Your Journey to Secure Networking Begins Here

#1 Most Trusted U.S.-Based Cybersecurity Company

FortiOS

SASE

SD-WAN

LAN

NGFW

FORTINET

FY 2024 Results

Revenue	Billings
$5.956B	$6.533B

Q4 2024 Results

Revenue	Billings
$1.660B	$2.003B

Op. Margin (GAAP)	EPS (GAAP)
34.6%	$0.68/share

Cash + Investments	Market Cap
$4.067B	$82.52B AS OF FEB 07, 2025

Lifetime Customers
830,000+

Cumulative Units Shipped
13.7+ Million

Headcount by Region

AMERICAS	U.S.	**4,015**
	CANADA	**2,676**
	REST OF AMERICAS	**974**
EMEA	FRANCE	**525**
	U.K.	**533**
	REST OF EMEA	**2,690**
APAC	INDIA	**721**
	JAPAN	**620**
	REST OF APAC	**1,384**
TOTAL		**14,138**

ALL INFORMATION AS OF DEC 31, 2024

Fortify Your Cybersecurity

- **Founded:** October 2000
- **Headquarters:** Sunnyvale, CA
- **Fortinet IPO (FTNT):** November 2009
- **Member of:** Dow Jones Sustainability Index
- **NASDAQ 100 and S&P 500**

FORTIFY YOUR NETWORKS

CONVERGENCE
Converge networking to secure networking to manage content, application, user, device, data, and location.

FORTIOS | FORTIASIC
Simplify and automate security management with FortiOS, integrating 30+ security and networking functions, leveraging FortiASIC to improve performance, lower cost, and reduce energy consumption.

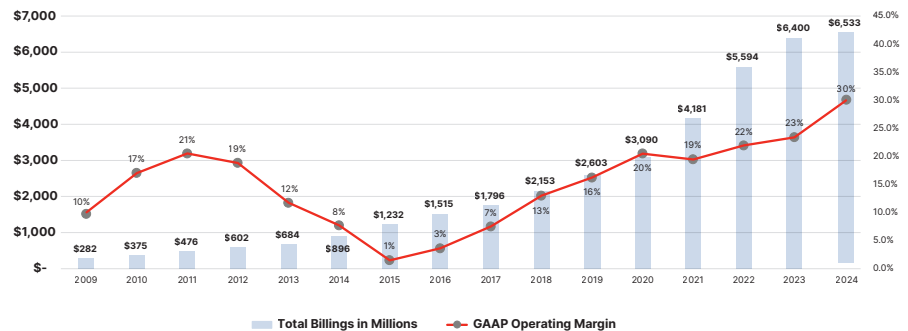| Firewall	OT, IoT, Edge Security	Segmentation, ZTNA	Unified SASE	AI-Driven SecOps
Secure Networking			Unified SASE	Security Ops

Our forward-thinking approach drives innovation, fosters strong relationships, and secures long-term success. This prepares us for sustained market leadership and continued customer trust.

## Global Leader in Product Growth with Strong Growth in Annual Billings and Profitability

GAAP profitable every year since IPO

Legend: Total Billings in Millions — GAAP Operating Margin

Chart data:
- 2009: $282, 10%
- 2010: $375, 17%
- 2011: $476, 21%
- 2012: $602, 19%
- 2013: $684, 12%
- 2014: $896, 8%
- 2015: $1,232, 1%
- 2016: $1,515, 3%
- 2017: $1,796, 7%
- 2018: $2,153, 13%
- 2019: $2,603, 16%
- 2020: $3,090, 20%
- 2021: $4,181, 19%
- 2022: $5,594, 22%
- 2023: $6,400, 23%
- 2024: $6,533, 30%

2009-2024 CAGR: 23%

Highly Diversified Across Regions and Segments

Q4 2024 REVENUE BY REGION
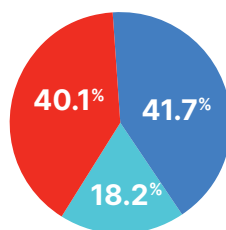
- AMERICAS 40.1%
- EMEA 41.7%
- APAC 18.2%

Q4 2024 BILLINGS BY SEGMENT

- HIGH-END 27.0%
- MIDRANGE 47.9%
- ENTRY-LEVEL 25.1%
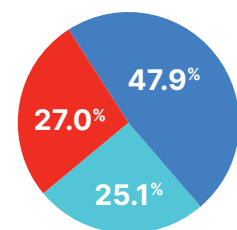
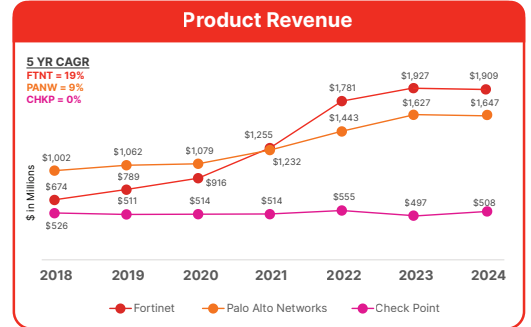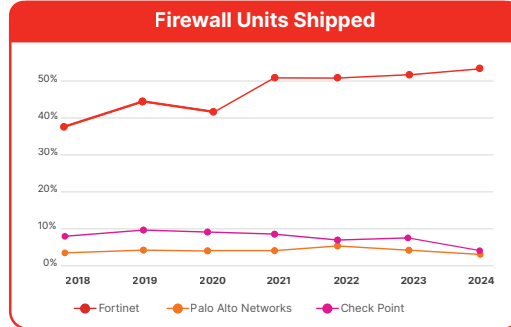# #1 Most Trusted Security Company in the World

#1 in Enterprise

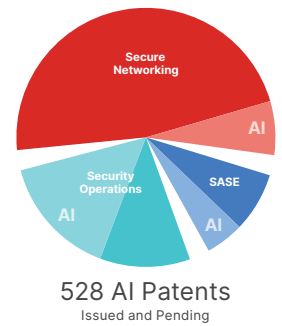80% of Fortune 100 and 72% of Global 2000 depend on Fortinet to stay secure.

