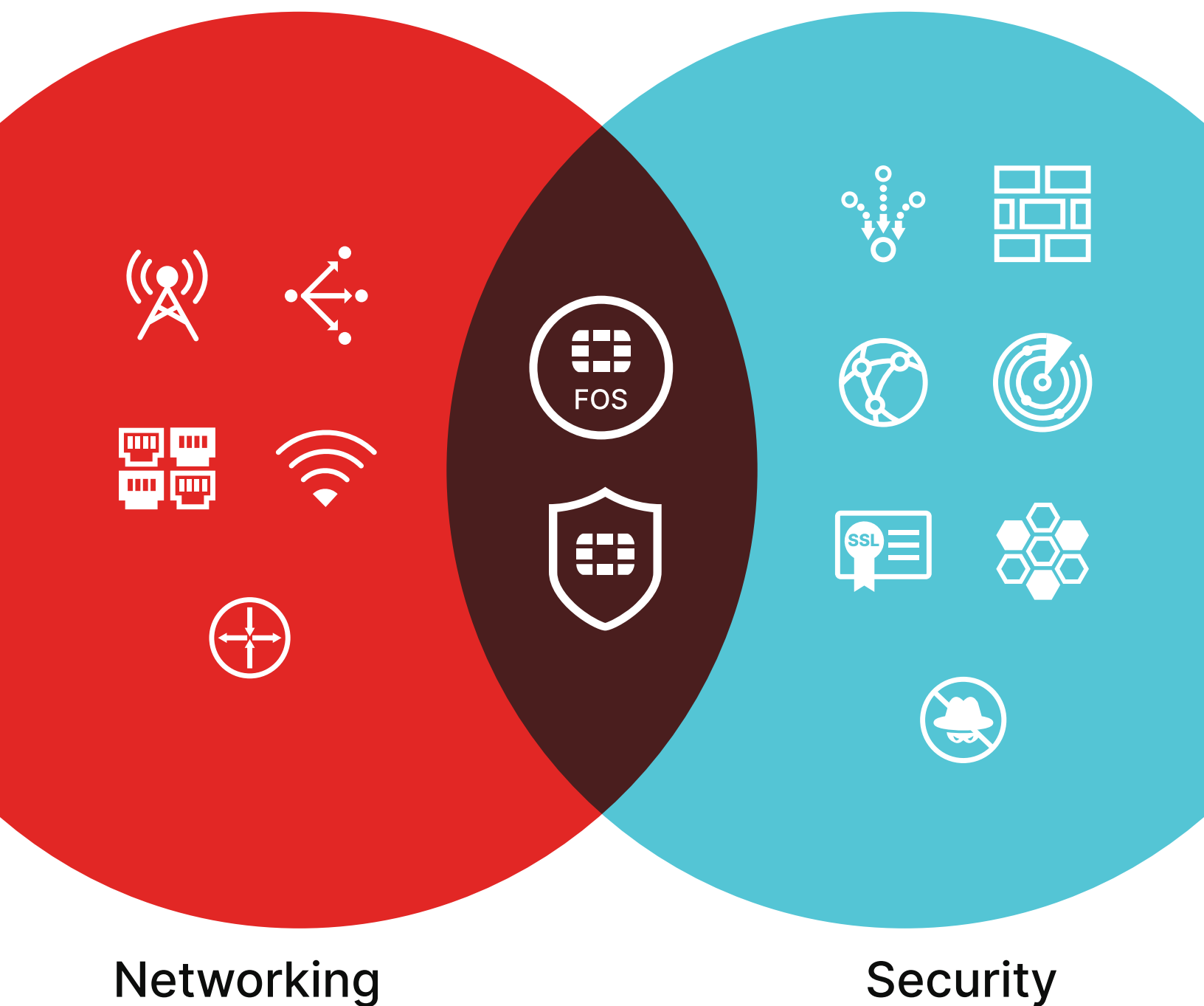


Convergence of Networking and Security

Digital Security, everywhere you need it.



