FORTINET®

Fortinet was founded in 2000 by Ken Xie, the visionary founder and former President and CEO of NetScreen. A strong and seasoned management team with deep experience in network security leads the company today.

Year Founded: Nov 2000

First Product Release: May 2002

Fortinet IPO: Nov 2009
NASDAQ: FTNT

Headquarters
Sunnyvale, California

Number of Employees: 2,400+

FY 2013 Revenue: $615M
Q1 2014 Revenue: $169M
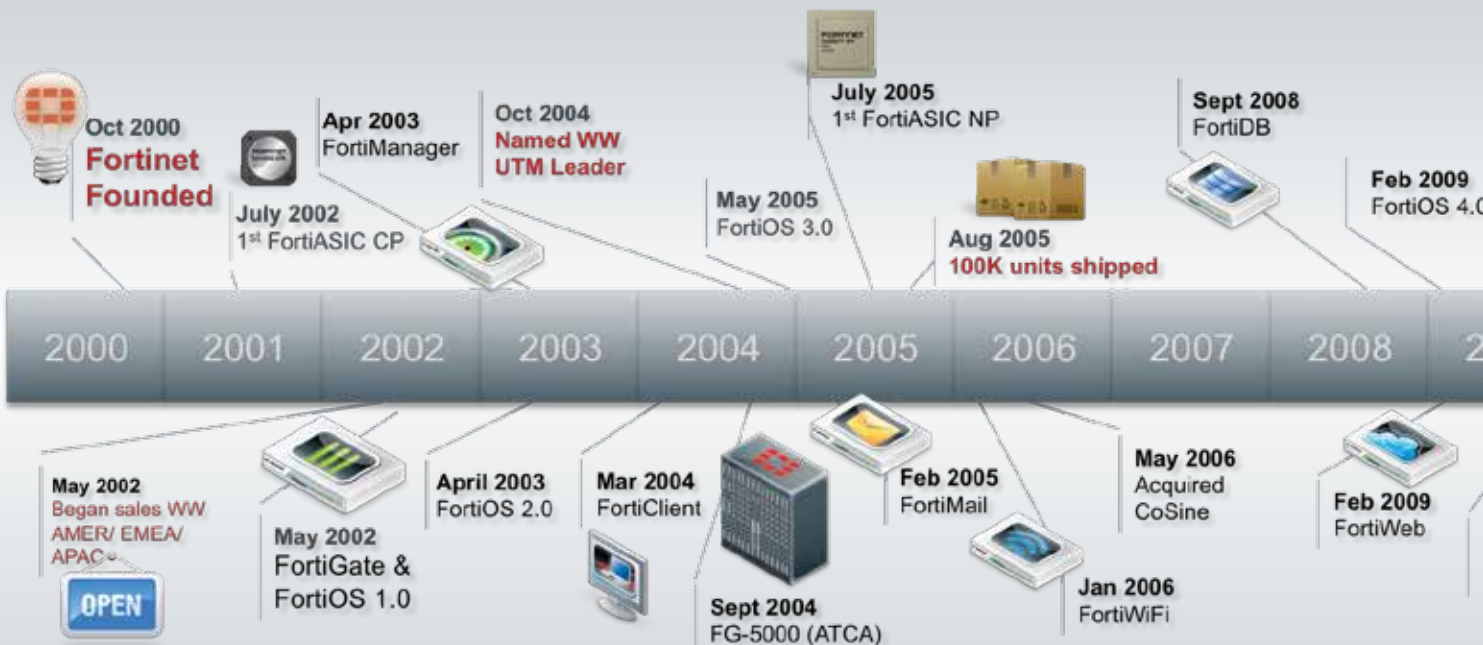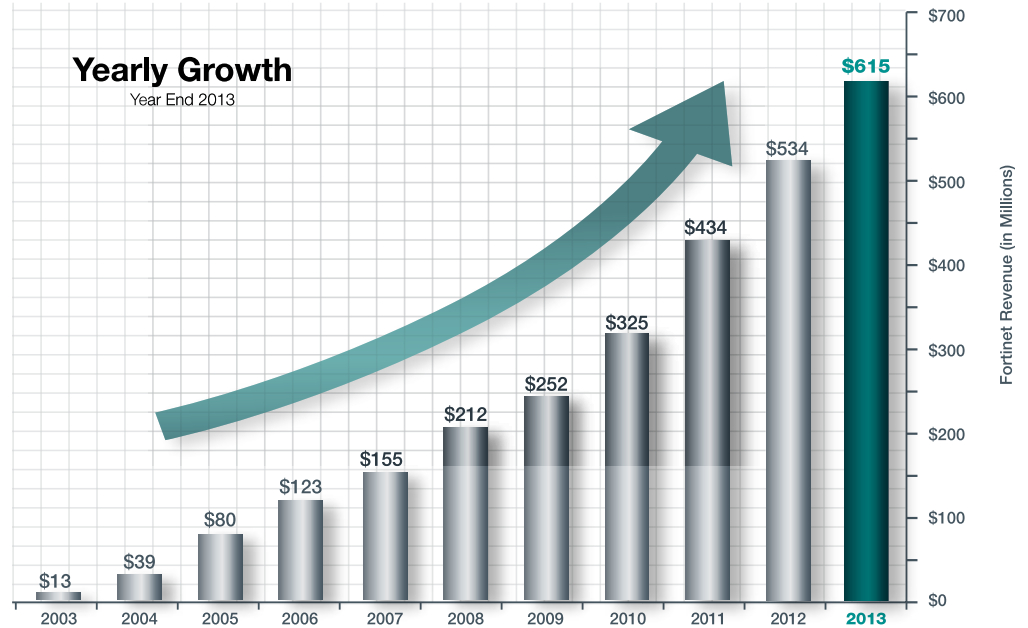$888M+ cash and no debt
Profitable