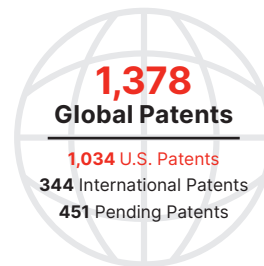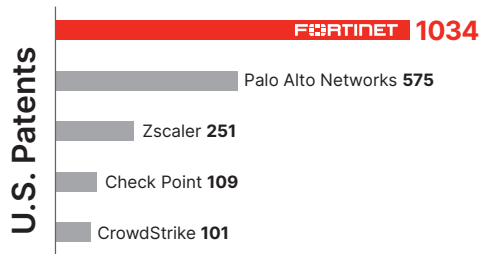| TOP 10/10 Business Services | TOP 10/10 Financial Services | TOP 8/10 Healthcare & Life Sciences | TOP 10/10 Manufacturing | TOP 10/10 Retail & Wholesale | TOP 10/10 Technology | TOP 10/10 Telcos & Carriers |

#1 in Network Security

"Fortinet is the #1 vendor for firewall shipments globally with more than 50% share."
–650 Group

Firewall Units Shipped

Legend: Fortinet, Palo Alto Networks, Check Point
Years: 2018, 2019, 2020, 2021, 2022, 2023, 2024

Product Revenue

5 YR CAGR
FTNT = 19%
PANW = 9%
CHKP = 0%

$ in Millions

Fortinet: $1,002, $1,062, $1,079, $1,255, $1,443, $1,781, $1,927, $1,909
Palo Alto Networks: $674, $789, $916, $1,232, ... $1,627, $1,647
Check Point: $526, $511, $514, $514, $555, $497, $508

Legend: Fortinet, Palo Alto Networks, Check Point
Years: 2018, 2019, 2020, 2021, 2022, 2023, 2024

#1 in Innovation

2x more patents than comparable cybersecurity companies.

U.S. Patents

- FORTINET **1034**
- Palo Alto Networks **575**
- Zscaler **251**
- Check Point **109**
- CrowdStrike **101**

Source: U.S. Patent Office, as of Dec 31, 2024

1,378 Global Patents
1,034 U.S. Patents
344 International Patents
451 Pending Patents

Pie chart segments: Secure Networking, AI, SASE, AI, AI, Security Operations

528 AI Patents
Issued and Pending

#1 Most Trusted U.S.-Based Cybersecurity Company

Forbes MOST TRUSTED COMPANIES IN AMERICA 2025

Fortinet is the only cybersecurity company in the Top 50, ranked #7 in the Forbes Most Trusted Companies 2025 list.

#1 in Product Energy-Efficiency

Product environmental impacts are central to our sustainability approach.

Third Consecutive Year

Member of the Dow Jones Best-in-Class World and North America indices

Pledge to Reach Net Zero

By 2030 across scopes 1 and 2 emissions from Fortinet's owned facilities worldwide.
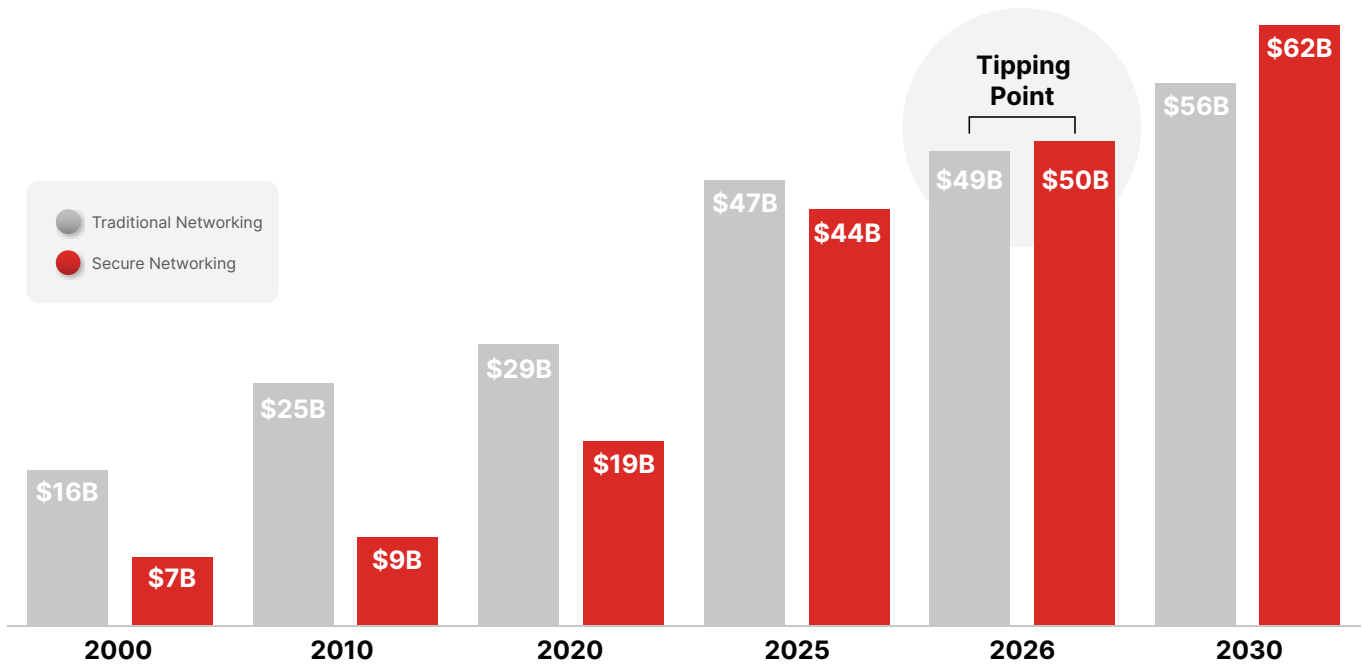
Lead in Energy-Efficiency

88% less power consumption over industry-standard CPU

62% average reduction on product energy consumption[1]

