THE FORTINET
SECURITY FABRIC

Broad   Integrated   Automated

IoT Security

SD-WAN

OT Security

HYBRID

PUBLIC   **PRIVATE**

Multi-Cloud
Security

User Entity
Behavior Analytics

Segmentation

Machine learning

FORTINET®

Founded: Nov. 2000

First Product Release: May 2002

Fortinet IPO: Nov. 2009
NASDAQ: FTNT

Headquarters: Sunnyvale, California

Employees: 5,639

FY 2017 Revenue: $1.495B

Q3 2018 Revenue: $454M
Q3 2018 Billings: $528M
Q3 2018 EPS (GAAP): $0.33
Q3 2018 EPS (Non-GAAP): $0.49
Market Cap (Nov. 2, 2018): $12.4B
$1.67B Cash and No Debt

Units Shipped to Date: 4.2M+

Customers: 375,000+

Global Patents (as of Sept. 30, 2018)
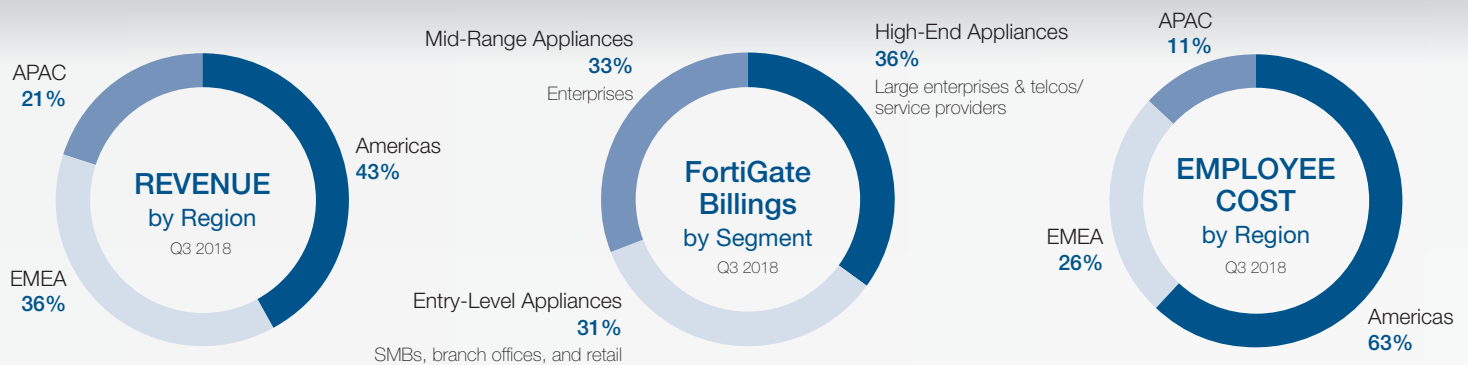Issued: 575
Pending: 210

OVERVIEW

Fortinet's mission is to deliver the most innovative, highest-performing network security fabric to secure and simplify your IT infrastructure. We are a leading global provider of network security appliances for carriers, data centers, enterprises, and distributed offices.

~$1.5B

CAGR 54%

$2M
2002

REVENUE

2017
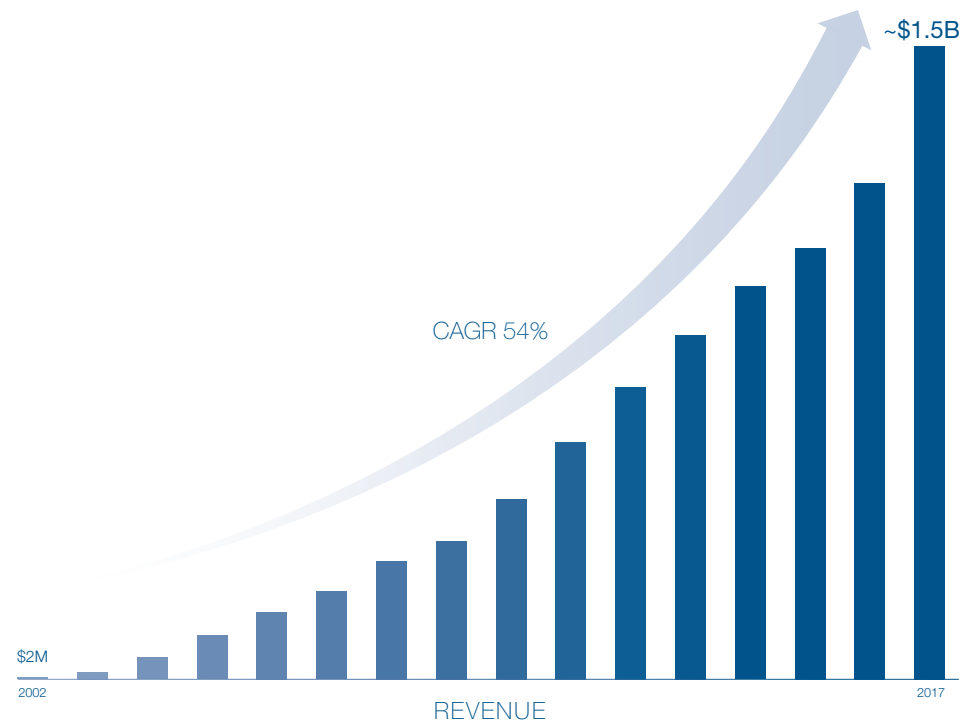
Q3 2018 Financial Spotlight:
31% Y/Y billings growth on a trailing 12-month basis for Global 2000 customers (excludes service providers and MSSPs)

REVENUE by Region Q3 2018
- APAC 21%
- Americas 43%
- EMEA 36%

FortiGate Billings by Segment Q3 2018
- Mid-Range Appliances 33% Enterprises
- High-End Appliances 36% Large enterprises & telcos/ service providers
- Entry-Level Appliances 31% SMBs, branch offices, and retail