Units Shipped to Date:
1.5+ Million

Customers:
190,000+ customers

Patents:
159 patents issued
122 patents pending

Overview

We are a leading global provider of Network Security Appliances for Carriers, Data Centers, Enterprises (NGFW) and Distributed Offices (UTM). Because of constant innovation of in-house ASICs, hardware systems, network software, management capabilities and security research we have consistently outperformed the market.
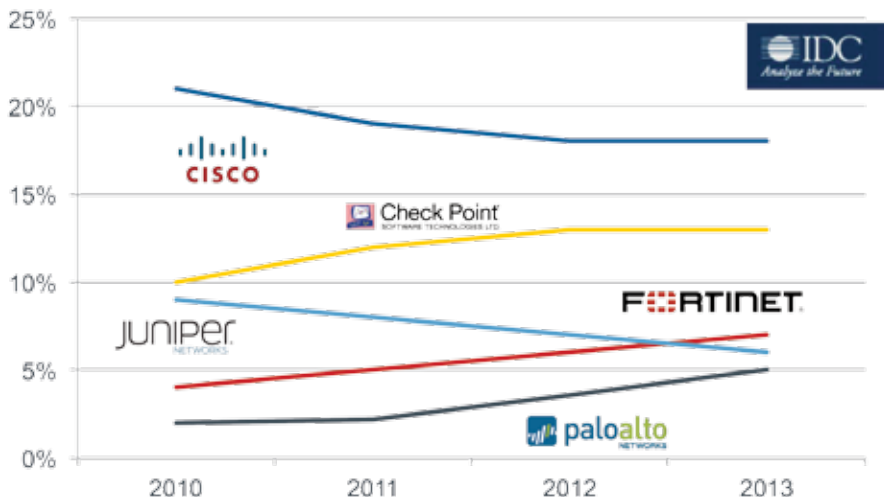
Yearly Growth
Year End 2013

Year	Revenue
2003	$13
2004	$39
2005	$80
2006	$123
2007	$155
2008	$212
2009	$252
2010	$325
2011	$434
2012	$534
2013	$615

Fortinet Revenue (in Millions)

Timeline:

Oct 2000 Fortinet Founded

July 2002 1st FortiASIC CP

May 2002 Began sales WW AMER/ EMEA/ APAC

OPEN

May 2002 FortiGate & FortiOS 1.0

Apr 2003 FortiManager

April 2003 FortiOS 2.0

Oct 2004 Named WW UTM Leader

Mar 2004 FortiClient

Sept 2004 FG-5000 (ATCA)

July 2005 1st FortiASIC NP

May 2005 FortiOS 3.0

Feb 2005 FortiMail

Aug 2005 100K units shipped

May 2006 Acquired CoSine

Jan 2006 FortiWiFi

Sept 2008 FortiDB

Feb 2009 FortiOS 4.0

Feb 2009 FortiWeb

2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008

2

IDC Worldwide Security Appliance Market Share Q4 2013[1]

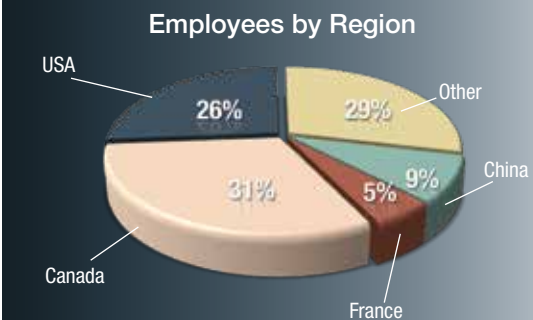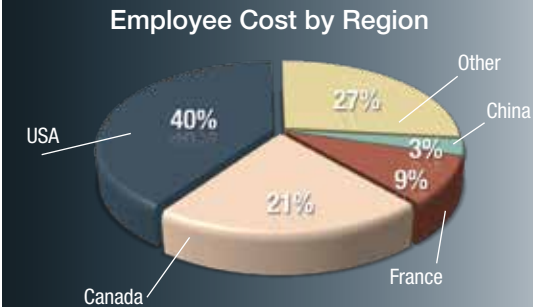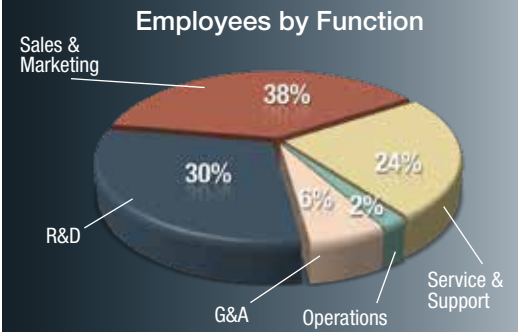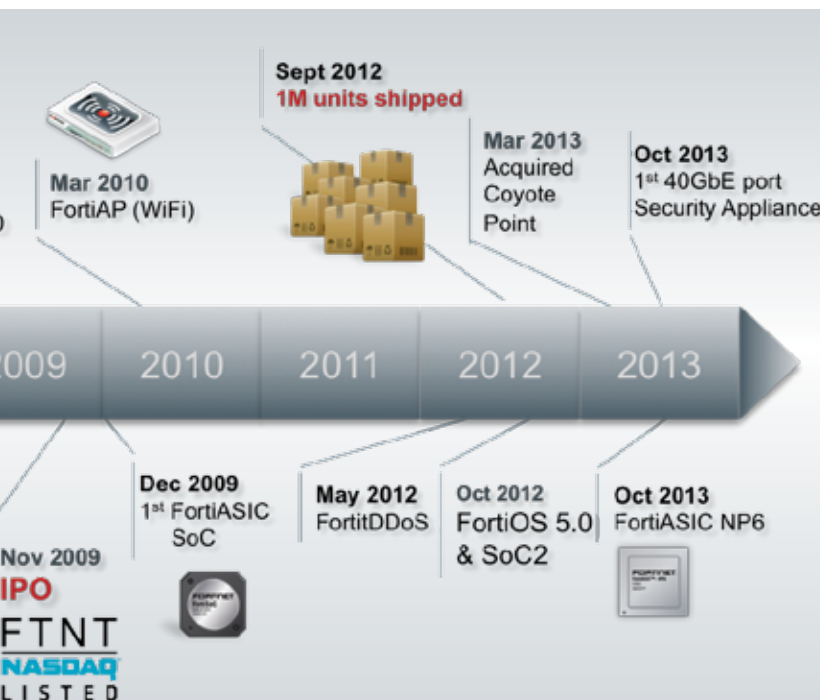| Rank	Company	Market Share %	Growth Y/Y
1	Cisco/SourceFire	18.2	9%
2	Check Point	12.7	5%
3	FORTINET	6.6	16%
4	Juniper	6.1	(6%)
5	Palo Alto Networks	5.4	47%
6	McAfee	5.3	6%
7	Blue Coat	4.7	4%
8	Dell/SonicWALL	2.6	3%
9	Others	38.4	
	TOTAL	100%	
	Market Size	$9.6B	

