

ENGINEERED FOR TELEWORKER SECURITY AT SCALE

Enterprise and Service Provider Solutions

Cloud



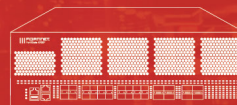
- FortiGate VM
- FortiMail
- FortiWeb
- FortiCASB
- SD-WAN



Data Center

- FortiGate
- SD-WAN

New NP7-powered
FortiGate 4200F series



SECURITY COMPUTE RATING

- 8x Firewall
- 10x IPsec VPN
- 5x SSL Inspection
- 14x Concurrent Sessions
- 15x Connections per Second
- ... vs. industry average

SD-Branch



- FortiGate
- FortiExtender
- FortiAP
- FortiSwitch
- FortiClient
- SD-WAN

Teleworker



- FortiGate
- FortiClient
- SD-WAN

Mobile Users



- FortiClient

Campus HQ



- FortiGate
- FortiAP
- FortiSwitch
- FortiClient
- SD-WAN

Founded: Nov. 2000

First Product Release: May 2002

Fortinet IPO: Nov. 2009
NASDAQ: FTNT

Headquarters: Sunnyvale, California

Employees: 7,448

FY 2019 Revenue: \$2.16B
FY 2019 Billings: \$2.60B

Q1 2020 revenue: \$577M
Q1 2020 billings: \$668M
Q1 2020 EPS (GAAP): \$0.60
Q1 2020 EPS (non-GAAP): \$0.60
Market Cap (March 31, 2020): \$17.6B
\$1.57B Cash+Investments and no debt

Units Shipped to Date: 5.6M+

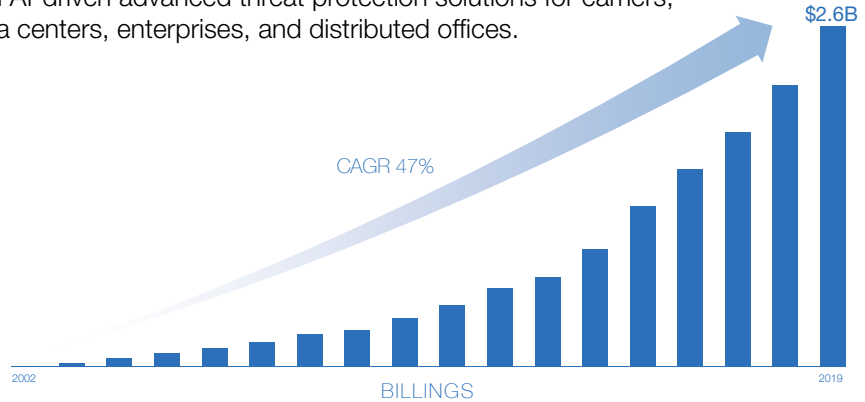
Total Customers: 455,000+

SD-WAN Customers: 21,500+

Global Patents (as of March 31, 2020)
Issued: 666
Pending: 186

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 and SD-WAN, switching and wireless access, network access control, authentication, public and private cloud security, endpoint security, and AI-driven advanced threat protection solutions for carriers, data centers, enterprises, and distributed offices.



Share Price Performance

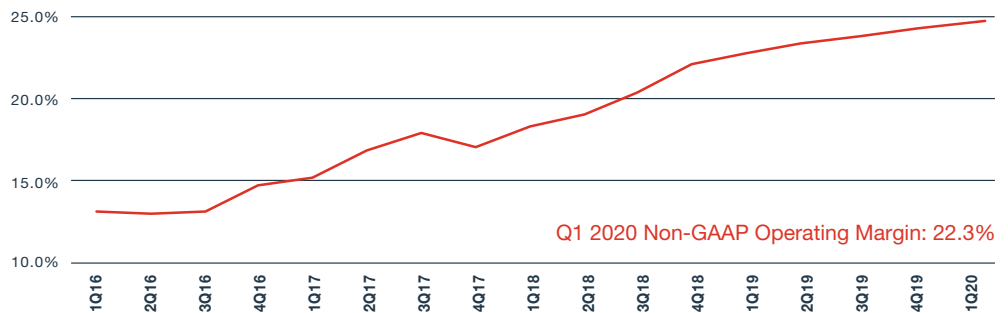
	1-year	3-year	5-year	Since IPO*
FTNT Rank	1st	1st	1st	1st
FTNT	20%	164%	189%	1,519%
CHKP	(21)%	(2)%	23%	203%
PANW	(32)%	46%	12%	290%

Share price performance through March 31, 2020. Source: FactSet

* FTNT IPO on 11/18/2009 at \$6.25 (split adjusted); PANW IPO on 7/20/2012 at \$42. CHKP performance from FTNT IPO date.

Steadily Improved Operating Margins

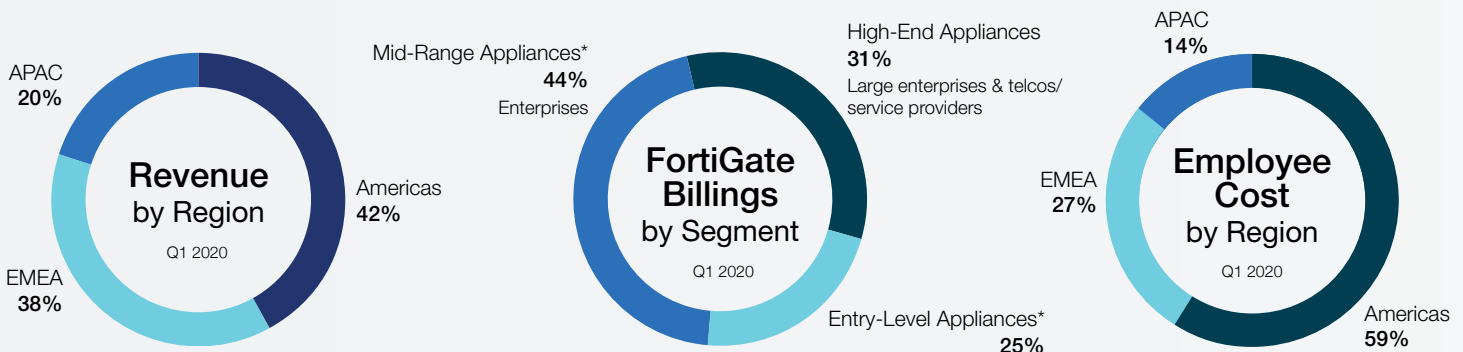
Non-GAAP Operating Margin - Trailing Four Quarter Average



