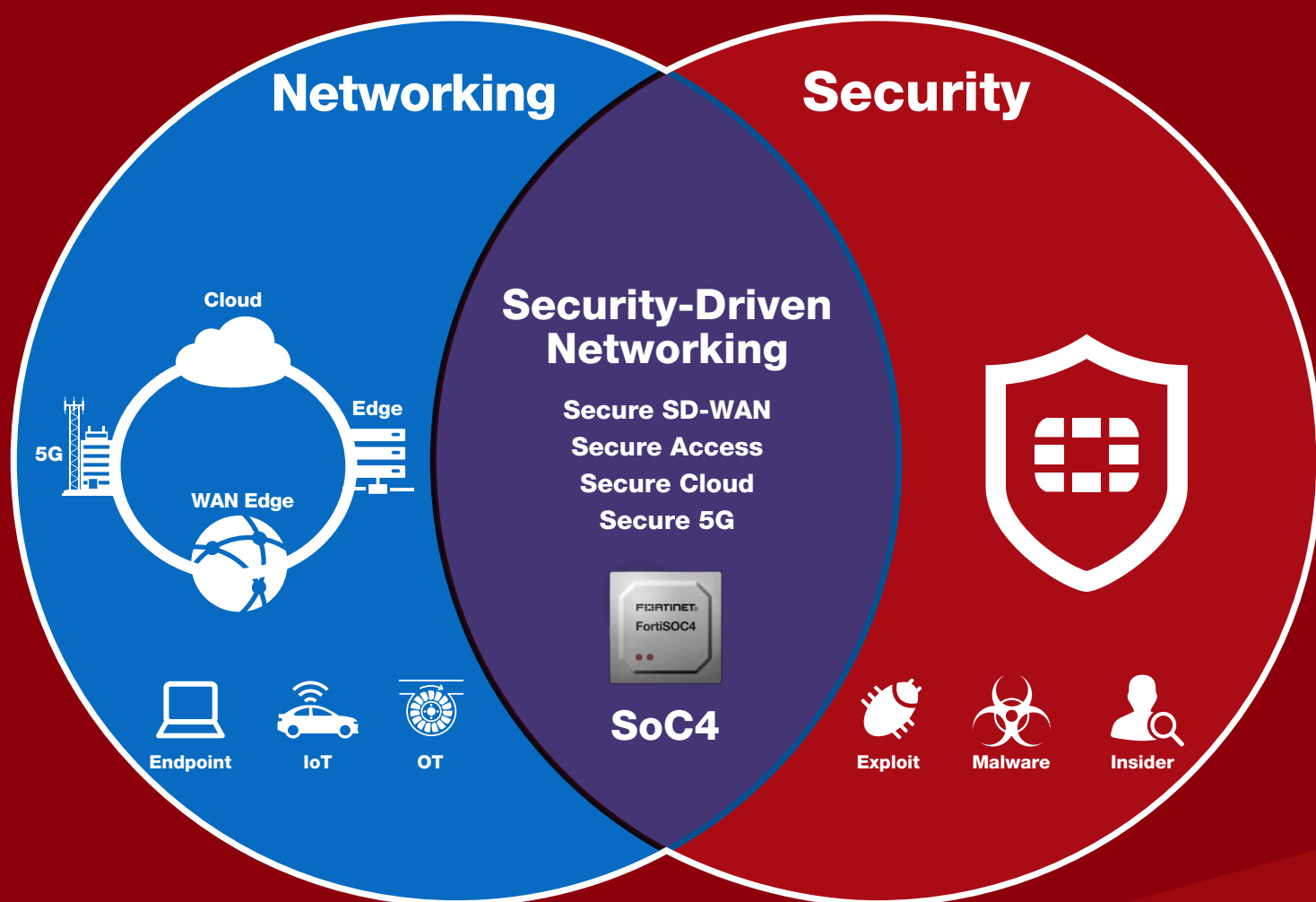


Security-Driven Networking for a Hyperconnected World

The Fortinet Security Fabric



Founded: Nov. 2000

First Product Release: May 2002

Fortinet IPO: Nov. 2009

NASDAQ: FTNT

Headquarters: Sunnyvale, California

Employees: 6,000+

FY 2018 Revenue: \$1.80B

FY 2018 Billings: \$2.15B

Q1 2019 Revenue: \$473M

Q1 2019 Billings: \$552M

Q1 2019 EPS (GAAP): \$0.34

Q1 2019 EPS (Non-GAAP): \$0.46

Market Cap (Mar. 31, 2019): \$14.3B

\$1.85B Cash+Investments and no debt

Units Shipped to Date: 4.6M+

Customers: 400,000+

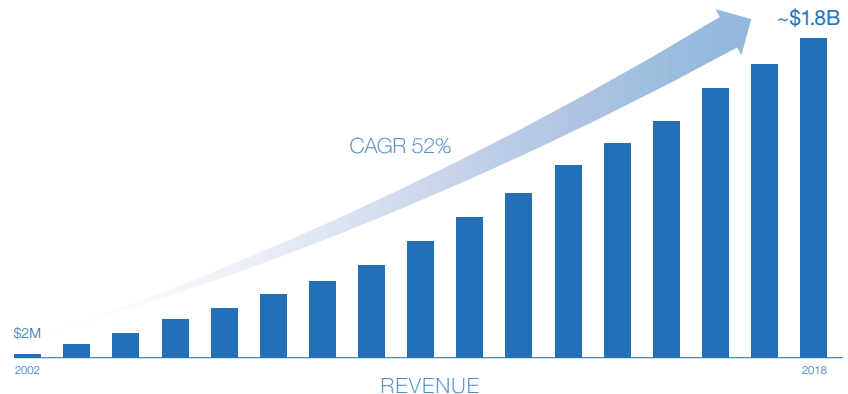
Global Patents (as of March 31, 2019)

