Universal SASE

Hybrid-delivered secure networking with AI-powered services for work from anywhere
Strong Growth in Annual Billings and Profitability

<table>
<thead>
<tr>
<th>Year</th>
<th>Billings</th>
<th>GAAP Operating Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>1.8B</td>
<td>7.5%</td>
</tr>
<tr>
<td>2018</td>
<td>2.2B</td>
<td>13.0%</td>
</tr>
<tr>
<td>2019</td>
<td>2.6B</td>
<td>16.2%</td>
</tr>
<tr>
<td>2020</td>
<td>3.1B</td>
<td>20.5%</td>
</tr>
<tr>
<td>2021</td>
<td>4.2B</td>
<td>19.5%</td>
</tr>
<tr>
<td>2022</td>
<td>5.6B</td>
<td>21.9%</td>
</tr>
</tbody>
</table>

CAGR: 26%

Highly Diversified Across Regions and Segments

<table>
<thead>
<tr>
<th>Region</th>
<th>Q1 2023 Revenue by Region</th>
<th>Q1 2023 Billings by Segment</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMERICAS</td>
<td>41.5%</td>
<td>24.6%</td>
</tr>
<tr>
<td>EMEA</td>
<td>37.9%</td>
<td>30.6%</td>
</tr>
<tr>
<td>APAC</td>
<td>20.6%</td>
<td>44.8%</td>
</tr>
<tr>
<td></td>
<td>HIGH-END</td>
<td>MIDRANGE</td>
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<tr>
<td></td>
<td></td>
<td>ENTRY-LEVEL</td>
</tr>
</tbody>
</table>

Technological Leadership

Nearly 3X more patents than comparable network security companies

1,285 Global Patents

<table>
<thead>
<tr>
<th>U.S. Patents</th>
<th>International Patents</th>
</tr>
</thead>
<tbody>
<tr>
<td>945 U.S.</td>
<td>340</td>
</tr>
<tr>
<td>945 U.S.</td>
<td>247 Pending Patents</td>
</tr>
</tbody>
</table>

Source: U.S. Patent Office, as of March 31, 2023

A Large and Growing Total Available Market

Total addressable market of $180B growing to $280B by 2026

The Most Deployed Network Security Solution

~50% of All Next-Gen Firewall Shipments

Source: IDC Worldwide Security Appliance Tracker, December 2022 (based on unit shipments of UTM appliances)
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 networking and security convergence. 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 is 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
Member of: Dow Jones Sustainability Index
NASDAQ 100 and S&P 500: Only cybersecurity company in both

Corporate Social Responsibility

Sustainability is central to our company vision: making possible a digital world you can always trust, which is essential and fundamental to achieving just and sustainable societies. Our corporate social responsibility mission is to deliver on that vision by innovating sustainable security technologies, diversifying cybersecurity talent, and promoting responsible business across our value chain.

Our Commitments

Innovating for a Safe Internet
- Cybersecurity risks to society
- Information security and privacy

Respecting the Environment
- Product environmental impacts
- Climate change

Growing an Inclusive Cybersecurity Workforce
- Diversity, equity, and inclusion
- Cybersecurity skills gap

Promoting Responsible Business
- Business ethics
- Responsible product use

Pledge: Reach Net Zero
GHG emissions by 2030 across Fortinet’s owned offices, facilities, and data centers.

FY22 Impact

- 88% less power consumption over industry standard CPU
- 66% average reduction on product energy consumption¹
- 33% reduction in space occupation²
- 500,000+ boxes shipped with 100% biodegradable packaging

Learn more at fortinet.com/CSR

¹ - Based on new models of 2022 FortiGate F series (compared to equivalent models from previous generations).
² - FortiGate 4200/4400F series vs E series.
Driving Infrastructure Evolution
How we interact with customers, suppliers, infrastructure, and employees is changing.

Evolving Threat Landscape
Cybercriminals are adopting APT-like tactics to develop and scale attacks faster than ever.

Consolidation Reduces Complexity and Accelerates Outcomes
By consolidating vendors and point product—across both security and networking—organizations can reduce complexity to close security gaps, improve operational efficiency, optimize user experience, and accelerate outcomes.

