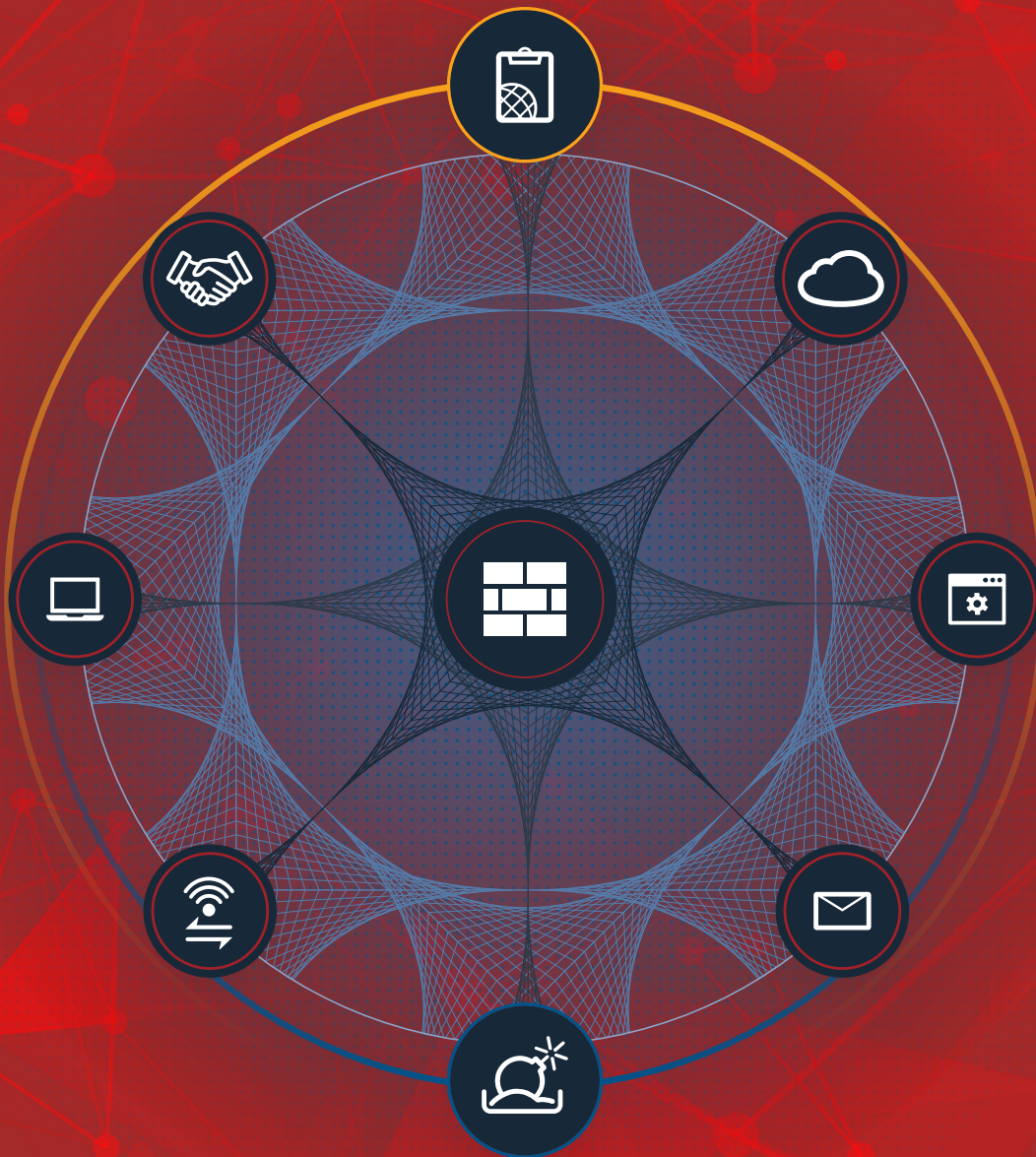


THE FORTINET SECURITY FABRIC

Broad

Integrated

Automated



Founded: Nov. 2000

First Product Release: May 2002

Fortinet IPO: Nov. 2009

NASDAQ: FTNT

Headquarters: Sunnyvale, California

Employees: 5,200+

FY 2017 Revenue: \$1.495B

Q1 2018 Revenue: \$399M

Q1 2018 Billings: \$463M

Q1 2018 EPS (GAAP): \$0.24

Q1 2018 EPS (non-GAAP): \$0.33

Market Cap (Mar. 31, 2018): \$9.4B

\$1.4B Cash and No Debt

Units Shipped to Date: 3.85M+

Customers: 350,000+

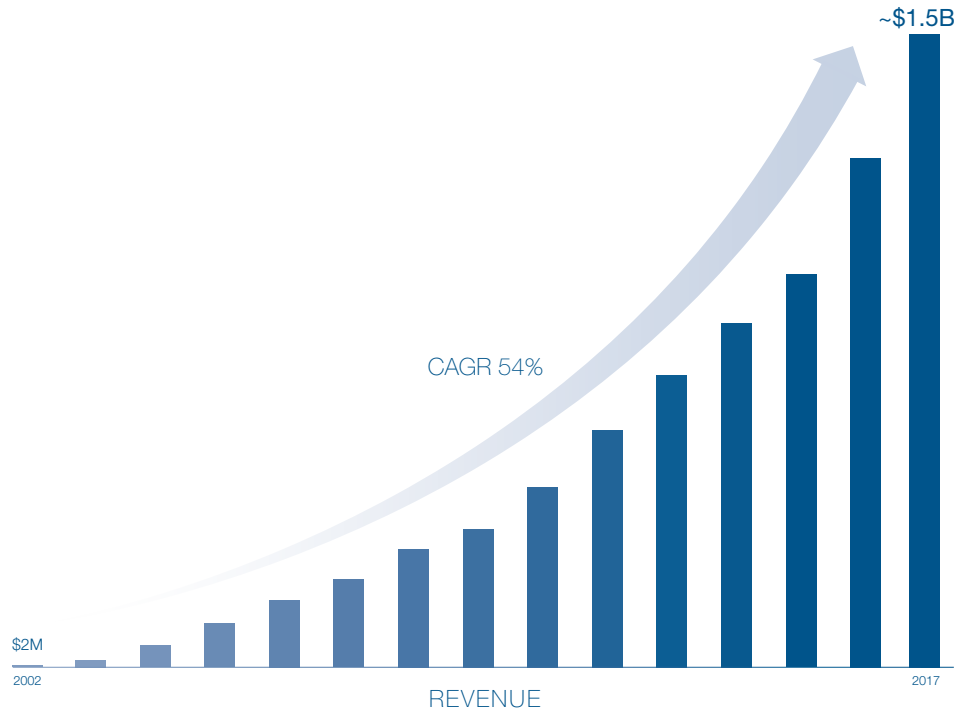
Global Patents (as of May 8, 2018)