FY 2021 Results

Revenue: \$3.34 B
Billings: \$4.18 B

Q2 2022 Results

Revenue: \$1.030 B
Billings: \$1.304 B

Op. Margin (GAAP): 19.0%
EPS (GAAP): \$0.21/share

Cash + Investments: \$1.943 B
Market Cap: \$44.6 B
(As of June 30, 2022)

Customers

595,000+

Cumulative Units Shipped

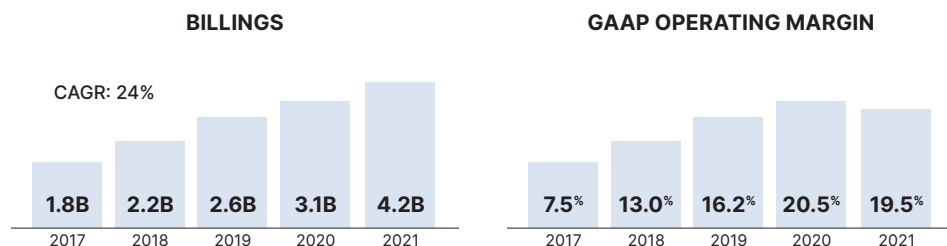
8.8+ Million

Headcount By Region

	US	3,413
AMERICAS	CANADA	2,162
	REST OF AMERICAS	784
	FRANCE	468
EMEA	UK	382
	REST OF EMEA	1,939
	INDIA	585
APAC	JAPAN	513
	REST OF APAC	1,262
TOTAL		11,508

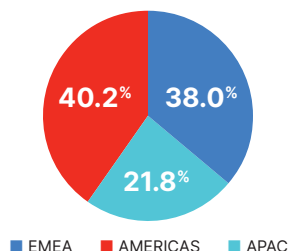
ALL INFORMATION AS OF JUNE 30, 2022

Strong Growth in Annual Billings and Profitability

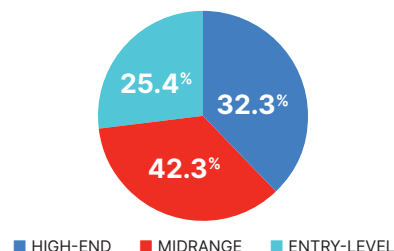


Highly Diversified Across Regions and Segments

Q2 2022
REVENUE BY REGION

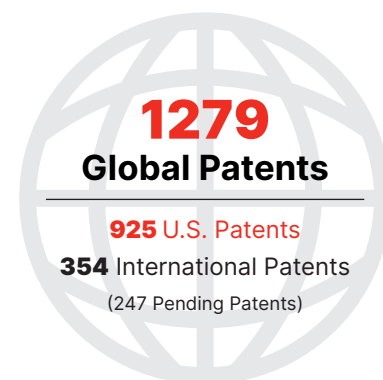
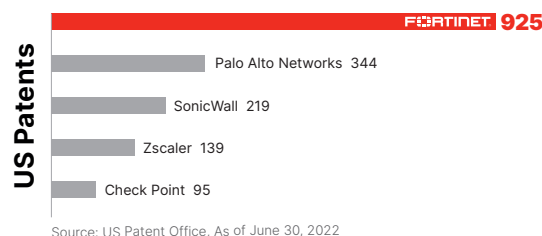