The Fortinet Advantage

Security Processors
Superior NGFW and SD-WAN performance and efficiency

FortiOS
Ties all the Security Fabric’s security and networking components together

Security Fabric
Organically developed, highly integrated and automated cybersecurity platform

Ecosystem
300+ partners
500+ integrations
The Secure Networking Journey

The convergence of networking and security across WLAN, LAN, SD-WAN, ZTNA, SASE, and network firewall enables networking that is location, user, device, content, and application aware.

1. Firewall
   - Control points across the infrastructure

2. SD-WAN
   - Optimize application experience

3. SD-Branch
   - Secure your premises

4. SASE
   - Secure remote users

5. ZTNA
   - Apply zero trust to all applications

Hybrid Mesh Firewall

- Multi-Cloud and Cloud Native Firewall
- NGFW for Data-Center and Segmentation
  - Centralized and unified management simplifying cybersecurity operations
  - Industry-leading threat intelligence
  - ASIC-based FortiGate lowering TCO
- Firewall-as-a-Service

Secure SD-WAN

- ZTNA App Gateway
- Converged networking and security simplifying architecture and policies
- Purpose-built ASIC supporting all WAN architectures
- Seamless transition to SD-Branch and SASE with tight LAN, WLAN, WWAN, SD-Branch and SASE with

Forrester Total Economic Impact™

**300%**

**ROI**

**8 Months**

Payback

**65%**

Reduction in the number of network disruptions

**50%**

Increase in productivity of security and network teams

<table>
<thead>
<tr>
<th>LOCATION</th>
<th>RETAIL</th>
<th>MANUFACTURING</th>
<th>FINANCIAL SERVICES</th>
<th>HEALTHCARE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE</strong></td>
<td>$13 billion</td>
<td>$17 billion</td>
<td>$18 billion</td>
<td>$1.7 billion</td>
</tr>
<tr>
<td><strong>EMPLOYEES</strong></td>
<td>16,000</td>
<td>133,000</td>
<td>86,000</td>
<td>3,500</td>
</tr>
<tr>
<td><strong>SITES</strong></td>
<td>8,500</td>
<td>1,000</td>
<td>2,500</td>
<td>750</td>
</tr>
</tbody>
</table>
The Purpose-Built ASIC Advantage

Fortinet’s ASIC-based security processing units (SPUs) radically increase the speed, scale, efficiency and value of Fortinet solutions while greatly improving user experience, reducing footprint and power requirements. From branch and campus to data center solutions, SPU-powered Fortinet appliances deliver superior Security Compute Ratings versus industry alternatives.

Security Compute Ratings are benchmarks that compare the performance metrics of Fortinet SPU-based next-generation firewalls to similarly priced solutions from vendors that utilize generic processors for networking and security.

Secure SD-WAN Appliances

<table>
<thead>
<tr>
<th></th>
<th>Firewall (Gbps)</th>
<th>IPSec VPN (Gbps)</th>
<th>Threat Protection (Gbps)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industry Avg</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>SPU</td>
<td>40</td>
<td>30</td>
<td>10</td>
</tr>
<tr>
<td>17x More</td>
<td>32x More</td>
<td>4x More</td>
<td></td>
</tr>
</tbody>
</table>

NGFW Appliances

<table>
<thead>
<tr>
<th></th>
<th>Firewall (Tbps)</th>
<th>IPSec VPN (Tbps)</th>
<th>Connection Per Second (M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industry Avg</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>SPU</td>
<td>40</td>
<td>30</td>
<td>10</td>
</tr>
<tr>
<td>10x More</td>
<td>14x More</td>
<td>24x More</td>
<td></td>
</tr>
</tbody>
</table>

Industry average (entry-level) is calculated as the average of the similarly priced Check Point Quantum 3600, Cisco Meraki MX85, Juniper SRX340, and Palo Alto Networks PA-440. Industry average (high end) is calculated as the average of the similarly priced Check Point Quantum QLS650, Cisco Firepower 4145, Juniper SRX5400, and Palo Alto Networks PA-5450. All data from public data sheets.

