Network Security Leader

Fortinet is among the top 5 public cybersecurity companies in the world. Its broad portfolio of solutions spans Network, Infrastructure, Cloud, and IoT Security.

- $12B Mkt Cap
- ~$1.8B - 2018 (revenue)
- 385,000+ Customers
- 4.4M+ Appliances Shipments Worldwide (+30% units WW)

*As of Sept 30th 2018*
70% of F100 Are Fortinet Customers

- 4 of 4 Telco
- 9 of 10 Financials/Banking
- 11 of 13 Retail
- 4 of 5 Aerospace/Defense
- 3 of 5 Energy
- 10 of 12 Technology
- 12 of 15 Healthcare
- 3 of 5 Transportation
- 9 of 11 Financials/Ins
- 3 of 5 Food/Bev
Fortinet Focus on 4 Security Markets

- **Infrastructure Security**
  - $59B
  - SIEM
  - Endpoint
  - Management
  - WAF
  - Email
  - Sandboxing
  - Switch
  - Wi-Fi

- **Network Security**
  - $18B
  - Cloud Security
  - IoT & OT Security

- **Cloud Security**
  - $9B
  - Google Cloud Platform
  - Salesforce
  - Oracle Cloud
  - VMware
  - Office
  - Azure
  - Alibaba Cloud
  - IBM Cloud

- **IoT & OT Security**
  - $19B

Source: Fortinet reclassification of IDC data
We Lead The Industry in Innovation

#1 Security Innovator

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

- **566** U.S. Patents
- **30** International Patents
- **596** Global Patents
**We Lead in Industry Recognition**

<table>
<thead>
<tr>
<th>FORTINET</th>
<th>CISCO</th>
<th>Palo Alto Networks</th>
<th>Juniper Networks</th>
<th>Symantec</th>
<th>Check Point</th>
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A Leader in Network Security

Gartner Magic Quadrant for Enterprise Network Firewalls, Adam Hills, Jeremy D’Hoino, Rajpreet Kaur, 4 October 2018
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Gartner Magic Quadrant for Unified Threat Management (SMB Multifunction Firewalls), Rajpreet Kaur & Claudio Neiva, 20 September 2018
Disclaimer: Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner’s research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to its research, including any warranties of merchantability or fitness for a particular purpose.
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NSS Labs 3rd-Party Certifications

Most Recent Test Results

9 out of 9 Recommendations!

Cisco: 2
Check Point: 2
Palo Alto Networks: 5

9th year in a row!
Well-Positioned to Lead the 3rd Evolution of Network Security

Network Security Evolution

1ST GENERATION ➔ 2ND GENERATION ➔ 3RD GENERATION

FIREWALL
Connectivity

1990

NGFW
UTM
Content

2000

FABRIC
Infrastructure

2010

2020

2030
Fortinet Security Fabric

**Broad**
Visibility & Protection of the Digital Attack Surface

**Integrated**
Detection of Advanced Threats

**Automated**
Response & Continuous Trust Assessment
The Broadest Security Portfolio in the Industry
Built From The Ground Up To Deliver True Integration End To End

Network Security
- FortiGate Enterprise Firewall
- IPS
- SD-WAN
- SWG
- VPN

Open Ecosystem
- Partner API
- DevOps
- Connectors

Multi-Cloud Security
- FortiGate Virtual Firewall
- FortiGate Cloud Firewall
- FortiCASB

Endpoint Security
- FortiClient
- FortiMail
- FortiWeb

Email Security
- FortiMail

Web Application Security
- FortiWeb

Secure Unified Access
- FortiAP
- FortiSandbox

Advanced Threat Protection
- FortiSwitch
- FortiNAC

Management & Analytics
- FortiAnalyzer
- FortiManager
- FortiSIEM
Fabric-Ready Ecosystem Partners
Expand the Reach of the Fabric

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Fabric APIs

Fabric Connectors