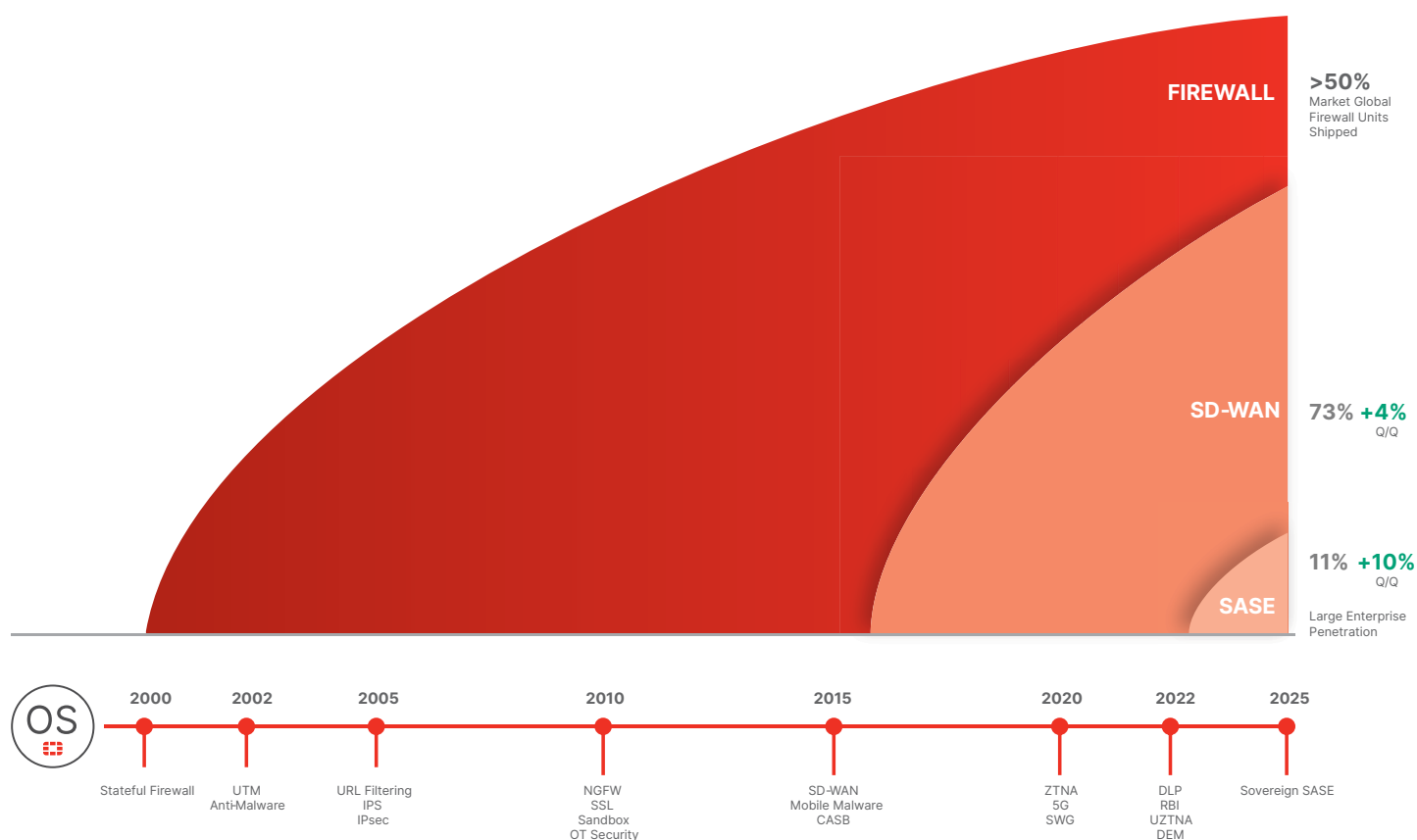# Easy Adoption with the Same OS for NGFW, SD-WAN, and SASE

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

SD-WAN

73% +4%
Q/Q

11% +10%
Q/Q

SASE

Large Enterprise Penetration

OS

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

FORTINET

FY 2024 Results

Revenue	Billings
$5.956B	$6.533B

Q1 2025 Results

Revenue	Billings
$1.540B	$1.597B

Op. Margin (GAAP)	EPS (GAAP)
29.5%	$0.56/share

Cash + Investments	Market Cap
$4.816B	$79.8B
	AS OF APR 30, 2025

Lifetime Customers
860,000+

Cumulative Units Shipped
14.2+ Million

Headcount by Region

AMERICAS	U.S.	**4,162**
	CANADA	**2,720**
	REST OF AMERICAS	**1026**
EMEA	FRANCE	**536**
	U.K.	**564**
	REST OF EMEA	**2,783**
APAC	INDIA	**726**
	JAPAN	**609**
	REST OF APAC	**1,430**
TOTAL		**14,556**