IDC
Analyse the Future

Fortinet is the 3rd largest Network Security Appliance vendor

4-year Market Trend based on IDC Trader Report

(1) IDC Worldwide Security Appliances Tracker, March 2014 (market share based on factory revenue)

Mar 2010 FortiAP (WiFi)

Sept 2012 1M units shipped

Mar 2013 Acquired Coyote Point

Oct 2013 1st 40GbE port Security Appliance

Dec 2009 1st FortiASIC SoC

May 2012 FortitDDoS

Oct 2012 FortiOS 5.0 & SoC2

Oct 2013 FortiASIC NP6

Nov 2009 IPO

FTNT NASDAQ LISTED

Employees by Function

Sales & Marketing — 38%
R&D — 30%
G&A — 6%
Operations — 2%
Service & Support — 24%

Employee Cost by Region

USA — 40%
Canada — 21%
France — 9%
China — 3%
Other — 27%

Employees by Region

USA — 26%
Canada — 31%
France — 5%
China — 9%
Other — 29%

Revenue by Region

APAC — 24%
Americas — 43%
EMEA — 33%

FortiGate Segmentation

Entry-Level Appliances
Distributed Enterprise or Small Business UTM

Mid-Level Appliances
Enterprise NGFW or Data Center FW

38%
25%
37%

High-End Appliances
Enterprise NGFW or Data Center FW or Telco
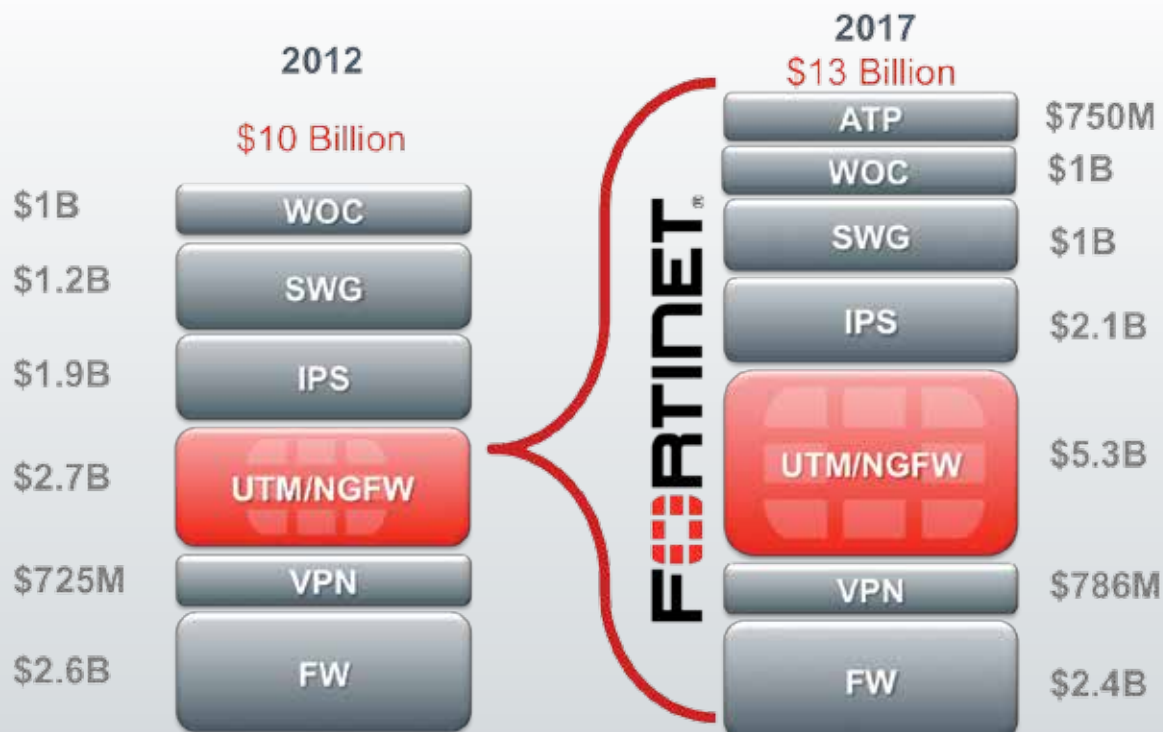
* FortiGate Billings Data

