The Secure Network Journey

Network and security convergence enables location, user, device, and application-aware networking.

1. **Firewall**
   - Control points across the infrastructure

2. **SD-WAN**
   - Optimize application experience

3. **SD-Branch**
   - Secure your premises

4. **ZTNA**
   - Secure remote users
   - Apply zero trust to all applications

5. **ZTNA**
FY 2022 Results
Revenue $4.417B  Billings $5.594B

Q2 2023 Results
Revenue $1.293B  Billings $1.541B
Op. Margin (GAAP) 21.6%
Cash + Investments $3.318B

Customers
680,000+

Cumulative Units Shipped
10.9+ Million

Headcount by Region
<table>
<thead>
<tr>
<th>Region</th>
<th>U.S.</th>
<th>AMERICAS</th>
<th>EMEA</th>
<th>APAC</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>4,017</td>
<td>CANADA</td>
<td>FRANCE</td>
<td>INDIA</td>
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<tr>
<td></td>
<td></td>
<td>2,549</td>
<td>516</td>
<td>753</td>
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<tr>
<td></td>
<td></td>
<td>REST OF AMERICAS</td>
<td>U.K.</td>
<td>J APAN</td>
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<tr>
<td></td>
<td>1,001</td>
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<td>456</td>
<td>624</td>
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<tr>
<td></td>
<td></td>
<td>REST OF EMEA</td>
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<tr>
<td></td>
<td></td>
<td>2,371</td>
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<td></td>
<td>13,677</td>
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</tr>
</tbody>
</table>

Strong Growth in Annual Billings and Profitability

Highly Diversified Across Regions and Segments

Technological Leadership

Nearly 3x more patents than comparable network security companies

A Large and Growing Total Available Market
Total addressable market of $322B growing to $194B by 2027

The Most Deployed Networking Security Solution
~50% of all next-gen firewall shipments  #1 in revenue market share

Source:
- U.S. Patent Office, as of June 30, 2023
- Fortinet estimates based on recent analyst research.
- IDC Quarterly Security Appliance Tracker 2023 Q1 Historical, June 8, 2023, Firewall + UTM
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 of: Dow Jones Sustainability Index, NASDAQ 100 and S&P 500: Only cybersecurity company in both

Learn more at fortinet.com/CSR

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

FY22 Impact

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

Less power consumption over industry-standard CPU

88%

Average reduction on product energy consumption

166%

Boxes shipped with 100% biodegradable packaging

500,000+

Based on new models of 2022 FortiGate F series (compared to equivalent models from previous generation).

Fortinet Dev and Support

Headquarters               Dev Center               Support Center               Centers of Excellence

Chicago
US

Burnaby
Canada

Concord
US

Uberlandia
Brazil

Sophia
France

Herzliya
Israel

Bangalore
India

Kawasaki
Japan
Infrastructure Evolution and the Evolving Threat Landscape

How we interact with customers, suppliers, infrastructure, and employees is changing. 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 products 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 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

Cloud 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
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.

Hybrid Mesh Firewall

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

Forrester Total Economic Impact™ of Fortinet Secure SD-WAN

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>REVENUE</td>
<td>Asia HQ, global</td>
<td>North America HQ, global</td>
<td>Europe</td>
<td>North America</td>
</tr>
<tr>
<td></td>
<td>$13 billion</td>
<td>$17 billion</td>
<td>$18 billion</td>
<td>$17 billion</td>
</tr>
<tr>
<td>EMPLOYEES</td>
<td>16,000</td>
<td>133,000</td>
<td>86,000</td>
<td>3,500</td>
</tr>
<tr>
<td>SITES</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.