Issued: 619

Pending: 187

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.



Share Price Performance*

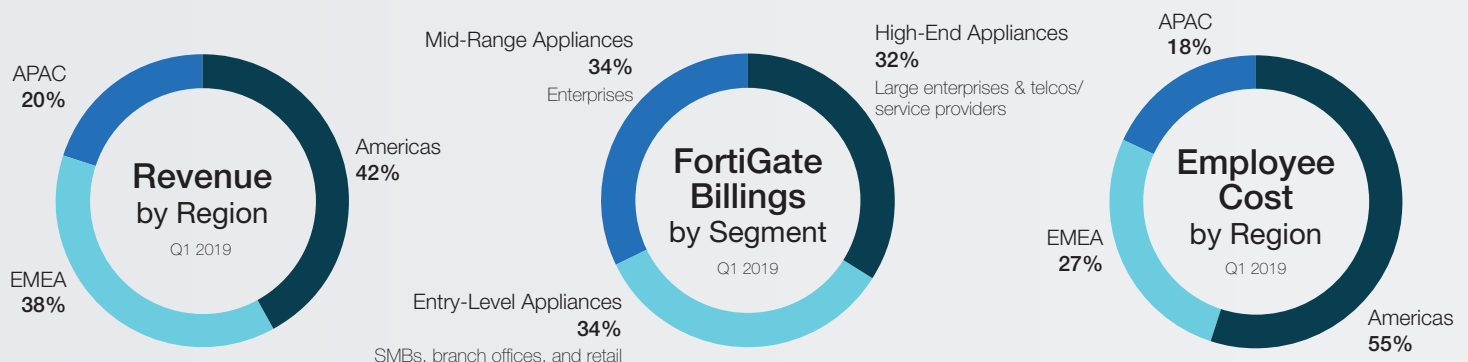
	1-year	3-year	5-year	Since IPO**
FTNT Rank	1st	1st	1st	1st
FTNT	62%	126%	268%	1,027%
CHKP	-1%	26%	59%	209%
PANW	30%	7%	228%	348%

* Share price performance thru 12/31/2018, Source: FactSet

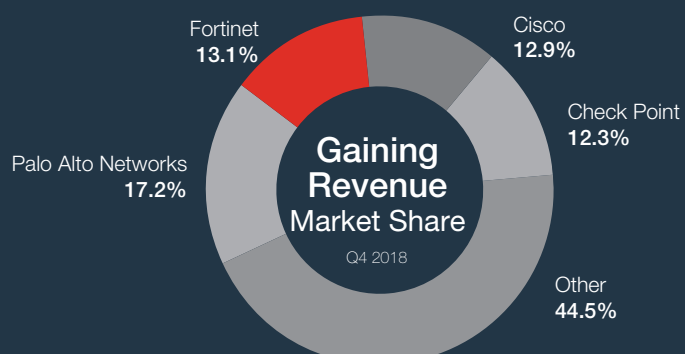
** FTNT IPO on 11.18.09 at \$6.25 (split adjusted); PANW IPO on 7.20.12 at \$42. CHKP performance from FTNT IPO date.

Q1 2019 Financial Spotlight:

23% Y/Y billings growth on a trailing 12-month basis for Global 2000 customers (excludes service providers and MSSPs)

