

Introducing FortiOS 7.2

# Leading the Evolution of Networking and Security

Driving convergence to enable security at any network edge



## FY 2021 Results

Revenue: \$3.34 B      Billings: \$4.18 B

## Q1 2022 Results

Revenue: \$955 M      Billings: \$1.160 B

Op. Margin (GAAP): 15.8%      EPS (GAAP): \$0.84/share

Cash + Investments: \$2.5 B      Market Cap: \$55 B  
(As of Mar 31, 2022)

## Customers

580,000+

## Cumulative Units Shipped

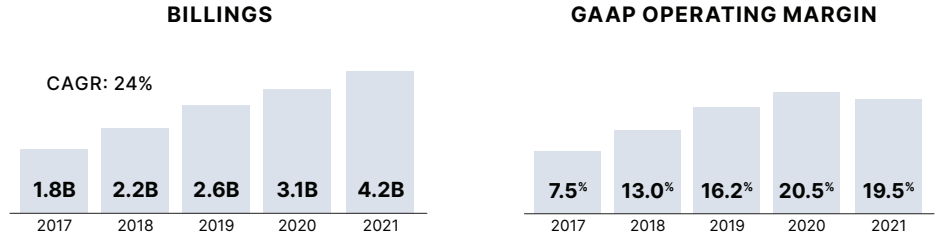
8.4+ Million

## Headcount By Region

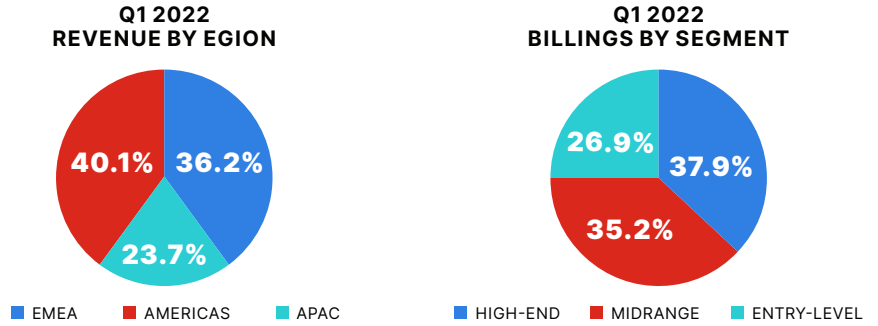
	US	3,242
AMERICAS	CANADA	2,015
	REST OF AMERICAS	716
	FRANCE	449
EMEA	UK	365
	REST OF EMEA	1,828
	INDIA	550
APAC	JAPAN	493
	REST OF APAC	1,202
TOTAL		10,860

