FORTINET®
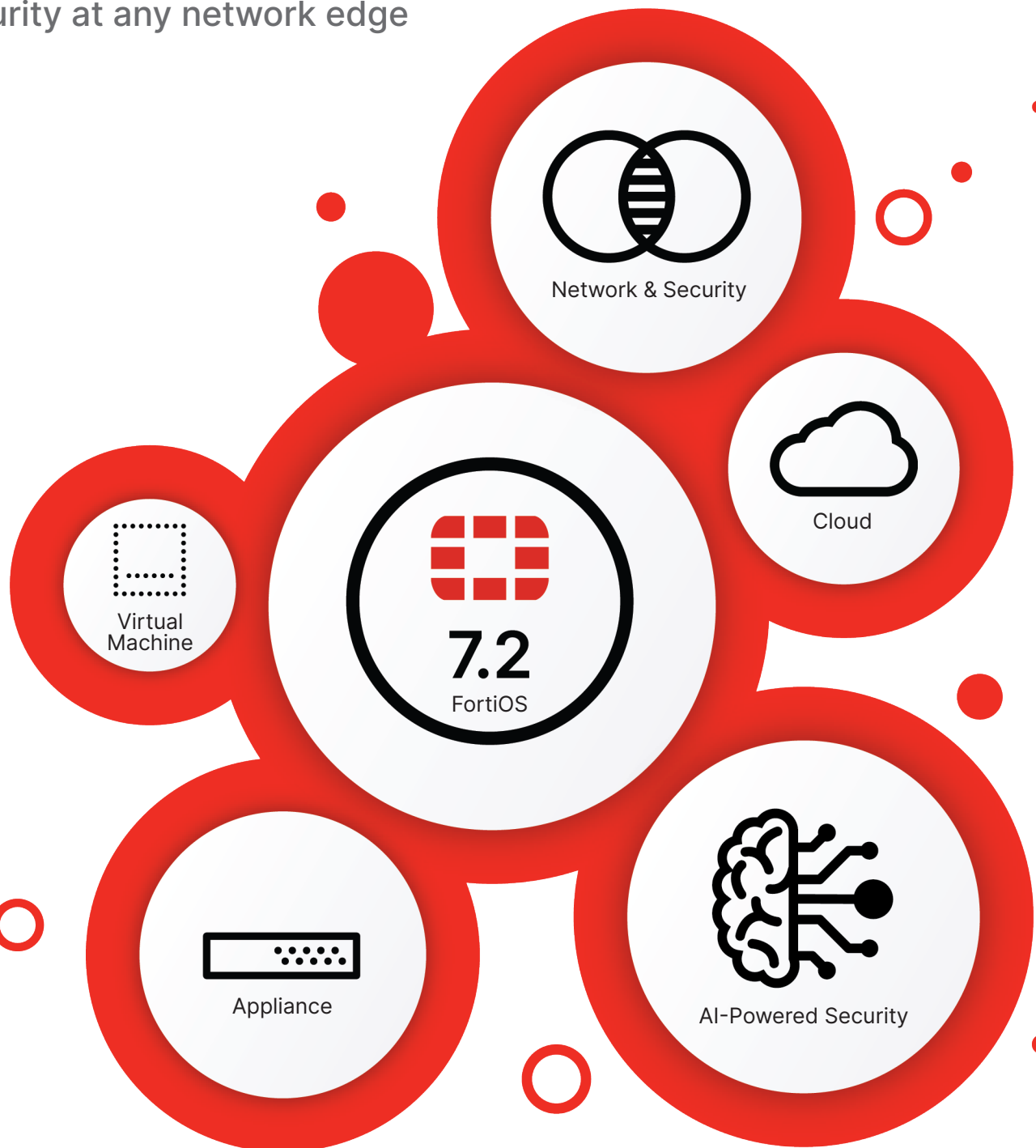
Introducing FortiOS 7.2

Leading the Evolution of Networking and Security

Driving convergence to enable security at any network edge

Network & Security

Cloud

Virtual Machine

7.2
FortiOS

Appliance

AI-Powered Security

FORTINET®

FY 2021 Results

Revenue:
$3.34 B

Billings:
$4.18 B

Q1 2022 Results

Revenue:
$955 M

Billings:
$1.160 B

Op. Margin (GAAP):
15.8%

EPS (GAAP):
$0.84/share

Cash + Investments:
$2.5 B

Market Cap:
$55 B
(As of Mar 31, 2022)
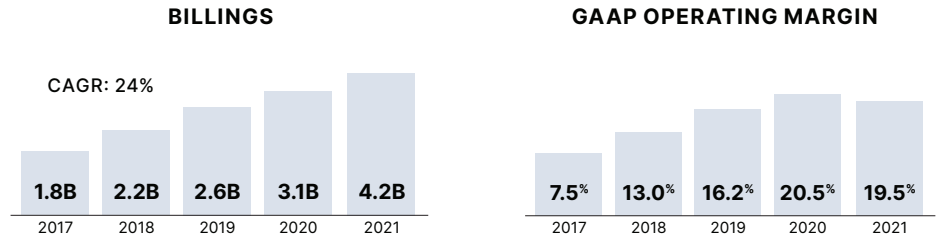
Customers

