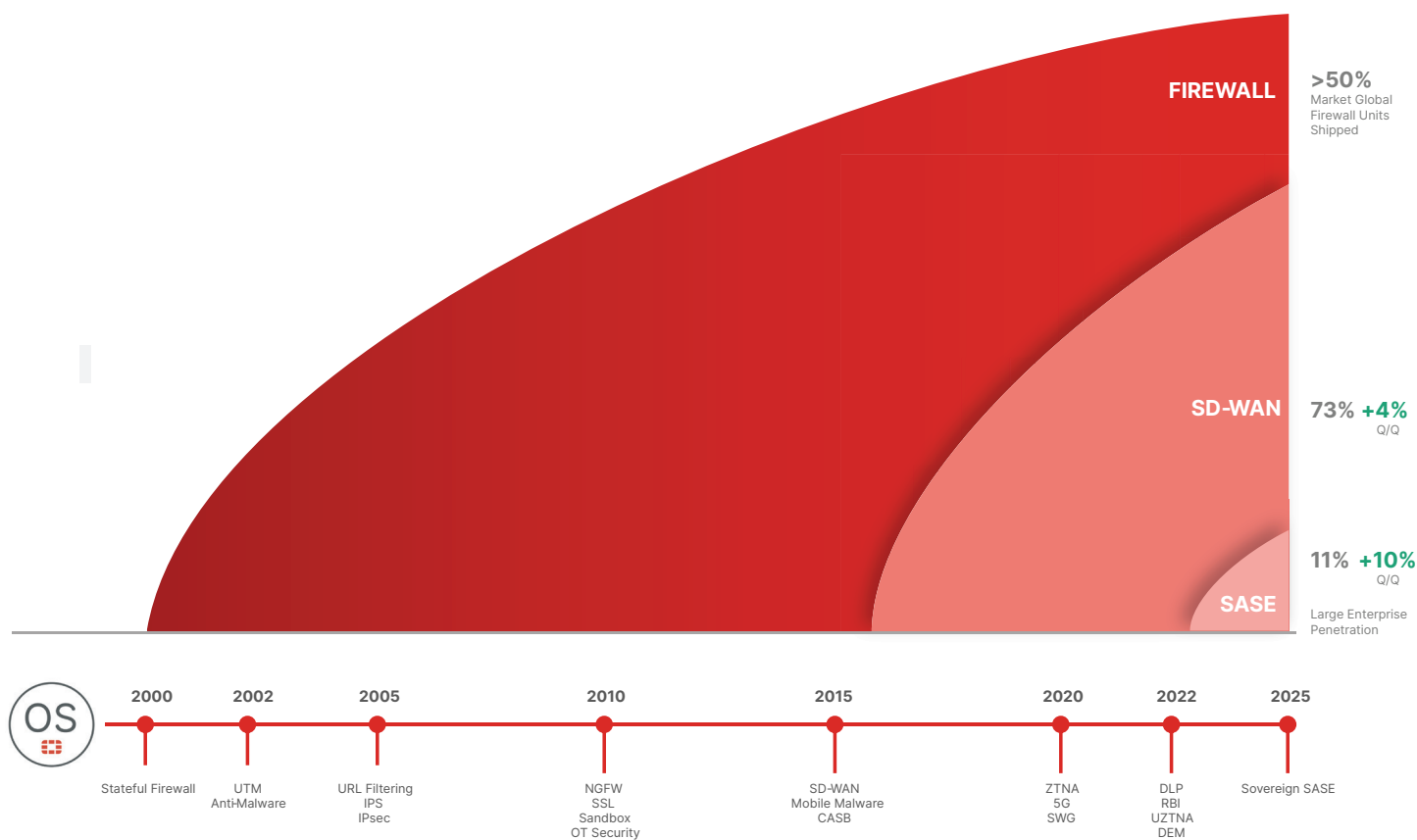


Easy Adoption with the Same OS for NGFW, SD-WAN, and SASE

SD-WAN and SASE adoption is accelerating across enterprises. To keep pace, Fortinet enhances FortiOS annually, integrating advanced networking and security into a unified platform. This drives convergence, simplifies operations, and reduces costs while staying ahead of emerging threats.



FY 2024 Results

Revenue	Billings
\$5.956B	\$6.533B

Q1 2025 Results

Revenue	Billings
\$1.540B	\$1.597B
Op. Margin (GAAP)	EPS (GAAP)
29.5%	\$0.56/share

Cash + Investments	Market Cap
\$4.816B	\$79.8B
	AS OF APR 30, 2025

Lifetime Customers

860,000+

Cumulative Units Shipped

14.2+ Million

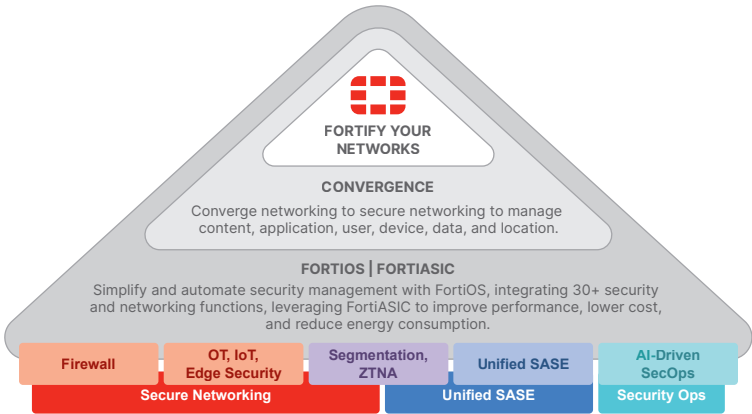
Headcount by Region

	U.S.	4,162
AMERICAS	CANADA	2,720
	REST OF AMERICAS	1026
	FRANCE	536
EMEA	U.K.	564
	REST OF EMEA	2,783
	INDIA	726
APAC	JAPAN	609
	REST OF APAC	1,430
TOTAL		14,556

