



**RISE ABOVE**

**ACCELERATE 19**

# **Cybersecurity at the Heart of the 4th Industrial Revolution**

Patrice Perche

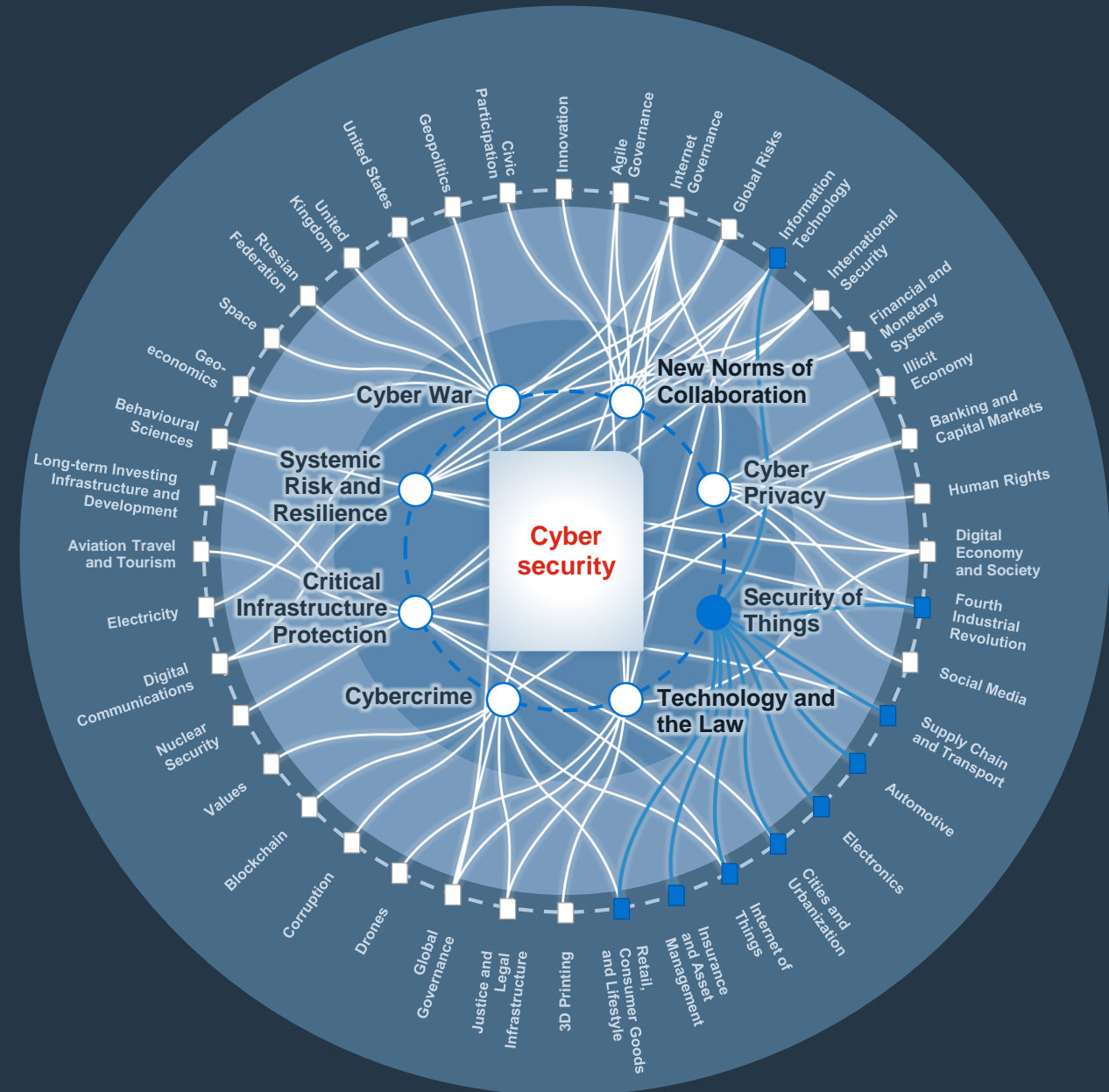
*Senior Executive Vice President  
Worldwide Sales and Support*

# Earlier this Year in Davos...

## Cybersecurity is the guardian of the 4th Industrial Revolution

“The 4th Industrial Revolution is characterized by a fusion of technologies that is blurring the lines between the physical, digital and biological spheres, in a **Hyperconnected** world, cyber resilience is both a potential risk and an enabler.”