New Product Spotlight: FortiGate 90G Series SCR

Higher performance, lower power consumption

<table>
<thead>
<tr>
<th>Specification</th>
<th>FortiGate 90G</th>
<th>Security Compute Rating</th>
<th>Industry Average</th>
<th>Palo Alto Networks PA-450</th>
<th>Check Point Quantum 3600</th>
<th>CISCO Meraki MX85</th>
<th>JUNIPER SRX340</th>
</tr>
</thead>
<tbody>
<tr>
<td>Firewall (Gbps)</td>
<td>28</td>
<td>9X</td>
<td>3.13</td>
<td>3.50</td>
<td>3.30</td>
<td>100</td>
<td>4.70</td>
</tr>
<tr>
<td>IPsec VPN (Gbps)</td>
<td>25</td>
<td>16.3X</td>
<td>1.54</td>
<td>2.20</td>
<td>2.71</td>
<td>0.5</td>
<td>0.73</td>
</tr>
<tr>
<td>Threat Protection (Gbps)</td>
<td>2.2</td>
<td>2.3X</td>
<td>0.96</td>
<td>1.40</td>
<td>0.78</td>
<td>0.7</td>
<td>-</td>
</tr>
<tr>
<td>Concurrent Sessions</td>
<td>1500,000</td>
<td>1.8X</td>
<td>852,000</td>
<td>300,000</td>
<td>2,000,000</td>
<td>-</td>
<td>256,000</td>
</tr>
<tr>
<td>Connections per Second</td>
<td>124,000</td>
<td>4.0X</td>
<td>310,000</td>
<td>51,000</td>
<td>32,000</td>
<td>-</td>
<td>10,000</td>
</tr>
<tr>
<td>Power Consumption FortiGate 90G</td>
<td>0.87</td>
<td>97%</td>
<td>25.06</td>
<td>117.1</td>
<td>75.8</td>
<td>55.0</td>
<td>25.96</td>
</tr>
<tr>
<td>Watts/Gbps Firewall Throughput</td>
<td>0.94</td>
<td>99%</td>
<td>76.25</td>
<td>18.64</td>
<td>9.26</td>
<td>110.0</td>
<td>167.12</td>
</tr>
<tr>
<td>Watts/Gbps IPsec VPN Throughput</td>
<td>2.97</td>
<td>94%</td>
<td>518</td>
<td>40.29</td>
<td>25.76</td>
<td>-</td>
<td>89.36</td>
</tr>
</tbody>
</table>

Notes: Performance numbers taken from external data sheets to match as close as possible and different testing methodologies may be applied by different vendors.

Industry average is calculated as the average of the similarly priced Check Point Quantum QLS800, Cisco Firepower 9300, Juniper SRX5800, and Palo Alto Networks PA-5450. All data from public data sheets.
Cyber-Physical Security
Our OT-aware portfolio extends Security Fabric capabilities to OT networks in factories, plants, remote locations, and ships.

Westlands Advisory 2023 IT/OT Security 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

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 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 1,800 experts providing accelerated implementation, reliable assistance, and proactive care through advanced support and professional services to maximize your security and performance.

- **1,800+ 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.

**ENGAGE PARTNER PROGRAM**

97,000+
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.

Training and Certifications

**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 consists of eight levels and is designed for customers, partners, and employees. Fortinet delivers expert-level training in local languages in 151 countries and territories worldwide through our ecosystem of Authorized Training Centers.

**Training and Education Programs**
The Training Institute’s partnerships help increase access to our certifications. Our Academic Partner program works with institutions in 99 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. and U.K., 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.

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

- Network Firewalls
- SD-WAN Infrastructure

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

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

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

- Secure Service Edge
- Access Management

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

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

- **Lexmark**
  - Global leader in imaging, output technology solutions, and managed print services.
  - HQ: United States

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

- **Pacific National**
  - Australia's largest private rail freight company.
  - HQ: Australia

- **Syneos Health**
  - A leading global, fully integrated biopharmaceutical solutions organization.
  - HQ: United States

- **GRUPO COUTINHO**
  - Largest top Brazilian supermarket chain, serving over 2 million customers a month.
  - HQ: Brazil

- **Maratá**
  - For more than 50 years, Maratá has been one of the largest food manufacturers in Brazil.
  - HQ: Brazil

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

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

- **ENOC**
  - Leading global energy group operating in oil, gas, and coal industries.
  - HQ: UAE

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