Issued: 515

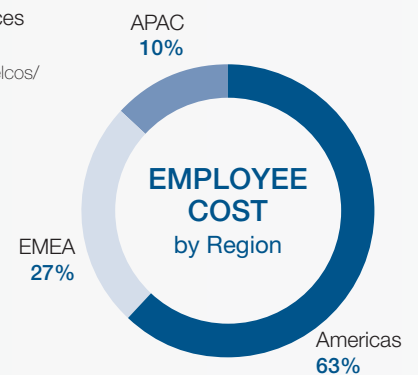
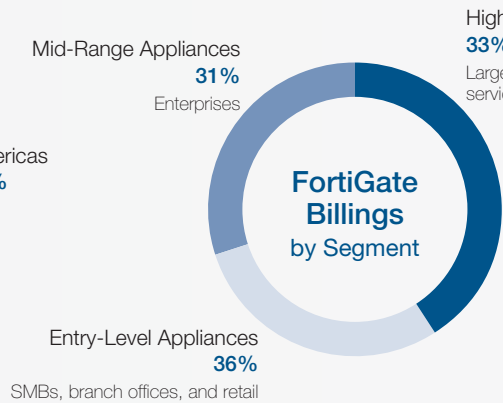
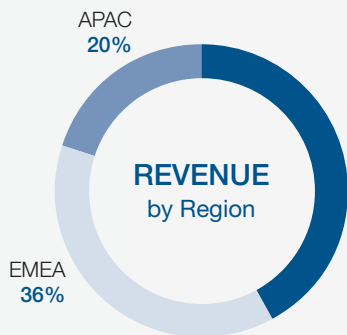
Pending: 263

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.



Q1 2018

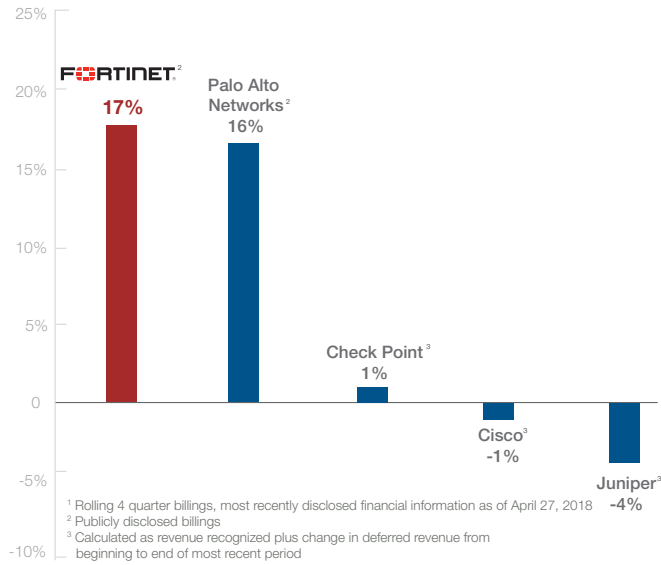


Coming In 2019: Expanded HQ and R&D Center in Sunnyvale

- Preparing for growth
- Investing in innovation

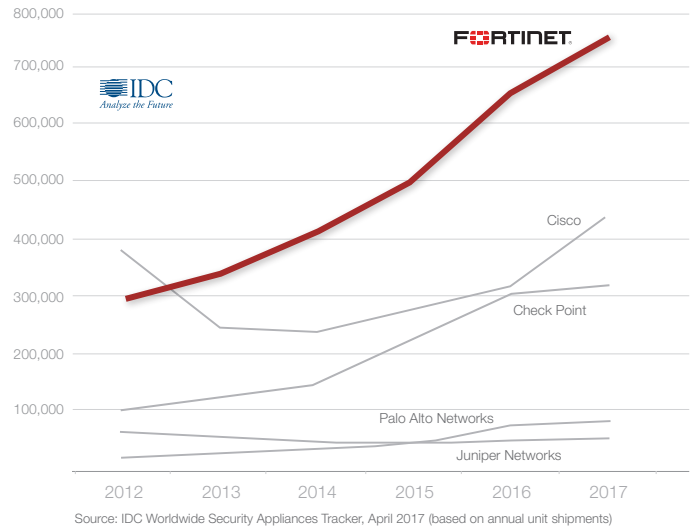
#1 FASTEST GROWING ENTERPRISE NETWORK SECURITY COMPANY

Based on network security related billings growth of recognized Enterprise Firewall market leaders¹