Professor Klaus Schwab, Founder and Executive Chairman of the World Economic Forum



Source: World Economic Forum



# Three Drivers Underpin The 4th Industrial Revolution

Dr. Klaus Schwab, Founder and Executive Chairman of the World Economic Forum



Fabiola Gianotti, Director-General of CERN



## EDUCATION

In a world where robots could replace 800 million jobs, the WEF 2019 sees a skills revolution could open a raft of new opportunities



## ECOSYSTEM

Our Shared Digital Future needs a foundation: an Inclusive, Trustworthy and Sustainable Digital Society, where players keep their word and deliver on their promises



Ken Xie, CEO and founder Fortinet

## TECHNOLOGY

Technological advancement is both a benefit and a risk to society, but often the risks are not identified until they are exploited.

**REMEMBER...**  
One year ago



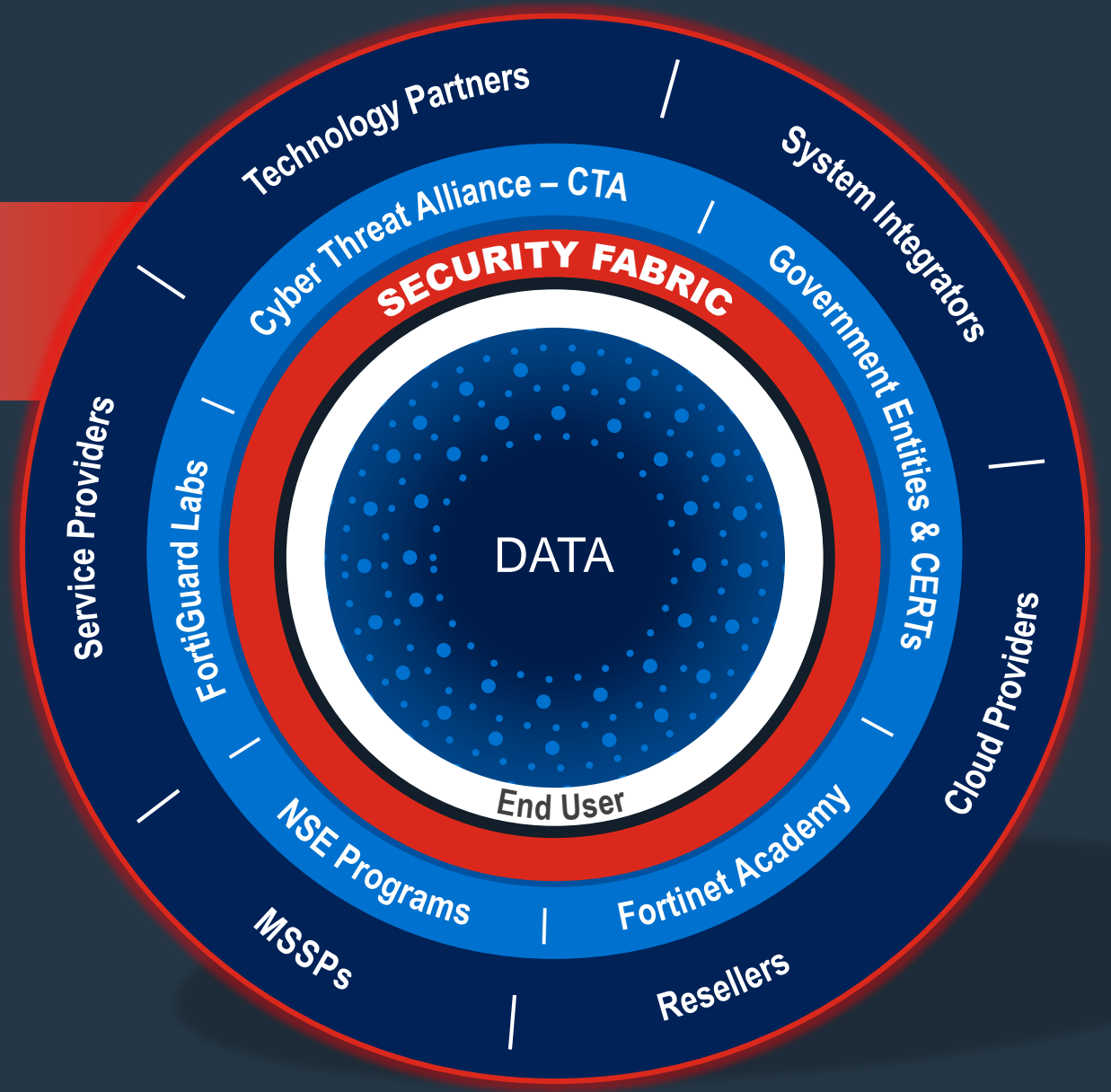
EDUCATION



ECOSYSTEM

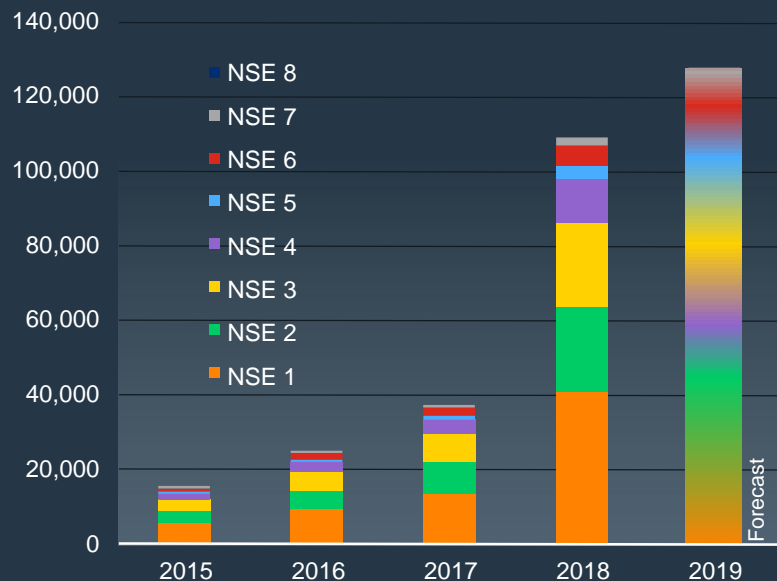


TECHNOLOGY



# Education

## Together We Tackle the Cybersecurity Skills Gap



### FORTINET NSE PROGRAM:

Fortinet Training departments estimate that 300,000 certifications will have been obtained by the end of 2019.



### FORTINET ACADEMY...

available in 141 academies in 57 countries, Students, non-profit agencies, Military, and Veterans.



### ...and OPEN LEARNING:

Also delivering cybersecurity courses at schools located in the same countries through our FNSA program.



