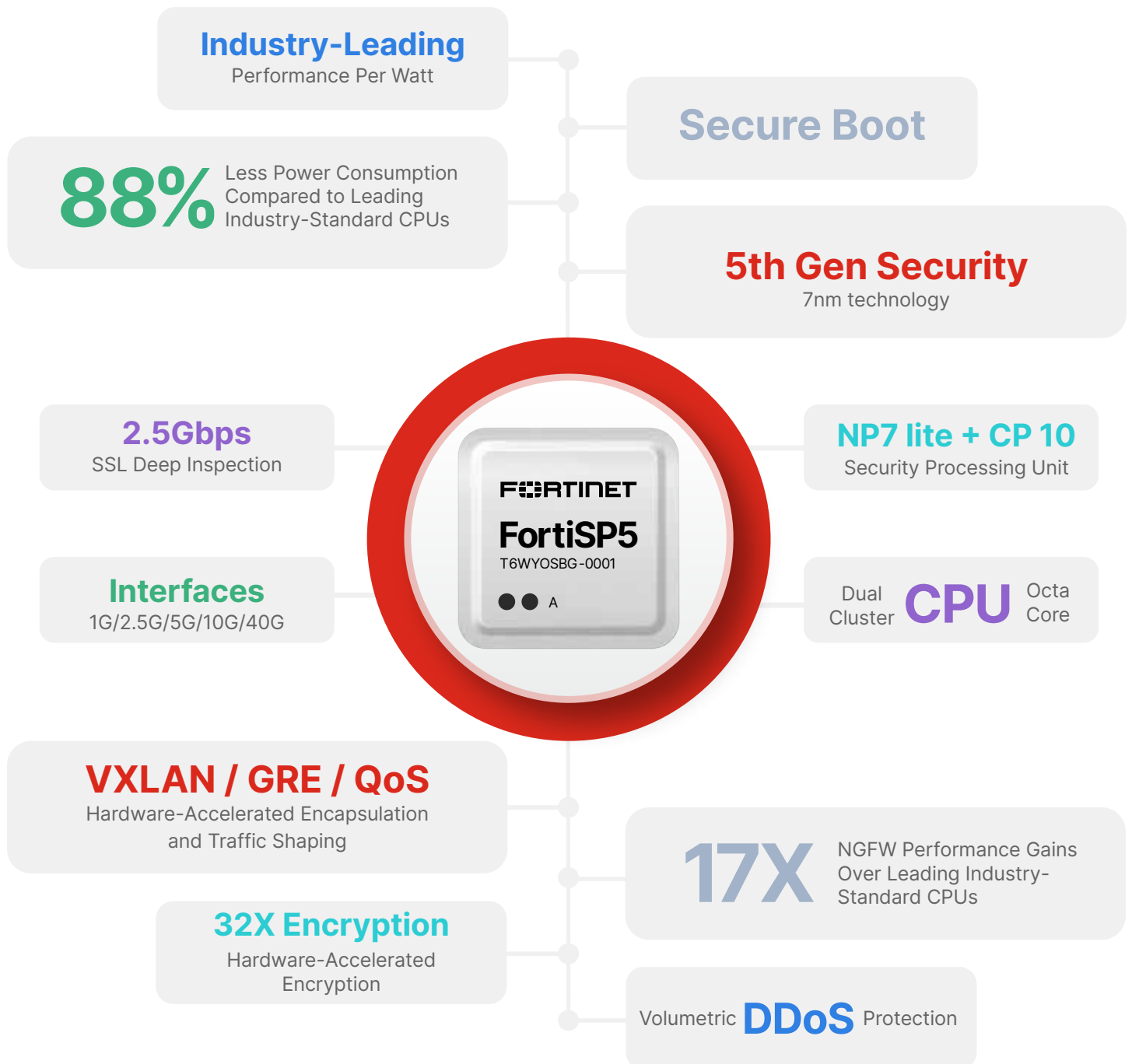


# FortiSP5: Securing the Distributed Network Edge



## FY 2022 Results

Revenue \$4.417B      Billings \$5.594B

## Q4 2022 Results

Revenue \$1.283B      Billings \$1.719B  
 Op. Margin (GAAP) 27.9%      EPS (GAAP) \$0.40/share  
 Cash + Investments \$2.257B      Market Cap \$38.2B  
 (As of Dec. 31, 2022)