ALL INFORMATION AS OF APRIL 30, 2025

Fortify Your Cybersecurity

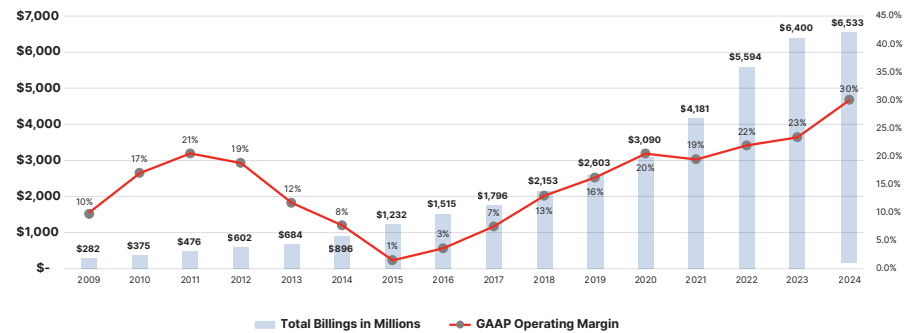
- **Founded:** October 2000
- **Member of:** Dow Jones Sustainability Index
- **Headquarters:** Sunnyvale, CA
- **NASDAQ 100 and S&P 500**
- **Fortinet IPO (FTNT):** November 2009



Our forward-thinking approach drives innovation, fosters strong relationships, and secures long-term success. This prepares us for sustained market leadership and continued customer trust.

Global Leader in Product Growth with Strong Growth in Annual Billings and Profitability

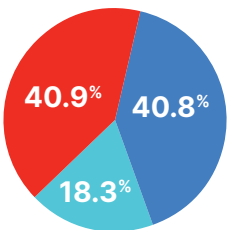
GAAP profitable every year since IPO



2009-2024 CAGR: 23%

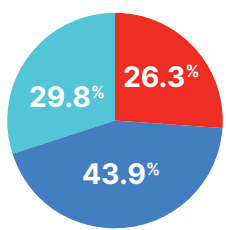
Highly Diversified Across Regions and Segments

Q1 2025 REVENUE BY REGION



■ AMERICAS ■ EMEA ■ APAC

Q1 2025 BILLINGS BY SEGMENT



■ HIGH-END ■ MIDRANGE ■ ENTRY-LEVEL

The Global Leader of Cybersecurity Solutions and Services

#1 Most Trusted U.S.-Based Cybersecurity Company



Fortinet is the only cybersecurity company in the Top 50, ranked #7 in the Forbes Most Trusted Companies 2025 list.

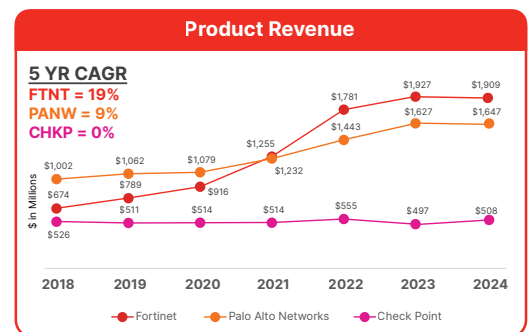
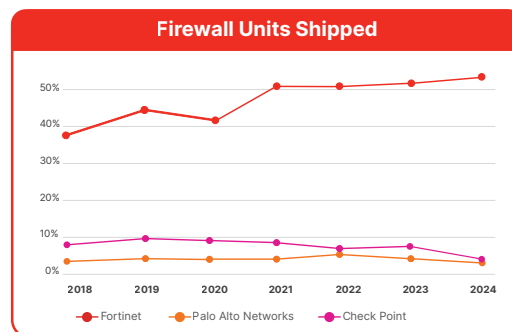
#1 in Enterprise

80% of Fortune 100 and 72% of Global 2000 depend on Fortinet to stay secure.



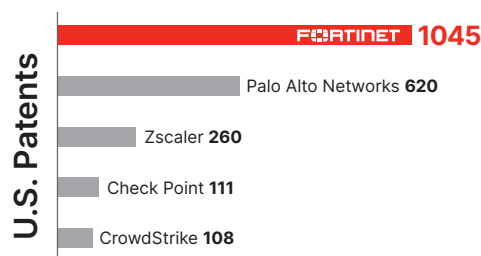
#1 in Network Security

"Fortinet is the #1 vendor for firewall shipments globally with more than 50% share." -650 Group

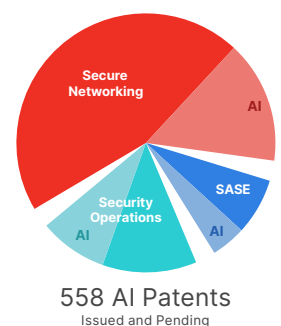
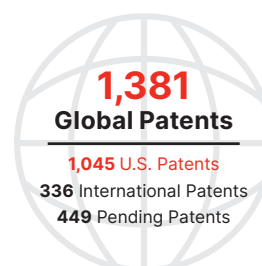


#1 in Innovation

2x more patents than comparable cybersecurity companies.



Source: U.S. Patent Office, as of April 30, 2025



#1 in Product Energy-Efficiency

Product environmental impacts are central to our sustainability approach.

