

Work From Anywhere, Secured

The Fortinet Security Fabric



FY 2020 Results

Revenue: \$2.59 B Billings: \$3.09 B

Q3 2021 Results

Revenue: \$867 M Billings: \$1.06 B

Op. Margin (GAAP): 19.2% Op. Margin (non-GAAP): 25.8%

EPS (GAAP): \$0.97/share EPS (non-GAAP): \$0.99/share

Cash + Investments: \$3.42 B Market Cap: \$47.7 B

Customers

550,000+

Cumulative Units Shipped

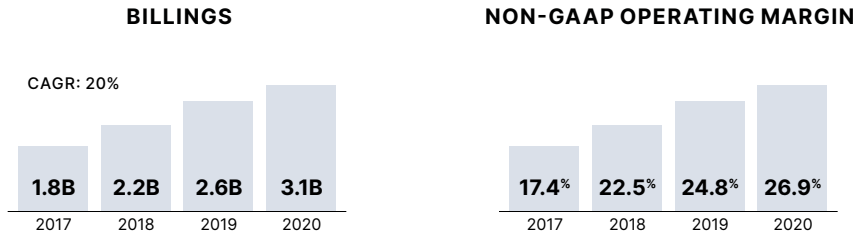
7.6+ Million

Headcount By Region

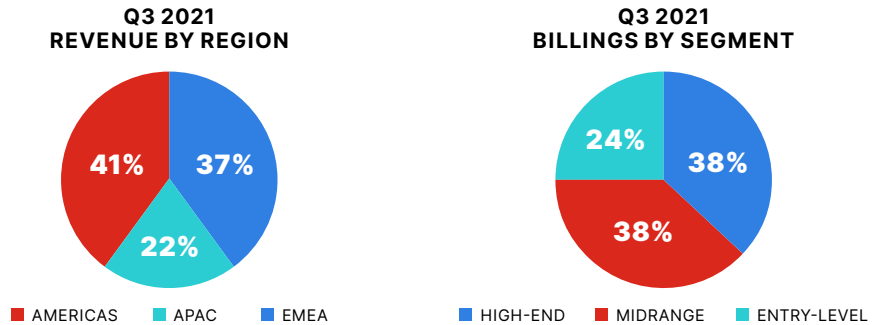
	US	2,936
AMERICAS	CANADA	1,870
	REST OF AMERICAS	586
	FRANCE	393
EMEA	UK	324
	REST OF EMEA	1,549
	INDIA	488
APAC	JAPAN	501
	REST OF APAC	1,053
TOTAL		9,700

ALL INFORMATION AS OF SEPTEMBER 30, 2021

Strong Growth in Annual Billings and Profitability



Highly Diversified Across Regions and Segments

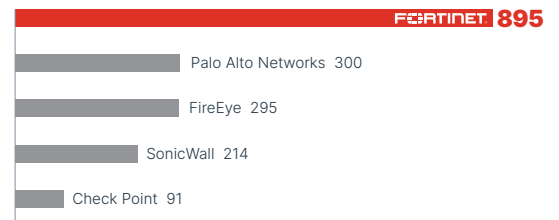


Technological Leadership

Nearly 3X more patents than comparable Network Security companies

895 U.S. Patents
355 International Patents
1250 Global Patents
251 Pending Patents

US Patents

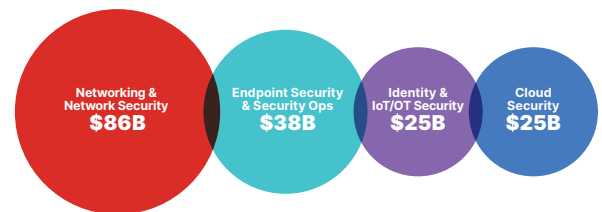


Source: US Patent Office, As of September 30, 2021

A Large and Growing Total Available Market

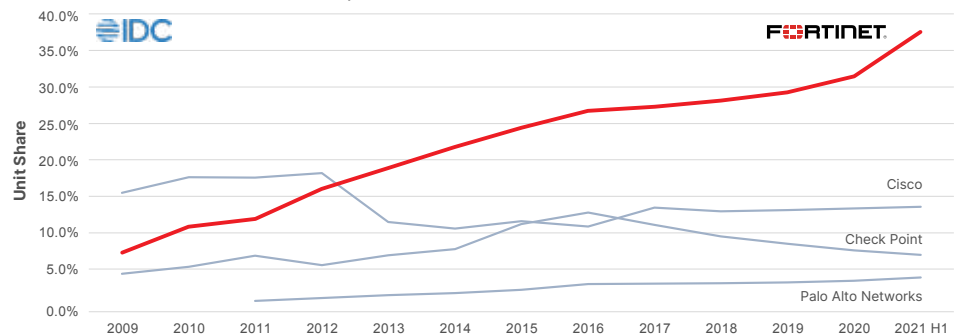
Total Addressable market of \$121B in 2021 growing to \$174B by 2025