RISE ABOVE

The Fortinet Ecosystem

**YOU**  
are part of it.

# The Fortinet Ecosystem

Channel Partners are Central to our Strategy

## Already High Performing Channel...

+ 13,527 Net New Customers

+33% Year-over-Year Solution Growth\*

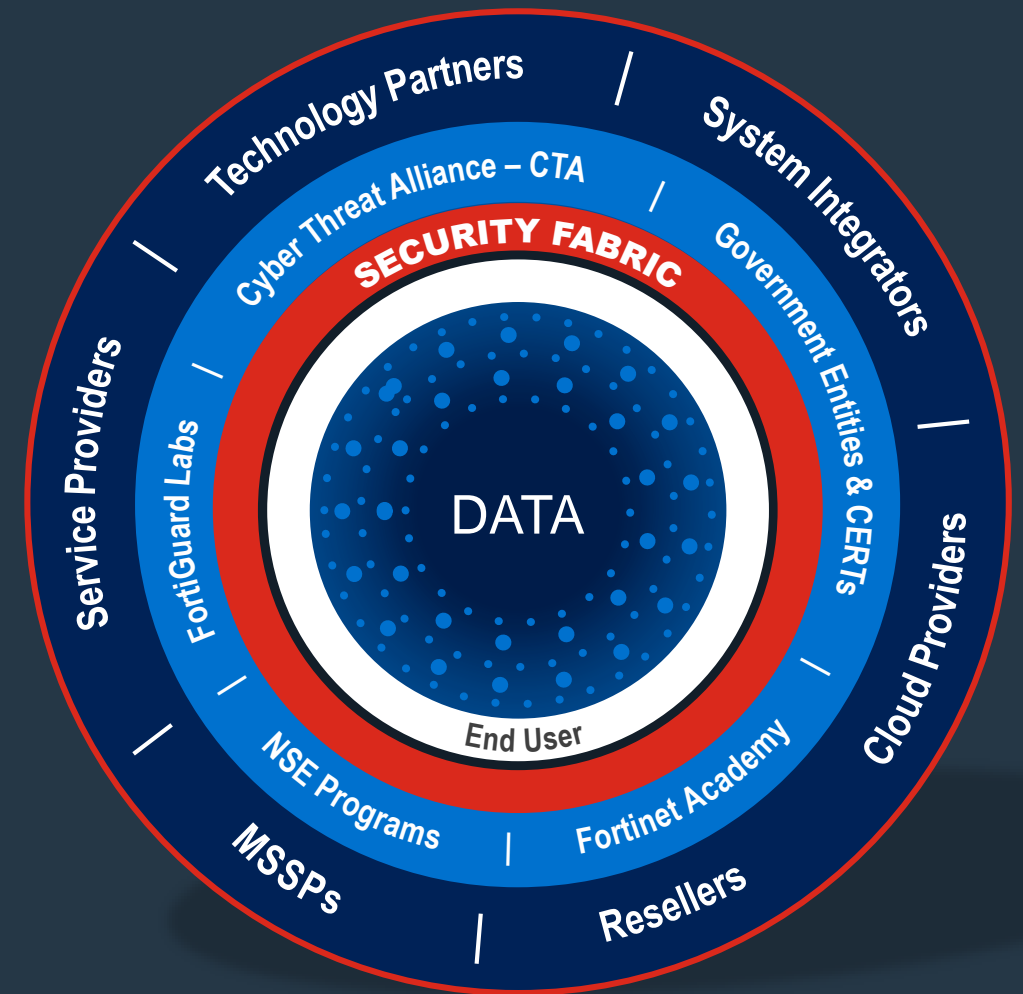
23,384 Active Partners In 2018

43,469 NSE Channel Certifications In 2018 Only

## ...Served by a Revamped Program:

New, Segment-Aware Channel Program

- Adaptive Level of Engagement
- Flexible Go-to-Market
- Core Competence Centric





# The Fabric-Ready Ecosystem

Alliances to Strengthen Cybersecurity



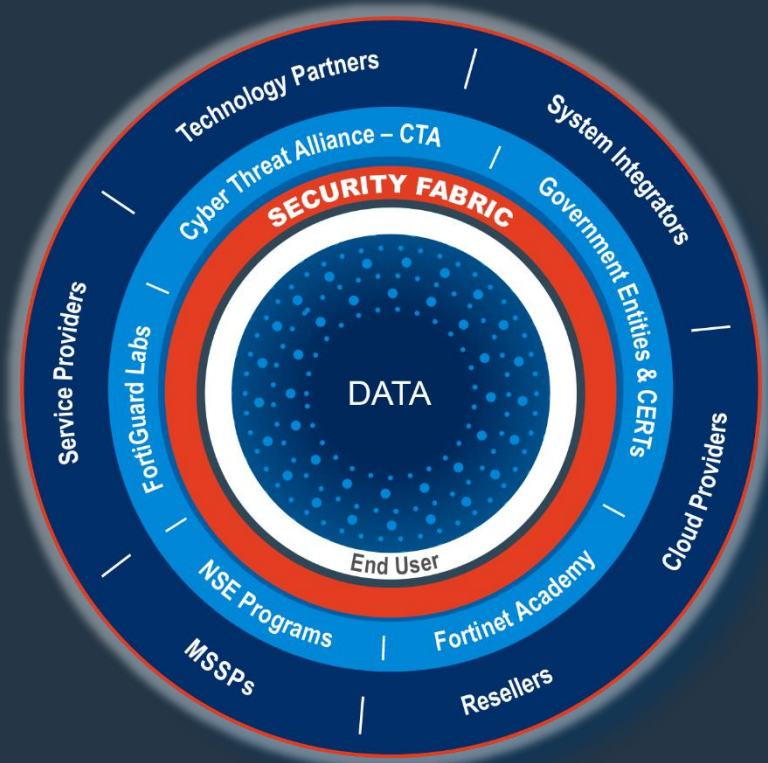
## THREAT INTELLIGENCE SHARING



## FABRIC READY API PARTNERS - 57

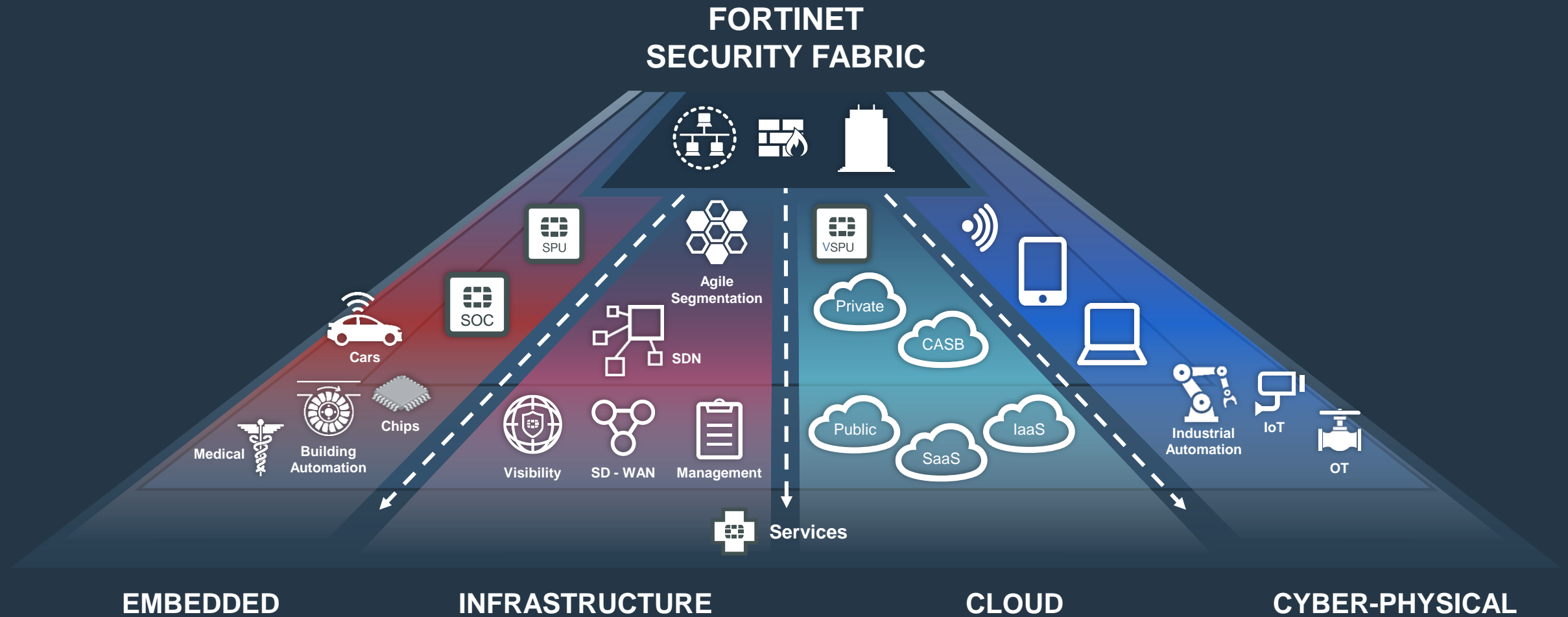