580,000+

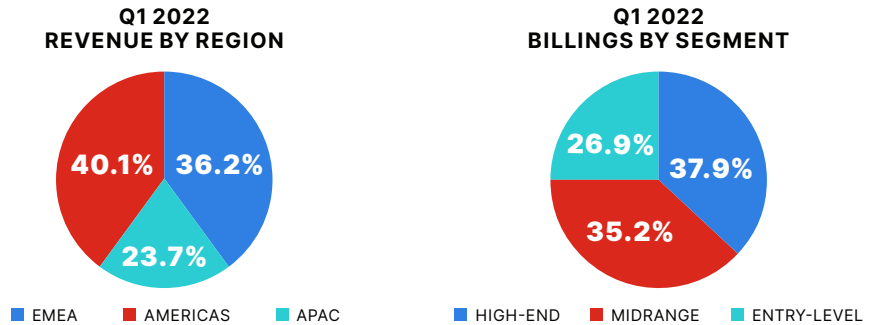## Cumulative Units Shipped

8.4+ Million

Headcount By Region

AMERICAS	US	**3,242**
	CANADA	**2,015**
	REST OF AMERICAS	**716**
EMEA	FRANCE	**449**
	UK	**365**
	REST OF EMEA	**1,828**
APAC	INDIA	**550**
	JAPAN	**493**
	REST OF APAC	**1,202**
TOTAL		**10,860**

ALL INFORMATION AS OF MARCH 31, 2022

2

Strong Growth in Annual Billings and Profitability

BILLINGS

CAGR: 24%

2017	2018	2019	2020	2021
1.8B	2.2B	2.6B	3.1B	4.2B

GAAP OPERATING MARGIN

2017	2018	2019	2020	2021
7.5%	13.0%	16.2%	20.5%	19.5%

Highly Diversified Across Regions and Segments

Q1 2022 REVENUE BY REGION

- 36.2%
- 40.1%
- 23.7%

■ EMEA ■ AMERICAS ■ APAC

Q1 2022 BILLINGS BY SEGMENT

- 37.9%
- 35.2%
- 26.9%

■ HIGH-END ■ MIDRANGE ■ ENTRY-LEVEL

Technological Leadership

Nearly 3X more patents than comparable Network Security companies

US Patents

- FORTINET **914**
- Palo Alto Networks 335
- FireEye 307
- SonicWall 217
- Check Point 93
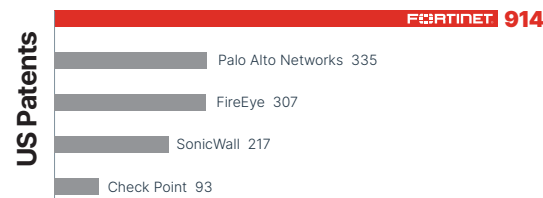
Source: US Patent Office, As of March 31, 2022

1269
Global Patents

914 U.S. Patents
355 International Patents
(260 Pending Patents)
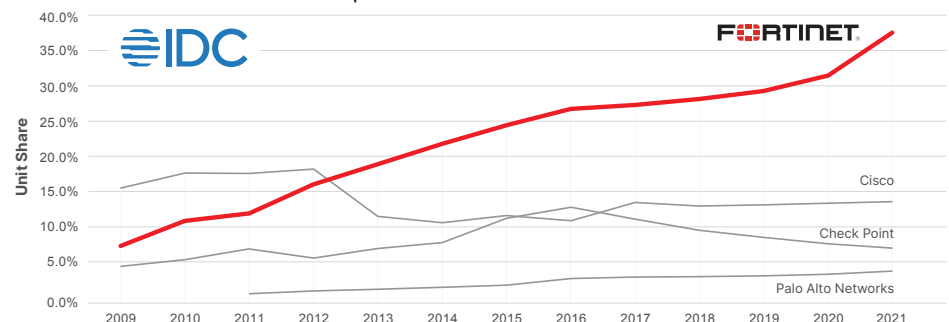
A Large and Growing Total Available Market

