Powering WAN Edge Transformation

Integrated Security and SD-WAN

Q4 2019

15X Firewall

17X IPSEC VPN

FORTINET FortiSOC4

11X SSL Inspection

4X Threat Prevention

47X Concurrent Sessions

For Security Compute Rating details see page 7
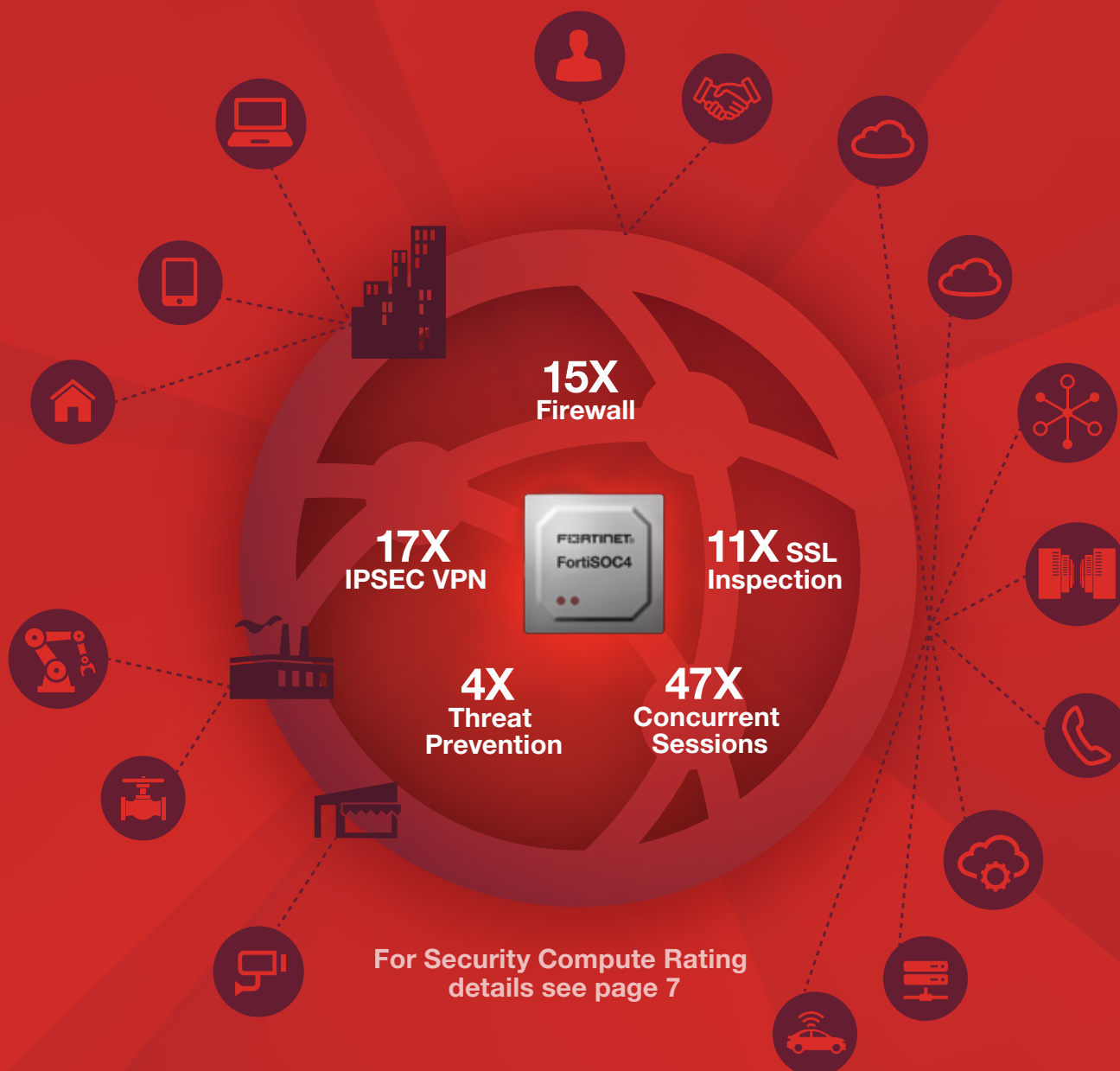
FORTINET

CELEBRATING 10 YEARS ON NASDAQ

Founded: Nov. 2000

First Product Release: May 2002

Fortinet IPO: Nov. 2009
NASDAQ: FTNT

Headquarters: Sunnyvale, California

Employees: 6,590

FY 2018 Revenue: $1.80B
FY 2018 Billings: $2.15B

Q3 2019 Revenue: $548M
Q3 2019 Billings: $627M
Q3 2019 EPS (GAAP): $0.46
Q3 2019 EPS (Non-GAAP): $0.67
Market Cap (Sept 30, 2019): $13.1B
$2.1B Cash+Investments and no debt