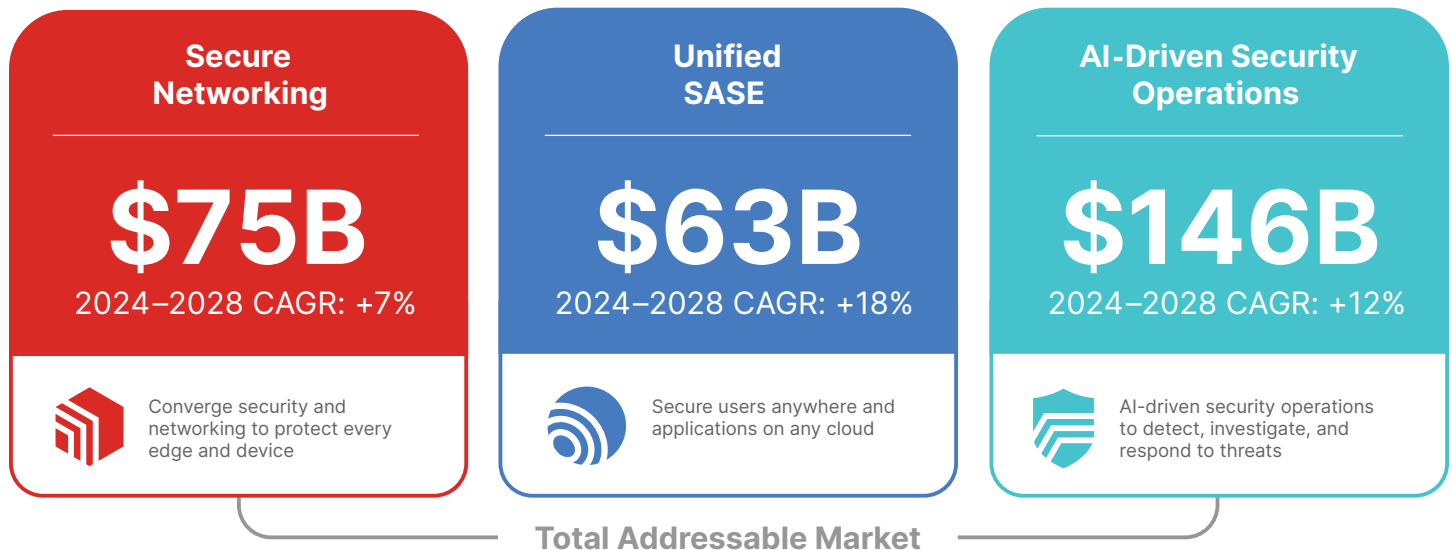[1] Based on new models of 2022 FortiGate F series (compared to equivalent models from previous generation).

Beyond Trust: How Secure Networking Is Reshaping Connectivity

Traditional networks trust too much and secure too little, leaving critical gaps in protection. Secure networking flips the model, enforcing zero trust by securing every connection based on applications, content, users, devices, and locations. The shift is inevitable: By 2026, secure networking is expected to outpace traditional networking, redefining how organizations protect their digital assets.

Legend:
- Traditional Networking
- Secure Networking

Year	Traditional Networking	Secure Networking
2000	$16B	$7B
2010	$25B	$9B
2020	$29B	$19B
2025	$47B	$44B
2026	$49B	$50B (Tipping Point)
2030	$56B	$62B

Converged Security and Networking: Broad, Integrated, Automated Protection
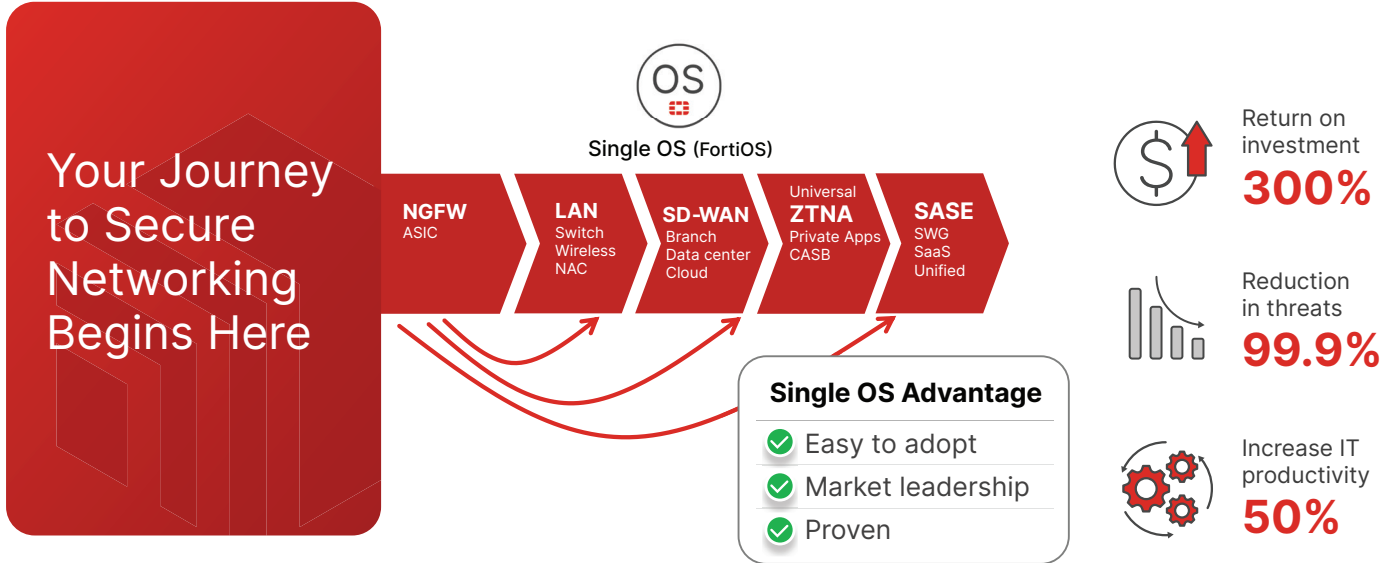
The Fortinet Security Fabric seamlessly integrates networking and security, enabling deep automation and real-time protection across devices, data, and applications. This unified approach enhances security while streamlining operations. Together, Secure Networking, Unified SASE, and AI-Driven Security Operations provide broad, automated, and integrated protection, delivering a powerful advantage in today's evolving threat landscape.

