



# Q4 2022 Financial Results

February 7, 2023

# Safe Harbor Statement

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All forward-looking statements herein reflect our opinions only as of the date of these presentation slides, and we undertake no obligation, and expressly disclaim any obligation, to update forward-looking statements herein in light of new information or future events.



# Q4 2022 Non-GAAP Results

	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
<b>Billings <sup>(1)</sup></b>	\$960.9M	\$850.6M	\$960.9M	\$1.064B	\$1.306B	\$1.160B	\$1.304B	\$1.411B	\$1.719B
<i>Y/Y % Change</i>	19.8%	27.4%	35.1%	41.9%	35.9%	36.4%	35.7%	32.6%	31.6%
<b>Revenue</b>	\$748.0M	\$710.3M	\$801.1M	\$867.2M	\$963.6M	\$954.8M	\$1.030B	\$1.150B	\$1.283B
<i>Y/Y % Change</i>	21.0%	23.0%	29.7%	33.2%	28.8%	34.4%	28.6%	32.6%	33.1%
<b>Product Revenue</b>	\$288.4M	\$240.7M	\$298.3M	\$337.1M	\$378.9M	\$371.0M	\$400.7M	\$468.7M	\$540.1M
<i>Y/Y % Change</i>	20.8%	25.2%	40.8%	50.6%	31.4%	54.1%	34.3%	39.0%	42.5%
<b>Service Revenue</b>	\$459.6M	\$469.6M	\$502.8M	\$530.1M	\$584.7M	\$583.8M	\$629.4M	\$680.8M	\$742.9M
<i>Y/Y % Change</i>	21.2%	21.8%	23.9%	24.1%	27.2%	24.3%	25.2%	28.4%	27.1%

**Note**

(1) Billings is a non-GAAP measure that we define as revenue recognized in accordance with GAAP plus the change in deferred revenue from the beginning to the end of the period less any deferred revenue balances acquired from business combination(s) and adjustment due to adoption of new accounting standard during the period.



# Q4 2022 Non-GAAP Results

	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
<b>Gross Profit <sup>(1)</sup></b>	\$587.0M	\$560.1M	\$621.2M	\$663.8M	\$744.4M	\$710.2M	\$788.5M	\$875.5M	\$996.0M
<b>Gross Margin <sup>(1)</sup></b>	78.5%	78.9%	77.5%	76.5%	77.3%	74.4%	76.5%	76.2%	77.6%
<b>Operating Income <sup>(1)(2)</sup></b>	\$219.9M	\$173.9M	\$203.3M	\$223.6M	\$274.7M	\$210.2M	\$255.4M	\$324.9M	\$417.6M
<b>Operating Margin <sup>(1)(2)</sup></b>	29.4%	24.5%	25.4%	25.8%	28.5%	22.0%	24.8%	28.3%	32.5%
<b>Net Income attributable to Fortinet, Inc. <sup>(1)(2)(3)(4)(5)</sup></b>	\$175.5M	\$135.6M	\$158.7M	\$165.9M	\$205.8M	\$155.1M	\$194.1M	\$262.7M	\$349.7M
<b>Diluted Net Income per Share Attributable to Fortinet, Inc. <sup>(1)(2)(3)(4)(5)(6)</sup></b>	\$0.21	\$0.16	\$0.19	\$0.20	\$0.25	\$0.19	\$0.24	\$0.33	\$0.44
<b>Weighted Diluted Shares Used to Compute Net Income per Share Attributable to Fortinet, Inc. <sup>(6)</sup></b>	827.6M	832.0M	835.4M	838.6M	835.0M	820.8M	810.1M	798.6M	791.8M
<b>Deferred Revenue</b>	\$2.61B	\$2.75B	\$2.91B	\$3.11B	\$3.45B	\$3.66B	\$3.93B	\$4.19B	\$4.64B
<b>Cash, Investments and Marketable Equity Securities <sup>(7)</sup></b>	\$1.96B	\$3.09B	\$3.36B	\$3.42B	\$2.99B	\$2.50B	\$1.94B	\$1.81B	\$2.26B
<b>Cash Paid for Stock Repurchases</b>	\$34.1M	—	\$91.6M	\$78.4M	\$571.8M	\$691.2M	\$800.0M	\$500.0M	—
<b>Days Sales Outstanding</b>	87	81	66	63	75	75	80	75	89
<b>Inventory Turns</b>	2.7	2.1	2.7	2.9	2.7	3.5	3.1	3.4	2.8
<b>Headcount</b>	8,238	8,615	9,043	9,663	10,195	10,860	11,508	12,091	12,595

## Notes

- (1) Excludes stock-based compensation and amortization of acquired intangible assets.
- (2) Excludes gain on intellectual property (“IP”).
- (3) Assumes a quarterly effective tax rate of 21% for Q4'20 and 2021. Assumes a quarterly effective tax rate of 17% for 2022.
- (4) Excludes a non-cash charge, primarily comprised of the impairment recognized on our equity method investment in Linksys Holdings Inc. (“Linksys”) and other intervening events related to the establishment of a valuation allowance against Linksys deferred tax assets.
- (5) Excludes the adjustments attributable to non-controlling interests.
- (6) All share and per share amounts presented herein have been retroactively adjusted to reflect the five-for-one forward stock split which was effective June 22, 2022.
- (7) Excludes investments in privately held companies, which are recorded in other assets.