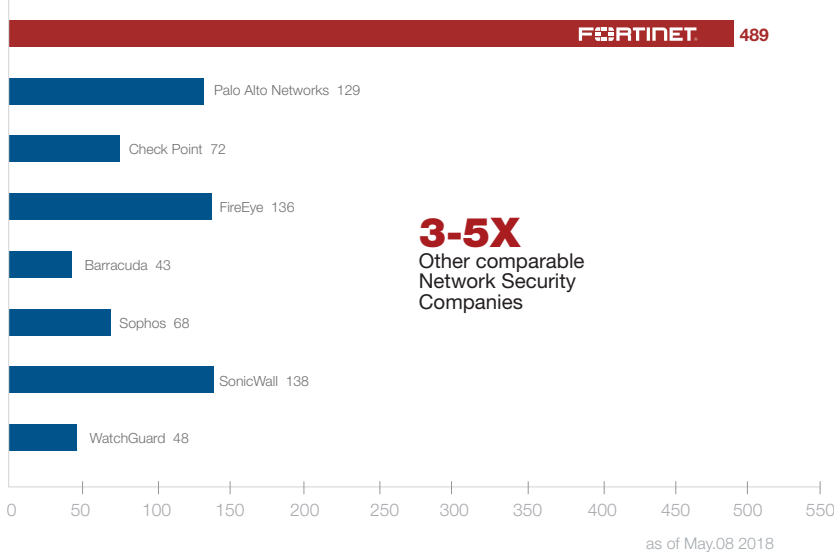
#1 MOST ADOPTED NETWORK SECURITY SOLUTION

Based on annual unit shipments (IDC)

