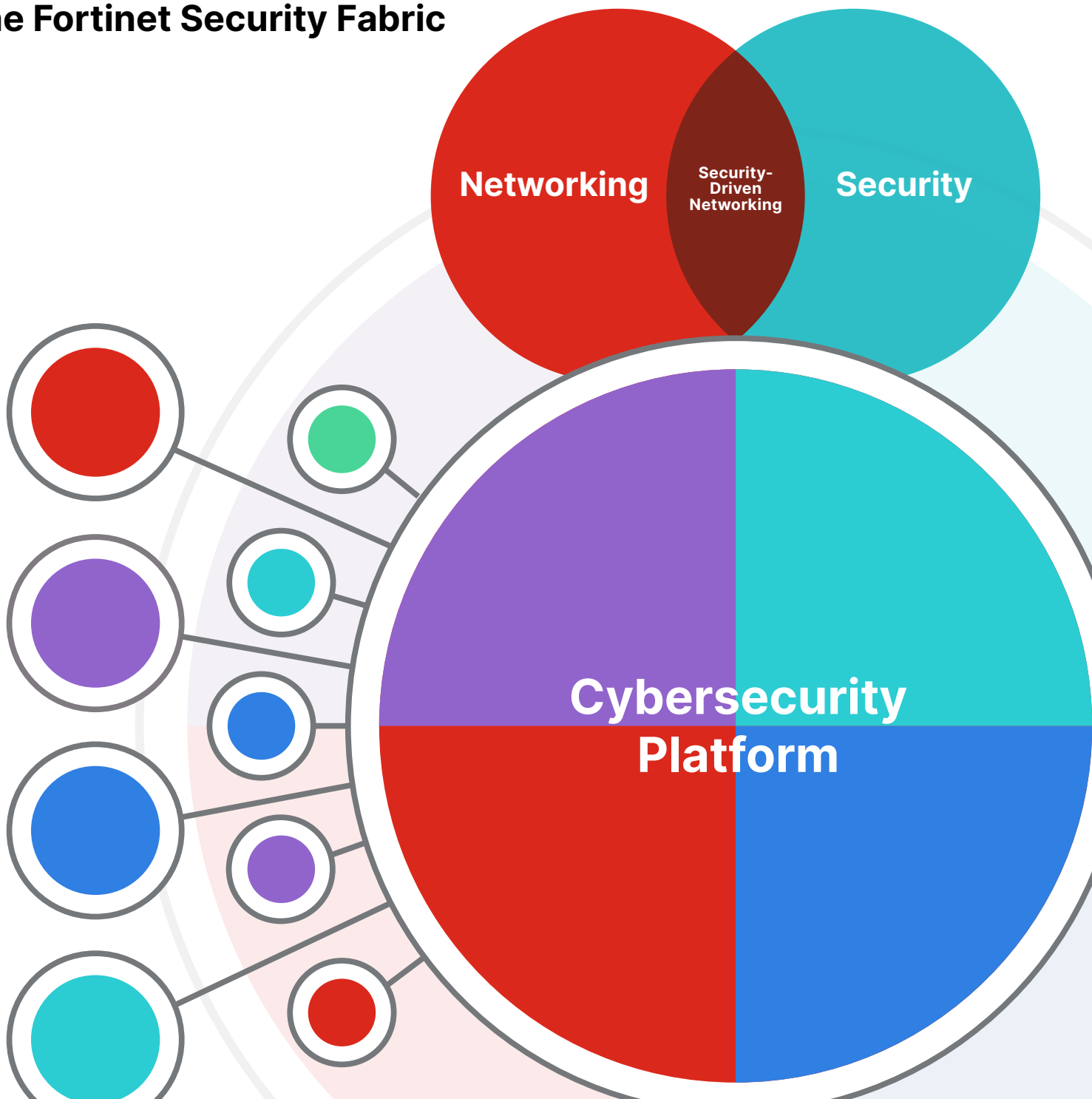


Convergence and Consolidation

The Fortinet Security Fabric



FY 2021 Results

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

Q4 2021 Results

Revenue: \$964 M
 Billings: \$1.31 B

Op. Margin (GAAP): 22.3%
 EPS (GAAP): \$1.19/share

Cash + Investments: \$2.99 B
 Market Cap: \$58.2 B
 (As of Dec 31, 2021)

