Introducing FortiOS 7.2

Leading the Evolution of Networking and Security

Driving convergence to enable security at any network edge
FY 2021 Results
Revenue: $3.34 B  Billings: $4.18 B

Q1 2022 Results
Revenue: $955 M  Billings: $1.160 B
Op. Margin (GAAP): 15.8%
Cash + Investments: $2.5 B  Market Cap: $55 B (As of Mar 31, 2022)

Customers
580,000+

Cumulative Units Shipped
8.4+ Million

Headcount By Region

<table>
<thead>
<tr>
<th>Region</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>US</td>
<td>3,242</td>
</tr>
<tr>
<td>AMERICAS</td>
<td></td>
</tr>
<tr>
<td>CANADA</td>
<td>2,015</td>
</tr>
<tr>
<td>REST OF AMERICAS</td>
<td>716</td>
</tr>
<tr>
<td>EMEA</td>
<td></td>
</tr>
<tr>
<td>FRANCE</td>
<td>449</td>
</tr>
<tr>
<td>UK</td>
<td>365</td>
</tr>
<tr>
<td>REST OF EMEA</td>
<td>1,828</td>
</tr>
<tr>
<td>APAC</td>
<td></td>
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<tr>
<td>INDIA</td>
<td>550</td>
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<tr>
<td>JAPAN</td>
<td>493</td>
</tr>
<tr>
<td>REST OF APAC</td>
<td>1,202</td>
</tr>
<tr>
<td>TOTAL</td>
<td>10,860</td>
</tr>
</tbody>
</table>

ALL INFORMATION AS OF MARCH 31, 2022

Strong Growth in Annual Billings and Profitability

**Billings**
- 2017: 1.8B
- 2018: 2.2B
- 2019: 2.6B
- 2020: 3.1B
- 2021: 4.2B

**GAAP Operating Margin**
- 2017: 7.5%
- 2018: 13.0%
- 2019: 16.2%
- 2020: 20.5%
- 2021: 19.5%

Highly Diversified Across Regions and Segments

Q1 2022 Revenue by Region
- EMEA: 40.1%
- AMERICAS: 36.2%
- APAC: 23.7%

Q1 2022 Billings by Segment
- HIGH-END: 26.9%
- MIDRANGE: 37.9%
- ENTRY-LEVEL: 35.2%

Technological Leadership

Nearly 3X more patents than comparable Network Security companies

1269 Global Patents
- 914 U.S. Patents
- 355 International Patents
(260 Pending Patents)

A Large and Growing Total Available Market

Total Addressable market of $138B in 2022 growing to $199B by 2026

The Most Deployed Network Security Solution

Over One-Third of All Firewall Shipments

<table>
<thead>
<tr>
<th>Year</th>
<th>Unit Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>5.0%</td>
</tr>
<tr>
<td>2010</td>
<td>10.0%</td>
</tr>
<tr>
<td>2011</td>
<td>15.0%</td>
</tr>
<tr>
<td>2012</td>
<td>20.0%</td>
</tr>
<tr>
<td>2013</td>
<td>25.0%</td>
</tr>
<tr>
<td>2014</td>
<td>30.0%</td>
</tr>
<tr>
<td>2015</td>
<td>35.0%</td>
</tr>
<tr>
<td>2016</td>
<td>40.0%</td>
</tr>
</tbody>
</table>

Source: IDC Worldwide Security Appliance Tracker, February 2022 (based on unit shipments of Firewall, UTM, and VPN appliances)

**Revenue by Region**
- Americas: 40.1%
- APAC: 36.2%
- EMEA: 23.7%

**Billings by Segment**
- High-End: 26.9%
- Midrange: 37.9%
- Entry-Level: 35.2%

**Customers**
580,000+

**Cumulative Units Shipped**
8.4+ Million

**Headcount by Region**
- US: 3,242
- Americas:
  - Canada: 2,015
  - Rest of Americas: 716
- EMEA:
  - France: 449
  - UK: 365
  - Rest of EMEA: 1,828
- APAC:
  - India: 550
  - Japan: 493
  - Rest of APAC: 1,202
- Total: 10,860

**Op. Margin (GAAP)**
15.8%

**Cash + Investments**
$2.5 B

**Market Cap**
$55 B (As of Mar 31, 2022)

**Revenue**
$3.34 B

**Billings**
$4.18 B
Fortinet – Making possible a digital world you can always trust

For over 20 years, Fortinet has been a driving force in the evolution of cybersecurity and the convergence of networking and security. Our network security solutions are the most deployed, most patented, and among the most validated in the industry. Our broad, complementary portfolio of cybersecurity solutions are built from the ground up with integration and automation in mind, enabling more efficient, self-healing operations and a rapid response to known and unknown threats.