# 2022 Non-GAAP Results

	2020	2021	2022
<b>Billings <sup>(1)</sup></b>	<b>\$3.090B</b>	<b>\$4.181B</b>	<b>\$5.594B</b>
<i>Y/Y % Change</i>	<i>18.7%</i>	<i>35.3%</i>	<i>33.8%</i>
<b>Revenue</b>	<b>\$2.594B</b>	<b>\$3.342B</b>	<b>\$4.417B</b>
<i>Y/Y % Change</i>	<i>19.9%</i>	<i>28.8%</i>	<i>32.2%</i>
<b>Product Revenue</b>	<b>\$916.4M</b>	<b>\$1.255B</b>	<b>\$1.781B</b>
<i>Y/Y % Change</i>	<i>16.2%</i>	<i>36.9%</i>	<i>41.9%</i>
<b>Service Revenue</b>	<b>\$1.678B</b>	<b>\$2.087B</b>	<b>\$2.637B</b>
<i>Y/Y % Change</i>	<i>22.1%</i>	<i>24.4%</i>	<i>26.3%</i>

## Note

(1) Billings is a non-GAAP measure that we define as revenue recognized in accordance with GAAP plus the change in deferred revenue from the beginning to the end of the period less any deferred revenue balances acquired from business combination(s) and adjustment due to adoption of new accounting standard during the period.



# 2022 Non-GAAP Results

	2020	2021	2022
<b>Gross Profit</b> <sup>(1)</sup>	<b>\$2.05B</b>	<b>\$2.59B</b>	<b>\$3.37B</b>
<b>Gross Margin (%)</b> <sup>(1)</sup>	<b>78.9%</b>	<b>77.5%</b>	<b>76.3%</b>
<b>Operating Income</b> <sup>(1)(2)</sup>	<b>\$698.0M</b>	<b>\$875.5M</b>	<b>\$1.21B</b>
<b>Operating Margin (%)</b> <sup>(1)(2)</sup>	<b>26.9%</b>	<b>26.2%</b>	<b>27.3%</b>
<b>Net Income Attributable to Fortinet, Inc.</b> <sup>(1)(2)(3)(4)(5)(6)</sup>	<b>\$562.6M</b>	<b>\$666.0M</b>	<b>\$961.6M</b>
<b>Diluted Net Income per Share Attributable to Fortinet, Inc.</b> <sup>(1)(2)(3)(4)(5)(6)(7)</sup>	<b>\$0.67</b>	<b>\$0.80</b>	<b>\$1.19</b>
<b>Weighted Diluted Shares Used to Compute Net Income per Share Attributable to Fortinet, Inc.</b> <sup>(7)</sup>	<b>838.3M</b>	<b>835.3M</b>	<b>805.3M</b>

## Notes

- (1) Excludes stock-based compensation and amortization of acquired intangible assets.
- (2) Excludes gain on IP and litigation-related matters.
- (3) Excludes impairment charge on investment in a privately-held company.
- (4) Assumes an annual effective tax rate of 21%, 21% and 17% for 2020, 2021 and 2022, respectively.
- (5) Excludes a non-cash charge, primarily comprised of the impairment recognized on our equity method investment in Linksys and other intervening events related to the establishment of a valuation allowance against Linksys deferred tax assets.
- (6) Excludes the adjustments attributable to non-controlling interests.
- (7) All share and per share amounts presented herein have been retroactively adjusted to reflect the five-for-one forward stock split which was effective June 22, 2022.



# Revenue by Geography

(\$ in millions)	Q4'20		Q1'21		Q2'21		Q3'21		Q4'21		Q1'22		Q2'22		Q3'22		Q4'22	
	\$	Y/Y % Change	\$	Y/Y % Change	\$	Y/Y % Change	\$	Y/Y % Change	\$	Y/Y % Change	\$	Y/Y % Change	\$	Y/Y % Change	\$	Y/Y % Change	\$	Y/Y % Change
Americas	\$301.3	19.5%	\$290.9	19.9%	\$337.0	29.1%	\$350.1	28.5%	\$380.8	26.4%	\$382.6	31.5%	\$413.6	22.7%	\$467.6	33.6%	\$521.2	36.9%
EMEA	\$298.3	21.6%	\$275.7	24.8%	\$306.2	33.6%	\$323.2	32.8%	\$370.8	24.3%	\$346.0	25.5%	\$391.8	28.0%	\$443.9	37.3%	\$510.1	37.6%
APAC	\$148.4	23.2%	\$143.7	25.9%	\$157.9	23.9%	\$193.9	43.2%	\$212.0	42.9%	\$226.2	57.4%	\$224.7	42.3%	\$238.0	22.7%	\$251.7	18.7%
Total	\$748.0	21.0%	\$710.3	23.0%	\$801.1	29.7%	\$867.2	33.2%	\$963.6	28.8%	\$954.8	34.4%	\$1,030.1	28.6%	\$1,149.5	32.6%	\$1,283.0	33.1%

	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
	% of revenue	% of revenue	% of revenue	% of revenue	% of revenue	% of revenue	% of revenue	% of revenue	% of revenue
Americas	40.3%	41.0%	42.1%	40.4%	39.5%	40.1%	40.2%	40.7%	40.6%
EMEA	39.9%	38.8%	38.2%	37.3%	38.5%	36.2%	38.0%	38.6%	39.8%
APAC	19.8%	20.2%	19.7%	22.3%	22.0%	23.7%	21.8%	20.7%	19.6%
Total	100%	100%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%



# Revenue by Geography (Continued)

(\$ in millions)	2020		2021		2022	
	\$	Y/Y % Change	\$	Y/Y % Change	\$	Y/Y % Change
Americas	\$1,077.2	17.1%	\$1,358.8	26.1%	\$1,785.0	31.4%
EMEA	\$991.9	21.5%	\$1,275.9	28.6%	\$1,691.8	32.6%
APAC	\$525.3	23.2%	\$707.5	34.7%	\$940.6	32.9%
Total	\$2,594.4	19.9%	\$3,342.2	28.8%	\$4,417.4	32.2%

	2020	2021	2022
	% of revenue	% of revenue	% of revenue
Americas	41.5%	40.6%	40.4%
EMEA	38.2%	38.2%	38.3%
APAC	20.3%	21.2%	21.3%
Total	100.0%	100.0%	100.0%





# Number of Deals & FortiGate Sales

Number of Deals <sup>(1)</sup>	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
No. of Deals >\$50K	2,991	2,489	2,856	3,021	3,807	3,241	3,583	4,269	4,904
No. of Deals >\$250K	491	387	499	548	758	598	699	830	1,008
No. of Deals >\$500K	205	167	203	232	320	243	312	355	450
No. of Deals >\$1M	68	66	79	83	122	90	122	153	181

% of FortiGate <sup>(2)</sup>	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
Entry Level (FG30-90)	23.6%	27.3%	25.5%	23.9%	22.1%	26.9%	25.4%	40.0%	24.6%
Mid - Range (FG100-900)	41.6%	41.0%	37.6%	38.4%	40.0%	35.2%	42.3%	29.4%	48.2%
High - End (FG1000-7000)	34.8%	31.7%	36.9%	37.7%	37.9%	37.9%	32.3%	30.6%	27.2%

**Notes**

(1) Deals are defined as combined sales in the period to a customer account.

