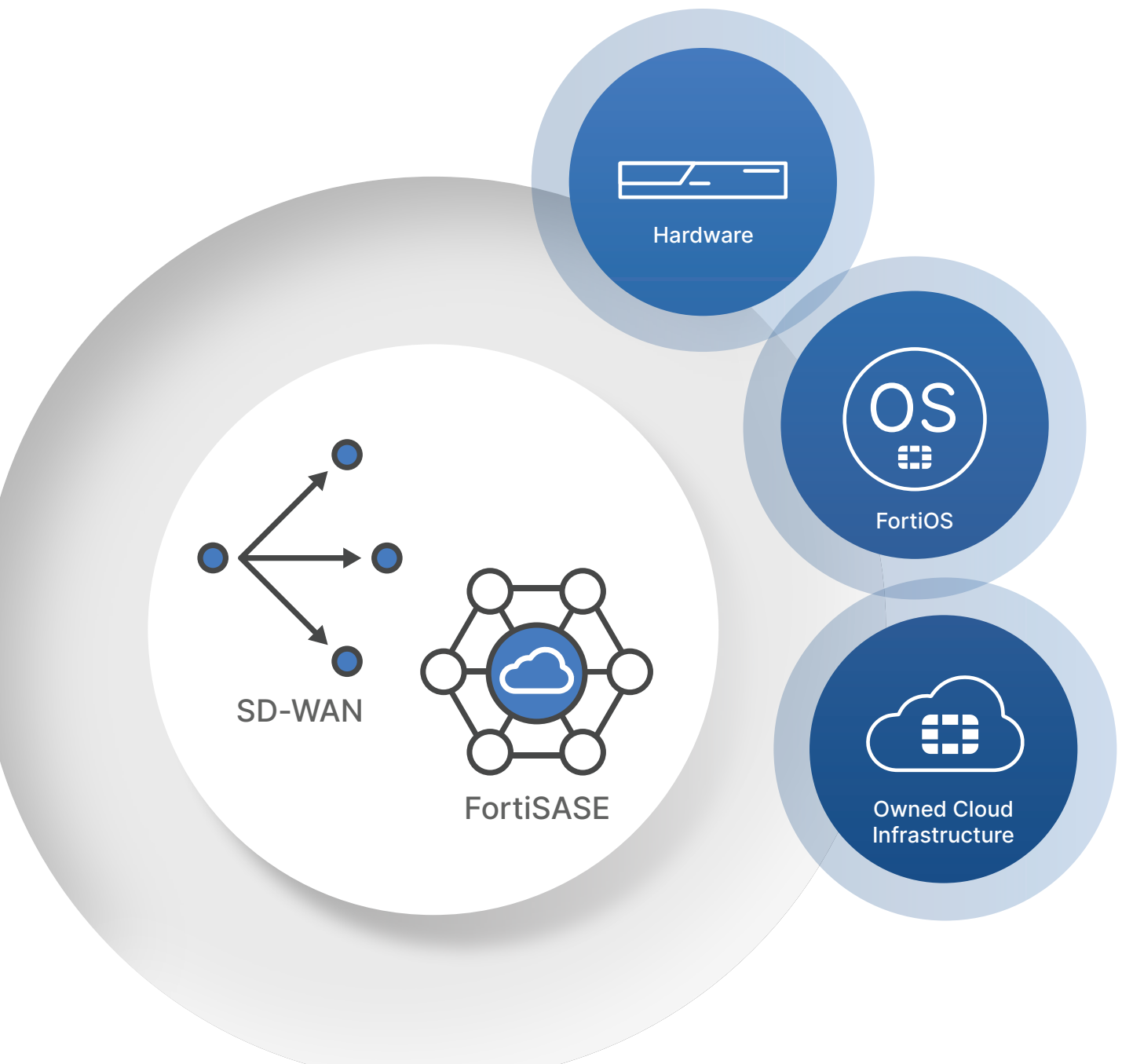


Simplified SASE. Flexible Connectivity.

The only solution to integrate all SASE functions into one OS, delivered from hardware to cloud



Leading. Long-Term. Loyalty.

- **Founded:** October 2000
- **Member of:** Dow Jones Sustainability Index
- **Headquarters:** Sunnyvale, CA
- **NASDAQ 100 and S&P 500**
- **Fortinet IPO (FTNT):** November 2009

FY 2023 Results

Revenue \$5.305B
Billings \$6.40B

Q3 2024 Results

Revenue \$1.508B
Billings \$1.582B
Op. Margin (GAAP) 31.2%
EPS (GAAP) \$0.70/share

Cash + Investments \$3.701B
Market Cap \$59.4B
AS OF SEPT 30, 2024

Customers

805,000+

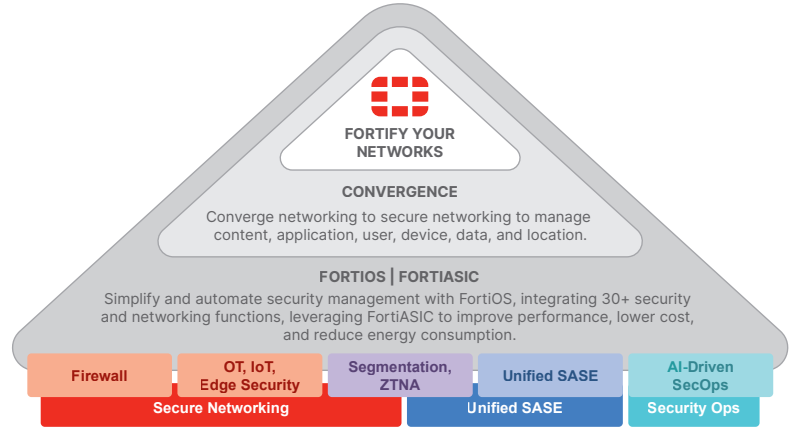
Cumulative Units Shipped

13.2+ Million

Headcount by Region

	U.S.	4,013
AMERICAS	CANADA	2,661
	REST OF AMERICAS	972
	FRANCE	521
EMEA	U.K.	539
	REST OF EMEA	2,561
	INDIA	724
APAC	JAPAN	624
	REST OF APAC	1,371
TOTAL		13,986