EMPLOYEE COST by Region Q3 2018
- APAC 11%
- EMEA 26%
- Americas 63%

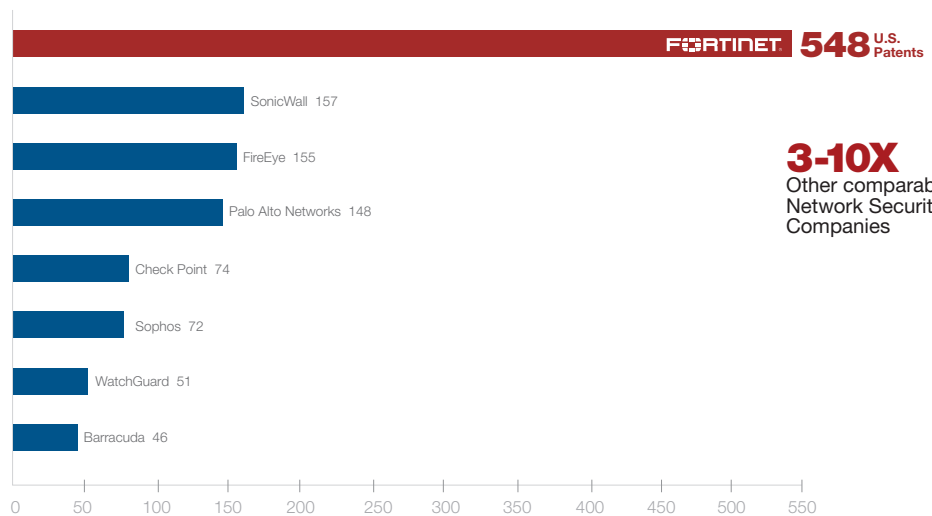## Coming in 2020: Expanded HQ and R&D Center in Sunnyvale

- Preparing for growth
- Investing in innovation

#1 SECURITY INNOVATOR

Based on patents issued as listed by the U.S. Patent and Trademark Office

548 U.S. Patents
27 Int'l Patents
---
575 Global Patents

FORTINET 548 U.S. Patents

SonicWall 157
FireEye 155
Palo Alto Networks 148
Check Point 74
Sophos 72
WatchGuard 51
Barracuda 46

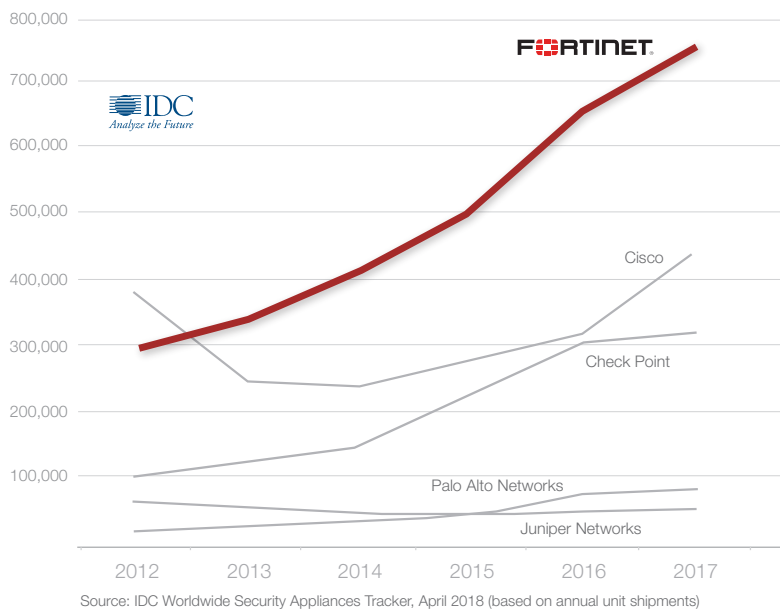| 0 | 50 | 100 | 150 | 200 | 250 | 300 | 350 | 400 | 450 | 500 | 550 |

3-10X
Other comparable Network Security Companies

as of September 30, 2018

#1 MOST DEPLOYED NETWORK SECURITY SOLUTION

Based on annual unit shipments (IDC)

FORTINET
IDC Analyze the Future
Cisco
Check Point
Palo Alto Networks
Juniper Networks

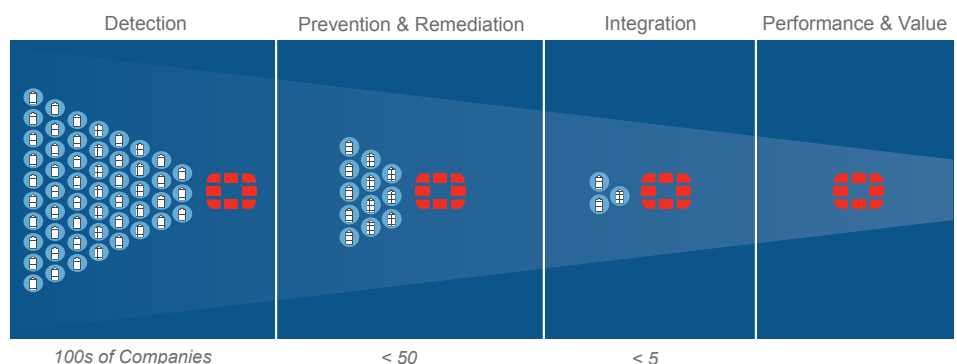Source: IDC Worldwide Security Appliances Tracker, April 2018 (based on annual unit shipments)