Units Shipped to Date: 5.1M+

Customers: 425,000+

Global Patents (as of Sept. 30, 2019)
Issued: 641
Pending: 149

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.
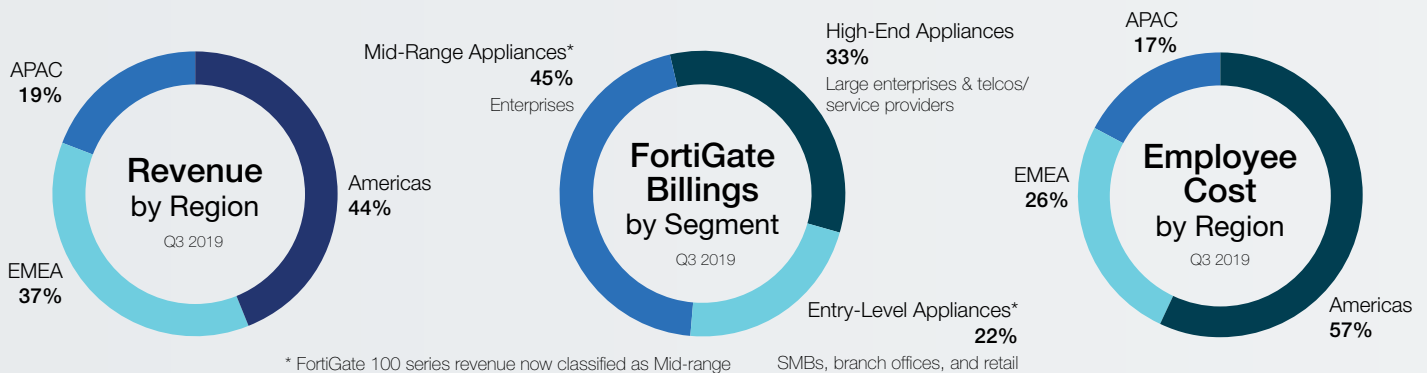

~$1.8B

CAGR 52%

$2M

2002

REVENUE

2018
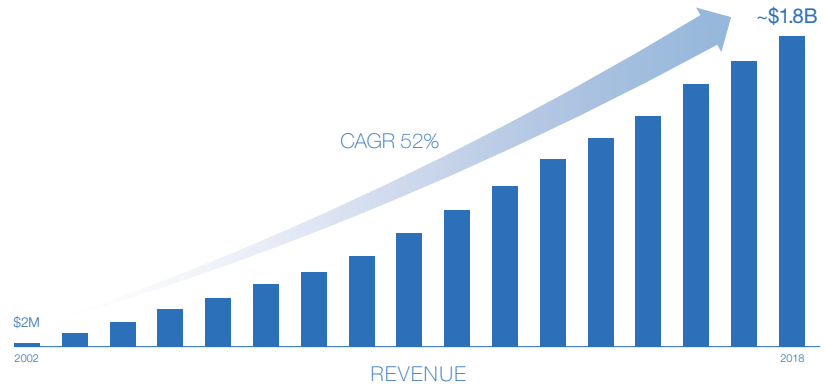
Long Term Share Price Performance*

	3-year	5-year	Since IPO**
FTNT Rank	**1st**	**1st**	**1st**
FTNT	**108%**	**204%**	**1,128%**
CHKP	41%	58%	230%
PANW	28%	108%	385%

* Share price performance through Sept. 30, 2019, Source: FactSet

** FTNT IPO on Nov. 18, 2009 at $6.25 (split adjusted); PANW IPO on July 20, 2012 at $42. CHKP performance from FTNT IPO date.
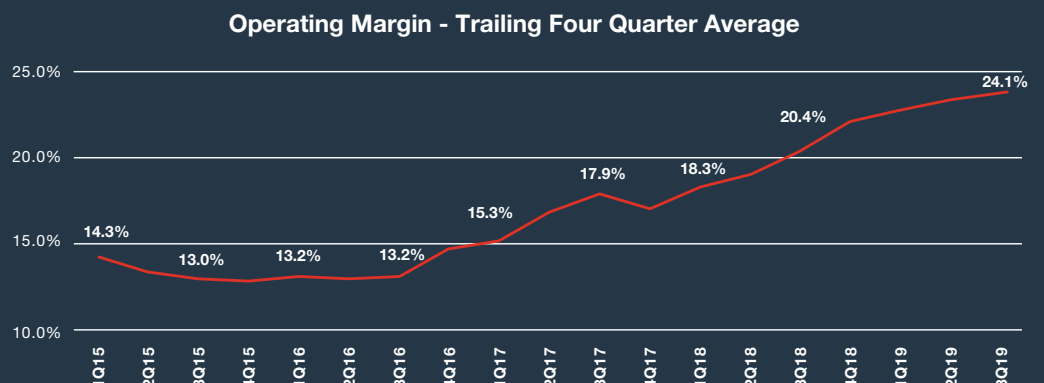
Q3 2019 Financial Spotlight:

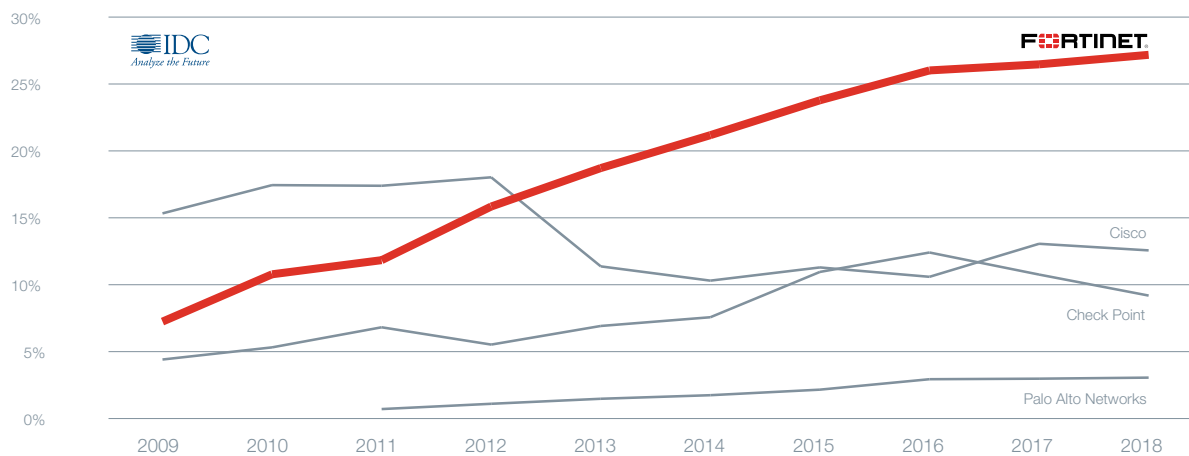Product revenue growth accelerated to 20% Y/Y, up from growth of 14% Y/Y for the first half of 2019

APAC 19%
EMEA 37%
Americas 44%

Revenue by Region
Q3 2019

Mid-Range Appliances* 45%
Enterprises

High-End Appliances 33%
Large enterprises & telcos/ service providers

Entry-Level Appliances* 22%
SMBs, branch offices, and retail

FortiGate Billings by Segment
Q3 2019

* FortiGate 100 series revenue now classified as Mid-range

APAC 17%
EMEA 26%
Americas 57%

Employee Cost by Region
Q3 2019

Fortinet Has Steadily Improved Operating Margins

Source: Company data.

Operating Margin - Trailing Four Quarter Average

14.3% · 13.0% · 13.2% · 13.2% · 15.3% · 17.9% · 18.3% · 20.4% · 24.1%

1Q15 2Q15 3Q15 4Q15 1Q16 2Q16 3Q16 4Q16 1Q17 2Q17 3Q17 4Q17 1Q18 2Q18 3Q18 4Q18 1Q19 2Q19 3Q19

#1 Most Deployed Network Security Solution

Based on annual Firewall, UTM, and VPN unit shipments (IDC)

#1 Security Innovator

Competitor data based on patents issued as listed by the **U.S. Patent** and Trademark Office