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, October 2021 (based on annual 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

Headquarters:
Sunnyvale, CA

Fortinet IPO:
November 2009

Founded:
October 2000

NASDAQ and S&P 500:
FTNT

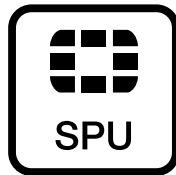


Key Fortinet Advantages



Security Fabric

Organically developed, highly integrated and automated cybersecurity platform



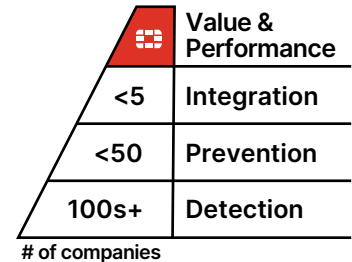
Security Processors

Superior NGFW and SD-WAN performance and efficiency



FortiGuard

Enterprise class security services across the kill chain, certified effective



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

Corporate Social Responsibility

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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



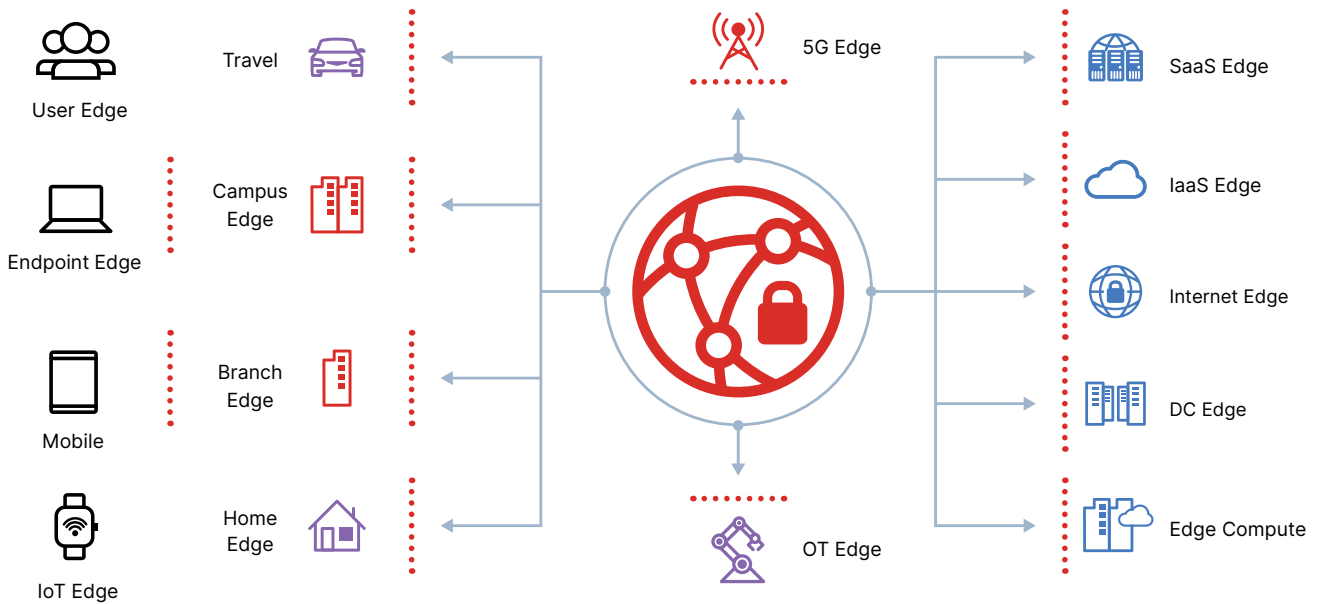
Respecting the Environment



Promoting Responsible Business

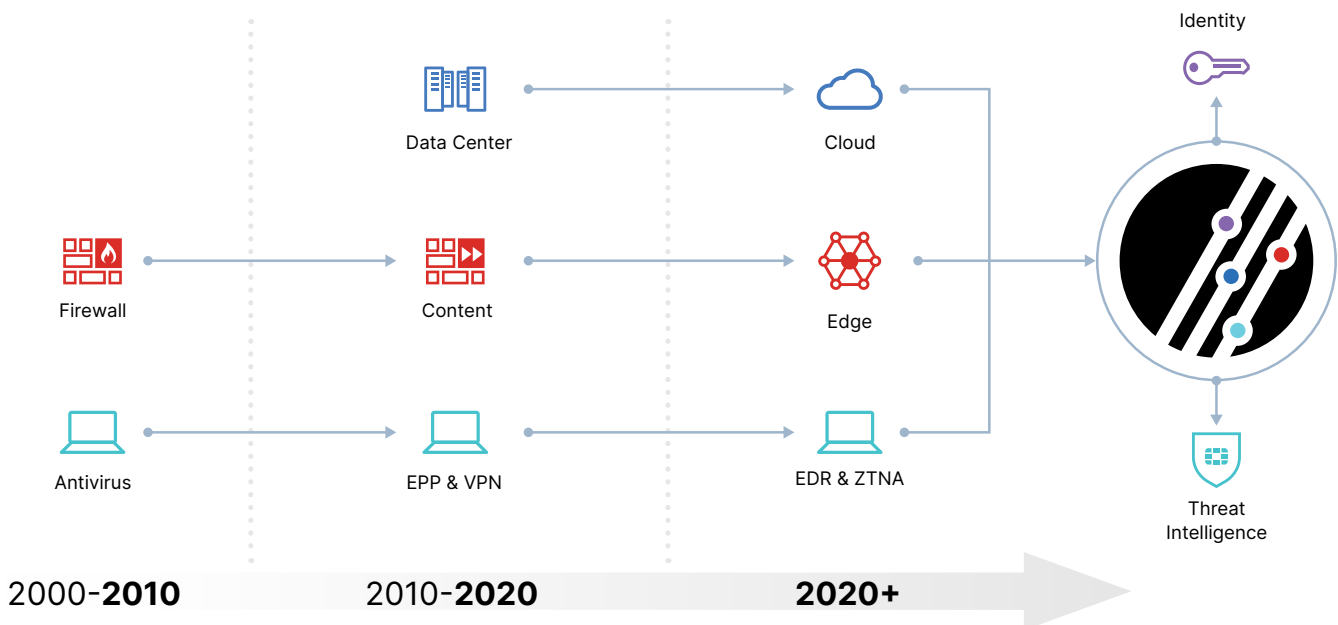
Digital Innovation Impacts Every Industry

Today's perimeter is no longer easily defined. Driven by an explosion of new connected devices, 5G/LTE connectivity, hyperscale cloud deployments, "anywhere access" to data and applications, and the recent increase in the remote workforce, the perimeter has expanded across the entire infrastructure, dramatically increasing the attack surface.



Cybersecurity Evolution – Toward a Platform

To secure their digital innovation efforts, organizations have layered on a growing array of point security solutions. However, this approach offers little in terms of meaningful integration and automation. And for many organizations, the resulting vendor sprawl has now grown too difficult to manage and too expensive to maintain. A more cohesive platform approach is now required to stay ahead of today's rapidly evolving threats while enabling new business initiatives to proceed safely.