The Fortinet Mission and Awards

> " *Fortinet's mission is to deliver the most innovative, highest performing network security platform to secure and simplify your IT infrastructure.* "

SC MAGAZINE **BEST BUY**

SC MAGAZINE ★★★★★

Network Computing ★ Editor's Choice

CRN ☆☆☆☆☆ **5** STAR
PARTNER PROGRAM WINNER 2013

SC MAGAZINE **AWARDS 2013 EUROPE WINNER**

Info Security Products Guide 2014 GLOBAL EXCELLENCE **GOLD** ★★★★

FROST & SULLIVAN
2013 BEST PRACTICES AWARD
NORTH AMERICAN
UNIFIED THREAT MANAGEMENT
MARKET SHARE LEADERSHIP AWARD

✔ PICK OF THE LITTER

IDC Network Security Market Evolution[1]

Fortinet is a major player in the fastest growing segment of UTM/NGFW

2012 — $10 Billion

$1B	WOC
$1.2B	SWG
$1.9B	IPS
$2.7B	UTM/NGFW
$725M	VPN
$2.6B	FW

2017 — $13 Billion

ATP	$750M
WOC	$1B
SWG	$1B
IPS	$2.1B
UTM/NGFW	$5.3B
VPN	$786M
FW	$2.4B

F� RTINET®

(1) IDC Market Forecasts (except Advanced Threat Protection , which is a Fortinet estimate)

Performance

Fortinet's purpose-built hardware and software provide industry-leading performance for the most demanding networking environments. Our integrated architecture provides extremely high throughput and exceptionally low latency, minimizing packet processing while accurately scanning the data for threats. Custom FortiASIC™ processors deliver content inspection at multi-Gigabit speeds.
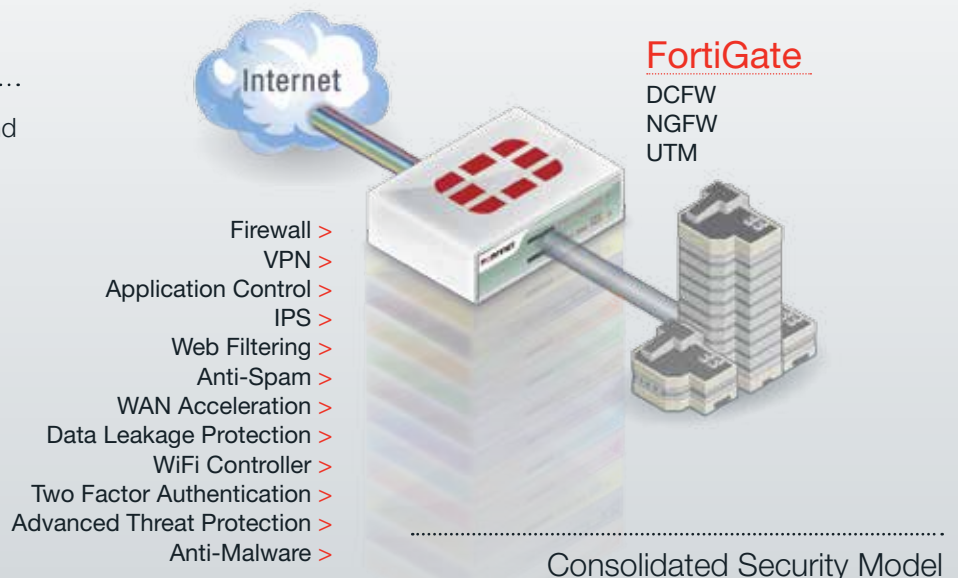
Performance Enhancement with Multiple ASICs