Third Consecutive Year

Member of the Dow Jones Best-in-Class World and North America indices

SBTi-Validated Near-Term Climate Targets



Lead in Energy-Efficiency

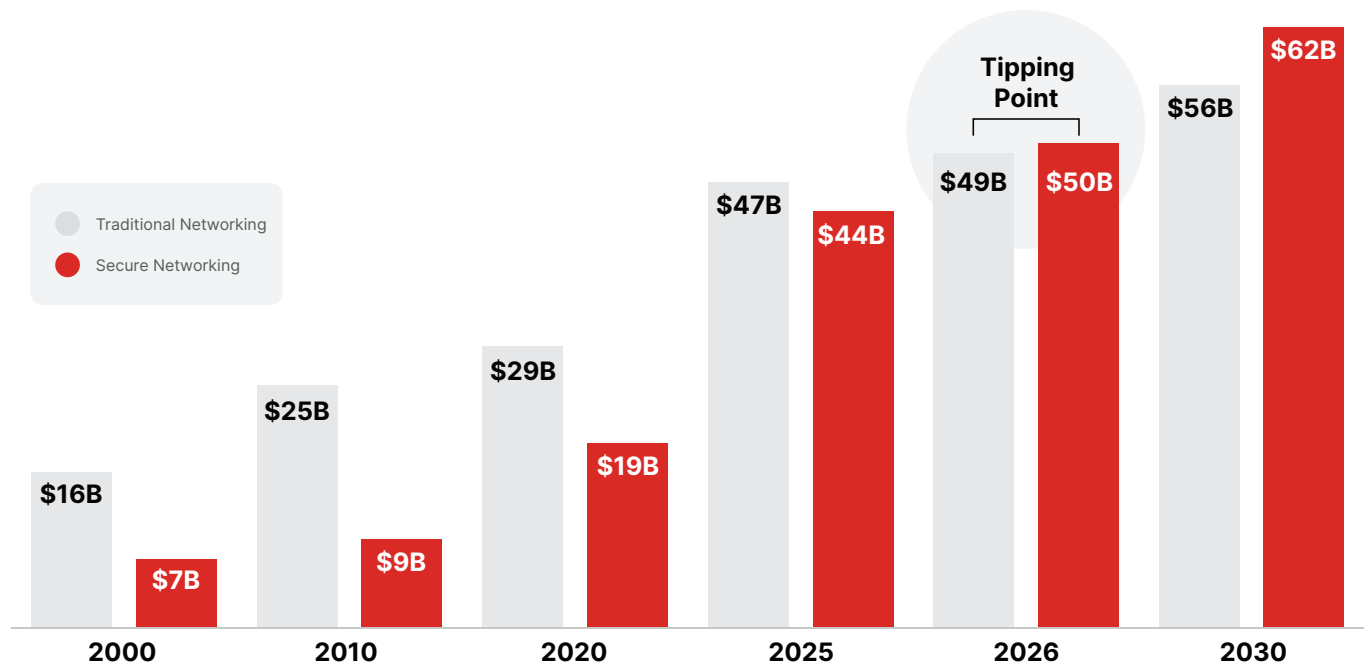
88% less power consumption over industry-standard CPU

61% average reduction on product energy consumption¹

¹ Based on new models of 2024 FortiGate G series (compared to equivalent models from previous generation)

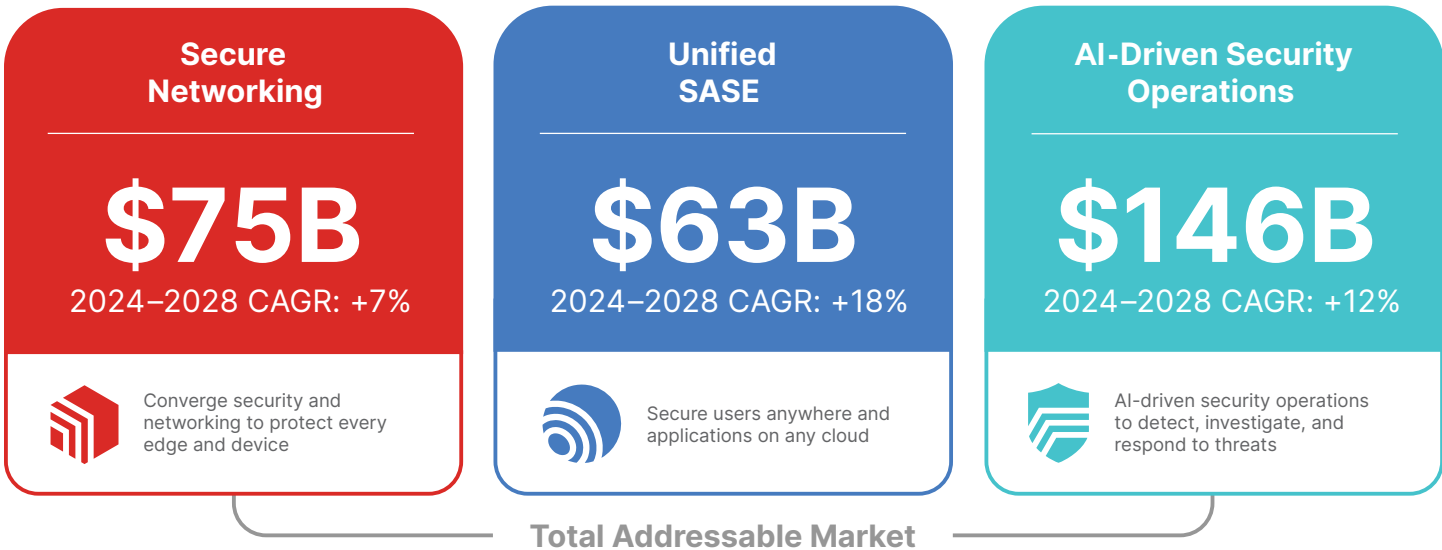
Beyond Trust: How Secure Networking Is Reshaping Connectivity

Traditional networks trust too much and secure too little, leaving critical gaps in protection. Secure networking flips the model, enforcing zero trust by securing every connection based on applications, content, users, devices, and locations. The shift is inevitable: By 2026, secure networking is expected to outpace traditional networking, redefining how organizations protect their digital assets.