## Customers

635,000+

## Cumulative Units Shipped

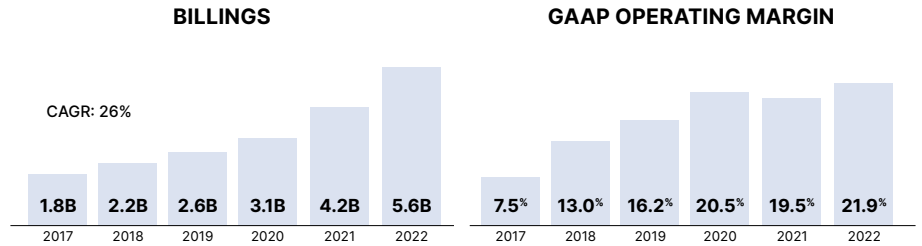
10+ Million

## Headcount by Region

	U.S.	3,755
AMERICAS	CANADA	2,340
	REST OF AMERICAS	913
	FRANCE	493
EMEA	U.K.	422
	REST OF EMEA	2,180
	INDIA	646
APAC	JAPAN	546
	REST OF APAC	1,300
TOTAL		12,595

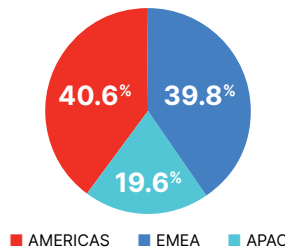
ALL INFORMATION AS OF DECEMBER 31, 2022

## Strong Growth in Annual Billings and Profitability

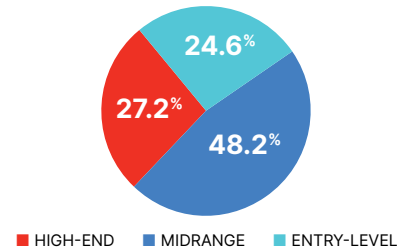


## Highly Diversified Across Regions and Segments

Q4 2022 REVENUE BY REGION

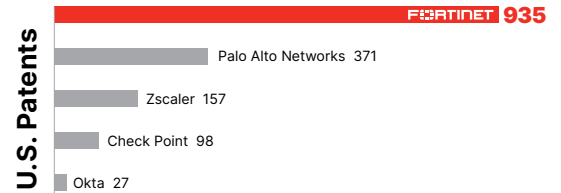


Q4 2022 BILLINGS BY SEGMENT



## Technological Leadership

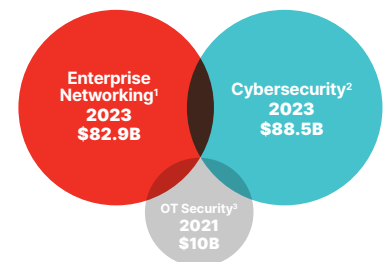
Nearly 3X more patents than comparable network security companies



Source: U.S. Patent Office, as of December 31, 2022

## A Large and Growing Total Available Market

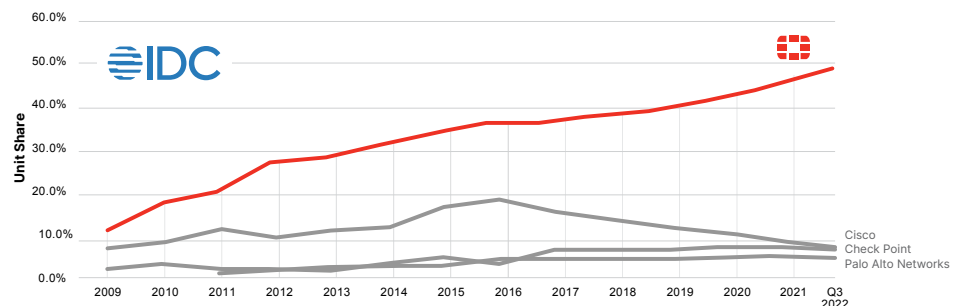
Total addressable market of \$180B growing to \$249B by 2026



Source: Fortinet estimates based on recent analyst research. 2026 opportunity shown.

## The Most Deployed Network Security Solution

~50% of All Next-Gen Firewall Shipments



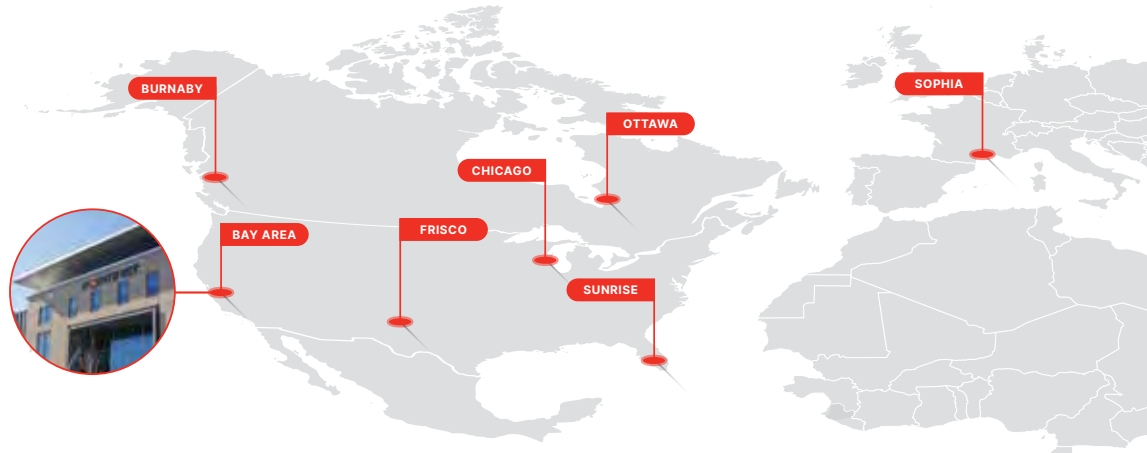
Source: IDC Worldwide Security Appliance Tracker, December 2022 (based on unit shipments of UTM appliances)