Security

Fortinet delivers a robust set of signature-based, heuristic, and advanced security technologies on top of a core high speed firewall and VPN foundation. These include intrusion prevention, application control, anti-malware, anti-spam, web filtering and more.
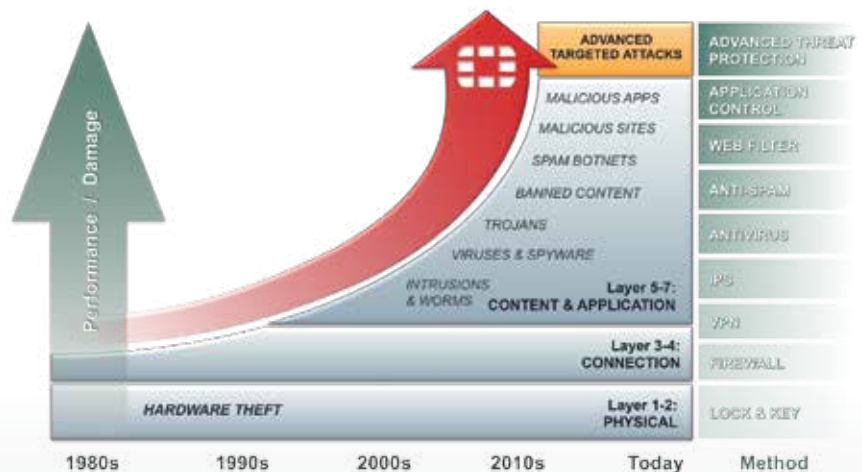
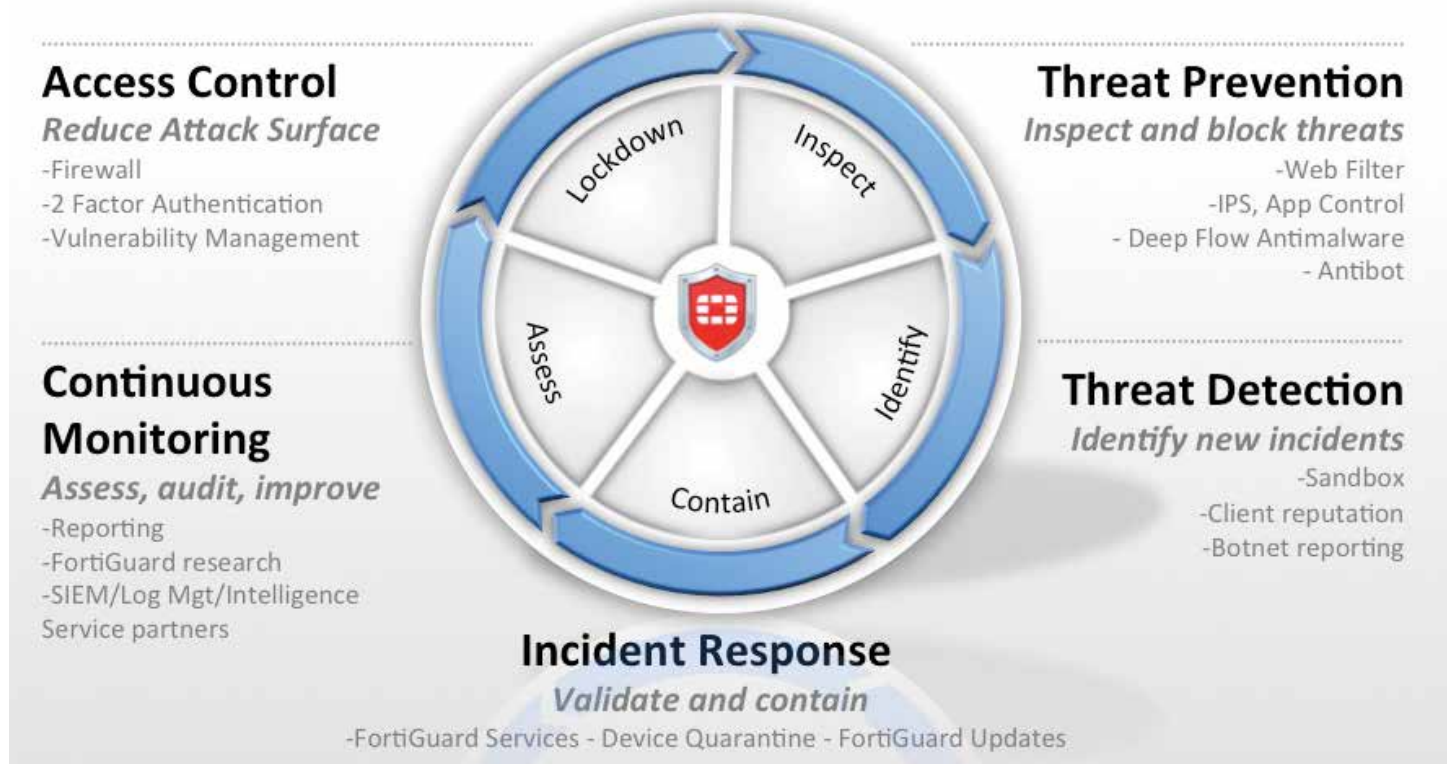Fortinet Innovations Keep Pace with Industry Demands

Simplify

Fortinet consolidates different network and security functions into a single appliance. This provides a more cost effective deployment, simplified operations and integrated security system.

FortiGate
DCFW
NGFW
UTM

Firewall >
VPN >
Application Control >
IPS >
Web Filtering >
Anti-Spam >
WAN Acceleration >
Data Leakage Protection >
WiFi Controller >
Two Factor Authentication >
Advanced Threat Protection >
Anti-Malware >

Consolidated Security Model

Fortinet delivers an unmatched breadth of technologies to address sophisticated cyber-attacks.

Access Control
Reduce Attack Surface
-Firewall
-2 Factor Authentication
-Vulnerability Management

Continuous Monitoring
Assess, audit, improve
-Reporting
-FortiGuard research
-SIEM/Log Mgt/Intelligence
Service partners

Lockdown · Inspect · Assess · Identify · Contain

Threat Prevention
Inspect and block threats
-Web Filter
-IPS, App Control
- Deep Flow Antimalware
- Antibot

Threat Detection
Identify new incidents
-Sandbox
-Client reputation
-Botnet reporting

Incident Response
Validate and contain
-FortiGuard Services - Device Quarantine - FortiGuard Updates

The above technologies are routinely top rated through independent, real-world testing.