Converged Security and Networking: Broad, Integrated, Automated Protection

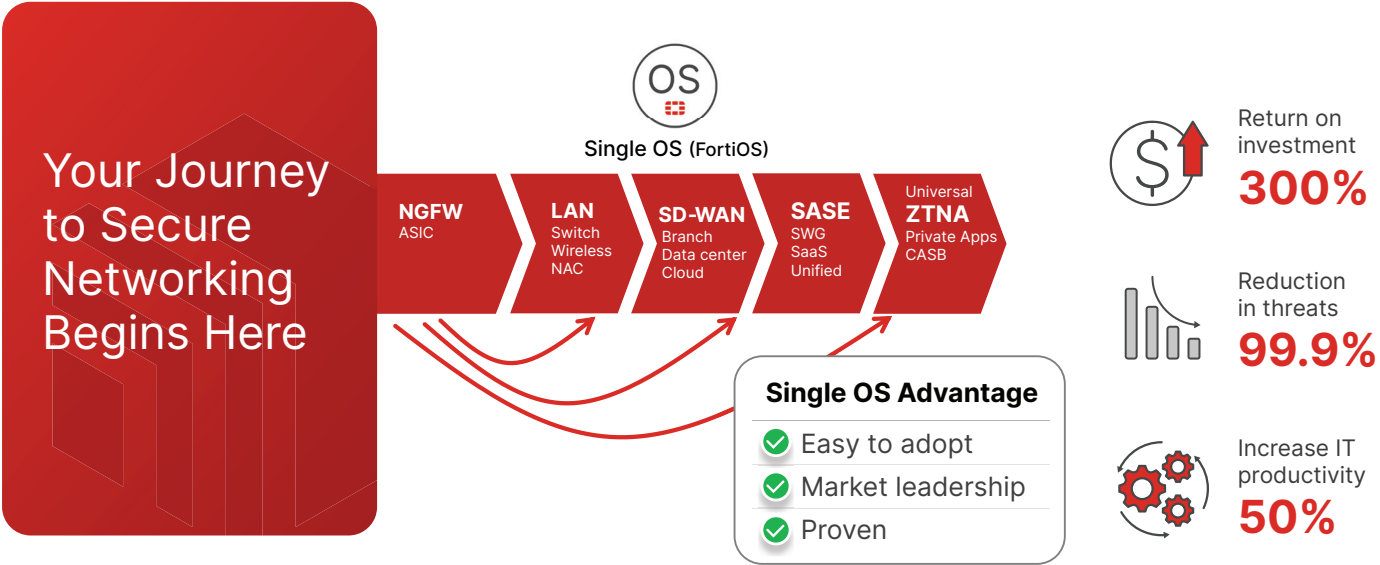
The Fortinet Security Fabric seamlessly integrates networking and security, enabling deep automation and real-time protection across devices, data, and applications. This unified approach enhances security while streamlining operations. Together, Secure Networking, Unified SASE, and AI-Driven Security Operations provide broad, automated, and integrated protection, delivering a powerful advantage in today's evolving threat landscape.





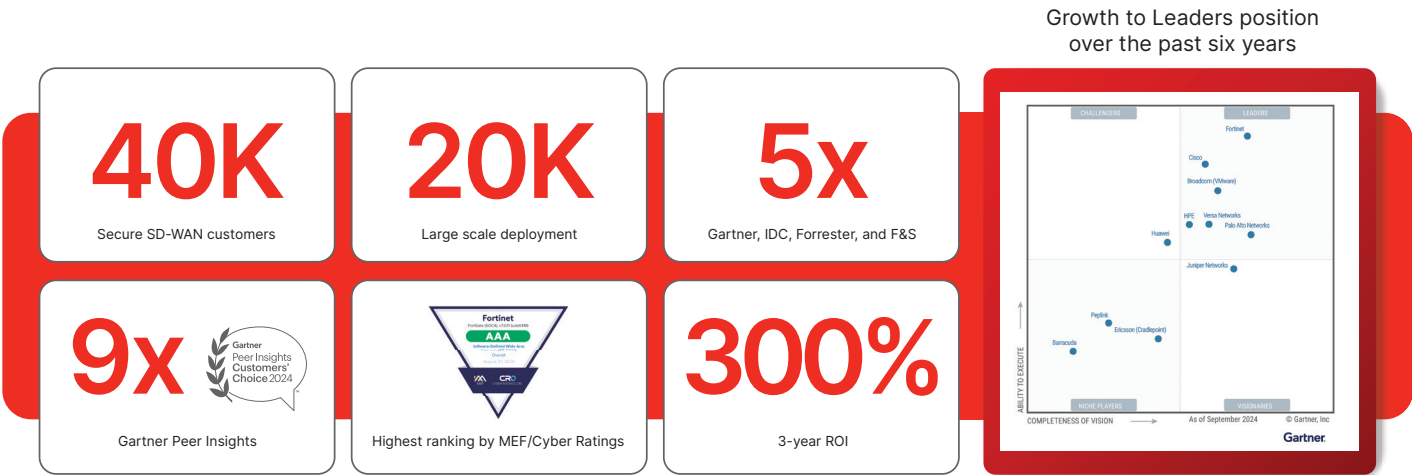
The Fortinet Journey: A Seamless Security Evolution

Every security journey starts with a strong foundation. With FortiGate NGFW, customers gain industry-leading protection and can seamlessly expand—adding wired and wireless LAN for connectivity, activating SD-WAN for optimized performance, and extending to SASE for secure remote access. This approach ensures seamless security and a unified experience.

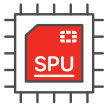


The Industry's Leading Secure SD-WAN Solution

Fortinet delivers the most widely adopted and consistently top-rated SD-WAN solution, trusted by over 40,000 customers worldwide. Our unique advantage lies in a single operating system and purpose-built ASIC architecture, enabling unmatched performance, scalability, and security. Recognized as a leader by Gartner, IDC, Forrester, and others, Fortinet continues to set the standard for secure, high-performance WAN edge transformation.



Magic Quadrant™ for SD-WAN - 30 September 2024 - ID G00803425 - Jonathan Forest, Karen Brown, Nauman Raja



The Only Purpose-Built Proprietary ASIC

Fortinet's ASIC-based security processing units (SPUs) enhance speed, efficiency, and value, improve user experience, and reduce footprint and power needs. Our SPU-powered appliances deliver superior Security Compute Ratings in all environments.

Network Processor 7 NP7



Network processors operate inline to deliver unmatched performance for network functions and hyperscale for stateful firewall functions.

