

RISE ABOVE

ACCELERATE 19

Security-Driven Networking

KEN XIE :: FOUNDER & CEO

Three Key Trends

Network v Security



Cloud v Edge



Fortinet v Competition

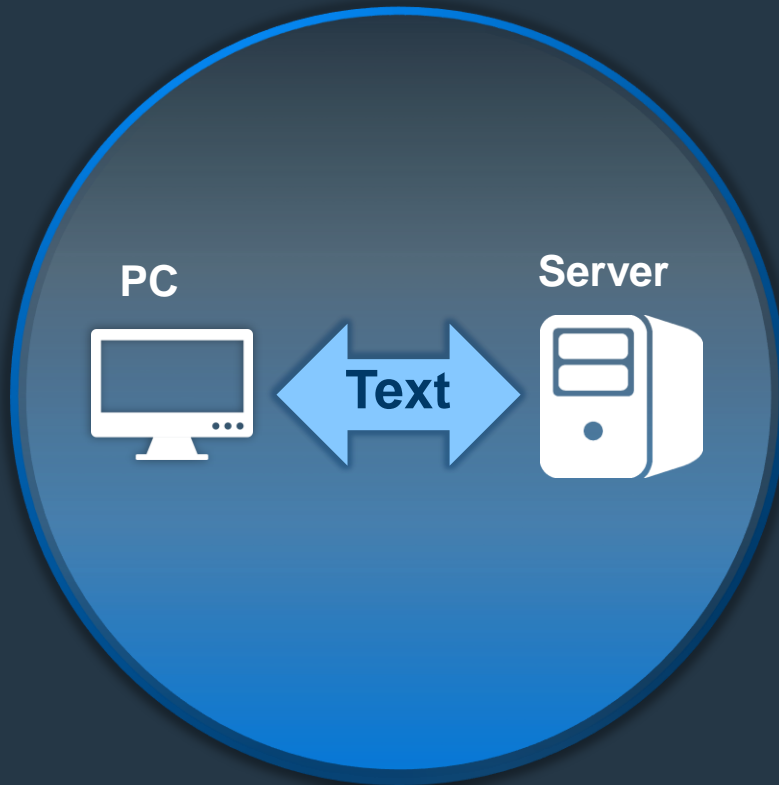


1st Generation Network Security : Connectivity



Network Vs Security

NETWORKING



SECURITY



2nd Generation Network Security : Content

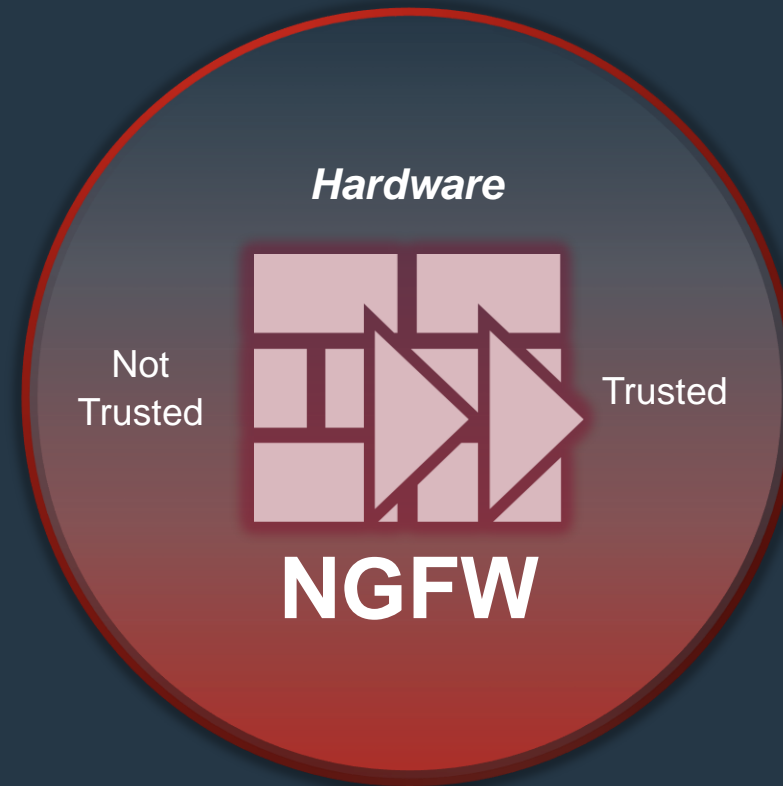
>2000

Network Vs Security