ALL INFORMATION AS OF MARCH 31, 2022

## Strong Growth in Annual Billings and Profitability

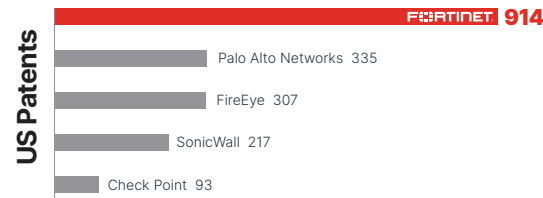


## Highly Diversified Across Regions and Segments



## Technological Leadership

Nearly 3X more patents than comparable Network Security companies

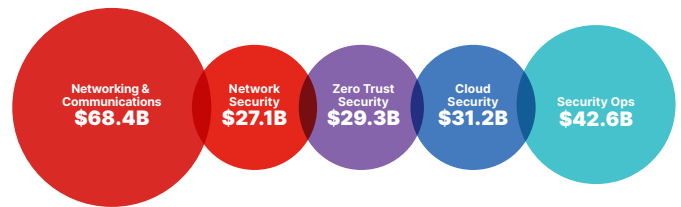


Source: US Patent Office, As of March 31, 2022



## A Large and Growing Total Available Market

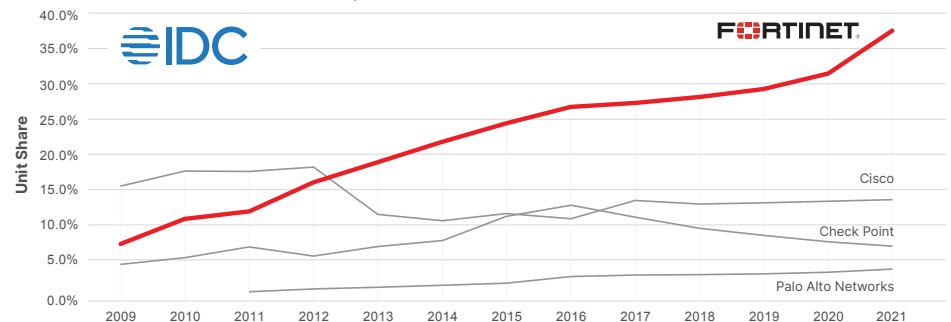
Total Addressable market of \$138B in 2022 growing to \$199B by 2026



Source: Fortinet estimates based on recent analyst research. 2026 opportunity shown.

## The Most Deployed Network Security Solution

Over One-Third of All Firewall Shipments



Source: IDC Worldwide Security Appliance Tracker, February 2022 (based on 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.

## Investing In Global Scale

- With over 2M square feet of real estate owned, we are investing in long term economic growth.
- Commitment to carbon neutral by 2030.
- New state-of-the-art LEED-Gold Certified 172,000 sqft HQ building.



## Mission: to secure people, devices and data everywhere

**Founded:** October 2000  
**Headquarters:** Sunnyvale, CA  
**Fortinet IPO (FTNT):** November 2009

**NASDAQ 100 and S&P 500:**  
 Only cybersecurity company in both

Investing in the future **\$10B** billings by 2025

## Corporate Social Responsibility

Learn more at [Fortinet.com/CSR](https://www.fortinet.com/CSR)

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**

## Key Fortinet Advantages



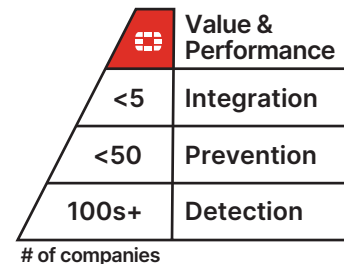
### Security Fabric

Organically developed, highly integrated and automated cybersecurity platform



### Security Processors

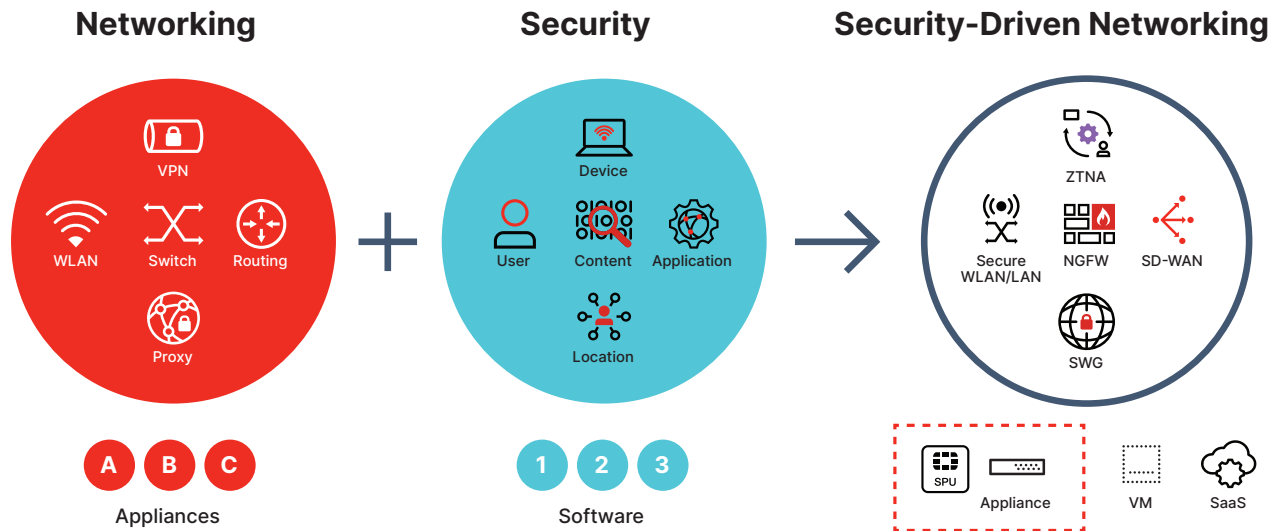
Superior NGFW and SD-WAN performance and efficiency



