Winning Cybersecurity Strategies

Ken Xie
CEO & Founder
Consistently Growing Faster Than The Market

Organic Innovation Is a Key Competitive Advantage

CAGR 45%

$2M to $3.1B

2003 to 2020

BILLINGS
More Than Half A Million Organizations & Governments Look to Fortinet for Protection
Excellent Shareholder Value and Return

<table>
<thead>
<tr>
<th>FTNT Rank</th>
<th>2 YEAR</th>
<th>5 YEAR</th>
<th>Since IPO</th>
</tr>
</thead>
<tbody>
<tr>
<td>FTNT</td>
<td>111%</td>
<td>377%</td>
<td>2276%</td>
</tr>
<tr>
<td>CHKP</td>
<td>29%</td>
<td>63%</td>
<td>301%</td>
</tr>
<tr>
<td>PANW</td>
<td>89%</td>
<td>102%</td>
<td>746%</td>
</tr>
</tbody>
</table>
Broadest Portfolio of Solutions End-To-End
We Lead The Industry In Innovation
Greater than 2x As Many U.S. Patents\(^{(1)}\) Issued As Our Competitors

<table>
<thead>
<tr>
<th>Company</th>
<th>U.S. Patents</th>
<th>Int'l Patents</th>
<th>Global Patents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fortinet</td>
<td>673</td>
<td>43</td>
<td>716</td>
</tr>
<tr>
<td>Palo Alto Networks</td>
<td>258</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SonicWall</td>
<td>206</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Check Point</td>
<td>88</td>
<td></td>
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</tbody>
</table>

\(^{(1)}\) Number of patents issued as listed by the U.S. Patent and Trademark Office as of December 31, 2020.

\(^{(2)}\) Fortinet’s patent count is on a consolidated basis, and the patent count of competitors is for the parent company only.
Best Business Model and Credit Rating in the Cyber Security Industry
Built To Last For The Long-Term

**S&P Global**

**BBB+**

“Fortinet has demonstrated its technology leadership and innovation in network security through a track record of consistent revenue growth, market share gains”

**Moody’s**

**Baa1**

“The Baa1 rating reflects Fortinet's very good competitive position in the large and growing Network Security market, strong growth prospects.”
Cybersecurity Winning Strategies

Cybersecurity Platform Across Endpoint, Network and Cloud

- Convergence of Networking and Security at New Network Edges
- More users off Network and more Devices IP Enabled (IoT/OT)
- Applications continue to move across different Clouds

- Security-driven Networking
- Zero Trust Access
- Infrastructure Security
Secure Application Access Anytime and Anywhere

Zero Trust Access (ZTA)

User and Device Trust
- Users
- Campus
- WFH
- IoT

Context

Access Proxy

Per Application
- SaaS
- IaaS
- Internet
- DC
Fortinet Protects All Network Edges - SASE

Security-driven Networking

- Users
- Endpoints
- Mobile
- IoT
- Travel
- Campus
- Branch
- WFH
- SaaS
- IaaS
- Internet
- DC
- Edge Compute

Operational Technologies
“The Edge Will Eat The Cloud” – Gartner*

Organizations Moving to Adaptive Cloud Security

*Data provided by Thomas Bittman, Gartner
Fortinet Security Fabric

Broad
visibility and protection of the entire digital attack surface to better manage risk

Integrated
solution that reduces management complexity and shares threat intelligence

Automated
self-healing networks with AI-driven security for fast and efficient operations
Introducing FortiOS 7.0

300+ New Features

SASE
Cloud Edge Security

ZTNA
Integrated Zero Trust Network Access

SD-WAN
WAN Edge Security

SD-Branch
Integrated Wi-Fi 6

5G
LTE Edge

Endpoint
Extended Detection and Response (XDR)

Threat Intelligence
Video Filtering

Security Operations
SoC as a Service

AND MUCH MORE...
One Opportunity - TAM $93B+ by 2024

2020: $65B, Growing 4YR CAGR of 9.7%

User/Device Security
- $14B
  - VPN ZTNA
  - OT
  - NAC
  - IAM

Network Security
- $48B
  - 5G
  - Network Firewall
  - Switching
  - Web (SASE)
  - NPMD (NOC)
  - Wireless
  - SD-WAN
  - IDPS

Cloud Security
- $14B
  - WAF ADC
  - CWPP
  - SEG
  - CASB

Security Ops
- $18B
  - Threat Intel
  - SOAR
  - SIEM
  - Endpoint

Source: Fortinet estimates based on recent Gartner research
Long-term R&D Investment to Support Organic Growth

New Global HQ expected completion in March 2021
Fortinet Corporate Social Responsibility

We are committed to creating sustainable, long-term value for all our stakeholders including our employees, customers, partners, shareholders, and society in general.

FOCUS AREAS

Environment
- 2M$ COVID-19 donation matching fund
- 950,000+ free self-paced training courses
- Fortinet Foundation

Business & Innovation
- 575K+ NSE certifications
- Fortinet Academy: 380+ academies/8,700+ students
- IBM SkillsBuild Program

People & Communities
- Product Energy Efficiency: 3X-16X higher than competition
- WEF Partnership Against Cybercrime & Cybersecurity Learning Hub

Governance & Ethics
- 716 Issued Patents
- LEED Gold new corporate HQ
- Among Top25 Tech companies with the most gender diverse board
Key Takeaways for 2021

We will continue to expand our platform

Fortinet Security Fabric into new markets like SASE, ZTNA, Cloud, 5G

On track to be #1

in SD-WAN and Security-Driven Networking

Growth in 2021

FortiOS and NP7