Q2 2022
BILLINGS BY SEGMENT



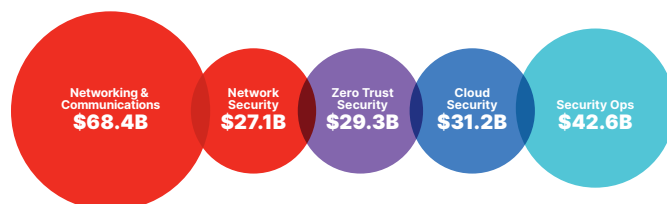
Technological Leadership

Nearly 3X more patents than comparable Network Security companies



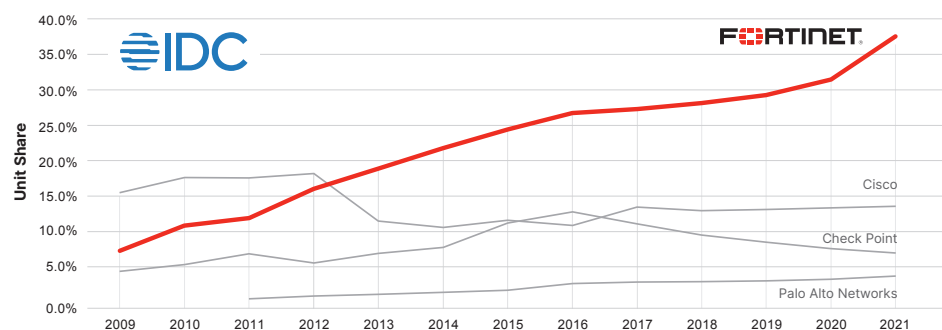
A Large and Growing Total Available Market

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



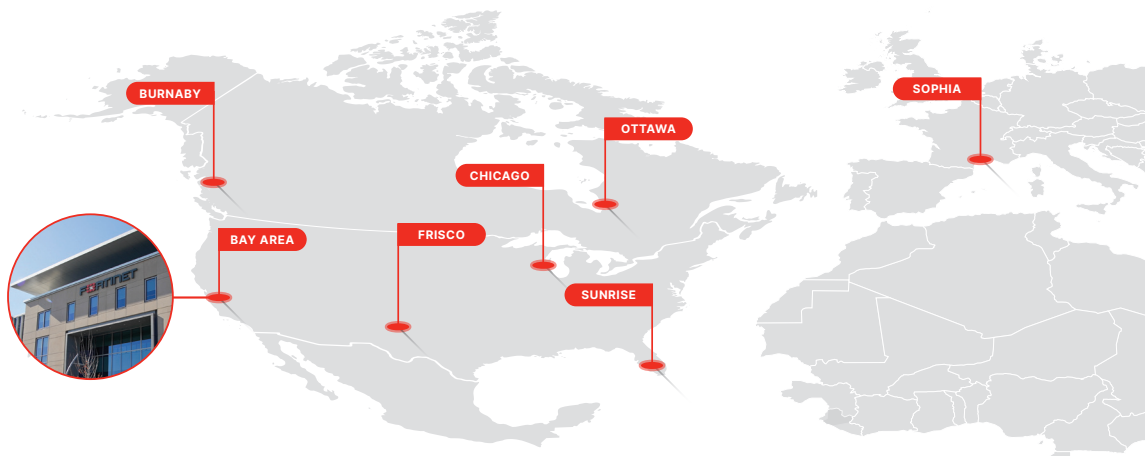
Source: IDC Worldwide Security Appliance Tracker, February 2022 (based on unit shipments of Firewall, UTM, and VPN appliances)

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.



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](https://www.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**