ALL INFORMATION AS OF APRIL 30, 2025

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

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

■ Total Billings in Millions ● GAAP Operating Margin
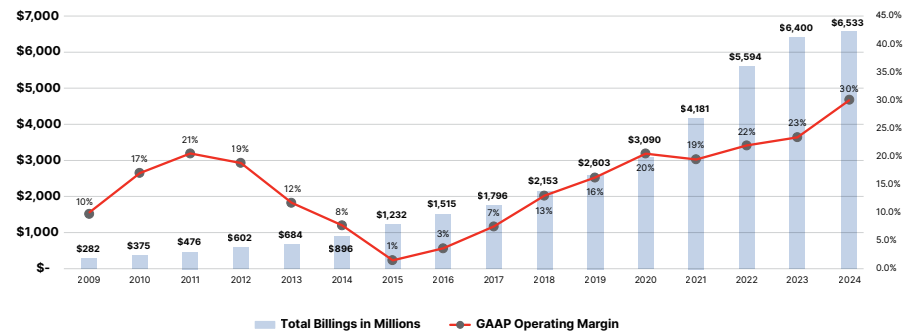
2009-2024 CAGR: 23%

Highly Diversified Across Regions and Segments

Q1 2025 REVENUE BY REGION

- 40.9%
- 40.8%
- 18.3%
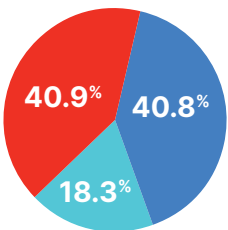
■ AMERICAS ■ EMEA ■ APAC

Q1 2025 BILLINGS BY SEGMENT

- 26.3%
- 43.9%
- 29.8%
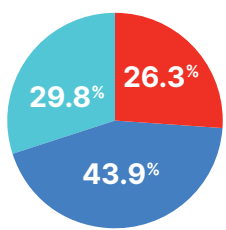
■ HIGH-END ■ MIDRANGE ■ ENTRY-LEVEL

The Global Leader of Cybersecurity Solutions and Services

#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 Enterprise

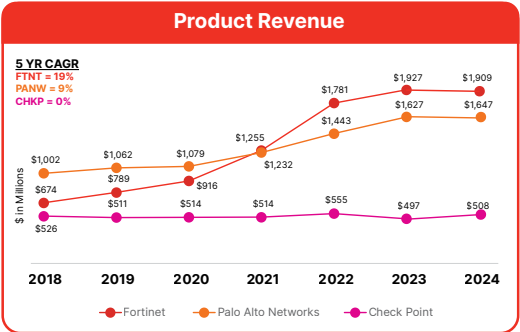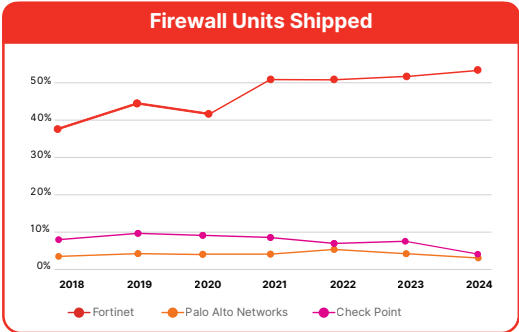80% of Fortune 100 and 72% of Global 2000 depend on Fortinet to stay secure.
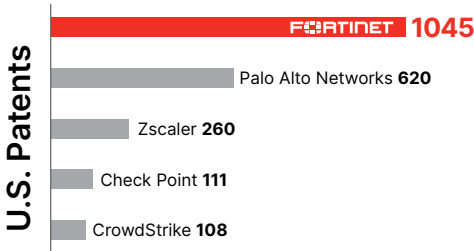
TOP 10/10 Business Services	TOP 10/10 Financial Services	TOP 8/10 Healthcare & Life Sciences	TOP 10/10 Manufacturing	TOP 10/10 Retail & Wholesale	TOP 10/10 Technology	TOP 10/10 Telcos & Carriers

#1 in Network Security

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

Firewall Units Shipped
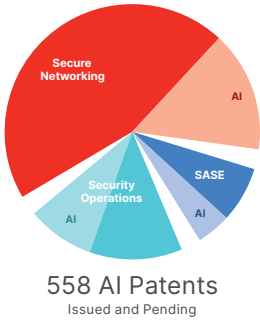

Legend: Fortinet, Palo Alto Networks, Check Point

Product Revenue

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

$ in Millions

Fortinet: $674 (2018), $789 (2019), $916 (2020), $1,232 (2021), $1,443 (2022), $1,627 (2023), $1,647 (2024)
Palo Alto Networks: $1,002 (2018), $1,062 (2019), $1,079 (2020), $1,255 (2021), $1,781 (2022), $1,927 (2023), $1,909 (2024)
Check Point: $526 (2018), $511 (2019), $514 (2020), $514 (2021), $555 (2022), $497 (2023), $508 (2024)

Legend: Fortinet, Palo Alto Networks, Check Point

#1 in Innovation

2x more patents than comparable cybersecurity companies.