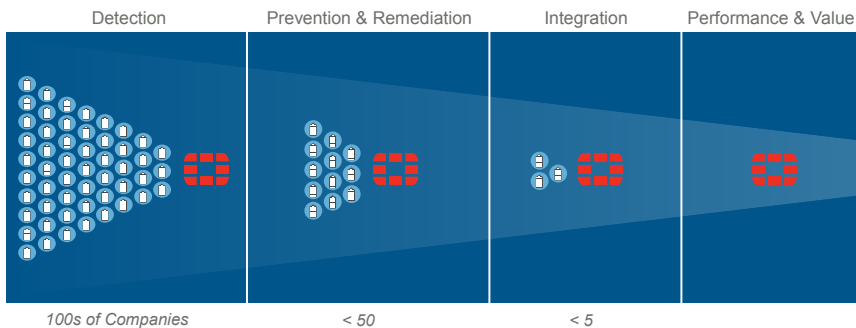


#1 SECURITY INNOVATOR

Based on patents issued as listed by the U.S. Patent and Trademark Office

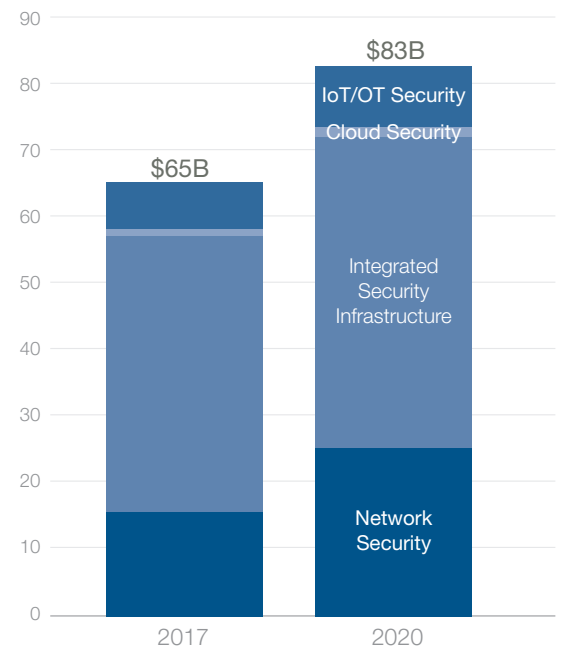


Fortinet Is the Only Company to Excel at All Key Stages of Network Security



FORTINET'S GROWING OPPORTUNITY

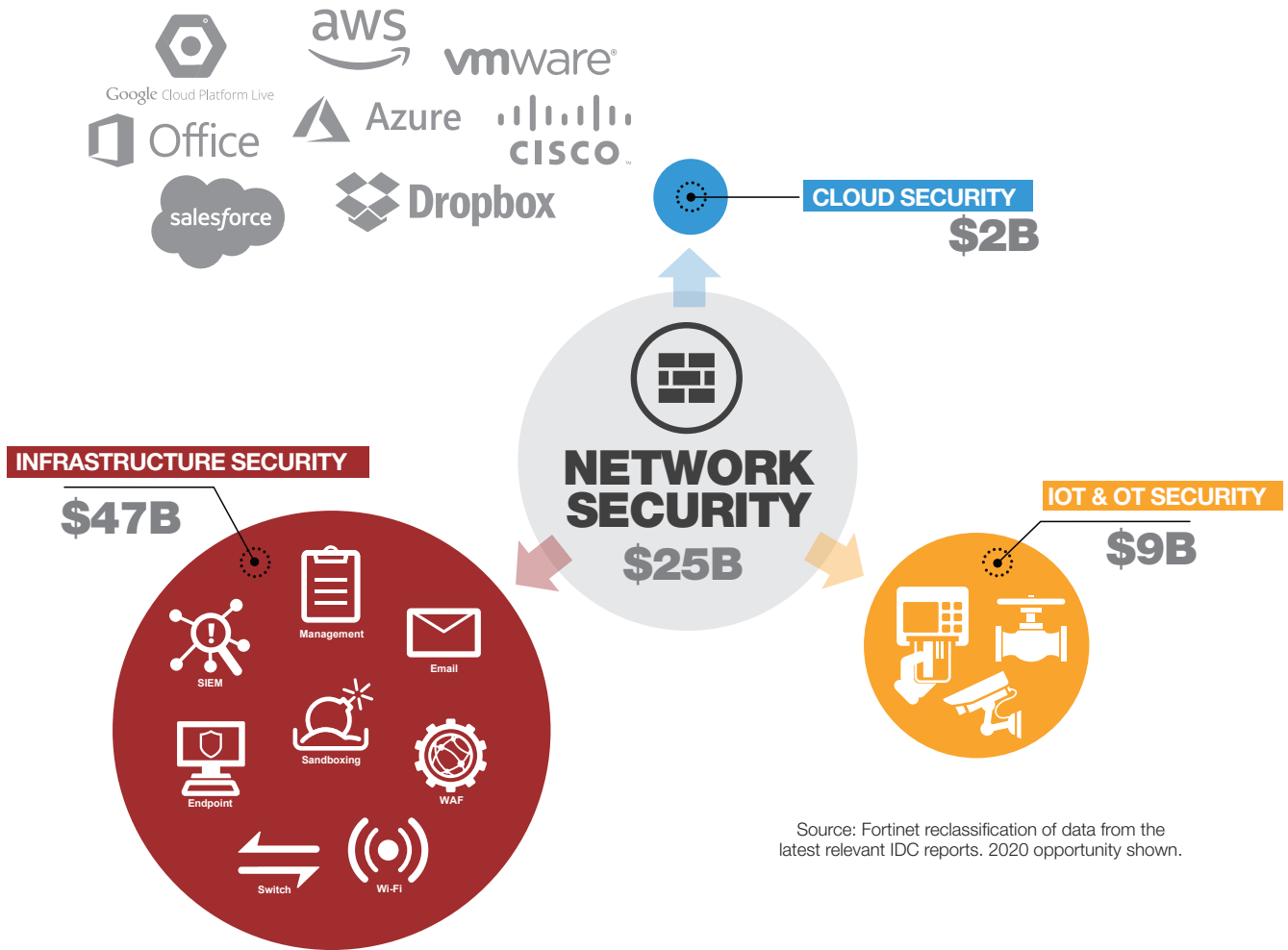
Our core market, Network Security, continues to grow as do adjacent opportunities in Cloud, IoT and OT Security, and other Security and Access offerings.



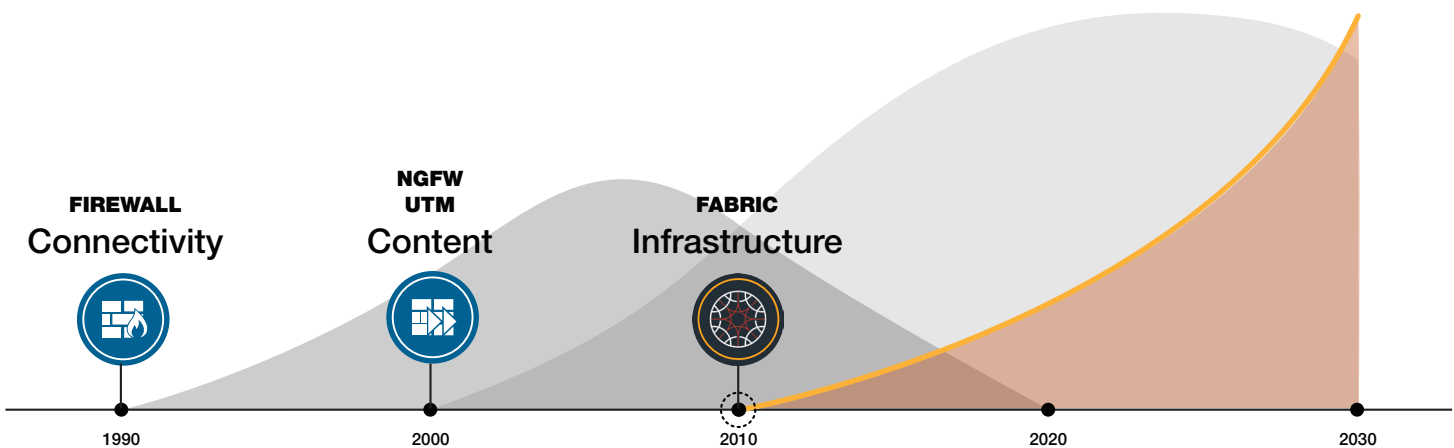
Source: Fortinet reclassification of data from the latest relevant IDC reports

#1 BROADEST SECURITY PROTECTION - FROM IOT TO THE CLOUD

Enables Fortinet to pursue growth in several key markets



NETWORK SECURITY EVOLUTION



THE FORTINET SECURITY FABRIC

THIRD-GENERATION NETWORK SECURITY

BROAD

Visibility & Protection for the Digital Attack Surface

INTEGRATED

Detection of Advanced Threats

AUTOMATED

Response & Continuous Trust Assessment



CYBERARK





NETWORK SECURITY

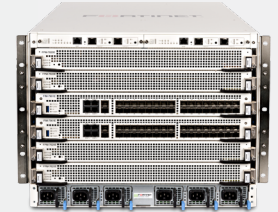
Fortinet's high-performance FortiGate firewalls – powered by our purpose-built OS, security processors, and threat intelligence from FortiGuard Labs – provide consolidated, advanced security and deep visibility that protects the network from known and unknown threats.