## FABRIC CONNECTOR PARTNERS - 9



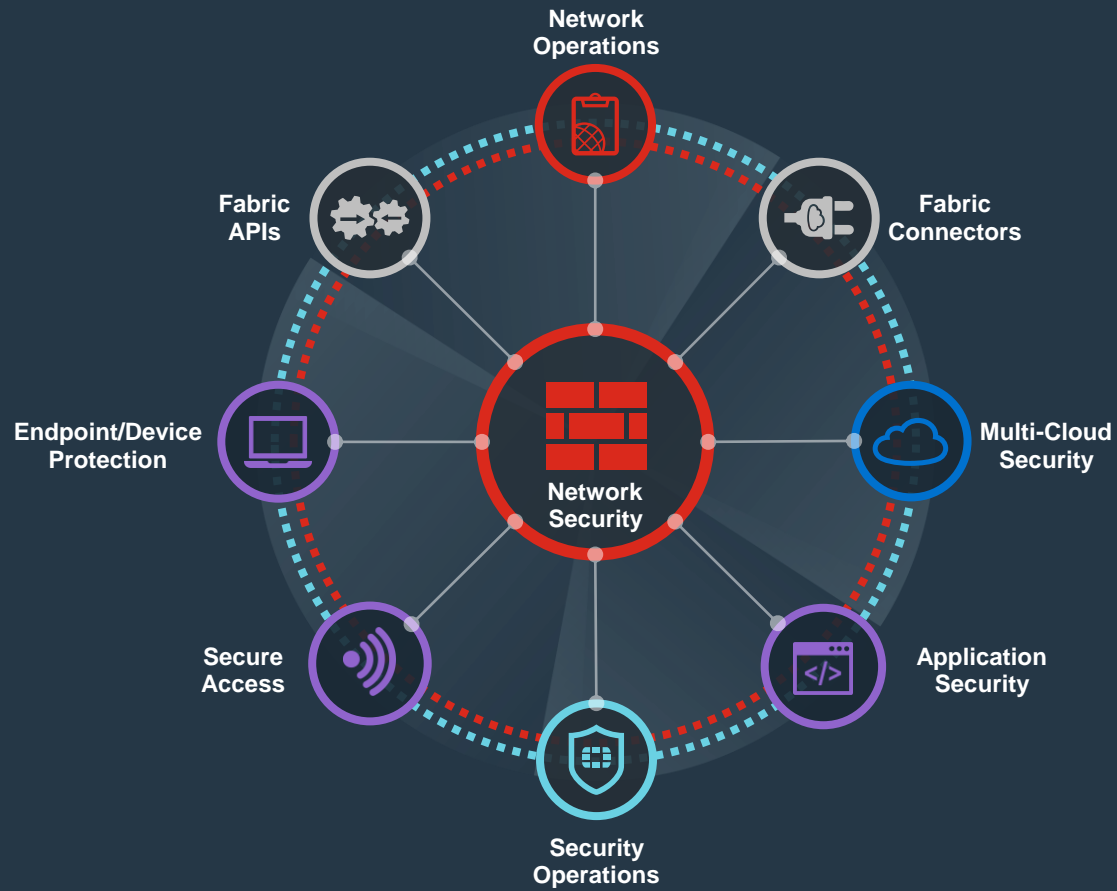


# Technology – The New Frontiers: Security-Driven Networking



# Technology

## Fortinet Security Fabric



12 months of continuous innovation





RISE ABOVE



It's about **VISION...**

...and Execution

# 2018 Was SUPERB!

## BUSINESS GROWTH

**\$2.1B** BILLINGS  
**+20% GROWTH**

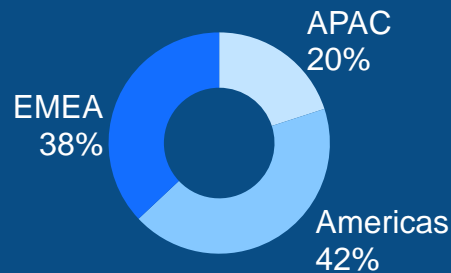
**\$1.8B** REVENUES  
**+20% GROWTH**

**\$1.7B** CASH, CASH EQUIVALENTS & INVESTMENTS

**6,000+** PEOPLE WORLDWIDE\*\*

**78** COUNTRIES WITH SALES PRESENCE

### REVENUE BY REGION



\*\*As of 3.31.19

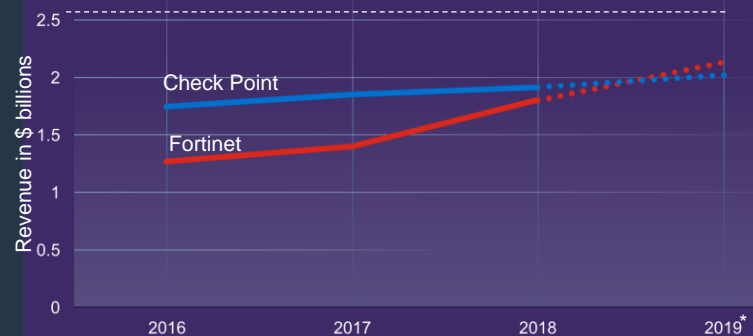
