.deftapartners.com](http://www.deftapartners.com).

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