Source: Company data.

Q1 2020 Financial Spotlight:

Strong total revenue growth of 22% Y/Y, driven by a 24% Y/Y increase in service revenue



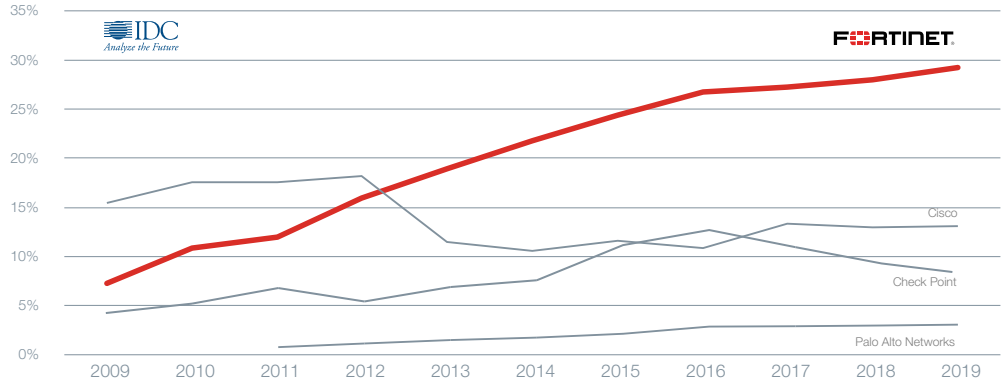
* FortiGate 100 series revenue now classified as Mid-range

#1 CYBERSECURITY COMPANY IN THE WORLD

#1 Most Deployed Network Security

~30% of all FW/UTM appliance shipments

Source: IDC Worldwide Security Appliance Tracker, April 2020 (based on annual unit shipments of Firewall, UTM and VPN appliances)

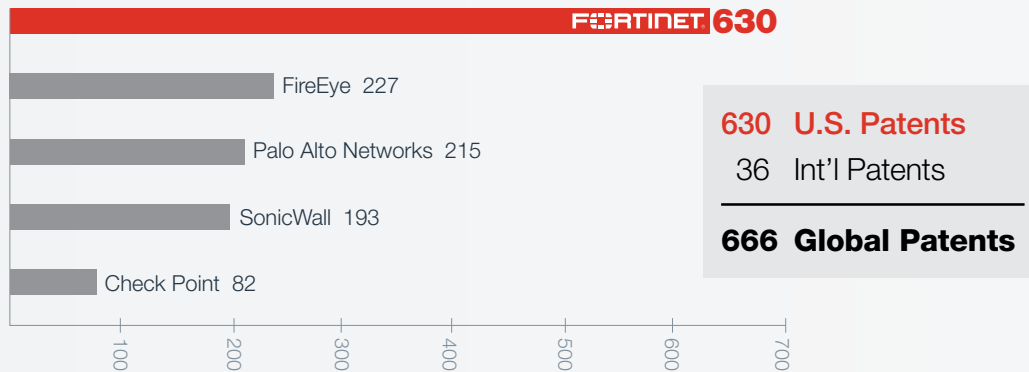


Source: IDC Worldwide Security Appliance Tracker, April 2020 (based on annual unit shipments of Firewall, UTM, and VPN appliances)

#1 Network Security Innovator

3X more patents than comparable Network Security companies

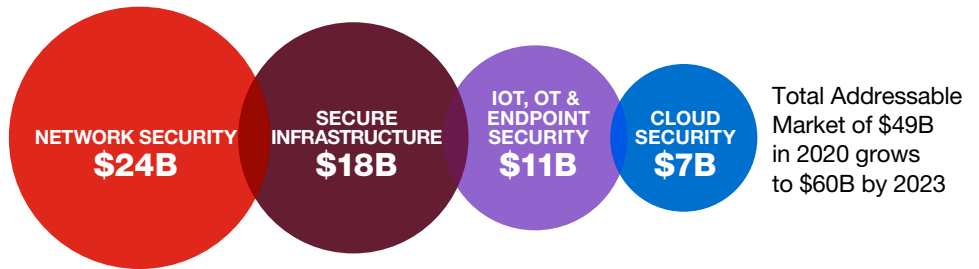
Source: US Patent Office, As of March 31, 2020



#1 Broadest Security Protection

From IoT to the Cloud

Source: Fortinet estimates based on recent analyst research. 2023 opportunity shown.