Customers

565,000+

Cumulative Units Shipped

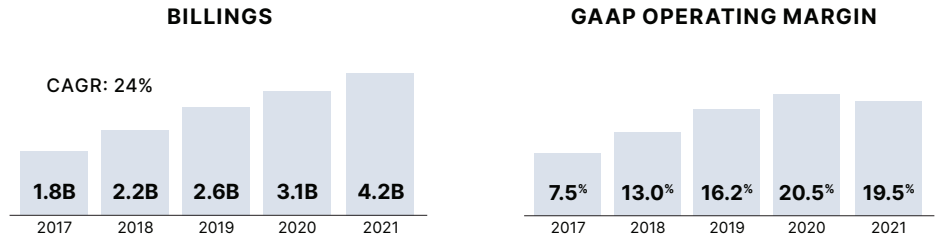
8.0+ Million

Headcount By Region

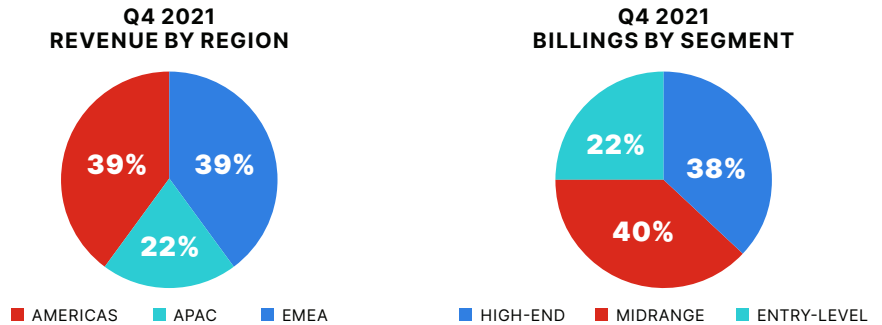
	US	3,080
AMERICAS	CANADA	1,930
	REST OF AMERICAS	632
	FRANCE	415
EMEA	UK	338
	REST OF EMEA	1,664
	INDIA	534
APAC	JAPAN	475
	REST OF APAC	1,127
	TOTAL	10,195

ALL INFORMATION AS OF DECEMBER 31, 2021

Strong Growth in Annual Billings and Profitability

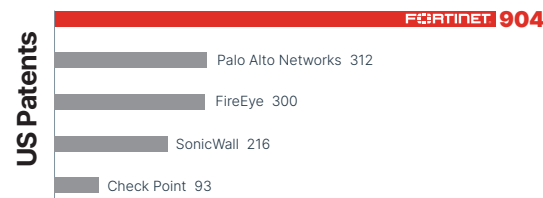


Highly Diversified Across Regions and Segments



Technological Leadership

Nearly 3X more patents than comparable Network Security companies

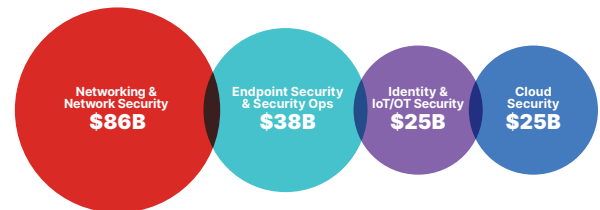


Source: US Patent Office, As of December 31, 2021



A Large and Growing Total Available Market

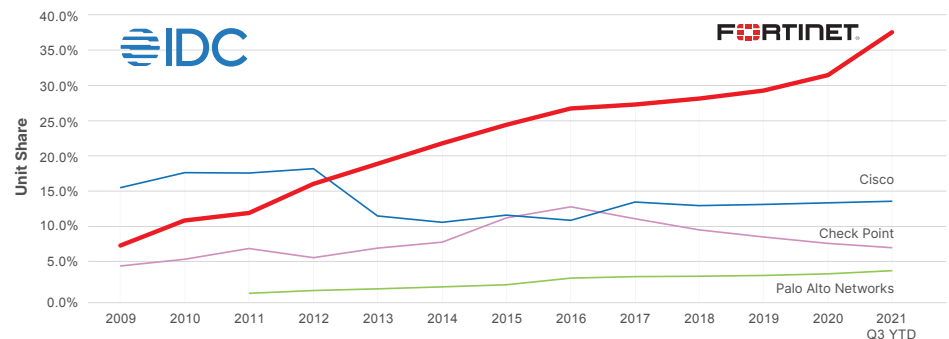
Total Addressable market of \$121B in 2021 growing to \$174B by 2025



Source: Fortinet estimates based on recent analyst research. 2025 opportunity shown.