Content Processor 9 CP9



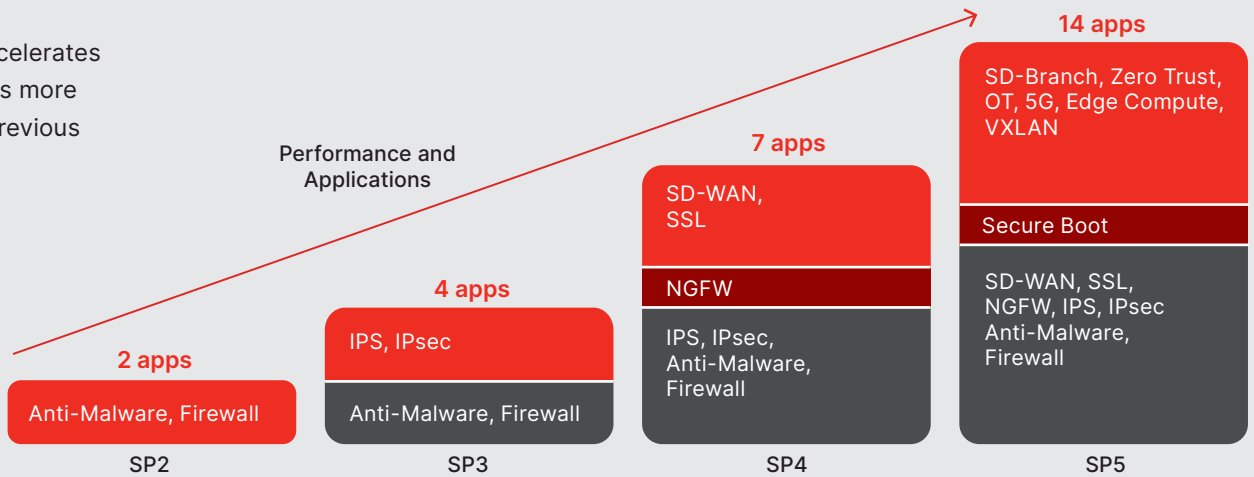
As a co-processor to the main CPU, content processors offload resource-intensive processing and drive content inspection to accelerate security functions.

Security Processor 5 SP5



The security processor consolidates network and content processing, delivering fast application identification, steering, and overlay performance.

Integrated ASIC accelerates FortiOS and delivers more applications than previous generations.



Optimal QoS with integrated SD-WAN and ZTNA



Patented ASIC delivers better price/performance



Unified AI-powered protection across all edges



Out-of-band module for real-time, isolated integrity monitoring

Performance numbers taken from external data sheets match as closely as possible. Different testing methodologies may be applied by different vendors.

FortiGate 700G Redefines Network Protection

The FortiGate 700G series is a high-performance firewall for midsize businesses and distributed enterprises. Powered by Fortinet's SP5 and NP7 chips, it delivers up to 7x greater throughput and consumes 7x less power than the industry average. It features FortiSentry for out-of-band file system integrity monitoring, AI-powered threat protection up to 4x better than competitors, and a built-in hardware security switch. With flexible interface options from 5GE to 25GE, it ensures future-ready connectivity and strong, efficient security.

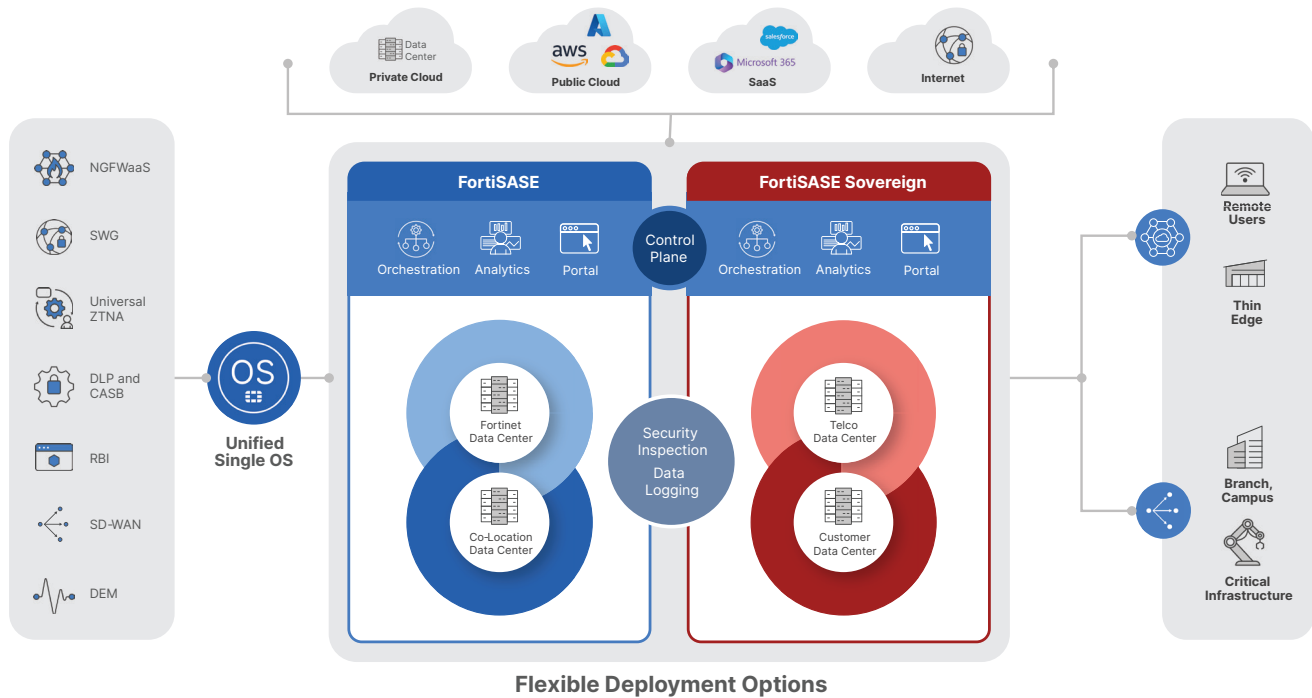
Specifications	Fortinet FortiGate 700G	Security Compute Rating	Competitor's Average	Palo Alto Networks 3410	Check Point 6700	Cisco 3110
Firewall (Gbps)	164	7x	23	14	38	18
IPsec VPN (Gbps)	55	7x	8	7	5	12
Threat Protection (Gbps)	26	4x	7	8	6	-
Concurrent Sessions	16,000,000	3x	6,466,667	1,400,000	16,000,000	2,000,000
Connections Per Second	700,000	3x	231,667	145,000	250,000	300,000

Power-Efficiency						
Max Power Consumption (Watts)	295	1x	237	170	141	400
Watts/Gbps Firewall Throughput	2	7x	13	12	4	22
Watts/Gbps IPsec VPN Throughput	5	6x	30	26	31	33
BTU per G of Firewall Throughput	11	2x	24	23	24	-



Comprehensive Unified SASE Solution with a Unified OS, Client, and Management

Unified SASE provides complete deployment flexibility, supporting on-premises, remote, and hybrid environments, including thin edges. It can also be deployed within a service provider or large enterprise data center, enabling them to deliver their own SASE service while ensuring full data compliance through Fortinet's sovereign SASE solution.



