The Fortinet Security Fabric: Cybersecurity, Everywhere You Need It

Securing people, devices, and data everywhere
Strong Growth in Annual Billings and Profitability

Source: Fortinet estimates based on recent analyst research.

Technological Leadership
Nearly 3x more patents than comparable network security companies

A Large and Growing Total Available Market
Total addressable market of $125B growing to $199B by 2027

ALL INFORMATION AS OF SEPTEMBER 30, 2023
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.

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.

Mission: to secure people, devices, and data everywhere

Founded: October 2000
Headquarters: Sunnyvale, CA

Fortinet IPO (FTNT): November 2009
Member: Dow Jones Sustainability Index

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

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
By 2030 across scopes one and two emissions from Fortinet’s owned facilities worldwide.

FY22 Impact

88%
less power consumption over industry-standard CPU

66%
average reduction on product energy consumption

33%
reduction in space occupation

500,000+
boxes shipped with 100% biodegradable packaging

1 Based on new models of 2022 FortiGate F series (compared to equivalent models from previous generation).
2 FortiGate 4200/4400F series vs. E series.
More External Forces than Ever Are Driving Security Decisions

In an era when external forces exert unprecedented influence on cybersecurity decisions, you face challenges beyond your control every day. Navigating a dynamic business landscape demands vigilance against evolving cybersecurity threats and the ability to respond quickly.

- **THREAT LANDSCAPE**: Attacks are growing in sophistication and frequency.
- **DIGITAL EVOLUTION**: Digital innovation is creating tremendous opportunity, but more risk.
- **ECONOMIC HEADWINDS**: Budget changes and skills shortage are resulting in more delays and more risk.
- **SKILLS SHORTAGE**: With 4.4M unfilled jobs, the struggle to recruit and retain cybersecurity talent creates additional cyber risks.
- **ENVIRONMENTAL, SOCIAL, AND GOVERNANCE**: Consumers and boards are putting more pressure to deliver on ESG initiatives.
- **TECHNOLOGY DISRUPTION**: More companies are rapidly implementing AI to transform business operations.
- **REGULATIONS AND COMPLIANCE**: Companies are reacting to more frequent reporting and regulatory changes.

Infrastructure Is More Complex, Leaving It Vulnerable to Attack

- **84%**: of companies are hybrid. The hybrid nature of today’s workforce requires robust security measures.
- **125+**: distributed applications are used by enterprises. This complexity increases the risk of security incidents.
- **41.6B**: IoT devices now connected. As more devices are connected, the attack surface expands.
- **90%**: of enterprises will experience a security incident related to the edge network by 2026. The edge network is a critical point of vulnerability.

**Forbes: Remote Work Statistics and Trends**

**IDC: Worldwide IDC Forecast**

**Gartner: 2022 Strategic Roadmap for Edge (IoT) Networking**
The Fortinet Security Fabric: Our AI-Driven Platform Approach

Within our unified platform, three solutions redefine cybersecurity, helping you to respond to an ever-evolving cybersecurity landscape to meet constantly accelerating business needs. The solution to simplifying complex networks, distributed users, and hybrid applications is the convergence and consolidation of security, all with flexible consumption models to make buying easy.

**Secure Networking**
- **CONVERGE**
  Security and networking convergence across all edges, users, and devices

**Security Operations**
- **CONSOLIDATE**
  Consolidated security operations platform to accelerate time to detect and respond

**Universal SASE**
- **CONSUME**
  Flexible consumption of security services to secure access and protect networks, applications, and data on any cloud

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**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.

**Network Processor 7**
- **NP7**
  Network processors operate in-line to deliver unmatched performance for network functions and hyperscale for stateful firewall functions.

**Content Processor 9**
- **CP9**
  As a co-processor to the main CPU, content processors offload resource-intensive processing and drive content inspection to accelerate security functions.

**Security Processor 5**
- **SP5**
  The security processor consolidates network and content processing, delivering fast application identification, steering, and overlay performance.

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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.
Convergence of Networking and Security into One Platform

Unified management of hybrid mesh firewalls and WLAN/LAN equipment, powered by FortiOS, along with FortiGuard AI-Powered Security Services, extends protection across the entire network. Unified security, simplified operations, and improved visibility deliver better control and a more reliable network.

New Product Spotlight: FortiGate 120G Series

The FortiGate 120G delivers the industry’s best price-to-performance ratio compared to the industry average with 13 times the firewall throughput. It is also on average 95% more cost-effective to operate per gig. A powerful solution for secure and seamless application access from any device, the FG-120G also delivers twice the threat protection compared to competitive models. Its exceptional performance stems from the groundbreaking Security Processing Unit 5 (SP5) ASIC, offering industry-leading, AI-powered threat protection, scalability, and cost efficiency.