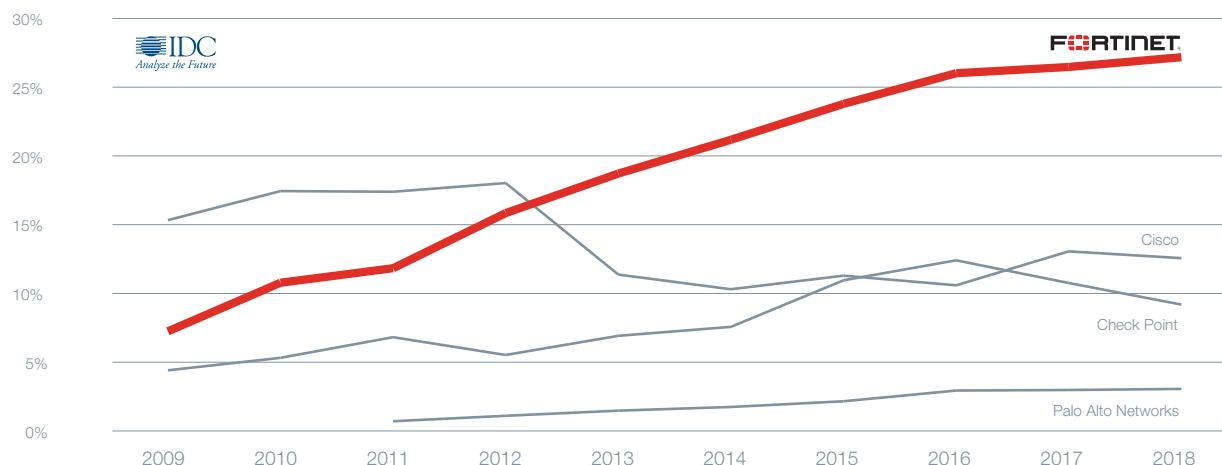


Fortinet is gaining revenue share and has recently overtaken several key competitors*



#1 Most Deployed Network Security Solution

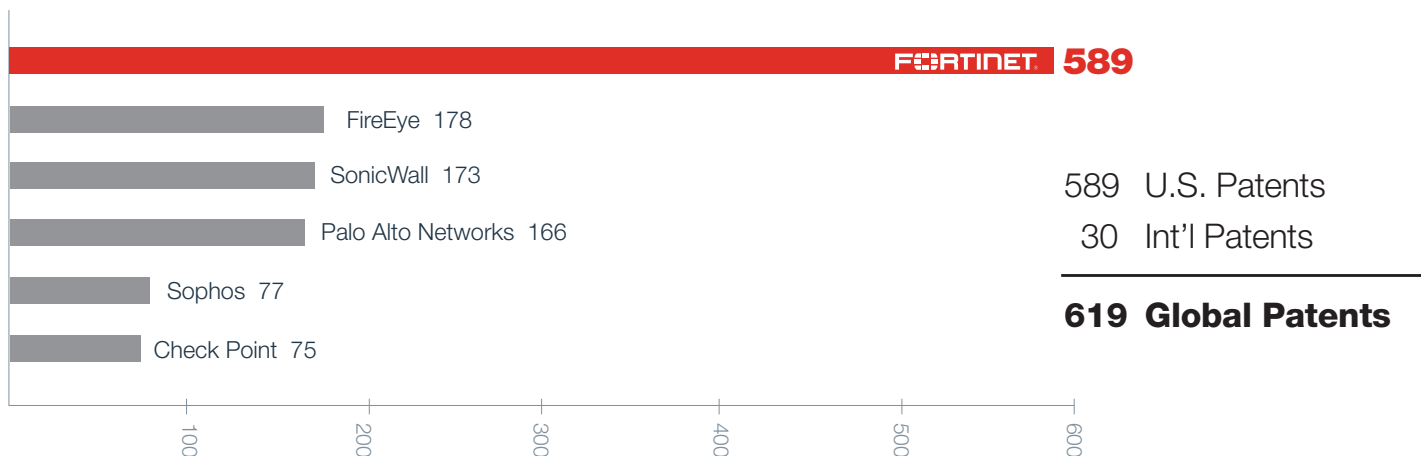
Based on annual Firewall, UTM, and VPN unit shipments (IDC)



Source: IDC Worldwide Security Appliance Tracker, March 2019 (based on annual unit shipments of Firewall, UTM and VPN appliances)