Investing in Owned Global Infrastructure

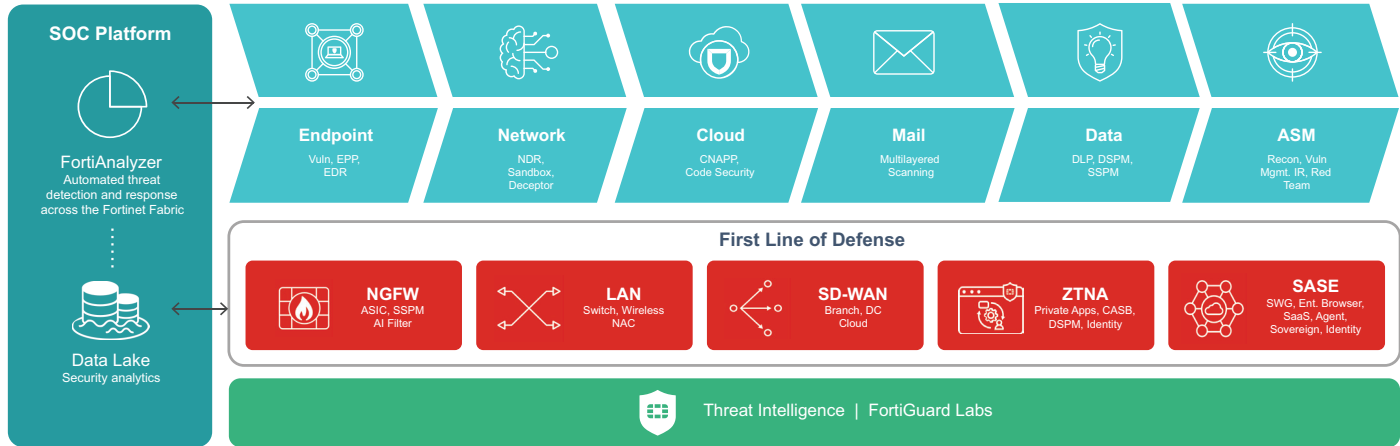
Fortinet provides the only solution offering global reach with flexible connectivity and cost savings.





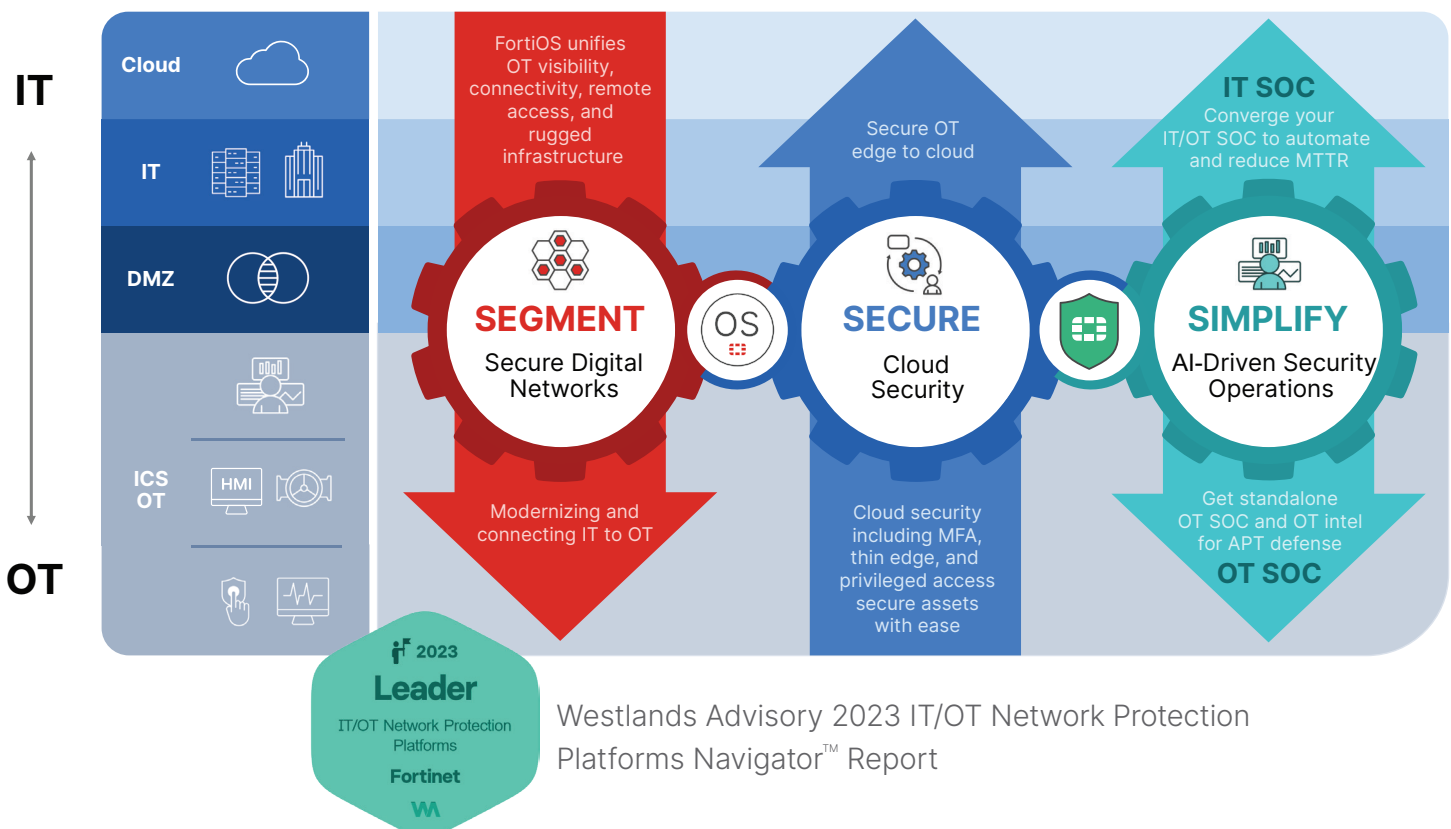
AI-Driven Security Operation: Integrated End-to-End Security for the Modern Enterprise

The Fortinet Security Fabric delivers integrated end-to-end protection for the modern enterprise, safeguarding every layer of your network, endpoints, and cloud deployments. By bringing together FortiAnalyzer, a scalable data lake, and essential SOC platform capabilities—including AI-driven incident detection and response—security teams gain real-time visibility and swift automated defenses.