<table>
<thead>
<tr>
<th>Specification</th>
<th>FortiGate 120G</th>
<th>Security Compute Rating</th>
<th>Industry Average</th>
<th>Palo Alto Networks PA-460</th>
<th>Check Point Quantum 3800</th>
<th>Cisco Firepower T120</th>
<th>Cisco Meraki MX95</th>
<th>Juniper Networks SRX-345</th>
</tr>
</thead>
<tbody>
<tr>
<td>Firewall (Gbps)</td>
<td>39.0</td>
<td>13X</td>
<td>3.20</td>
<td>4.40</td>
<td>3.60</td>
<td>4.50</td>
<td>2.00</td>
<td>1.50</td>
</tr>
<tr>
<td>IPSec VPN (Gbps)</td>
<td>35.0</td>
<td>21X</td>
<td>1.68</td>
<td>3.00</td>
<td>2.80</td>
<td>1.00</td>
<td>0.80</td>
<td>0.80</td>
</tr>
<tr>
<td>Threat Protection (Gbps)</td>
<td>2.8</td>
<td>2X</td>
<td>1.40</td>
<td>2.40</td>
<td>1.50</td>
<td>–</td>
<td>–</td>
<td>0.30</td>
</tr>
<tr>
<td>SSL Inspection (Gbps)</td>
<td>3.0</td>
<td>6X</td>
<td>0.54</td>
<td>0.19</td>
<td>–</td>
<td>0.90</td>
<td>–</td>
<td>–</td>
</tr>
<tr>
<td>Concurrent Sessions</td>
<td>3,000,000</td>
<td>54X</td>
<td>1,243,750</td>
<td>400,000</td>
<td>4,000,000</td>
<td>200,000</td>
<td>–</td>
<td>375,000</td>
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<tr>
<td>Connections per Second</td>
<td>140,000</td>
<td>14X</td>
<td>40,750</td>
<td>73,000</td>
<td>60,000</td>
<td>15,000</td>
<td>–</td>
<td>15,000</td>
</tr>
</tbody>
</table>

Performance numbers taken from external data sheets match as closely as possible. Different testing methodologies may be applied by different vendors.
Universal SASE Secures Access and Protects Networks, Applications, and Data on Any Cloud

Fortinet’s Universal Secure Access Service Edge (SASE) combines six of the most critical networking and security technologies seamlessly delivered via cloud and accelerated hardware, delivering unified management and better security.

Consistent Security for Applications That Can Live Anywhere

Secure applications across clouds with consistent security to reduce overhead and complexity. You will also gain faster threat response and can take advantage of flexible consumption models.
Detect and Respond to Sophisticated Cyberthreats Faster

Our consolidated security operations solution, built on AI and automation, offers the broadest attack surface coverage and cyber kill chain coverage to accelerate incident detection and containment, as well as investigation and response across your entire infrastructure.

OT Security Platform Extends the Security Fabric

Our OT security portfolio extends industrial-class Security Fabric capabilities to cyber-physical systems in factories, plants, remote locations, and ships.

Westlands Advisory 2023 IT/OT Network Protection Platforms Navigator™ Report

Westlands Advisory has identified Fortinet as the lone Leader in its Platforms Navigator (quadrant). We are the only vendor that achieved leader status in the report.

- OT network and security experience
- Commitment to OT cybersecurity
- Key strengths
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**

Learn more at fortinet.com/support

FortiGuard AI-Powered Security Services

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 and built for hybrid environments.

- **Coordinated Real-Time Prevention**
  Continuous risk assessment and automatic response to 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 1,900 experts providing accelerated implementation, reliable assistance, and proactive care through advanced support and professional services to maximize your security and performance.

- **1,900+ EXPERTS**
- **24×7 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.
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.

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.

Training and Certification

Fortinet Training Institute: Closing the Cybersecurity Skills Gap

Fortinet has pledged to train 1 million people by 2026 through our Training Advancement Agenda (TAA) and Training Institute programs. Our award-winning Training Institute has been recognized by various organizations for our excellence in cybersecurity training.

NSE Certification Program

The Network Security Expert (NSE) Certification program includes a wide range of instructor-led and self-paced courses, as well as practical, hands-on exercises that demonstrate mastery of complex cybersecurity concepts. With the help of our 117 Authorized Training Centers, technical training is delivered in over 150 countries and territories.

Training and Education Programs

The Training Institute’s partnerships help increase access to our certifications. Our Academic Partner program works with institutions in 98 countries and territories, while our Education Outreach program reaches a diverse population, including women, minorities, veterans, and other underrepresented groups.

Security Awareness and Training Service

The Security Awareness and Training service is a SaaS-based offering that delivers awareness and training on today’s cybersecurity threats and helps IT, security, and compliance leaders build a cyber-aware culture.

Fortinet developed an education-focused version of this service, which it makes available at no cost to all primary and secondary schools. It is currently available in the U.S., U.K., Australia, and Canada, with plans to expand to other countries.
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.

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:

- Wired and Wireless LAN
- Network Firewalls
- WAN Edge Infrastructure
- Email Security
- Secure Service Edge (SSE)
- Endpoint Protection Platforms (EPP)

See our Gartner Peer Insights reviews and distinctions at www.gartner.com/reviews

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

Highest “VBSpam+” rating

Near perfect score for WAF at 96%

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

**IHG HOTELS & RESORTS**
Global hospitality company with 18 hotel brands and over 6,000 hotels in over 100 countries and more than 1,900 in development.  
HQ: EMEA

**DP WORLD**
Leading men's professional golf tour in Europe, featuring tournaments all over European regions. 
HQ: EMEA

**pacificnational**
Australia's largest private rail freight operator. Operating 24 hours a day, seven days a week, 365 days a year. 
HQ: APAC

**Syneos Health**
A leading global, fully integrated biopharmaceutical solutions organization.  
HQ: NAM

**Burger King**
Second-largest fast-food chain in the world. India became the 100th country to open over 380 locations.  
HQ: APAC

**Copa Airlines**
Leading Latin American provider of airline passenger services flying to destinations all over the world. 
HQ: LATAM

**smartfit**
Largest Latin American network of fitness centers, with over 1,000 branches and over 3 million customers in 13 different countries.  
HQ: LATAM

**USI**
One of the largest industry-leading insurance brokerage and consulting firms in the world. 
HQ: NAM

**alperia**
A 100% sustainable green energy company providing energy services, supporting smart energy and innovative environmental projects.  
HQ: EMEA

Visit fortinet.com/customers to see how our customers benefit from Fortinet solutions and the Fortinet Security Fabric.