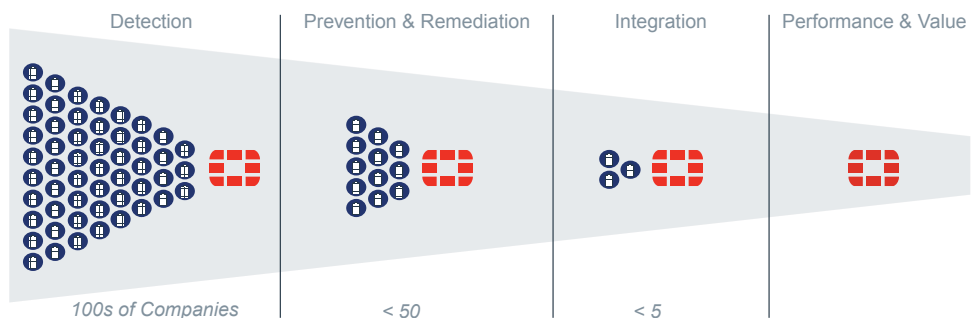
#1 Most 3rd Party Validations

NSS Labs, ISCA, VB and more

Source: NSS Labs most recent test results, as of April 27, 2020. See pages 10 and 11 for more details.

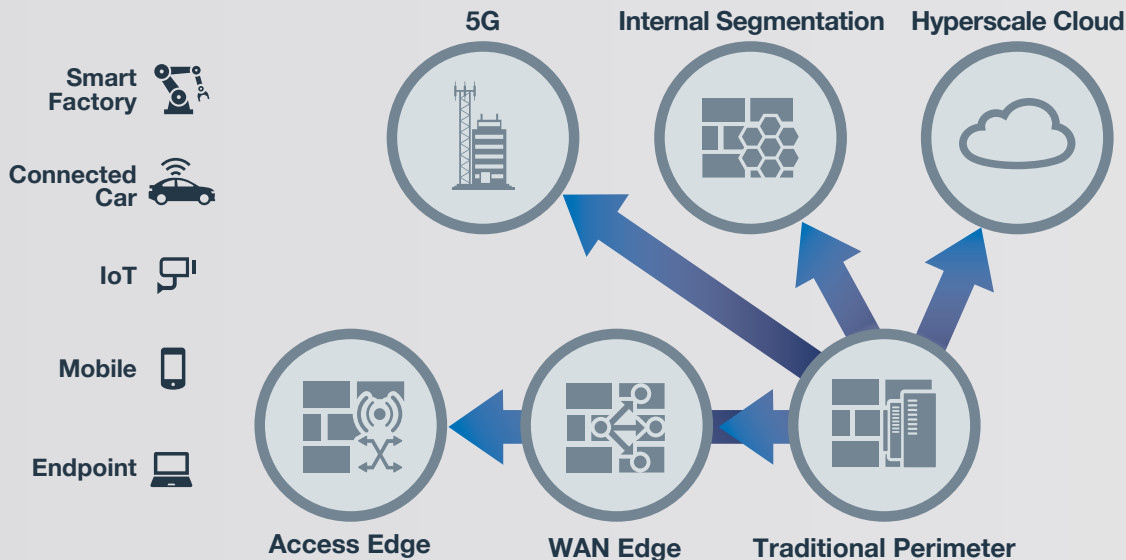


The Only Company to Excel at All Key Stages of Network Security



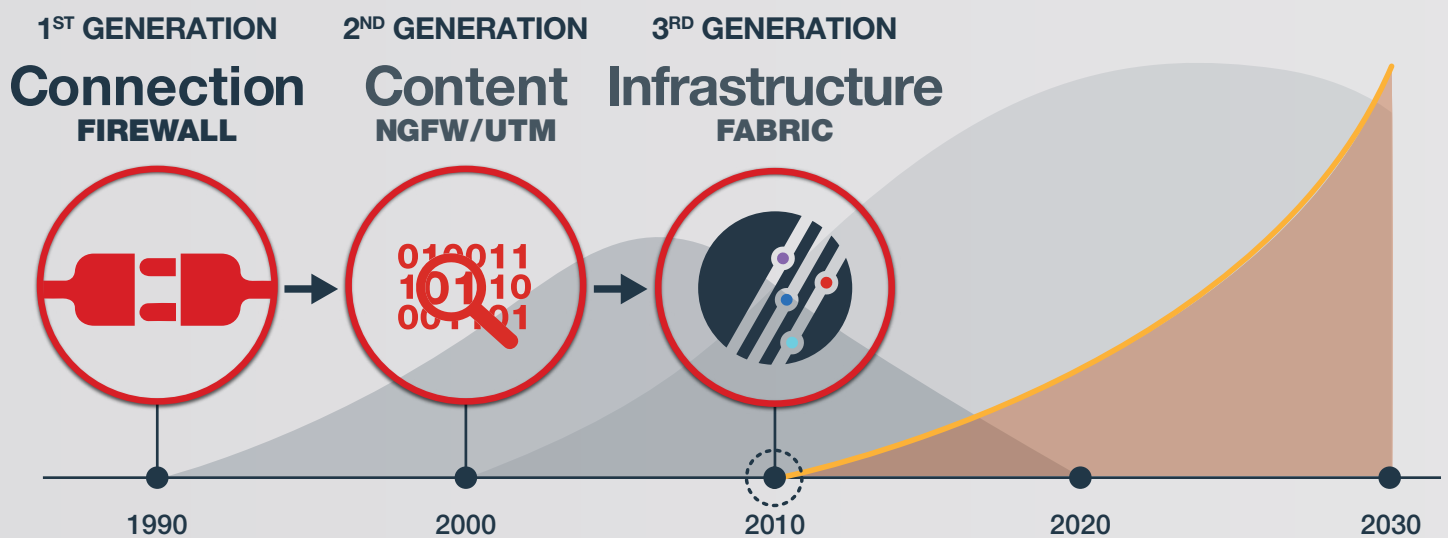
ENABLING DIGITAL INNOVATION

Digital Innovation is Rapidly Expanding the Perimeter



Today's perimeter is no longer easily defined. The data center was once your network's primary point of entry and exit, but now an explosion of new connected devices, 5G, and hyperscale cloud deployments have expanded the perimeter across the entire infrastructure.