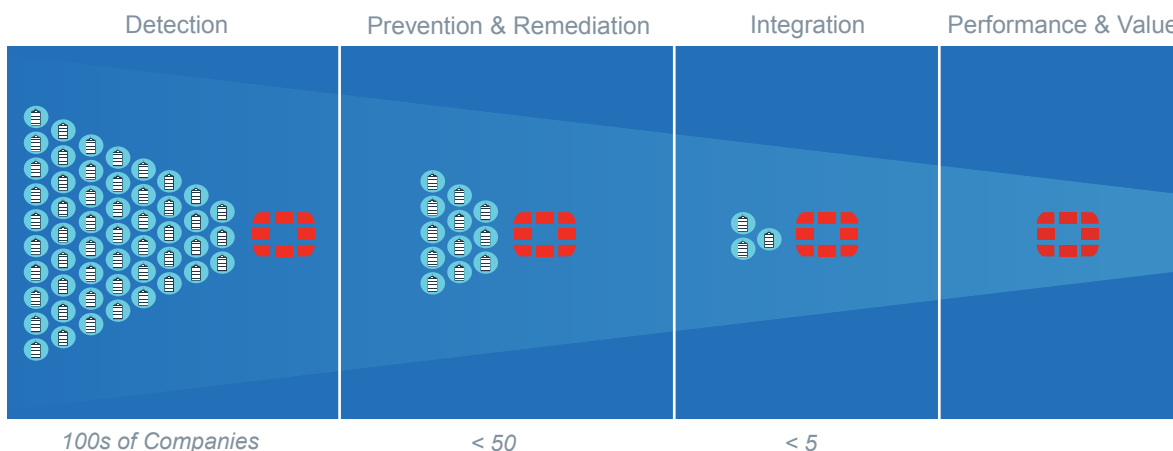
#1 Security Innovator

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



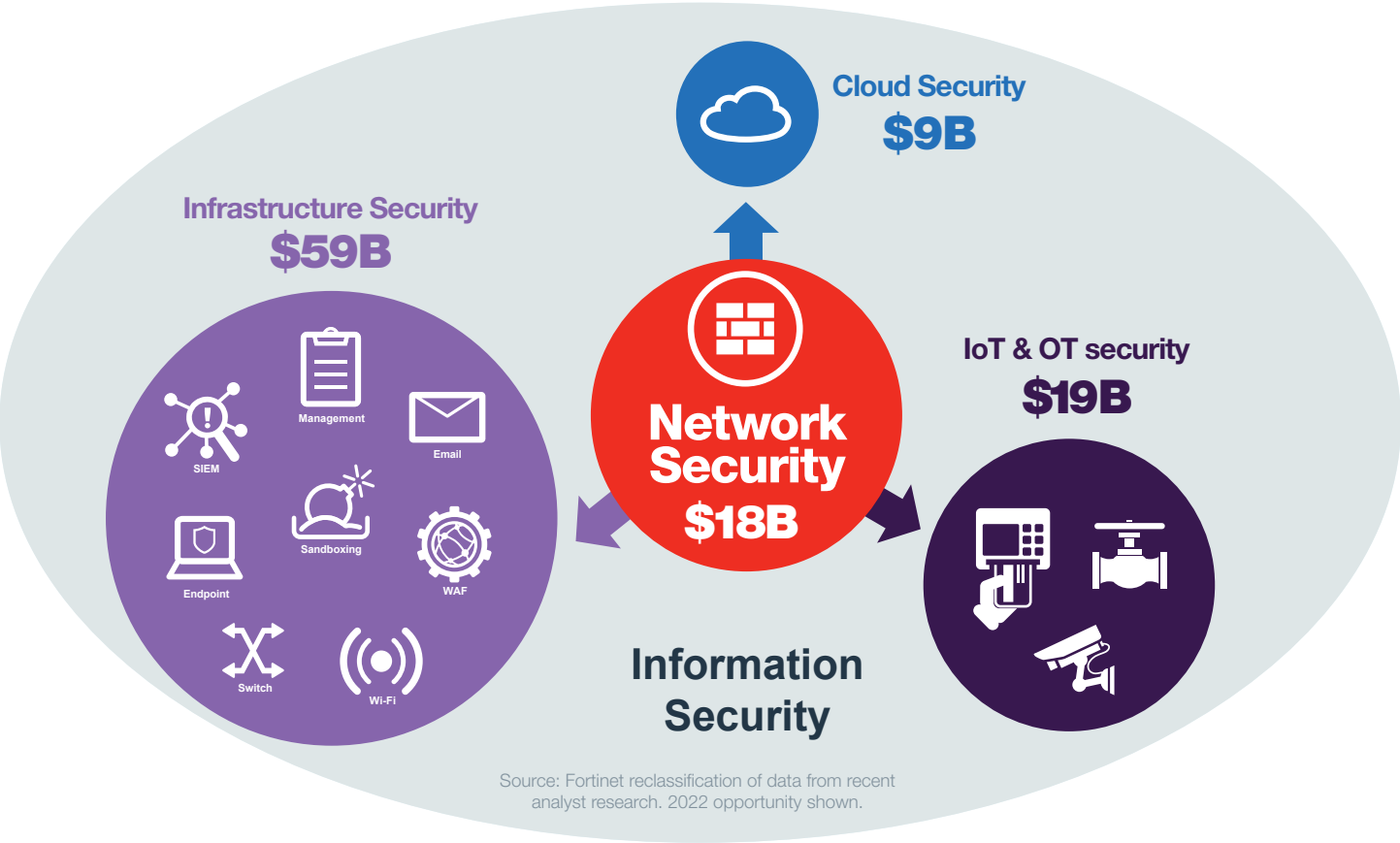
as of March 31, 2019

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



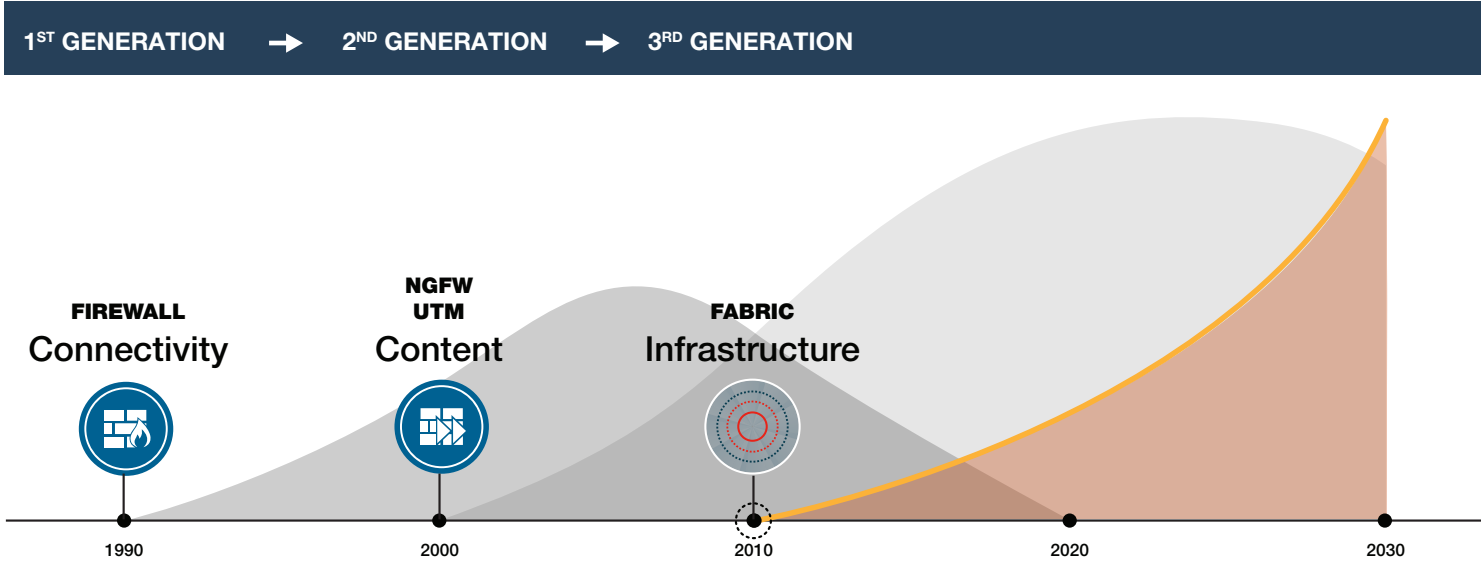
#1 Broadest Security Protection—from IoT to the Cloud

Enables Fortinet to pursue growth in several key markets



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 UTM, 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.



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

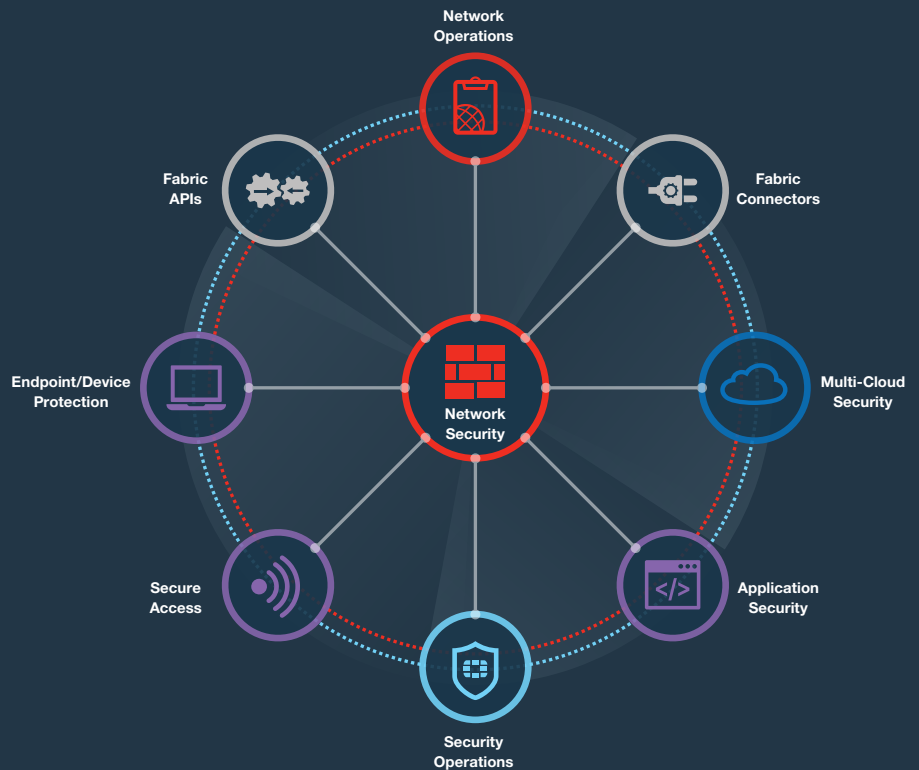
Visibility of the entire digital attack surface

Integrated

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

Automated

Operations, orchestration and response



Fabric Connector

Fabric API





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 3600E



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



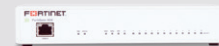
FortiGate 400E



FortiGate 600E

Entry-level Appliance 30–90 Series

Form Factor	Desktop
Interfaces	High-density 1 GE
FW(TP) Throughput	1 – 4 Gbps (150 Mbps – 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 100F

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

Feature / Capability	FortiGate 100F*	SD-WAN competitor average**
IPsec VPN Throughput Overlay	11.5 Gbps	0.6 Gbps
Max Overlay Tunnels	2,500	200
Threat Protection	0.8 Gbps	Not published/supported
SSL Inspection	1 Gbps	Not published/supported
Interfaces	10G, 1G	1G only

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

** Average of comparable competitive solutions from Cisco, VMware, Versa, and Silver Peak



FortiGate 100F



Powered by the Fortinet SoC4, the industry's first SD-WAN ASIC.