FORTINET'S GROWING OPPORTUNITY

Our core market, Network Security, continues to grow as do adjacent opportunities in Cloud, IoT and OT Security, and other Security and Access offerings.
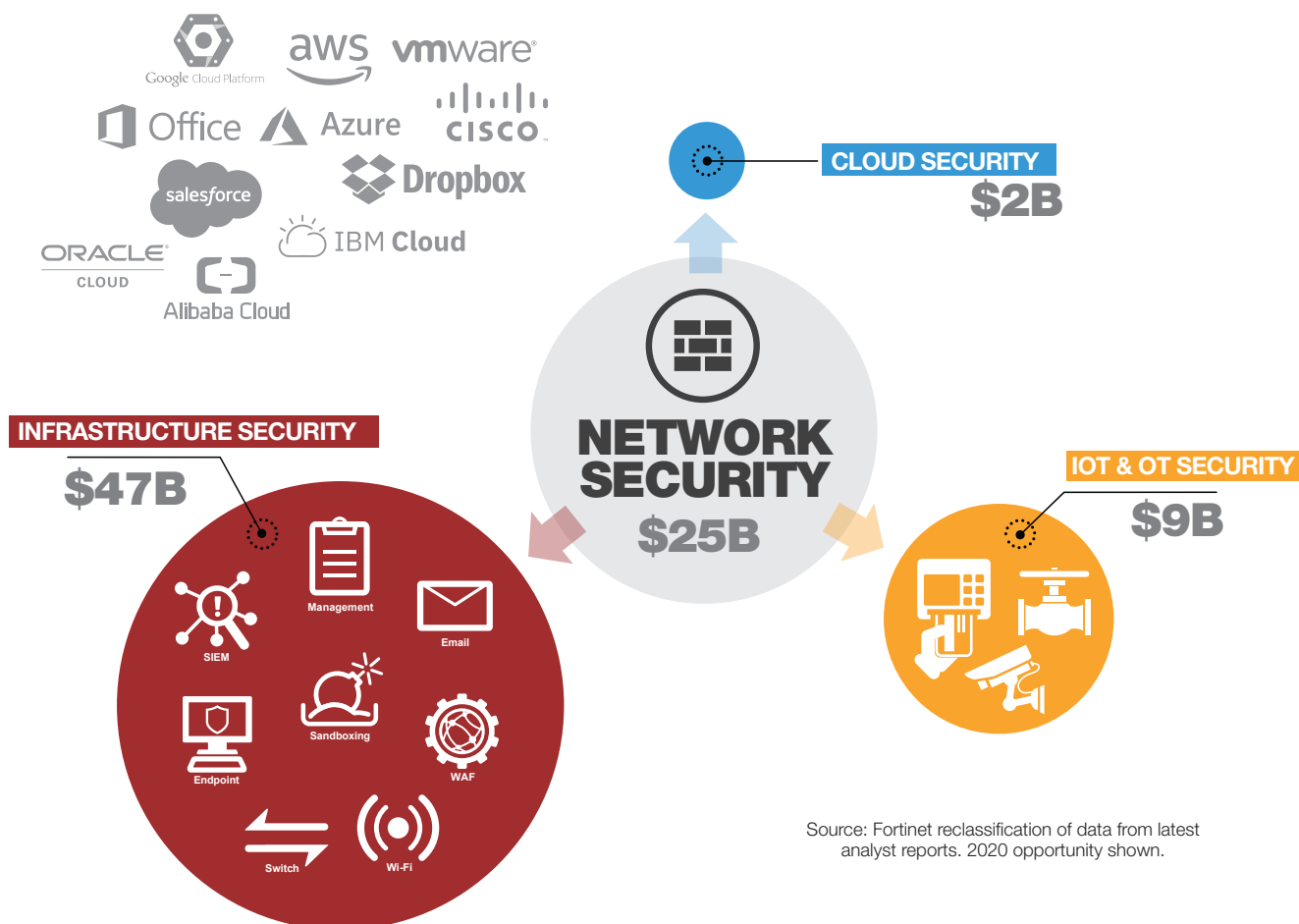

$83B
IoT/OT Security
Cloud Security
$65B
Integrated Security Infrastructure
Network Security

2017   2020
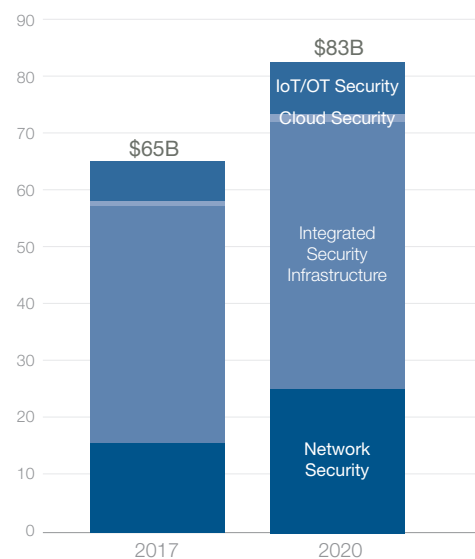
Source:
Fortinet reclassification of data from latest analyst reports

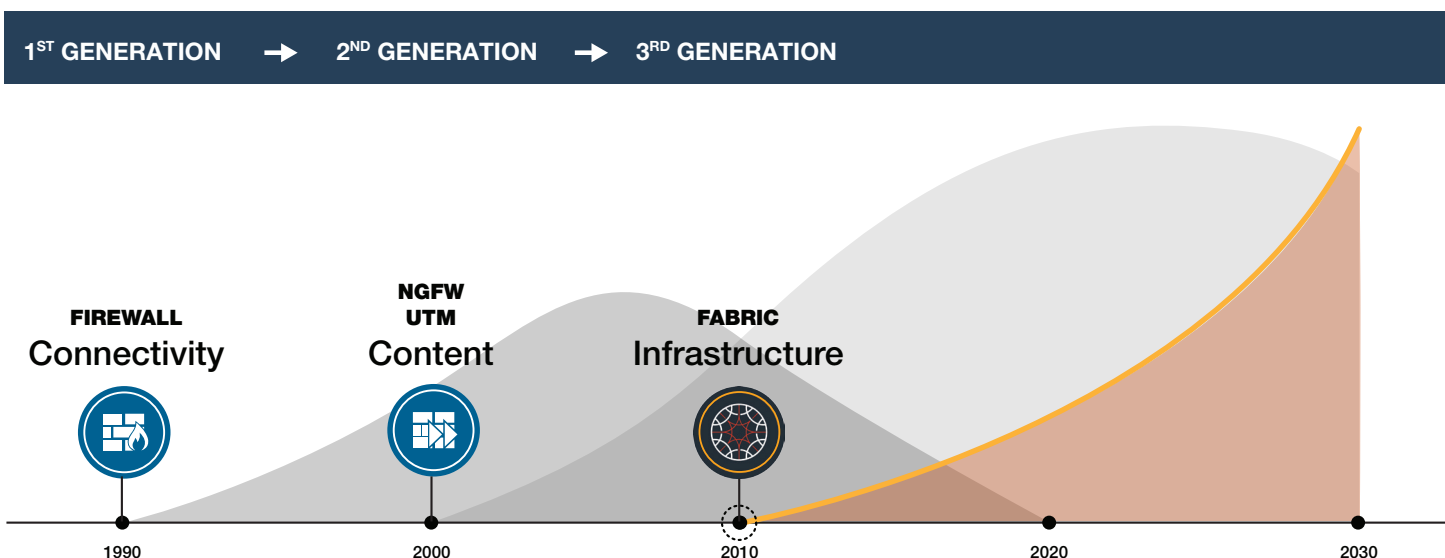# FORTINET IS THE ONLY COMPANY TO EXCEL AT ALL KEY STAGES OF NETWORK SECURITY

Detection | Prevention & Remediation | Integration | Performance & Value

100s of Companies   < 50   < 5

3

#1 BROADEST SECURITY PROTECTION—FROM IOT TO THE CLOUD

Enables Fortinet to pursue growth in several key markets

CLOUD SECURITY
$2B

NETWORK SECURITY
$25B

INFRASTRUCTURE SECURITY
$47B

- SIEM
- Management
- Email
- Endpoint
- Sandboxing
- WAF
- Switch
- Wi-Fi

IOT & OT SECURITY
$9B

Source: Fortinet reclassification of data from latest analyst reports. 2020 opportunity shown.