Safeguarding Cyber-Physical Systems

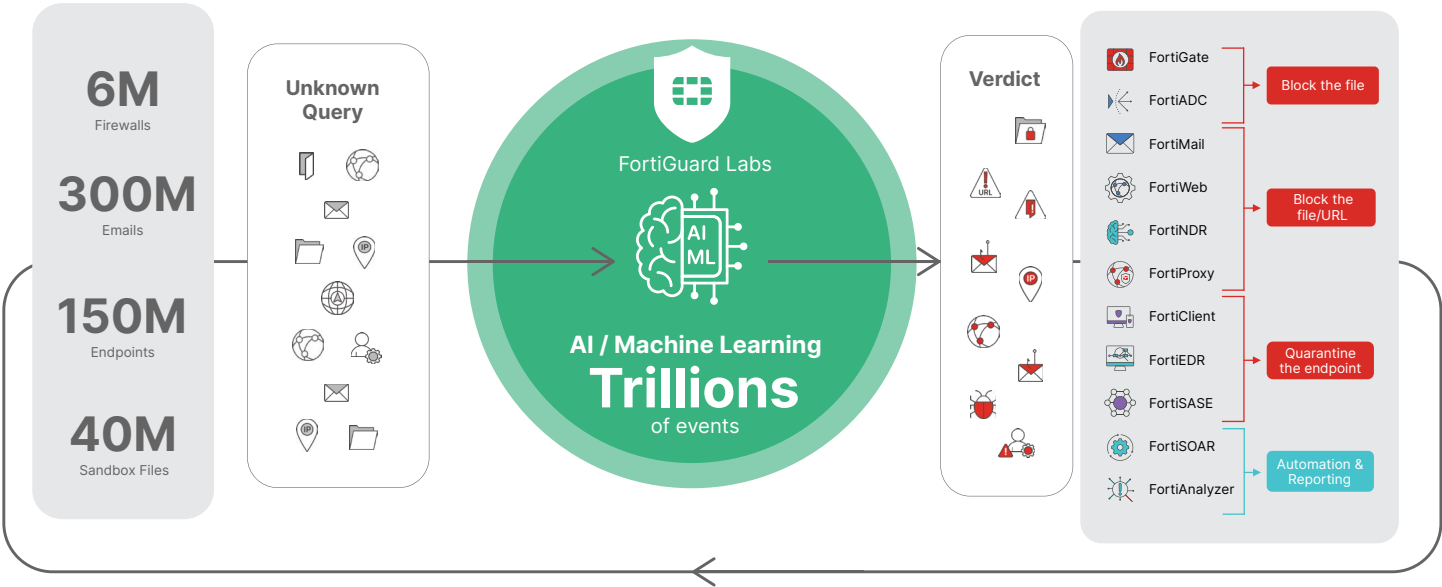
The Fortinet OT Security Platform provides unparalleled visibility and protection for any OT environment—from headquarters to factories and harsh remote sites. As an extension of the Security Fabric, the OT Security Platform contains integrated and centrally managed security solutions, from connecting to OT networks for the first time to advanced OT Security Operations with AI-driven solutions.





FortiGuard Labs: The AI Engine Behind Advanced, Proactive Security

FortiGuard Labs, Fortinet’s elite cybersecurity research organization, offers timely protection and actionable threat intelligence to customers and collaborates with law enforcement, government agencies, and security vendors worldwide to tackle emerging risks. FortiGuard Labs enhances the Fortinet Security Fabric with AI/ML-driven, proactive and unified defense capabilities.



Global Leadership and Collaboration



Responsible Disclosure and Commitment to Superior Quality

PAN-OS: 3x more externally discovered vulnerabilities than FortiOS.

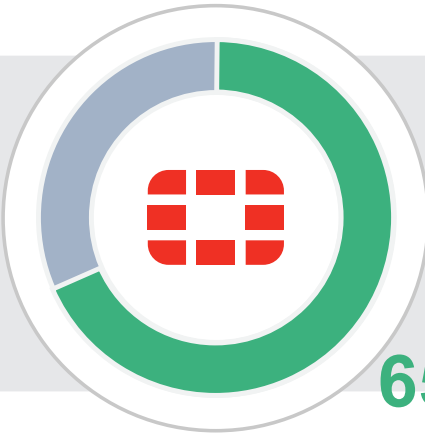
65% of all vulnerabilities identified in 2024 were internally discovered by Fortinet researchers versus 13% by Palo Alto Networks.

13%

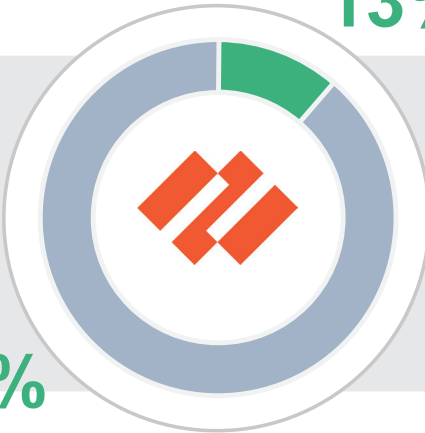
2024 Discovered Vulnerabilities

FortiOS vs PAN-OS

	Externally Discovered	Total
FORTINET	9	37
paloalto	29	34



65%



■ External ■ Internal



FortiCare: Expertise at Your Service

Learn more at fortinet.com/support

FortiCare Services supports thousands of organizations, ensuring they get the most from their Fortinet Security Fabric solutions. With over 1,900 experts, we offer accelerated implementation, reliable assistance, and proactive care whether on-prem, cloud-based, or hybrid. We support you through your entire digital journey—from design and implementation to optimization and ongoing management—allowing you to focus on your business needs.



