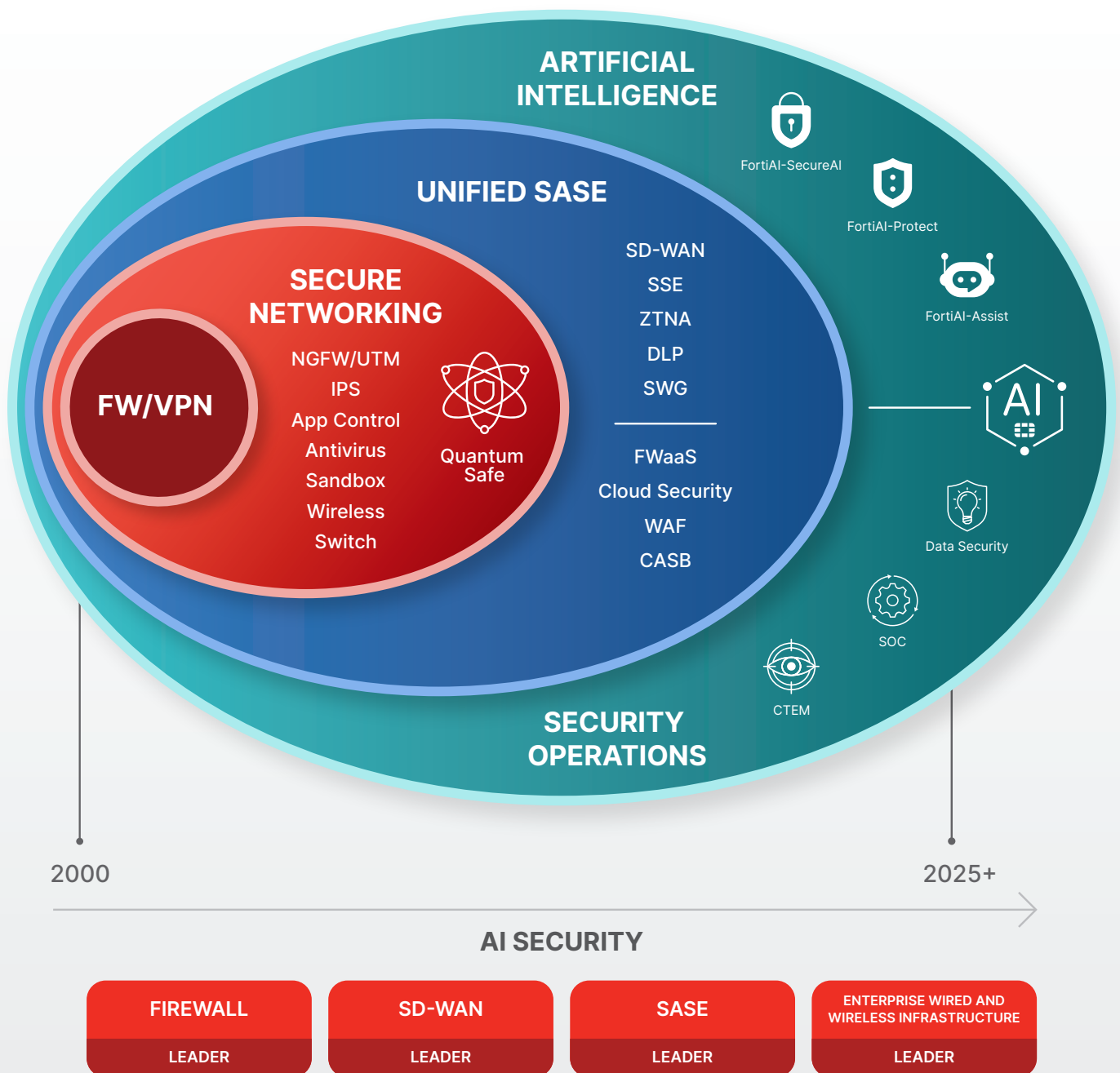


## 25 Years of Innovation Using ONE Security OS

FortiOS 8.0 Innovations in AI, SD-WAN, SASE, and OT



Single OS Leader in **FOUR** Network Security Gartner® Magic Quadrant™ Reports

## Fortify Your Cybersecurity

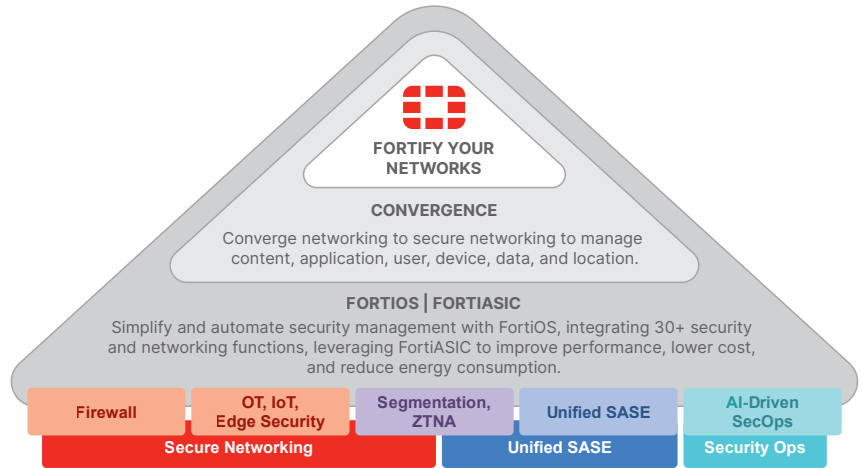
- **Founded:** October 2000
- **Member of:** Dow Jones Sustainability Index
- **Headquarters:** Sunnyvale, CA
- **NASDAQ 100**
- **Fortinet IPO (FTNT):** November 2009
- **S&P 500**

### Annual Sales

Revenue \$6.800B  
 Billings \$7.554B