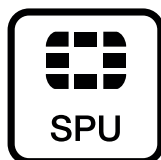
**Promoting Responsible
Business**

Key Fortinet Advantages



Security Fabric

Organically developed, highly integrated and automated cybersecurity platform



Security Processors

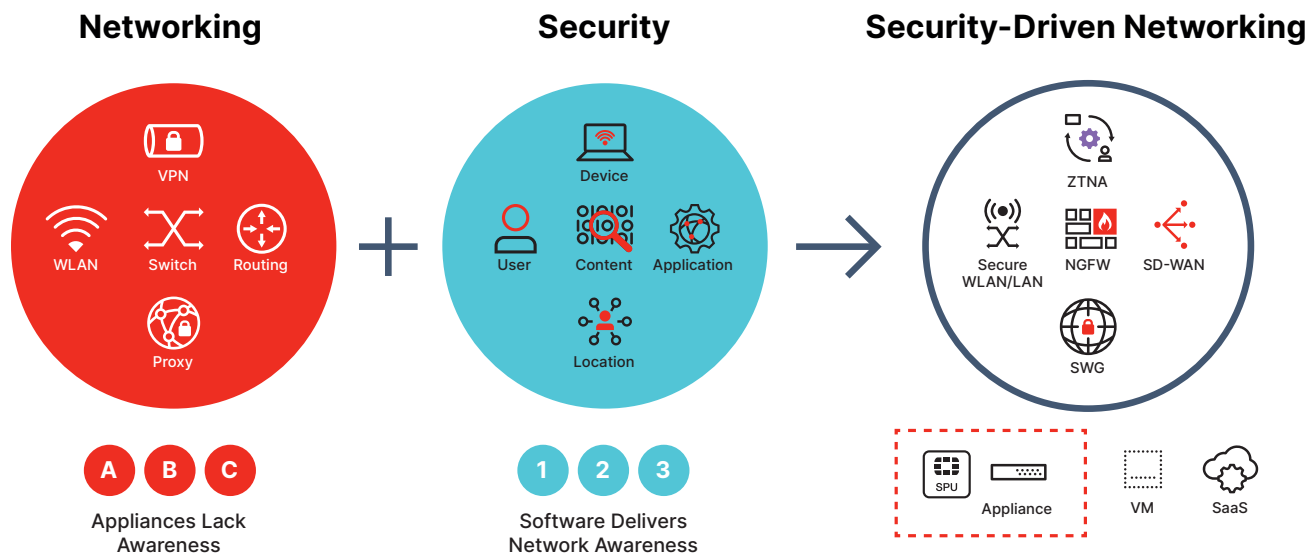
Superior NGFW and SD-WAN performance and efficiency

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

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

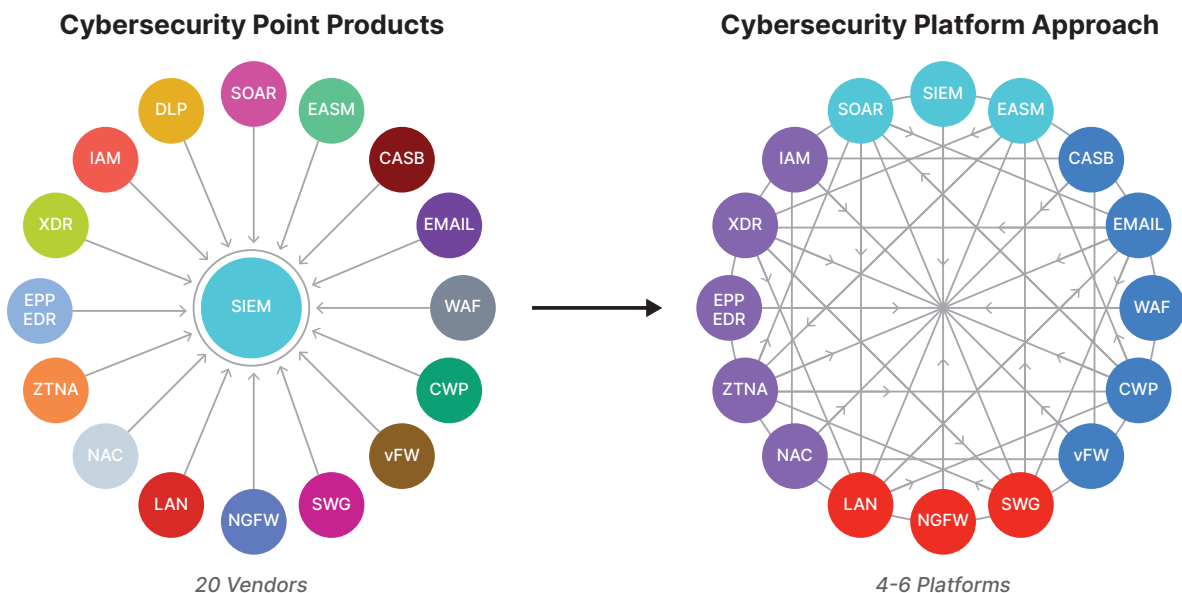
The Convergence of Networking and Security

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.