NETWORK SECURITY EVOLUTION

First-generation network security (stateful firewalls) focused on securing the connection. Led by Fortinet, a second generation of network security, next-generation firewalls and UTMs, expanded inspection to the application and content. The emergence of cloud, IoT, and mobile is driving the need for a third generation of network security to protect the rapidly expanding attack surface.

1ST GENERATION ➡ **2ND GENERATION** ➡ **3RD GENERATION**

FIREWALL
Connectivity

NGFW UTM
Content

FABRIC
Infrastructure

1990   2000   2010   2020   2030

THE FORTINET SECURITY FABRIC

THIRD-GENERATION NETWORK SECURITY

Fortinet is once again leading the way with its Security Fabric, the first open architectural approach to security that dynamically adapts to and secures the evolving IT infrastructure.
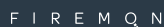
BROAD
Visibility & Protection for the Digital Attack Surface

INTEGRATED
Detection of Advanced Threats

AUTOMATED
Response & Continuous Trust Assessment

FortiManager
FortiAnalyzer
FortiSIEM

Connectors
APIs
DevOps

FortiGateVM

FortiClient

FortiOS

FortiWeb

FortiGate

FortiAP
FortiSwitch
FortiNAC

FortiGuard

FortiMail

FortiSandbox

NETWORK SECURITY

Fortinet's high-performance FortiGate firewalls—powered by our purpose-built OS, security processors, and threat intelligence from FortiGuard Labs—provide consolidated, advanced security and deep visibility that protects the network from known and unknown threats.

Chassis-based   5000 & 7000 Series

Form Factor	Expandable, modular chassis
Interfaces	10, 40, and 100 GE
FW(TP) Throughput	More than 1 Tbps (Up to 189 Gbps)
Special Features	Carrier class, NEBS, fully redundant

FortiGate 5144C
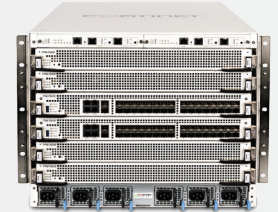
FortiGate 7060E

High-end Appliance   1000 – 3000 & 6000 Series

Form Factor	2RU – 5RU appliance
Interfaces	10, 25, 40, and 100 GE
FW(TP) Throughput	52 Gbps – 1 Tbps (4 Gbps – 100 Gbps)
Special Features	Ultra-low latency, ultra high-speed SSL inspection

FortiGate 3200D

FortiGate 6500F

Mid-range Appliance   100 – 900 Series

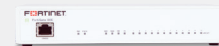|	
Form Factor	1RU – 2RU appliance
Interfaces	1 and 10 GE
FW(TP) Throughput	7 Gbps – 36 Gbps (1 Gbps – 3 Gbps)
Special Features	High-speed SSL inspection

FortiGate 300E

FortiGate 500E

Entry-level Appliance   30–90 Series

Form Factor	Desktop
Interfaces	High-density 1 GE
FW(TP) Throughput	1 – 3.5 Gbps (150 Mbps – 250 Mbps)
Special Features	Wi-Fi, PoE, ruggedized

FortiGate 80E

FortiWiFi 60E

Virtual/Cloud Firewall

	Private Cloud	Public Cloud
Use Cases & Integrations	All major hypervisors VMware NSX, Cisco ACI, OpenStack, Nuage, Azure Stack	AWS, Azure, Google, Oracle, IBM, Alibaba
Throughput	Hardware dependent	Cloud dependent
Licensing	Perpetual, subscription, metered	BYOL or on-demand

Virtual Machine

NEW PRODUCT SPOTLIGHT—FORTIGATE 500E

FortiGate combines best-of-breed SD-WAN and NGFW into one single offering, enabling digital transformation initiatives at the enterprise branch without sacrificing security.

Supported VOIP Applications	3000+
Interfaces	1 GbE, 10 GbE
VPN Performance	20 Gbps
SSL Inspection	5.7 Gbps

FortiGate 500E

In NSS Labs' recent 2018 SD-WAN test, Fortinet was the only vendor *with security* to earn a "Recommended" rating. Also:

- *Best quality of experience for voice applications*
- *Lowest total cost of ownership*

FORTINET
FortiGate xYZ vn.X.Y.GA Build XXXX
SOFTWARE DEFINED WIDE AREA NETWORK

NSS
RECOMMENDED

The FortiOS Advantage

FortiOS is the foundation of the Fortinet Security Fabric, consolidating many technologies and use cases into a simplified, single policy and management framework. FortiOS provides customers with superior protection, deeper visibility and control, reduced complexity, and greater operational efficiency across their entire attack surface.

**NGFW** **DCFW** **IPS** **ISFW** **SD-WAN** **SWG** **VPN** **CCFW**

The Security Processor Advantage

Fortinet Security Processors radically increase the performance, scalability, and value of Fortinet solutions while greatly shrinking space and power requirements, compared to CPU-based solutions. Use of SSL Inspection is increasingly critical but comes with a large performance hit on most firewall solutions. Our latest Content Processor (CP9) delivers high SSL inspection performance with minimal performance degradation, while supporting all 32 critical ciphers*, as demonstrated in NSS Labs' 2018 NGFW/SSL-TLS Performance Test Report.