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.

Mission: to secure people, devices, and data everywhere

Founded:
October 2000

Fortinet IPO (FTNT):
November 2009

Headquarters:
Sunnyvale, CA

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

Our new state-of-the-art 172,000ft² green HQ building

- LEED-Gold Certified
- Solar, radiant cooling, and natural ventilation system
- Zero-net energy and zero-net carbon
- Saves 76,600 gallons of water per year



Corporate Social Responsibility

[LEARN MORE](#)

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



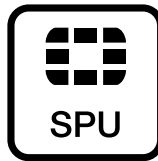
Promoting Responsible Business

Key Fortinet Advantages



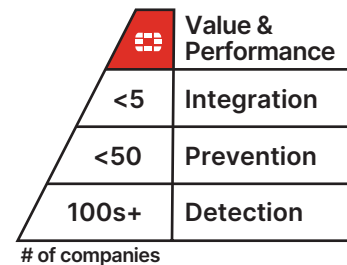
Security Fabric

Organically developed, highly integrated and automated cybersecurity platform



Security Processors

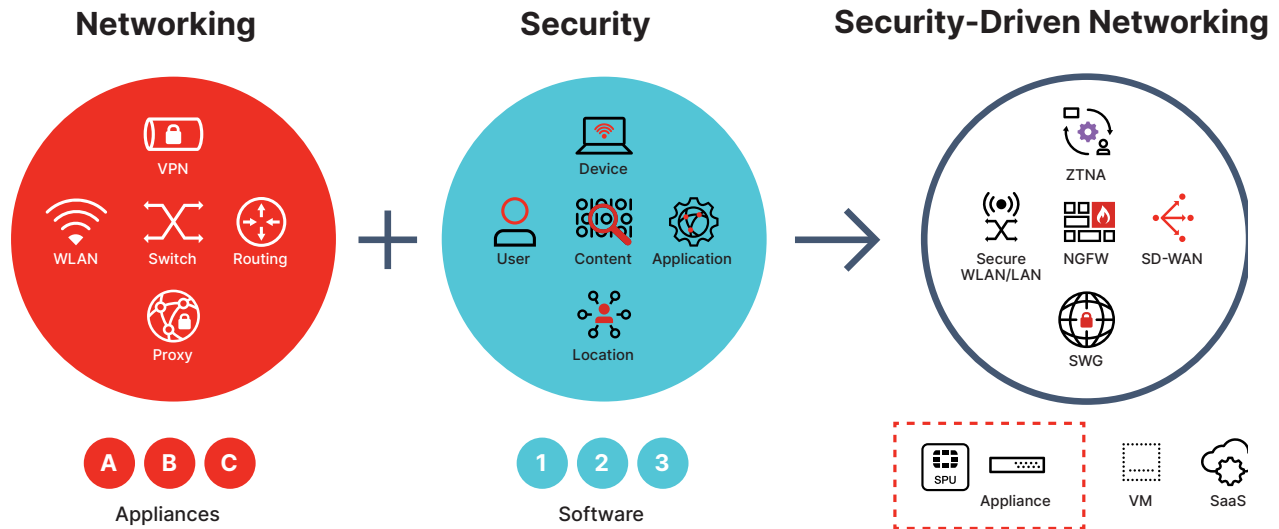
Superior NGFW and SD-WAN performance and efficiency