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.



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.

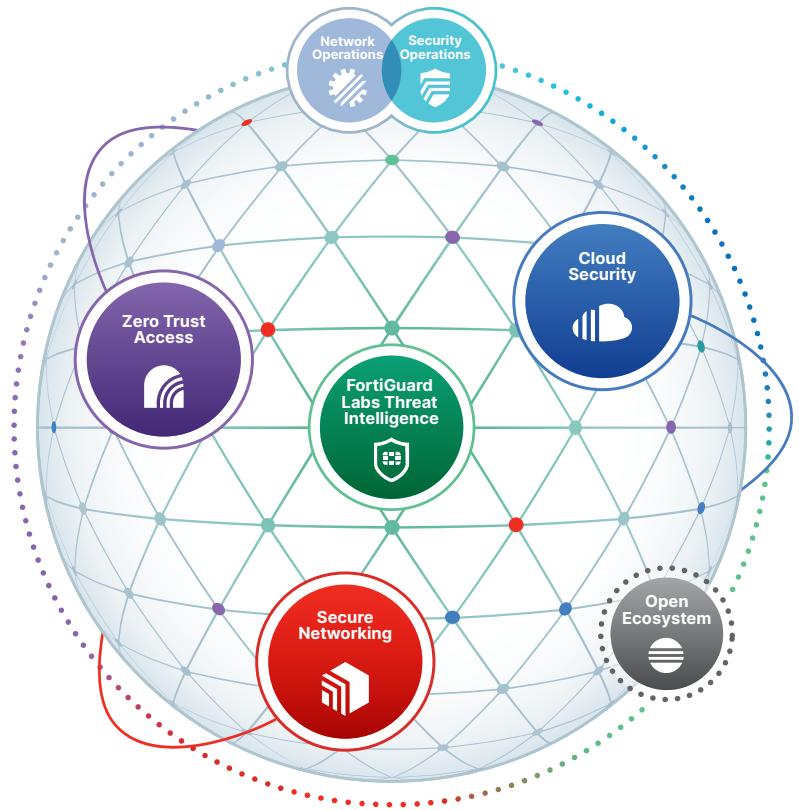
Integrated

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-native Protection
- DevSecOps
- 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 (EDR/ XDR)
- Automation: SIEM/ SOAR
- Managed SOC & MDR
- DRPS, EASM
- Deception



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:



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

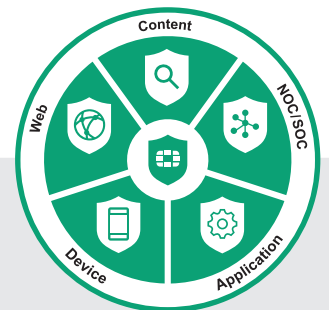
Centralized detection and prevention delivered from the cloud built for hybrid environments

Coordinated Real-Time Prevention

Continuously assess the risks and automatically respond and counter known and unknown threats

FortiGuard Security Integration Across the Security Fabric

		FortiGate (HW/VM/SAFE)	Proxy	FortiTrust	XDR	FortiWeb	FortiMail	FortiADC	SOC Platforms	FortiNDR
Content Security	Antivirus	✓	✓	✓	✓	✓	✓	✓		✓
	IL 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

FortiOS – The Foundation of the Security

Learn more at [Fortinet.com/fortios](https://fortinet.com/fortios)



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

Learn more at [Fortinet.com/support](https://fortinet.com/support)