Investing In Global Scale

- With over 2M square feet of real estate owned, we are investing in long term economic growth.
- Commitment to carbon neutral by 2030.
- New state-of-the-art LEED-Gold Certified 172,000 sqft HQ building.

Mission: to secure people, devices and data everywhere

Founded: October 2000
Headquarters: Sunnyvale, CA
Fortinet IPO (FTNT): November 2009

NASDAQ 100 and S&P 500: Only cybersecurity company in both

Corporate Social Responsibility

A digital world you can always trust is essential to achieving just and sustainable societies. At Fortinet, we believe it is our corporate social responsibility to deliver on that vision by innovating sustainable security technologies, diversifying cybersecurity talent, and promoting responsible business across our value chain.

Innovative for a Safe Internet
Growing an Inclusive Cybersecurity Workforce
Respecting the Environment
Promoting Responsible Business

Key Fortinet Advantages

Security Fabric
Organically developed, highly integrated and automated cybersecurity platform

Security Processors
Superior NGFW and SD-WAN performance and efficiency

The only company to excel at all key stages of network security
The Convergence of Networking and Security

Traditional networking lacks awareness of content, applications, users, devices, location and more. Organizations have overlaid security solutions on to the network later to account for this shortcoming — but doing so has led to increased management complexity, performance bottlenecks, poor user experience, and the potential introduction of new exploitable gaps or vulnerabilities. A better Security-driven Networking approach converges networking and security into a single, accelerated solution. A specially designed operating system and security processors work in concert to greatly improve network performance and security posture, adding greater awareness while also improving user experience, easing management complexity, and decreasing footprint and power consumption.

Consolidation of Vendors and Point Solutions to a Platform

Cybersecurity has traditionally been deployed one solution at time, in response to each emerging problem or challenge. However, individual security solutions — typically from a new vendor — are not designed to work well with the other deployed solutions. With meaningful levels of cross-vendor integration and automation proving difficult to achieve, management complexity is massively increased, and effective response to new threats is simply too slow. A more effective approach is to consolidate point product vendors into a cybersecurity platform, allowing for much tighter integration, increased automation, and a more rapid, coordinated, and effective response to threats across the network.
The Fortinet Security Fabric

The Fortinet Security Fabric is at the heart of the Fortinet security strategy. It is a platform organically built around a common operating system and management framework to enable broad visibility, seamless integration and interoperability between critical security elements, and granular control and automation.

Broad

visibility and protection of the entire digital attack surface to better manage risk.

Integrated

solution that reduces management complexity and shares threat intelligence

Automated

self-healing networks with AI-driven security for fast and efficient operations.

Learn more at Fortinet.com/SecurityFabric

Broad Portfolio of Solutions to Protect Your Digital Attack Surface

Zero Trust Access

• ZTNA Agent
• Authentication
• MFA/Token
• SASE

Secure Networking

• Network Firewall
• SD-WAN
• SD-Branch
• Web Proxy
• Wi-Fi
• Switching
• 5G/LTE
• Network Access Control
• And More...

Cloud Security

• Cloud Firewall
• SD-WAN for Multi-cloud
• WAF
• Email Security
• ADC / GSLB
• Anti-DDOS
• CASB

Network Operations

• Network Management
• Network Orchestration
• Network Monitoring
• Cloud Management
• Digital Experience Monitoring

Security Operations

• Endpoint Protection
• EDR, XDR, MDR
• UEBA
• Sandboxing
• Deception
• Analytics
• SIEM
• SOAR

Open Ecosystem

• Fabric Connectors
• Fabric API
• Fabric DevOps
• Extended Ecosystem
490+ Open Ecosystem Integrations
FortiGuard Labs – Industry-leading Threat Intelligence

Founded in 2002, FortiGuard Labs is Fortinet’s elite cybersecurity threat intelligence and research organization. Partnering with law enforcement agencies, government organizations, and security vendor alliances worldwide to fight emerging global security risks. FortiGuard labs maintain real-time threat intelligence and innovative prevention tactics and tools across the Fortinet Security Fabric in three key categories:

- **Trusted ML and AI**
  Stop unknown faster with Powerful combination of actionable local learning and AI & ML models on large-scale cloud-driven data lakes.

- **Real-Time Threat Intelligence**
  Proactive security posture through continuous security updates based on in-house research and collaboration.

- **Threat hunting and Outbreak Alerts**
  Faster remediation with Alerts, analysis and detection, prevention and remediation tools including outbreaks.