NGFW FortiGate 3600C*
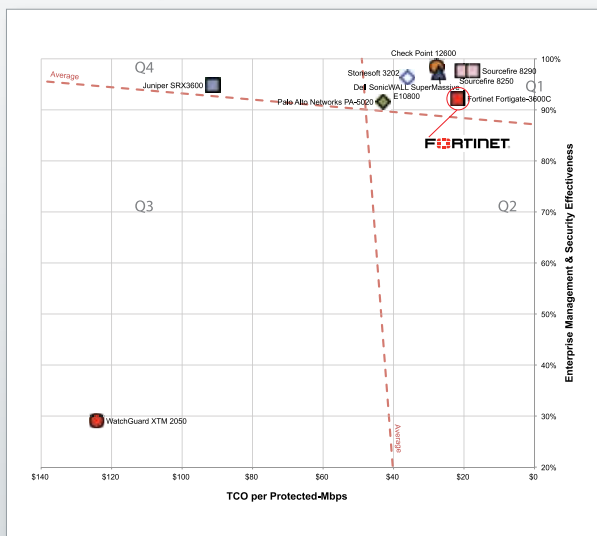
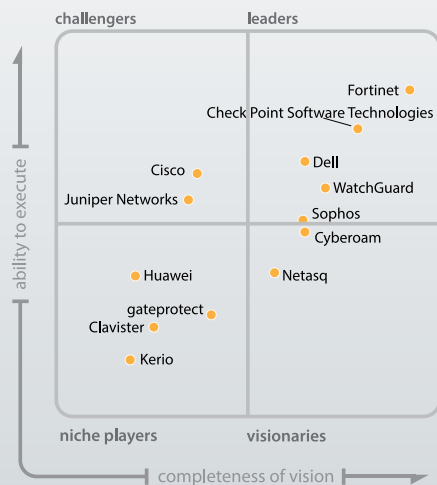*NSS recommended

BDS FortiSandbox 3000D*
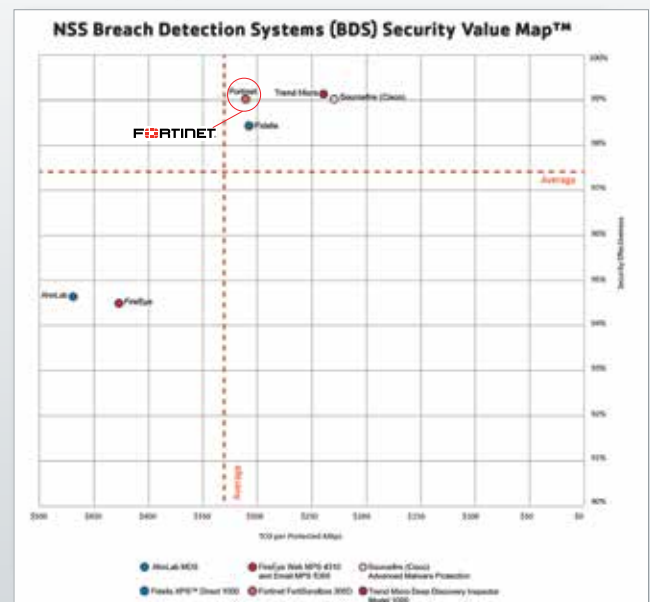
*NSS recommended

Fortinet Unparalleled 3rd Party Certifications

● SUPPORTED ● NOT SUPPORTED ● ISSUES ○ PAN SCORED 53

Certification	Fortinet	Check Point	Cisco ASA	Juniper SRX	Palo Alto	FireEye
NSS Labs FW	●	●	●	●	●	●
NSS Labs Data Center Firewall	●	●	●	●	●	●
NSS Labs NGFW	●	●	●	●	●	●
NSS Labs IPS	●	●	●	●	●	●
NSS Labs Data Center IPS	●	●	●	●	●	●
NSS Labs Breach Detection System	●	●	●	●	●	●
ICSA NGFW Evaluation	●	●	●	●	●	●
BreakingPoint Resiliency Score	●	●	●	●	○	●
ICSA Firewall	●	●	●	●	●	●
ICSA IPSec	●	●	●	●	●	●
ICSA SSL VPN	●	●	●	●	●	●
ICSA IPS	●	●	●	●	●	●
ICSA Antivirus	●	●	●	●	●	●
ICSA WAF	●	●	●	●	●	●
Common Criteria	●	●	●	●	●	●
FIPS 140	●	●	●	●	●	●
DoD UC APL	●	●	●	●	●	●
JITC IPv6	●	●	●	●	●	●
IPv6 Ready	●	●	●	●	●	●
VB100 Virus	●	●	●	●	●	●
AV Comparative	●	●	●	●	●	●
VB Verified Spam	●	●	●	●	●	●

Certifications

Gartner

Magic Quadrant for Unified Threat Management

challengers | leaders

Fortinet ●
Check Point Software Technologies ●

ability to execute

Cisco ●
Juniper Networks ●

● Dell
● WatchGuard
● Sophos
● Cyberoam

● Huawei
gateprotect ●
Clavister ●
● Kerio

● Netasq

niche players | visionaries

completeness of vision →

As of July 2013

Source: Gartner (July 2013)