Leading the Evolution of Network Security



First-generation network security (stateful firewalls) focused on securing the connection, and, led by Fortinet, a second generation of network security (next-generation firewalls and UTMs) expanded inspection to the application and content. However, in order to secure today's digital innovations and the rapidly expanding and evolving perimeter, a third generation of network security is required: a broad, integrated, and automated security platform that provides end-to-end segmentation and protection for your data, users, and infrastructure everywhere.

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

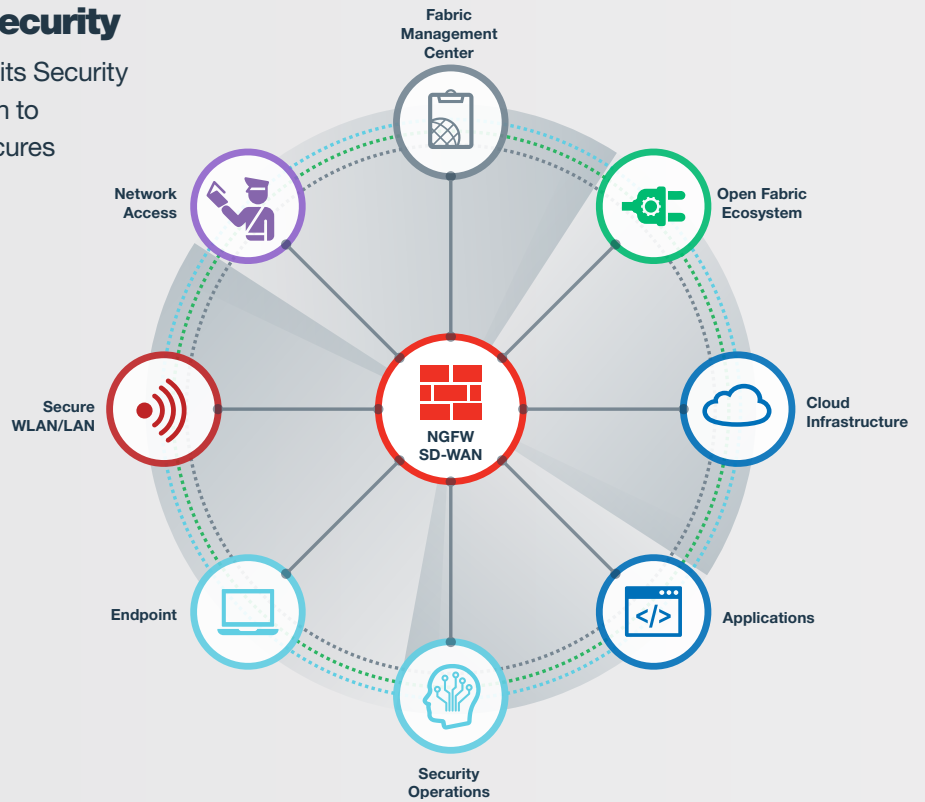
visibility of the entire digital attack surface to better manage risk

Integrated

solution that reduces the complexity of supporting multiple point products

Automated

workflows to increase speed of operations and response



Complete protection across the digital attack surface

FortiNAC	FortiAP	FortiGate	FortiGate VM	FortiWeb	FortiClient	FortiAnalyzer	FortiManager
Fabric Agent	FortiSwitch		FortiCWP	FortiMail	FortiEDR	FortiSandbox	FortiGate Cloud
Forti Authenticator	FortiExtender		FortiCASB	FortiADC		FortiSIEM	FortiCloud
						FortiSOAR	



FortiGuard Services

Appliance	Virtual Machine	Cloud	Security-as-a-Service	Software



Network Security

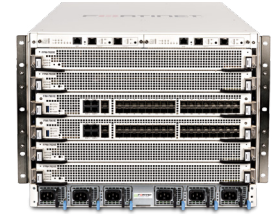
Fortinet's high-performance FortiGate firewalls—powered by our purpose-built OS, security processors, and threat intelligence from FortiGuard Labs—provide consolidated, advanced security, and deep visibility that protects the network from known and unknown threats and provides better user experience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

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 – 4000 & 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 2200E



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 – 7 Gbps)
Special Features	High-speed SSL inspection



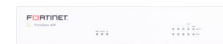
FortiGate 400E



FortiGate 600E

Entry-level Appliance 30–90 Series

Form Factor	Desktop
Interfaces	High-density 1 GE
FW(TP) Throughput	1 – 4 Gbps (150 Mbps – 700 Mbps)
Special Features	Wi-Fi, PoE, ruggedized



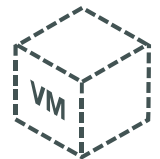
FortiGate 40F



FortiGate 60F

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 4200F

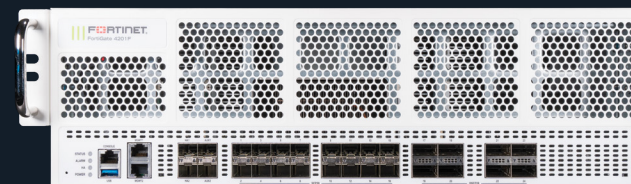
NP7-powered appliance provides unprecedented scale and performance for the data center

Feature / Performance	FortiGate 4200F*
Stateful Firewall	800 Gbps
IPsec VPN	280 Gbps
SSL Inspection	38 Gbps
Concurrent connections	400 Million**
Connections per Second	8 Million**
Interfaces	1G, 10G, 25G, 40G, 100G