Global Leadership & Collaboration:

FortiGuard AI-Powered Security

Rich set of industry leading security capabilities unified into one security framework. Delivering coordinated, context-aware policy for hybrid deployments across networks, endpoints, and clouds. The services continually assess the risk and automatically adjust the prevention to counter known and unknown threats in real-time.

**Market Leading Security as a Service**
ML-enabled security, deployed close to the protected assets powered by FortiGuard Labs

**Consistent Context Aware Policy**
Centralized detection and prevention delivered from the cloud built for hybrid environments

**Coordinated Real-Time Prevention**
Continuously assess the risks and automatically respond and counter known and unknown threats

FortiGuard Security Integration Across the Security Fabric

<table>
<thead>
<tr>
<th>Content Security</th>
<th>Antivirus</th>
<th>Proxy</th>
<th>FortiTrust</th>
<th>XDR</th>
<th>FortiWeb</th>
<th>FortiMail</th>
<th>FortiADC</th>
<th>SOCs Platforms</th>
<th>FortiNDR</th>
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<tbody>
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<td>Web Security</td>
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<td>IP-REP</td>
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<td>Device Security</td>
<td>DVC PROT</td>
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<td>BOT/C2</td>
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<td>Application Security</td>
<td>WAF SIG</td>
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<td>AntiSpam</td>
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<tr>
<td>Soc Security</td>
<td>MITRE ATT&amp;CK</td>
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<td>Threat Hunting</td>
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<td>Auto IR</td>
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<td>Outbreak</td>
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</tbody>
</table>

More FortiGuard subscription services are available across our broad Security Fabric portfolio of solutions

Learn more at Fortinet.com/fortiguard

New in FortiOS 7.2

- NEW FortiSandbox Inline Blocking
- NEW IoT/ IT Device protection
- NEW Dedicated IPS
- NEW SOC as a Service
- NEW Outbreak Detection
- Enhanced Web Security
Adopting new technologies is not a project with a start and a finish. Instead, it is a journey from design and implementation to optimization, operations, and ongoing management of the solution. Fortinet has you covered every step of the way, freeing up your resources to focus on your business needs.

**What’s New In FortiOS 7.2**

- **FortiGate SD-WAN**: Automated Overlay Orchestration and Large Scale Zero Touch Provisioning
- **FortiGate Firewall**: FortiGate is the first next-generation firewall to support HTTP/3.0
- **SD-Branch**: Automation, simplified Deployment, and Orchestration for Global Scale management
- **ZTNA**: Unified Policy Configuration in a Single GUI
- **FortiToken / FortiToken Cloud**: Fido-based passwordless Authentication
- **SASE**: Automated provisioning of ZTNA agents & Apps from FortiSASE
- **LAN Edge**: Zero Touch Provisioning Campus and Large-Scale SD-Branch
- **Identity**: Zero Touch Provisioning Campus and Large-Scale SD-Branch

**FortiTrust – Redefining the Future of Security Services**

FortiTrust provides user-based licensing across all networks, endpoints and clouds

- Access: Add ZTNA to your FortiGate-based network.
- Identity: Cloud-based subscription across enterprise hybrid environments.

**FortiCare – Expertise At Your Service**

FortiCare Services help thousands of organizations every year to get the most out of their Fortinet Security Fabric solutions. We have over 1,400 experts providing accelerated implementation, reliable assistance, and proactive care through advanced support and professional services to maximize your security and performance.

- **1400+ Experts**
- **24x7 Technical Support**
- **23 Global Support Centers**

Adopting new technologies is not a project with a start and a finish. Instead, it is a journey from design and implementation to optimization, operations, and ongoing management of the solution. Fortinet has you covered every step of the way, freeing up your resources to focus on your business needs.

**Design**
- Business Alignment
  - High-level design
  - Low-level design
  - Product-agnostic workshops

**Deploy**
- Accelerated Implementation
  - Migration
  - Configuration
  - Implementation
  - Validation
  - Knowledge Transfer

**Operate**
- Reliable Assistance
  - 24x7 Support
  - Premium hardware replacement
  - Technical account management
  - Proactive Incident avoidance
  - Dedicated resources

**Optimize**
- Performance Excellence
  - Healthchecks
  - Software upgrade recommendation
  - Incident readiness
  - Penetration testing

**Evolve**
- Personalized Care
  - Product upgrade assistance
  - Transformation readiness
  - Migration & replacement
  - Software upgrade
### New Product Spotlight: FortiGate 600F series

Delivers scalable, high-performance convergence of networking and security.