Chassis-based 5000 & 7000 Series

Form Factor	Expandable, modular chassis
Interfaces	10, 40, and 100 GbE
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	2U – 5U Appliance
Interfaces	10, 25, 40, and 100 GbE
FW(TP) Throughput	52 Gbps – 1 Tbps (4 Gbps – 100 Gbps)
Special Features	Ultra-low latency, ultra high-speed SSL inspection



FortiGate 3200D



FortiGate 6500F

Mid-range Appliance 100 – 900 Series

Form Factor	1U – 2U Appliance
Interfaces	1 and 10 GbE
FW(TP) Throughput	7 Gbps – 36 Gbps (1 Gbps – 3 Gbps)
Special Features	High-speed SSL inspection



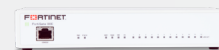
FortiGate 300E



FortiGate 500E

Entry-level Appliance 30–90 Series

Form Factor	Desktop
Interfaces	High-density 1 GbE
FW(TP) Throughput	1 – 3.5 Gbps (150 Mbps – 250 Mbps)
Special Features	Wi-Fi, PoE, Ruggedized



FortiGate 80E



FortiWiFi 60E

Virtual/Private Cloud Firewall

	Private Cloud VM	Public Cloud VM
Use Cases & Integrations	All major hypervisors Cisco ACI, VMware NSX, OpenStack	AWS, Microsoft Azure, Google
Throughput	Hardware Dependent	Cloud dependent
Licensing	Perpetual, Subscription, Metered	BYOL or On-demand



Virtual Machine

NEW PRODUCT SPOTLIGHT – FORTIGATE 7000 SERIES

Modular, resilient NGFW that offers high-performance SSL inspection, Threat Protection, scalable Integrated Routing, Multi-Tenancy and 100G port density

Form Factor	6U-8U
Interfaces	10, 40, and 100 GbE
NGFW Throughput	50 Gbps – 100 Gbps
TP Throughput	35 Gbps – 80 Gbps
SSL Inspection Throughput:	60 Gbps – 100 Gbps

FortiGate 7060E



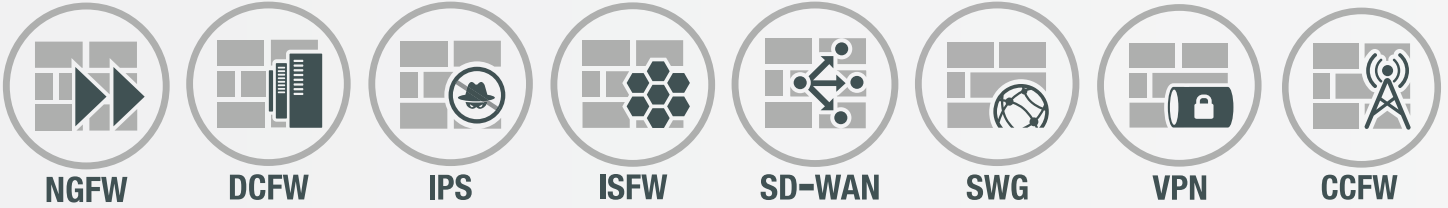
FortiGate 7030E

FortiGate 7040E



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 radically increase the security performance, scalability, and throughput of Fortinet solutions while greatly shrinking space and power requirements, compared to CPU-based solutions.

CPU & Serial Processing-based



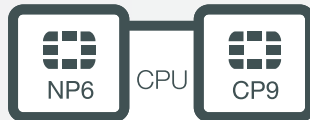
Slow, Not Scalable & Poor TCO

- FW → 6 Gbps
- VPN → 2 Gbps
- IPS → 3.5 Gbps

based on Intel E5 2640v2 (8 core 2Ghz)

VS.

Fortinet SPU-based Parallel Path Processing



Accelerates Network Traffic Flexible Policy Accelerates Content Inspection

- FW → 40 Gbps
- IPsec VPN → 25 Gbps
- SSL VPN → 28 Gbps
- IPS → 20 Gbps

6X - 12X performance

Fortinet System-on-a-Chip



Optimized for Entry-level Form Factors

- 5X FW
- 8X/11X SSL/IPsec VPN
- 5X IPS
- 5X Concurrent Sessions
- 3X Power Efficiency vs. similarly priced offerings