## MARKET PENETRATION

**#1** WORLDWIDE # OF UNITS LAST 6 YEARS

**#1** IN 18 COUNTRIES B2B REVENUES

**+26%** ENTERPRISE G2000 BILLINGS GROWTH

**13,527** NEW CUSTOMERS ACQUIRED (>\$1K)



\*Based on mid-point of guidance provided by Fortinet (2/5/19) and Check Point (1/30/19)

## FABRIC WAS MASSIVELY ADOPTED

**+24%** FABRIC CUSTOMERS Y/Y

**+33%** FABRIC BILLINGS Y/Y

**+122%** PUBLIC CLOUD GROWTH Y/Y (ON-DEMAND)

### FABRIC SOLUTIONS GROWTH

FortiSwitch	+172% Y/Y
FortiClient	+50% Y/Y
FortiWeb	+26% Y/Y
FortiAnalyzer	+24% Y/Y



# Real-Life 2018 Successes

Customers confirm our vision

## EDGE



**1,100 Branches**

Simplification  
Performance  
Security

Fortinet Solution  
SD-Branch



SD-Branch

## CLOUD



**12,000 Employees**

Scalability  
Multi-Cloud Support  
Performance

Fortinet Solution  
Multi-Cloud Security



Cloud FW

## CORE



**130,000 Students**

Consolidation  
Performance  
Ease of Use

Fortinet Solution  
Intent Based Segmentation



NGFW

## OT

Prominent Car Manufacturer

**2,500,000 cars delivered**

Increase efficiency  
of car production

OT  
Visibility  
Manageability



FG-OT

# What Makes Fortinet Different?



- **Channel Loyal**
- **Multi-Segment**
  - SMB, Enterprise, SP
- **100% Technology Ownership**
- **Real Integration**
- **R&D Innovation Is In Our DNA**
- **Broadest Portfolio of Solutions**
- **Native-Open Ecosystem**
- **CyberSecurity & Performance**
  - Physical & Virtual