Secure Networking
$75B
2024–2028 CAGR: +7%

Converge security and networking to protect every edge and device

Unified SASE
$63B
2024–2028 CAGR: +18%

Secure users anywhere and applications on any cloud

AI-Driven Security Operations
$146B
2024–2028 CAGR: +12%

AI-driven security operations to detect, investigate, and respond to threats

Total Addressable Market

The Fortinet Journey: A Seamless Security Evolution

Every security journey starts with a strong foundation. With FortiGate NGFW, customers gain industry-leading protection and can seamlessly expand—adding access points (APs) and switches for connectivity, activating SD-WAN for optimized performance, and extending to SASE for secure remote access. This approach ensures seamless security and a unified experience.
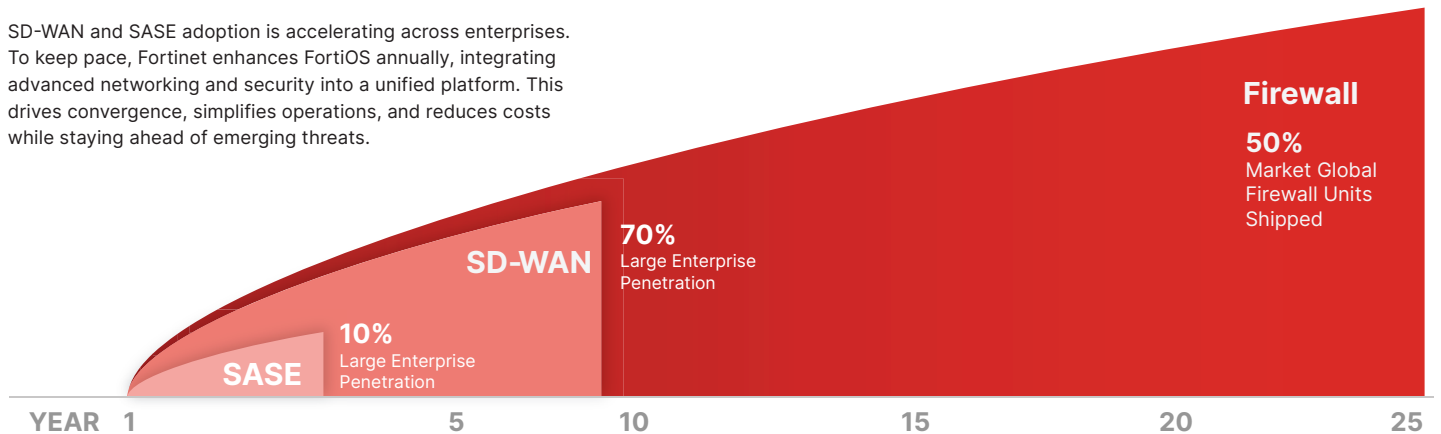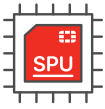
Single OS (FortiOS)

Your Journey to Secure Networking Begins Here

NGFW
ASIC

LAN
Switch
Wireless
NAC

SD-WAN
Branch
Data center
Cloud

Universal ZTNA
Private Apps
CASB

SASE
SWG
SaaS
Unified

Single OS Advantage

✅ Easy to adopt
✅ Market leadership
✅ Proven

Return on investment
300%

Reduction in threats
99.9%

Increase IT productivity
50%

Experience the Power of One Operating System

FortiOS enables the convergence of security and networking to enforce consistent security policies across all form factors and edges. As the foundation of the Fortinet Security Fabric, FortiOS empowers organizations to unify management and analytics for comprehensive network visibility and control at scale.

2000	**2002**	**2005**	**2010**	**2015**	**2020**	**2022**	**2025**
Stateful Firewall	UTM Anti-Malware	URL Filtering IPS IPsec	NGFW SSL Sandbox OT Security	SD-WAN Mobile Malware CASB	ZTNA 5G SWG	DLP RBI UZTNA DEM	Sovereign SASE

SD-WAN and SASE adoption is accelerating across enterprises. To keep pace, Fortinet enhances FortiOS annually, integrating advanced networking and security into a unified platform. This drives convergence, simplifies operations, and reduces costs while staying ahead of emerging threats.

Firewall

50%
Market Global
Firewall Units
Shipped

70%
Large Enterprise
Penetration

SD-WAN

10%
Large Enterprise
Penetration

SASE

| YEAR 1 | 5 | 10 | 15 | 20 | 25 |

The Only Purpose-Built Proprietary ASIC

Fortinet's ASIC-based security processing units (SPUs) enhance speed, efficiency, and value, improve user experience, and reduce footprint and power needs. Our SPU-powered appliances deliver superior Security Compute Ratings in all environments.

Network Processor 7
NP7

Network processors operate inline to deliver unmatched performance for network functions and hyperscale for stateful firewall functions.
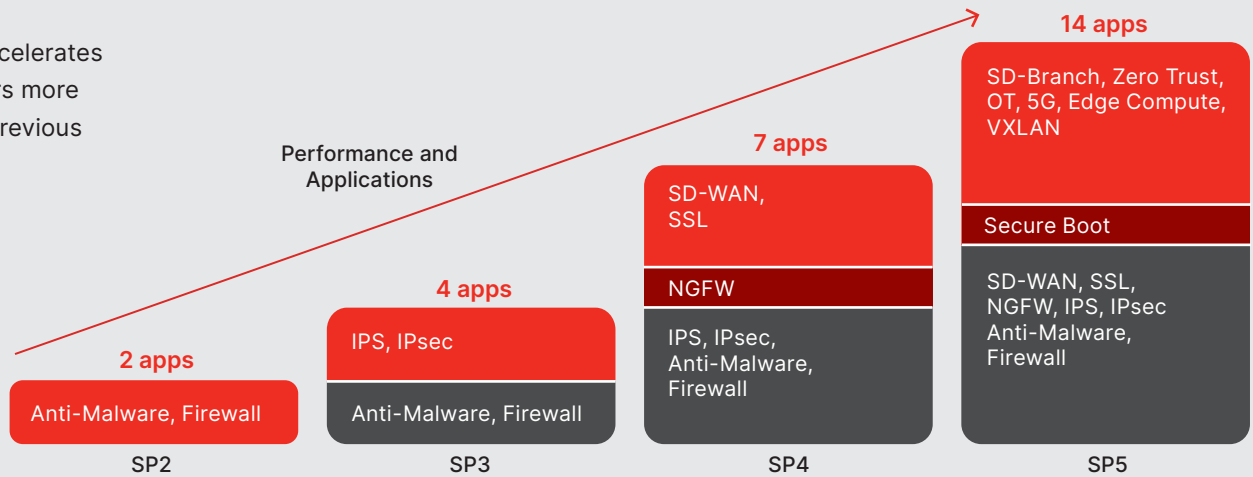
Content Processor 9
CP9

As a co-processor to the main CPU, content processors offload resource-intensive processing and drive content inspection to accelerate security functions.

Security Processor 5
SP5

The security processor consolidates network and content processing, delivering fast application identification, steering, and overlay performance.

Integrated ASIC accelerates FortiOS and delivers more applications than previous generations.