- Best price/performance for secure SD-WAN
- Industry's highest scalability
- Fastest application steering with security
- Most accurate application identification
- Expansion and growth with 10G interfaces



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



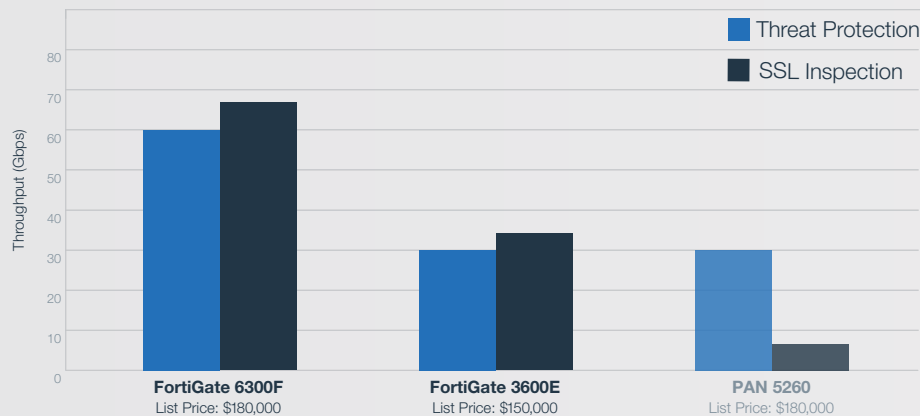
CCFW



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 (CPU9) delivers both high performance Threat Protection and SSL Inspection with minimal performance degradation relative to comparable competitive products.

Threat Protection & SSL Inspection Performance



Source: Product datasheets and Palo Alto Networks press release dated February 7, 2017

Fortinet SPU-based Parallel Path Processing



Flexible Policy



Accelerates Network Traffic



Accelerates Content Inspection

Fortinet System-on-a-Chip



Optimized for Entry-level Form Factors



The FortiGuard Threat Intelligence Advantage

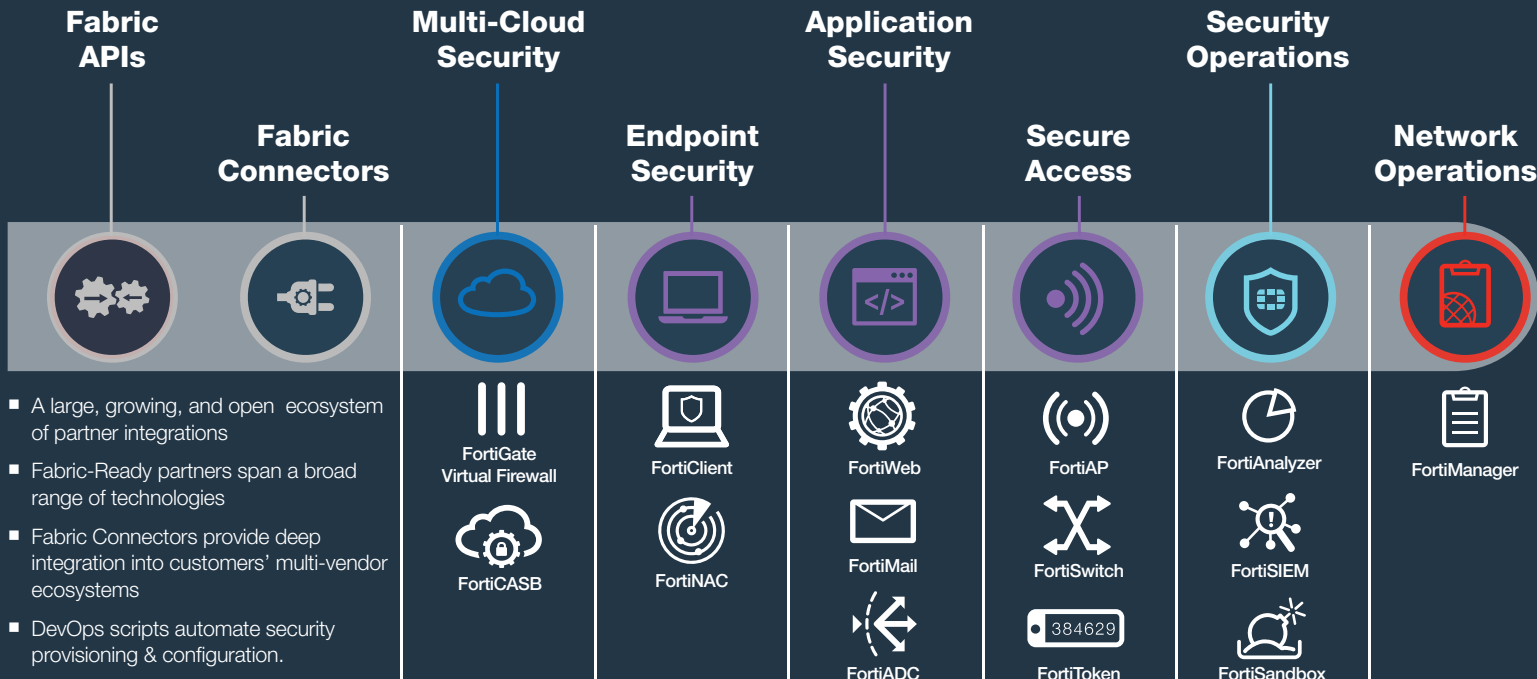
Our FortiGuard Labs threat research team develops the threat intelligence that informs all of our solutions. FortiGuard Labs leverages leading-edge machine learning and AI technologies to provide consistently top-rated protection* and actionable threat intelligence that protect and inform our customers 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	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
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.