# Fortinet: Making Possible a Digital World You Can Always Trust

For over 20 years, Fortinet has been a driving force in the evolution of cybersecurity and networking and security convergence. Our network security solutions are the most deployed, most patented, and among the most validated in the industry. Our broad, complementary portfolio of cybersecurity solutions is built from the ground up with integration and automation in mind, enabling more efficient, self-healing operations and a rapid response to known and unknown threats.

## Investing in Global Scale

- With over 2M square feet of real estate owned, we are investing in long-term economic growth.
- Commitment to carbon neutral by 2030.
- New state-of-the-art LEED-Gold Certified 172,000 sqft HQ building.



## Mission: to secure people, devices, and data everywhere

**Founded:** October 2000

**Headquarters:** Sunnyvale, CA

**Fortinet IPO (FTNT):** November 2009

**Member of:** Dow Jones Sustainability Index

**NASDAQ 100 and S&P 500:** Only cybersecurity company in both

Investing  
in the future

**\$10B**

billings by  
2025

## Corporate Social Responsibility

Learn more at [fortinet.com/CSR](https://fortinet.com/CSR)

A digital world you can always trust is essential to achieving just and sustainable societies. At Fortinet, we believe it is our corporate social responsibility to deliver on that vision by innovating sustainable security technologies, diversifying cybersecurity talent, and promoting responsible business across our value chain.



**Innovative for a Safe Internet**



**Growing an Inclusive Cybersecurity Workforce**



**Respecting the Environment**



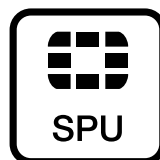
**Promoting Responsible Business**

## Key Fortinet Advantages



### Security Fabric

Organically developed, highly integrated and automated cybersecurity platform



### Security Processors

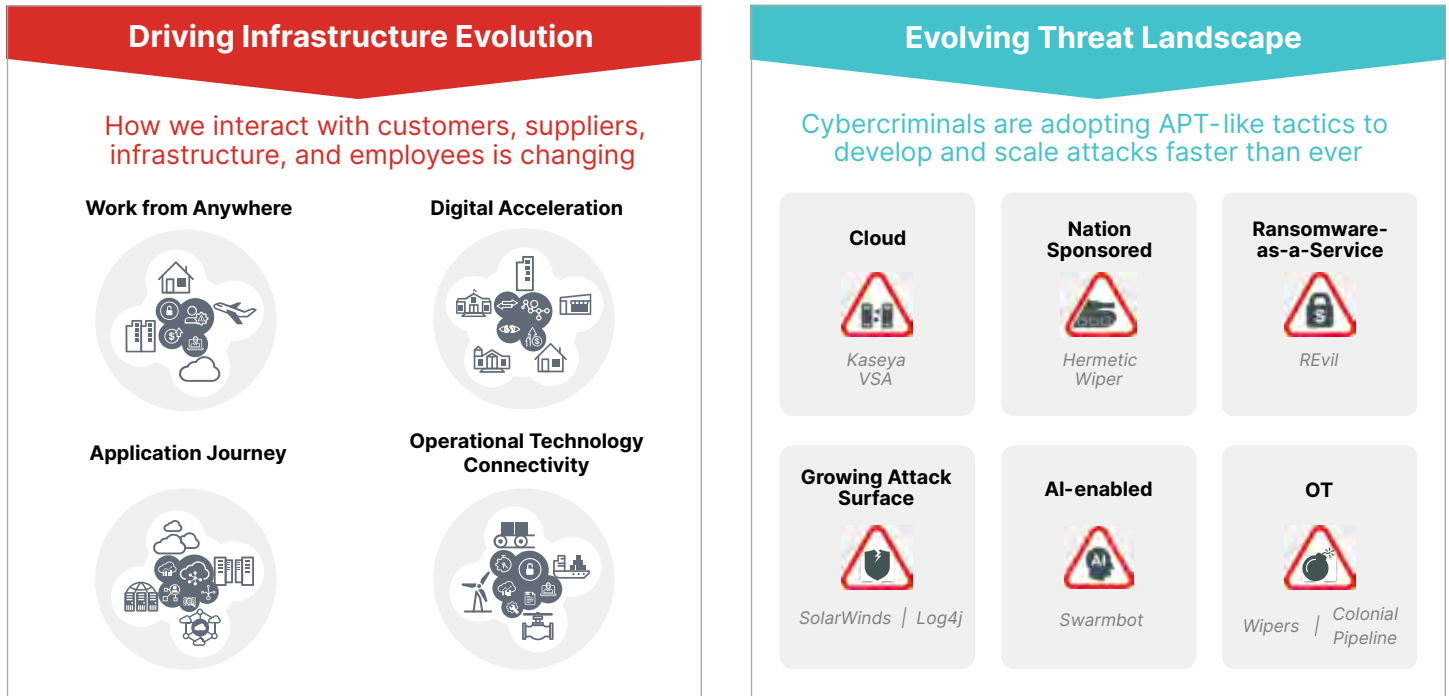
Superior NGFW and SD-WAN performance and efficiency