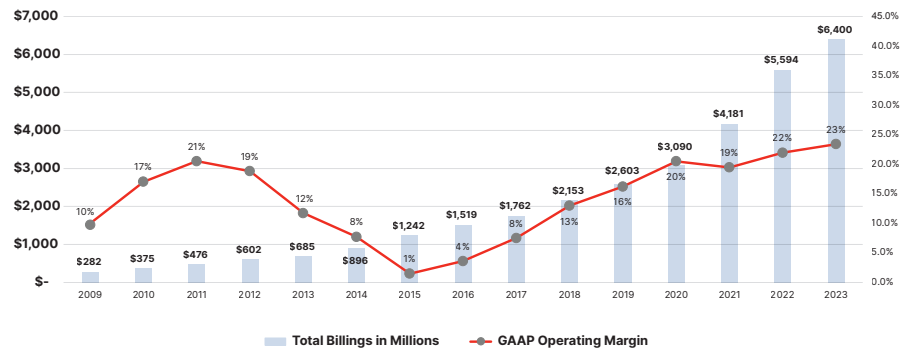
ALL INFORMATION AS OF SEPT 30, 2024



Our forward-thinking approach drives innovation, fosters strong relationships, and secures long-term success. This prepares us for sustained market leadership and continued customer trust.

Global Leader in Product Growth with Strong Growth in Annual Billings and Profitability

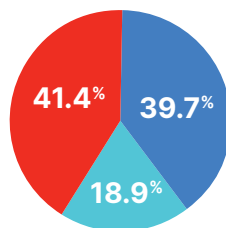
GAAP profitable every year since IPO



2009-2024 CAGR: 23%

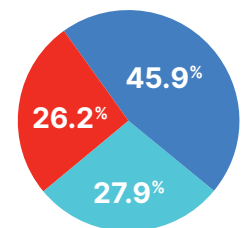
Highly Diversified Across Regions and Segments

Q3 2024 REVENUE BY REGION



■ AMERICAS ■ EMEA ■ APAC

Q3 2024 BILLINGS BY SEGMENT



■ HIGH-END ■ MIDRANGE ■ ENTRY-LEVEL

#1 Network Security Company in the World

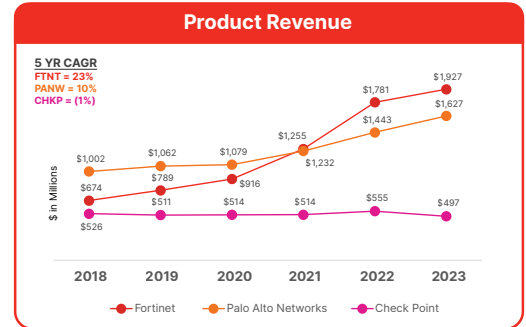
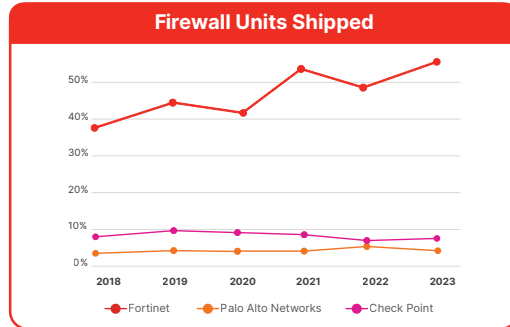
#1 in Enterprise

77% of Fortune 100 and 71% of Global 2000 depend on Fortinet to stay secure.



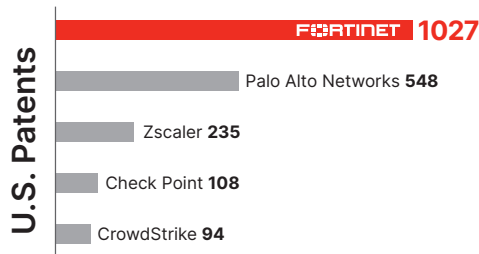
#1 in Network Security

"Fortinet is the #1 vendor for firewall shipments globally with more than 50% share."
-650 Group



#1 in Innovation

2x more patents than comparable cybersecurity companies.



Source: U.S. Patent Office, as of Sept 30, 2024



Includes patents from Lacework and Next DLP acquisitions

Innovation ~\$3.2B

investment in innovation since 2017, with 85% R&D

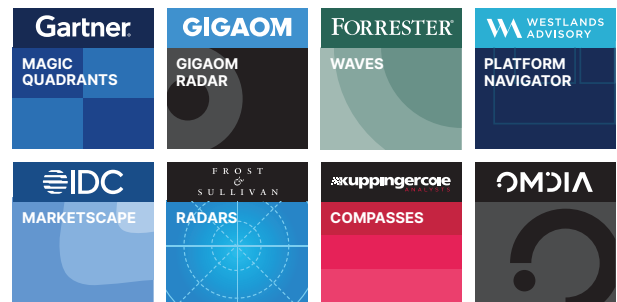
Capital Return ~\$6.6B

repurchased 219M shares since 2017

#1 Most Third-Party Validated

Leadership positions in nine Gartner Magic Quadrants.