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

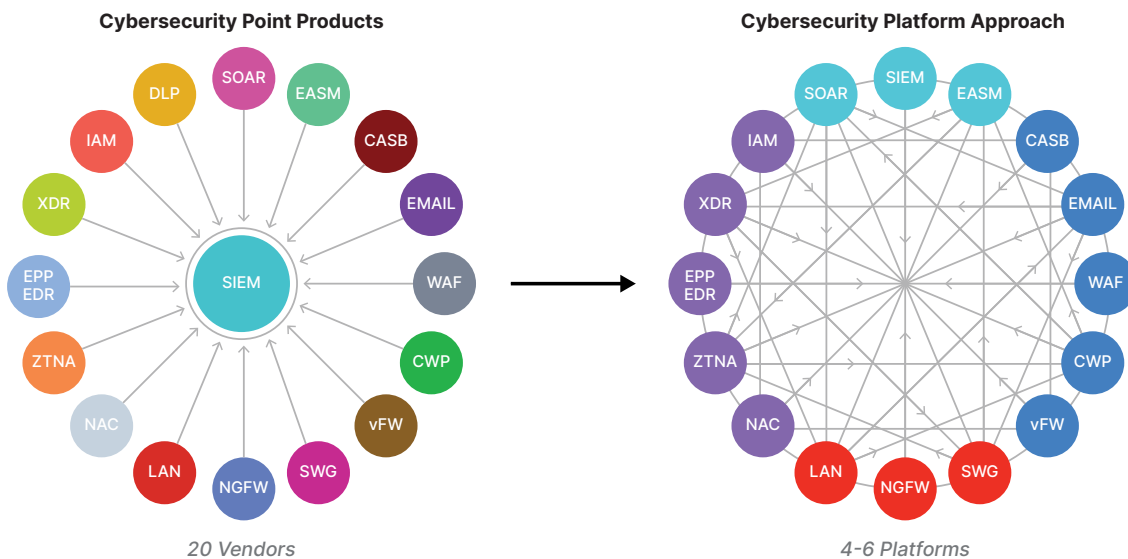
The Convergence of Networking and Security

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 a time, in response to each emerging problem or challenge. While each new security solution -- typically from a new vendor -- provided gains in security, it was 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, again, 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

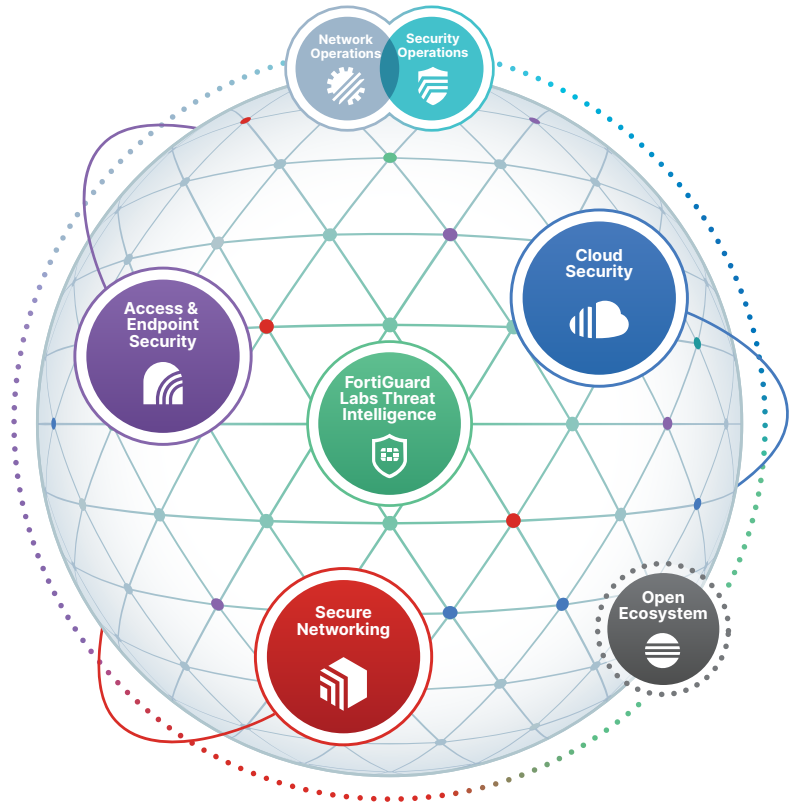
visibility and protection of the entire digital attack surface to better manage risk.