NETWORKING



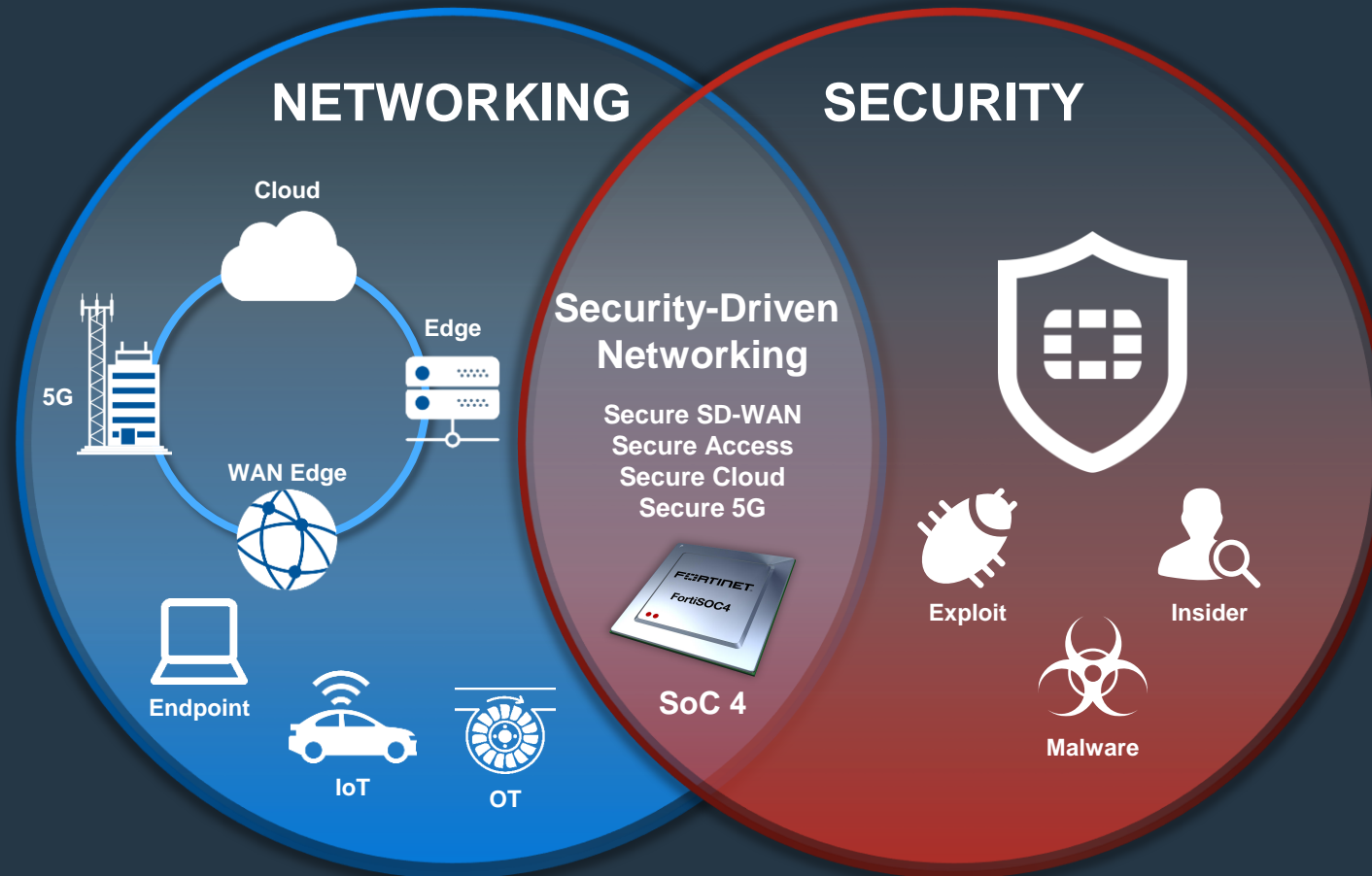
SECURITY



3rd Generation - Security-Driven Networking

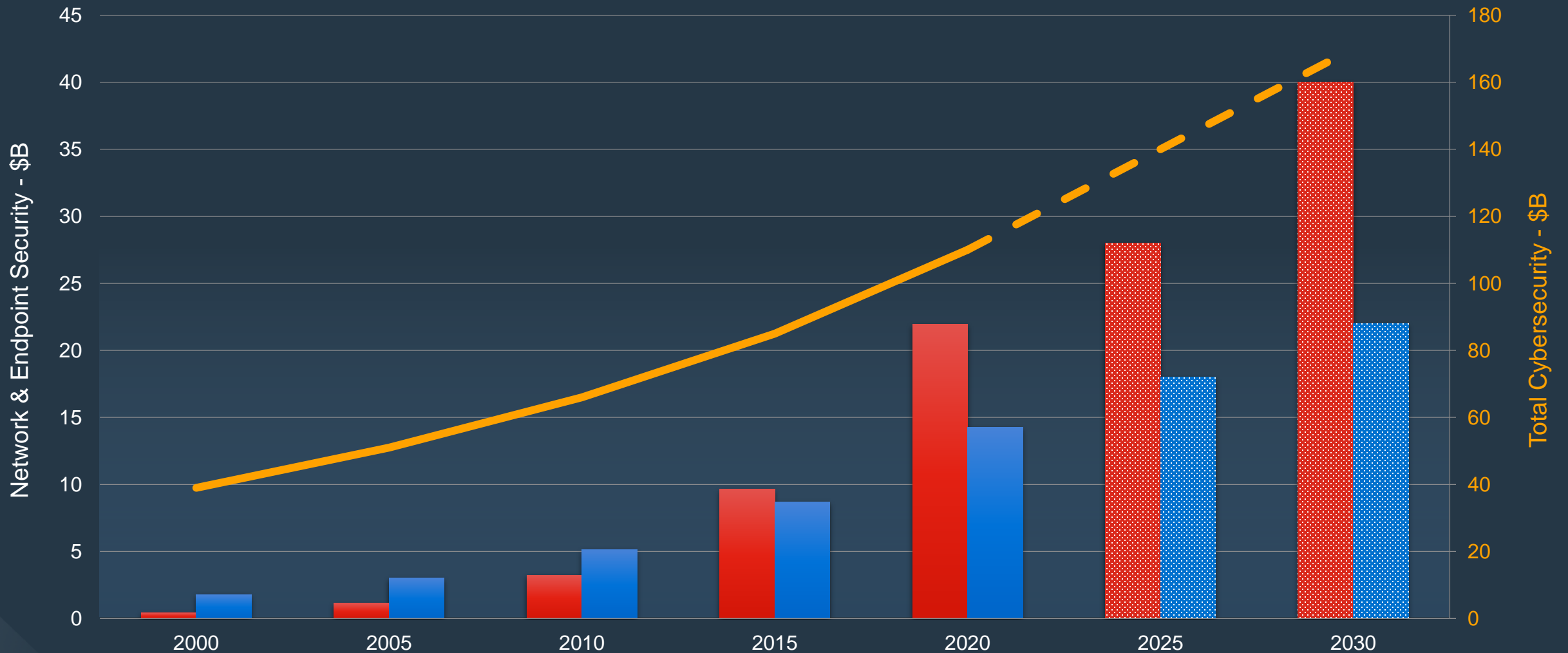
Now

Network Vs Security












Total Cybersecurity Market Will Approximately Double In Next 10 Years

Network Security Endpoint Security Total Cybersecurity Market



Fortinet Offers A Broad Multi-Cloud Security Portfolio

Edge vs Cloud