130+
Enterprise Analyst Reports Validate Fortinet Across Networking and Security



#1 in Product Energy-Efficiency

Product environmental impacts are central to our sustainability approach.

Second Consecutive Year

Member of
Dow Jones Sustainability Indices

Powered by the S&P Global CSA

Pledge to Reach Net Zero

By 2030 across scopes 1 and 2 emissions from Fortinet's owned facilities worldwide.



Lead in Energy-Efficiency

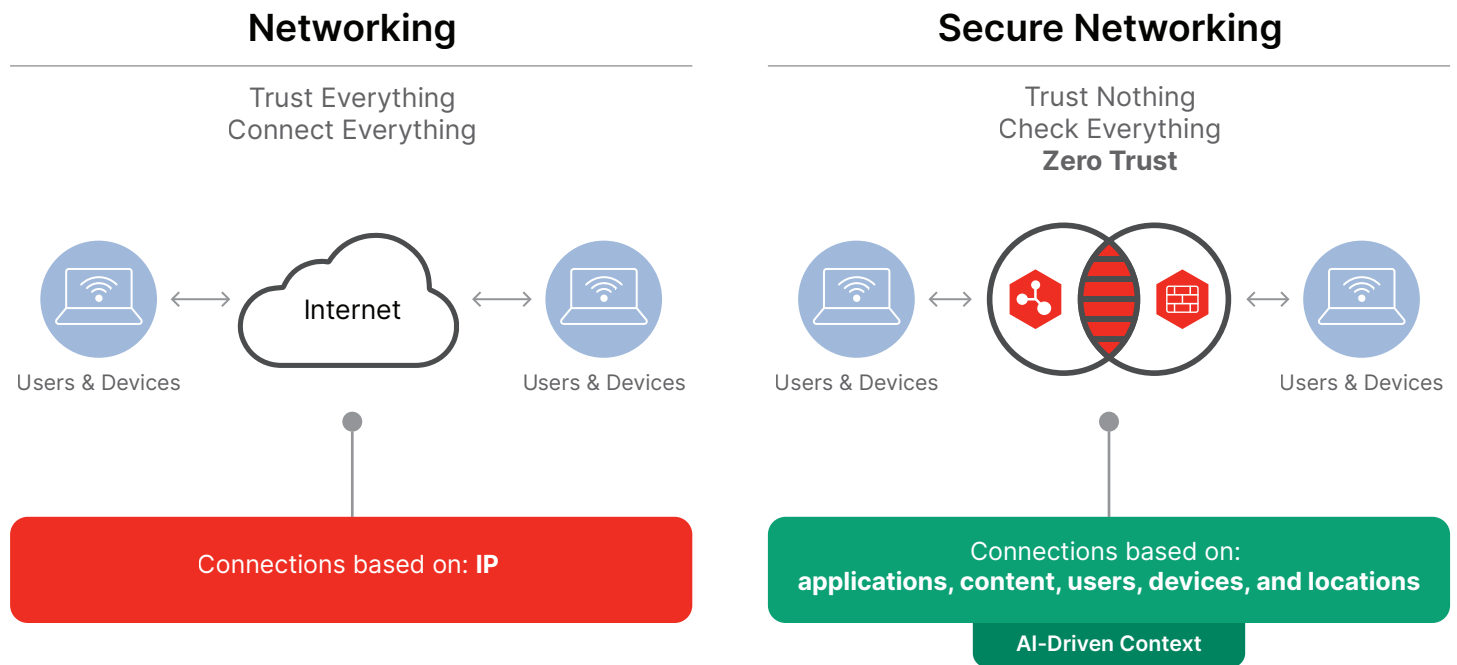
88% less power consumption over industry-standard CPU

62% average reduction on product energy consumption¹

¹ Based on new models of 2022 FortiGate F series (compared to equivalent models from previous generation).

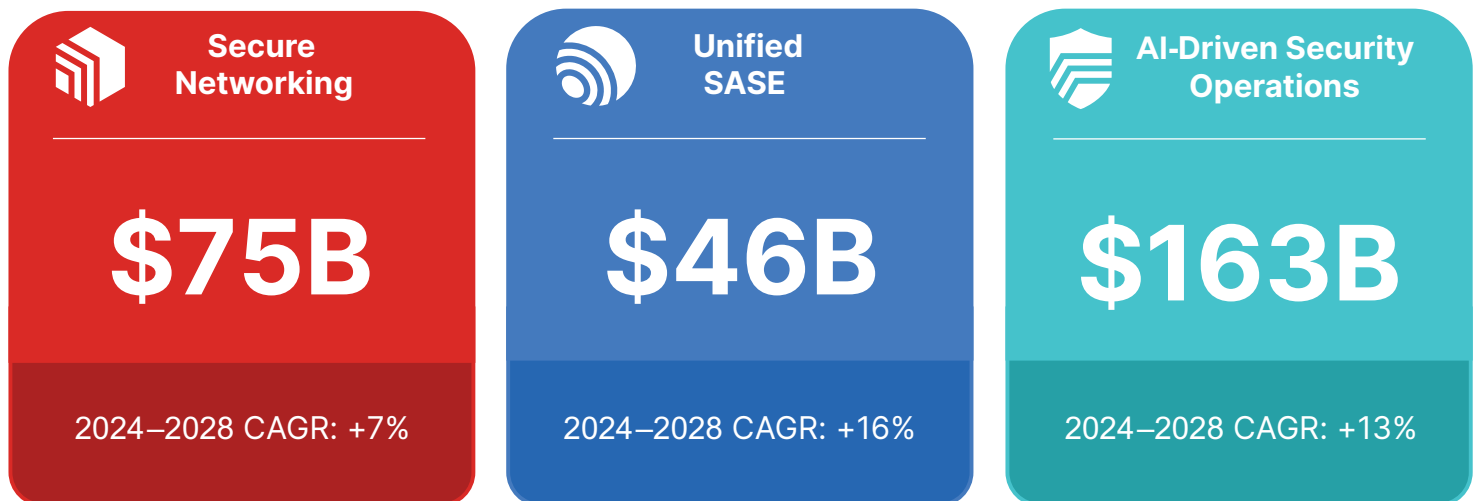
Security at the Application and Content Layers