(2) Represents the percentage of invoiced amounts from FortiGate sales during the period by range of product and product bundles.



# FortiGate Sales (Continued)

<b>% of FortiGate <sup>(1)</sup></b>	<b>2020</b>	<b>2021</b>	<b>2022</b>
<b>Entry Level (FG30-90)</b>	<b>22.6%</b>	<b>24.4%</b>	<b>29.2%</b>
<b>Mid - Range (FG100-900)</b>	<b>43.0%</b>	<b>39.2%</b>	<b>39.2%</b>
<b>High - End (FG1000-7000)</b>	<b>34.5%</b>	<b>36.4%</b>	<b>31.6%</b>

**Note**

(1) Represents the percentage of invoiced amounts from FortiGate sales during the period by range of product and product bundles.



# Statement of Cash Flows (Non-GAAP)

(\$ in millions)	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
GAAP Net Income Including Non-controlling Interests	\$146.7	\$107.2	\$137.5	\$163.2	\$198.8	\$138.3	\$173.4	\$231.1	\$313.8
Depreciation, Amortization and Stock-Based Compensation	65.4	66.8	71.5	75.6	78.4	78.7	79.8	81.1	82.0
Accounts Receivable	(173.3)	82.5	53.1	(5.0)	(203.1)	15.4	(134.7)	(43.4)	(294.0)
Inventory	(11.2)	(14.7)	(5.4)	0.6	0.1	(13.5)	(17.7)	(28.5)	(49.4)
Deferred Revenue	213.0	140.3	159.8	197.0	342.3	205.5	275.1	262.2	434.7
Other	55.9	(66.2)	1.7	(32.6)	(49.7)	(28.3)	(52.5)	(19.5)	41.0
GAAP Cash Flow from Operations	\$296.5	\$315.9	\$418.2	\$398.8	\$366.8	\$396.1	\$323.4	\$483.0	\$528.1
Less: Purchase of Property and Equipment	(32.3)	(52.1)	(23.5)	(69.0)	(151.3)	(122.6)	(39.9)	(87.8)	(30.9)
Free Cash Flow	\$264.2	\$263.8	\$394.7	\$329.8	\$215.5	\$273.5	\$283.5	\$395.2	\$497.2
Issuance of Common Stock, Net of Taxes	(17.8)	(31.5)	(28.7)	(38.0)	(43.7)	(53.8)	(30.2)	(26.4)	(23.9)
Stock Repurchases	(34.1)	—	(91.6)	(78.4)	(571.8)	(691.2)	(800.0)	(500.0)	—
Acquisitions	(31.0)	(10.3)	—	(63.1)	(1.5)	—	—	—	(30.8)
Proceeds from (payments of) long-term debt, net	—	987.5	(0.5)	(2.2)	(17.3)	—	—	—	—
Purchases of investment in privately held company	—	(75.0)	—	(85.0)	—	—	—	—	—
Other	(0.3)	(2.1)	(2.1)	(3.7)	(7.9)	(18.6)	(12.3)	2.2	(0.4)
Change in Cash, Investments, and Marketable Equity Securities	\$181.0	\$1,132.4	\$271.8	\$59.4	\$(426.7)	\$(490.1)	\$(559.0)	\$(129.0)	\$442.1
Footnote: Cash Paid for Taxes, Net of Refunds	\$12.1	\$23.6	\$24.7	\$21.6	\$57.5	\$18.8	\$110.3	\$68.5	\$62.6