		<b>Value &amp; Performance</b>
<5		Integration
<50		Prevention
100s+		Detection
# of companies		

The only company to excel at all key stages of network security

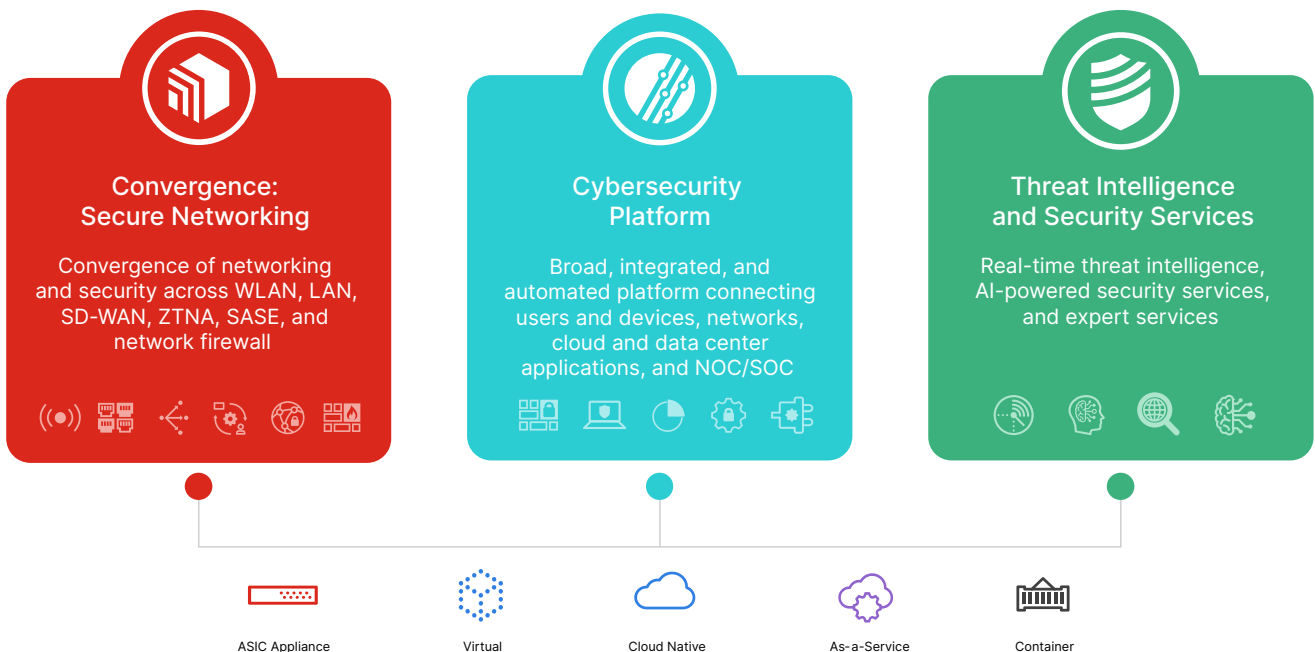
# Expanding Attack Surface Increases Cyber Risk

Today, CIO and CISO teams are being asked to achieve the near-impossible as the infrastructure evolution continues. They are saddled with business-critical initiatives, such as securing and connecting work from anywhere, enabling digital acceleration, managing applications moving to the edge or cloud, and securing OT environments converging with IT. Meanwhile, the threat landscape continues to evolve as cyber risks escalate. As cybercriminals adopt advanced persistent threat methods, they are finding ways to weaponize new technologies at scale to enable more disruption and destruction. At the same time, they are spending more time on reconnaissance to attempt to evade detection, intelligence, and controls.



# Consolidation Reduces Complexity and Accelerates Outcomes

By consolidating vendors and point products—across both security and networking—organizations can reduce complexity to close security gaps, improve operational efficiency, optimize user experience, and accelerate outcomes.