Designed 50 years ago, most networking protocols still rely on trust, allowing cyberattacks to hide in application and content layers. Fortinet Secure Networking uses a zero-trust strategy to verify all applications, content, data, users, devices, and locations before connecting.



Total TAM of \$183B in 2024, Growing to \$284B by 2028

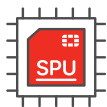
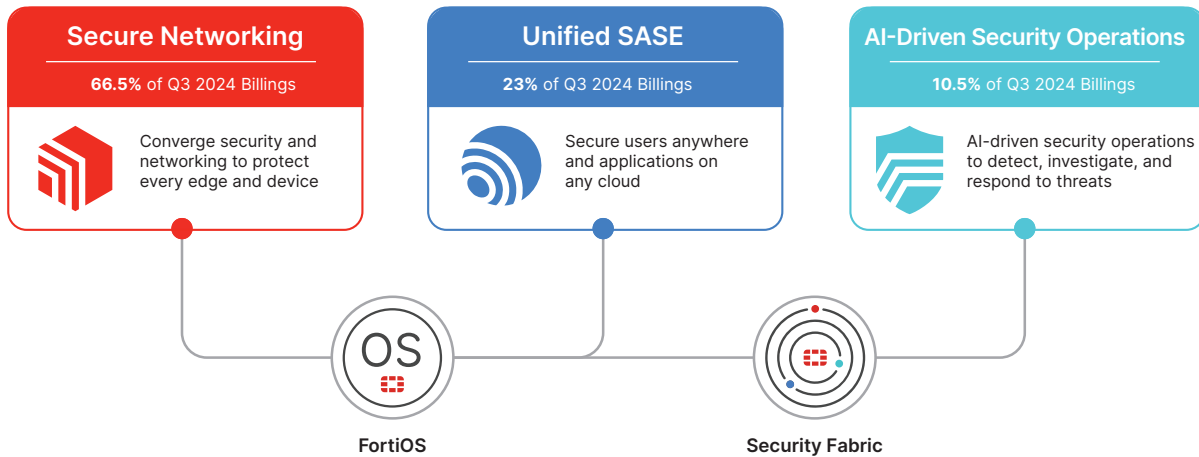
Gartner predicts secure networking will surpass connection-only networking by 2030 as organizations prioritize investments in solutions like NGFW, Secure SD-WAN, SASE, and ZTNA. This shift requires closer collaboration among networking and security teams, particularly in the NOC and SOC.



*Added CNAPP TAM of \$17B from Lacework acquisition.
Added DLP TAM of \$2.9B from Next DLP acquisition.*

Converged Network Operating System and Security Fabric Platform

Our platform addresses the three critical cybersecurity approaches organizations need to meet evolving business requirements: simplify complex networks, distributed users, and hybrid applications through security convergence and consolidation, with flexible consumption models for easy purchasing.



The Only Purpose-Built Proprietary ASIC

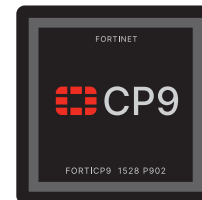
Fortinet's ASIC-based security processing units (SPUs) enhance speed, efficiency, and value, improve user experience, and reduce footprint and power needs. Our SPU-powered appliances deliver superior Security Compute Ratings in all environments.

Network Processor 7 NP7



Network processors operate inline to deliver unmatched performance for network functions and hyperscale for stateful firewall functions.