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](#)

Broad Portfolio of Solutions to Protect Your Digital Attack Surface



Access & Endpoint Security

- ZTNA Agent
- Network Access Control
- Authentication
- MFA/Token



Secure Networking

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



Cloud Security

- Cloud Firewall
- SD-WAN for Multi-cloud
- WAF
- Email Security
- Workload / Container 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

FortiOS – The foundation of the Security Fabric

[LEARN MORE](#)



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. The release of FortiOS 7.0 dramatically expands the Fortinet Security Fabric's ability to deliver consistent security across all networks, endpoints, and clouds.

 Next-Generation Firewall	 Hyperscale Data Center	 5G/Carrier-class Firewall	 Intrusion Prevention
 Internal Segmentation	 Secure SD-WAN	 Secure Web Gateway	 VPN/Scalable Remote Access

FortiGuard Labs – Industry-leading Threat Intelligence

[LEARN MORE](#)



Founded in 2002, FortiGuard Labs is Fortinet's elite cybersecurity threat intelligence and research organization. A pioneer and security industry innovator, FortiGuard Labs develops and utilizes leading-edge machine learning and AI technologies to provide customers with timely and consistently top-rated protection and actionable threat intelligence. Partnering with law enforcement agencies, government organizations, and security vendor alliances worldwide, FortiGuard Labs acts as a driving force to ensure the industry is effectively collaborating to fight emerging global security risks.



Ai /ML-driven Threat Intelligence

Over 100B global security events analyzed to provide over 1B security updates daily



Actionable Information and Services




- Incident Response
- Zero Day Research
- Penetration Testing
- Anti-Phishing training
- And More



Global Leadership & Collaboration



FortiGate Bundles

ADVANCED THREAT PROTECTION	UNIFIED THREAT PROTECTION	ENTERPRISE PROTECTION	
 <h3>Content Security</h3> <p>Optimized to monitor and protect against file-based attack tactics</p> <ul style="list-style-type: none"> • Intrusion Prevention • Anti-malware • Sandboxing • Virus Outbreak Service • Content Disarm and Reconstruction • DLP and more... 	 <h3>Web Security</h3> <p>Optimized to monitor and protect against web-based attack tactics</p> <ul style="list-style-type: none"> • Web Filtering • Video Filtering • DNS Filtering • Anti-botnet/C&C • Geo IP & IP reputation • And more... 	 <h3>Device Security</h3> <p>Optimized to protect against device & vulnerability-based attack</p> <ul style="list-style-type: none"> • IoT Security • OT Security • Vulnerability Scanning • MAC Address vendor mapping • Fabric Rating Service • FortiConverter 	 <h3>SOC/NOC Tools</h3> <p>Additional a-la-carte services for your SOC team:</p> <ul style="list-style-type: none"> • SOC-as-a-Service • FortiManager Cloud • SD-WAN monitoring • Incident Response • Managed Detection & Response • And many more...

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



Extensive Cybersecurity Ecosystem

480+ Open Ecosystem Integrations

LEARN MORE



Fabric Connectors (14)

Fortinet-developed deep integrations that automates security operations and policies



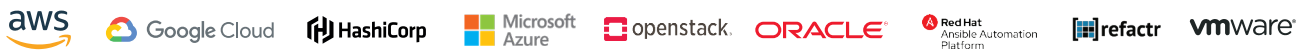
Fabric APIs (266)

Partner-developed integrating using Fabric APIs that provide broad visibility with end-to-end solutions



Fabric DevOps (10)

Community-driven DevOps scripts that automate network and security provisioning, configuration, and orchestration



Extended Security Fabric Ecosystem (200+)

Collaboration with threat sharing organizations and integrations with other vendor products



FortiCare – Expertise At Your Service

LEARN MORE



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.