	FortiGate	FortiManager	FortiAnalyzer	FortiWeb	FortiMail	FortiClient	FortiAuthenticator	FortiSandbox	FortiSIEM
									
	✓	✓	✓	✓	✓	✓	✓	✓	✓
	✓	✓	✓	✓	✓	✓			
	✓	✓	✓	✓		✓			
	✓	✓	✓	✓		✓			

Products available BYOL and/or PAYG

The Edge Is Everywhere

Edge Vs Cloud



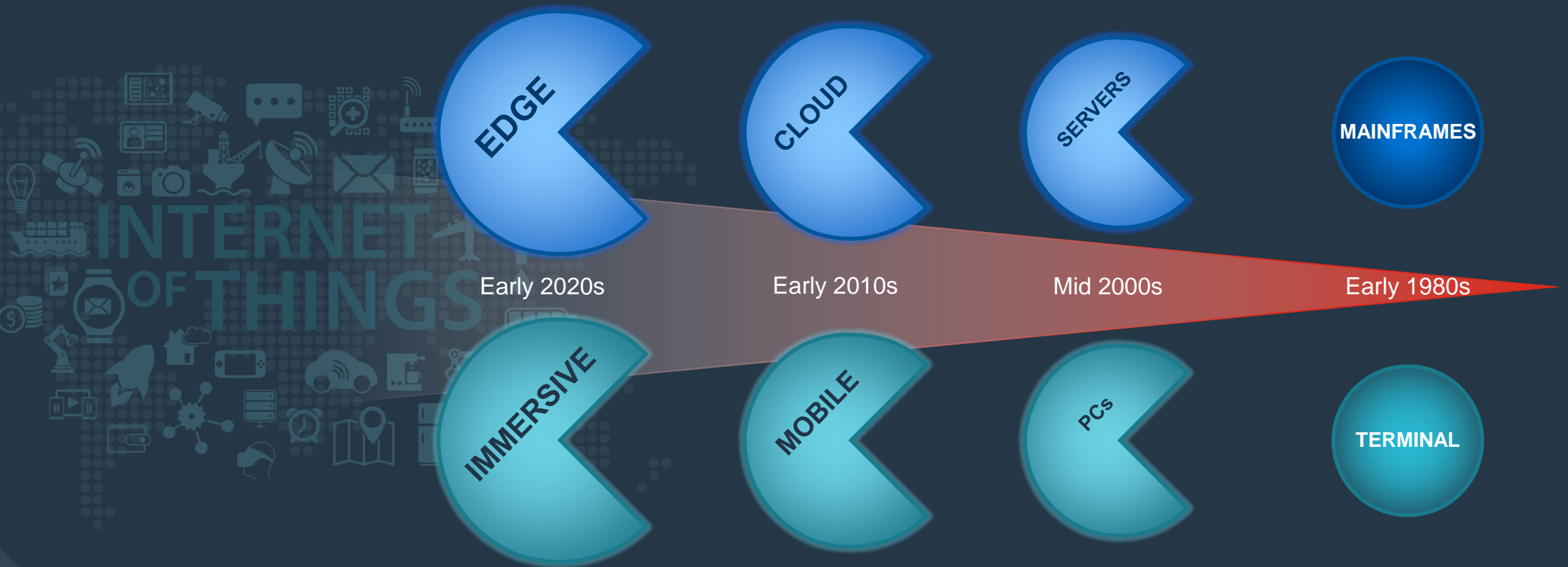
40% of large Enterprise will integrate **Edge Computing by 2021**, up from less than 1% in 2017