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

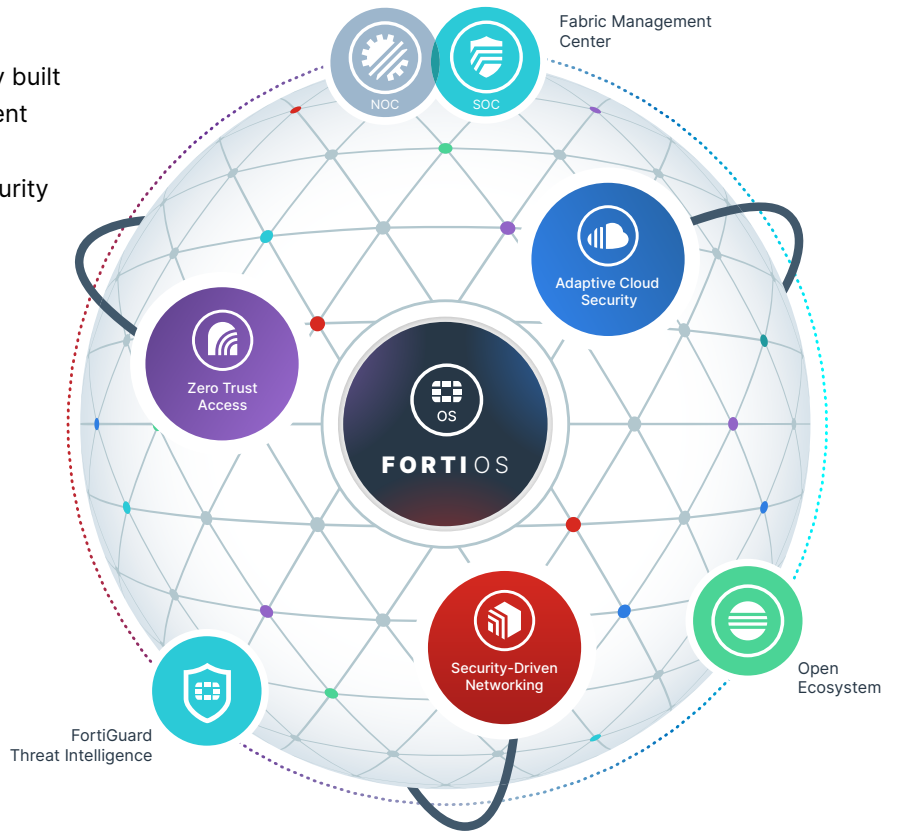
visibility and protection of the entire digital attack surface to better manage risk.

Integrated

solution that reduces management complexity and shares threat intelligence

Automated

self-healing networks with AI-driven security for fast and efficient operations.



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Broad Portfolio of Solutions to Protect Your Digital Attack Surface



Zero Trust Access

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



Security-driven Networking

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



Adaptive Cloud Security

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



Fabric Management Center NOC / SOC

- Network Management
- Network Orchestration
- Network Monitoring
- Cloud Management
- Digital Experience Monitoring
- Endpoint Protection
- EDR, XDR, MDR
- UEBA
- Sandboxing
- Deception
- Analytics
- SIEM
- SOAR

FortiOS – The foundation of the Security Fabric

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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

470+ Open Ecosystem Integrations

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Fabric Connectors (13)

Fortinet-developed deep integrations that automates security operations and policies



Fabric APIs (256)

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

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FortiCare Services help thousands of organizations every year to get the most out of their Fortinet Security Fabric solutions. We have over 1,200 experts providing accelerated implementation, reliable assistance, and proactive care through advanced support and professional services to maximize your security and performance.

1200+
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

Optimize

Performance Excellence

- Performance & configuration health checks
- Best practice assessment

Operate

Personalized Care

- Dedicated resources
- Service delivery management
- Proactive incident avoidance
- Training and certification

Maintain

Reliable Assistance

- 24x7 support
- Enhanced SLAs
- Premium hardware replacement
- Technical account management
- Upgrade assistance

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



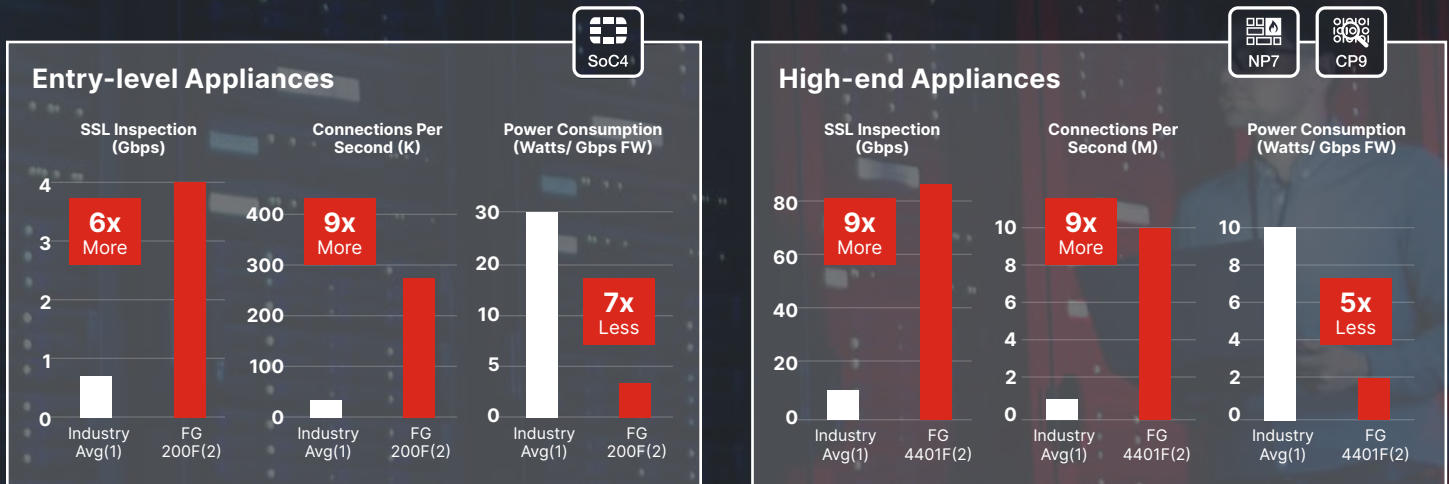
As a co-processor to the main CPU, Content Processors offload resource-intensive processing and drive content inspection to accelerate security functions.