- MORE PERFORMANCE
- LESS LATENCY
- LESS SPACE
- LESS POWER



The FortiGuard Threat Intelligence Advantage

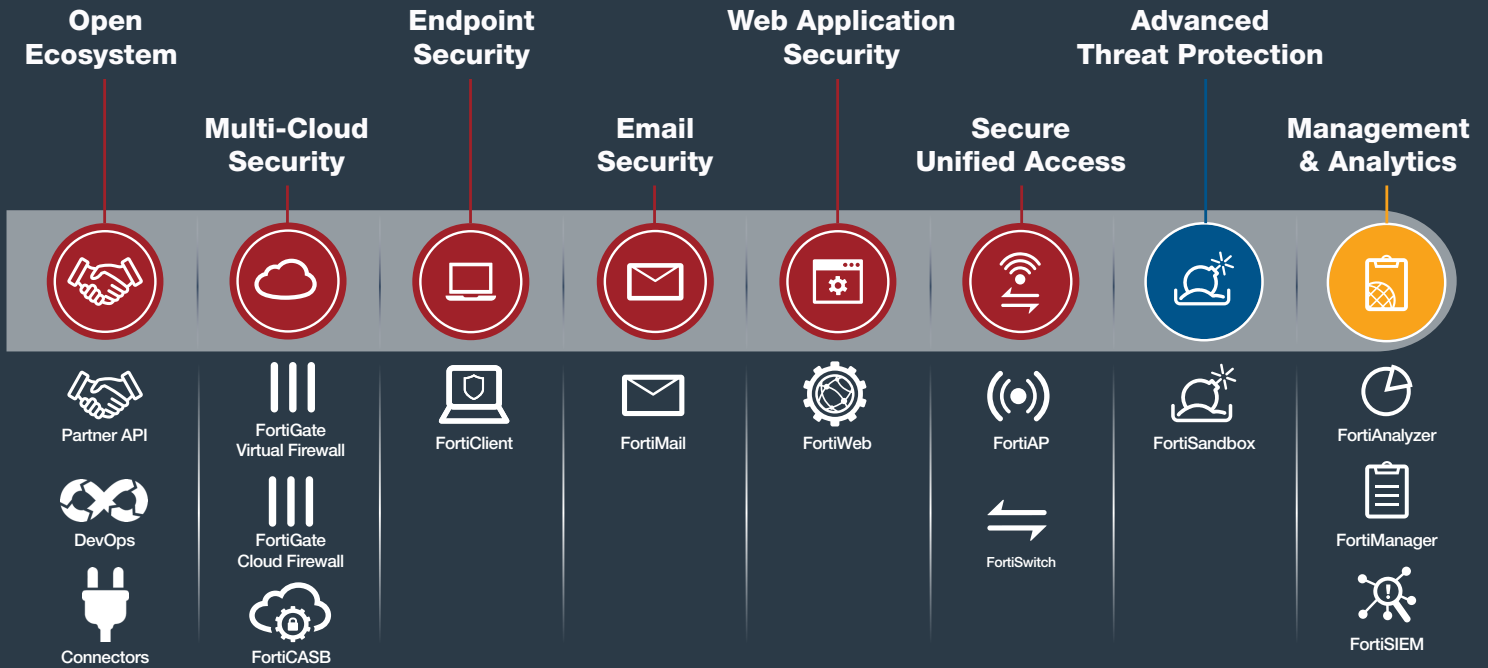
Our FortiGuard Labs threat research team develops the threat intelligence that informs all of our solutions. FortiGuard Labs leverages leading-edge machine learning and AI technologies to provide consistently top-rated protection* and actionable threat intelligence that protect and inform our customers 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	AV/Anti-botnet/Mobile	Anti-spam	Web Filtering	Cloud Sandbox/Content Disarm & Reconstruction/ Virus Outbreak Protection	Industrial Security	Security Rating Service	Threat Intelligence Service
A la carte services	x	x	x	x	x	x	x	x	x
Enterprise Protection bundle	x	x	x	x	x	x			
Unified Protection (UTM) bundle	x	x	x	x	x				
Threat Protection bundle	x	x	x						

* Per many independent third-party tests. See pages 10-11

** Application Control comes standard with every FortiCare support contract

OTHER FABRIC SOLUTIONS



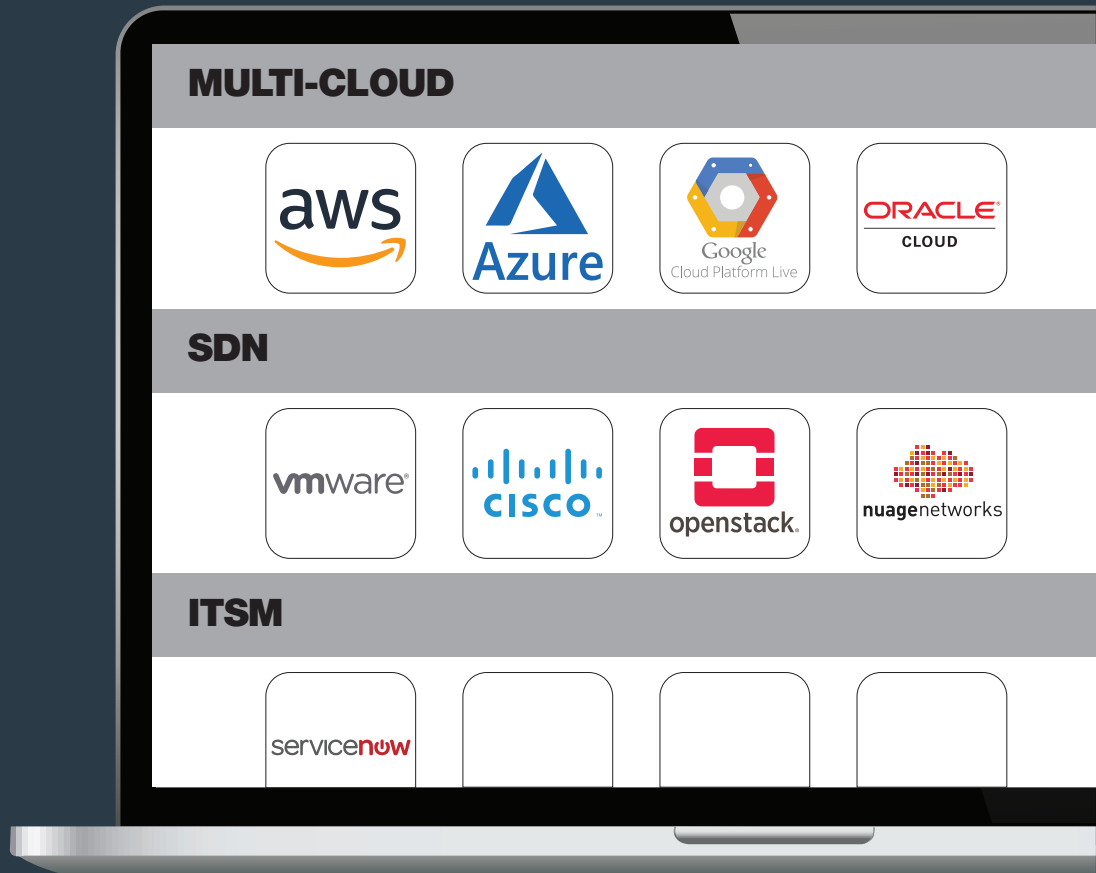
SOLUTION: OPEN ECOSYSTEM/CONNECTORS

Automated Security in Multi-vendor Environments

- FortiGate
- FortiGate-VM
- FortiManager
- Fabric Connectors


Fabric Connectors

- Easy to download & deploy
- Open integration with customer ecosystem
- Automates:
 - Multi-cloud
 - SDN
 - ITSM
 - Threat Feeds
 - Automation Tools
 - SSO/Identity
 - IaaS Visibility
 - Endpoint CVE
 - More...