Content Processor 9 CP9



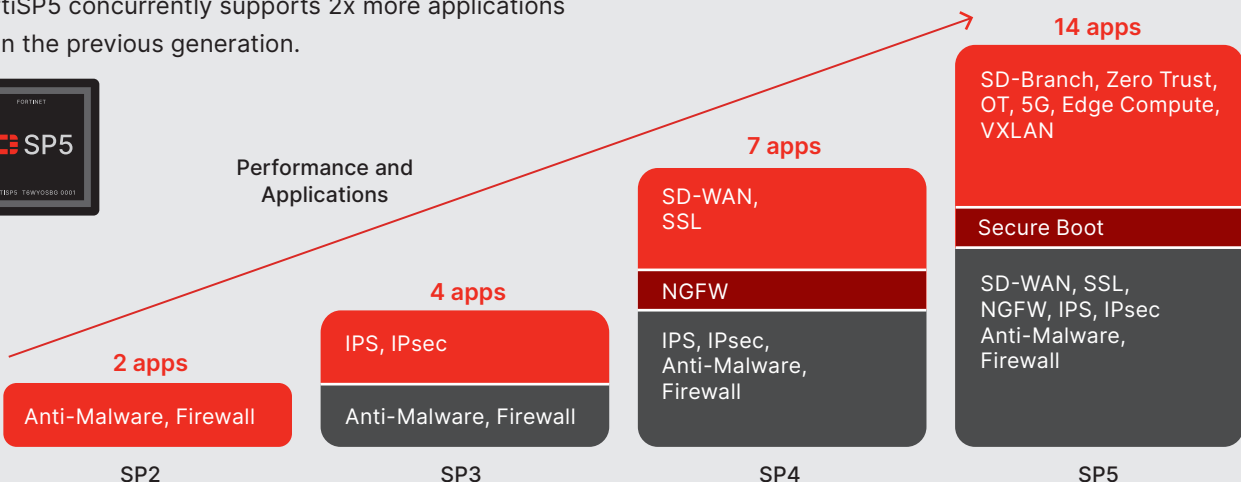
As a co-processor to the main CPU, content processors offload resource-intensive processing and drive content inspection to accelerate security functions.

Security Processor 5 SP5



The security processor consolidates network and content processing, delivering fast application identification, steering, and overlay performance.

FortiSP5 concurrently supports 2x more applications than the previous generation.





Technology Advancements Enable Refresh and Replace Opportunities

Firewall appliances typically need replacing every four to five years to maintain performance and functionality. Fortinet FortiGate firewalls are 5–10x faster than competitors’ firewalls, with more integrated and automated functions, while FortiOS and FortiASIC integration makes them 5x more power-efficient.

Better Performance

Security Compute Rating

7x better than the competition

201G Security Compute Rating

Better Efficiency

Security Compute Rating - Energy

29x better than the competition

90G Security Compute Rating

Better Security

FortiGuard Labs

99.98% security effectiveness

Competitors: <80% security effectiveness

NetSecOPEN Certification Lab Report

Data Center Perimeter Firewall

Core Segmentation Firewall

Distributed Firewall

Firewall-as-a-Service

OT Firewall

Cloud-Native Firewall

Virtual Machine Firewall

Container Firewall

Expand to Hybrid Mesh Firewall

Energy-efficiency

Cutting-edge SP5 security chip

New standard in network connectivity

Performance numbers taken from external data sheets match as closely as possible. Different testing methodologies may be applied by different vendors.

FortiGate 50G NGFW with Dual 5G Support

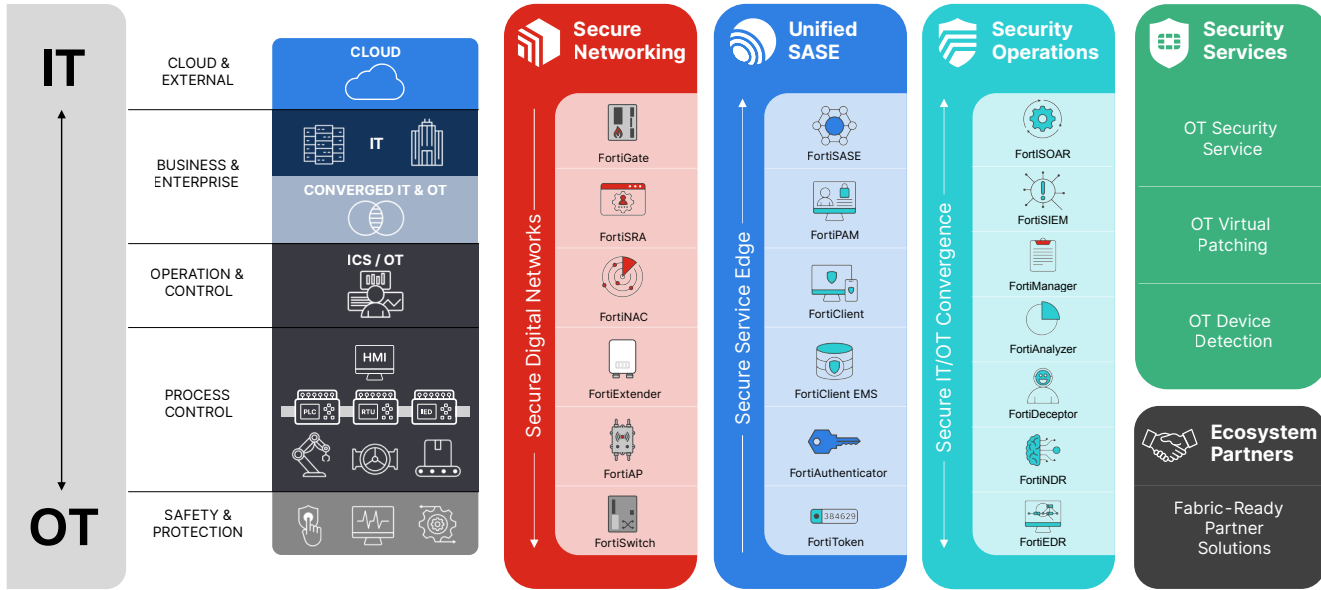
The 50G-5G series is a new addition to FortiGate NGFW family specifically designed to secure 5G networks. Powered by the latest SP5 ASIC processor, FortiGate 50G-5G delivers the best security and network performance in its class. This new firewall supports dual-5G modules to add additional connectivity for branch offices or rural locations where connectivity is critical. In addition, the 50G series offers a wide range of appliance selections with built-in storage, Wi-Fi, and the support for PoE, DSL, and SFP connections.