<table>
<thead>
<tr>
<th>Specification</th>
<th>FortiGate 600F&lt;sup&gt;1&lt;/sup&gt;</th>
<th>Security Compute Rating</th>
<th>Industry Average&lt;sup&gt;2&lt;/sup&gt;</th>
<th>Palo Alto Networks</th>
<th>Check Point Quantum 6200</th>
<th>Cisco FPR-2110</th>
<th>Juniper SRX-380</th>
</tr>
</thead>
<tbody>
<tr>
<td>Firewall</td>
<td>140 Gbps</td>
<td>15.5x</td>
<td>9 Gbps</td>
<td>14.5 Gbps</td>
<td>9 Gbps</td>
<td>3 Gbps</td>
<td>10 Gbps</td>
</tr>
<tr>
<td>IPSec VPN</td>
<td>55 Gbps</td>
<td>18x</td>
<td>3 Gbps</td>
<td>6.8 Gbps</td>
<td>2.57 Gbps</td>
<td>950 Mbps</td>
<td>3.5 Gbps</td>
</tr>
<tr>
<td>Low-Latency &amp; Industry-Leading Convergence</td>
<td>8 Gbps</td>
<td>4x</td>
<td>1.85 Gbps</td>
<td>5.2 Gbps</td>
<td>1.8 Gbps</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Threat Prevention</td>
<td>7 Gbps</td>
<td>18x</td>
<td>.365 Gbps</td>
<td>N/A</td>
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<td>365 Mbps</td>
<td>N/A</td>
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<td>SSL Inspection</td>
<td>8 Gbps</td>
<td>6x</td>
<td>1.2M</td>
<td>1.4M</td>
<td>2M</td>
<td>1M</td>
<td>380,000</td>
</tr>
<tr>
<td>Concurrent Sessions</td>
<td>8M</td>
<td>8x</td>
<td>61.45K</td>
<td>145K</td>
<td>67K</td>
<td>18K</td>
<td>50K</td>
</tr>
<tr>
<td>Connections per second</td>
<td>500K</td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

Source: All data from public datasheets.

<sup>1</sup> FortiGate 600F non-SSD variant is $11,878.

<sup>2</sup> Industry average is calculated as the average of the similarly-priced PAN-5250, FPR-4115, Quantum 16200, and SRX4200.
Training and Certifications

Fortinet NSE Certification Program
The Fortinet Network Security Expert (NSE) Certification Program is an 8-level training and assessment program designed for customers, partners, and employees to help close the cybersecurity skills gap. With over 840,000 security certifications to date, Fortinet delivers expert-level training in local languages in over 130 countries and territories worldwide through our ecosystem of Authorized Training Centers, academic partners, and a variety of online options (many of them free of charge).

Fortinet Training & Education Partner Programs
The Fortinet Training Institute’s ecosystem of public and private partnerships help Fortinet address the skills gap by increasing the access and reach of our cybersecurity certifications and training. The Academic Partner program works with academic institutions including K-12 and higher education. The Education Outreach program partners with industry, academia, government, and nonprofits to reach a broad population, in 94 countries and territories, while also focusing on recruiting women, minorities, veterans, and other underrepresented groups.

840,000+
CERTIFICATIONS

Information Security Awareness
Learn about today’s cyberthreats and how you can secure your information.

Security Associate
Learn about security solutions that have been created to address security problems faced by organizations.

Security Associate
Learn about the key Fortinet products and the cybersecurity problems they address.

Professional
Develop the knowledge required to manage the day-to-day configuration, monitoring, and operation of FortiGate devices to support corporate network security policies.

Analyst
Develop a detailed understanding of how to implement network security management and analytics.

Specialist
Develop an understanding of the Security Fabric products that augment FortiGate, providing deeper and more comprehensive network security.

Architect
Develop the knowledge required to integrate Fortinet products into network security solution deployment and administration.

Expert
 Demonstrate the ability to design, configure, install, and troubleshoot a comprehensive network security solution in a live environment.

Learn more at Fortinet.com/nse-training

New Fortinet Security Awareness and Training Service
The Fortinet Training Institute has released a new Security Awareness and Training service, offering every organization the ability to further protect their critical digital assets from cyber threats by building employee cybersecurity awareness and creating a cyber-aware culture.

Our Pledge to Train 1 Million People by 2026
Fortinet has pledged to train 1 million people globally over 5 years through its Training Advancement Agenda (TAA) and Fortinet Training Institute programs to help close the cybersecurity skills gap. January 2022 marked the start of this five-year pledge that will use Fortinet’s award-winning certification program content as the basis for meeting this goal. The Fortinet Training Institute has been recognized by various organizations for our contribution to excellence in cybersecurity training and certification as well as our many programs that help close the cybersecurity skills gap.
Our Global Partner Commitment

Fortinet is a channel-centric company that has created a large, global network of trusted advisors that customers can rely on to secure their digital transformation and strategically drive their business growth.