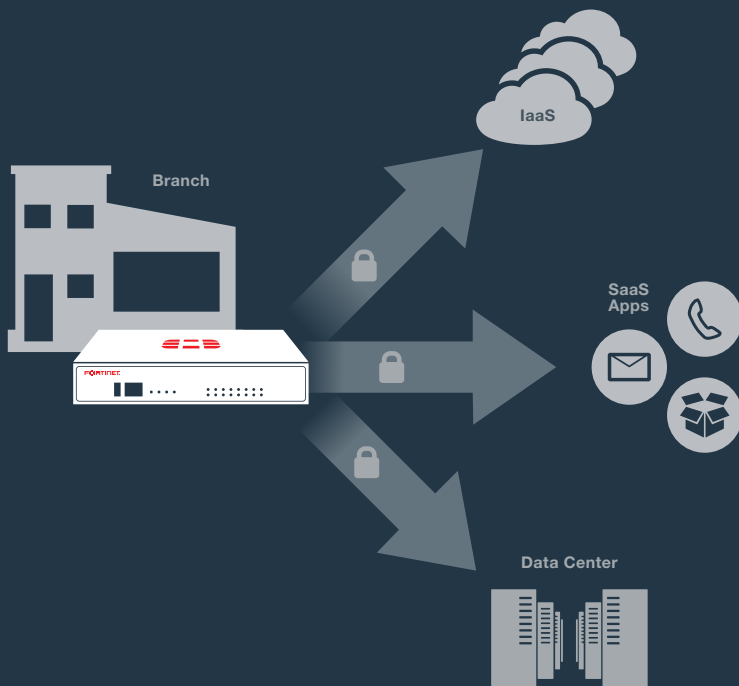
*** Includes AV, Antibotnet, Mobile Security, Cloud Sandbox, Content Disarm and Reconstruction, and Virus Outbreak Protection.

Other Fabric Solutions



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



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 include in base license

Benefits

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

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

Security Audit Services

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



Become a Fortinet Network Security Expert!



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 **200,000** security certifications to date.



200,000+
CERTIFICATIONS

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 153 academies in 57 countries.

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

Step	Level Objective	
NSE 1 <i>Security Associate</i>	Develop a foundational understanding of the ever-increasing threat landscape and of common network security concepts.	PUBLIC
NSE 2 <i>Security Associate</i>	Develop the knowledge of Fortinet solutions required to address the threat landscape and security concerns discussed in NSE 1.	
NSE 3 <i>Security Associate</i>	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 <i>Professional</i>	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 <i>Analyst</i>	Develop a detailed understanding of how to implement network security management and analytics.	
NSE 6 <i>Specialist</i>	Develop an understanding of the Fabric products that augment FortiGate to provide deeper and more comprehensive network security.	
NSE 7 <i>Architect</i>	Develop the knowledge to implement, troubleshoot, and centrally manage an enterprise security infrastructure composed of multiple FortiGate devices.	
NSE 8 <i>Expert</i>	Demonstrate the ability to design, configure, install, and troubleshoot a comprehensive network security solution in a live environment.	