U.S. Patents

- FORTINET **1045**
- Palo Alto Networks **620**
- Zscaler **260**
- Check Point **111**
- CrowdStrike **108**

Source: U.S. Patent Office, as of April 30, 2025

1,381 Global Patents
1,045 U.S. Patents
344 International Patents
451 Pending Patents

Secure Networking, AI, SASE, AI, Security Operations, AI

558 AI Patents
Issued and Pending

#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

SBTI-Validated Near-Term Climate Targets

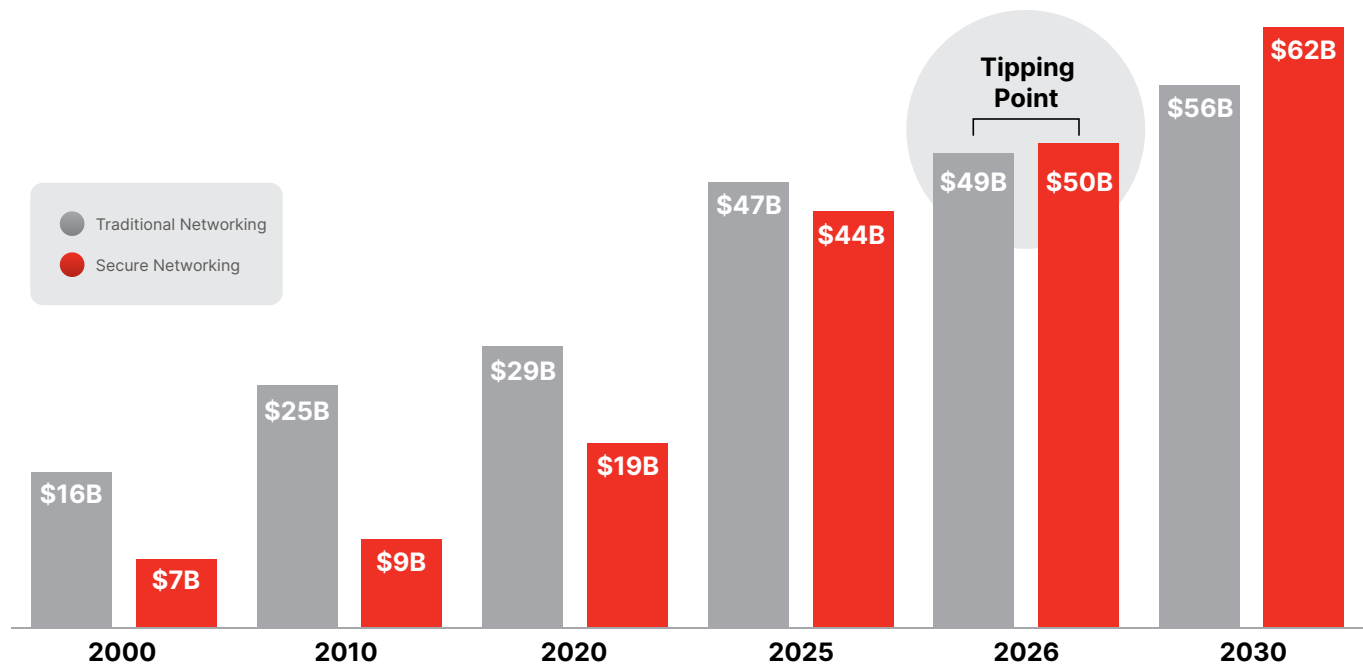By 2030 across scopes 1 and 2 emissions from Fortinet's owned facilities worldwide

Lead in Energy-Efficiency

88% less power consumption over industry-standard CPU

61% average reduction on product energy consumption[1]