Architect

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
- Enhanced SLAs
- Premium hardware replacement
- Technical account management
- Proactive Incident avoidance
- Dedicated resources
- Training & Certification

Optimize

Performance Excellence

- Healthchecks
- Software upgrade recommendation
- Incident readiness
- Penetration testing

Evolve

Personalized Care

- Product upgrade assistance
- Transformation readiness
- Migration & replacement
- Software upgrade
- Lab testing

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



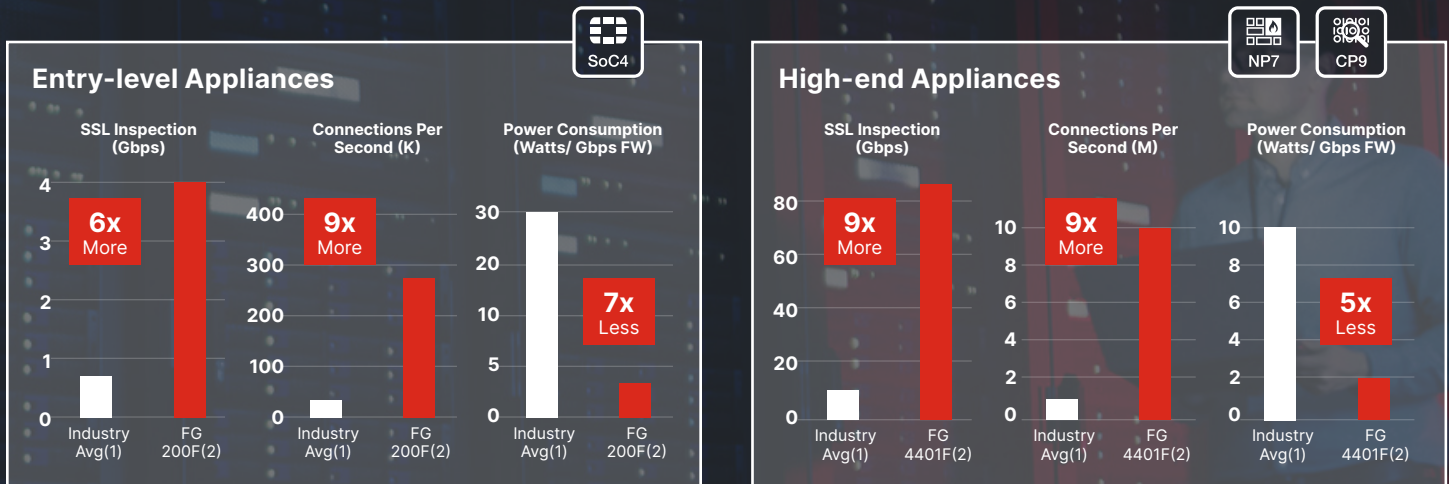
As a co-processor to the main CPU, Content Processors offload resource-intensive processing and drive content inspection to accelerate security functions.

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 3000F series

Delivers scalable, high-performance convergence of networking and security

Specification	FortiGate 3001F ¹	Security Compute Rating	Industry Average ²	PAN PA-5250	Check Point Quantum 16200	Cisco FPR-4115	Juniper SRX4200
Firewall	400 Gbps	6x	69 Gbps	37.3 Gbps	78.3 Gbps	80 Gbps	80 Gbps
IPsec VPN	110 Gbps	8x	14.2 Gbps	19 Gbps	20 Gbps	8 Gbps	9.6 Gbps
Threat Protection	31 Gbps	2x	19 Gbps	23 Gbps	15 Gbps	N/A	N/A
SSL Inspection	31 Gbps	5x	6.5 Gbps	N/A	N/A	6.5 Gbps	N/A
Concurrent Sessions	220 M ¹	22x	10 M	8 M	8 M	15 M	10 M
Connections Per Second	3 M ¹	6x	544 K	392 K	435 K	848 K	500 K



Hyperscale Performance



AI/ML Enhanced Protection



Integrated Proxy

Source: All data from public datasheets.
¹ With one-time hyperscale license at \$20,000
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, employees, and IT professionals to help close the cybersecurity skills gap. With over **770,000** security certifications to date, Fortinet delivers expert-level training in local languages online and in over **100** countries and territories worldwide with help from our Authorized Training Centers.



770,000+
CERTIFICATIONS



400+
ACADEMIES



20+
EDUCATION
OUTREACH
PARTNERS



90+
COUNTRIES &
TERRITORIES

Free Public Network Security Expert Training

Fortinet has opened up our entire self-paced catalogue of advanced Network Security Expert (NSE) training courses. It has become clear that Fortinet's NSE training is fulfilling a huge need for all levels of security professionals. As such, we are committed to continue offering the entire catalogue of self-paced Network Security Expert training at no cost until we see the skills gap trend reverse.