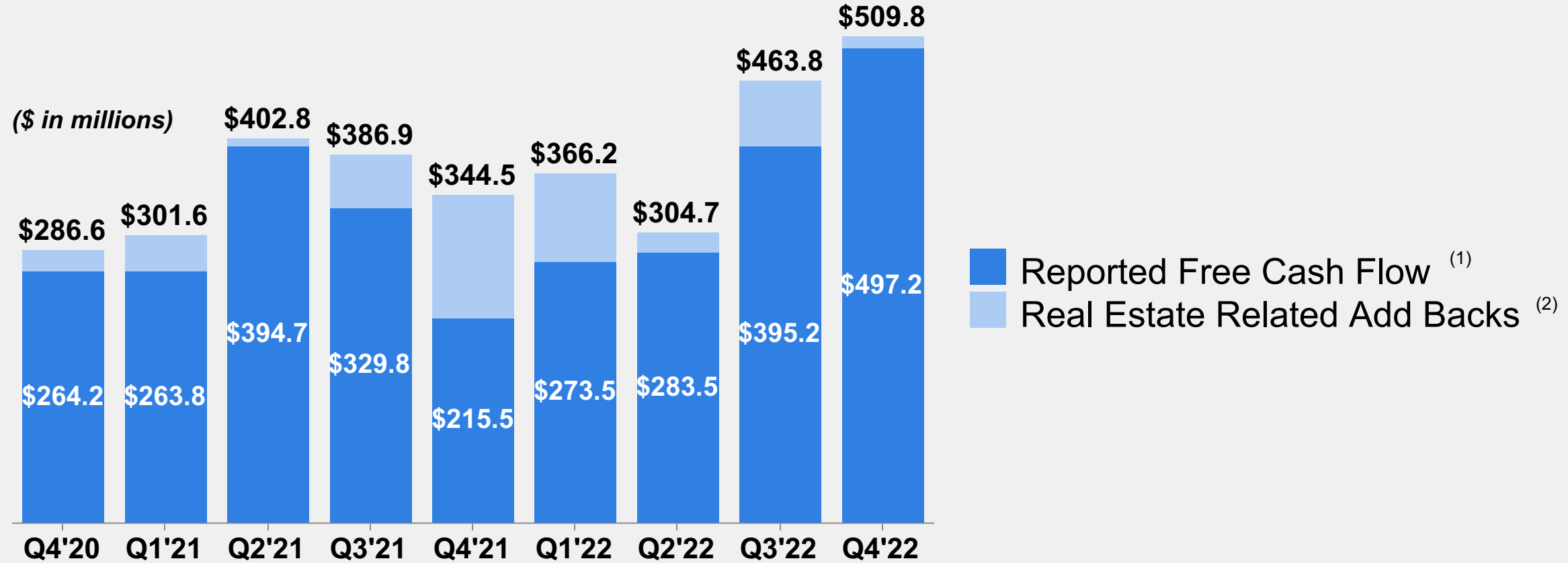


# Statement of Cash Flows (Non-GAAP) (Continued)

(\$ in millions)	2020	2021	2022
GAAP Net Income Including Non-controlling Interests	\$488.5	\$606.7	\$856.6
Depreciation, Amortization and Stock-Based Compensation	260.5	292.3	321.6
Accounts Receivable	(176.4)	(72.5)	(456.7)
Inventory	(42.2)	(19.4)	(109.1)
Deferred Revenue	495.6	839.4	1,177.5
Other	57.7	(146.8)	(59.3)
GAAP Cash Flow from Operations	\$1,083.7	\$1,499.7	\$1,730.6
Less: Purchase of Property and Equipment	(125.9)	(295.9)	(281.2)
Less: Proceeds from IP Matter	(50.0)	—	—
Free Cash Flow	\$907.8	\$1,203.8	\$1,449.4
Issuance of Common Stock, Net of Taxes	(86.1)	(141.9)	(134.3)
Stock Repurchases	(1,080.1)	(741.8)	(1,991.2)
Acquisitions	(40.2)	(74.9)	(30.8)
Proceeds from IP Matter	50.0	—	—
Proceeds from (payments of) long-term debt, net	(4.1)	967.5	—
Purchases of investments in privately held company	—	(160.0)	—
Other	(1.6)	(15.8)	(29.1)
Change in Cash, Investments, and Marketable Equity Securities	\$(254.3)	\$1,036.9	\$(736.0)
Footnote: Cash Paid for Taxes, Net of Refunds	39.7	127.4	260.2



# Free Cash Flow and Adjusted Free Cash Flow Growth (Non-GAAP)

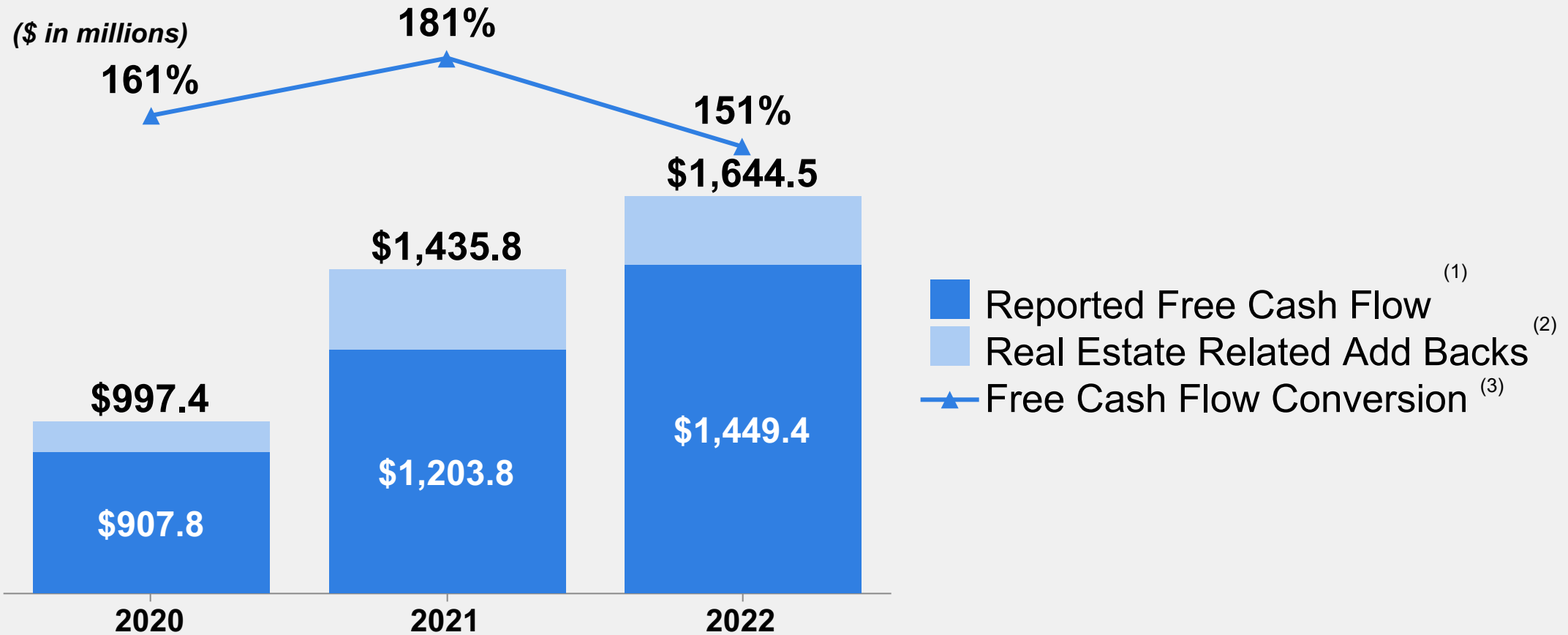


## Notes

- (1) Free Cash Flow is a non-GAAP measure that we define as net cash provided by operating activities minus purchases of property and equipment.
- (2) Adjusted Free Cash Flow is a non-GAAP measure that we define as Free Cash Flow plus cash payments associated with real estate purchases and cash payments related to HQ Construction.