[1] Based on new models of 2024 FortiGate G series (compared to equivalent models from previous generation)
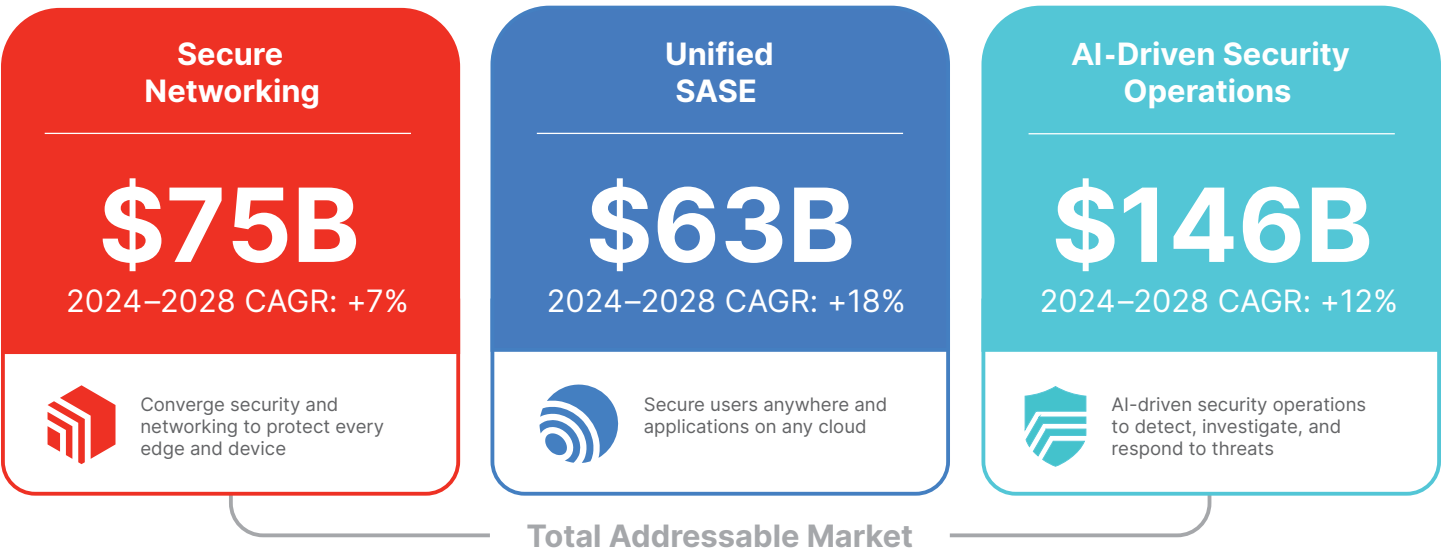
Beyond Trust: How Secure Networking Is Reshaping Connectivity

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.

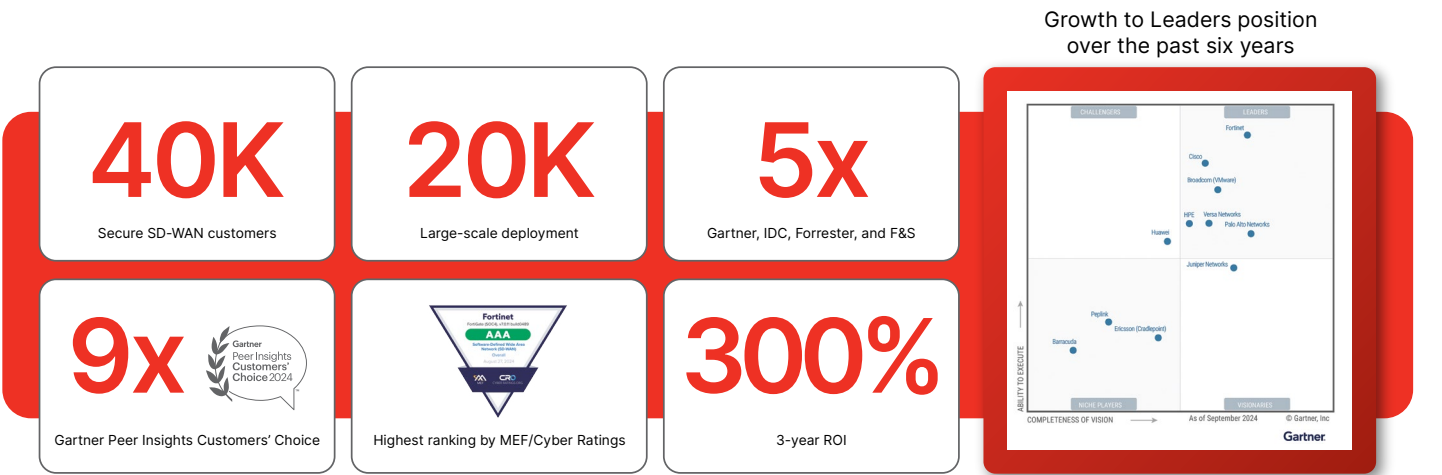| Secure Networking	Unified SASE	AI-Driven Security Operations
$75B	**$63B**	**$146B**
2024–2028 CAGR: +7%	2024–2028 CAGR: +18%	2024–2028 CAGR: +12%
Converge security and networking to protect every edge and device	Secure users anywhere and applications on any cloud	AI-driven security operations to detect, 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 wired and wireless LAN 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%
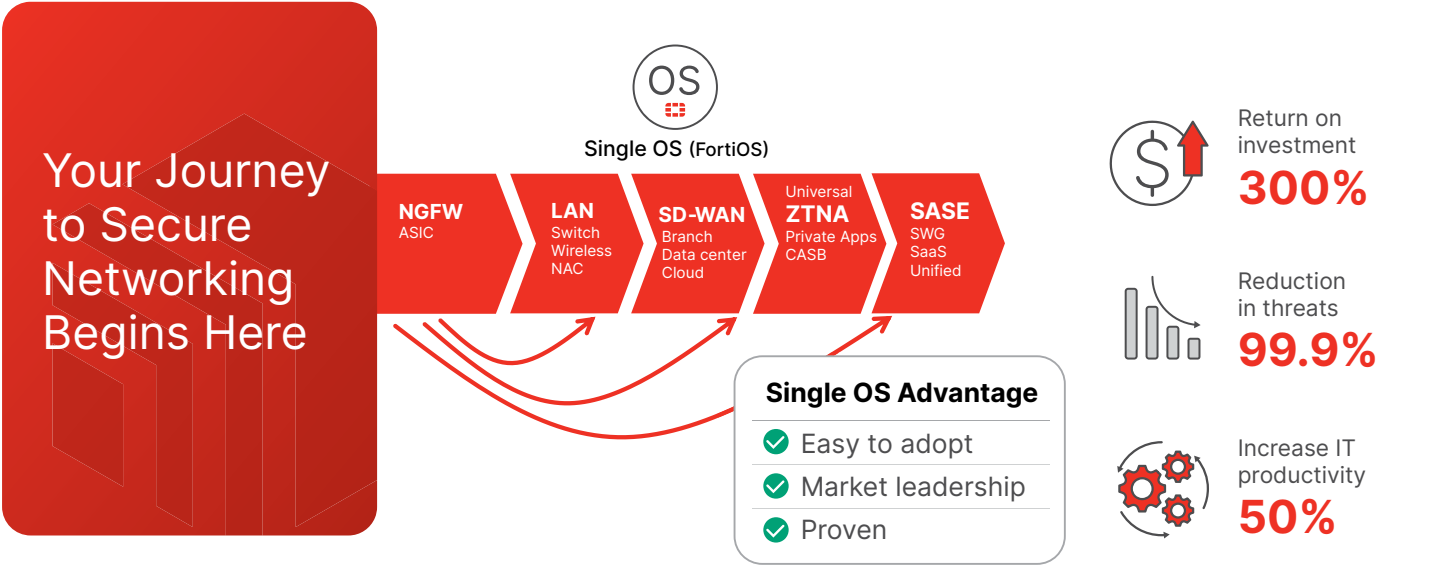
The Industry's Leading Secure SD-WAN Solution