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

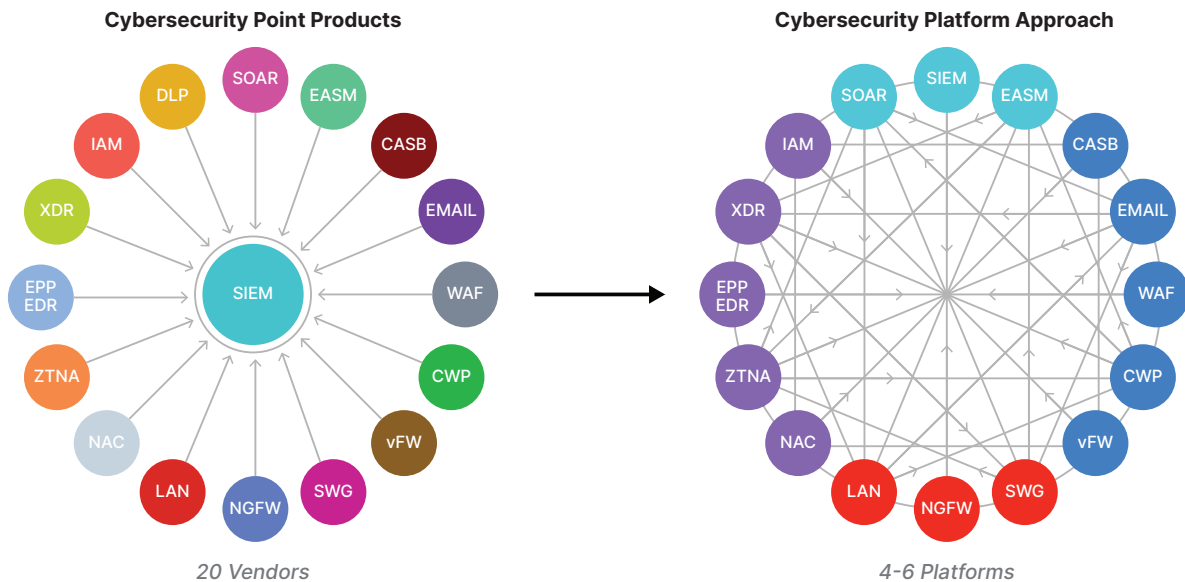
# The Convergence of Networking and Security

Traditional networking lacks awareness of content, applications, users, devices, location and more. Organizations have overlaid security solutions on to the network later to account for this shortcoming — but doing so has led to increased management complexity, performance bottlenecks, poor user experience, and the potential introduction of new exploitable gaps or vulnerabilities. A better Security-driven Networking approach converges networking and security into a single, accelerated solution. A specially designed operating system and security processors work in concert to greatly improve network performance and security posture, adding greater awareness while also improving user experience, easing management complexity, and decreasing footprint and power consumption.



# Consolidation of Vendors and Point Solutions to a Platform

Cybersecurity has traditionally been deployed one solution at a time, in response to each emerging problem or challenge. However, individual security solutions — typically from a new vendor — are not designed to work well with the other deployed solutions. With meaningful levels of cross-vendor integration and automation proving difficult to achieve, management complexity is massively increased, and effective response to new threats is simply too slow. A more effective approach is to consolidate point product vendors into a cybersecurity platform, allowing for much tighter integration, increased automation, and a more rapid, coordinated, and effective response to threats across the network.