# Free Cash Flow and Adjusted Free Cash Flow Growth (Non-GAAP)



## Notes

- (1) Free Cash Flow is a non-GAAP measure that we define as net cash provided by operating activities minus purchases of property and equipment and excluding any significant non-recurring items, such as proceeds from intellectual property matter.
- (2) Adjusted Free Cash Flow is a non-GAAP measure that we define as Free Cash Flow plus cash payments associated with real estate purchases and cash payments related to HQ Construction.
- (3) Free Cash Flow Conversion is defined as Free Cash Flow divided by non-GAAP net income.



# Q1 and 2023 Guidance (Non-GAAP)<sup>(1)</sup>

	Actual Q1'22	Q1'23E	Actual 2022	2023E
<b>Billings</b> <sup>(2)</sup>	\$1.160B	\$1.415 - 1.465B	\$5.594B	\$6.710 - 6.790B
<i>Y/Y Mid-Pt Growth</i>		24.2%		20.7%
<b>Revenue (GAAP)</b>	\$954.8M	\$1.180 - 1.220B	\$4.417B	\$5.370 - 5.430B
<i>Y/Y Mid-Pt Growth</i>		25.7%		22.3%
<b>Service Revenue (GAAP)</b>	\$583.8M		\$2.637B	\$3.335 - 3.365B
<i>Y/Y Mid-Pt Growth</i>				27.0%
<b>Gross Margin (%)</b> <sup>(3)</sup>	74.4%	75.0 - 76.0%	76.3%	75.0 - 76.0%
<b>Operating Margin (%)</b> <sup>(3)(4)</sup>	22.0%	23.0 - 24.0%	27.3%	25.0 - 26.0%
<b>Net Income per Share attributable to Fortinet, Inc.</b> <sup>(3)(4)(5)(6)(7)(8)</sup>	\$0.19	\$0.27 - 0.29	\$1.19	\$1.39 - 1.41
<b>Weighted Diluted Shares used to Compute Net Income per Share attributable to Fortinet, Inc.</b> <sup>(8)</sup>	820.8M	795 - 805M	805.3M	805 - 815M

## Notes

- (1) Guidance for non-GAAP financial measures excludes stock-based compensation, amortization of acquired intangible assets and gain on IP and a non-cash charge on equity method investment. We have not reconciled our guidance with respect to non-GAAP financial measures to the corresponding GAAP measures because certain items that impact these measures are uncertain or out of our control, or cannot be reasonably predicted. Accordingly, a reconciliation of these non-GAAP financial measures to the corresponding GAAP measures is not available without unreasonable effort.
- (2) Billings is a non-GAAP measure that we define as revenue recognized in accordance with GAAP plus the change in deferred revenue from the beginning to the end of the period less any deferred revenue balances acquired from business combination(s) and adjustment due to adoption of new accounting standard during the period.
- (3) Excludes stock-based compensation and amortization of acquired intangible assets.
- (4) Excludes gain on IP.
- (5) Assumes an effective tax rate of 17% for 2022 and 2023. For 2023, we expect cash paid for taxes to be approximately \$375 million.
- (6) Excludes a non-cash charge, primarily comprised of the impairment recognized on our equity method investment in Linksys and other intervening events related to the establishment of a valuation allowance against Linksys deferred tax assets.
- (7) Excludes the adjustments attributable to non-controlling interests.
- (8) All share and per share amounts presented herein have been retroactively adjusted to reflect the five-for-one forward stock split which was effective June 22, 2022.



# GAAP to Non-GAAP Reconciliations

(\$ in millions)	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
Total revenue	\$748.0	\$710.3	\$801.1	\$867.2	\$963.6	\$954.8	\$1,030.1	\$1,149.5	\$1,283.0
Add: Change in deferred revenue	213.3	140.3	159.8	201.0	346.5	205.0	274.1	261.5	446.8
Less: Deferred revenue balance acquired in business combination	(0.4)	—	—	(4.1)	—	—	—	—	(10.8)
Less: ASC 606 transition amount related to deferred revenue <sup>(1)</sup>	—	—	—	—	(4.3)	—	—	—	—
Total billings	\$960.9	\$850.6	\$960.9	\$1,064.1	\$1,305.8	\$1,159.8	\$1,304.2	\$1,411.0	\$1,719.0
GAAP Cash Flow from Operations	\$296.5	\$315.9	\$418.2	\$398.8	\$366.8	\$396.1	\$323.4	\$483.0	\$528.1
Less: Purchase of Property and Equipment	(32.3)	(52.1)	(23.5)	(69.0)	(151.3)	(122.6)	(39.9)	(87.8)	(30.9)
Free Cash Flow <sup>(2)</sup>	264.2	263.8	394.7	329.8	215.5	273.5	283.5	395.2	497.2
Add: Real Estate Related Add Backs	22.4	37.8	8.1	57.1	129.0	92.7	21.2	68.6	12.6
Adjusted Free Cash Flow <sup>(3)</sup>	\$286.6	\$301.6	\$402.8	\$386.9	\$344.5	\$366.2	\$304.7	\$463.8	\$509.8

## Notes

- (1) We early adopted ASU 2021-08 on a retrospective basis and effective for us beginning on January 1, 2021. The adoption of ASU 2021-08 resulted in a \$4.3 million adjustment attributable to the acquisition of Alaxala in 2021, as a result of the revised measurement of deferred revenue for acquisition.
- (2) Free Cash Flow is a non-GAAP measure that we define as net cash provided by operating activities minus purchases of property and equipment.
- (3) Adjusted Free Cash Flow is a non-GAAP measure that we define as Free Cash Flow plus cash payments associated with real estate purchases and cash payments related to HQ Construction.