Total Addressable market of $138B in 2022 growing to $199B by 2026
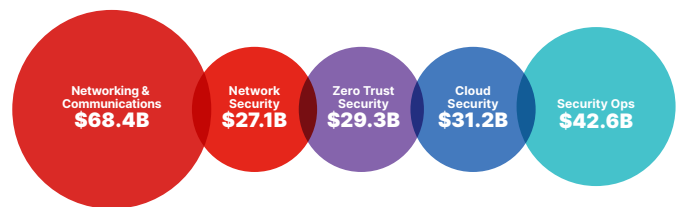
Source: Fortinet estimates based on recent analyst research. 2026 opportunity shown.

- Networking & Communications **$68.4B**
- Network Security **$27.1B**
- Zero Trust Security **$29.3B**
- Cloud Security **$31.2B**
- Security Ops **$42.6B**

The Most Deployed Network Security Solution

Over One-Third of All Firewall Shipments

IDC FORTINET®

Unit Share

- Cisco
- Check Point
- Palo Alto Networks

2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021

Source: IDC Worldwide Security Appliance Tracker, February 2022 (based on unit shipments of Firewall, UTM, and VPN 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 the convergence of networking and security. 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.

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.

BURNABY
SOPHIA
OTTAWA
CHICAGO
BAY AREA
FRISCO
SUNRISE

Mission: to secure people, devices and data everywhere

Founded: October 2000

Headquarters: Sunnyvale, CA

Fortinet IPO (FTNT): November 2009

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

Investing in the future **$10B** billings by **2025**

Corporate Social Responsibility

Learn more at **Fortinet.com/CSR**

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.

Innovative for a Safe Internet

Growing an Inclusive Cybersecurity Workforce
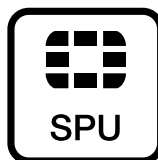
Respecting the Environment

Promoting Responsible Business

Key Fortinet Advantages

Security Fabric

Organically developed, highly integrated and automated cybersecurity platform

Security Processors

SPU

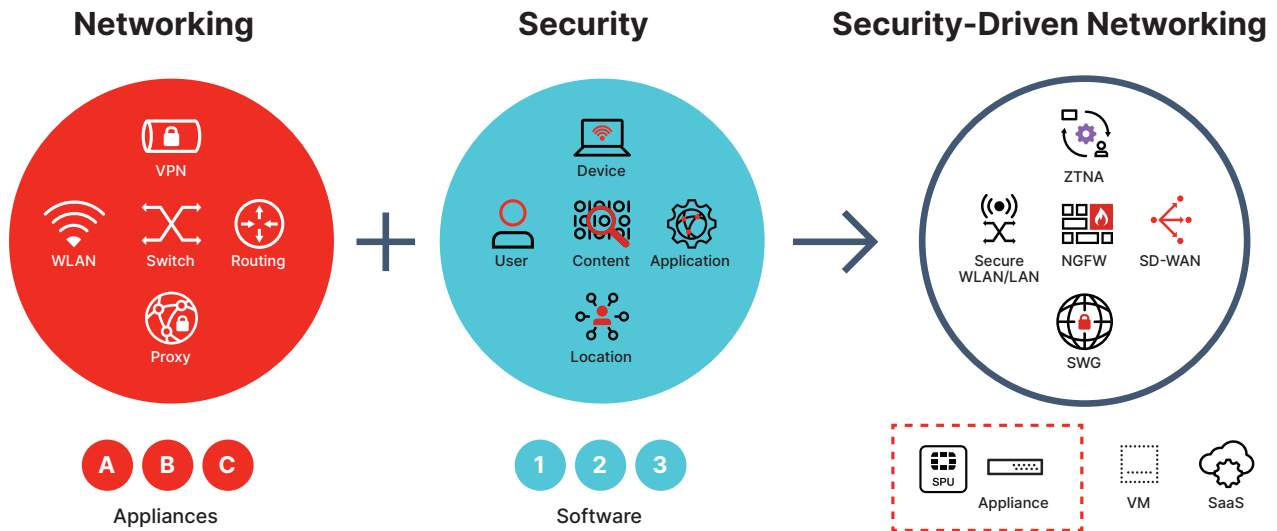Superior NGFW and SD-WAN performance and efficiency

	Value & Performance
<5	Integration
<50	Prevention
100s+	Detection

# of companies

The only company to excel at all key stages of network security

The Convergence of Networking and Security

Traditional networking lacks awareness of content, applications, users, devices, location and more. Organizations have overlaid security solutions on to the network later to account for this shortcoming — but doing so has led to increased management complexity, performance bottlenecks, poor user experience, and the potential introduction of new exploitable gaps or vulnerabilities. A better Security-driven Networking approach converges networking and security into a single, accelerated solution. A specially designed operating system and security processors work in concert to greatly improve network performance and security posture, adding greater awareness while also improving user experience, easing management complexity, and decreasing footprint and power consumption.