Specifications	Fortinet FortiGate 50G	Security Compute Rating	Competitive Average	Check Point 1555	Cisco Meraki MX67	Juniper SRX 300	Palo Alto Networks PA-410
Firewall (Gbps)	5	4x	1.25	1	.70	1.9	1.4
IPsec VPN (Gbps)	4.5	6.7x	.67	1.3	.40	.34	.65
Threat Protection (Gbps)	1.1	2.4x	.46	.45	.40	.17	.80
Concurrent Sessions	720,000	1.9x	376,000	1,000,000	-	64,000	64,000
Connections Per Second	85,000	8.5x	10,000	14,000	-	5,000	11,000
Clients to GW Tunnels	200	1.3x	153	-	50	256	-
Power-Efficiency							
Max Power Consumption (Watts)	8.9	2.1x	18.71	17.92	14	24.9	18
Heat Dissipation BTU/hr	30.35	2.5x	74.70	61.11	-	85	78
Watts/Gbps Firewall Throughput	1.78	9x	15.97	17.92	20	13.11	12.86
Watts/Gbps IPsec VPN Throughput	1.98	18.9x	37.43	13.78	35	73.24	27.69
BTU/hr per Gbps of Firewall Throughput	6.07	8.9x	53.85	61.11	-	44.74	55.71

6

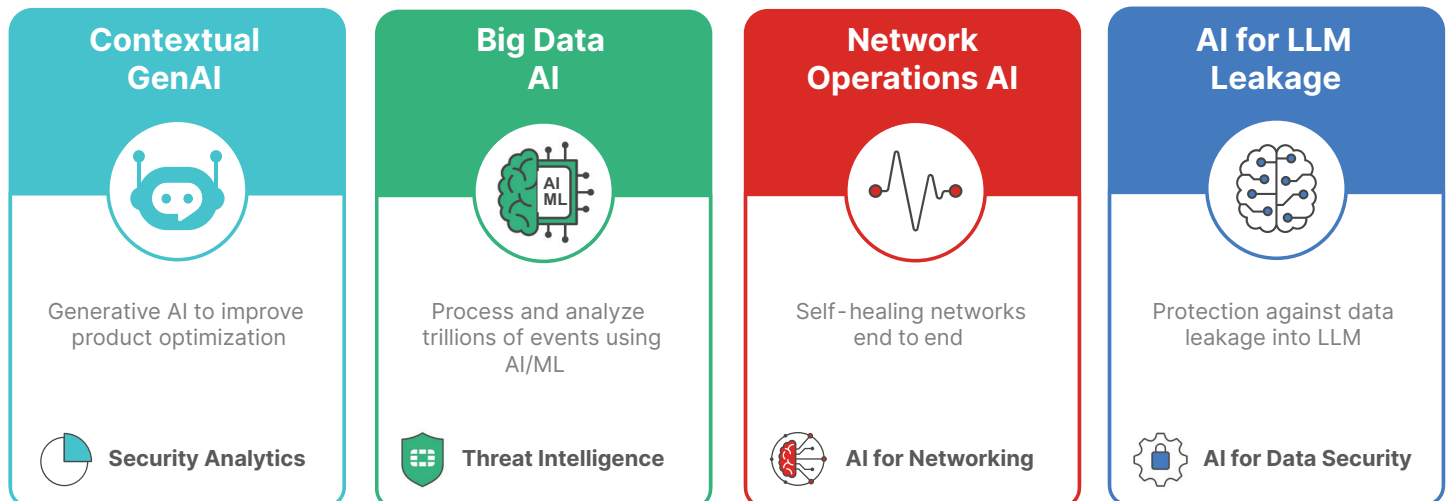
The Only Way to Secure Agentless Devices Is Through Secure Networking

Securing OT/IoT devices, which often cannot support security agents, relies on secure networking. Fortinet, a leader in OT/IoT security, offers the broadest range of solutions tailored to healthcare, manufacturing, utilities, and more, as recognized in the Westlands Advisory Platform Navigator report.