# The Fortinet Security Fabric

The Fortinet Security Fabric is at the heart of the Fortinet security strategy. It is a platform organically built around a common operating system and management framework to enable broad visibility, seamless integration and interoperability between critical security elements, and granular control and automation.

## Broad

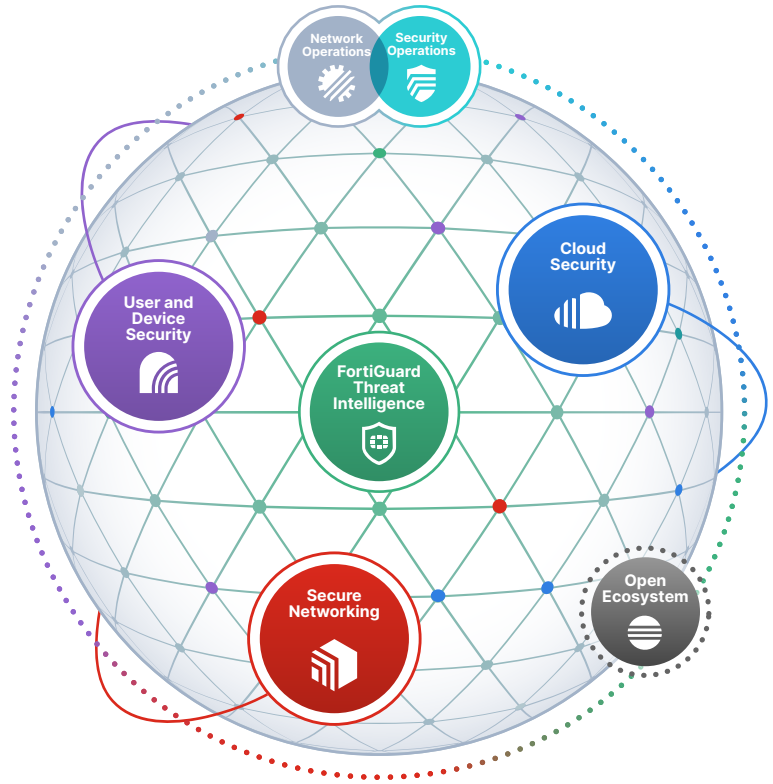
Visibility and protection of the entire digital attack surface to better manage risk.

## Integrated

Solution that reduces management complexity and shares threat intelligence.

## Automated

Self-healing networks with AI-driven security for fast and efficient operations.



Learn more at [fortinet.com/securityfabric](https://fortinet.com/securityfabric)

# Broad Portfolio of Solutions to Protect Your Digital Attack Surface



## User & Device Security

- Universal ZTNA
- SASE
- CASB
- Identity Authentication
- Network Access Control
- Endpoint (EPP/EDR)



## Secure Networking

- Next-Generation Firewall
- Secure SD-WAN
- Ethernet
- Wireless
- 5G/LTE WAN Gateway
- And more



## Cloud Security

- Cloud-Native Protection
- DevSecOps
- Cloud Firewall
- SD-WAN for Multi-Cloud
- WAF
- Email Security
- ADC/GSLB
- Anti-DDOS



## Network Operations

- Centralized Management
- Cloud-Based Management
- AIOps for Networking
- Digital Experience Monitoring (DEM)



## Security Operations

- EDR/XDR
- SIEM/SOAR/XDR
- NDR
- Deception
- DRPS/EASM
- Managed SOC & MDR
- Incident Response
- SOC Readiness Training



## Open Ecosystem

- Fabric Connectors
- Fabric API
- Fabric DevOps
- Extended Ecosystem
- 500+ Open Ecosystem Integrations



# FortiGuard Labs: Industry-Leading Threat Intelligence



Founded in 2002, FortiGuard Labs is Fortinet's elite cybersecurity threat intelligence and research organization. Partnering with law enforcement agencies, government organizations, and security vendor alliances worldwide to fight emerging global security risks, FortiGuard Labs maintains real-time threat intelligence and innovative prevention tactics and tools across the Fortinet Security Fabric in three key categories:



## Trusted ML and AI

Stop unknown threats faster with a powerful combination of actionable local learning and AI and ML models on large-scale, cloud-driven data lakes.



## Real-Time Threat Intelligence

Achieve a proactive security posture through continuous security updates based on in-house research and collaboration.



## Threat Hunting and Outbreak Alerts

Achieve faster remediation with alerts, analysis and detection, prevention and remediation tools, including outbreaks.

## Global Leadership and Collaboration



## FortiGuard AI-Powered Security

This rich set of industry-leading security capabilities has been unified into one security framework to deliver coordinated, context-aware policy for hybrid deployments across networks, endpoints, and clouds. These services continually assess risk and automatically adjust prevention to counter known and unknown threats in real time.