Networking — VPN, WLAN, Switch, Routing, Proxy — A B C — Appliances

Security — Device, User, Content, Application, Location — 1 2 3 — Software

Security-Driven Networking — ZTNA, Secure WLAN/LAN, NGFW, SD-WAN, SWG — SPU Appliance, VM, SaaS

Consolidation of Vendors and Point Solutions to a Platform

Cybersecurity has traditionally been deployed one solution at time, in response to each emerging problem or challenge. However, individual security solutions — typically from a new vendor — are not designed to work well with the other deployed solutions. With meaningful levels of cross-vendor integration and automation proving difficult to achieve, management complexity is massively increased, and effective response to new threats is simply too slow. A more effective approach is to consolidate point product vendors into a cybersecurity platform, allowing for much tighter integration, increased automation, and a more rapid, coordinated, and effective response to threats across the network.

Cybersecurity Point Products

20 Vendors

Cybersecurity Platform Approach
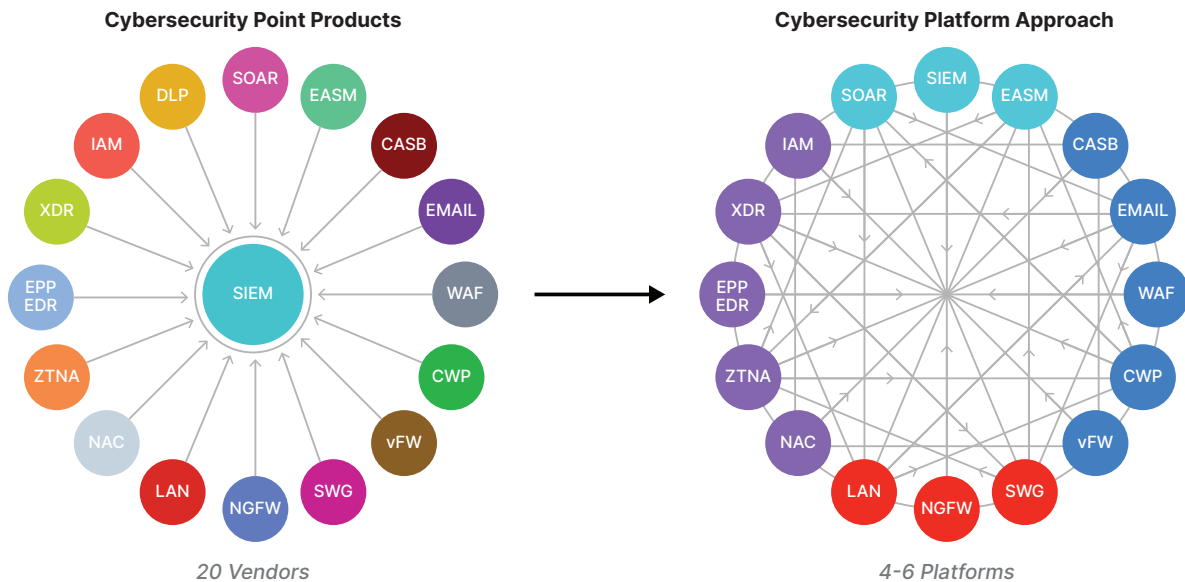
4-6 Platforms