AI-Powered Innovations: Broad, Intelligent Defense Across the Platform

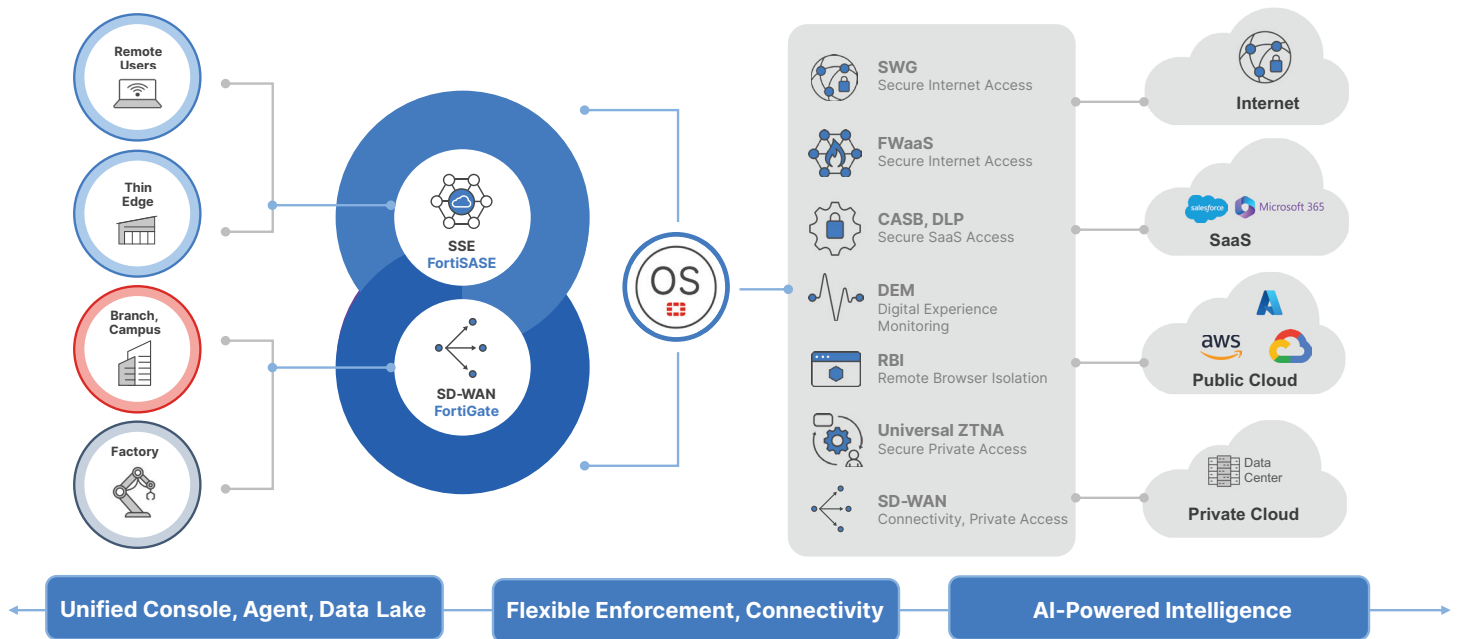
Fortinet leverages advanced AI capabilities to enhance detection, response, and operational efficiency. FortiAI, integrates generative AI across multiple products to aid in deployment, troubleshooting, and proactive threat detection, reducing manual intervention and improving response times. Additionally, Fortinet employs AI for behavioral analytics, network traffic inspection, and malware detection, significantly strengthening the platform.





Single-Vendor SASE Requires a Hybrid Approach

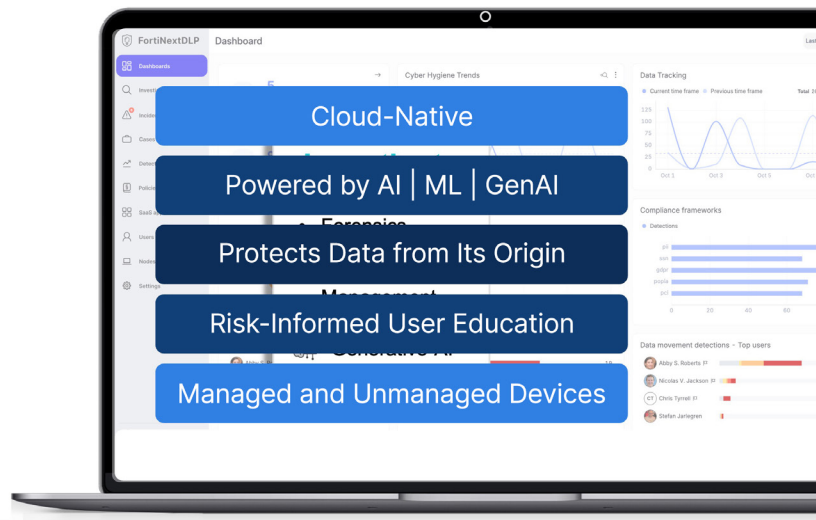
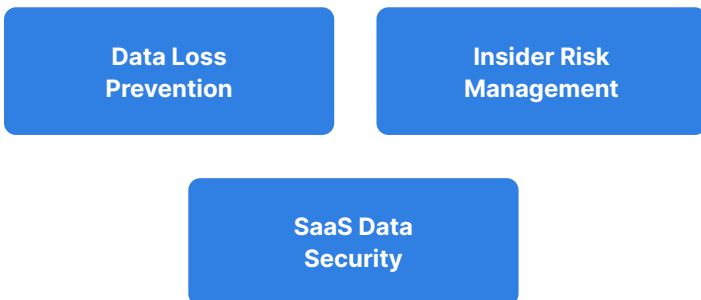
Fortinet's Unified SASE provides two advantages over competitors: It's the only solution to integrate all SASE functions, including SD-WAN and SSE, directly into FortiOS, and it uniquely offers SASE deployment in both cloud and on-premises environments using software and hardware agents.



Anticipate and Prevent Data Theft

FortiDLP is a next-generation, AI-enhanced and cloud-native endpoint data protection solution that prevents data leaks and loss, detects behavior-related threats and insider risk, and trains employees to make risk-informed decisions when handling sensitive data.

- Full visibility into data flows and risks
- Real-time context and content-level inspection
- Data protection across SaaS apps, including shadow AI
- Risk-informed user education at the point of data access



Automatically maps detections to MITRE Engenuity™ Insider Threat TTP Knowledge Base.



FortiGuard Labs: The AI Engine Behind Advanced, Proactive Security

FortiGuard Labs, Fortinet’s elite cybersecurity research organization, offers timely protection and actionable threat intelligence to customers and collaborates with law enforcement, government agencies, and security vendors worldwide to tackle emerging risks. FortiGuard Labs enhances the Fortinet Security Fabric with AI/ML-driven, proactive, and unified defense capabilities.