FORTINET **611**

FireEye 190

SonicWall 189

Palo Alto Networks 184
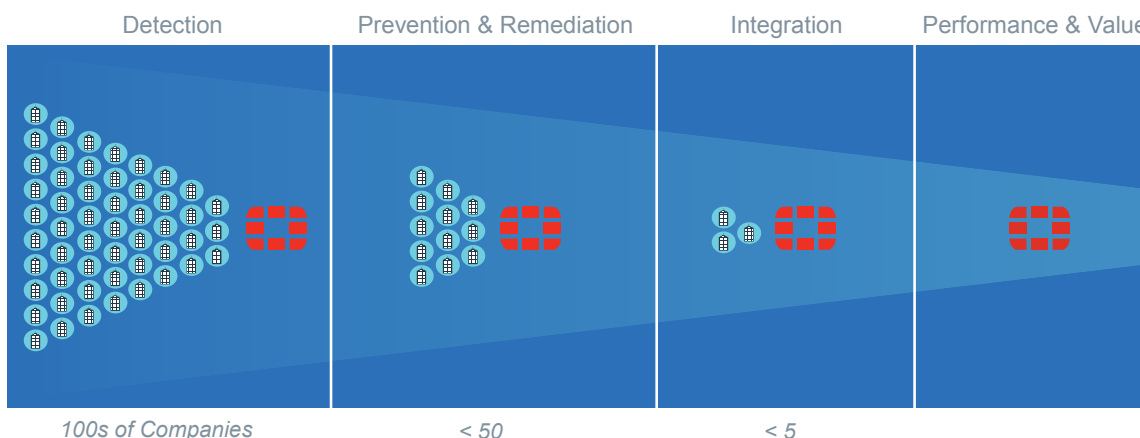
Sophos 83

Check Point 76
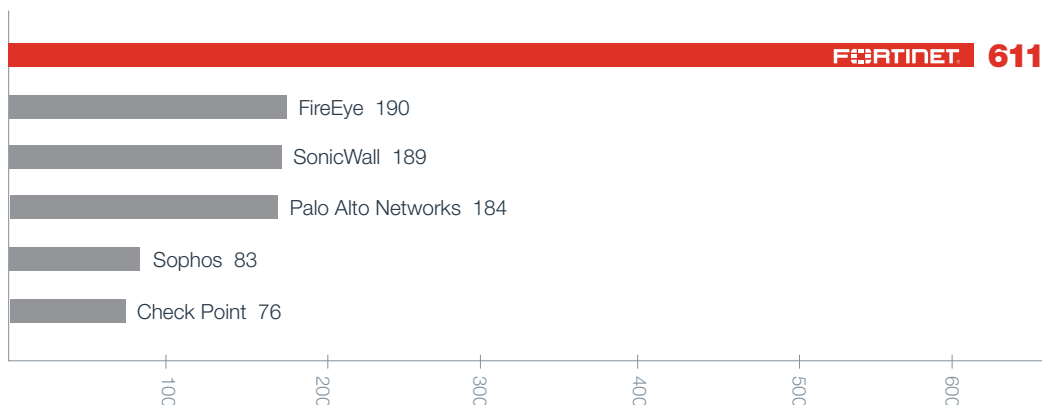
611 **U.S. Patents**
30 **Int'l Patents**
_____
641 **Global Patents**

as of Sept. 30, 2019

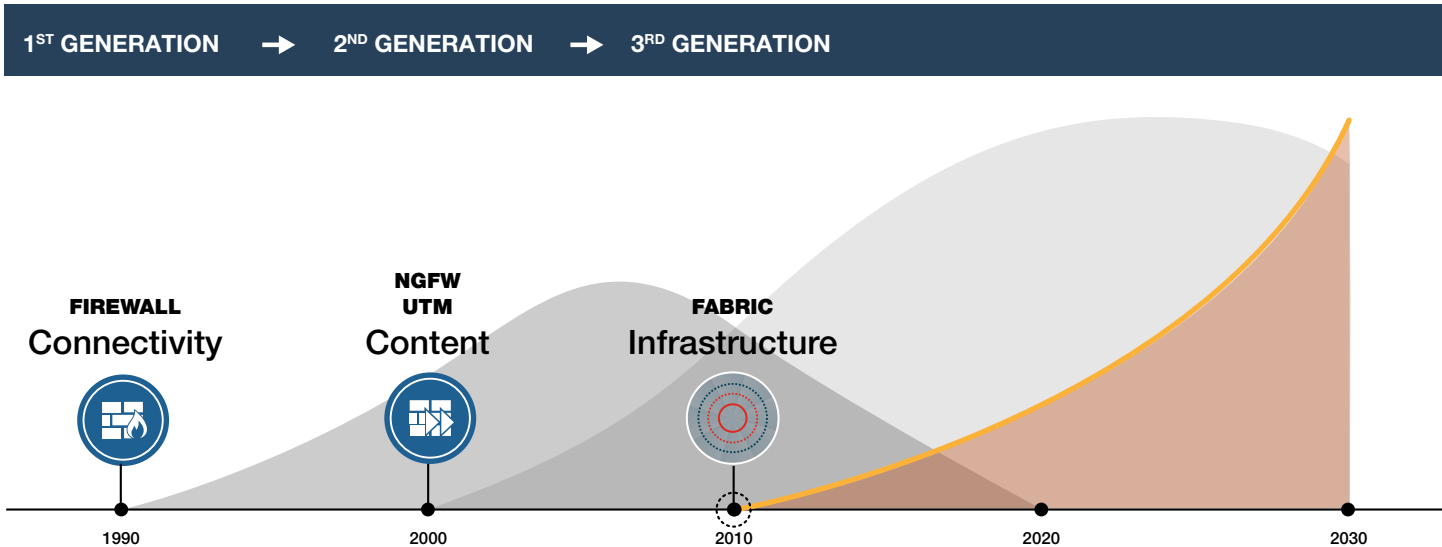# Fortinet Is the Only Company to Excel at All Key Stages of Network Security

Detection	Prevention & Remediation	Integration	Performance & Value
100s of Companies	< 50	< 5	