* An Fortinet initial test results. Subject to change

** With purchase of optional license

*** An Elephant flow is a single session that consumes a large amount of bandwidth



NP7



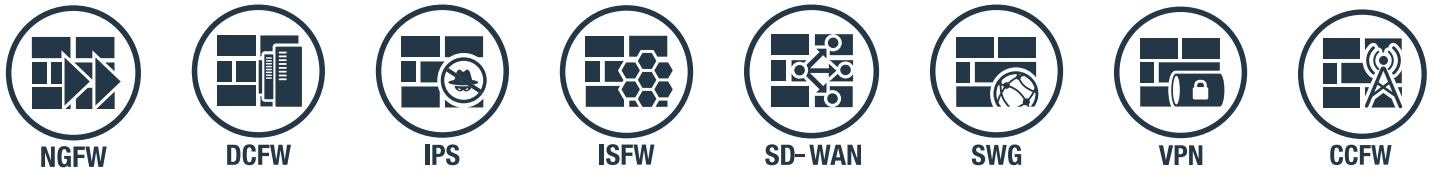
CP9

- Provides massively scalable remote worker access
- Handles large event-based connection bursts
- Enables secure transfer of very large data sets with 100 Gbps elephant flows***
- Enables ultra-scalable segmentation via VXLAN acceleration
- Prevents volumetric attacks with hardware-accelerated anti-DDoS



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.



The Security Processor Advantage

Fortinet Security Processors are engineered to radically increase the speed, scale, performance, efficiency, and value of Fortinet solutions while greatly improving user experience, reducing footprint, and lowering power requirements. Security Compute Rating is a benchmark that compares the performance of Fortinet's purpose-built ASIC-based next-generation firewall (NGFW) appliance to comparably priced products from other NGFW and SD-WAN vendors that utilize generic processors for networking and security. The FortiGate 4200F, powered by Fortinet's NP7 security processor, enables the superior Security Compute Ratings as noted in the chart below.

Specification	FortiGate 4201F*	Industry Average***	Security Compute Rating	Palo Alto Networks PA-5260	Check Point Security Gateway SG-26000	Cisco Firepower FPR-4125	Juniper SRX5400*
Firewall	800 Gbps	96 Gbps	8x	64 Gbps	106 Gbps	80 Gbps	135 Gbps
IPsec VPN	280 Gbps	28 Gbps	10x	27 Gbps	40 Gbps	14 Gbps	30 Gbps
SSL Inspection	38 Gbps	8 Gbps	5x	N/A	N/A	8 Gbps	N/A
Concurrent Sessions	400 Million**	28 Million	14x	32 M	10 M	25 M	45 M
Connections Per Second	8 Million**	529 K	15x	450 K	550 K	265 K	850 K

Source: FortiGate results from Fortinet tests. Other vendor information from datasheets. N/A reflects that vendor does not publish performance specifications.

* Target performance metrics. Final performance metrics subject to change. Juniper's SRX5400E-B1-AC in non-power mode.
 ** With purchase of optional license
 *** Industry average is calculated using comparably priced solutions from Palo Alto Networks, Check Point, Cisco, and Juniper.

Fortinet SPU-based Parallel Path Processing

- Flexible Policy
- Accelerates Network Traffic
- Accelerates Content Inspection

Fortinet System-on-a-Chip

- Optimized for SD-WAN and 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, government organizations, and security vendor alliances, taking a leadership role to ensure the industry is effectively responding to emerging security risks worldwide.

Bundled and A La Carte Offerings	FortiGuard subscription services									Operational & SD-WAN services						
	Application Control**	IPS	Advanced Malware Protection***	Anti-spam	Web Filtering	Industrial Security	IoT Security	Security Rating Service	FortiConverter Service	IP Address Management	FortiManager Cloud	FortiAnalyzer Cloud	SD-WAN Cloud-Assisted Monitoring Service	SD-WAN Overlay Controller VPN Service	SD-WAN Orchestrator	
360 Protection Bundle	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	
Enterprise Protection bundle	x	x	x	x	x	x	x	x	x							
Unified Threat Protection bundle	x	x	x	x	x											
Adv. Threat Protection bundle	x	x	x													
A la carte services		x	x		x	x	x	x	x	x	x	x	x	x	x	

*Per many independent third-party tests. See pages 10-11 for more. ** Application Control comes standard with every FortiCare support contract.

*** Includes AV, Antibotnet, Mobile Security, Cloud Sandbox, Content Disarm and Reassembly, and Break Protection.

The 360 Protection Bundle also includes upgraded Advanced Support Engagement (ASE) 24x7 support. Other bundles include standard 24x7 support.



Extensive Industry Cybersecurity Ecosystem

360+ Open Fabric Ecosystem Integrations



Fabric Connectors (12)

Fortinet-developed deep integrations that automate security operations and policies



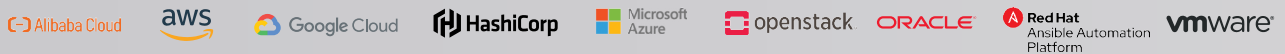
Fabric APIs (161)

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



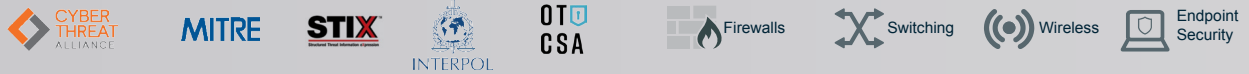
Fabric DevOps (9)