### Market-Leading Security-as-a-Service

ML-enabled security, deployed close to the protected assets powered by FortiGuard Labs

### Consistent Context-Aware Policy

Centralized detection and prevention delivered from the cloud built for hybrid environments

### Coordinated Real-Time Prevention

Continuously assess the risks and automatically respond and counter known and unknown threats

## FortiGuard Security Integration Across the Security Fabric

		FortiGate (HW/VM/SASE)	Proxy	FortiTrust	XDR	FortiWeb	FortiMail	FortiADC	SOC Platforms	FortiNDR
Content Security	Antivirus	✓	✓	✓	✓	✓	✓	✓		✓
	IL SBX	✓			✓	✓	✓	✓		
	Credential Stuffing	✓	✓			✓		✓		
Web Security	URL	✓	✓	✓	✓	✓	✓			✓
	DNS	✓	✓	✓	✓					
	IP-REP	✓				✓	✓			
Device Security	DVC PROT	✓								
	IPS	✓	✓	✓						✓
	BOT/C2	✓	✓	✓	✓		✓			
Application Security	WAF SIG					✓				
	ANN							✓		
	AntiSpam						✓			
SOC Security	MITRE ATT&CK				✓				✓	
	Threat Hunting				✓				✓	
	Auto IR				✓				✓	
	Outbreak							✓	✓	✓
	IoC				✓				✓	✓

More FortiGuard subscription services are available across our broad Security Fabric portfolio of solutions

Learn more at [fortinet.com/fortiguard](https://fortinet.com/fortiguard)

# FortiOS: The Foundation of Security

Learn more at [fortinet.com/fortios](https://fortinet.com/fortios)



FortiOS is the foundation of the Fortinet Security Fabric, converging and consolidating many security and networking technologies and use cases into a simplified, single policy and management framework.

## What's New in FortiOS



### FortiGate SD-WAN

Automated overlay orchestration and large-scale zero-touch provisioning



### FortiGate Firewall

FortiGate is the first next-generation firewall to support HTTP/3.0



### SD-Branch

Automation, simplified deployment and orchestration for global-scale management



### LAN Edge

Zero-touch provisioning, campus, and large-scale SD-Branch



### ZTNA

Unified policy configuration in a single GUI



### FortiToken / FortiToken Cloud

Fido-based passwordless authentication



### SASE

Automated provisioning of ZTNA agents & apps from FortiSASE



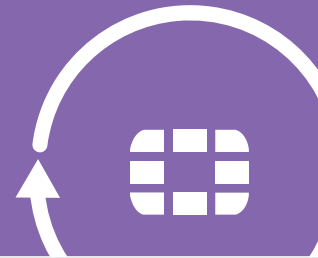
### Identity

Cloud-based authentication services

## FortiTrust: Redefining the Future of Security Services

FortiTrust provides user-based licensing across all networks, endpoints, and clouds

- **Access:** Add ZTNA to your FortiGate-based network.
- **Identity:** Cloud-based subscription across enterprise hybrid environments.



## FortiCare: Expertise at Your Service

Learn more at [fortinet.com/support](https://fortinet.com/support)



FortiCare Services helps thousands of organizations every year to get the most out of their Fortinet Security Fabric solutions. We have over 1,400 experts providing accelerated implementation, reliable assistance, and proactive care through advanced support and professional services to maximize your security and performance.

**1400+**  
EXPERTS



**24x7**  
TECHNICAL  
SUPPORT



**23**  
GLOBAL SUPPORT  
CENTERS



Adopting new technologies is not a project with a start and a finish. Instead, it is a journey from design and implementation to optimization, operations, and ongoing management of the solution. Fortinet has you covered every step of the way, freeing up your resources to focus on your business needs.



### Design

#### Business Alignment

- High-level design
- Low-level design
- Product-agnostic workshops



### Deploy

#### Accelerated Implementation

- Migration
- Configuration
- Implementation
- Validation
- Knowledge Transfer



### Operate

#### Reliable Assistance

- 24x7 support
- Premium hardware replacement
- Technical account management
- Proactive incident avoidance
- Dedicated resources



### Optimize

#### Performance Excellence

- Healthchecks
- Software upgrade recommendation
- Incident readiness
- Penetration testing



### Evolve

#### Personalized Care

- Product upgrade assistance
- Transformation readiness
- Migration & replacement
- Software upgrade



# Accelerate the Convergence of Networking and Security Across Every Network Edge

Introducing the FortiSP5, the latest breakthrough in ASIC technology from Fortinet to propel major leaps forward in securing distributed network edges. Building on over 20 years of ASIC investment and innovation from Fortinet, FortiSP5 delivers significant secure computing power advantages over traditional CPU and network ASICs, lower cost and power consumption, and the ability to enable new, secure infrastructure across branch, campus, 5G, edge compute, operational technologies, and more.