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



24x7
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

- 24x7 Support
- Premium hardware replacement
- Technical account management
- Proactive Incident avoidance
- Dedicated resources



Optimize

Performance Excellence

- Health checks
- 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



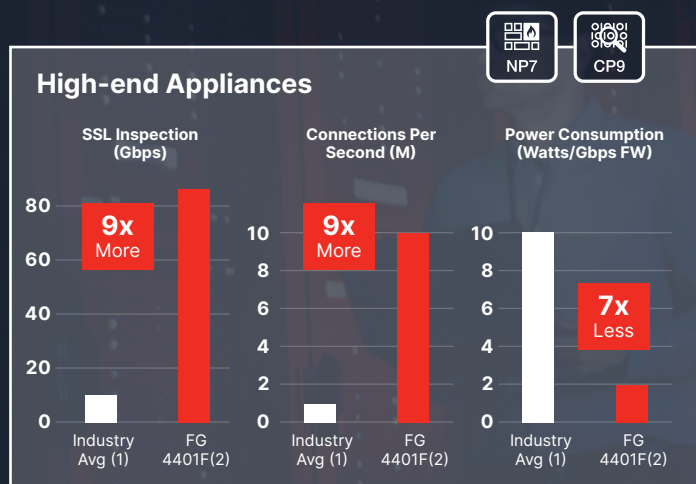
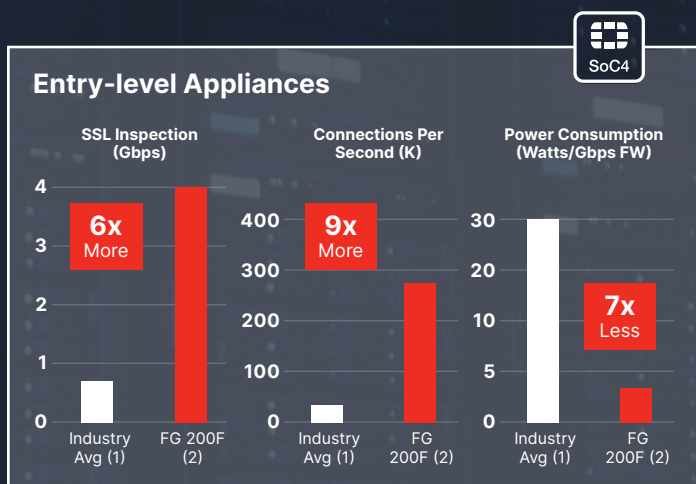
As a co-processor to the main CPU, Content Processors offload resource-intensive processing and drive content inspection to accelerate security functions.

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.



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 4800F series

Deliver ultra-high performance to secure Hyperscale data centers and 5G



Ultra-scalable and high-performance Security



Flexible, scalable dynamic, segmentation



Secure, ultra-high-performance DCI with 400G support

Specification	FortiGate 4801F ¹	Security Compute Rating	Industry Average ²	PAN PA-5450 ³	Check Point Quantum 28000	Cisco FPR-4145	Juniper SRX-5400 ⁴
Firewall	2.4 Tbps	15x	158 Gbps	136.4 Gbps	145 Gbps	80 Gbps	270 Gbps
IPsec VPN	800 Gbps	19x	42 Gbps	34.8 Gbps	49 Gbps	23 Mbps	60 Gbps
Threat Prevention	70 Gbps	1.5x	46 Gbps	61.8 Gbps	30 Gbps	N/A	N/A
SSL Inspection	55 Gbps	5.5x	10 Gbps	N/A	N/A	10 Gbps	N/A
Concurrent Sessions	280M/1760M ²	34x	51M	40M	32M	40M	91M
Connections per second	900K/25M ²	19x	1.3M	1.45M	615K	1.5M	1.7M

Notes:

1. Fortinet: Enabled by a Hyperscale License

2. PAN: Calculated with 2xNC and 2xDPC cards, no services and support. PAN Application Firewall used as they don't publish stateful FW

3. Juniper: SRX5400E-B2

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 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).