Performance and Applications

2 apps

Anti-Malware, Firewall

SP2

4 apps

IPS, IPsec

Anti-Malware, Firewall

SP3

7 apps

SD-WAN, SSL

NGFW

IPS, IPsec, Anti-Malware, Firewall

SP4

14 apps

SD-Branch, Zero Trust, OT, 5G, Edge Compute, VXLAN

Secure Boot

SD-WAN, SSL, NGFW, IPS, IPsec Anti-Malware, Firewall

SP5

FortiGate 70G NGFW for Distributed Branches

The 70G series is a new addition to the FortiGate family, designed to address critical networking and security challenges. It seamlessly integrates NGFW, SD-WAN, ZTNA, and AI-powered threat protection into a single appliance. Powered by Fortinet's cutting-edge SP5 ASIC processor, the FortiGate 70G delivers industry-leading cost efficiency, performance, and energy savings compared to similar firewalls. By accelerating the convergence of networking and security at every network edge, it strengthens the overall defense ecosystem, reducing risks and minimizing business disruptions.

Optimal QoS with integrated SD-WAN and ZTNA

Patented ASIC delivers better price/performance

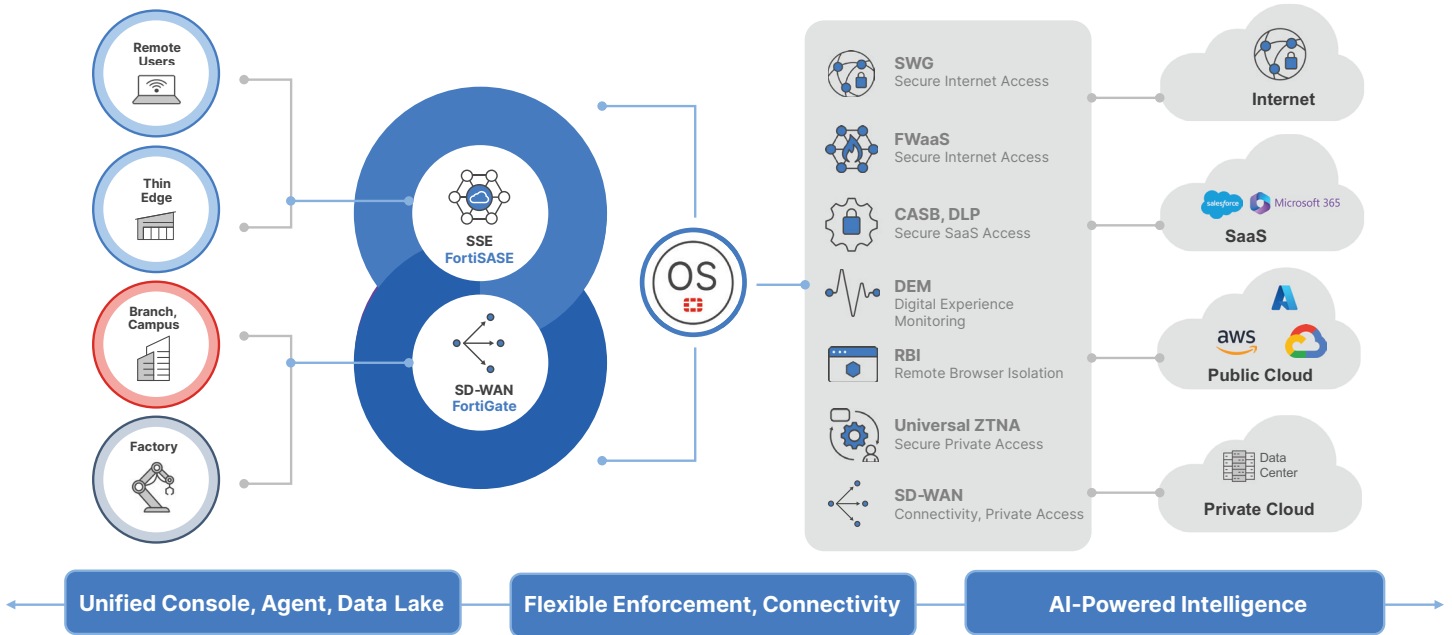**Unified AI-powered** protection across all edges

Performance numbers taken from external data sheets match as closely as possible. Different testing methodologies may be applied by different vendors.

Specifications	Fortinet FortiGate 70G	Security Compute Rating	Competitors Average	Check Point 1555	Cisco Meraki MX68	Juniper SRX 300	Palo Alto Networks PA-410
Firewall (Gbps)	10	7x	1.5	2	0.7	1.9	1.4
IPsec VPN (Gbps)	7.1	11x	0.67	1.3	0.4	0.34	0.65
Threat Protection (Gbps)	1.3	3x	0.49	0.6	0.4	0.17	0.8
Concurrent Sessions	1,400,000	4x	376,000	1,000,000	n/a	64,000	64,000
Connections Per Second	100,000	10x	10,000	14,000	n/a	5,000	11,000
Power-Efficiency							
Max Power Consumption (Watts)	8.9	4x	34.96	17.92	79	24.9	18
Heat Dissipation (BTU/hr)	30.35	2x	74.7	61.11	n/a	85	78
Watts/Gbps Firewall Throughput	0.89	42x	36.94	8.96	112.86	13.11	12.86
Watts/Gbps IPsec VPN Throughput	1.25	62x	78.05	13.78	197.5	73.24	27.69
BTU/hr per Gbps of Firewall Throughput	3.04	14x	43.67	30.56	n/a	44.74	55.71