Latency and Bandwidth requirements will become critical application deployment factors for **30% of workload** deployments by 2021

But **Interoperability** with **cloud** is important

The Edge Will Eat The Cloud

Edge Vs Cloud



Fortinet's ASIC SPU Technology Delivers Speed and Performance for Both Edge and Cloud

Edge Vs Cloud



PREVENTION

Low Latency, Local
Security Processor Based



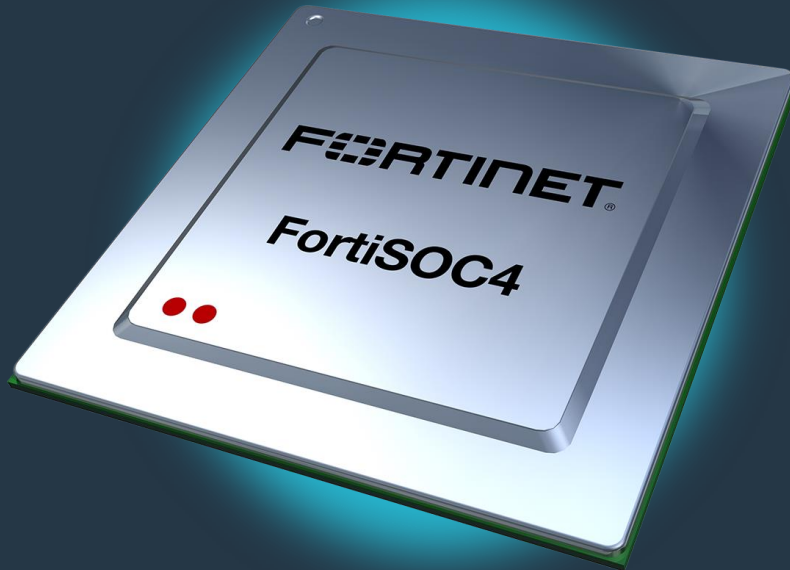
DETECTION

Centralized, Management
Virtual Machine Based



Delivering The Industry's First Secure SD-WAN ASIC

Edge vs Cloud



Announcing the **100F**
10X More Performance

Design specifically
