The Convergence of Networking and Security
Strong Growth in Annual Billings and Profitability

<table>
<thead>
<tr>
<th>BILLINGS</th>
<th>GAAP OPERATING MARGIN</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.8B</td>
<td>7.5%</td>
</tr>
<tr>
<td>2.2B</td>
<td>13.0%</td>
</tr>
<tr>
<td>2.6B</td>
<td>16.2%</td>
</tr>
<tr>
<td>3.1B</td>
<td>20.5%</td>
</tr>
<tr>
<td>4.2B</td>
<td>19.5%</td>
</tr>
</tbody>
</table>

CAGR: 24%

Highly Diversified Across Regions and Segments

<table>
<thead>
<tr>
<th>Q3 2022 REVENUE BY REGION</th>
<th>Q3 2022 BILLINGS BY SEGMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>40.7%</td>
<td>40.0%</td>
</tr>
<tr>
<td>38.6%</td>
<td>30.6%</td>
</tr>
<tr>
<td>20.7%</td>
<td>29.4%</td>
</tr>
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</table>

EMEA | AMERICAS | APAC

Technological Leadership

Nearly 3X more patents than comparable network security companies

1,285 Global Patents

925 U.S. Patents

360 International Patents

Headcount by Region

<table>
<thead>
<tr>
<th>Region</th>
<th>U.S.</th>
<th>CANADA</th>
<th>REST OF AMERICAS</th>
<th>FRANCE</th>
<th>U.K.</th>
<th>REST OF EMEA</th>
<th>INDIA</th>
<th>JAPAN</th>
<th>REST OF APAC</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMERICAS</td>
<td>3,603</td>
<td>2,257</td>
<td>867</td>
<td>484</td>
<td>400</td>
<td>2,049</td>
<td>616</td>
<td>526</td>
<td>1,289</td>
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<tr>
<td>EMEA</td>
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<td>APAC</td>
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</tr>
</tbody>
</table>

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

Customers

615,000+

Cumulative Units Shipped

9.4+ Million

ALL INFORMATION AS OF SEPTEMBER 30, 2022
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 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.

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.

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

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.

Mission: to secure people, devices, and data everywhere

Founded: October 2000

Headquarters: Sunnyvale, CA

Fortinet IPO (FTNT): November 2009

Investing in the future billings by 2025

$10B

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

Learn more at fortinet.com/CSR
Expanding Attack Surface Increases Cyber Risk

Traditionally, cybercriminals have focused on the attack methodologies detailed in the MITRE ATT&CK framework, such as gaining access, privilege escalation, and threat execution. Advanced Persistent Threats (APTs), on the other hand, tend to focus on pre-attack methodologies—preparation phases that enable them to persist within a targeted device or network (as outlined in MITRE’s PRE-ATT&CK framework). However, cybercriminals have begun adopting APT-like tactics and technologies to develop and scale attacks faster than ever. And they are leveraging Cybercrime-as-a-Service to accelerate the rate of exploits targeting today's expanding digital attack surface.

Consolidate Cybersecurity and Networking Point Products

The traditional approach to solving a networking or security problem is to find a solution for a specific challenge and deploy it. The result is an increasingly complex environment that is difficult to see, manage, and secure. And this problem is compounded as networks expand, making maintaining a consistent security profile increasingly difficult, especially when tools aren't designed to work together. Fortinet addresses this challenge by converging networking and security features in a single operating system, FortiOS, the most deployed and mature OS in the industry. This approach allows IT teams to manage network and security policies as a single solution so user experience and security are consistent no matter where workers or applications are deployed. Reducing complexity also closes security gaps, improves operational efficiency, and lowers TCO.
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

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**Broad Portfolio of Solutions to Protect Your Digital Attack Surface**

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>• Universal ZTNA</td>
<td>• Next-Generation Firewall</td>
<td>• Cloud-Native Protection</td>
<td>• Centralized Management</td>
<td>• Endpoint (EDR/XDR)</td>
<td>• Fabric Connectors</td>
</tr>
<tr>
<td>• SASE</td>
<td>• Secure SD-WAN</td>
<td>• DevSecOps</td>
<td>• Cloud-Based Management</td>
<td>• Automation: SIEM/SOAR</td>
<td>• Fabric API</td>
</tr>
<tr>
<td>• CASB</td>
<td>• Ethernet</td>
<td>• Cloud Firewall</td>
<td>• AIOps for Networking</td>
<td>• Managed SOC &amp; MDR</td>
<td>• Fabric DevOps</td>
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<tr>
<td>• Identity</td>
<td>• Wireless</td>
<td>• SD-WAN for Multi-Cloud</td>
<td>• Digital Experience Monitoring</td>
<td>• DRPS, EASM</td>
<td>• Extended Ecosystem</td>
</tr>
<tr>
<td>• Authentication</td>
<td>• 5G/LTE WAN Gateway</td>
<td>• WAF</td>
<td>• Deception</td>
<td>• 500+ Open Ecosystem</td>
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<tr>
<td></td>
<td>• Network Access Control</td>
<td>• Email Security</td>
<td></td>
<td>• Integrations</td>
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</tbody>
</table>
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 & Collaboration