**5th Gen Security Processing Unit**  
7nm technology

**Secure Boot**

**Industry-Leading**  
Performance Per Watt

**88%**  
Less Power Consumption  
Compared to Leading  
Industry-Standard CPUs

**2.5Gbps**  
SSL Deep Inspection

Dual Cluster  
**CPU**  
Octa Core

**32X Encryption**  
Hardware-Accelerated  
Encryption


**Interfaces**  
1G/2.5G/5G/10G/40G

**NP7 lite + CP 10**  
Security Processing Unit

**VXLAN / GRE / QoS**  
Hardware-Accelerated  
Encapsulation and Traffic Shaping

Volumetric  
**DDoS**  
Protection

**17X** NGFW Performance Gains  
Over Leading Industry-  
Standard CPUs



**FORTINET**  
**FortiSP5**  
T6WYOSBG-0001

## Forrester Total Economic Impact™ of Fortinet Secure SD-WAN





FORRESTER®

**300%**  
ROI

**8 Months**  
Payback

**65%**  
Reduction in the number  
of network disruptions

**50%**  
Increase in productivity  
of security and network  
teams

	 <b>RETAIL</b>	 <b>MANUFACTURING</b>	 <b>FINANCIAL SERVICES</b>	 <b>HEALTHCARE</b>
<b>LOCATION</b>	Asia HQ, global	North America HQ, global	Europe	North America
<b>REVENUE</b>	\$13 billion	\$17 billion	\$18 billion	\$1.7 billion
<b>EMPLOYEES</b>	16,000	133,000	86,000	3,500
<b>SITES</b>	<b>8,500</b>	<b>1,000</b>	<b>2,500</b>	<b>750</b>



# Training and Certifications

## Fortinet NSE Certification Program

The Fortinet Network Security Expert (NSE) Certification Program is an 8-level training and assessment program designed for customers, partners, and employees to help close the cybersecurity skills gap. With over 1 million security certifications to date, Fortinet delivers expert-level training in local languages in 148 countries and territories worldwide through our ecosystem of Authorized Training Centers, academic partners, and a variety of online options (many of them free of charge).

## Fortinet Training & Education Partner Programs

The Fortinet Training Institute's ecosystem of public and private partnerships helps Fortinet address the skills gap by increasing the access and reach of our cybersecurity certifications and training. The Academic Partner program works with academic institutions including K-12 and higher education in 97 countries and territories. The Education Outreach program partners with industry, academia, government, and nonprofits to reach a broad population, while also focusing on recruiting women, minorities, veterans, and other underrepresented groups.



**1,000,000+**  
CERTIFICATIONS



**526**  
ACADEMY  
PARTNERS



**34**  
EDUCATION OUTREACH  
PARTNERS



### Information Security Awareness

Learn about today's cyberthreats and how you can secure your information.



### Analyst

Develop a detailed understanding of how to implement network security management and analytics.



### Security Associate

Learn about security solutions that have been created to address security problems faced by organizations.



### Specialist

Develop an understanding of the Security Fabric products that augment FortiGate, providing deeper and more comprehensive network security.



### Security Associate

Learn about the key Fortinet products and the cybersecurity problems they address.



### Architect

Develop the knowledge required to integrate Fortinet products into network security solution deployment and administration.



### Professional

Develop the knowledge required to manage the day-to-day configuration, monitoring, and operation of FortiGate devices to support corporate network security policies.



### Expert

Demonstrate the ability to design, configure, install, and troubleshoot a comprehensive network security solution in a live environment.

Learn more at [fortinet.com/nse-training](https://fortinet.com/nse-training)

Figures as of December 31, 2022

## New Fortinet Security Awareness and Training Service

The Security Awareness and Training service offers every organization the ability to further protect their critical digital assets from cyber threats by building employee cybersecurity awareness and creating a cyber-aware culture.

## Free Cybersecurity Awareness and Training for All U.S. School Districts

As part of the 2022 White House National Workforce and Education Summit, Fortinet is offering its Security Awareness and Training service, with customized content for the education sector, to all 8 million staff and faculty in U.S. school districts and systems. This offering is part of Fortinet's mission to help close the cybersecurity skills gap.

## Our Pledge to Train 1 Million People by 2026

Fortinet has pledged to train 1 million people globally over five years through its Training Advancement Agenda (TAA) and Fortinet Training Institute programs to help close the cybersecurity skills gap. January 2022 marked the start of this five-year pledge that will use Fortinet's award-winning certification program content as the basis for meeting this goal. The Fortinet Training Institute has been recognized by various organizations for our contribution to excellence in cybersecurity training and certification as well as our many programs that help close the cybersecurity skills gap.



# Our Global Partner Commitment

Fortinet is a channel-centric company that has created a large, global network of trusted advisors that customers can rely on to secure their digital acceleration and strategically drive their business growth.