#1 Broadest Security Protection—from IoT to the Cloud

Enables Fortinet to pursue growth in several key markets

Cloud Security
$7B

Secure Infrastructure
$18B

Switch   Wi-Fi

Network Security $24B

IoT, OT & Endpoint Security
$11B

Information Security

Source: Fortinet estimates based on data from recent analyst research. 2023 opportunity shown.
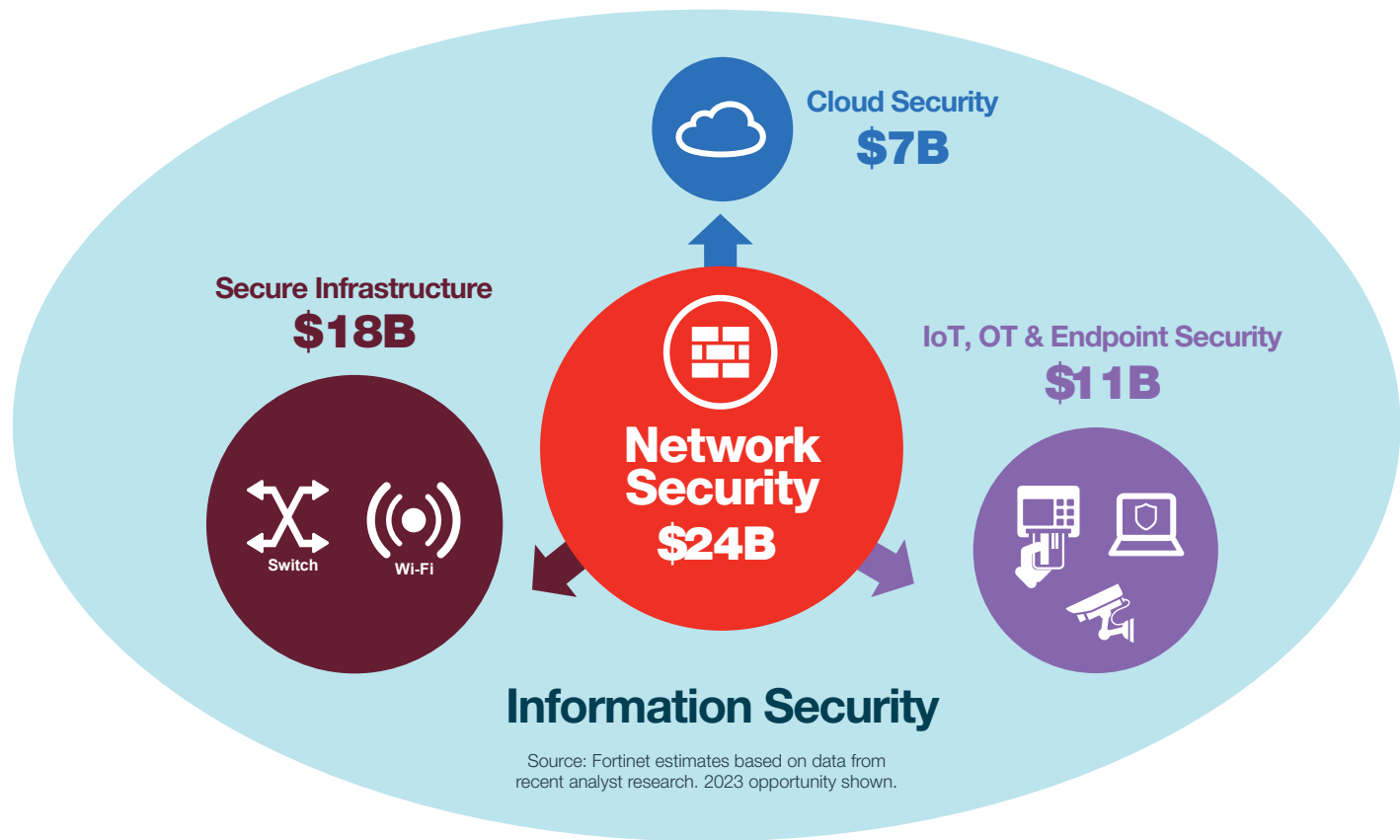
Network Security Evolution

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 of the entire digital attack surface

Integrated
AI-driven breach prevention across all devices, networks, and applications

Automated
Operations, orchestration and response

Network Operations

Fabric APIs

Fabric Connectors

Endpoint/Device Protection

Network Security

Multi-Cloud Security

Secure Access

Application Security

Security Operations

Just some of the Security Fabric partners in our rapidly growing ecosystem

aws · Alibaba Cloud · Azure · CISCO · Google Cloud · Hewlett Packard Enterprise · nuage networks · openstack · ORACLE · servicenow · Symantec · vmware

Fabric Connector

Fabric API

ADVA Optical Networking · alcide · algosec · amdocs · ARISTA · Attivo NETWORKS · BACKBOX · BROCADE · Carbon Black.

Centrify ZERO TRUST SECURITY · chronicle · CLAROTY · CLOUDIFY · CSPi · CYBERARK · cyberOBSERVER · CYBERX · CyGlass · D3 SECURITY

ENEA · ENSILO · eset · FIREMON · ForeScout · HashiCorp · Hewlett Packard Enterprise · HUGHES An EchoStar Company · IBM · ImmuniWeb AI for Application Security

Infoblox CONTROL YOUR NETWORK · intel · JASK · Lenovo · McAfee Together is power. · MICRO FOCUS · NEC · NoviFlow · NOZOMI NETWORKS · NUTANIX

OPSWAT · Phantom · Pulse Secure · Qualys · RAD · ribbon · rubrik · SentinelOne · SIEMENS Ingenuity for life

SKYBOX SECURITY · splunk> · STRATOZEN · Symantec · TRUEFORT · tufin · UBiqube · WhiteHat SECURITY · ziften

For a full listing of Security Fabric Ecosystem partners and integrations, visit www.fortinet.com/fabricready

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 2200E

FortiGate 6500F

Mid-range Appliance 100 – 900 Series

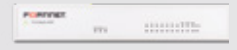|	
Form Factor	1RU – 2RU appliance
Interfaces	1 and 10 GE
FW(TP) Throughput	7 Gbps – 36 Gbps (1 Gbps – 7 Gbps)
Special Features	High-speed SSL inspection

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 80E

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

VM
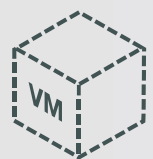
Virtual Machine

New Product Spotlight—FortiGate 60F

The new FortiGate 60F provides secure SD-WAN, routing, and advanced security capabilities in a single desktop appliance.