Fortinet Universal SASE Solution

Hybrid-delivered secure networking with AI-powered security for work from anywhere
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

**User and Device Security**
- Universal ZTNA
- CASB
- Identity and Authentication
- Network Access Control
- Endpoint (EPP/EDR)

**Secure Networking**
- Next-Generation Firewall
- Secure SD-WAN
- Ethernet
- 5G/LTE WAN Gateway
- Network Access Control
- SASE
- Voice and Collaboration
- Video Surveillance
- Wi-Fi
- And more

**Application Security**
- Cloud-Native Protection
- DevSecOps
- Cloud Firewall
- SD-WAN for Multi-Cloud
- WAF
- ADC/GSLB
- Anti-DDOS

**Network Operations**
- Centralized Management
- Cloud-Based Management
- AIOps for Networking
- Digital Experience Monitoring

**Security Operations**
- Endpoint (EDR/XDR)
- Automation: SIEM/SOAR
- Managed SOC and MDR
- DRPS, EASM
- Deception
- Email Security

**Open Ecosystem**
- Fabric Connectors
- Fabric API
- Fabric DevOps
- Extended Ecosystem
- 500+ Open Ecosystem Integrations
Cyber-Physical Security
Our OT-aware portfolio extends Security Fabric capabilities to OT networks in factories, plants, remote locations, and ships.

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 maintains 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 threats faster with a powerful combination of actionable local learning and AI and ML models on large-scale, cloud-driven data lakes.

- Real-Time Threat Intelligence
  Achieve a proactive security posture through continuous security updates based on in-house research and collaboration.

- Threat Hunting and Outbreak Alerts
  Achieve faster remediation with alerts, analysis and detection, prevention and remediation tools, including outbreaks.

Global Leadership and Collaboration

FortiGuard AI-Powered Security
This rich set of industry-leading security capabilities has been unified into one security framework to deliver coordinated, context-aware policy for hybrid deployments across networks, endpoints, and clouds. These services continually assess risk and automatically adjust 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
FortiCare: Expertise at Your Service

FortiCare Services helps 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.

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.

Training and Certifications

Fortinet NSE Certification Program

The Fortinet NSE Certification Program is an 8-level training and assessment initiative designed to address the global cybersecurity skills gap. With over a million certifications delivered, we provide localized security training in 151 countries and territories through our Authorized Training Centers, academic partners, and online options (many of them free).

Fortinet Training & Education Partner Programs

The Fortinet Training Institute's public and private partnerships help increase the access and reach of our cybersecurity certifications and training. Our Academic Partner program works with academic institutions in 97 countries and territories, while our Education Outreach program strives to reach a diverse population, including women, minorities, veterans, and other underrepresented groups.

Closing the Cybersecurity Skills Gap

Our Pledge to Train 1 Million People by 2026

We have pledged to train 1 million people in cybersecurity in five years through our Training Advancement Agenda (TAA) and Fortinet Training Institute program—which has been recognized for its contribution to excellence in cybersecurity training and certification. Our award-winning certification program, along with other innovative solutions, are being leveraged to help us meet our training goal and close the cybersecurity skills gap.

Our Fortinet Outreach Program is composed of 38 partners representing underserved, under-represented, and economically challenged individuals, including women, minorities, and veterans.
Our Global Partner Commitment

Fortinet leverages a global network of trusted advisors our customers can rely on to secure digital acceleration and strategically drive business growth.

**ENGAGE FORTINET PARTNER PROGRAM 94,000+ ACTIVE PARTNERS**

The Engage Partner Program helps partners build a highly differentiated security practice by leveraging Fortinet solutions to drive customer success. Our global partner program is driven by three concepts:

### Growth Through Technology Differentiation

Our broad portfolio is integrated into an automated, high-performance platform that spans endpoints, networks, remote workers, and clouds.

### Business Success with Proven Credibility

Our technology innovation and industry-leading threat intelligence, alongside customer ratings and independent analyst reports, validate and differentiate partner offerings.