for **SD-WAN** and
SD-Branch

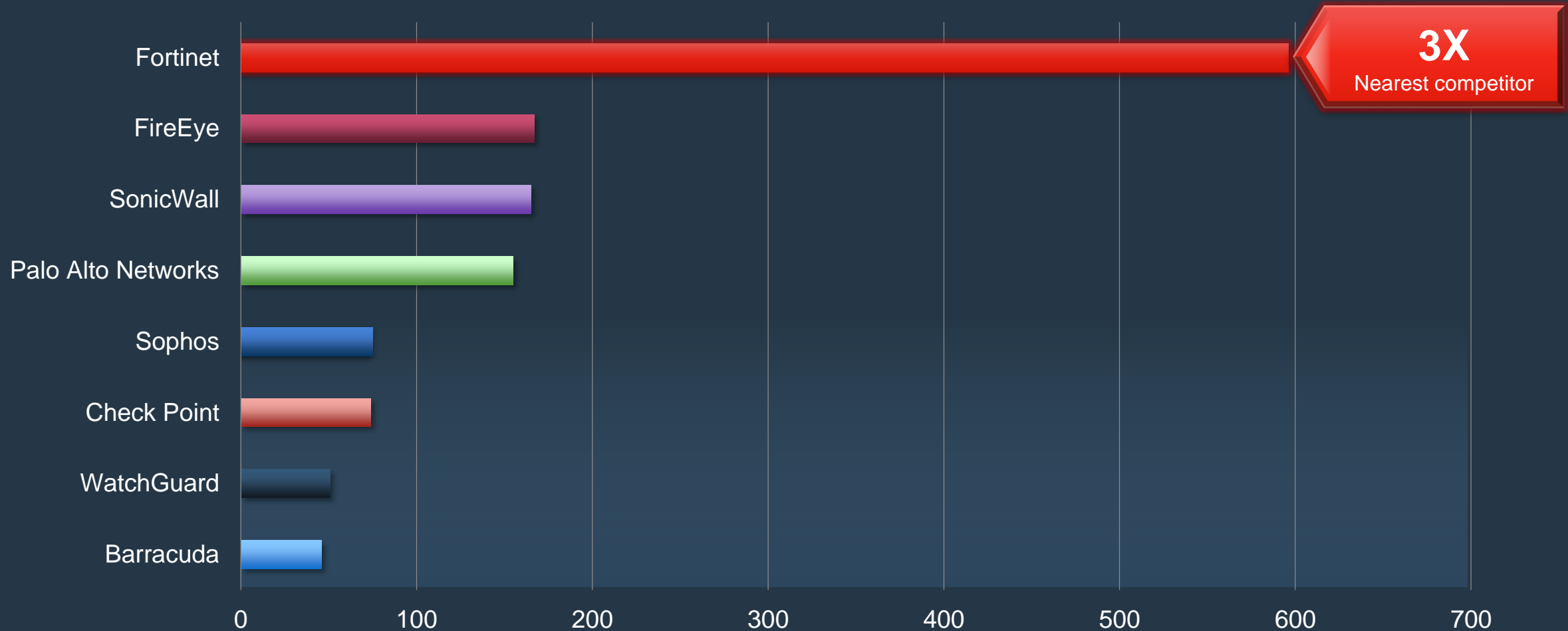
3X
Performance of
The current SoC3

Supports
10G Ports

Available Immediately
in the
FortiGate **100F**

History of Leading Network Security Innovation

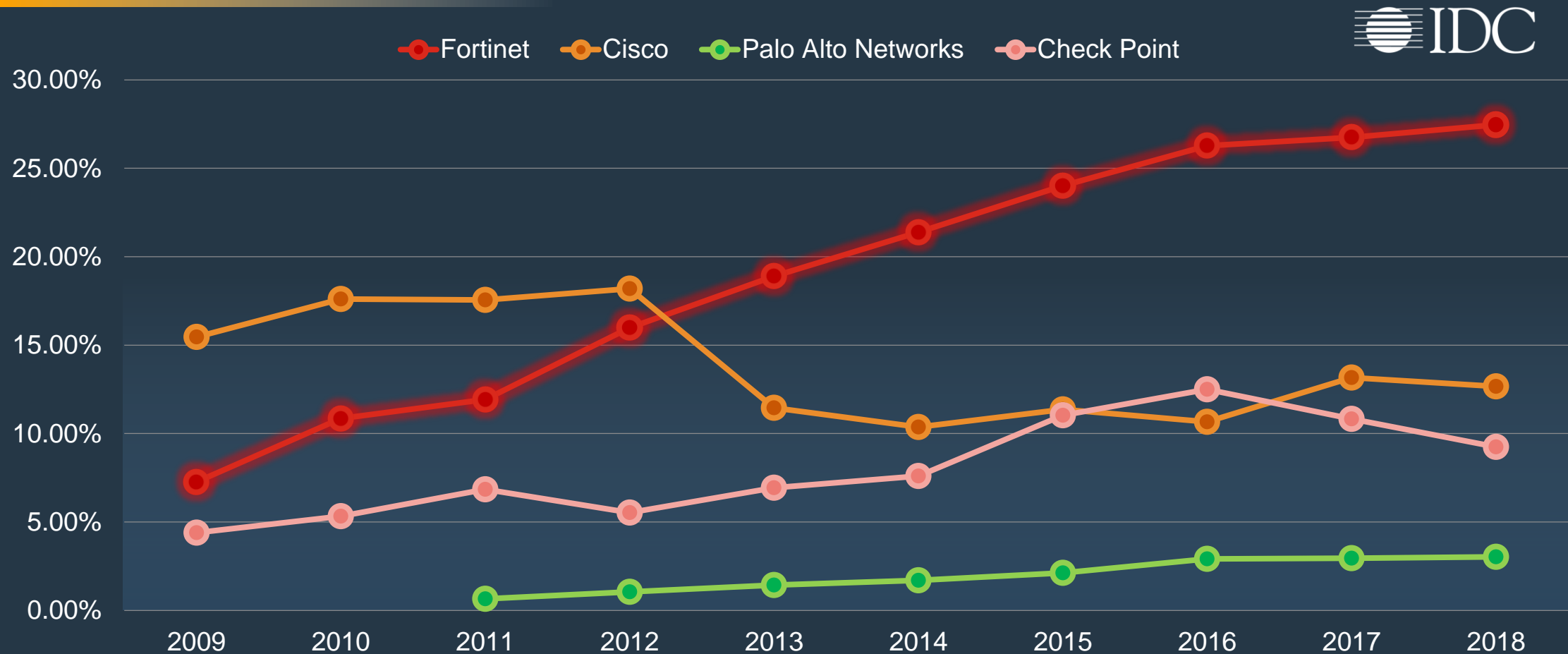
Fortinet vs Competition



Number of patents issued as listed by the U.S. Patent and Trademark Office

#1 In FW/NGFW Appliance Unit Shipments

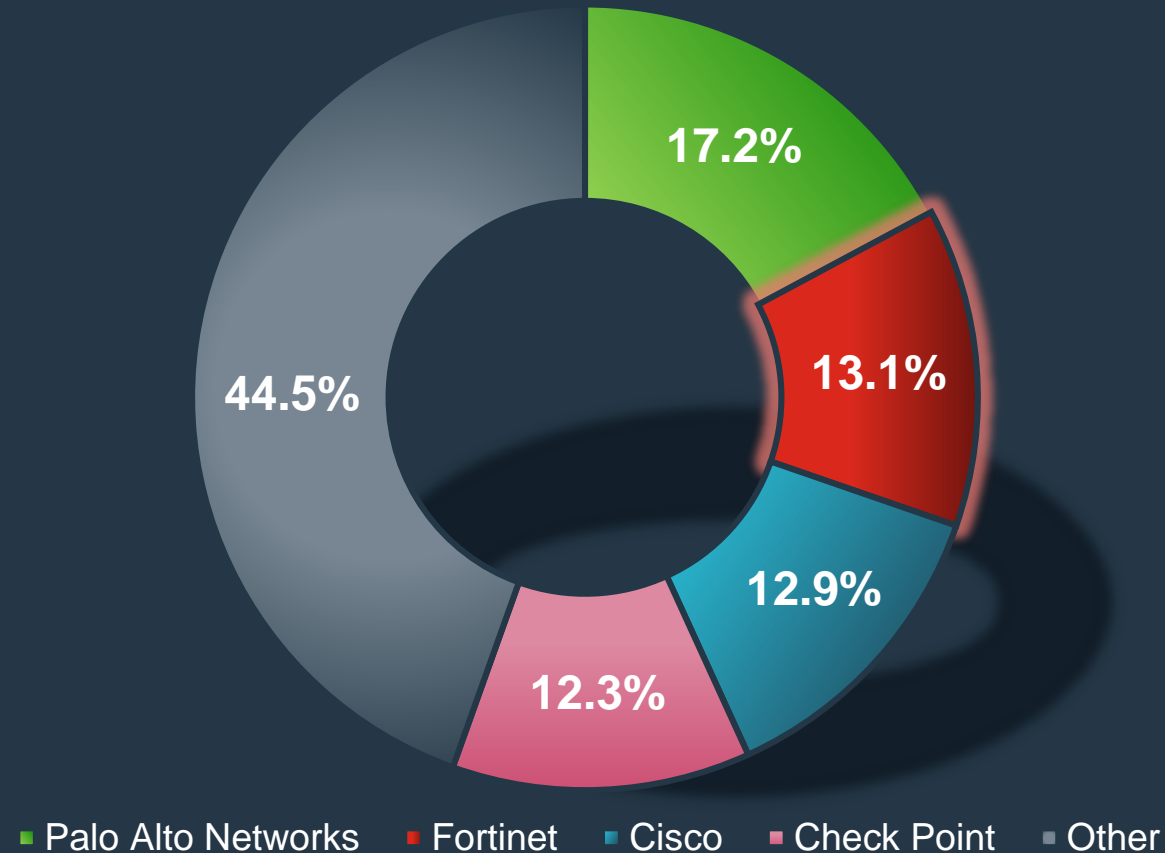
Fortinet vs Competition



Source: IDC Worldwide Security Appliance Tracker, March 2019 (based on annual unit shipments of FW, UTM and VPN appliances)

Firewall Market Share by Revenue

Fortinet vs Competition






IDC Worldwide Security Appliance Tracker, March 2019
(Based on quarterly Firewall, UTM and VPN vendor revenues).

Fortinet Leads In Shareholder Value

Fortinet vs Competition

SHARE PRICE PERFORMANCE

	1-year	3-year	5-year	Since IPO*
Fortinet Rank	1st	1st	1st	1st
FTNT 	62%	126%	268%	1,027%
CHKP  <small>Check Point SOFTWARE TECHNOLOGIES LTD.</small>	-1%	26%	59%	209%
PANW  <small>paloalto NETWORKS</small>	30%	7%	228%	348%

*FTNT IPO on 11/18/09 at \$6.25 (split adjusted); PANW IPO on 7/20/12 at \$42. CHKP performance from FTNT IPO date. Performance thru 12.31.18.