Feature / Performance	FortiGate 60F*
Firewall	10 Gbps
Threat Protection	700 Mbps
SSL Inspection	750 Mbps
VPN Throughput	6.5 Gbps
Max G/W to G/W IPSEC Tunnels	200
Interfaces	10 x 1GE RJ45 ports

SoC4

- Best of breed, seamlessly integrated NGFW Security and advanced routing
- Industry's best price/performance for Threat Protection, SSL Inspection, and Crypto VPN
- Enables industry leading application identification for secure traffic to ensure the best user Quality of Experience
- Powers your cloud on-ramp by enabling best in class SD-WAN performance without sacrificing security or visibility

* Results of preliminary Fortinet internal testing. Final numbers subject to change.

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 improving user experience and shrinking space and power requirements. Security Compute Rating is a benchmark that compares the performance of Fortinet's purpose-built ASIC-based next-generation firewall appliance to other NGFW and SD-WAN vendors in that same price range that utilize generic processors for networking and security. The FortiGate 60F, powered by Fortinet's SoC4 security processor, highlights the security processor advantage, enabling the following superior Security Compute Ratings:

Specification	FortiGate 60F (SOC4 ASIC)	Industry Average*	Security Compute Rating	Palo Alto Networks PA 220	Check Point 1550 Security Gateway	Cisco Meraki MX 67	VMware VeloCloud 520V	Cisco Viptela vEdge 100
Firewall	10 Gbps	0.65 Gbps	**15x**	0.5 Gbps	1 Gbps	0.45 Gbps	N/A	N/A
IPSEC VPN	6.5 Gbps	0.38 Gbps	**17x**	0.1 Gbps	1.3 Gbps	0.2 Gbps	0.2 Gbps	0.1 Gbps
Threat Prevention	0.70 Gbps	0.18 Gbps	**4x**	0.15 Gbps	0.45 Gbps	0.3 Gbps	N/A	N/A
SSL Inspection	0.75 Gbps	0.065 Gbps	**11x**	0.065 Gbps	N/A	N/A	N/A	N/A
Concurrent sessions	700,000	15,000	**47x**	64,000	14,000	N/A	N/A	N/A

Source: FortiGate (and PA220 SSL) results from Fortinet tests. Other vendor information from datasheets. N/A reflects that vendor does not publish performance specifications.

* Industry average is calculated using similar price point solutions from Palo Alto Networks, Check Point, Cisco Meraki, Cisco Viptela, VMware VeloCloud, and other SD-WAN vendors.

Fortinet SPU-based Parallel Path Processing

CPU	Flexible Policy
NP6	Accelerates Network Traffic
CP9	Accelerates Content Inspection

