



Dear Customers and Partners,

I am excited to share that, on October 23, 2018, Fortinet closed the acquisition of ZoneFox, a leading cloud-based security analytics provider that effectively protects businesses against the growing issue of insider threats, a key concern shared by many of our customers.

The risk from insider threats, malicious or accidental, is heightened by the dramatic growth in the number of users and devices with access to enterprises' data, network and cloud resources. According to the 2018 Verizon Breach Report, 30% of all breaches involved insiders. In fact, the abuse of stolen credentials and privileged access are two of the most commonly seen actions in breaches.

Insider threats are a significant blind spot for many security vendors and their customers. By integrating ZoneFox's cloud security analytics solution into Fortinet's Security Fabric, we further protect our customers and enrich the visibility into high risk, anomalous user behaviors, access and data movement.

The ZoneFox team is joining us and bringing significant engineering skills, knowledge and capabilities to Fortinet.

Fortinet customers: this means that the Security Fabric offerings will be enriched with additional machine learning-based endpoint detection and response (EDR) capabilities, and user and entity behavior analytics (UEBA) features, both on-premise and in the cloud.

Fortinet Partners: this will expand your offering and the value you can add end customers, and you can sell this with the complementary Fabric products. As we progress through the post-merger integration, we will keep you updated.

ZoneFox Customers and Partners: we welcome and invite you to evaluate how the Security Fabric can enhance your security. Fortinet is a profitable cash flow positive security leader, with a strong balance sheet and a market value of over \$13 billion, and Fortinet will continue investment and support for ZoneFox's product. Please use your existing contacts for support, services and sales. As we progress through the post-merger integration, we will provide advance notice about any changes.

For more information, please visit:

<https://www.fortinet.com/products/fortinet-acquires-zonefox.html>

Regards,

A handwritten signature in black ink, appearing to read "Ken Xie".

Ken Xie

Chairman and CEO, Fortinet