# 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

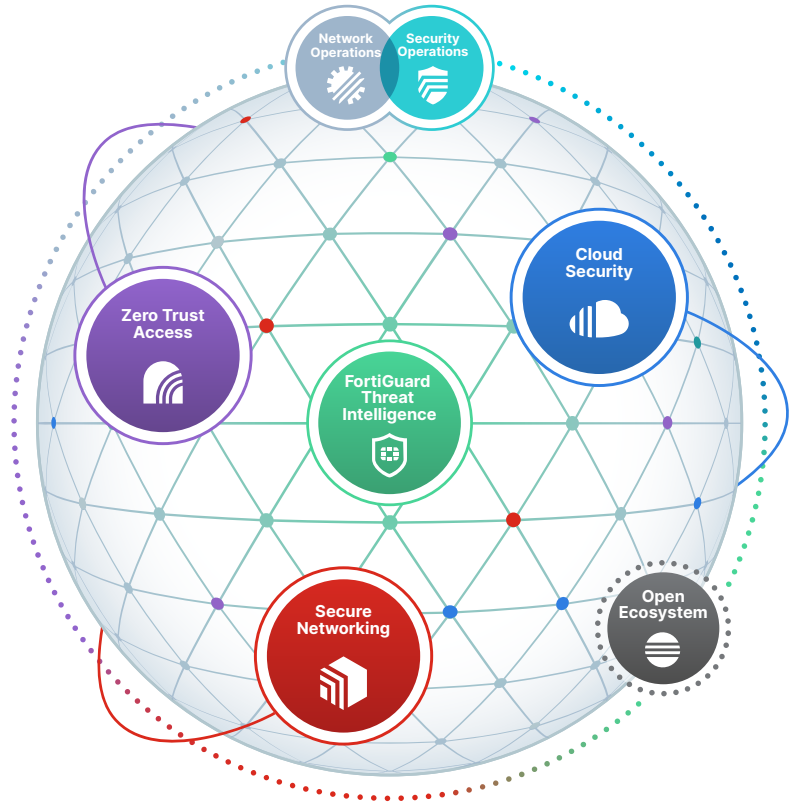
visibility and protection of the entire digital attack surface to better manage risk.

## Integrated

solution that reduces management complexity and shares threat intelligence

## Automated

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



Learn more at [Fortinet.com/SecurityFabric](https://Fortinet.com/SecurityFabric)

## Broad Portfolio of Solutions to Protect Your Digital Attack Surface



### Zero Trust Access

- ZTNA Agent
- Authentication
- MFA/Token
- SASE



### Secure Networking

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



### Cloud Security

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



### Network Operations

- Network Management
- Network Orchestration
- Network Monitoring
- Cloud Management
- Digital Experience Monitoring



### Security Operations

- Endpoint Protection
- EDR, XDR, MDR
- UEBA
- Sandboxing
- Deception
- Analytics
- SIEM
- SOAR



### Open Ecosystem

- Fabric Connectors
- Fabric API
- Fabric DevOps
- Extended Ecosystem
- 490+ Open Ecosystem Integrations

# FortiGuard Labs – Industry-leading Threat Intelligence



Founded in 2002, FortiGuard Labs is Fortinet’s elite cybersecurity threat intelligence and research organization. Partnering with law enforcement agencies, government organizations, and security vendor alliances worldwide to fight emerging global security risks. FortiGuard labs maintain real-time threat intelligence and innovative prevention tactics and tools across the Fortinet Security Fabric in three key categories:



## Trusted ML and AI

Stop unknown faster with Powerful combination of actionable local learning and AI & ML models on large-scale cloud-driven data lakes.