# GAAP to Non-GAAP Reconciliations

(\$ in millions)	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
GAAP product gross profit	\$181.0	\$149.4	\$182.7	\$202.8	\$232.4	\$210.0	\$245.5	\$283.5	\$350.2
Stock-based compensation	0.4	0.4	0.5	0.4	0.4	0.4	0.4	0.5	0.4
Amortization of acquired intangible assets	0.9	0.9	0.9	1.5	2.4	2.4	2.1	1.7	1.6
Non-GAAP product gross profit	\$182.3	\$150.7	\$184.1	\$204.7	\$235.2	\$212.8	\$248.0	\$285.7	\$352.2
<i>Non-GAAP product gross margin</i>	63.2%	62.6%	61.7%	60.7%	62.1%	57.4%	61.9%	61.0%	65.2%
GAAP service gross profit	\$400.0	\$404.3	\$431.5	\$453.2	\$502.9	\$491.0	\$533.8	\$583.0	\$635.5
Stock-based compensation	3.4	3.5	3.8	4.1	4.3	4.5	4.7	4.8	4.8
Amortization of acquired intangible assets	1.3	1.6	1.8	1.8	2.0	1.9	2.0	2.0	3.5
Non-GAAP service gross profit	\$404.7	\$409.4	\$437.1	\$459.1	\$509.2	\$497.4	\$540.5	\$589.8	\$643.8
<i>Non-GAAP service gross margin</i>	88.1%	87.2%	86.9%	86.6%	87.1%	85.2%	85.9%	86.6%	86.7%
GAAP total gross profit	\$581.0	\$553.7	\$614.2	\$656.0	\$735.3	\$701.0	\$779.3	\$866.5	\$985.7
Stock-based compensation	3.8	3.9	4.3	4.5	4.7	4.9	5.1	5.3	5.2
Amortization of acquired intangible assets	2.2	2.5	2.7	3.3	4.4	4.3	4.1	3.7	5.1
Non-GAAP total gross profit	\$587.0	\$560.1	\$621.2	\$663.8	\$744.4	\$710.2	\$788.5	\$875.5	\$996.0
<i>Non-GAAP gross margin</i>	78.5%	78.9%	77.5%	76.5%	77.3%	74.4%	76.5%	76.2%	77.6%
GAAP research and development expense	\$89.0	\$97.2	\$106.6	\$107.8	\$112.6	\$124.9	\$124.3	\$134.3	\$128.9
Stock-based compensation	(12.0)	(13.0)	(14.5)	(14.5)	(14.7)	(15.1)	(16.1)	(16.7)	(16.3)
Non-GAAP research and development expense	\$77.0	\$84.2	\$92.1	\$93.3	\$97.9	\$109.8	\$108.2	\$117.6	\$112.6
<i>Non-GAAP research and development expense as a percentage of revenue</i>	10.3%	11.9%	11.5%	10.8%	10.2%	11.5%	10.5%	10.2%	8.8%
GAAP sales and marketing expense	\$291.4	\$304.0	\$326.9	\$347.1	\$367.7	\$387.6	\$415.5	\$427.1	\$455.9
Stock-based compensation	(27.1)	(26.8)	(27.7)	(27.6)	(27.9)	(26.7)	(26.4)	(25.9)	(26.0)
Amortization of acquired intangible assets	(0.6)	(0.9)	(0.8)	(1.5)	(2.4)	(2.1)	(1.9)	(1.5)	(0.6)
Non-GAAP sales and marketing expense	\$263.7	\$276.3	\$298.4	\$318.0	\$337.4	\$358.8	\$387.2	\$399.7	\$429.3
<i>Non-GAAP sales and marketing expense as a percentage of revenue</i>	35.3%	38.9%	37.2%	36.7%	35.0%	37.6%	37.6%	34.8%	33.5%



# GAAP to Non-GAAP Reconciliations (Continued)

(\$ in millions)	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
GAAP general and administrative expense	\$32.4	\$32.0	\$34.4	\$35.8	\$41.3	\$38.6	\$45.4	\$40.7	\$44.3
Stock-based compensation	(6.0)	(6.3)	(7.0)	(6.9)	(6.9)	(7.2)	(7.7)	(7.4)	(7.8)
Non-GAAP general and administrative expense	\$26.4	\$25.7	\$27.4	\$28.9	\$34.4	\$31.4	\$37.7	\$33.3	\$36.5
<i>Non-GAAP general and administrative expense as a percentage of revenue</i>	3.5%	3.6%	3.4%	3.3%	3.6%	3.3%	3.7%	2.9%	2.8%
GAAP gain on IP matter	\$(1.2)	\$(1.1)	\$(1.2)	\$(1.1)	\$(1.2)	\$(1.1)	\$(1.2)	\$(1.1)	\$(1.2)
Gain on IP matter	1.2	1.1	1.2	1.1	1.2	1.1	1.2	1.1	1.2
Non-GAAP gain on IP matter	\$—	\$—	\$—	\$—	\$—	\$—	\$—	\$—	\$—
<i>Non-GAAP gain on IP matter as a percentage of revenue</i>	—%	—%	—%	—%	—%	—%	—%	—%	—%
GAAP total operating expense	\$411.6	\$432.1	\$466.7	\$489.6	\$520.4	\$550.0	\$584.0	\$601.0	\$627.9
Stock-based compensation	(45.1)	(46.1)	(49.2)	(49.0)	(49.5)	(49.0)	(50.2)	(50.0)	(50.1)
Amortization of acquired intangible assets	(0.6)	(0.9)	(0.8)	(1.5)	(2.4)	(2.1)	(1.9)	(1.5)	(0.6)
Gain on IP matter	1.2	1.1	1.2	1.1	1.2	1.1	1.2	1.1	1.2
Non-GAAP total operating expense	\$367.1	\$386.2	\$417.9	\$440.2	\$469.7	\$500.0	\$533.1	\$550.6	\$578.4
<i>Non-GAAP total operating expense as a percentage of revenue</i>	49.1%	54.4%	52.2%	50.8%	48.7%	52.4%	51.8%	47.9%	45.1%
GAAP operating income	\$169.4	\$121.6	\$147.5	\$166.4	\$214.9	\$151.0	\$195.3	\$265.5	\$357.8
Stock-based compensation	48.9	50.0	53.5	53.5	54.2	53.9	55.3	55.3	55.3
Amortization of acquired intangible assets	2.8	3.4	3.5	4.8	6.8	6.4	6.0	5.2	5.7
Gain on IP matter	(1.2)	(1.1)	(1.2)	(1.1)	(1.2)	(1.1)	(1.2)	(1.1)	(1.2)
Non-GAAP operating income	\$219.9	\$173.9	\$203.3	\$223.6	\$274.7	\$210.2	\$255.4	\$324.9	\$417.6
<i>Non-GAAP operating margin</i>	29.4%	24.5%	25.4%	25.8%	28.5%	22.0%	24.8%	28.3%	32.5%