Fortinet System-on-a-Chip

SoC4	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, governments, alliances, and other vendors, taking a leadership role to ensure the industry is collaborating and effectively responding to emerging security risks worldwide.
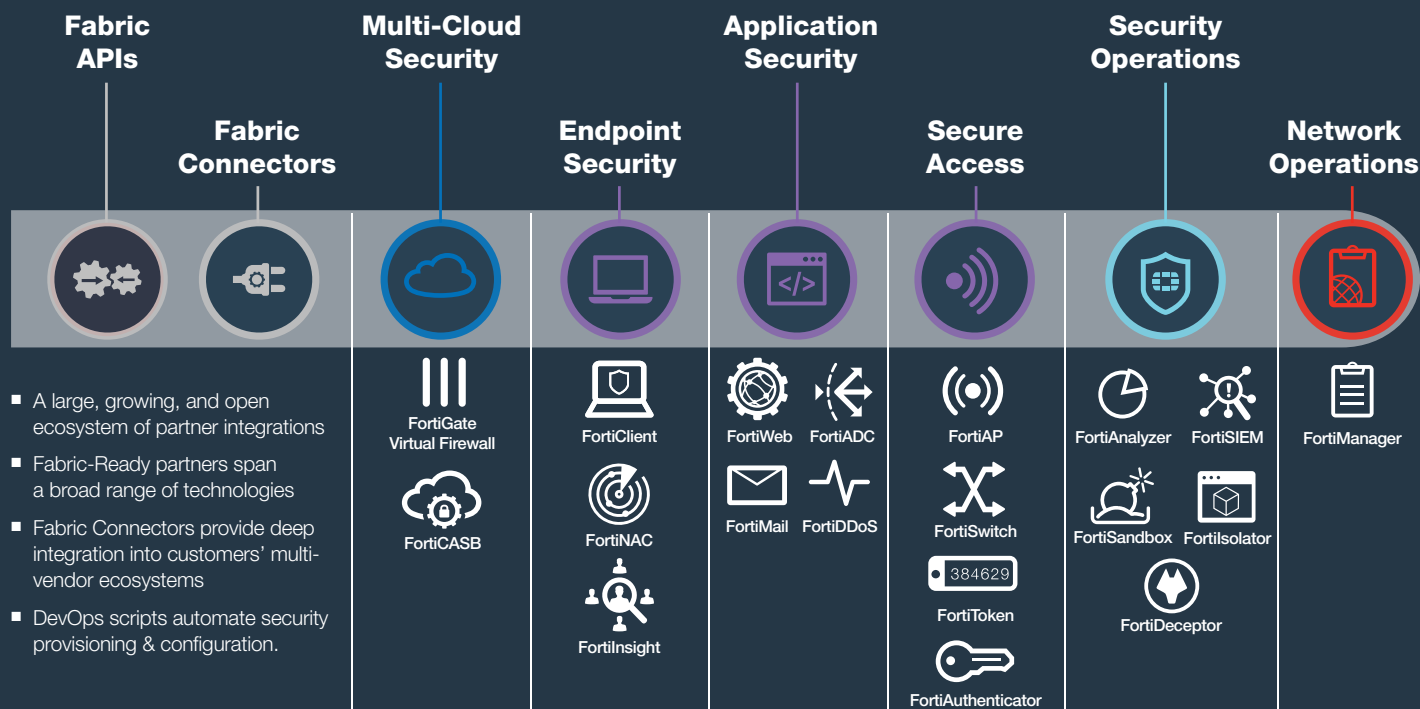
Individual Subscription Services	Application Control**	IPS	Advanced Malware Protection***	Anti-spam	Web Filtering	Industrial Security	Security Rating Service	CASB	SD-WAN Cloud-Assisted Monitoring Service	SD-WAN Overlay Controller VPN service	FortiManager Cloud	FortiAnalyzer Cloud	FortiConverter Service
360 Protection Bundle	x	x	x	x	x	x	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										
A la carte services	x	x		x	x	x	x	x	x	x	x	x	x
	FortiGuard subscription services							**Other operational services**					

* 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.
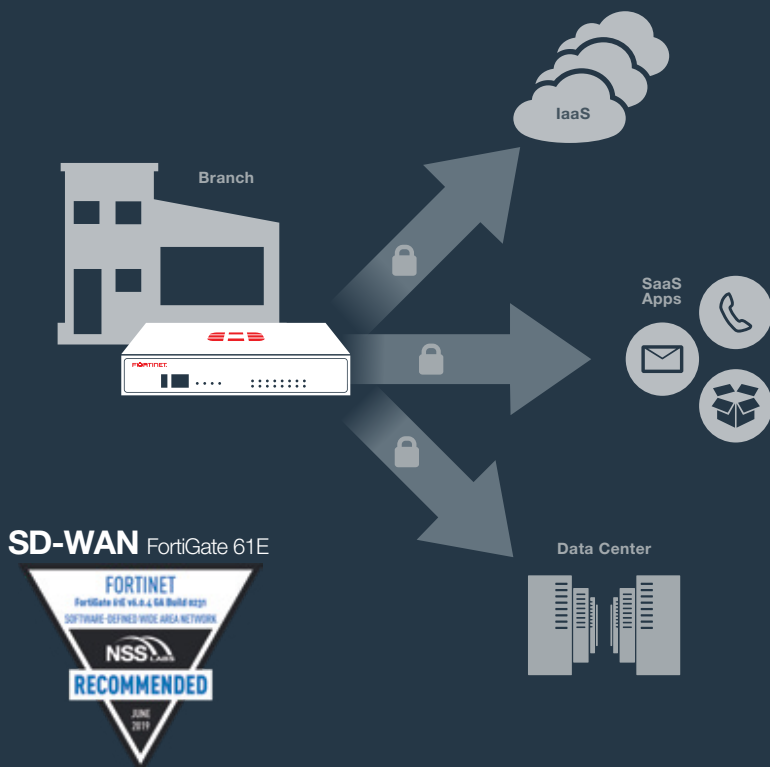
Other Fabric Solutions

Fabric APIs

Fabric Connectors

Multi-Cloud Security

Endpoint Security

Application Security

Secure Access

Security Operations

Network Operations

- A large, growing, and open ecosystem of partner integrations
- Fabric-Ready partners span a broad range of technologies
- Fabric Connectors provide deep integration into customers' multi-vendor ecosystems
- DevOps scripts automate security provisioning & configuration.