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



360



Security Audit Services

SERVICES & SUPPORT SPOTLIGHT

FortiCare 360 combines advanced support with cloud analytics and expert advice, enabling organizations to take a more proactive approach in the identification and prevention of potential risks.

- 24x7 Advanced Services Technical Support
- Ongoing monitoring, proactive health checks, and automated alerts
- Personalized monthly reports
- Best practice guidance




Become a Fortinet Network Security Expert!


Fortinet's Network Security Expert (NSE) Program is an 8-level training and assessment program designed for customers, partners, and employees, with over **120,000** security certifications to date.



Validate Your Security Experience



Demonstrate Value



Accelerate Sales



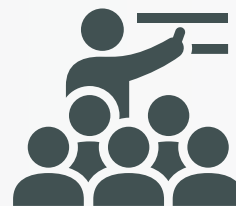
Commitment to Closing the Cybersecurity Skills Gap

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 94 academies in 40 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.	SALES
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.	
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.	



94
ACADEMIC INSTITUTIONS
NONPROFIT AGENCIES
VETERANS PROGRAMS
ACADEMIES



40
COUNTRIES
TODAY

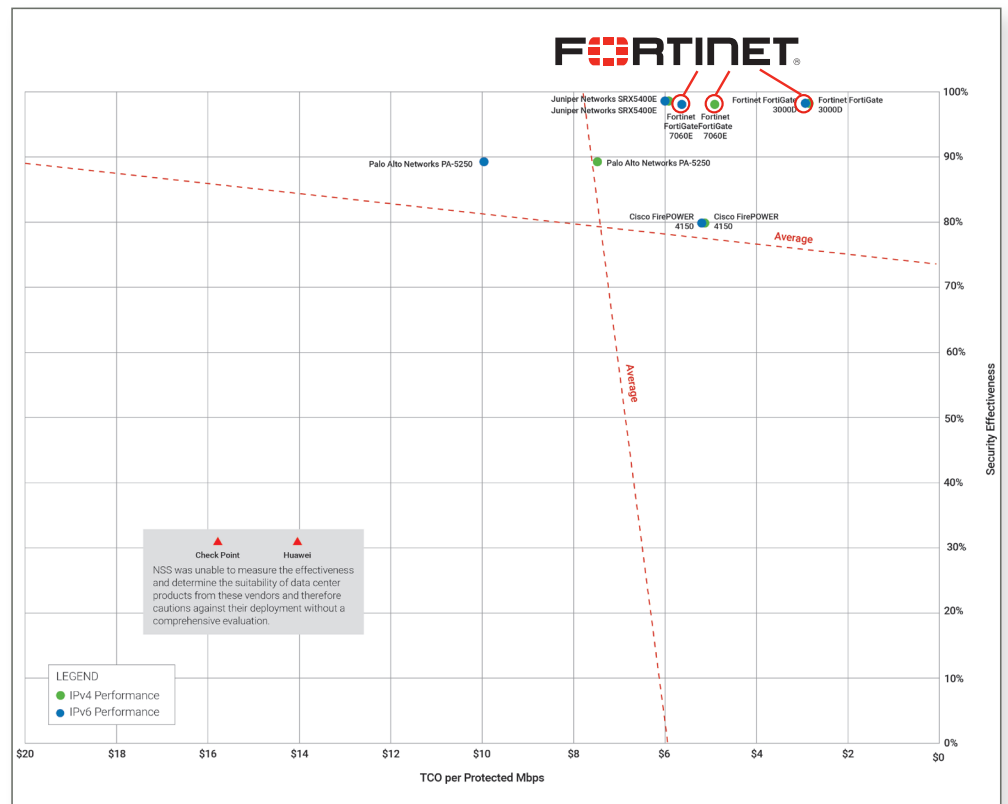
Learn more about both programs at www.fortinet.com/support-and-training.html