# GAAP to Non-GAAP Reconciliations (Continued)

(\$ in millions)	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
GAAP provision for (benefit from) income taxes	\$25.0	\$12.2	\$7.5	\$(9.3)	\$3.7	\$(8.1)	\$2.4	\$27.3	\$9.2
Tax adjustments related to the above	21.7	23.9	34.6	54.2	52.4	41.7	39.1	27.8	63.6
Non-GAAP provision for income taxes	\$46.7	\$36.1	\$42.1	\$44.9	\$56.1	\$33.6	\$41.5	\$55.1	\$72.8
Non-GAAP effective tax rate	21%	21%	21%	21%	21%	17%	17%	17%	17%
Net income attributable to Fortinet, Inc.	\$146.7	\$107.2	\$137.5	\$163.1	\$199.0	\$138.4	\$173.5	\$231.6	\$313.8
Stock-based compensation	48.9	50.0	53.5	53.5	54.2	53.9	55.3	55.3	55.3
Amortization of acquired intangible assets	2.8	3.4	3.5	4.8	6.8	6.4	6.0	5.2	5.7
Gain on IP matter	(1.2)	(1.1)	(1.2)	(1.1)	(1.2)	(1.1)	(1.2)	(1.1)	(1.2)
Tax adjustments	(21.7)	(23.9)	(34.6)	(54.2)	(52.4)	(41.7)	(39.1)	(27.8)	(63.6)
Non-cash charge on equity method investment	—	—	—	—	—	—	—	—	39.7
Adjustments attributable to non-controlling interests	—	—	—	(0.2)	(0.6)	(0.8)	(0.4)	(0.5)	—
Non-GAAP net income attributable to Fortinet, Inc.	\$175.5	\$135.6	\$158.7	\$165.9	\$205.8	\$155.1	\$194.1	\$262.7	\$349.7
GAAP net income per share attributable to Fortinet, Inc., diluted <sup>(1)</sup>	\$0.18	\$0.13	\$0.16	\$0.19	\$0.24	\$0.17	\$0.21	\$0.29	\$0.40
Stock-based compensation	0.06	0.06	0.06	0.06	0.06	0.06	0.07	0.07	0.07
Amortization of acquired intangible assets	—	—	0.01	0.01	0.01	0.01	0.01	0.01	—
Gain on IP matter	—	—	—	—	—	—	—	—	—
Tax adjustments	(0.03)	(0.03)	(0.04)	(0.06)	(0.06)	(0.05)	(0.05)	(0.04)	(0.08)
Non-cash charge on equity method investment	—	—	—	—	—	—	—	—	0.05
Adjustments attributable non-controlling interests	—	—	—	—	—	—	—	—	—
Non-GAAP net income per share attributable to Fortinet, Inc., diluted <sup>(1)</sup>	\$0.21	\$0.16	\$0.19	\$0.20	\$0.25	\$0.19	\$0.24	\$0.33	\$0.44
Shares used in diluted net income per share attributable to Fortinet, Inc. calculations <sup>(1)</sup>	827.6	832.0	835.4	838.6	835.0	820.8	810.1	798.6	791.8

## Note

(1) All share and per share amounts presented herein have been retroactively adjusted to reflect the five-for-one forward stock split which was effective June 22, 2022.



# GAAP to Non-GAAP Reconciliations

(\$ in millions)	2020	2021	2022
Total revenue	\$2,594.4	\$3,342.2	\$4,417.4
Add: Change in deferred revenue	496.2	847.6	1,187.4
Less: Deferred revenue balance acquired in business combination	(0.6)	(4.1)	(10.8)
Less: Adjustment due to adoption of ASU 2021-08 <sup>(1)</sup>	—	(4.3)	—
Total billings	\$3,090.0	\$4,181.4	\$5,594.0
GAAP Cash Flow from Operations	\$1,083.7	\$1,499.7	\$1,730.6
Less: Purchase of Property and Equipment	(125.9)	(295.9)	(281.2)
Less: Proceeds from IP matter	(50.0)	—	—
Free Cash Flow <sup>(2)</sup>	907.8	1,203.8	1,449.4
Add: Real Estate Related Add Backs	89.6	232.0	195.1
Adjusted Free Cash Flow <sup>(3)</sup>	\$997.4	\$1,435.8	\$1,644.5

## Notes

- (1) We early adopted ASU 2021-08 on a retrospective basis and effective for us beginning on January 1, 2021. The adoption of ASU 2021-08 resulted in a \$4.3 million adjustment attributable to the acquisition of Alaxala in 2021, as a result of the revised measurement of deferred revenue for acquisition.
- (2) Free Cash Flow is a non-GAAP measure that we define as net cash provided by operating activities minus purchases of property and equipment and excluding any significant non-recurring items, such as proceeds from intellectual property matter.
- (3) Adjusted Free Cash Flow is a non-GAAP measure that we define as Free Cash Flow plus cash payments associated with real estate purchases and cash payments related to HQ Construction.