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



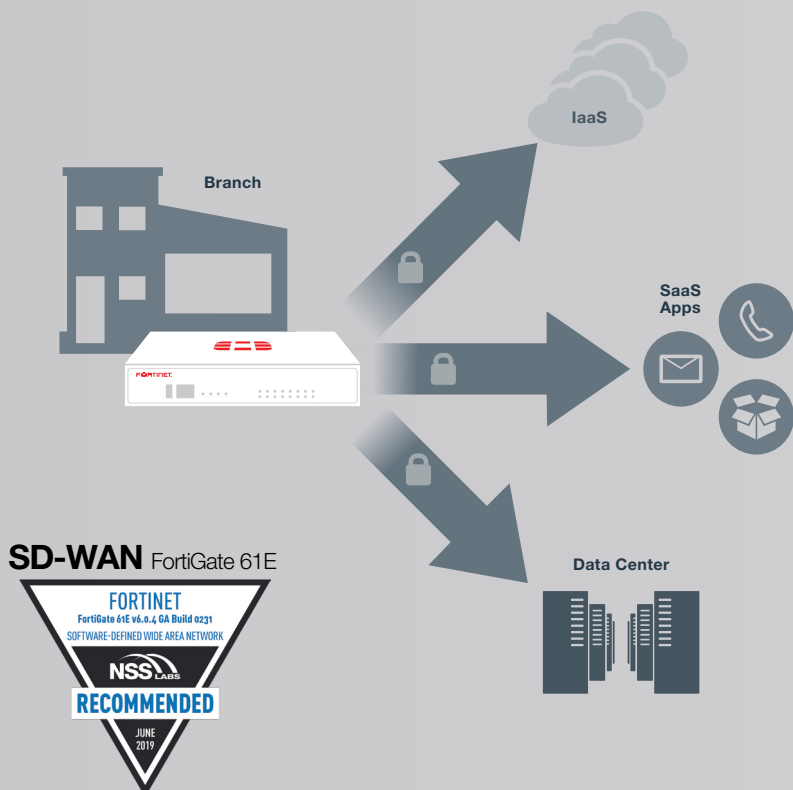
Extended Security Fabric Ecosystem (200+)

Collaboration with threat sharing organizations and integrations with other vendor products



Solution Spotlight: Secure SD-WAN

Best-of-breed SD-WAN and integrated NGFW capabilities for true WAN Edge transformation.



Products

- FortiGate Secure SD-WAN
- FortiManager & FortiAnalyzer

Key Features

- Application Identification and Steering
- WAN Path Remediation for Voice/VoIP
- Multi-Cloud and SaaS Optimization
- Intuitive Orchestration and Analytics
- In-Built Next-Generation Firewall

Benefits

- Consistent High User Experience
- Optimized Cloud Access
- Simpler, Automated Operations
- Better Security Posture at WAN Edge
- Reduced WAN costs



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.



Professional Services

Premium RMA

SERVICES & SUPPORT SPOTLIGHT

360 Protection is a new support and service package that delivers advanced support, real-time network management, and a full suite of security and operational services.



FortiCare

- 24x7 FortiCare
- Advanced Support
- Engagement level



FortiGuard

- Enterprise
- Bundle level



Operational

- Cloud analytics/management
- SD-WAN related services
- FortiConverter

Training and Certifications

Fortinet NSE Certification Program

The Fortinet Network Security Expert (NSE) Program is an 8-level training and assessment program designed for customers, partners, and employees, with over **350,000** security certifications to date. Fortinet Authorized Training Centers (ATCs) deliver expert-level training in local languages in over **100** countries worldwide.



350,000+
CERTIFICATIONS



281
ACADEMIES



78
COUNTRIES

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 **281** academies in **78** countries.

Expanded Free Cybersecurity Training

Fortinet has opened up our entire self-paced catalogue of advanced [Network Security Expert training courses](#). The courses will be free for the remainder of 2020* to help address the rapidly evolving needs of organizations securing highly distributed and remote workforces.