11

Recommendations



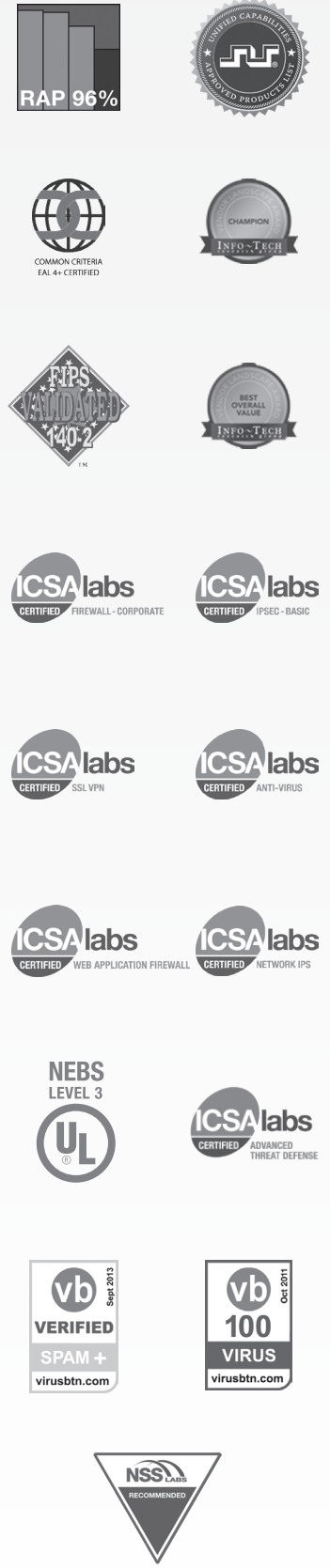
DCSG FortiGate 7060E & 3000D



UNPARALLELED THIRD-PARTY CERTIFICATION

CERTIFICATION	RECOMMENDED / CERTIFIED			NEUTRAL		CAUTION	
	FORTINET	Check Point	Cisco	Palo Alto	Juniper SRX	FireEye	
NSS Next-Gen Firewall	■ ■	■	■	■	■	■	×
NSS DC Security Gateway	■ ■	■	■	■	■	■	×
NSS DC IPS	■ ■	■	■	■	■	■	×
NSS Breach Detection	■	■	■	■	■	■	■
NSS Breach Prevention	■	■	■	■	■	■	×
NSS WAF	■	×	×	×	×	×	×
NSS Next-Gen IPS	■	■	■	■	×	×	×
NSS Advanced Endpoint	■	×	■	■	×	■	■
ICSA ATD – Sandbox	■	×	×	×	×	×	×
ICSA ATD – Email	■	×	×	×	×	×	×
ICSA Network Firewall	■	■	×	■	×	×	×
ICSA Network IPS	■	■	×	×	×	■	■
ICSA Anti-Malware	■	×	×	×	×	×	×
ICSA WAF	■	×	×	×	×	×	×
ICSA IPsec/SSL	■ ■	■	×	×	×	×	×
Virus Bulletin 100	■	■	×	×	×	×	×
Virus Bulletin Spam	■	×	×	×	×	×	×
Common Criteria	■	■	■	■	■	■	■
FIPS	■	■	■	■	■	■	■
UNH USGv6/IPv6	■	■	■	■	■	■	×

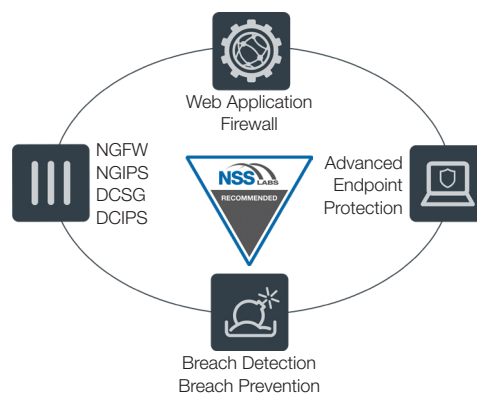
Certifications



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



FEATURED CUSTOMER STORIES

Edward Jones

MAKING SENSE OF INVESTING

Edward Jones

Leading North American investment firm (USA)

Scope: Protection and access for data centers and over 13,000 offices in the U.S. and Canada

Key Requirements: SD-WAN, dual-active VPN, IPS, endpoint security

Solution: FortiGate, FortiClient, FortiManager, FortiGuard Services

Customer benefits realized:

- Easy zero-touch deployment
- Reduced complexity via integrated switching/routing and single-pane-of-glass management
- Better protection via improved threat visibility/mitigation and automated policy deployment

"It is critical that our branches have responsive, reliable network access to serve our clients. By partnering with Fortinet, we were able to deploy a network architecture to help us improve the delivery of our data with high-performance, more bandwidth, and improved redundancy."

— Chris Boedges, Chief Technology Officer

alorica

alorica

Customer Service Solution for some of the world's most valuable brands (Global with U.S. HQ)

Scope: Transition legacy network to SD-WAN for reliability and scalability

Solution: FortiGate, FortiManager, FortiAnalyzer, FortiSwitch, FortiAP, FortiExtender, FortiSandbox, FortiGuard Services

Customer benefits realized:

- Confidence that data running through their global network is protected and always available
- Visibility to entire network through a single-pane-of-glass view
- Protection against evolving security risks, from the LAN to the cloud

"Fortinet did not only supply us with great security and massive reliability, but also gave us the flexibility to implement their solutions in our business helping us develop and transition from the legacy network into a powerful SD-WAN."

— Jonathan Merrell, Chief Information Officer



Winston-Salem Forsyth County Schools

Education – 77th Largest School District in United States

Scope: Secure connectivity and bandwidth to support internet-based education for over 53,000 students

Key Requirements: 10+ GE threat protection, SSL decryption, internal segmentation, authentication, email security, internal chassis redundancy

Solution: FortiGate 7040, FortiAuthenticator, FortiAnalyzer, FortiMail, FortiGuard Services

Customer benefits realized:

- Consolidated core and edge firewall and routing into single platform
- Met increased throughput requirements to achieve 10GB downstream
- Simplified management, deployment and improved operational efficiency

"Fortinet's 7000 series next generation firewall's ability to provide internal network segmentation, 100GE support, fast SSL inspection and threat protection at an attractive price/performance was a compelling value proposition that influenced our decision to select Fortinet. By deploying the FortiGate 7040 we were able to consolidate our security services to a single platform that can be expanded to meet future performance and security needs."

— Corey McLeod, Sr. LAN/WAN Engineer

Steelcase

Steelcase

Global Business Equipment & Furniture Manufacturer (USA)

Scope: Integrated security and reporting across on-premises and multiple cloud environments; IoT security

Key Requirements: Support for Microsoft Azure and AWS; internal segmentation; broad integrated solution set; integration with other vendor solutions

Solution: FortiGate appliance and VM, FortiAuthenticator, FortiAnalyzer, FortiWeb, FortiMail, FortiAP, FortiSwitch, FortiClient, FortiCloud, FortiGuard Services

Customer benefits realized:

- Secure cloud-based offerings
- Unified protection across on-premises and multiple clouds
- Simplified management and training, economies of scale
- Better IoT Security via segmentation

"Our extended IT infrastructure is absolutely critical to everything we do, so it's invaluable to have the seamless protection that Fortinet provides across our physical and cloud-based domains."

— Stuart Berman, Global Security Architect

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