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FortiGate 5140B

FortiGate 5060

FortiGate 5020

FortiGate 3950B

FortiGate 3700D

FortiGate 3600C

FortiGate 3240C

FortiGate 3140B

FortiGate 3040B

FortiGate 1500D

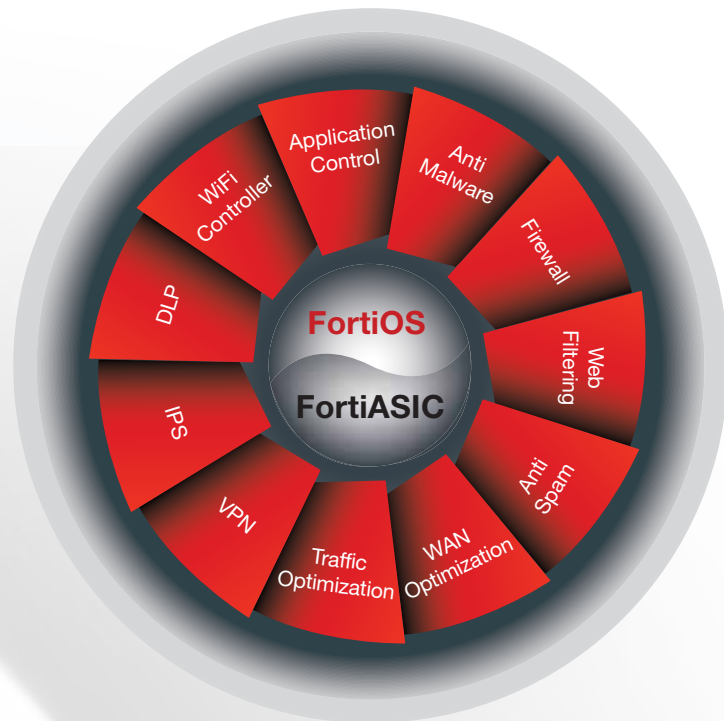FortiGate 1000C

FortiOS

The **Fortinet FortiGate** line combines the FortiOS™ security operating system with FortiASIC processors to provide a comprehensive, high performance array of security and networking functions including:

High-End Appliances

Fortinet's industry-leading, High Performance Network Security Platforms deliver Next Generation Firewall (NGFW) security with exceptional throughput, ultra low latency, and multi-vector threat protection that makes them the ideal solution for your most demanding network enterprise-class environments.

High-End

Product Models	FortiGate 3000 to 5000 Series
Firewall Throughput	40 Gbps - 560 Gbps
IPS Throughput	6 Gbps - 109.2 Gbps
Max Sessions	10 M - 280 M
Session Setup Rate	200 K/s - 2.3 M/s

8

Mid-Range Appliances

Our family of proven, versatile High Performance Network Security Platforms enables you to find the right blend of performance and price to meet your unique requirements. Fortinet offers you more models and security technology options than any other vendor on the market.
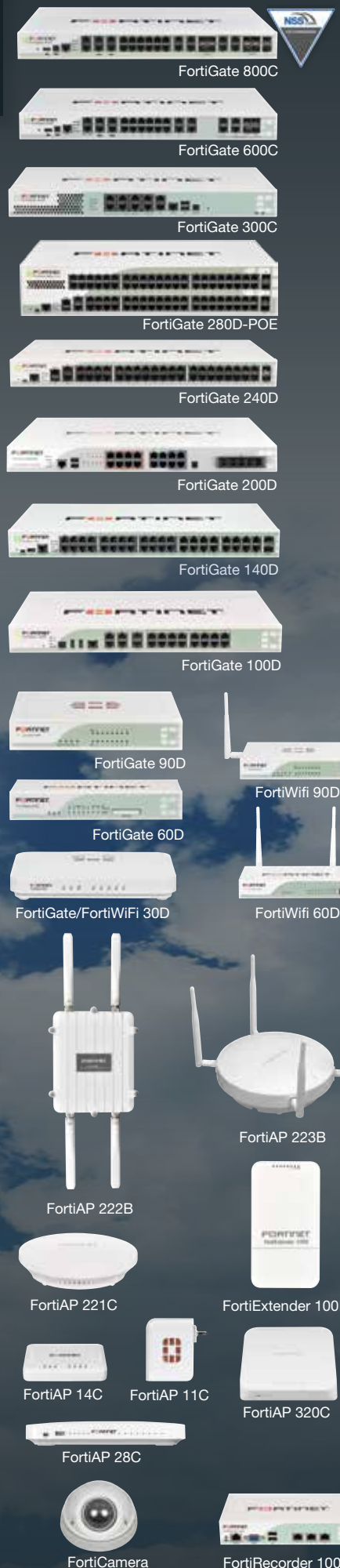

Mid-Range

Product Models	FortiGate 2000 to 1000 Series
Firewall Throughput	3 Gbps - 80 Gbps
IPS Throughput	1.7 Gbps - 23 Gbps
Max Sessions	1.4 M - 44 M
Session Setup Rate	50 K/s - 300 K/s

Entry-Level Appliances

You need comprehensive enterprise-class protection for your smallest locations, remote offices, customer premise equipment (CPE) and retail networks. FortiWiFi™ devices offer the advantage of acting as a thick access point, with integrated wireless functionality that provides visibility and control of all your wired and wireless traffic, eliminating potential security blind spots and the cost and complexity of a separate wireless network. Optional Power-Over-Ethernet (PoE) support on FortiGate entry-level appliances accelerates and simplifies deployment of a fully integrated wireless network.


Entry-Level

Product Models	FortiGate/WiFi 20 to 100 Series
Firewall Throughput	20 Mbps - 3.5 Gbps
IPS Throughput	20 Mbps - 950 Mbps
Max Sessions	10 K - 3 M
Session Setup Rate	3.5 K/s -22 K/s

FortiGate 800C

FortiGate 600C

FortiGate 300C

FortiGate 280D-POE

FortiGate 240D

FortiGate 200D

FortiGate 140D

FortiGate 100D

FortiGate 90D

FortiWifi 90D

FortiGate 60D

FortiGate/FortiWiFi 30D

FortiWifi 60D

FortiAP 223B

FortiAP 222B

FortiAP 221C

FortiExtender 100B

FortiAP 14C

FortiAP 11C

FortiAP 320C

FortiAP 28C

FortiCamera

FortiRecorder 100D

High Performance Network Security

Data Center (Core Firewall)

Data Center network solutions provide perimeter and core firewall, intrusion prevention, and application-level security to physical, virtual, and cloud environments for enterprises and service providers.
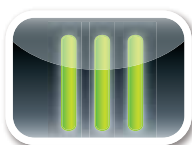
FortiGate

FortiGate VM

FortiDDoS

FortiMail (VM)

Application Delivery Network Solutions

Fortinet's high-performance, secure Application Delivery Network (ADN) solutions provide the devices and services you need to guarantee 100% availability of your mission critical applications.