## Real-Time Threat Intelligence

Proactive security posture through continuous security updates based on in-house research and collaboration.



## Threat hunting and Outbreak Alerts

Faster remediation with Alerts, analysis and detection, prevention and remediation tools including outbreaks.

## Global Leadership & Collaboration:



# FortiGuard AI-Powered Security

Rich set of industry leading security capabilities unified into one security framework. Delivering coordinated, context-aware policy for hybrid deployments across networks, endpoints, and clouds. The services continually assess the risk and automatically adjust the prevention to counter known and unknown threats in real-time.

## Market Leading Security as a Service

ML-enabled security, deployed close to the protected assets powered by FortiGuard Labs

## Consistent Context Aware Policy

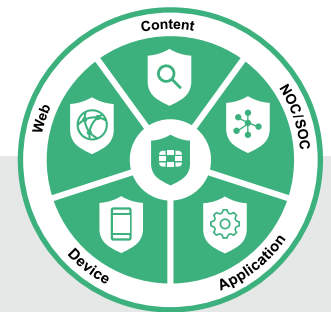
Centralized detection and prevention delivered from the cloud built for hybrid environments

## Coordinated Real-Time Prevention

Continuously assess the risks and automatically respond and counter known and unknown threats

# FortiGuard Security Integration Across the Security Fabric

		FortiGuard	Proxy	FortiTrust	XDR	FortiWeb	FortiMail	FortiADC	SOC Platforms	FortiNDR
Content Security	Antivirus	✓	✓	✓	✓	✓	✓	✓		✓
	IS SBX	✓		✓	✓	✓	✓	✓		
	Credential Stuffing	✓	✓			✓		✓		
Web Security	URL	✓	✓	✓	✓	✓	✓			✓
	DNS	✓	✓	✓	✓					
	IP-REP	✓				✓	✓			
Device Security	DVC PROT	✓								
	IPS	✓	✓	✓						✓
	BOT/C2	✓	✓	✓	✓		✓			
Application Security	WAF SIG									
	ANN						✓			
	AntiSpam							✓		
Soc Security	MITRE ATT&CK				✓				✓	
	Threat Hunting				✓				✓	
	Auto IR				✓				✓	
	Outbreak							✓	✓	✓
	IoC				✓				✓	✓



## New in FortiOS 7.2

- NEW FortiSandbox Inline Blocking
- NEW IoT/ IT Device protection
- NEW Dedicated IPS
- NEW SOC as a Service
- NEW Outbreak Detection
- Enhanced Web Security

# FortiOS – The Foundation of the Security

Learn more at [Fortinet.com/fortios](https://fortinet.com/fortios)



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.

## What's New In FortiOS 7.2



### FortiGate SD-WAN

Automated Overlay Orchestration and Large Scale Zero Touch Provisioning



### FortiGate Firewall

FortiGate is the first next-generation firewall to support HTTP/3.0



### SD-Branch

Automation, simplified Deployment, and Orchestration for Global Scale management



### LAN Edge

Zero Touch Provisioning Campus and Large-Scale SD-Branch



### ZTNA

Unified Policy Configuration in a Single GUI



### FortiToken / FortiToken Cloud

Fido-based passwordless Authentication



### SASE

Automated provisioning of ZTNA agents & Apps from FortiSASE



### Identity

Zero Touch Provisioning Campus and Large-Scale SD-Branch

## FortiTrust – Redefining the Future of Security Services

FortiTrust provides user-based licensing across all networks, endpoints and clouds

- **Access:** Add ZTNA to your FortiGate-based network.
- **Identity:** Cloud-based subscription across enterprise hybrid environments.



## FortiCare – Expertise At Your Service

Learn more at [Fortinet.com/support](https://fortinet.com/support)



FortiCare Services help thousands of organizations every year to get the most out of their Fortinet Security Fabric solutions. We have over 1,400 experts providing accelerated implementation, reliable assistance, and proactive care through advanced support and professional services to maximize your security and performance.