930,000+
CERTIFICATIONS



471
ACADEMIES
PARTNERS



29
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](https://fortinet.com/nse-training)

Figures as of June 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

At the National Cyber Workforce and Education Summit at the White House on July 19, 2022, Fortinet announced it is offering a customized academic version of its Security Awareness and Training service free to all U.S. school districts starting with more than 8 million staff and faculty. 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 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.



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 60,000+
FORTINET PARTNER PROGRAM ACTIVE PARTNERS

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

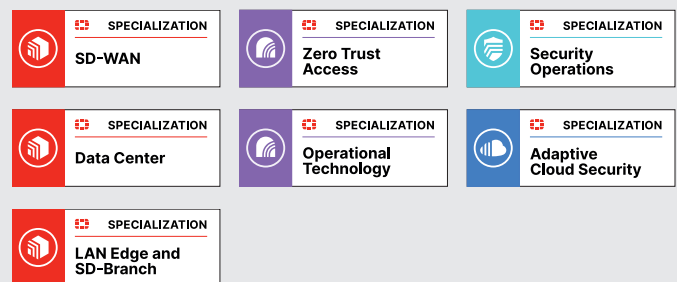
Fortinet's breadth of products are tightly integrated into one highly-automated, high-performing platform that spans endpoint, network, and cloud, and includes tools to easily connect with adjacent technologies.

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.



Analyst Recognition





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](https://fortinet.com/solutions/gartner-magic-quadrants)

GARTNER and MAGIC QUADRANT are registered trademarks and service marks of Gartner, Inc. and/or its affiliates in the U.S. and internationally and are used herein with permission. All rights reserved. Gartner Peer Insights content consists of the opinions of individual end users based on their own experiences with the vendors listed on the platform, should not be construed as statements of fact, nor do they represent the views of Gartner or its affiliates. Gartner does not endorse any vendor, product or service depicted in this content nor makes any warranties, expressed or implied, with respect to this content, about its accuracy or completeness, including any warranties of merchantability or fitness for a particular purpose.

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 VBWeb certifications
- Highest "VBSpam+" rating



Certified in 5 technology areas:

- Anti-Malware Network
- Network Firewall
- IPsec VPN
- Web Application Firewall
- Advanced Threat Defense



- Antiphishing Approved



100% Protection, 2 Years in a Row

- All Test Cases
- All Signature-Independent
- Top Analytical Detection

CUSTOMER RECOGNITION



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

Gartner, Gartner Peer Insights 'Voice of the Customer': Network Firewalls, Peer Contributors, 9 April 2021

Gartner, Gartner Peer Insights 'Voice of the Customer': Wired and Wireless LAN Access Infrastructure, Peer Contributors, 12 May 2021

Gartner, Gartner Peer Insights 'Voice of the Customer': Email Security, Peer Contributors, 5 February 2021

Gartner, Gartner Peer Insights 'Voice of the Customer': WAN Edge Infrastructure, Peer Contributors, 5 February 2021

The GARTNER PEER INSIGHTS CUSTOMERS' CHOICE badge is a trademark and service mark of Gartner, Inc. and/or its affiliates and is used herein with permission. All rights reserved. Gartner Peer Insights Customers' Choice constitute the subjective opinions of individual end-user reviews, ratings, and data applied against a documented methodology; they neither represent the views of, nor constitute an endorsement by, Gartner or its affiliates.

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



5th largest airline in the United States.

HQ: United States



Sweden's largest regional health provider.

HQ: Sweden



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

HQ: Japan



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



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



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



Business Services

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

HQ: France



Provider of flexible hybrid IT solutions for business and government.

HQ: Australia

Visit [Fortinet.com/Customers](https://fortinet.com/customers) to see how many of our customers benefit from Fortinet solutions and the Fortinet Security Fabric.