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.
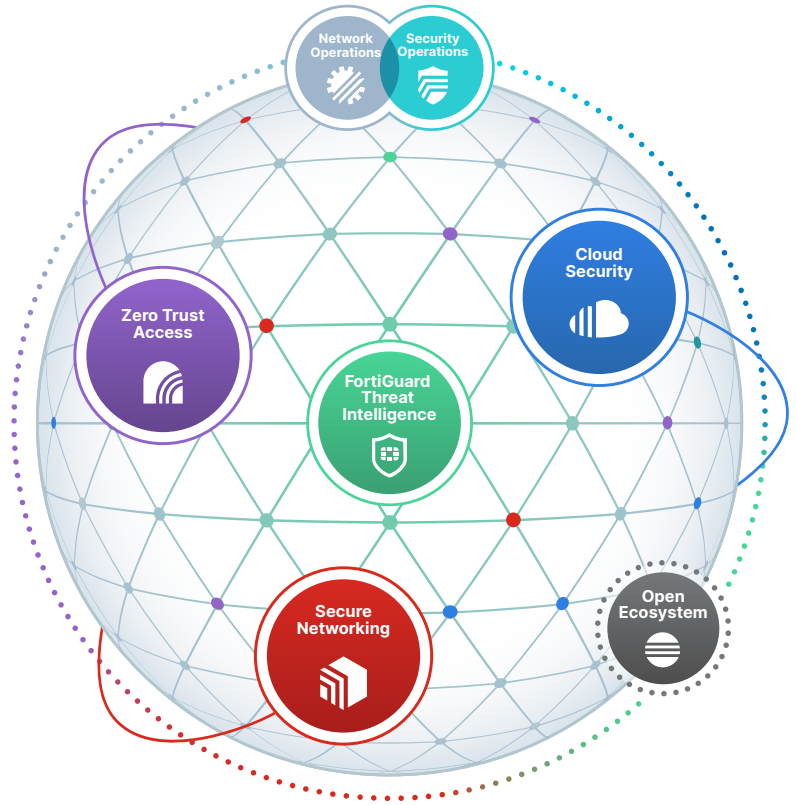
Broad

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

Zero Trust Access

- ZTNA Agent
- Authentication
- MFA/Token
- SASE

Secure Networking

- Network Firewall
- SD-WAN
- SD-Branch
- Web Proxy
- Wi-Fi
- Switching
- 5G/LTE
- Network Access Control
- And More...

Cloud Security

- Cloud Firewall
- SD-WAN for Multi-cloud
- WAF
- Email Security
- ADC / GSLB
- Anti-DDOS
- CASB

Network Operations

- Network Management
- Network Orchestration
- Network Monitoring
- Cloud Management
- Digital Experience Monitoring

Security Operations

- Endpoint Protection
- EDR, XDR, MDR
- UEBA
- Sandboxing
- Deception
- Analytics
- SIEM
- SOAR

Open Ecosystem

- Fabric Connectors
- Fabric API
- Fabric DevOps
- Extended Ecosystem

490+ Open Ecosystem Integrations

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 maintain 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 faster with Powerful combination of actionable local learning and AI & ML models on large-scale cloud-driven data lakes.

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

Threat hunting and Outbreak Alerts
Faster remediation with Alerts, analysis and detection, prevention and remediation tools including outbreaks.

Global Leadership & Collaboration: CYBER THREAT ALLIANCE | WORLD ECONOMIC FORUM | INTERPOL | NCI AGENCY

FortiGuard AI-Powered Security

Rich set of industry leading security capabilities unified into one security framework. Delivering coordinated, context-aware policy for hybrid deployments across networks, endpoints, and clouds. The services continually assess the risk and automatically adjust the 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
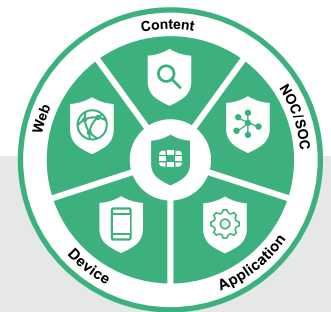
Consistent Context Aware Policy
Centralized detection and prevention delivered from the cloud built for hybrid environments

Coordinated Real-Time Prevention
Continuously assess the risks and automatically respond and counter known and unknown threats

FortiGuard Security Integration Across the Security Fabric

		FortiGuard	Proxy	FortiTrust	XDR	FortiWeb	FortiMail	FortiADC	SOC Platforms	FortiNDR
Content Security	Antivirus	✓	✓	✓	✓	✓	✓	✓		✓
	IS SBX	✓		✓	✓	✓	✓	✓		
	Credential Stuffing	✓	✓			✓		✓		
Web Security	URL	✓	✓	✓	✓	✓	✓			✓
	DNS	✓	✓	✓	✓					
	IP-REP	✓				✓	✓			
Device Security	DVC PROT	✓								
	IPS	✓	✓	✓				✓		✓
	BOT/C2	✓	✓	✓	✓					
Application Security	WAF SIG					✓				
	ANN							✓		
	AntiSpam						✓			
Soc Security	MITRE ATT&CK								✓	
	Threat Hunting				✓				✓	
	Auto IR				✓				✓	
	Outbreak							✓	✓	✓
	IoC				✓				✓	✓

New in FortiOS 7.2

NEW FortiSandbox Inline Blocking
NEW IoT/ IT Device protection
NEW Dedicated IPS
NEW SOC as a Service
NEW Outbreak Detection
Enhanced Web Security