The Engage Partner Program is designed to help partners built a valuable, highly-differentiated security practice that leverages the industry’s best solutions to drive customer success. Fortinet’s global partner program is driven by three basic concepts:

Growth Through Technology Differentiation
Fortinet’s breadth of products are tightly integrated into one highly-automated, high-performing platform that spans endpoint, network, and cloud, and includes tools to easily connect with adjacent technologies.

Business Success with Proven Credibility
Fortinet’s superior technology innovation and industry leading threat intelligence, alongside our customer ratings and independent analyst reports leadership validates and differentiates our partners’ offerings.

Long-term, Sustained Growth
The Engage Partner Program offers sustained sales, marketing, and executive support so you can grow productive, predictable, and successful relationships. With drivers of growth built into the program, like our Specializations, we provide paths to expertise for solutions that are driving demand in the market – ensuring you are positioned for success.

Analyst Recognition

Fortinet is recognized as a leader in The Westlands Advisory 2022 IT/OT Security Platform Navigator.

Fortinet is positioned as a Leader in the 2021 IDC Marketscape for Worldwide SD-WAN Infrastructure.

Fortinet is positioned as a Strong Performer in 'The Forrester Wave™: Industrial Control Systems (ICS) Security Solutions, Q4 2021.'

Fortinet is one of the top vendors recognized in Frost & Sullivan’s Frost Radar™ for email security, NAC, SWG, and SD-WAN.
Fortinet is recognized as a LEADER in 2 Gartner® 2021 Magic Quadrant™ Reports:

- Network Firewalls
- WAN Edge Infrastructure

Fortinet is also recognized in 4 additional Gartner 2021 Magic Quadrant Reports, including a wide range of technologies:

- Web Application and API Protection
- SIEM
- Wired and WLAN
- Endpoint Protection Platforms

And Fortinet is an 'Honorable Mention' in 2 additional Gartner 2020/2021 Magic Quadrant Reports:

- Secure Web Gateway
- Indoor Location Services

Learn more at Fortinet.com/solutions/gartner-magic-quadranst

Third Party Testing and Certifications

Fortinet submits its products for impartial, third party performance and effectiveness testing with the most prominent organizations in the industry, with consistent positive results.

- Only vendor with all three VB100, VBSpam, and VBWeb certifications
- Highest “VBSpam+” rating
- Business Security Approved
- Antiphishing Approved

Certified in 5 technology areas:

- Anti-Malware Network
- Network Firewall
- IPsec VPN
- Web Application Firewall
- Advanced Threat Defense

100% Protection, 2 Years in a Row

- All Test Cases
- All Signature-Independent
- Top Analytical Detection

See our Gartner Peer Insights reviews and distinctions at www.gartner.com/reviews
Fortinet secures over half a million enterprises, service providers, and government organizations around the world.

- **Alaska Airlines**: 5th largest airline in the United States.
  - HQ: United States

- **Checkers**: A chain of double drive-thru restaurants in the United States. The company operates Checkers and Rally's restaurants in 28 states, and the District of Columbia.
  - HQ: United States

- **Fortinet.com/Customers**: to see how many of our customers benefit from Fortinet solutions and the Fortinet Security Fabric.

- **RegionsStockholm**: Sweden’s largest regional health provider.
  - HQ: Sweden

- **SoftBank**: SoftBank is a multinational conglomerate that aspires to drive towards digital transformation.
  - HQ: Japan

- **University of Birmingham**: One of the UK’s largest universities, the University of Birmingham is over 100 years old with over 30,000 students across the world.
  - HQ: United Kingdom

- **WeLab**: Provider of online financial services to more than 42 million individual users and more than 300 corporate users in Hong Kong, Mainland China, and Indonesia.
  - HQ: Hong Kong

- **Hughes**: A global leader in managed services providing end-to-end fully managed cybersecurity, networking, and digital signage solutions tailored to the unique business requirements of today’s enterprise.
  - HQ: United States

- **Orange**: Orange is one of the world’s leading telecommunications operators and global provider of IT and telecommunication services.
  - HQ: France

- **Orange Business Services**: Provider of flexible hybrid IT solutions for business and government.
  - HQ: Australia

- **Swedens largest regional health provider.**

- **SoftBank is a multinational conglomerate that aspires to drive towards digital transformation.**