SSL Inspection—Performance Impact*

FortiGate 500E	PAN 5220	Check Point 15600	Cisco FP 4120
-15%	-78%	-79%	-73%
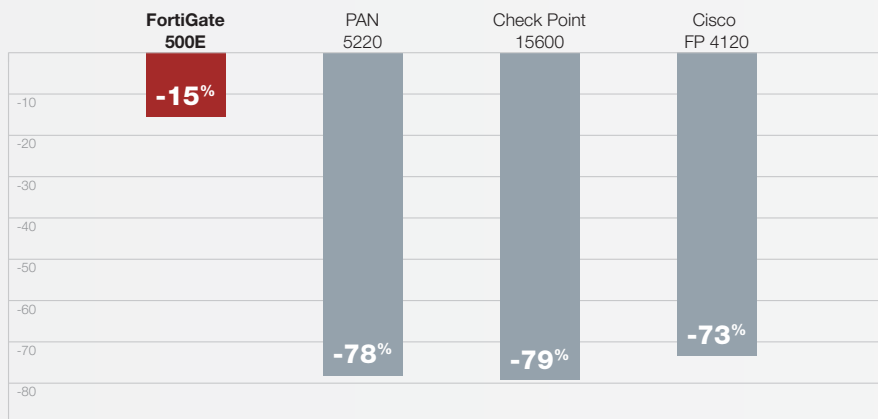
*NSS Labs 2018 NGFW/SSL-TLS Performance Test Report

Fortinet SPU-based Parallel Path Processing

CPU — Flexible Policy

NP6 — Accelerates Network Traffic

CP9 — Accelerates Content Inspection

Fortinet System-on-a-Chip

SoC3 — Optimized for Entry-level Form Factors

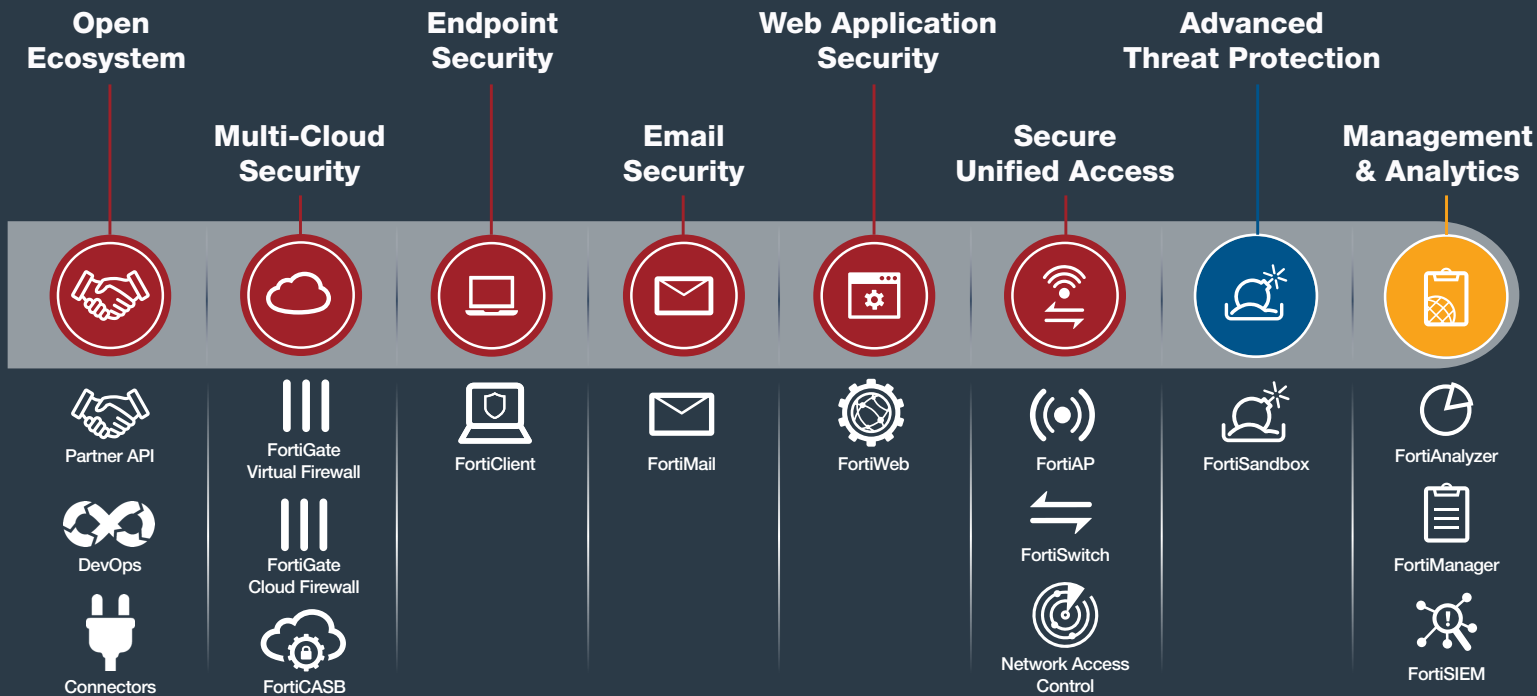# The FortiGuard Threat Intelligence Advantage

Our FortiGuard Labs threat research team develops the threat intelligence that informs all of our solutions. FortiGuard Labs leverages leading-edge machine learning and AI technologies to provide consistently top-rated protection* and actionable threat intelligence that protect and inform our customers worldwide. FortiGuard Labs partners with law enforcement agencies, governments, alliances, and other vendors, taking a leadership role to ensure the industry is collaborating and effectively responding to emerging security risks worldwide.

Individual Subscription Services	Application Control**	IPS	Advanced Malware Protection***	Anti-spam	Web Filtering	Industrial Security	Security Rating Service	CASB	Threat Intelligence Service
A la carte services		x	x		x	x	x	x	x
Enterprise Protection bundle	x	x	x	x	x	x	x	x	
Unified Protection (UTM) bundle	x	x	x	x	x				
Threat Protection bundle	x	x	x						