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 3500F series

Protect hybrid data centers, stop ransomware, and deliver integrated Zero Trust Network Access capabilities.



- Hyperscale Security
- AI/ML Enhanced Protection
- Integrated Proxy

Specification	FortiGate 3501F ¹	Security Compute Rating	Industry Average	Palo Alto Networks PA-5260	Check Point SG-26000	Cisco FPR-4125	Juniper SRX5400 ²
Firewall	595 Gbps	6x	95 Gbps	60 Gbps	106 Gbps	80 Gbps	135 Gbps
IPsec VPN	165 Gbps	6x	28 Gbps	28 Gbps	40 Gbps	14 Gbps	30 Gbps
Threat Protection	63 Gbps	2x	29 Gbps	34 Gbps	24 Gbps	N/A	N/A
SSL Inspection	55 Gbps	8x	7 Gbps	6.5 Gbps	N/A	8 Gbps	N/A
Concurrent Sessions	348 M ¹	12x	28 M	32 M	10 M	25 M	45 M
Connections Per Second	5 M ¹	6x	771.5 K	586 K	550 K	1.1 M	850 K

Source: All data from public datasheets.
¹ With one-time hyperscale license at \$20,000
² SRX5400E-B1-AC, IPsec non-power mode

Training and Certifications

Fortinet NSE Certification Program

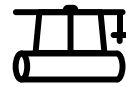
The Fortinet Network Security Expert (NSE) Certification Program is an 8-level training and assessment program designed for customers, partners, employees, and IT professionals to help close the cybersecurity skills gap. With over **730,000** security certifications to date, Fortinet delivers expert-level training in local languages online and in over **100** countries and territories worldwide with help from our Authorized Training Centers.



730,000+
CERTIFICATIONS

Fortinet Network Security Academy Program

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 **427** academies in **90** countries and territories.



427
ACADEMIES



90
COUNTRIES &
TERRITORIES

Expanded Free Public NSE Training

Fortinet has opened up our entire self-paced catalogue of advanced [Network Security Expert training courses](#). With over 1.4 million registrations for our free training courses since the beginning of 2020, 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.



Analyst

Develop a detailed understanding of how to implement network security management and analytics.



Security Associate

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



Specialist

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



Security Associate

Sales training for Fortinet employees and channel partners only.



Architect

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



Professional

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



Expert

Demonstrate the ability to design, configure, install, and troubleshoot a comprehensive network security solution in a live environment.

[LEARN MORE](#)

Figures as of October 28, 2021

2021 NSE Training Institute Awards

The NSE 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.



Global Brand Sponsorships



BMW i Motorsport
Official Partner



Fortinet partners with the **BMW i Andretti Motorsport Formula E Team**, with a shared commitment for high performance, reliability and innovation.

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The Fortinet Championship

The Fortinet Championship is held annually in September at the Silverado Resort & Spa in Napa Valley. This Official PGA Tour event is the kick-off to the new wrap-around PGA Tour Season.

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Fortinet has teamed up with renowned French skipper Romain Attanasio, who will carry the Fortinet brand all over the world during the Vendée Globe 2024 Challenge.

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Our Global Partner Commitment

Fortinet is a channel-centric company that has created a large, global network of trusted advisors that customers can rely on to secure their digital transformation and strategically drive their business growth.

ENGAGE
FORTINET PARTNER PROGRAM

60,000+
ACTIVE PARTNERS

The Engage Partner Program is designed to help partners 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.