Security Associate

Develop a foundational understanding of the ever-changing threat landscape and general network security concepts.



Security Associate

Discover the types of security products that have been developed to address the threat landscape that was explored in NSE 1.



Security Associate

Sales training for Fortinet employees and channel partners only.



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](#)

Figures as of December 31, 2021

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 and NSE Training Institute Programs to help close the cybersecurity skills gap. January 2022 marks 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




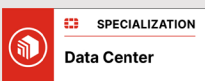
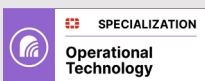


Fortinet's breadth of products are tightly integrated into one highly-automated, high-performing platform that spans endpoint, network, and cloud, and includes tools to easily connect with adjacent technologies.

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.

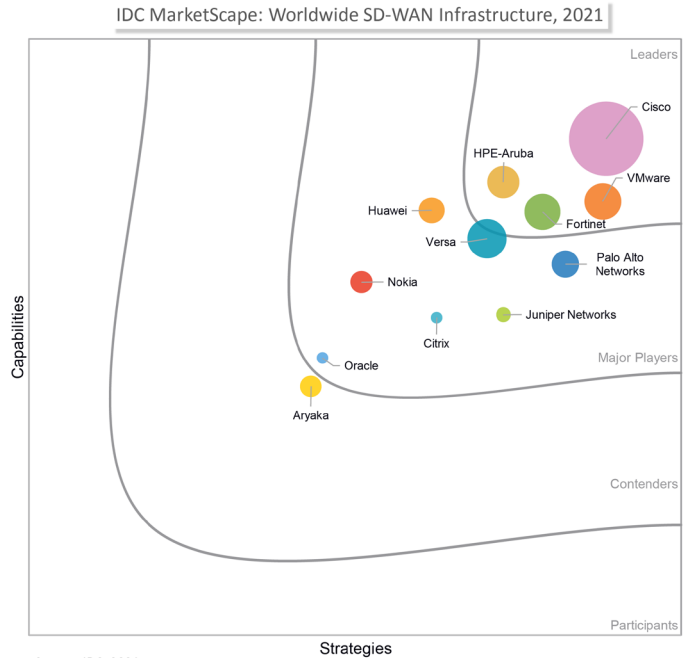
 SPECIALIZATION SD-WAN	 SPECIALIZATION Zero Trust Access	 SPECIALIZATION Security Operations
 SPECIALIZATION Data Center	 SPECIALIZATION Operational Technology	
 SPECIALIZATION LAN Edge and SD-Branch	 SPECIALIZATION Adaptive Cloud Security	LEARN MORE

Analyst Recognition



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



Source: IDC, 2021

From the IDC SD-WAN MarketScape Worldwide SD-WAN Infrastructure 2021 Vendor Assessment, November 2021 IDC #US47279821

IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of ICT suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position within a given market. The Capabilities score measures vendor product, go-to-market and business execution in the short-term. The Strategy score measures alignment of vendor strategies with customer requirements in a 3-5-year timeframe. Vendor market share is represented by the size of the icons.

FORRESTER®

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

"Fortinet's strength in ICS security stems from its market-leading integration breadth with IT and OT technology vendors. This includes integrations with ICS security vendors and control system vendors"

"With the wide range of Fortinet security controls, it's possible to build a Zero Trust IT/OT converged network. "



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

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Third Party Testing & 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.

LEARN MORE



- 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



- Business Security Approved
- Antiphishing Approved



100% Protection

- All Test Cases
- All Signature-independent
- All Out of the Box

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

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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



A world leader in energy and telecom cables and systems.

HQ: Italy



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



Verizon Communications Inc. (NYSE, Nasdaq: VZ) is one of the world's leading providers of technology, communications, information and entertainment products and services.

HQ: United States



Sweden's largest regional health provider.

HQ: Sweden



Provider of flexible hybrid IT solutions for business and government.

HQ: Australia

[LEARN MORE](#)

To see how many of our customers benefit from Fortinet solutions and the Fortinet Security Fabric.



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