**1400+**  
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.



### Design

#### Business Alignment

- High-level design
- Low-level design
- Product-agnostic workshops



### Deploy

#### Accelerated Implementation

- Migration
- Configuration
- Implementation
- Validation
- Knowledge Transfer



### Operate

#### Reliable Assistance

- 24x7 Support
- Premium hardware replacement
- Technical account management
- Proactive Incident avoidance
- Dedicated resources



### Optimize

#### Performance Excellence

- Healthchecks
- Software upgrade recommendation
- Incident readiness
- Penetration testing



### Evolve

#### Personalized Care

- Product upgrade assistance
- Transformation readiness
- Migration & replacement
- Software upgrade

# 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



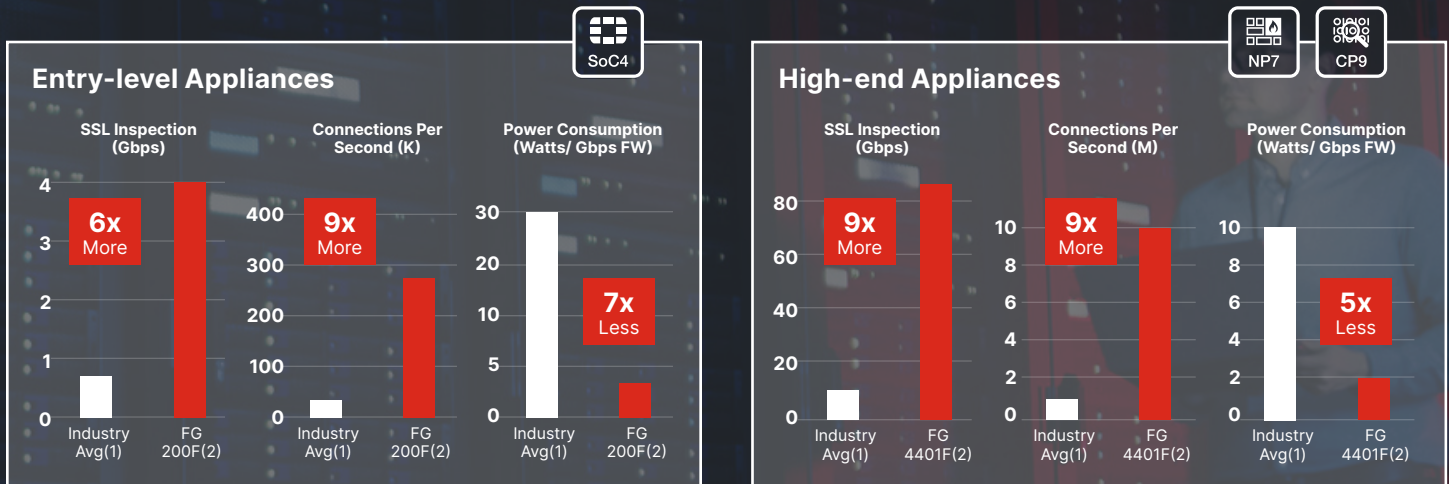
As a co-processor to the main CPU, Content Processors offload resource-intensive processing and drive content inspection to accelerate security functions.

## 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.



<sup>1</sup> 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.  
<sup>2</sup> Fortinet metrics from public datasheets.

# New Product Spotlight: FortiGate 600F series

Delivers scalable, high-performance convergence of networking and security

Specification	FortiGate 601F <sup>1</sup>	Security Compute Rating	Industry Average <sup>2</sup>	Palo Alto Networks Pa-3410	Check Point Quantum 6200	Cisco FPR-2110	Juniper SRX-380
Firewall	140 Gbps	15.5x	9 Gbps	14.5 Gbps	9 Gbps	3 Gbps	10 Gbps
IPsec VPN	55 Gbps	18x	3 Gbps	6.8 Gbps	2.57 Gbps	950 Mbps	3.5 Gbps
Threat Prevention	8 Gbps	4x	1.85 Gbps	5.2 Gbps	1.8 Gbps	N/A	N/A
SSL Inspection	7 Gbps	18x	.365 Gbps	N/A	N/A	365 Mbps	N/A
Concurrent Sessions	8M	6x	1.2M	1.4M	2M	1M	380,000
Connections per per second	500K	8x	61.45K	145K	67K	18K	50K