### Q4 2025 Results

Revenue \$1.905B  
 Billings \$2.370B  
 Op. Margin (GAAP) 32.8%  
 EPS (GAAP) \$0.68/share  
 Cash and Investments \$3.922B  
 Market Cap \$59.0B  
AS OF DEC 31, 2025



Fortinet is the clear leader in secure networking convergence.

### Lifetime Customers

900,000+

### Cumulative Units Shipped

15.9+ Million

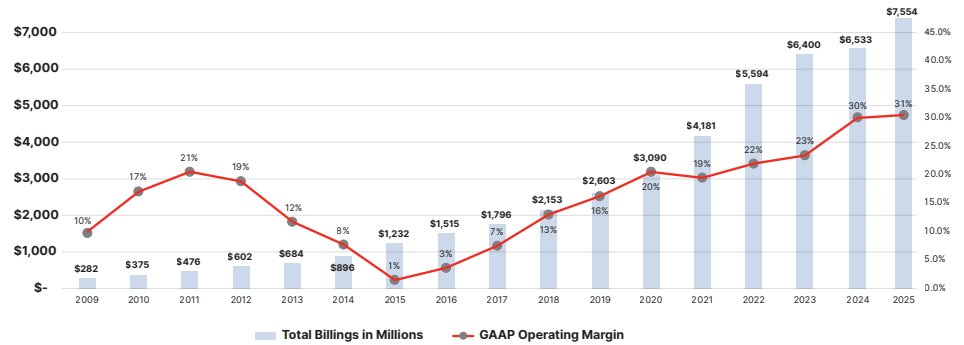
### Headcount by Region

	U.S.	4,300
AMERICAS	CANADA	2,750
	REST OF AMERICAS	1,086
	FRANCE	560
EMEA	U.K.	568
	GERMANY	443
	REST OF EMEA	2,575
	INDIA	725
APAC	JAPAN	623
	REST OF APAC	1,479
TOTAL		15,109