SECURITY ASSOCIATE

PUBLIC

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



ANALYST

PUBLIC*

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



SECURITY ASSOCIATE

PUBLIC

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



SPECIALIST

PUBLIC*

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

PUBLIC*

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



PROFESSIONAL

PUBLIC*

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



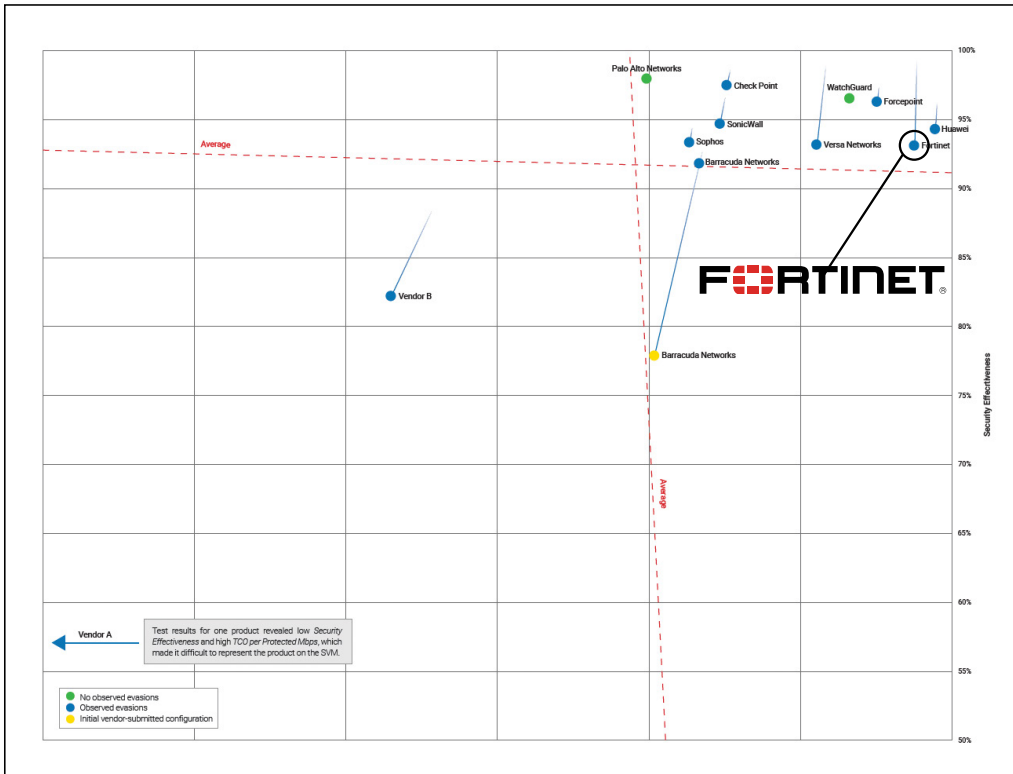
EXPERT

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

* Self-paced courses in NSE 4-7 only, through 12/31/2020. Instructor-led courses, hands-on labs, and certifications are not included. Learn more about both programs at www.fortinet.com/support-and-training.html

Recommended IN 9 out of 9 NSS LABS Tests

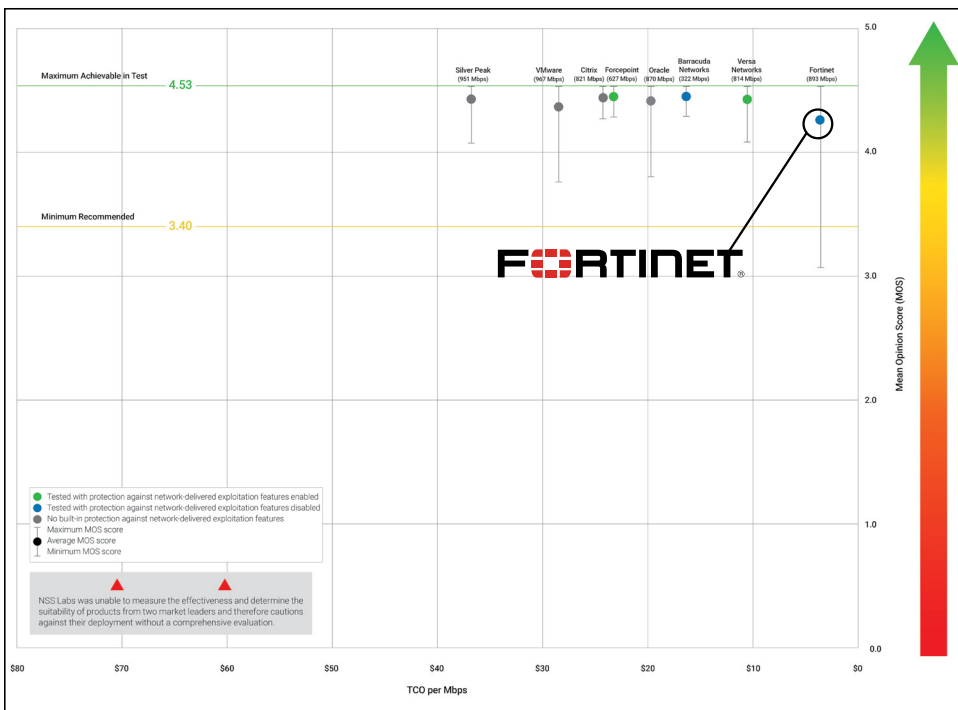
Next-Generation Firewall Test (2019) FortiGate 500E



- **“Recommended” 6th year in a row**
- 99% Exploit Block Rate
- 100% Live Exploit Block Rate
- Best SSL Performance with least degradation
- Very low Total Cost of Ownership (\$2 per Protected Mbps)



SD-WAN Test (2019) FortiGate 61E



- **Second consecutive SD-WAN “Recommended” rating**
- Lowest Total Cost of Ownership, 8X better than competitive offerings
- Deployment in under 6 minutes with Zero-Touch Provisioning
- Reliable Quality of Experience for Video and VOIP
- Best user experience in HA deployments
- In-built NGFW security



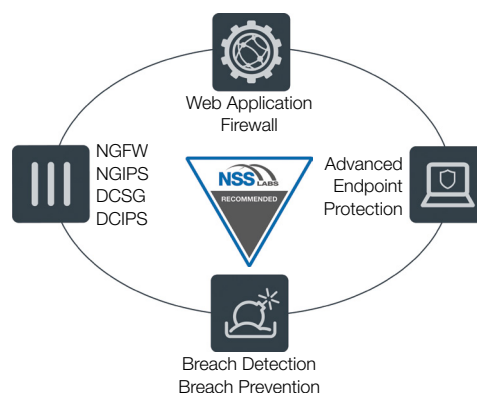
		■ RECOMMENDED / CERTIFIED	■ CAUTION	○ UNDISCLOSED			
CERTIFICATION	FORTINET	Check Point	Cisco	Palo Alto	Juniper SRX	FireEye	
1	NSS Next-Gen Firewall	■	■	○	■	○	X
2	NSS DC Security Gateway	■	X	■	■	■	X
3	NSS Next-Gen IPS	■	X	○	■	○	X
4	NSS DC IPS	■ ■	X	■	X	X	X
5	NSS Breach Detection	■	X	■	X	X	■
6	NSS Breach Prevention	■	■	■	■	■	X
7	NSS WAF	■	X	X	X	X	X
8	NSS Advanced Endpoint*	■	■	X	■	X	X
9	NSS SD-WAN	■	X	X	X	X	X
	ICSA ATD—Sandbox	■	X	X	X	■	X
	ICSA ATD—Email	■	X	X	X	X	X
	ICSA Network Firewall	■	■	X	■	X	X
	ICSA Network IPS	■	X	X	X	X	■
	ICSA Anti-malware Network	■	X	X	X	X	X
	ICSA WAF	■	X	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

* Vendor products now receive a letter rating. Green here denotes a favorable "A" rating or better. As of April 27, 2020

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



In addition to our primary mission to innovate to make the world a safer and more secure place, Fortinet is committed to giving back to our constituents, by:

- Developing products that are energy- and space-efficient
- Providing a fair and safe place to work to our employees, a meritocracy with exceptional career opportunities
- Giving back to local communities from a charitable and service standpoint, and
- Ensuring strong corporate governance.