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

Learn more at **Fortinet.com/fortiguard**

FortiOS – The Foundation of the 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

LAN Edge
Zero Touch Provisioning Campus and Large-Scale SD-Branch

ZTNA
Unified Policy Configuration in a Single GUI

FortiToken / FortiToken Cloud
Fido-based passwordless Authentication

SASE
Automated provisioning of ZTNA agents & Apps from FortiSASE

Identity
Zero Touch Provisioning Campus and Large-Scale SD-Branch

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 help 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.
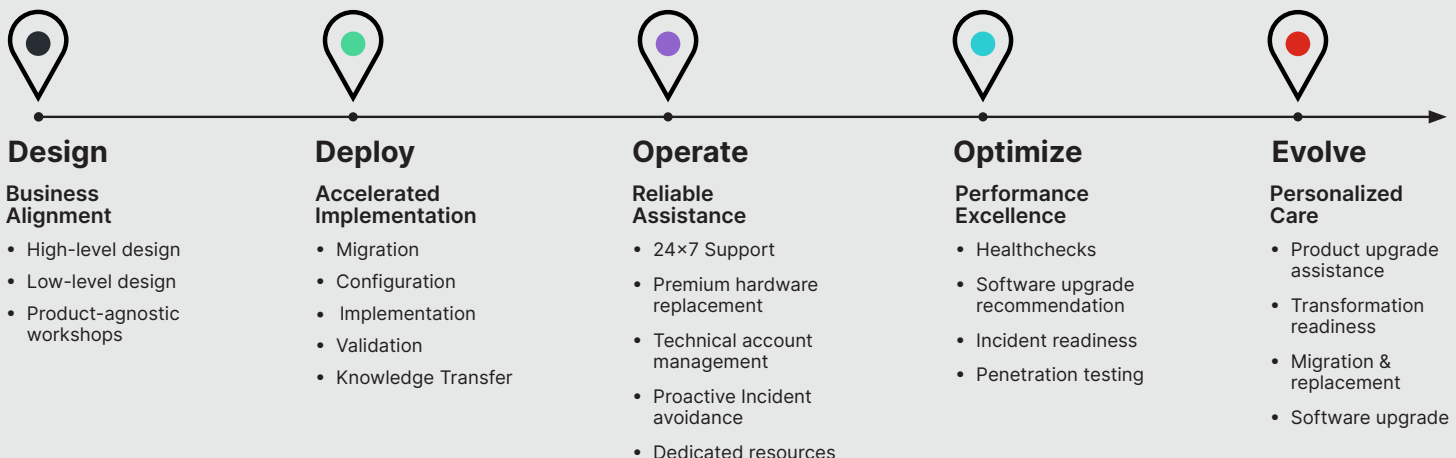
1400+ EXPERTS

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.

Design
Business Alignment
- High-level design
- Low-level design
- Product-agnostic workshops

Deploy
Accelerated Implementation
- Migration
- Configuration
- Implementation
- Validation
- Knowledge Transfer

Operate
Reliable Assistance
- 24×7 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.

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.

System-on-a-Chip 4
SoC4

The System-on-a-Chip consolidates network and content processing, delivering fast application identification, steering, and overlay performance.

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.

Entry-level Appliances

SSL Inspection (Gbps) — 6x More
Connections Per Second (K) — 9x More
Power Consumption (Watts/ Gbps FW) — 7x Less

(Industry Avg(1) vs FG 200F(2))

High-end Appliances

SSL Inspection (Gbps) — 9x More
Connections Per Second (M) — 9x More
Power Consumption (Watts/ Gbps FW) — 5x Less