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:

FortiGuard AI-Powered Security

This rich set of industry-leading security capabilities have 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

FortiGuard Security Integration Across the Security Fabric

<table>
<thead>
<tr>
<th>Content Security</th>
<th>FortiGate (HW/VM/SASE)</th>
<th>Proxy</th>
<th>FortiTrust</th>
<th>XDR</th>
<th>FortiWeb</th>
<th>FortiMail</th>
<th>FortiADC</th>
<th>SOC Platforms</th>
<th>FortiNDR</th>
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<td>Outbreak</td>
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<tr>
<td>IoC</td>
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</table>

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

Learn more at fortinet.com/fortiguard
FortiOS: The Foundation of Security

FortiOS is the foundation of the Fortinet Security Fabric, converging and consolidating many security and networking technologies and use cases into a simplified, single policy and management framework.

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
- **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**: Cloud-based authentication services

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 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.

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
The SPU Advantage

Fortinet’s Security Processors (SPUs) radically increase the speed, scale, efficiency and value of Fortinet solutions while greatly improving user experience, reducing footprint and power requirements. From entry-level to high-end 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 1000F/1001F

Higher Performance, Lower Power Consumption

<table>
<thead>
<tr>
<th>Specification</th>
<th>FortiGate 1000F</th>
<th>Security Compute Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Firewall Throughput</td>
<td>198 Gbps</td>
<td>7.4 X</td>
</tr>
<tr>
<td>IPSec VPN Throughput</td>
<td>55 Gbps</td>
<td>6.7 X</td>
</tr>
<tr>
<td>Threat Protection</td>
<td>13 Gbps</td>
<td>6.0 X</td>
</tr>
<tr>
<td>Concurrent Sessions</td>
<td>7.5 M</td>
<td>5.8 X</td>
</tr>
<tr>
<td>Connections Per Second</td>
<td>650 K</td>
<td>4.9 X</td>
</tr>
<tr>
<td>Watts/Gbps Firewall Throughput</td>
<td>2.06 W</td>
<td>4.6 X</td>
</tr>
<tr>
<td>Watts/Gbps IPSec VPN Throughput</td>
<td>7.42 W</td>
<td>4.9 X</td>
</tr>
<tr>
<td>BTU/h per Gbps of Firewall Throughput</td>
<td>6.2 BTU</td>
<td>4.6 X</td>
</tr>
</tbody>
</table>

Notes:
1. Non-SSD variant is available as well
2. Threat Protection includes FortiGuard Application control, Anti-Virus, Anti-Malware, Encryption, and Anti-Spyware security services
3. All power consumption values taken from maximum power consumption and hardware system guides using maximum power consumption.
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 1 million security certifications to date, Fortinet delivers expert-level training in local languages in 136 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 96 countries and territories, while also focusing on recruiting women, minorities, veterans, and other underrepresented groups.

1,000,000+ CERTIFICATIONS

498 ACADEMIES PARTNERS

31 EDUCATION OUTREACH PARTNERS

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

Figures as of September 30, 2022

New Fortinet Security Awareness and Training Service
The Security Awareness and Training service offers 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.

Free Cybersecurity Awareness and Training for All U.S. School Districts
As part of the 2022 White House National Workforce and Education Summit, Fortinet is offering its Security Awareness and Training service, with customized content for the education sector, to all 8 million staff and faculty in U.S. school districts and systems. This offering is part of Fortinet's mission to help close the cybersecurity skills gap.

Our Pledge to Train 1 Million People by 2026
Fortinet has pledged to train 1 million people globally over five 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.
The Engage Partner Program is designed to help partners build 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 endpoints, networks, and clouds, and includes tools to easily connect with adjacent technologies.

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.

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'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.
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:

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

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

- Secure Web Gateway
- Indoor Location Services
- 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.

- Only vendor with all three VB100, VBSpam, and VBSWeb certifications
- Highest “VBSpam+” rating
- Antiphishing Approved
- Certified in five technology areas:
  - Anti-Malware Network
  - Network Firewall
  - IPsec VPN
  - Web Application Firewall
  - Advanced Threat Defense
- 100% Protection, two years in a row
  - All Test Cases
  - All Signature-Independent
  - Top Analytical Detection

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

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
Fifth largest airline in the United States.
HQ: United States

smart fit
Largest Latin American network of fitness centers, with over 1000 branches and over 3 million customers in 13 different countries.
HQ: United States

SoftBank
SoftBank is a multinational conglomerate that aspires to drive toward digital transformation.
HQ: Japan

Dole
One of the world's largest producers of high-quality fresh fruits and vegetables.
HQ: United States

University of Birmingham
One of the U.K.'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 telecommunications services.
HQ: France

macquarie
Provider of flexible hybrid IT solutions for business and government.
HQ: Austrailia

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