Fortinet delivers the most widely adopted and consistently top-rated SD-WAN solution, trusted by over 40,000 customers worldwide. Our unique advantage lies in a single operating system and purpose-built ASIC architecture, enabling unmatched performance, scalability, and security. Recognized as a leader by Gartner, IDC, Forrester, and others, Fortinet continues to set the standard for secure, high-performance WAN edge transformation.

40K
Secure SD-WAN customers

20K
Large-scale deployment

5x
Gartner, IDC, Forrester, and F&S

9x
Gartner Peer Insights Customers' Choice

Highest ranking by MEF/Cyber Ratings

300%
3-year ROI

Growth to Leaders position over the past six years

Magic Quadrant™ for SD-WAN - 30 September 2024 - ID G00803425 - Jonathan Forest, Karen Brown, Nauman Raja
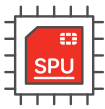
The Only Purpose-Built Proprietary ASIC

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.
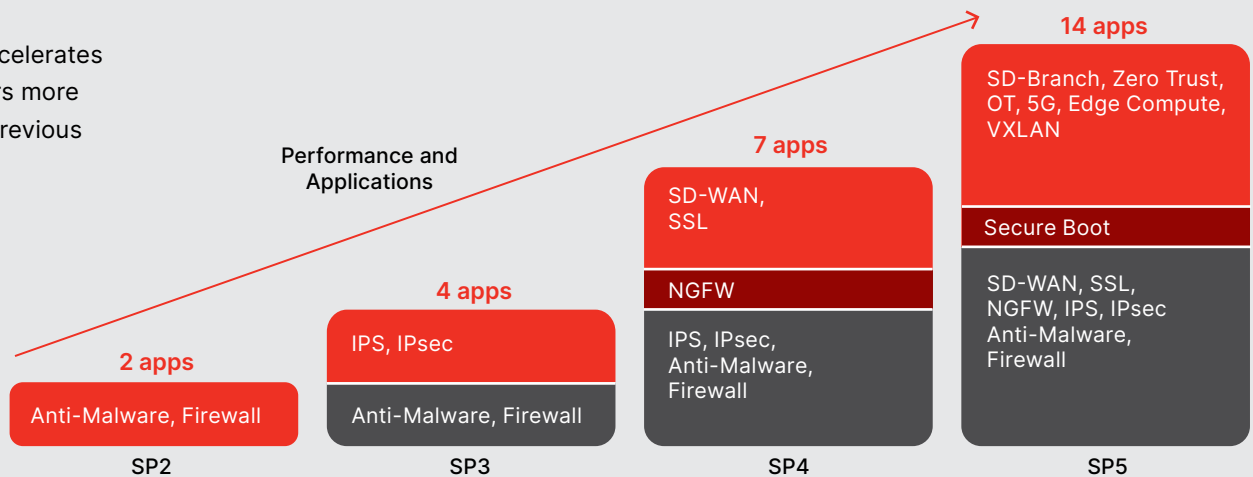
Content Processor 9
CP9

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 700G Redefines Network Protection

The FortiGate 700G series is a high-performance firewall for midsized businesses and distributed enterprises. Powered by Fortinet's SP5 and NP7 chips, it delivers up to 7x greater throughput and consumes 7x less power than the industry average. It features FortiSentry for out-of-band file system integrity monitoring, AI-powered threat protection up to 4x better than competitors, and a built-in hardware security switch. With flexible interface options from 5GE to 25GE, it ensures future-ready connectivity and strong, efficient security.