Comprehensive Unified SASE Solution with a Unified OS, Client, and Management

Unified SASE is a flexible, intelligent security solution that provides robust threat intelligence, data visibility, and control for the hybrid workforce, including BYOD, IoT, and contractors. It protects all users, devices, and edges by utilizing a single OS, AI/GenAI, and unified agent and management.
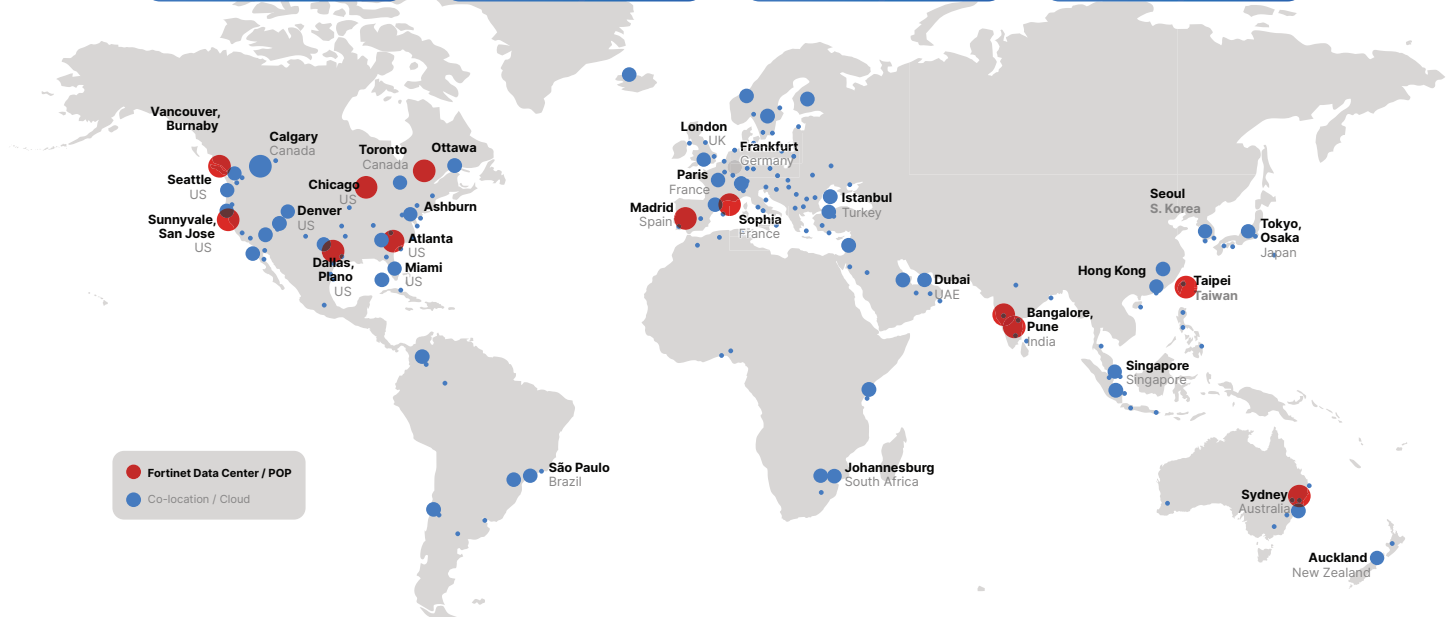
Unified SASE provides complete deployment flexibility, supporting on-premises, remote, and hybrid environments, including thin edges. It can also be deployed within a service provider or large enterprise data center, enabling them to deliver their own SASE service while ensuring full data compliance through Fortinet's sovereign SASE solution.

Remote Users
Thin Edge
Branch, Campus
Factory

SSE FortiSASE
SD-WAN FortiGate

OS

SWG Secure Internet Access
FWaaS Secure Internet Access
CASB, DLP Secure SaaS Access
DEM Digital Experience Monitoring
RBI Remote Browser Isolation
Universal ZTNA Secure Private Access
SD-WAN Connectivity, Private Access

Internet
SaaS
Public Cloud
Private Cloud Data Center

Unified Console, Agent, Data Lake **Flexible Enforcement, Connectivity** **AI-Powered Intelligence**

Investing in Owned Global Infrastructure

Fortinet provides the only solution offering global reach with flexible connectivity and cost savings.

150+ Cloud locations

High performance and low latency globally

Keep cost savings

Strategic investment in Fortinet-owned network

- Fortinet Data Center / POP
- Co-location / Cloud

Vancouver, Burnaby
Calgary Canada
Toronto Canada
Ottawa
Seattle US
Chicago
Ashburn
Sunnyvale, San Jose US
Denver US
Dallas, Plano US
Atlanta US
Miami US
São Paulo Brazil
London UK
Frankfurt Germany
Paris France
Istanbul Turkey
Madrid Spain
Sophia France
Dubai UAE
Johannesburg South Africa
Seoul S. Korea
Tokyo, Osaka Japan
Hong Kong
Taipei Taiwan
Bangalore, Pune India
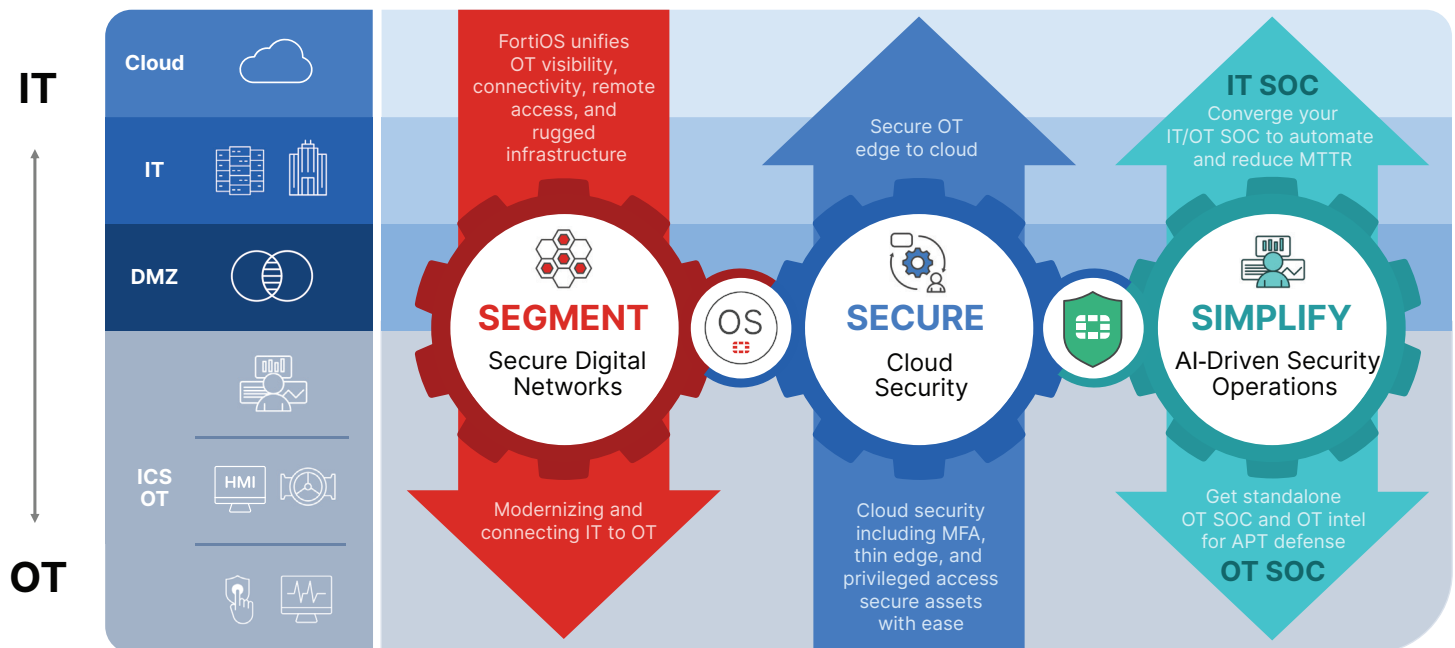Singapore Singapore
Sydney Australia
Auckland New Zealand