* Per many independent third-party tests. See pages 10-11.   ** Application Control comes standard with every FortiCare support contract.
*** Includes AV, Antibotnet, Mobile Security, Cloud Sandbox, Content Disarm and Reconstruction, and Virus Outbreak Protection.
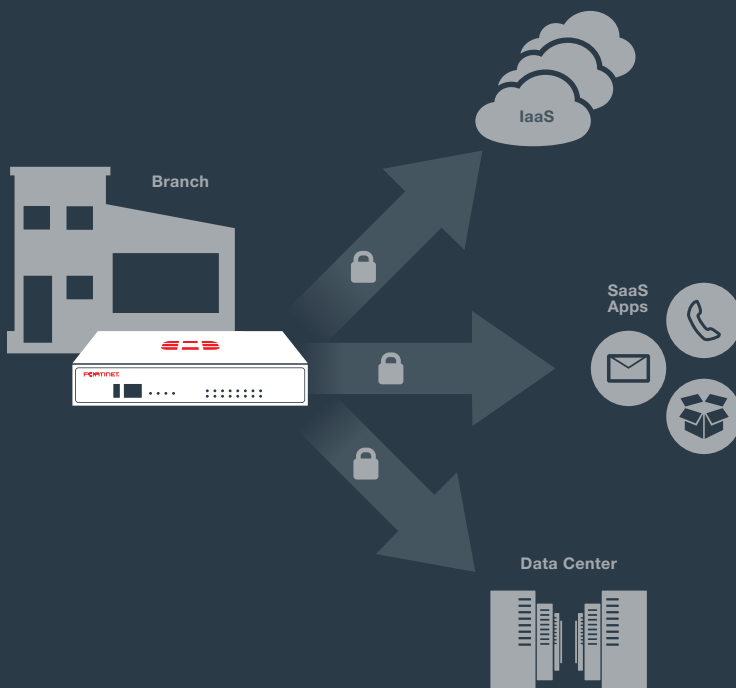
OTHER FABRIC SOLUTIONS

Open Ecosystem

Multi-Cloud Security

Endpoint Security

Email Security

Web Application Security

Secure Unified Access

Advanced Threat Protection

Management & Analytics

Partner API

DevOps

Connectors

FortiGate Virtual Firewall

FortiGate Cloud Firewall

FortiCASB

FortiClient

FortiMail

FortiWeb

FortiAP

FortiSwitch

Network Access Control

FortiSandbox

FortiAnalyzer

FortiManager

FortiSIEM

SOLUTION SPOTLIGHT: SECURE SD-WAN

NGFW with built-in, best-of-breed SD-WAN capability enables digital transformation at the enterprise branch.

SD-WAN FortiGate 61E

FORTINET
FortiGate 61E v6.0.1 GA Build 5068
SOFTWARE DEFINED WIDE AREA NETWORK
NSS LABS
RECOMMENDED
AUG 2018

IaaS

Branch

SaaS Apps

Data Center

PRODUCTS

- FortiGate NGFW (at FortiOS 5.6 & above)
- FortiManager

KEY FEATURES

- Application-aware steering
- Automated WAN path intelligence
- Single-pane-of-glass management with zero-touch provisioning
- SD-WAN features included in base license

BENEFITS

- High application performance
- Reduced WAN OPEX
- Safe Internet access for branch sites
- Reduced complexity, easier management

FortiCare

Our FortiCare customer support team provides global technical support for all Fortinet products. With support staff in the Americas, Europe, Middle East, and Asia, FortiCare offers services to meet the needs of enterprises of all sizes.

24x7

360

Professional Services

Security Audit Services

SERVICES & SUPPORT SPOTLIGHT

FortiCare 360 combines advanced support with cloud analytics and expert advice, enabling organizations to take a more proactive approach in the identification and prevention of potential risks.

- 24x7 Advanced Services Technical Support
- Ongoing monitoring, proactive health checks, and automated alerts
- Personalized monthly reports
- Best-practice guidance

F⊡RTINET.
NSE Certification Program

Become a Fortinet Network Security Expert!

The Fortinet Network Security Expert (NSE) Program is an 8-level training and assessment program designed for customers, partners, and employees, with over **163,000** security certifications to date.

163,000+
CERTIFICATIONS

Step	Level Objective	
NSE 1 *Security Associate*	Develop a foundational understanding of the ever-increasing threat landscape and of common network security concepts.	PUBLIC
NSE 2 *Security Associate*	Develop the knowledge of Fortinet solutions required to address the threat landscape and security concerns discussed in NSE 1.	SALES
NSE 3 *Security Associate*	Develop the skills to describe how the features of key Fortinet products are used to create the solutions discussed in NSE 2.	SALES
NSE 4 *Professional*	Develop the knowledge to manage the day-to-day configuration, monitoring, and operation of FortiGate devices to support corporate network security policies.	TECHNICAL
NSE 5 *Analyst*	Develop a detailed understanding of how to implement network security management and analytics.	TECHNICAL
NSE 6 *Specialist*	Develop an understanding of the Fabric products that augment FortiGate to provide deeper and more comprehensive network security.	TECHNICAL
NSE 7 *Architect*	Develop the knowledge to implement, troubleshoot, and centrally manage an enterprise security infrastructure composed of multiple FortiGate devices.	TECHNICAL
NSE 8 *Expert*	Demonstrate the ability to design, configure, install, and troubleshoot a comprehensive network security solution in a live environment.	TECHNICAL

F⊡RTINET.
Network Security Academy

Commitment to Closing the Cybersecurity Skills Gap

The Fortinet Network Security Academy program provides industry-recognized Fortinet training and certification opportunities to students around the world.

Launched in 2016, this innovative, rapidly growing program has already been adopted by 117 academies in 52 countries.

- Preparation for a career in network security
- Theoretical lecture and hands-on laboratory practice
- Fortinet certification