Creating The Cybersecurity Workforce Of The Future

Fortinet vs Competition

FORTINET NETWORK SECURITY EXPERT INSTITUTE

WORLD
ECONOMIC
FORUM



Here's How We Can
Tackle The Growing
Cybersecurity Skills Gap

Ken Xie
Founder, CEO, Fortinet

NSE TRAINING 1-8



Open-Source Platform



Almost **200,000**
Certifications



More than **2,850** active
learners per day

FAST TRACK TRAINING



8,000+
Trainings

NETWORK SECURITY ACADEMIES



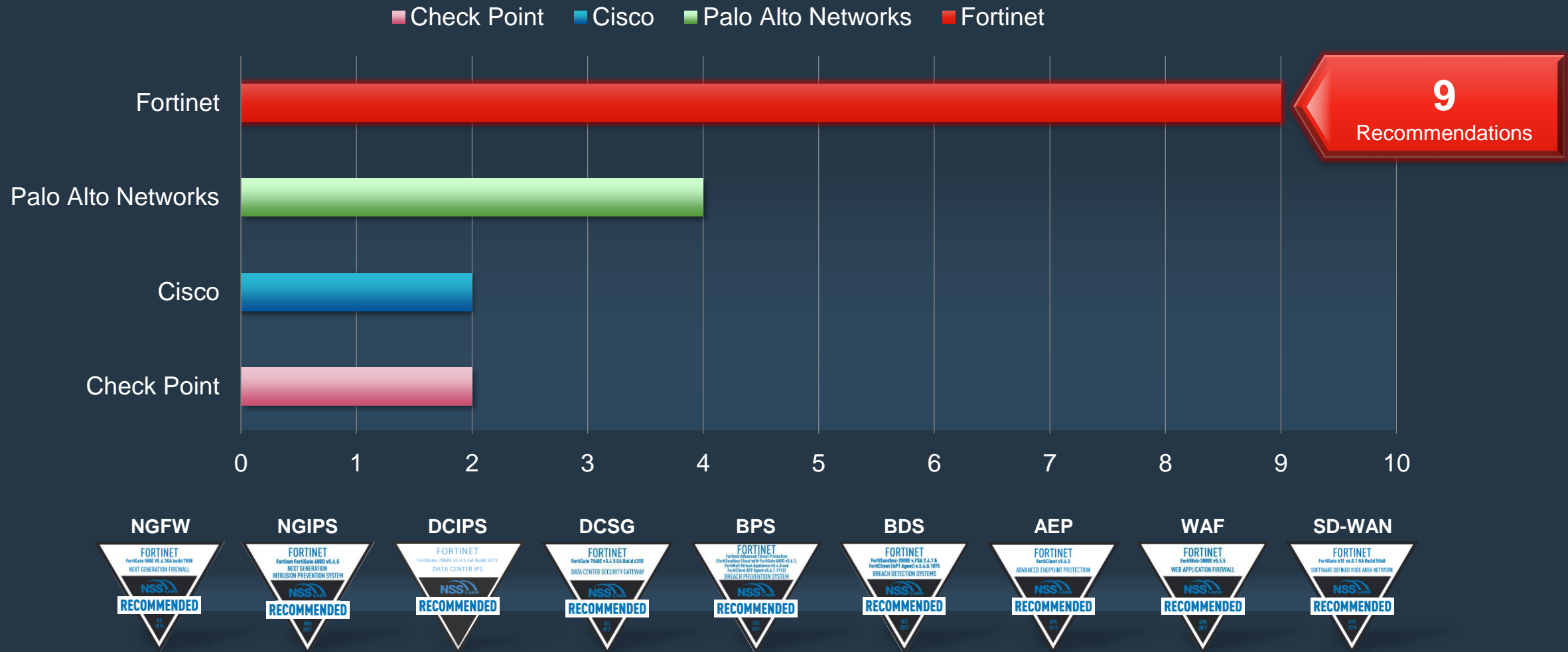
141
Academies



57
Countries

Most Validated By The Industry

Fortinet vs Competition



FortiOS 6.2 has 300+ New Features

Security Fabric Evolution Continues



**Fabric
Expansion**



**WAN
Edge**



Multi-Cloud



**Fabric
Connectors**



Fortinet Security Fabric Builds From The Core Network

Fortinet Vs Competition

BROAD

Visibility of the entire digital attack surface

INTEGRATED

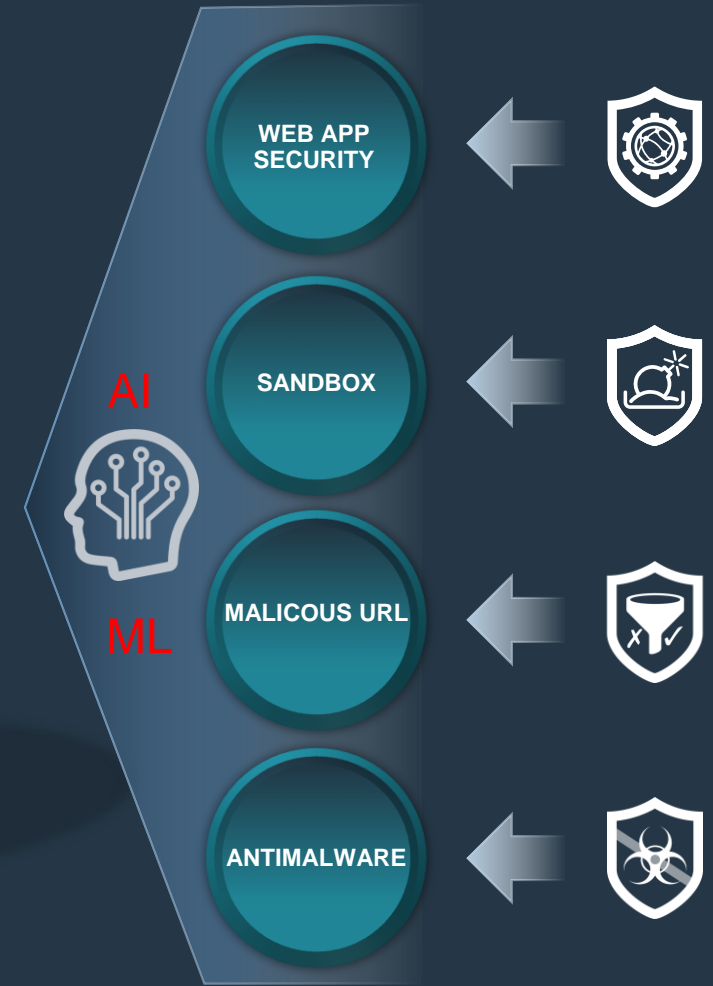
Protection and Detection of Advanced Threats