(Industry Avg(1) vs FG 4401F(2))
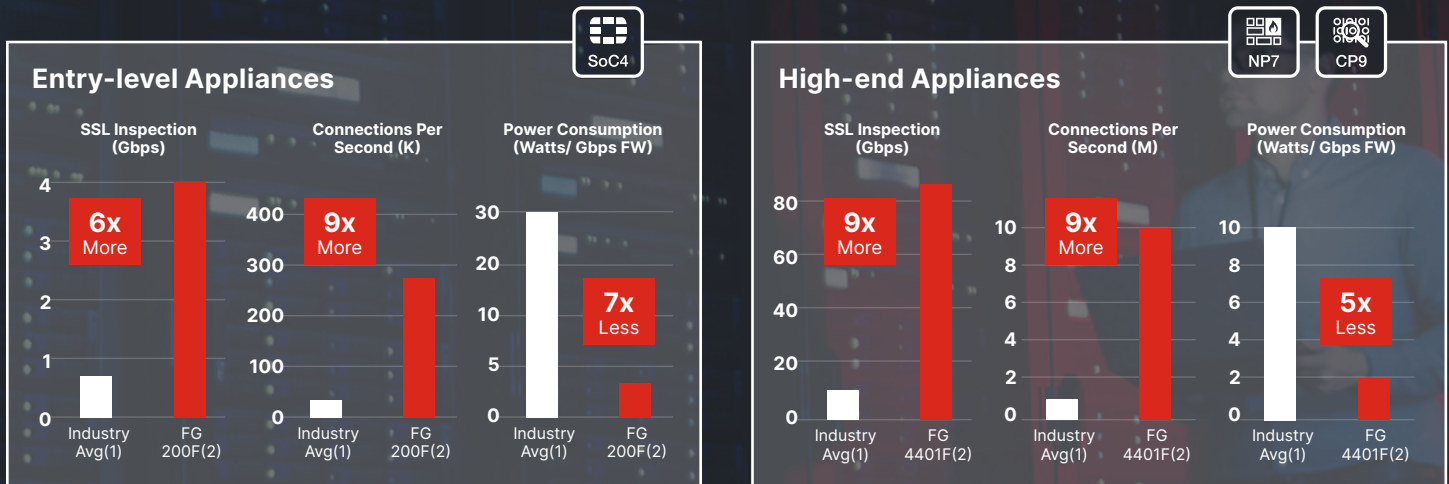
[1] Industry average (entry-level) is calculated as the average of the similarly priced PAN-820, Cisco FPR-1120, Juniper SRX-345, and Check Point SG-3600. Industry average (high end) is calculated as the average of the similarly priced PAN-7050, Cisco FPR-9300, Juniper SRX-5400, and Check Point SG-28000. All data from public datasheets.
[2] Fortinet metrics from public datasheets.

New Product Spotlight: FortiGate 600F series

Delivers scalable, high-performance convergence of networking and security

NP7 — Low-Latency & Industry-Leading Convergence

CP9 — Deep visibility & AI/ML Powered FGD Protection

Integrated ZTNA Enforcement

Specification	FortiGate 601F[1]	Security Compute Rating	Industry Average[2]	Palo Alto Networks Pa-3410	Check Point Quantum 6200	Cisco FPR-2110	Juniper SRX-380
Firewall	140 Gbps	15.5x	9 Gbps	14.5 Gbps	9 Gbps	3 Gbps	10 Gbps
IPsec VPN	55 Gbps	18x	3 Gbps	6.8 Gbps	2.57 Gbps	950 Mbps	3.5 Gbps
Threat Prevention	8 Gbps	4x	1.85 Gbps	5.2 Gbps	1.8 Gbps	N/A	N/A
SSL Inspection	7 Gbps	18x	.365 Gbps	N/A	N/A	365 Mbps	N/A
Concurrent Sessions	8M	6x	1.2M	1.4M	2M	1M	380,000
Connections per per second	500K	8x	61.45K	145K	67K	18K	50K

Source: All data from public datasheets.
[1] FortiGate 600F non-SSD variant is $11,878
[2] Industry average is calculated as the average of the similarly-priced PAN-5250, FPR-4115, Quantum 16200, and SRX4200

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 840,000 security certifications to date, Fortinet delivers expert-level training in local languages in over 130 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 94 countries and territories, while also focusing on recruiting women, minorities, veterans, and other underrepresented groups.

840,000+ CERTIFICATIONS

439 ACADEMIES

29 EDUCATION OUTREACH PARTNERS

NSE 1 — Information Security Awareness
Learn about today's cyberthreats and how you can secure your information.

NSE 2 — Security Associate
Learn about security solutions that have been created to address security problems faced by organizations.

NSE 3 — Security Associate
Learn about the key Fortinet products and the cybersecurity problems they address.

NSE 4 — Professional
Develop the knowledge required to manage the day-to-day configuration, monitoring, and operation of FortiGate devices to support corporate network security policies.

NSE 5 — Analyst
Develop a detailed understanding of how to implement network security management and analytics.

NSE 6 — Specialist
Develop an understanding of the Security Fabric products that augment FortiGate, providing deeper and more comprehensive network security.

NSE 7 — Architect
Develop the knowledge required to integrate Fortinet products into network security solution deployment and administration.

NSE 8 — 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 March 31, 2022

New Fortinet Security Awareness and Training Service

The Fortinet Training Institute has released a new Security Awareness and Training service, offering 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.

Our Pledge to Train 1 Million People by 2026

Fortinet has pledged to train 1 million people globally over 5 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.