FortiGate Virtual Firewall

FortiCASB

FortiClient

FortiNAC

FortiInsight

FortiWeb **FortiADC**

FortiMail **FortiDDoS**

FortiAP

FortiSwitch

384629
FortiToken

FortiAuthenticator

FortiAnalyzer **FortiSIEM**

FortiSandbox **FortiIsolator**

FortiDeceptor

FortiManager

Solution Spotlight: Secure SD-WAN

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

Branch

IaaS

SaaS Apps

Data Center

SD-WAN FortiGate 61E

FORTINET
FortiGate 61E v6.0.4 GA Build 0231
SOFTWARE-DEFINED WIDE AREA NETWORK
NSS
RECOMMENDED
JUNE 2019

Products
- FortiGate Next-Generation Firewall
- FortiManager

Key Features
- Intelligent Multi-Path Control
- WAN Path Remediation
- Optimized cloud on-ramp for SaaS and IaaS applications
- Single-pane-of-glass management with Zero-Touch Provisioning
- Transport Independence (4G, LTE, Broadband, MPLS…)

Benefits
- High user Quality of Experience
- Reduced WAN costs by 40% or more
- Lower TCO, 8X better than competitive offerings
- Reduced complexity and simplified operations
- Secure Internet access at branch sites

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

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 Engineering level

FortiGuard
- Enterprise Bundle level

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

FORTINET
NSE Certification Program

Become a Fortinet Network Security Expert!

FORTINET
Network Security Academy

Commitment to Closing the Cybersecurity Skills Gap

The Fortinet Network Security Expert (NSE) Program is an 8-level training and assessment program designed for customers, partners, and employees, with over **250,000** security certifications to date.

Fortinet Authorized Training Centers (ATCs) deliver expert-level training in local languages in over **100** countries worldwide. Courses are offered in both classroom and virtual delivery formats, and all courses are open for public enrollment.

250,000+
CERTIFICATIONS

CYBERSECURITY BREAKTHROUGH AWARD 2019
PROFESSIONAL CERTIFICATION PROGRAM OF THE YEAR

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 200 academies in 67 countries.

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

200 ACADEMIES

67 COUNTRIES

| Step	Level Objective	
NSE 1 Security Associate	Develop a foundational understanding of the ever-increasing threat landscape and of general network security concepts.	PUBLIC
NSE 2 Security Associate	Discover the types of security products that have been developed to address the threat landscape discussed in NSE 1.	PUBLIC
NSE 3 Security Associate	Sales Training for Fortinet Employees and Channel Partners only	
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.	
NSE 5 Analyst	Develop a detailed understanding of how to implement network security management and analytics.	
NSE 6 Specialist	Develop an understanding of the Fabric products that augment FortiGate to provide deeper and more comprehensive network security.	
NSE 7 Architect	Develop the knowledge to integrate Fortinet products to deploy and administer network security solutions.	
NSE 8 Expert	Demonstrate the ability to design, configure, install, and troubleshoot a comprehensive network security solution in a live environment.	

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)

NGFW FortiGate 500E

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

SD-WAN FortiGate 61E

Unparalleled Third-Party Certification

■ RECOMMENDED / CERTIFIED **□ NEUTRAL** **■ CAUTION** **O UNDISCLOSED**

#	CERTIFICATION	FORTINET	Check Point	Cisco	Palo Alto	Juniper SRX	FireEye
1	**NSS** Next-Gen Firewall	🟩	🟩	O	🟩	O	X
2	**NSS** DC Security Gateway	🟩 🟩	🟥	🟥	🟩	🟥	X
3	**NSS** Next-Gen IPS	🟩	X	O	🟩	O	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	🟩	🟩	🟩	O	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

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

NSS RECOMMENDED

Advanced Endpoint Protection

Breach Detection
Breach Prevention
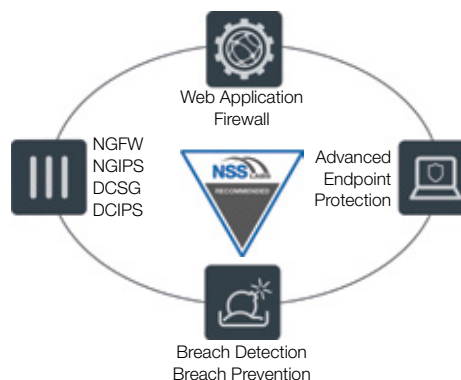
Certifications

Featured Customer Stories

Sonic Drive-In

Largest chain of drive-in restaurants, part of 5th largest restaurant company in America

Scope: Secure company's digital presence revolution – delivering dynamic marketing content & real-time information to each customer in 3600+ restaurants in 45 states

Key Requirements: Internal segmentation, remote management, secure wireless access, integrated solution set, agile support for IoT devices and future technologies

Solution: FortiGate, FortiADC, FortiAnalyzer, FortiAP, FortiAuthenticator, FortiClient, FortiMail, FortiManager, FortiSandbox, FortiSwitch, FortiToken, FortiWifi, FortiGuard Services

Customer benefits realized:

- Reliable secure infrastructure with excellent uptime
- Consolidated core and edge firewalls in single platform
- Easy deployment and remote management minimizes need for onsite support

"We were attracted to Fortinet's vision and the roadmap of where they were going. The flexibility of the product set was uniquely positioned to meet our current and future, anticipated needs. Fortinet, as a company and with the solutions they provide, has uniquely positioned Sonic to meet current business needs while supporting and enabling our future endeavors."

— Courtney Radke,
Sr. Retail Network Strategist

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

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 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, FortiAuithenticator, FortiClient, FortiExtender, FortiManager, FortiSwitch, FortiWlfi, 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

FTNT
Nasdaq Listed