# Strategy For A Successful 2019

## Segment-Centric Approach

- Simple for SMB
- Tailored for enterprise
- Customized for SP

## Enhanced Channel Strategy For New Demand

- Segment-Centric
- Flexible
- Rewarding

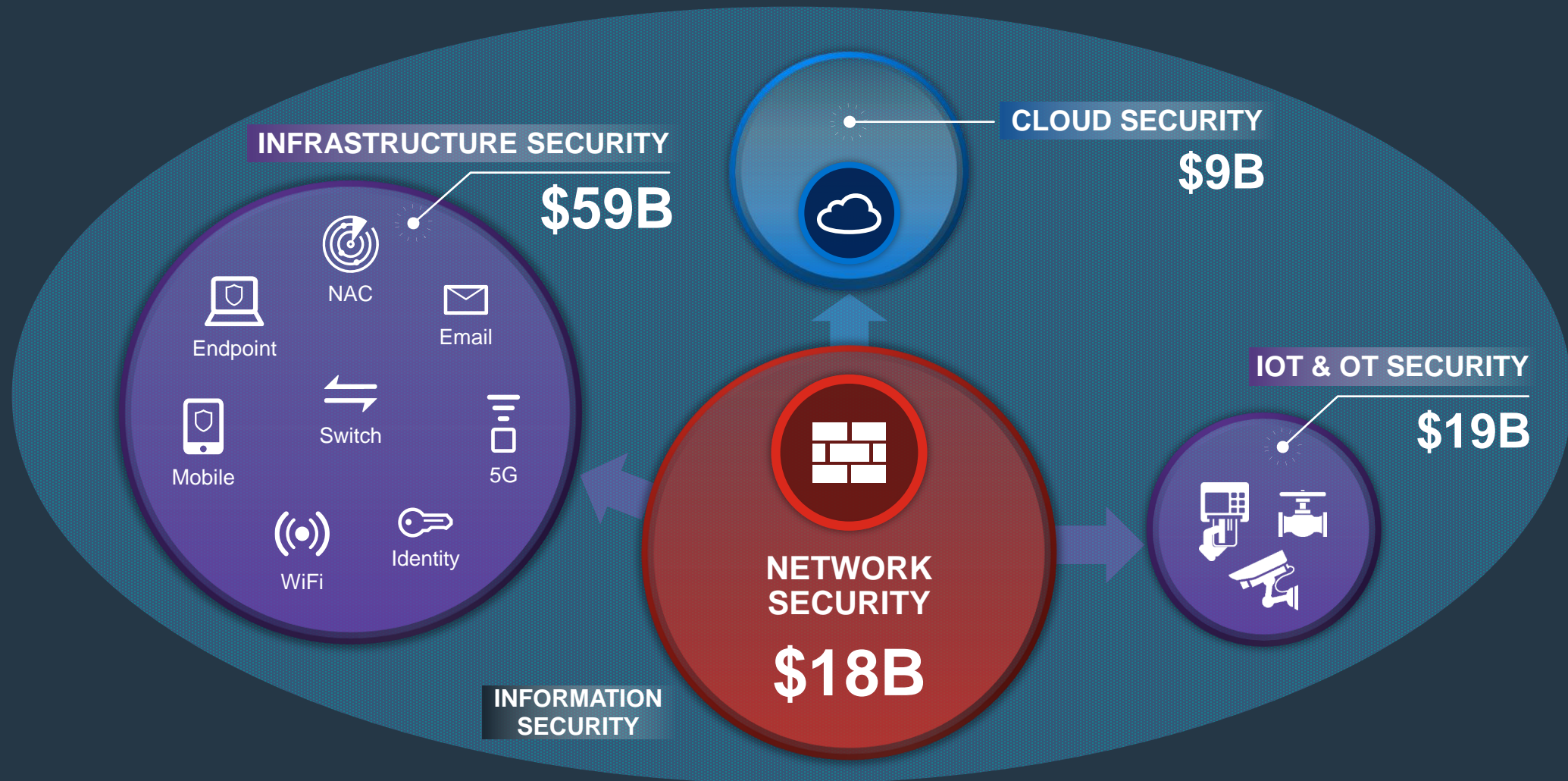
## On-Going Technology Innovation

- Artificial Intelligence
- Security-Driven Networks
- Edge Security

## Multi-Scenario Value Proposition

- On Premise/Cloud
- On-demand/ Perpetual
- IT/OT
- Physical/Virtual

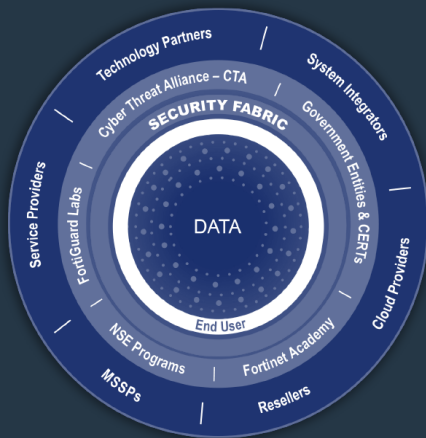
# Huge Opportunity Ahead





# Positioned To Win

## Our Vision Is Right



- World leaders share it
- Competition copy it
- **2018 Results proved it**

## Broad Ecosystem



- Education Factory
- World Class Channel
- **Open Technologies**

## We Are Future Ready



- Granular Go-to-Market
- Multi-scenario Compatible
- **2019 Investments**

**FORTINET®**