AI-Driven Security Operation: Integrated End-to-End Security for the Modern Enterprise

The Fortinet Security Fabric delivers integrated end-to-end protection for the modern enterprise, safeguarding every layer of your network, endpoints, and cloud deployments. By bringing together FortiAnalyzer, a scalable data lake, and essential SOC platform capabilities—including AI-driven incident detection and response—security teams gain real-time visibility and swift automated defenses.

SOC Platform

FortiAnalyzer — Automated threat detection and response across the Fortinet Fabric

Data Lake — Security analytics

FortiAI | GenAI Assistant

Endpoint	Network	Cloud	Mail	Data	ASM
Vuln, EPP, EDR	NDR, Sandbox, Deceptor	CNAPP, Code Security	Multi-layered Scanning	DLP, DSPM, SSPM	Recon, Vuln. Mgmt. IR, Red Team

First Line of Defense

NGFW	LAN	SD-WAN	ZTNA	SASE
ASIC, SSPM AI Filter	Switch, Wireless NAC	Branch, DC Cloud	Private Apps, CASB, DSPM, Identity	SWG, Ent. Browser, SaaS, Agent, Sovereign, Identity

Threat Intelligence | FortiGuard Labs

Safeguarding Cyber-Physical Systems

The Fortinet OT Security Platform provides unparalleled visibility and protection for any OT environment—from headquarters to factories and harsh remote sites. As an extension of the Security Fabric, the OT Security Platform contains integrated and centrally managed security solutions, from connecting to OT networks for the first time to advanced OT Security Operations with AI-driven solutions.

IT

Cloud
IT
DMZ
ICS OT

OT

FortiOS unifies OT visibility, connectivity, remote access, and rugged infrastructure

SEGMENT Secure Digital Networks

OS

Modernizing and connecting IT to OT

Secure OT edge to cloud

SECURE Cloud Security

Cloud security including MFA, thin edge, and privileged access secure assets with ease

IT SOC Converge your IT/OT SOC to automate and reduce MTTR

SIMPLIFY AI-Driven Security Operations

Get standalone OT SOC and OT intel for APT defense

OT SOC

FortiGuard Labs: The AI Engine Behind Advanced, Proactive Security

FortiGuard Labs, Fortinet's elite cybersecurity research organization, offers timely protection and actionable threat intelligence to customers and collaborates with law enforcement, government agencies, and security vendors worldwide to tackle emerging risks. FortiGuard Labs enhances the Fortinet Security Fabric with AI/ML-driven, proactive and unified defense capabilities.

6M Firewalls		FortiGate — Block the file
3M Web Gateways	**Unknown Query**	FortiADC
20M Emails	**FortiGuard Labs**	FortiMail — Block the file/URL
10M Endpoints	**AI / Machine Learning Trillions** of events	FortiWeb
5M Sandbox	**Verdict**	FortiNDR

FortiProxy

FortiClient — Quarantine the endpoint

FortiEDR

FortiSASE

FortiSOAR — Automation & Reporting

FortiSIEM
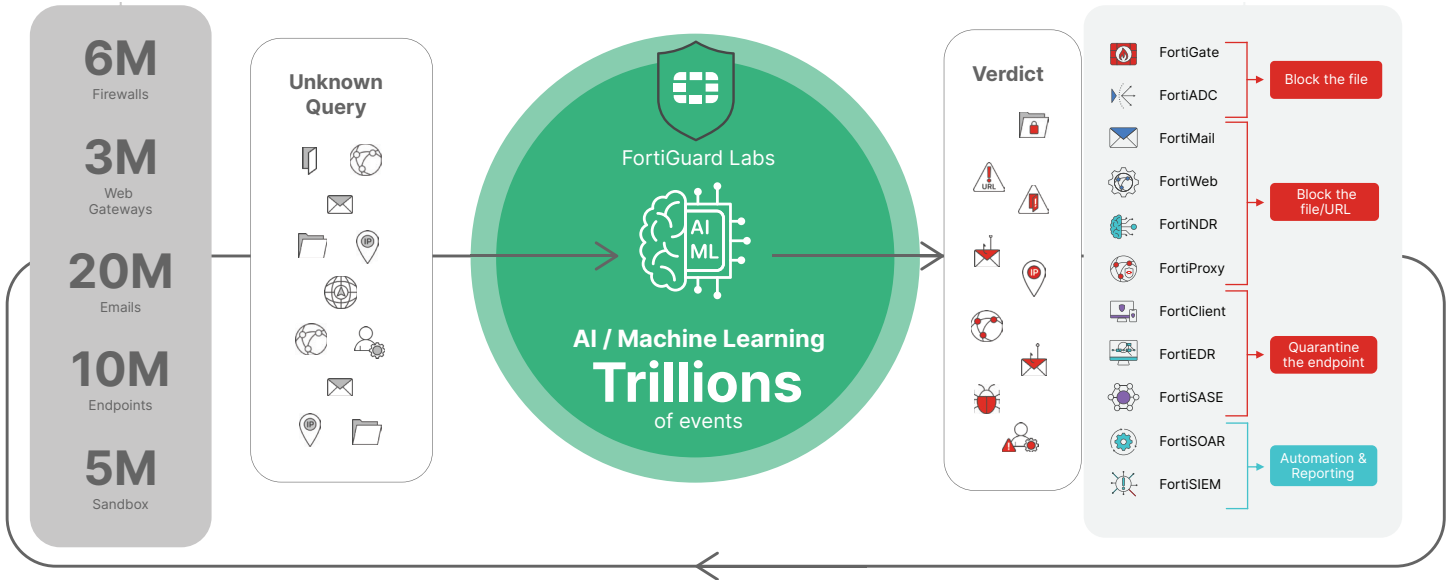
Global Leadership and Collaboration

CYBER THREAT ALLIANCE

WORLD ECONOMIC FORUM

NCI AGENCY

Linksys: 35+ Years Shaping Wireless Technology Worldwide

Linksys is transforming home and remote connectivity with enterprise-grade security. As a leader in Wi-Fi and networking, Linksys—backed by Fortinet's security expertise—empowers remote workers, home businesses, and consumers with advanced protection. We are redefining secure home networking, closing the gap between enterprise and consumer security for a safer, more secure future.