- Optimal QoS with integrated SD-WAN and ZTNA
- Patented ASIC delivers better price/performance
- Unified AI-powered protection across all edges
- Out-of-band module for real-time, isolated integrity monitoring

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

Specifications	Fortinet FortiGate 700G	Security Compute Rating	Competitor's Average	Palo Alto Networks 3410	Check Point 6700	Cisco 3110
Firewall (Gbps)	164	7x	23	14	38	18
IPsec VPN (Gbps)	55	7x	8	7	5	12
Threat Protection (Gbps)	26	4x	7	8	6	-
Concurrent Sessions	16,000,000	3x	6,466,667	1,400,000	16,000,000	2,000,000
Connections Per Second	700,000	3x	231,667	145,000	250,000	300,000

Power-Efficiency						
Max Power Consumption (Watts)	295	1x	237	170	141	400
Watts/Gbps Firewall Throughput	2	7x	13	12	4	22
Watts/Gbps IPsec VPN Throughput	5	6x	30	26	31	33
BTU per G of Firewall Throughput	11	2x	24	23	24	-

Comprehensive Unified SASE Solution with a Unified OS, Client, 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.
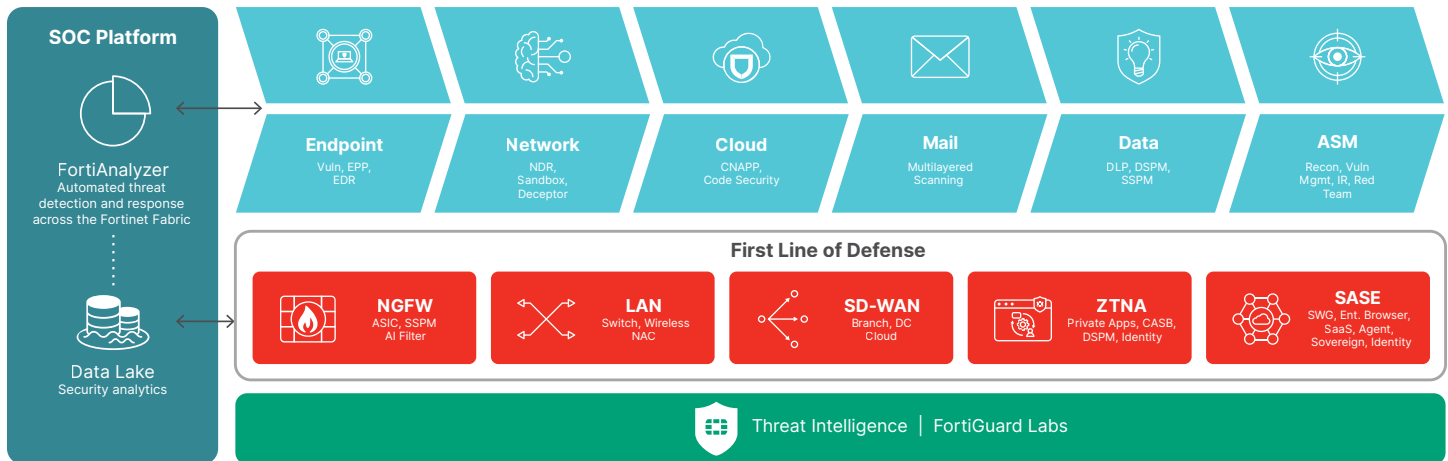