117
ACADEMIES
- **ACADEMIC INSTITUTIONS**
- **NONPROFIT AGENCIES**
- **VETERANS PROGRAMS**

52
COUNTRIES TODAY

Learn more about both programs at www.fortinet.com/support-and-training.html

Figures as of Oct. 26, 2018

RECOMMENDED IN 9 OUT OF 9 NSS LABS TESTS

Next-Generation Firewall Test (2018) FortiGate 500E
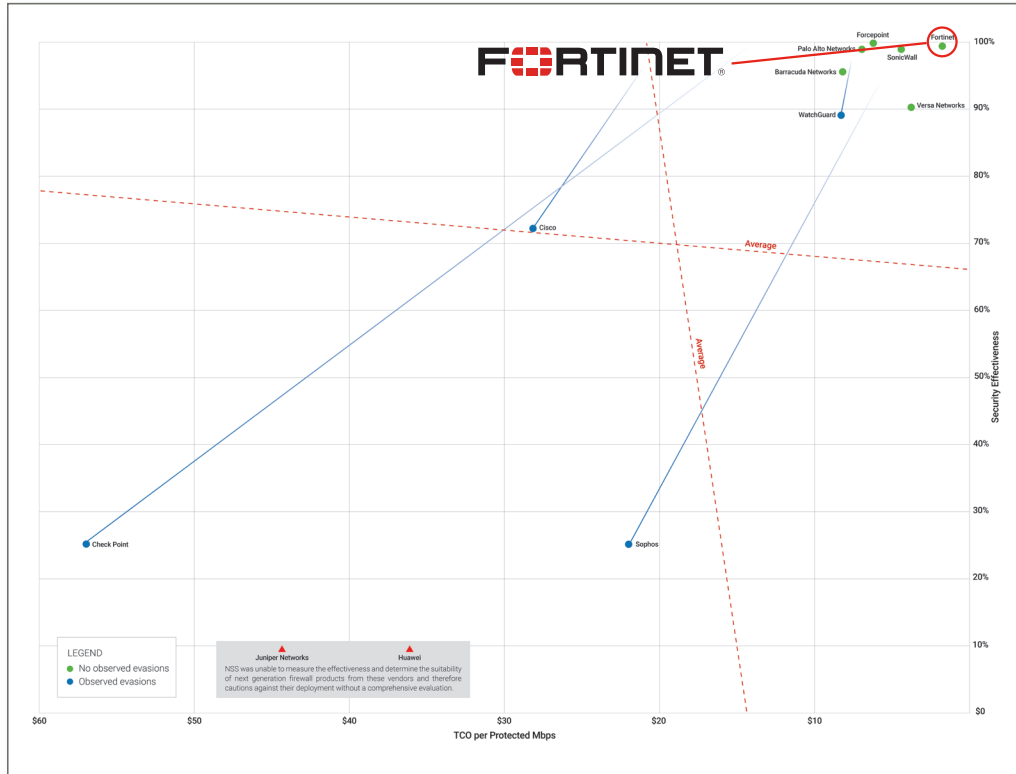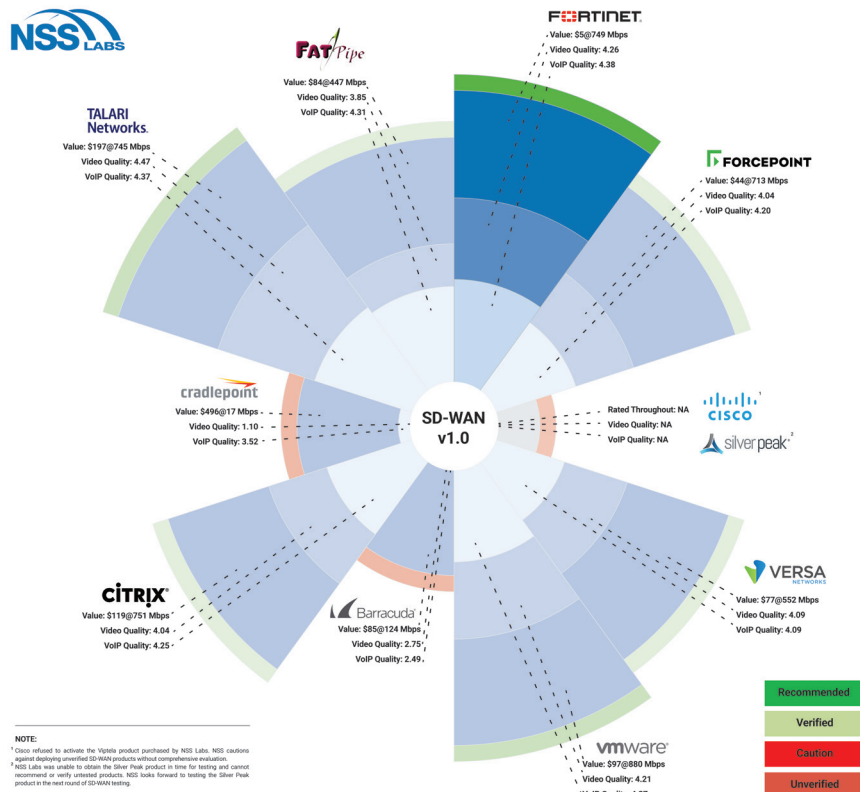

- ■ **"Recommended" 5th year in a row**
  - 99.3% security effectiveness
  - 100% blocked evasions
  - High SSL performance
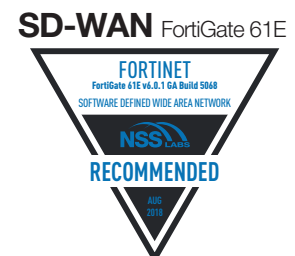   (5.7 Gbps)
  - Lowest 3 year Total Cost of Ownership

SD-WAN Test (2018) FortiGate 61E

- ■ **Only "Recommended" vendor with Security Rating**
  - Highest Quality of Experience for VoIP
  - High Quality of Experience for Video
  - 100% Blocked Evasions
  - Best Value among 9 vendors
    ($5 per protected Mbps)

🟩 RECOMMENDED / CERTIFIED ⬜ NEUTRAL 🟥 CAUTION

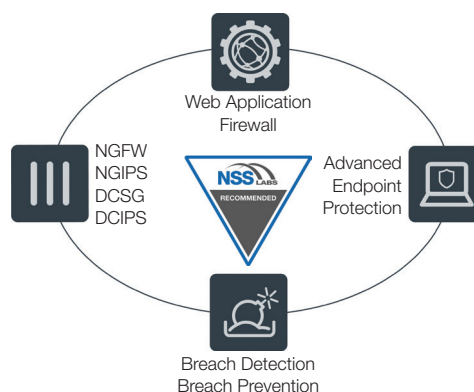| #	CERTIFICATION	FORTINET	Check Point	Cisco	Palo Alto	Juniper SRX	FireEye
1	**NSS** Next-Gen Firewall	🟩	🟥	⬜	🟩	🟥	X
2	**NSS** DC Security Gateway	🟩 🟩	🟥	🟥	🟩	🟥	X
3	**NSS** Next-Gen IPS	🟩 🟩	X	🟥	🟩	🟥	X
4	**NSS** DC IPS	🟩 🟩	X	🟥	X	X	X
5	**NSS** Breach Detection	🟩	X	🟥	X	X	🟥
6	**NSS** Breach Prevention	🟩	🟩	🟩	🟩	🟥	X
7	**NSS** WAF	🟩	X	X	X	X	X
8	**NSS** Advanced Endpoint	🟩	X	🟩	🟩	X	⬜
9	**NSS** SD-WAN	🟩	X	X	X	X	X
	ICSA ATD—Sandbox	🟩	X	X	X	X	X
	ICSA ATD—Email	🟩	X	X	X	X	X
	ICSA Network Firewall	🟩	🟩	X	🟩	X	X
	ICSA Network IPS	🟩	🟩	X	X	X	🟩
	ICSA Anti-Malware	🟩	X	X	X	X	X
	ICSA WAF	🟩	X	X	X	X	X
	ICSA IPsec/SSL	🟩 🟩	🟩	X	X	X	X
	Virus Bulletin 100	🟩	🟩	X	X	X	X
	Virus Bulletin Spam	🟩	X	X	X	X	X
	Virus Bulletin Web	🟩	X	X	X	X	X
	Common Criteria	🟩	🟩	🟩	🟩	🟩	🟩
	FIPS	🟩	🟩	🟩	🟩	🟩	🟩
	UNH USGv6/IPv6	🟩	🟩	🟩	🟩	🟩	X