AUTOMATED

Operations, Orchestration and Response

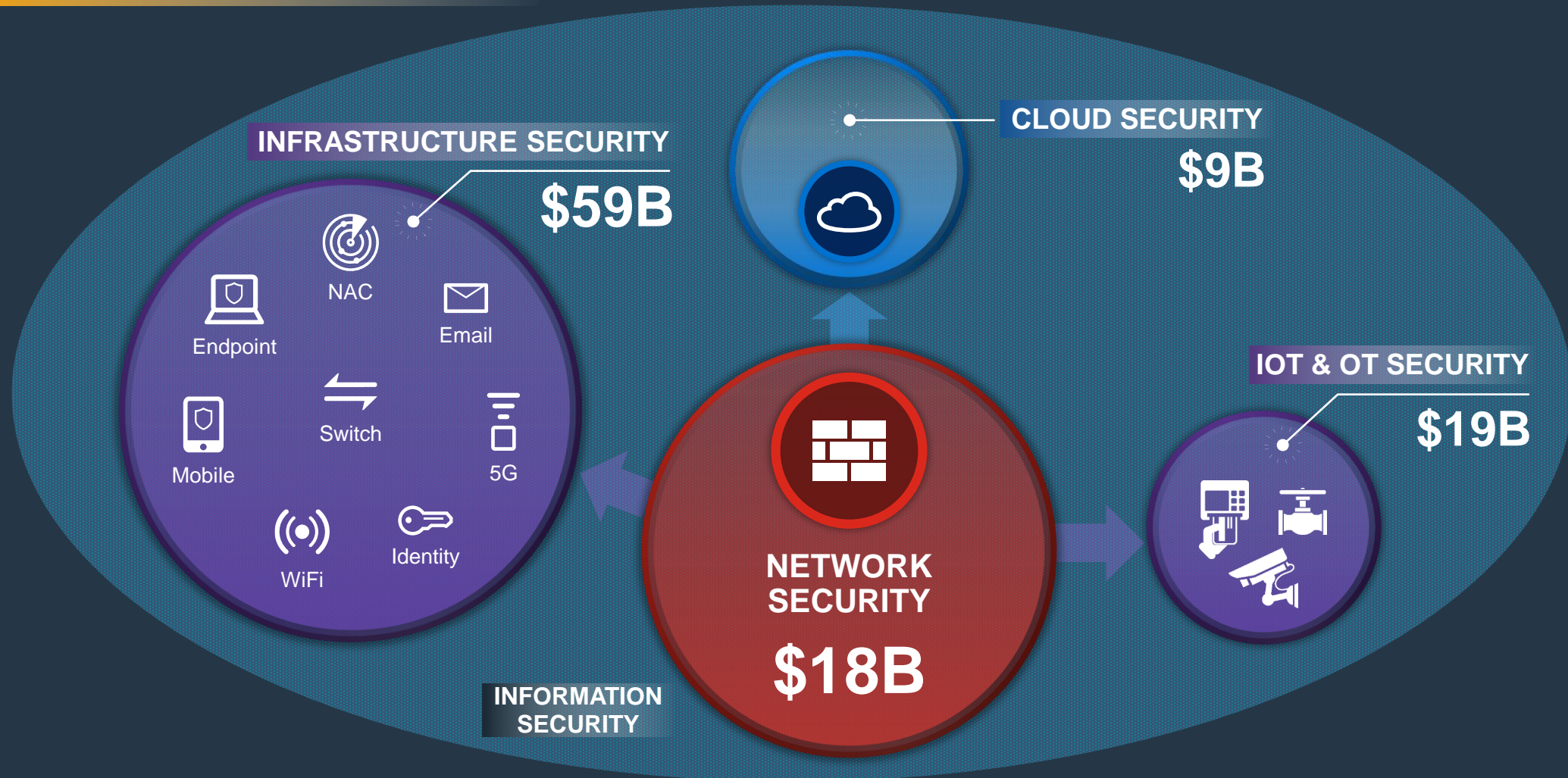


POWERED BY AI



Fortinet Is Positioned For A Bigger Total Addressable Market

Fortinet Vs Competition



Three Key Takeaways

Network v Security



Security Driven
Networking Is Accelerating
the 3rd Generation of
CyberSecurity

Cloud v Edge



The Edge Is Eating
The Cloud
Need To Protect
Both

Fortinet v Competition



We Are Leading In
Technology Innovation

FORTINET®