CYBER SECURITY EXCELLENCE AWARDS ★ WINNER ★ 2022

2022 GLOBEE AWARDS SILVER WINNER — CYBER SECURITY GLOBAL EXCELLENCE

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.

ENGAGE
FORTINET PARTNER PROGRAM

60,000+
ACTIVE PARTNERS

The Engage Partner Program is designed to help partners built 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 endpoint, network, and cloud, and includes tools to easily connect with adjacent technologies.

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.

SPECIALIZATION	SPECIALIZATION	SPECIALIZATION
SD-WAN	Zero Trust Access	Security Operations
Data Center	Operational Technology	Cloud Security
LAN Edge and SD-Branch		

Analyst Recognition

WESTLANDS ADVISORY

Fortinet is recognized as a leader in The Westlands Advisory 2022 IT/OT Security Platform Navigator.
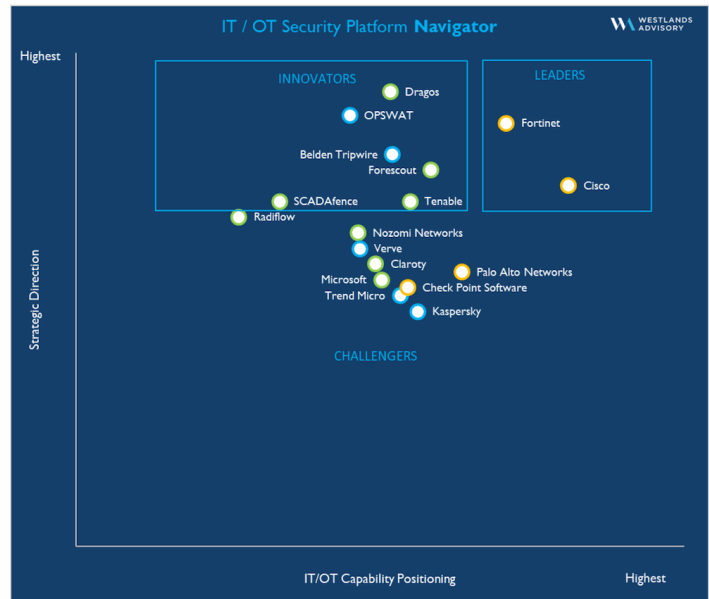
- Primarily NGFW & Zero Trust
- Mixed Capabilities
- Primarily Vulnerability Management & Threat Detection

IDC

Fortinet is positioned as a Leader in the 2021 IDC Marketscape for Worldwide SD-WAN Infrastructure.

FORRESTER®

Fortinet is positioned as a Strong Performer in 'The Forrester Wave™: Industrial Control Systems (ICS) Security Solutions, Q4 2021.'

FROST & SULLIVAN

Fortinet is one of the top vendors recognized in Frost & Sullivan's Frost Radar™ for email security, NAC, SWG, and SD-WAN.

Gartner®

Fortinet is recognized as a LEADER in 2 Gartner® 2021
Magic Quadrant™ Reports:

Network Firewalls   **WAN Edge Infrastructure**

Fortinet is also recognized in 4 additional Gartner 2021 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 2 additional Gartner 2020/2021 Magic Quadrant Reports:

Secure Web Gateway   **Indoor Location Services**

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.

virus BULLETIN
- Only vendor with all three VB100, VBSpam, and VBWeb certifications
- Highest "VBSpam+" rating

ICSA labs CERTIFIED
Certified in 5 technology areas:
- Anti-Malware Network
- Network Firewall
- IPsec VPN
- Web Application Firewall
- Advanced Threat Defense

AV comparatives
- Business Security Approved
- Antiphishing Approved

MITRE
100% Protection, 2 Years in a Row
- All Test Cases
- All Signature-Independent
- Top Analytical Detection

CUSTOMER RECOGNITION

Gartner peerinsights customers' choice™

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

5th largest airline in the United States.

HQ: United States

Region Stockholm

Sweden's largest regional health provider.

HQ: Sweden

SoftBank

SoftBank is a multinational conglomerate that aspires to drive towards digital transformation.

HQ: Japan

Checkers

A chain of double drive-thru restaurants in the United States. The company operates Checkers and Rally's restaurants in 28 states, and the District of Columbia.

HQ: United States

UNIVERSITY OF BIRMINGHAM

One of the UK'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™ Business Services

Orange is one of the world's leading telecommunications operators and global provider of IT and telecommunication services.

HQ: France

macquarie CLOUD SERVICES

Provider of flexible hybrid IT solutions for business and government.

HQ: Austrailia

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

FTNT Nasdaq Listed