In response to the current global health crisis, we continue to take steps to secure our customers - including healthcare providers, educational institutions, and others - from increasing traditional security risks and new security risks arising from rapid changes in the way business is conducted.

Some of our actions in response to COVID-19 include:

- **Employees:** proper social distancing measures, remote telework policies, preventative sanitation measures, and more,
- **Customers and partners:** innovative, scalable built-in remote worker capabilities to ensure rapid protection for business continuity and secure remote working
- **Cybersecurity Training:** free online security training for our partners, customers and communities to help protect our end users, empower our ecosystem with security skills, and narrow the security skills gap
- **Charitable Commitment:** increased charitable matching funds to \$2M, for non-profit organizations fighting COVID-19.

For more information:

- www.fortinet.com/corporate/about-us/corporate-social-responsibility
- www.fortinet.com/covid19-response

Featured Customer Stories

Batteries + Bulbs



Batteries Plus Bulbs

Specialty Retailer in United States

Scope: Consolidate network and security operations with full visibility to protect 740 owned and franchise locations

Key Requirements: Provide secure SD-WAN capabilities, secure wireless access, PCI DSS compliance, intrusion prevention, antivirus, internal segmentation

Solution: Fortinet Secure SD-WAN, FortiAnalyzer, FortiAP, FortiManager VM, FortiGuard Services

Customer benefits realized:

- Full visibility of the entire security architecture from a single pane of glass
- Flexibility to bolster specific security elements in the future with integrated solutions
- Assured network performance at 740 stores due to Secure SD-WAN solution
- Scalability to meet future security needs
- Solution was cost neutral compared with prior solution while delivering vastly better performance and security

"Having a single provider gives us economies of scale, and we have the depth and breadth in our security architecture to provide protection from whatever comes along."

— Michael Lehman,
Vice President and CIO

WINDSTREAM ENTERPRISE



Windstream Enterprise

A leading provider of advanced network communications and technology solutions, including SD-WAN, Managed Network Security and UCaaS solutions

Scope: Optimize and transform network and voice to meet the evolving demands of the cloud

Key Requirements: Industry-leading security including UTM features on SD-WAN devices and centralized management capabilities to enhance the WE Connect Portal digital experience, flexible connectivity and the Cloud Core network

Solution: FortiGate 30E, 50E, 60E, 200E and 500E, FortiManager, FortiAnalyzer

Customer benefits realized:

- Optimized application performance and prioritized mission critical applications
- Improved reliability to virtually eliminate downtime
- Increased visibility and control to manage the network
- Lowered TCO via cost-effective access-agnostic connections
- Increased workforce productivity

"Business customers are increasingly looking for security that is native to their WAN. The FortiGate SD-WAN technology is particularly attractive to the Enterprise and Mid-Market due to its security pedigree. It complements Windstream Enterprise's service portfolio and enhances our overall differentiated value proposition."

— Cardi Prinzi, Chief Marketing Officer
at Windstream Enterprise and Wholesale

HR Path



HR Path

Global Leader in Human Resource Technology

Scope: Increase bandwidth and support cloud-based services securely for 1250 customers in 18 countries

Key Requirements: GDPR compliance, replace MPLS with secure SD-WAN, multi-cloud protection, simplified network management

Solution: FortiGate, FortiAuthenticator, FortiAnalyzer, FortiSwitch, FortiGuard Services

Customer benefits realized:

- €12,000 (US\$13,000) per site annual infrastructure cost savings by replacing MPLS infrastructure with SD-WAN solution
- Projected 100% ROI in five years
- Enhanced security through improved visibility and control of all global ISPs
- Reduced risk of intrusion through identity and access management and integrated IPS
- Increased potential customer retention by meeting or exceeding their security standards

"We wanted to develop a process through which security would be an integral part of every IT project—rather than an add-on or afterthought."

— Sébastien Griet, Infrastructure Director

Alaska



Alaska Airlines

5th Largest Airline in United States

Scope: Secure connectivity and data protection (including PCI data) for over 44 million passengers, 23,000 employees and 1200 flights daily

Key Requirements: Protect the e-commerce edge, data center and network, provide secure SD-WAN capabilities

Solution: FortiGate, FortiAnalyzer, FortiAuthenticator, FortiClient, FortiExtender, FortiManager, FortiSwitch, FortiWifi, FortiGuard Services

Customer benefits realized:

- Ability to secure from the e-commerce edge to the data center
- Simplified configuration, management, authentication and reporting
- Ease of deployment and rollout to distributed locations

"We were already pleased with the performance of Fortinet's Next-Generation Firewalls in our data center and the protection they provide for employee access and authentication. We recently chose to leverage Fortinet's Secure SD-WAN capability because it provides superior security features in one simple offering. Fortinet helps us reduce complexity and gives us the single-pane-of-glass visibility across all our locations."

— Brian Talbert, Director, Network and
Connectivity Solutions

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