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 with 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

Fortinet’s industry-leading security capabilities have been unified into a single security framework to deliver coordinated, context-aware policy for hybrid deployments across networks, endpoints, and clouds, continually assessing risk and automatically adjusting 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 and built for hybrid environments.

Coordinated Real-Time Prevention

Continuous risk assessment and automatic response to counter known and unknown threats.



FortiCare: Expertise at Your Service

Learn more at fortinet.com/support

FortiCare Services supports thousands of organizations, ensuring they get the most from their Fortinet Security Fabric solutions. With over 1,900 experts, we offer accelerated implementation, reliable assistance, and proactive care whether on-prem, cloud-based, or hybrid. We support you through your entire digital journey—from design and implementation to optimization and ongoing management—allowing you to focus on your business needs.

1,900+
EXPERTS



24x7
TECHNICAL
SUPPORT



23
GLOBAL SUPPORT
CENTERS



Our Global Partner Commitment

Fortinet leverages a global network of trusted advisors to secure your digital acceleration and strategically drive business growth.

ENGAGE **100,000+** FORTINET PARTNER PROGRAM ACTIVE PARTNERS

The Engage Partner Program helps partners leverage 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.

FORTINET Training Institute

Fortinet has pledged to train 1 million people by 2026 through our Training Advancement Agenda (TAA) and award-winning Training Institute programs.

NSE Certification Program

The NSE Certification Program provides 12 certifications across five career paths, from foundational to expert levels, supported by 120 Authorized Training Centers in 153 countries.

Training and Education Outreach Programs

Fortinet has increased access to certifications to a diverse population, including women, minorities, veterans, and other underrepresented groups.

Security Awareness and Training Service

Awareness and training on today's cybersecurity threats help IT, security, and compliance leaders build a cyber-aware culture.

1,695,800+
CERTIFICATIONS

763
ACADEMIC PARTNERS IN 101 COUNTRIES

50
EDUCATION OUTREACH AND VETERANS PROGRAM PARTNERS



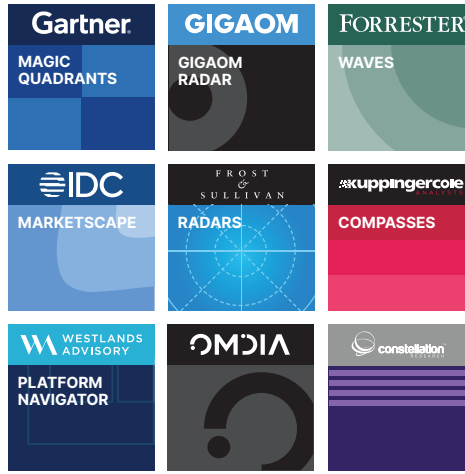
- Cybersecurity
- Security Operations
- Public Cloud Security
- Network Security
- Zero Trust Access
- OT Security
- Secure Access Service Edge
- Network Security
- Security Operations
- Public Cloud Security
- Cybersecurity
- Cybersecurity



130+

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.



Learn more at fortinet.com/solutions/analyst-reports

Fortinet is recognized in 9 Gartner® Magic Quadrant™ reports based on the Fortinet Security Fabric Platform

Fortinet's network security offerings are uniquely based on one operating system, FortiOS, and seamlessly integrates into the Security Fabric platform, so customers can better mitigate risk, reduce complexity, and realize a superior user experience.

 Network Firewalls	 SD-WAN Infrastructure	 Single-Vendor SASE
 Endpoint Protection Platforms	 Wired and WLAN	 SIEM
 Security Service Edge	 Access Management	 Privileged Access Management

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%

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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
- SD-WAN Email Security
- SSE
- Wired and WLAN
- EPP

Aspiring

- CWAPP
- Breach and Attack Simulation Tools

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

Gartner, Gartner Peer Insights 'Voice of the Customer': Security Service Edge (SSE), Peer Contributors, 29 September 2023

Gartner, Gartner Peer Insights 'Voice of the Customer': Endpoint Protection Platforms, Peer Contributors, 18 September 2023

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Fortinet Secures Over 805,000 Enterprises, Service Providers, and Government Organizations Around the World

IHG

HOTELS & RESORTS

Global hospitality company with 18 hotel brands and over 6,000 hotels in over 100 countries and more than 1,900 in development.

HQ: EMEA



DP WORLD

Leading men's professional golf tour in Europe, featuring tournaments all over European regions.

HQ: EMEA

pacificnational

Australia's largest private rail freight operator. Operating 24 hours a day, seven days a week, 365 days a year.

HQ: APAC



2,400+ locations nationwide and consistently ranked in the top 10 franchises in America in *Entrepreneur* magazine's annual Franchise 500.

HQ: NAM



Global food company with a presence in over 33 countries with an annual sales revenue of over 15 billion dollars.

HQ: LATAM



International hotel group with thousands of hotels in over 95 countries.

HQ: EMEA



Manufacturing and distribution leader of material handling solutions, including tractors and forklifts.

HQ: US



Largest North American automotive services company parent to Take 5 Oil Change, Meineke Car Care Centers, Maaco, 1-800-Radiator & A/C, and CARSTAR.

HQ: NAM



Carrefour

Multinational retail and wholesaling corporation composed of 14,000 stores in over 30 countries, the seventh largest retailer in the world by revenue.

HQ: EMEA

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



FTNT
Nasdaq Listed

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Revision: Q4 / 2024 v1 November 18, 2024 10:33 AM