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Analyst Recognition

Fortinet is recognized as a **Leader** in **2** Gartner 2020/2021 Magic Quadrant Reports:



Network Firewalls



WAN Edge Infrastructure

Fortinet is also recognized in 4 additional Gartner 2020/2021 Magic Quadrant Reports, including a wide range of technologies:



Web Application Firewall



SIEM



Wired and WLAN



Endpoint Protection Platforms*

And Fortinet is mentioned as a 'Vendor To Consider' 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.

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



Certified in 4 technology areas:

- Anti-Malware Network
- Network Firewall
- IPsec VPN
- Web Application Firewall



- 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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Featured Customer and Partner Stories

ROLLINS



Leading consumer and commercial services company providing essential pest control and protection to millions of customers in North America.

Scope: Improve security posture and enforce uniform security policies across entire network infrastructure consisting of over 700 locations, 2 data centers and multiple private cloud data centers.

Key Requirements: Migrate from aging MPLS to SD-WAN for business flexibility, cost reduction, improved network performance, and enhanced user experience.

Solution: Fortinet Secure SD-WAN solution, FortiExtender

Customer Benefits Realized:

- Improved user experience and increased network speeds by 7-10x
- Reduced costs and outages
- Cut network setup time by 50 percent through a single console

“Fortinet Secure SD-WAN addressed our connectivity, security and management challenges with a comprehensive solution supporting advanced routing, SD-WAN, and security in a single appliance. With integrated SD-WAN functionality and security, we are able to simultaneously improve application performance and our overall security posture. The current state of the world has really re-emphasized the positive impact of Fortinet Secure SD-WAN for us.”

– Kevin Morrison,
VP,ITC Operations



A leading, global cloud networking provider to large, global enterprises.

Scope: Deliver additional value to customers through global access, security and cloud acceleration services.

Key Requirements: Combine global Tier 1 IP network with industry leading SD-WAN and security capabilities.

Solution: Fortinet Secure SD-WAN, FortiGuard Services

Partner Benefits Realized:

- Ability to securely connect customers' locations to every application in the cloud.
- Smart, cost-effective connectivity platform with Fortinet Secure SD-WAN.
- Powerful combination of global last mile access with advanced security and application performance.

“Clients rely on GTT to securely connect their locations across the world and to every application in the cloud. Our broad portfolio of SD-WAN service options, that now includes Fortinet, ensures that clients can run their applications with superior security, performance and reliability to support their business goals.”

– Ernie Ortega, Interim CEO
& Chief Revenue Officer

Prysmian
Group



Prysmian Group is a world leader in energy and telecom cables and systems, with almost 140 years of experience, €11+ billion sales, and ~29,000 employees in over 50 countries and 106 plants.

Scope: Consistent security posture with the highest possible levels of reliability and resilience

Key Requirements: Support for a range of connectivity options in different countries and across different types of operations from manufacturing plants within OT environments and research and development centers

Solution: FortiGate, FortiGate-VM, FortiManager, FortiAnalyzer, FortiSIEM

Customer Benefits Realized:

- Improved flexibility, scalability and management of IT resources
- Enhanced security
- Greater control and visibility of global applications and data

“Within a dynamic cloud-centric architecture such as ours, the key is to have an intelligent, responsive security infrastructure that can adapt to the changing application and service requirements, and so the Fortinet Security Fabric solution, with its integrated event correlation, automation, and centralized management and reporting, was the perfect fit for us.”

– Salvatore Lanzilotti, Global Network
TELCO Service Manager, Prysmian Group



A division of BMW Group that fields teams for auto racing series around the world, including the Formula E circuit.

Scope: Provide a secure environment for remote, real-time power usage sensing and driver guidance—a capability critical to winning Formula E races.

Key Requirements: Enable the rapid and easy deployment of a secure virtual private network (VPN) connection between the trackside team member and BMW Motorsport headquarters. Ensure reliable, high-throughput, low-latency connectivity.

Solution: FortiGate

Customer Benefits Realized:

- Improved racecar performance
- Full compliance with rigorous BMW Group security policies
- 100% uptime since deployment with minimal latency on global WAN connections

“Racing is a fast-changing sport, and our team is very pleased to have a partner that shares our core values. We look forward to continuing to work with Fortinet as our teams race toward future innovations.”

– Stefan Frost, Head of IT, BMW Motorsport

[CLICK HERE](#)

For more customer stories.