# GAAP to Non-GAAP Reconciliations (Continued)

(\$ in millions)	2020	2021	2022
GAAP product gross profit	\$564.0	\$767.3	\$1,089.2
Stock-based compensation	1.6	1.7	1.7
Amortization of acquired intangible assets	4.7	5.7	7.8
Non-GAAP product gross profit	\$570.3	\$774.7	\$1,098.7
<i>Non-GAAP product gross margin</i>	62.2%	61.7%	61.7%
GAAP service gross profit	\$1,460.4	\$1,791.9	\$2,243.3
Stock-based compensation	12.9	15.7	18.8
Amortization of acquired intangible assets	4.4	7.2	9.4
Non-GAAP service gross profit	\$1,477.7	\$1,814.8	\$2,271.5
<i>Non-GAAP service gross margin</i>	88.1%	86.9%	86.1%
GAAP total gross profit	\$2,024.4	\$2,559.2	\$3,332.5
Stock-based compensation	14.5	17.4	20.5
Amortization of acquired intangible assets	9.1	12.9	17.2
Non-GAAP total gross profit	\$2,048.0	\$2,589.5	\$3,370.2
<i>Non-GAAP gross margin</i>	78.9%	77.5%	76.3%
GAAP research and development expense	\$341.4	\$424.2	\$512.4
Stock-based compensation	(47.6)	(56.7)	(64.2)
Non-GAAP research and development expense	\$293.8	\$367.5	\$448.2
<i>Non-GAAP research and development expense as a percentage of revenue</i>	11.3%	11.0%	10.1%
GAAP sales and marketing expense	\$1,071.9	\$1,345.7	\$1,686.1
Stock-based compensation	(108.4)	(110.0)	(105.0)
Amortization of acquired intangible assets	(4.2)	(5.6)	(6.1)
Non-GAAP sales and marketing expense	\$959.3	\$1,230.1	\$1,575.0
<i>Non-GAAP sales and marketing expense as a percentage of revenue</i>	37.0%	36.8%	35.7%



# GAAP to Non-GAAP Reconciliations (Continued)

(\$ in millions)	2020	2021	2022
GAAP general and administrative expense	\$119.5	\$143.5	\$169.0
Stock-based compensation	(23.3)	(27.1)	(30.1)
Litigation-related matter	0.7	—	—
Non-GAAP general and administrative expense	\$96.9	\$116.4	\$138.9
<i>Non-GAAP general and administrative expense as a percentage of revenue</i>	3.7%	3.5%	3.1%
GAAP Gain on IP matter	\$(40.2)	\$(4.6)	\$(4.6)
Gain on IP matter	40.2	4.6	4.6
Non-GAAP gain on IP matter	\$—	\$—	\$—
<i>Non-GAAP gain on IP matter as a percentage of revenue</i>	—%	—%	—%
GAAP total operating expense	\$1,492.6	\$1,908.8	\$2,362.9
Stock-based compensation	(179.3)	(193.8)	(199.3)
Amortization of acquired intangible assets	(4.2)	(5.6)	(6.1)
Gain on IP matter	40.2	4.6	4.6
Litigation-related matter	0.7	—	—
Non-GAAP total operating expense	\$1,350.0	\$1,714.0	\$2,162.1
<i>Non-GAAP total operating expense as a percentage of revenue</i>	52.0%	51.3%	48.9%
GAAP operating income	\$531.8	\$650.4	\$969.6
Stock-based compensation	193.8	211.2	219.8
Amortization of acquired intangible assets	13.3	18.5	23.3
Gain on IP Matter	(40.2)	(4.6)	(4.6)
Litigation-related matter	(0.7)	—	—
Non-GAAP operating income	\$698.0	\$875.5	\$1,208.1
<i>Non-GAAP operating margin</i>	26.9%	26.2%	27.3%



# GAAP to Non-GAAP Reconciliations (Continued)

<i>(\$ in millions)</i>	2020	2021	2022
GAAP other expense, net	\$(7.8)	\$(11.6)	\$(13.5)
Impairment charge on investment in a privately-held company	4.3	—	—
Non-GAAP other expense, net	\$(3.5)	\$(11.6)	\$(13.5)
<i>Non-GAAP other expense, net as a percentage of revenue</i>	<i>(0.1)%</i>	<i>(0.3)%</i>	<i>(0.3)%</i>
GAAP provision for income taxes	\$53.2	\$14.1	\$30.8
Tax adjustments related to the above	96.4	165.1	172.2
Non-GAAP provision for income taxes	\$149.6	\$179.2	\$203.0
<i>Non-GAAP effective tax rate</i>	<i>21%</i>	<i>21%</i>	<i>17%</i>
GAAP net income attributable to Fortinet, Inc.	\$488.5	\$606.8	\$857.3
Stock-based compensation	193.8	211.2	219.8
Amortization of acquired intangible assets	13.3	18.5	23.3
Gain on IP matter	(40.2)	(4.6)	(4.6)
Litigation-related matter	(0.7)	—	—
Impairment charge on investment in a privately-held company	4.3	—	—
Tax adjustments	(96.4)	(165.1)	(172.2)
Non-cash charge on equity method investment	—	—	39.7
Adjustments attributable non-controlling interests	—	(0.8)	(1.7)
Non-GAAP net income attributable to Fortinet, Inc.	\$562.6	\$666.0	\$961.6
GAAP net income per share attributable to Fortinet, Inc., diluted <sup>(1)</sup>	\$0.58	\$0.73	\$1.06
Stock-based compensation	0.23	0.26	0.27
Amortization of acquired intangible assets	0.02	0.02	0.03
Gain on IP matter	(0.05)	(0.01)	(0.01)
Litigation-related matter	—	—	—
Impairment charge on investment in a privately-held company	4.3	—	—
Tax adjustments	(0.11)	(0.20)	(0.21)
Non-cash charge on equity method investment	—	—	0.05
Adjustments attributable non-controlling interests	—	—	—
Non-GAAP net income per share attributable to Fortinet, Inc., diluted <sup>(1)</sup>	\$0.67	\$0.80	\$1.19
Shares used in diluted net income per share attributable to Fortinet, Inc. calculations <sup>(1)</sup>	838.3	835.3	805.3

## Note

(1) All share and per share amounts presented herein have been retroactively adjusted to reflect the five-for-one forward stock split which was effective June 22, 2022.





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