Flexible Deployment Options
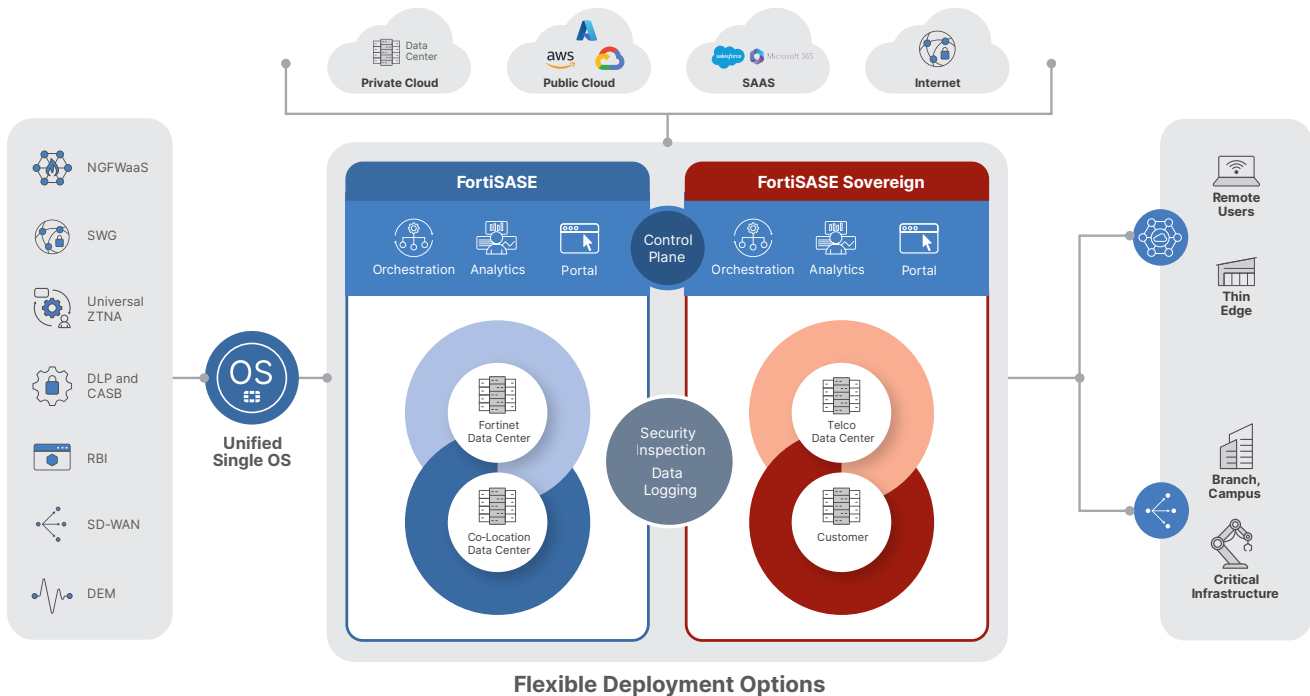
Investing in Owned Global Infrastructure

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

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

Endpoint	Network	Cloud	Mail	Data	ASM
Vuln, EPP, EDR	NDR, Sandbox, Deceptor	CNAPP, Code Security	Multilayered 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

Modernizing and connecting IT to OT

OS

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

2023
Leader
IT/OT Network Protection Platforms
Fortinet

Westlands Advisory 2023 IT/OT Network Protection Platforms Navigator™ Report

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.

	Unknown Query	FortiGuard Labs AI / Machine Learning **Trillions** of events	Verdict	
6M Firewalls				FortiGate — Block the file
300M Emails				FortiADC
150M Endpoints				FortiMail / FortiWeb / FortiNDR / FortiProxy — Block the file/URL
40M Sandbox Files				FortiClient / FortiEDR / FortiSASE — Quarantine the endpoint
				FortiSOAR / FortiSIEM — Automation & Reporting
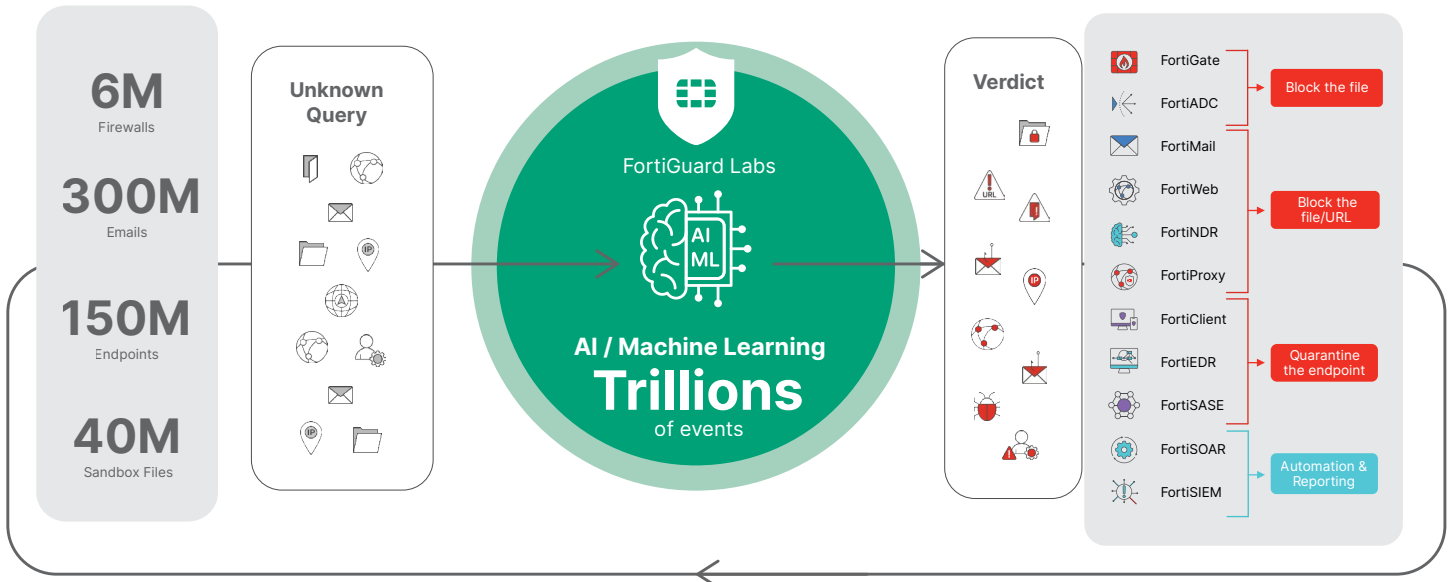
Global Leadership and Collaboration