Low-Latency & Industry-Leading Convergence



Deep visibility & AI/ML Powered FGD Protection



Integrated ZTNA Enforcement

Source: All data from public datasheets.

<sup>1</sup> FortiGate 600F non-SSD variant is \$11,878

<sup>2</sup> Industry average is calculated as the average of the similarly-priced PAN-5250, FPR-4115, Quantum 16200, and SRX4200



# 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, and employees to help close the cybersecurity skills gap. With over 840,000 security certifications to date, Fortinet delivers expert-level training in local languages in over 130 countries and territories worldwide through our ecosystem of Authorized Training Centers, academic partners, and a variety of online options (many of them free of charge).

## Fortinet Training & Education Partner Programs

The Fortinet Training Institute's ecosystem of public and private partnerships help Fortinet address the skills gap by increasing the access and reach of our cybersecurity certifications and training. The Academic Partner program works with academic institutions including K-12 and higher education. The Education Outreach program partners with industry, academia, government, and nonprofits to reach a broad population, in 94 countries and territories, while also focusing on recruiting women, minorities, veterans, and other underrepresented groups.



**840,000+**  
CERTIFICATIONS



**439**  
ACADEMIES



**29**  
EDUCATION OUTREACH  
PARTNERS



### Information Security Awareness

Learn about today's cyberthreats and how you can secure your information.



### Security Associate

Learn about security solutions that have been created to address security problems faced by organizations.



### Security Associate

Learn about the key Fortinet products and the cybersecurity problems they address.



### Professional

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



### Analyst

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



### Specialist

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



### Architect

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



### Expert

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

Learn more at [Fortinet.com/nse-training](https://fortinet.com/nse-training)

Figures as of March 31, 2022

## New Fortinet Security Awareness and Training Service

The Fortinet Training Institute has released a new Security Awareness and Training service, offering every organization the ability to further protect their critical digital assets from cyber threats by building employee cybersecurity awareness and creating a cyber-aware culture.

## Our Pledge to Train 1 Million People by 2026

Fortinet has pledged to train 1 million people globally over 5 years through its Training Advancement Agenda (TAA) and Fortinet Training Institute programs to help close the cybersecurity skills gap. January 2022 marked the start of this five-year pledge that will use Fortinet's award-winning certification program content as the basis for meeting this goal. The Fortinet 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.



## 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** **60,000+**  
**FORTINET PARTNER PROGRAM** **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

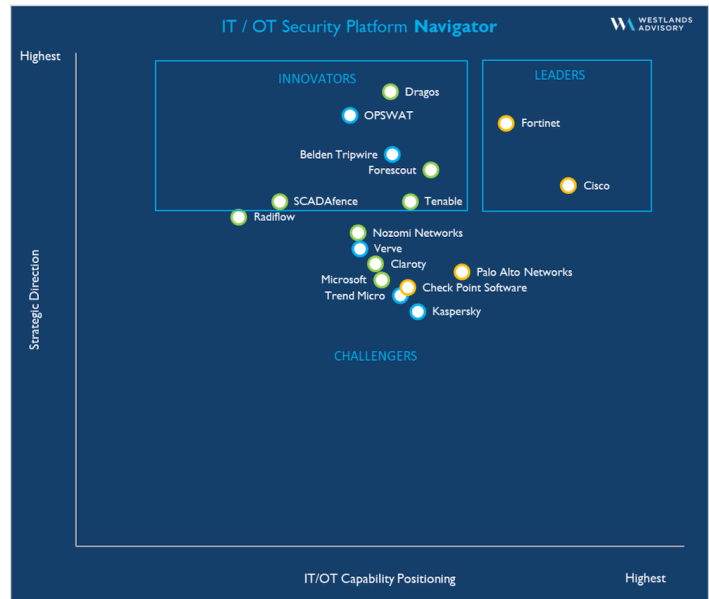
The Engage Partner Program offers sustained sales, marketing, and executive support so you can grow productive, predictable, and successful relationships. With drivers of growth built into the program, like our Specializations, we provide paths to expertise for solutions that are driving demand in the market – ensuring you are positioned for success.