### Long-Term, Sustained Growth

The Engage Partner Program provides sales, marketing, and executive support so partners can grow successful relationships. With growth drivers like specializations built into the program, we provide solutions that are driving market demand, ensuring partners are positioned for success.

### Analyst Recognition

**37 Enterprise Analyst Reports Validate Fortinet Across Networking and Security**

Fortinet is one of the most validated enterprise cybersecurity companies in the world. We continually rank in leadership positions across dozens of analyst reports, highlighting the broad application of the Fortinet Security Fabric.


---

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Fortinet is recognized as a Leader in two Gartner® Magic Quadrant™ Reports:

- Network Firewalls
- SD-WAN Infrastructure
- Wired and WLAN
- Web Application and API Protection
- Endpoint Protection Platforms
- SIEM
- Access Management
- Secure Service Edge
- WAN Edge Infrastructure
- Email Security
- LAN Access Infrastructure
- Wired and Wireless LAN Access Infrastructure
- Endpoint Protection Platforms
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- Email Security
- LAN Access Infrastructure
- Wired and Wireless LAN Access Infrastructure
-Endpoint Protection Platforms

And Fortinet is an Honorable Mention in two additional Gartner 2020/2022 Magic Quadrant Reports:

Learn more at fortinet.com/solutions/gartner-magic-quadrants

Gartner Peer Insights Customers’ Choice distinctions are based on the ratings of vendors by verified end-user professionals across a variety of industries and from locations around the world. These distinctions take into account both the number of end-user reviews a vendor receives, along with the overall ratings score a vendor receives from those end-users.

Fortinet is proud to be named a Gartner Peer Insights Customers’ Choice in several critical areas:

- Network Firewalls
- Wired and Wireless LAN Access Infrastructure
- Email Security
- WAN Edge Infrastructure

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.

- Antiphishing approved
- 100% protection, two years in a row
- All test cases
- All signature-independent
- Top analytical detection
- Only vendor with all three VB100, VBSpam, and VBWeb certifications
- Highest "VBSpam+" rating
- Web application firewall security efficacy testing
- Near perfect score at 96%

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Fortinet secures over half a million enterprises, service providers, and government organizations around the world.

<table>
<thead>
<tr>
<th>Logo</th>
<th>Company Description</th>
<th>Headquarters</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1" alt="Lexmark" /></td>
<td>Global leader in imaging, output technology solutions and managed print services.</td>
<td>HQ: United States</td>
</tr>
<tr>
<td><img src="image2" alt="Qiagen" /></td>
<td>Serves more than 500,000 customers around the globe, all seeking answers from the building blocks of life – DNA, RNA and proteins.</td>
<td>HQ: Germany</td>
</tr>
<tr>
<td><img src="image3" alt="Sidel" /></td>
<td>Leading global provider of equipment and services solutions for packaging products in PET, can, glass and other materials.</td>
<td>HQ: Italy</td>
</tr>
<tr>
<td><img src="image4" alt="Dole" /></td>
<td>One of the world's largest producers of high-quality fresh fruits and vegetables.</td>
<td>HQ: United States</td>
</tr>
<tr>
<td><img src="image5" alt="Grupoo Coutinho" /></td>
<td>Largest top Brazilian supermarket chain, serving over 2 million customers a month.</td>
<td>HQ: Brazil</td>
</tr>
<tr>
<td><img src="image6" alt="Marata" /></td>
<td>For more than 50 years, Maratá has been one of the largest food manufacturers in Brazil.</td>
<td>HQ: Brazil</td>
</tr>
<tr>
<td><img src="image7" alt="Smartfit" /></td>
<td>Largest Latin American network of fitness centers, with over 1,000 branches and over 3 million customers in 13 different countries.</td>
<td>HQ: Brazil</td>
</tr>
<tr>
<td><img src="image8" alt="USI" /></td>
<td>One of the largest industry-leading insurance brokerage and consulting firms in the world.</td>
<td>HQ: United States</td>
</tr>
<tr>
<td><img src="image9" alt="ENOC" /></td>
<td>Leading global energy group operating in oil, gas, and coal industries.</td>
<td>HQ: UAE</td>
</tr>
</tbody>
</table>

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