250M+
Units shipped

25M
Active unit install base

100+
Awards
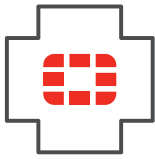
FortiCare: Expertise at Your Service

FortiCare Services supports thousands of organizations, ensuring they get the most from their Fortinet Security Fabric solutions. With over 1,900 experts, we offer accelerated implementation, reliable assistance, and proactive care whether on-prem, cloud-based, or hybrid. We support you through your entire digital journey—from design and implementation to optimization and ongoing management—allowing you to focus on your business needs.

1,900+
EXPERTS

24×7
TECHNICAL SUPPORT

25
GLOBAL SUPPORT CENTERS

FORTINET Training Institute

Fortinet has pledged to train 1 million people by 2026 through our Training Advancement Agenda (TAA) and award-winning Training Institute programs.

NSE Certification Program

The NSE Certification Program provides 12 certifications across five career paths, from foundational to expert levels, supported by 117 Authorized Training Centers in 150 countries.

Training and Education Outreach Programs

Fortinet has increased access to certifications to a diverse population, including women, minorities, veterans, and other underrepresented groups.

Security Awareness and Training Service

Awareness and training on today's cybersecurity threats help IT, security, and compliance leaders build a cyber-aware culture.

FORTINET CERTIFIED EXPERT
FORTINET CERTIFIED SOLUTION SPECIALIST
FORTINET CERTIFIED PROFESSIONAL
FORTINET CERTIFIED ASSOCIATE
FORTINET CERTIFIED FUNDAMENTALS

- Cybersecurity
- Security Operations
- Public Cloud Security
- Network Security
- Zero Trust Access
- OT Security
- Secure Access Service Edge
- Network Security
- Security Operations
- Public Cloud Security
- Cybersecurity
- Cybersecurity

1,724,835
CERTIFICATIONS

792
ACADEMIC PARTNERS IN 104 COUNTRIES

50
EDUCATION OUTREACH AND VETERANS PROGRAM PARTNERS

SC Awards EXCELLENCE AWARD WINNER 2024

CYBERSECURITY BREAKTHROUGH AWARD 2024

2024 WINNER CYBER SECURITY EXCELLENCE AWARDS

GLOBAL INFOSEC AWARDS WINNER CYBER DEFENSE MAGAZINE 2024

2024 GLOBEE AWARDS GOLD WINNER CYBERSECURITY

Our Global Partner Commitment

Fortinet leverages a global network of trusted advisors to secure your digital acceleration and strategically drive business growth.

ENGAGE FORTINET PARTNER PROGRAM

100,000+
ACTIVE PARTNERS

The Engage Partner Program helps partners leverage Fortinet solutions to drive customer success. Our global partner program is driven by three concepts:

Growth through Technology Differentiation
Our broad portfolio is integrated into an automated, high-performance platform that spans endpoints, networks, remote workers, and clouds.

Business Success with Proven Credibility
Our technology innovation and industry-leading threat intelligence, alongside customer ratings and independent analyst reports, validate and differentiate partner offerings.

Long-Term, Sustained Growth
The Engage Partner Program provides sales, marketing, and executive support so partners can grow successful relationships. With growth drivers like specializations built into the program, we provide solutions that are driving market demand, ensuring partners are positioned for success.

ENGAGE Account Specialization — CLOUD SECURITY | ENGAGE Account Specialization — DATA CENTER | ENGAGE Account Specialization — OPERATIONAL TECHNOLOGY | ENGAGE Account Specialization — SASE | ENGAGE Account Specialization — SECURE CONNECTIVITY LAN | ENGAGE Account Specialization — SECURITY OPERATIONS | ENGAGE Account Specialization — SD-WAN

Gartner®

Learn more at fortinet.com/solutions/analyst-reports

Fortinet is recognized in 10 Gartner® Magic Quadrant™ reports based on the Fortinet Security Fabric Platform

Fortinet's network security offerings are uniquely based on one operating system, FortiOS, and seamlessly integrate into the Security Fabric platform, so customers can better mitigate risk, reduce complexity, and realize a superior user experience.

- Network Firewalls
- SD-WAN Infrastructure
- Wired and WLAN
- Single-Vendor SASE
- Security Service Edge
- Access Management
- Endpoint Protection Platforms
- Privileged Access Management
- SIEM
- Email Security Platforms

Fortinet Secures Over 830,000 Enterprises, Service Providers, and Government Organizations Around the World

IHG HOTELS & RESORTS

Global hospitality company with 18 hotel brands and over 6,000 hotels in over 100 countries and more than 1,900 in development.

HQ: EMEA

Deutsche Bank

Leading multinational investment bank and financial services company.

HQ: EMEA

pacific national

Australia's largest private rail freight operator. Operating 24 hours a day, seven days a week, 365 days a year.

HQ: APAC

Jersey Mike's SUBS

2,400+ locations nationwide and consistently ranked in the top 10 franchises in America in *Entrepreneur* magazine's annual Franchise 500.

HQ: NAM

GRUPO BIMBO

Global food company with a presence in over 33 countries with an annual sales revenue of over 15 billion dollars.

HQ: LATAM

RADISSON HOTEL GROUP

International hotel group with thousands of hotels in over 95 countries.

HQ: EMEA

TOYOTA MATERIAL HANDLING N.A.

Manufacturing and distribution leader of material handling solutions, including tractors and forklifts.

HQ: US

DrivenBrands

Largest North American automotive services company parent to Take 5 Oil Change, Meineke Car Care Centers, Maaco, 1-800-Radiator & A/C, and CARSTAR.

HQ: NAM

Red Bull

Global recognized brand known for its energy drinks, media, technology, and sports business.

HQ: EMEA

Visit fortinet.com/customers to see how our customers benefit from Fortinet solutions and the Fortinet Security Fabric.

FTNT Nasdaq Listed