SPECIALIZATION <b>SD-WAN</b>	SPECIALIZATION <b>Zero Trust Access</b>	SPECIALIZATION <b>Security Operations</b>
SPECIALIZATION <b>Data Center</b>	SPECIALIZATION <b>Operational Technology</b>	SPECIALIZATION <b>Cloud Security</b>
SPECIALIZATION <b>LAN Edge and SD-Branch</b>		

## Analyst Recognition



Fortinet is recognized as a leader in The Westlands Advisory 2022 IT/OT Security Platform Navigator.



- Primarily NGFW & Zero Trust
- Mixed Capabilities
- Primarily Vulnerability Management & Threat Detection



Fortinet is positioned as a Leader in the 2021 IDC Marketscape for Worldwide SD-WAN Infrastructure.



Fortinet is positioned as a Strong Performer in 'The Forrester Wave™: Industrial Control Systems (ICS) Security Solutions, Q4 2021.'



Fortinet is one of the top vendors recognized in Frost & Sullivan's Frost Radar™ for email security, NAC, SWG, and SD-WAN.



Fortinet is recognized as a LEADER in 2 Gartner® 2021 Magic Quadrant™ Reports:



Network Firewalls



WAN Edge Infrastructure

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



Web Application and API Protection



SIEM



Wired and WLAN



Endpoint Protection Platforms

And Fortinet is an 'Honorable Mention' in 2 additional Gartner 2020/2021 Magic Quadrant Reports:



Secure Web Gateway



Indoor Location Services

Learn more at [Fortinet.com/solutions/gartner-magic-quadrants](https://fortinet.com/solutions/gartner-magic-quadrants)

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## Third Party Testing and 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.



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



Certified in 5 technology areas:

- Anti-Malware Network
- Network Firewall
- IPsec VPN
- Web Application Firewall
- Advanced Threat Defense



- Business Security Approved
- Antiphishing Approved



100% Protection, 2 Years in a Row

- All Test Cases
- All Signature-Independent
- Top Analytical Detection

## 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](https://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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# Fortinet secures over half a million enterprises, service providers, and government organizations around the world.



5th largest airline in the United States.

HQ: United States



Sweden's largest regional health provider.

HQ: Sweden



SoftBank is a multinational conglomerate that aspires to drive towards digital transformation.

HQ: Japan



A chain of double drive-thru restaurants in the United States. The company operates Checkers and Rally's restaurants in 28 states, and the District of Columbia.

HQ: United States



UNIVERSITY OF BIRMINGHAM

One of the UK's largest universities, the University of Birmingham is over 100 years old with over 30,000 students across the world.

HQ: United Kingdom



Provider of online financial services to more than 42 million individual users and more than 300 corporate users in Hong Kong, Mainland China, and Indonesia.

HQ: Hong Kong



A global leader in managed services providing end-to-end fully managed cybersecurity, networking, and digital signage solutions tailored to the unique business requirements of today's enterprise.

HQ: United States



Business Services

Orange is one of the world's leading telecommunications operators and global provider of IT and telecommunication services.

HQ: France



Provider of flexible hybrid IT solutions for business and government.

HQ: Australia

Visit [Fortinet.com/Customers](https://fortinet.com/customers) to see how many of our customers benefit from Fortinet solutions and the Fortinet Security Fabric.