The Only NSS Labs Recommended Edge to Endpoint ATP Solution

Fortinet has participated in the following real-world group tests, open to the industry, and conducted by NSS Labs. In doing so, Fortinet stands out as the only vendor to provide an ATP solution that is NSS Labs Recommended from the data center to the edge to the endpoint in the latest group tests.

- NGFW & NGIPS
- DC Security Gateway & DCIPS
- Web Application Firewall
- Endpoint Protection
- Breach Detection and Prevention

Web Application Firewall

NGFW
NGIPS
DCSG
DCIPS

Advanced Endpoint Protection

Breach Detection
Breach Prevention

Certifications

NSS LABS RECOMMENDED

UNIFIED CAPABILITIES APPROVED PRODUCTS LIST

COMMON CRITERIA EAL 4+ CERTIFIED

CHAMPION INFO-TECH

FIPS VALIDATED 140-2

BEST OVERALL VALUE INFO-TECH

ICSAlabs CERTIFIED FIREWALL - CORPORATE

ICSAlabs CERTIFIED IPSEC - BASIC

ICSAlabs CERTIFIED SSL VPN

ICSAlabs CERTIFIED ANTI-VIRUS

ICSAlabs CERTIFIED WEB APPLICATION FIREWALL

ICSAlabs CERTIFIED NETWORK IPS

NEBS LEVEL 3 — UL

ICSAlabs CERTIFIED ADVANCED THREAT DEFENSE

vb VERIFIED SPAM + virusbtn.com Sept 2013

vb 100 VIRUS virusbtn.com Oct 2011

vb VERIFIED WEB virusbtn.com

FEATURED CUSTOMER STORIES

Superunie

Wholesale Grocery Purchasing Cooperative with 30% country market share in the Netherlands

Scope: SD-WAN and network infrastructure across 1,000 branches and 10 data centers

Key Requirements: Application-aware WAN path control, high-performance SLA, zero-touch provisioning, IoT security

Solution: FortiGate, FortiSwitch, FortiAP, FortiManager, FortiGuard Services, FortiSandbox

Customer benefits realized:

- Guarantee that business-critical applications are highly available with best SLAs
- Reduced complexity by consolidating SD-WAN and security
- Secure IoT devices on port level, due to deep technical integration between FortiGate and FortiSwitch

"We chose Fortinet's cutting edge secure SD-WAN technology to allow us to centrally manage our networking and security solutions, while also providing SSL inspection for a seamless WAN transformation. We like the simplicity of extending Fortinet's SD-WAN solution to include LAN at each of our stores and the ability to manage all WAN and LAN devices through a single-pane-of-glass."

— Arjen van Dam, Manager, IT

Veracruz State Government

3rd Most Populated State in Mexico

Scope: Update aging infrastructure, secure connectivity and bandwidth for state employees and citizens

Key Requirements: 10+ GE threat protection, SSL decryption, internal segmentation, authentication, email security, internal chassis redundancy

Solution: FortiGate, FortiAnalyzer, FortiManager, FortiWeb

Customer benefits realized:

- Optimized operational spending and ensured protection for all information traveling across Veracruz's State Network (REDVER)
- Strengthened data link services and reduced costs
- Provide protection using advanced security technology, with central and simple administration
- Reliably manage more than 23,000 employee and 22,000 citizen requests daily through digital channels

"Using multiple Fortinet solutions and leveraging the Fortinet Security Fabric to manage both the network and equipment provides us with visibility over transactional demands and enables us to apply policies from a central location, thus decreasing the time invested in operational tasks and network administration."

— Sebastian Silva Sanchez,
Director-General of Technological Innovation

Winston-Salem Forsyth County Schools

Education—77th Largest School District in United States

Scope: Secure connectivity and bandwidth to support Internet-based education for over 53,000 students

Key Requirements: 10+ GE threat protection, SSL decryption, internal segmentation, authentication, email security, internal chassis redundancy

Solution: FortiGate 7040, FortiAuthenticator, FortiAnalyzer, FortiMail, FortiGuard Services

Customer benefits realized:

- Consolidated core and edge firewall and routing into single platform
- Met increased throughput requirements to achieve 10 GB downstream
- Simplified management and deployment, and improved operational efficiency

"Fortinet's 7000 series next generation firewall's ability to provide internal network segmentation, 100GE support, fast SSL inspection and threat protection at an attractive price/performance was a compelling value proposition that influenced our decision to select Fortinet. By deploying the FortiGate 7040 we were able to consolidate our security services to a single platform that can be expanded to meet future performance and security needs."

— Corey McLeod, Sr. LAN/WAN Engineer

Steelcase

Global Business Equipment and Furniture Manufacturer (USA)

Scope: Integrated security and reporting across on-premises and multiple cloud environments; IoT security

Key Requirements: Support for Microsoft Azure and AWS; internal segmentation; broad integrated solution set; integration with other vendor solutions

Solution: FortiGate Appliance and VM, FortiAuthenticator, FortiAnalyzer, FortiWeb, FortiMail, FortiAP, FortiSwitch, FortiClient, FortiCloud, FortiGuard Services

Customer benefits realized:

- Secure cloud-based offerings
- Unified protection across on-premises and multiple clouds
- Simplified management and training, economies of scale
- Better IoT security via segmentation

"Our extended IT infrastructure is absolutely critical to everything we do, so it's invaluable to have the seamless protection that Fortinet provides across our physical and cloud-based domains."

— Stuart Berman, Global Security Architect

For more customer stories, go to www.fortinet.com/customers.html

Revision: Q4 / 2018 v1 10.31.18