SUPPORT

9.3

CSAT
across 220,000 cases



ADVANCED

90%

Renewal Rate
across 900+ strategic
customers



PROFESSIONAL

1000

Engagements
delivered globally,
accelerating time
to value



ENABLEMENT

770+

Partner
Engineers Trained
across 38 sessions

25 Global Support Centers

24x7x365 Global Support

190+ RMA Countries

2,500+ Annual Deployments



FORTINET Training Institute

Fortinet has pledged to train 1 million people by 2026 through our Training Agenda (TAA) and award-winning Training Institute programs.

NSE Certification Program

The NSE Certification Program provides 12 certifications across five career paths, from foundational to expert levels, supported by 117 Authorized Training Centers in 159 countries.



Training and Education Outreach Programs

Fortinet has increased access to certifications to a diverse population, including women, minorities, veterans, and other underrepresented groups.

Security Awareness and Training Service

Awareness and training on today's cybersecurity threats help IT, security, and compliance leaders build a cyber-aware culture.



1,760,657
CERTIFICATIONS



802
ACADEMIC
PARTNERS IN 103
COUNTRIES



50
EDUCATION OUTREACH
AND VETERANS
PROGRAM PARTNERS



Our Global Partner Commitment

Fortinet leverages a global network of trusted advisors to secure your digital acceleration and strategically drive business growth.



100,000+
ACTIVE PARTNERS

The Engage Partner Program helps partners leverage Fortinet solutions to drive customer success. Our global partner program is driven by three concepts:

Growth through Technology Differentiation

Our broad portfolio is integrated into an automated, high-performance platform that spans endpoints, networks, remote workers, and clouds.

Business Success with Proven Credibility

Our technology innovation and industry-leading threat intelligence, alongside customer ratings and independent analyst reports, validate and differentiate partner offerings.

Long-Term, Sustained Growth

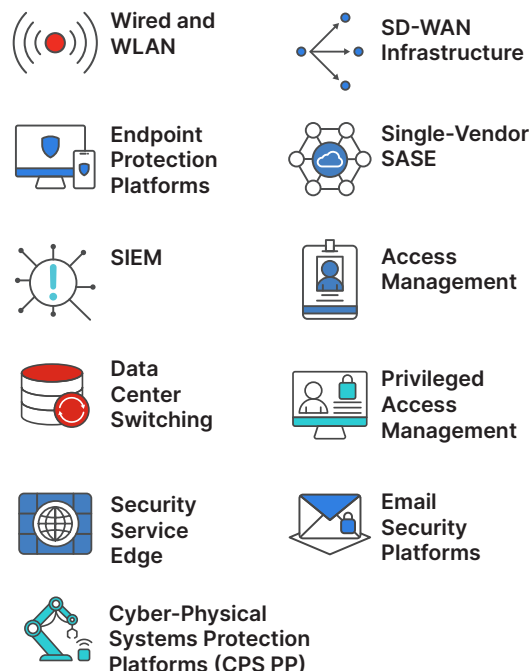
The Engage Partner Program provides sales, marketing, and executive support so partners can grow successful relationships. With growth drivers like specializations built into the program, we provide solutions that are driving market demand, ensuring partners are positioned for success.



Fortinet is recognized in 11 Gartner® Magic Quadrant™ reports based on the Fortinet Security Fabric platform

Fortinet's network security offerings are uniquely based on one operating system, FortiOS, and seamlessly integrate into the Security Fabric platform, so customers can better mitigate risk, reduce complexity, and realize a superior user experience.

Learn more at fortinet.com/solutions/analyst-reports



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:

- Email Security
- Endpoint Protection Platforms (EPP)
- Wired and Wireless LAN
- Security Service Edge (SSE)
- SD-WAN
- Security Information & Event Management (SIEM)
- Security Orchestration, Automation and Response Solutions (SOAR)
- Zero Trust Network Access (ZTNA)

Aspiring

- Cloud Web Application & API Protection
- Breach and Attack Simulation Tools
- Cloud-Native Application Protection Platforms (Lacework)

See our Gartner Peer Insights reviews and distinctions at 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

Gartner, Gartner Peer Insights 'Voice of the Customer': Security Service Edge (SSE), Peer Contributors, 29 September 2023

Gartner, Gartner Peer Insights 'Voice of the Customer': Endpoint Protection Platforms, Peer Contributors, 18 September 2023

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Fortinet Secures Over 860,000 Enterprises, Service Providers, and Government Organizations Around the World

IHG

HOTELS & RESORTS

Global hospitality company with 18 hotel brands and over 6,000 hotels in over 100 countries and more than 1,900 in development.

HQ: EMEA

Deutsche Bank



Leading multinational investment bank and financial services company.

HQ: EMEA

pacificnational

Australia's largest private rail freight operator. Operating 24 hours a day, seven days a week, 365 days a year.

HQ: APAC



2,400+ locations nationwide and consistently ranked in the top 10 franchises in America in *Entrepreneur* magazine's annual Franchise 500.

HQ: NAM



Global food company with a presence in over 33 countries with an annual sales revenue of over 15 billion dollars.

HQ: LATAM



International hotel group with thousands of hotels in over 95 countries.

HQ: EMEA



Historic NFL team with six Super Bowl titles, known for their tough defense and loyal fan base.

HQ: NAM

DrivenBrands

Largest North American automotive services company parent to Take 5 Oil Change, Meineke Car Care Centers, Maaco, 1-800-Radiator & A/C, and CARSTAR.

HQ: NAM



Global recognized brand known for its energy drinks, media, technology, and sports business.

HQ: EMEA

Visit fortinet.com/customers to see how our customers benefit from Fortinet solutions and the Fortinet Security Fabric.



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Revision: Q2 / 2025 v1 June 4, 2025 8:04 AM