153
ACADEMIES

- ACADEMIC INSTITUTIONS
- NONPROFIT AGENCIES
- VETERANS PROGRAMS



57
COUNTRIES
TODAY

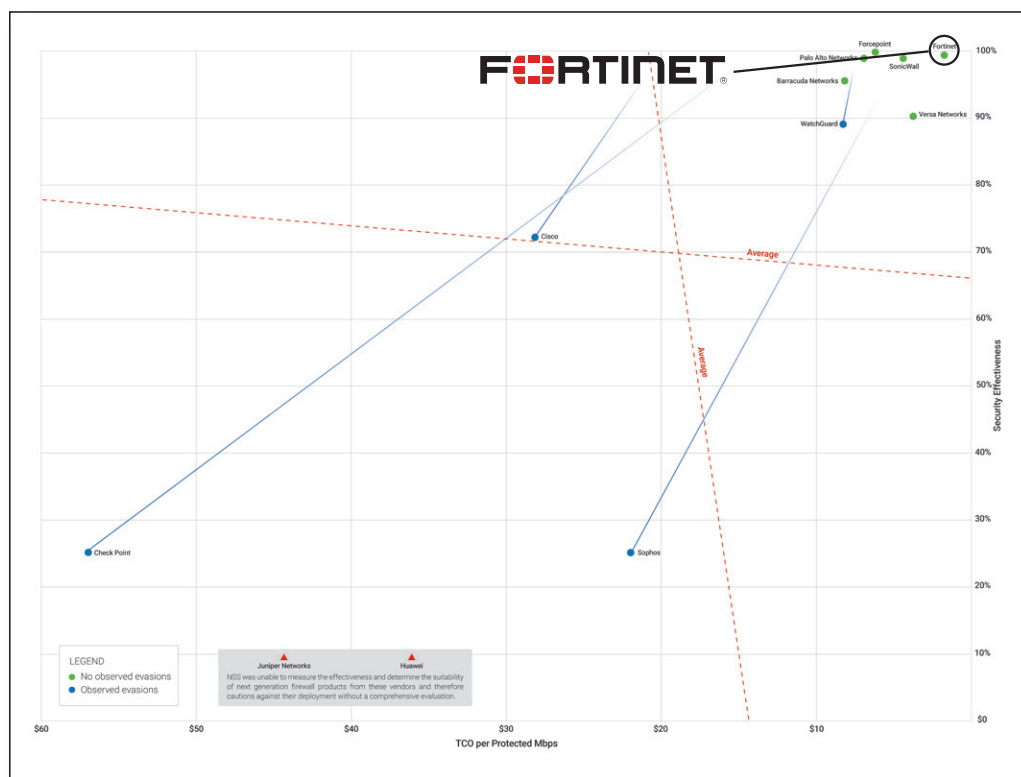
Learn more about both programs at
www.fortinet.com/support-and-training.html

Figures as of April 29, 2019

Independently Tested and Validated Protection

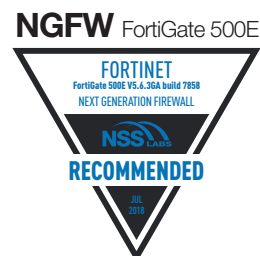
Recommended IN 9 out of 9 NSS LABS Tests

Next-Generation Firewall Test (2018) FortiGate 500E

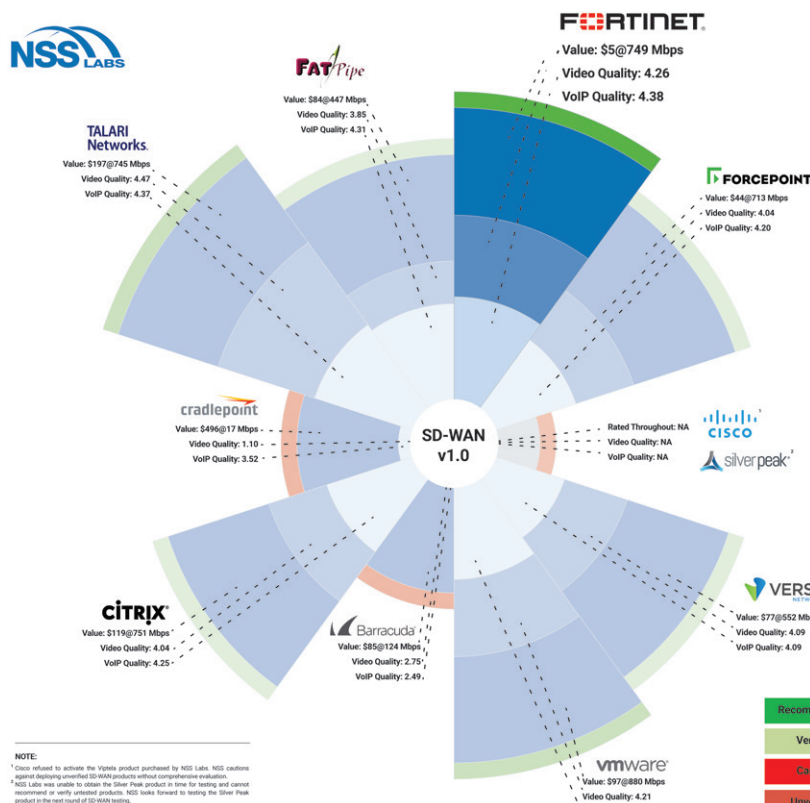


■ “Recommended” 5th year in a row

- 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)

SD-WAN FortiGate 61E



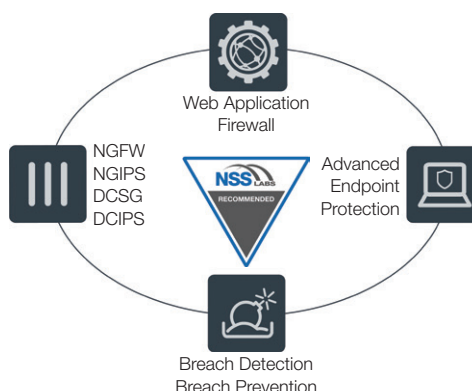
Unparalleled Third-Party Certification

	■ RECOMMENDED / CERTIFIED	□ NEUTRAL	■ CAUTION	○ UNDISCLOSED			
	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	X	■
	ICSA Anti-Malware	■	X	X	X	X	X
	ICSA WAF	■	X	X	X	X	X
	Virus Bulletin 100	■	X	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



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



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



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



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