CYBER THREAT ALLIANCE · WORLD ECONOMIC FORUM · NCI AGENCY

Responsible Disclosure and Commitment to Superior Quality

PAN-OS: 3x more externally discovered vulnerabilities than FortiOS.

65%

of all vulnerabilities identified in 2024 were internally discovered by Fortinet researchers versus 13% by Palo Alto Networks.

2024 Discovered Vulnerabilities

FortiOS vs PAN-OS	Externally Discovered	Total
FERTINET	9	37
paloalto NETWORKS	29	34

65% (Fortinet) · **13%** (Palo Alto)
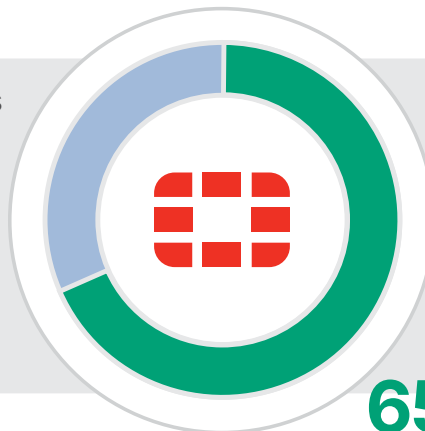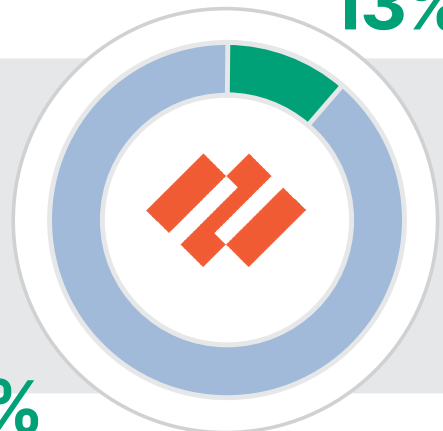
Legend: External · Internal

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.

SUPPORT	ADVANCED	PROFESSIONAL	ENABLEMENT
9.3	**90%**	**990+**	**760+**
Customer Satisfaction Score across 210,000+ cases	Renewal Rate across 900+ strategic customers	Engagements delivered globally, accelerating time to value	Partner Engineers across 38 sessions

25 Global Support Centers | **24×7×365** Global Support | **190+** RMA Countries | **2,500+** Annual Deployments

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F::RTINET Training Institute

Fortinet has pledged to train 1 million people by 2026 through our Training 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 159 countries.

FCF NSE 1 NSE 2	FCA NSE 3	FCP NSE 4 NSE 5 NSE 6	FCSS NSE 7	FCX NSE 8
Fundamentals	Associate	Professional	Solution Specialist	Expert

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.

1,760,657 CERTIFICATIONS

802 ACADEMIC PARTNERS IN 103 COUNTRIES

50 EDUCATION OUTREACH AND VETERANS PROGRAM PARTNERS

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 Partner Specialization — **CLOUD SECURITY**
ENGAGE Partner Specialization — **SECURE NETWORKING FIREWALL**
ENGAGE Partner Specialization — **OPERATIONAL TECHNOLOGY**
ENGAGE Partner Specialization — **SASE**
ENGAGE Partner Specialization — **SECURE NETWORKING LAN**
ENGAGE Partner Specialization — **SECURITY OPERATIONS**
ENGAGE Partner Specialization — **SD-WAN**
ENGAGE Partner Specialization — **ZERO TRUST NETWORK ACCESS**

Gartner®

Fortinet is recognized in 11 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.

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

- Wired and WLAN
- SD-WAN Infrastructure
- Endpoint Protection Platforms
- Single-Vendor SASE
- SIEM
- Access Management
- Data Center Switching
- Privileged Access Management
- Security Service Edge
- Email Security Platforms
- Cyber-Physical Systems Protection Platforms (CPS PP)

Fortinet Secures Over 860,000 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

pacificnational

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 SINCE 1956

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

RHG RADISSON HOTEL GROUP

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

HQ: EMEA

Steelers

Historic NFL team with six Super Bowl titles, known for their tough defense and loyal fan base.

HQ: NAM

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.

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