**ENGAGE** **60,000+**  
**FORTINET PARTNER PROGRAM ACTIVE PARTNERS**

The Engage Partner Program is designed to help partners build a valuable, highly differentiated security practice that leverages the industry's best solutions to drive customer success. Fortinet's global partner program is driven by three basic concepts:

## Growth Through Technology Differentiation

Fortinet's breadth of products is tightly integrated into one highly automated, high-performing platform that spans endpoints, networks, and clouds, and includes tools to easily connect with adjacent technologies.

## Business Success with Proven Credibility

Fortinet's superior technology innovation and industry-leading threat intelligence, alongside our customer ratings and independent analyst reports leadership validate and differentiate our partners' offerings.

## Long-Term, Sustained Growth

The Engage Partner Program offers sustained sales, marketing, and executive support so you can grow productive, predictable, and successful relationships. With drivers of growth built into the program, like our Specializations, we provide paths to expertise for solutions that are driving demand in the market, ensuring you are positioned for success.

SPECIALIZATION SD-WAN	SPECIALIZATION Zero Trust Access	SPECIALIZATION Security Operations
SPECIALIZATION Data Center	SPECIALIZATION Operational Technology	SPECIALIZATION Cloud Security
SPECIALIZATION LAN Edge and SD-Branch		

# Analyst Recognition

# 33

## Enterprise Analyst Reports Validate Fortinet Across Networking and Security

Fortinet is one of the most validated enterprise cybersecurity companies in the world. We continually rank in leadership positions across dozens of analyst reports, highlighting the broad application of the Fortinet Security Fabric.

Gartner MAGIC QUADRANTS 9	Gartner MARKET GUIDES 9	Gartner #1 IN CRITICAL CAPABILITIES 6	Gartner PEER INSIGHTS CUSTOMERS' CHOICE 4
FORRESTER WAVES 5	FORRESTER NOWTECHS 6	FROST & SULLIVAN RADARS 6	IDG MARKETSCAPE LEADER & MAJOR PLAYER 4
WESTLANDS ADVISORY PLATFORM NAVIGATOR 1	kuppingercoate LEADERSHIP COMPASS 5	GIGAOM GIGAOM RADAR 6	



Fortinet is recognized as a Leader in two Gartner® Magic Quadrant™ Reports:



**Network Firewalls**



**SD-WAN Infrastructure**

Fortinet is also recognized in four additional Gartner Magic Quadrant Reports, including a wide range of technologies:



**Wired and WLAN**



**Web Application and API Protection**



**SIEM**



**Endpoint Protection Platforms**

And Fortinet is an Honorable Mention in three additional Gartner 2020/2022 Magic Quadrant Reports:



**Secure Web Gateway**



**Indoor Location Services**



**Access Management**

Learn more at [fortinet.com/solutions/gartner-magic-quadrants](https://fortinet.com/solutions/gartner-magic-quadrants)

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## Third-Party Testing and Certifications

Fortinet submits its products for impartial, third-party performance and effectiveness testing with the most prominent organizations in the industry, with consistent positive results.



- Antiphishing Approved



100% Protection, two years in a row

- All Test Cases
- All Signature-Independent
- Top Analytical Detection



- Only vendor with all three VB100, VBSpam, and VBWeb certifications
- Highest "VBSpam+" rating



- Web Application Firewall security efficacy testing
- Near perfect score at 96%

## 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:**



**Network Firewalls**



**Wired and Wireless LAN Access Infrastructure**



**Email Security**



**WAN Edge Infrastructure**

See our Gartner Peer Insights reviews and distinctions at [www.gartner.com/reviews](https://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

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# Fortinet secures over half a million enterprises, service providers, and government organizations around the world.



Global leader in imaging, output technology solutions and managed print services.

**HQ: United States**



Serves more than 500,000 customers around the globe, all seeking answers from the building blocks of life – DNA, RNA and proteins.

**HQ: Germany**



Leading global provider of equipment and services solutions for packaging products in PET, can, glass and other materials.

**HQ: Italy**



One of the world's largest producers of high-quality fresh fruits and vegetables.

**HQ: United States**



Largest top Brazilian supermarket chain, serving over 2 million customers a month.

**HQ: Brazil**



For more than 50 years, Maratá has been one of the largest food manufacturers in Brazil.

**HQ: Brazil**



Largest Latin American network of fitness centers, with over 1,000 branches and over 3 million customers in 13 different countries.

**HQ: Brazil**



Orange is one of the world's leading telecommunications operators and global provider of IT and telecommunications services.

**HQ: France**



**UNIVERSITY OF BIRMINGHAM**

One of the U.K.'s largest universities, the University of Birmingham is over 100 years old with over 30,000 students across the world.

**HQ: United Kingdom**

Visit [fortinet.com/customers](https://fortinet.com/customers) to see how many of our customers benefit from Fortinet solutions and the Fortinet Security Fabric.