FortiWeb (VM)

FortiADC (VM)

FortiDB (VM)
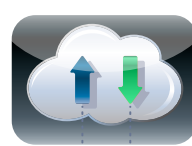
FortiDirector

Campus and Branch (Edge or NGFW)

FortiGate, as a next-generation firewall, delivers unparalleled visibility and control that you need; including 5 times faster performance than competitive offerings and more security.
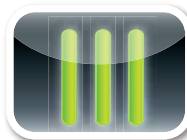
FortiGate

FortiSandbox

FortiAuthenticator (VM)

FortiCache (VM)

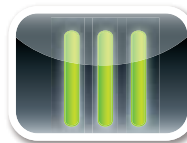## Distributed Enterprise & SMB (UTM)

Connected UTM integrates Fortinet's UTM appliances, wireless access points, wireless WAN extender, switches, endpoint protection and IP telephony. It simplifies complex networks and improves visibility and management, while ensuring seamless policy enforcement.

FortiGate

FortiWiFi

FortiSwitch

FortiClient

FortiCamera

FortiVoice

FortiAP

FortiExtender

Management

Fortinet's Management products suite includes FortiManager for Central Policy and Object Management, FortiAnalyzer for Log Analysis, Reporting and Vulnerability Management (FortiScan). For smaller customers, hosted logging and reporting is available with the FortiCloud service.
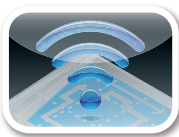
FortiGate

VM
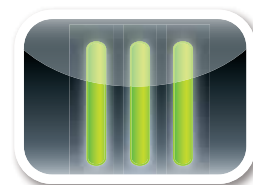
Virtual Appliance version available for these products.

FortiAnalyzer (VM)   FortiManager (VM)
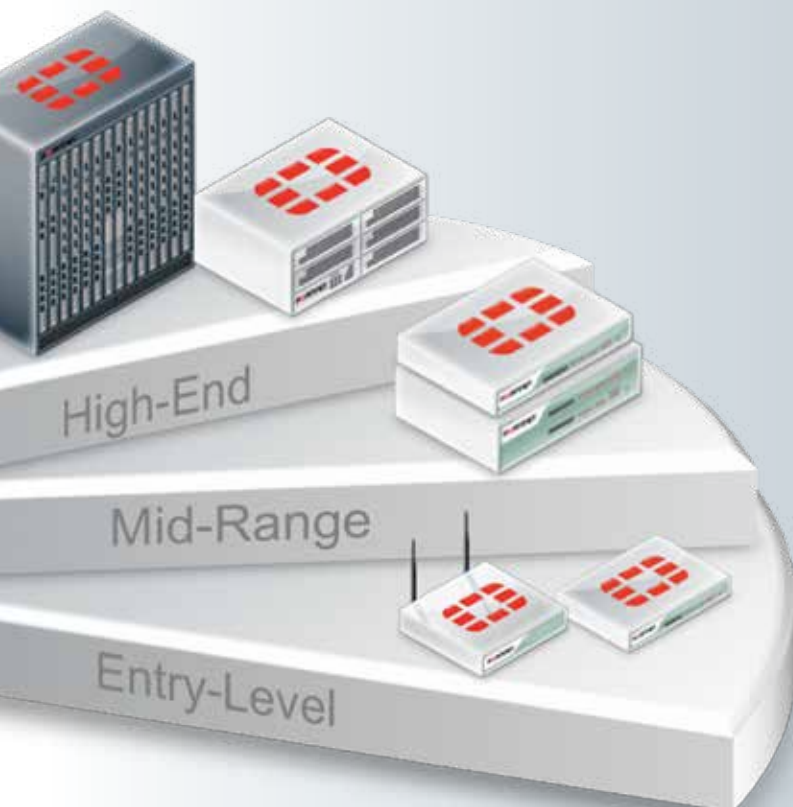
FortiPlanner   FortiCloud   FortiConverter

There are several utilities such as FortiConverter which automates the conversion of existing Firewall Policies and FortiPlanner which helps optimize WiFi installations.

High-End

Mid-Range

Entry-Level

Network Security Platforms

The award-winning FortiGate Network Security Platform delivers unmatched performance and protection while simplifying your network. Fortinet offers models to satisfy any deployment requirement.

FortiGuard™
Threat Research and Response

Our FortiGuard Labs' global research team continuously monitors the evolving threat landscape. More than 150 researchers provide around the clock coverage to ensure your network stays protected. They deliver rapid product updates and detailed security knowledge, providing protection from the latest threats.

FortiGuard Service Bundles

1 Next Generation Firewall
   App Cntrl   IPS

2 Advanced Threat Protection
   Anti Malware   Web

3 Next Generation Firewall (NGFW)
   +
   Advanced Threat Protection (ATP)

4 Unified Threat Management (UTM)
   (NGFW) + ATP + Anti Spam

www.fortiguard.com

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FortiCare™
Worldwide 24x7 Support

Our FortiCare customer support organization provides global technical support for all Fortinet products, with support staff in the Americas, Europe, the Mid-East and Asia.
FortiCare: 1 866 648 4638

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