ALL INFORMATION AS OF DECEMBER 31, 2025

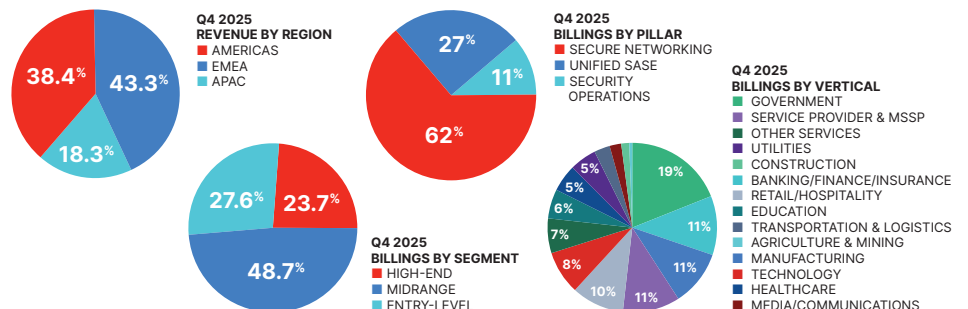
## Global Leader in Product Growth with Strong Growth in Annual Billings and Profitability

GAAP profitable every year since IPO



2009-2025 CAGR: 23%

## The Strongest, Most Diversified Cybersecurity Company



# The Global Leader of Cybersecurity Solutions and Services

## #1 Most Trusted Cybersecurity Company



Recognized for two consecutive years in the **Forbes Most Trusted Companies List**

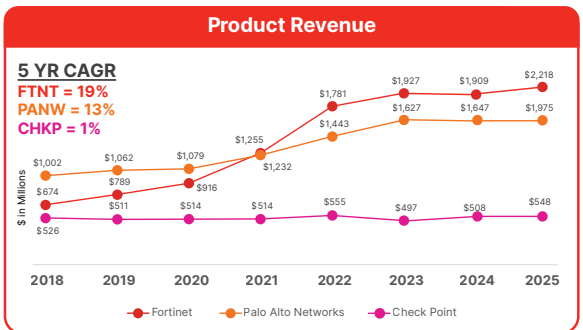
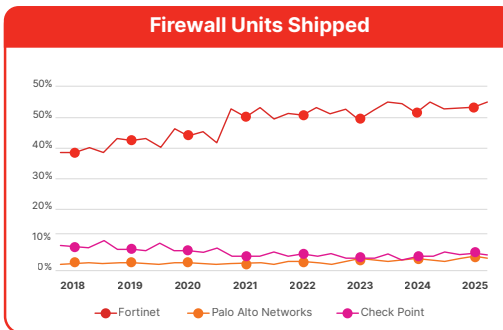
## #1 in Enterprise

85% of Fortune 100 and 73% of Global 2000 depend on Fortinet to stay secure.



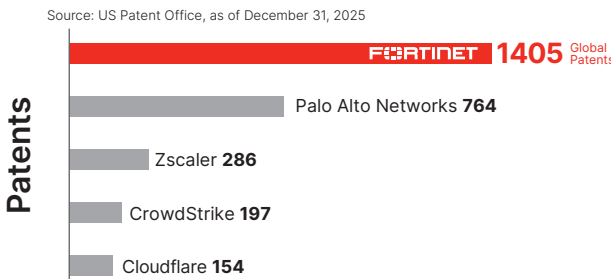
## #1 in Network Security

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



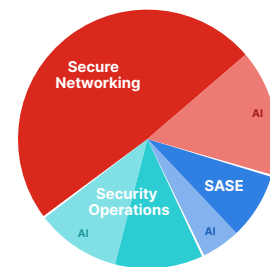
## #1 in Cybersecurity Innovator

The most patents of any cybersecurity company and the biggest AI patent portfolio.



~2x more patents than other security companies with the most AI patents.

## Innovation Across Three Pillars



555 AI Patents Issued and Pending

## #1 in Energy/Cost Savings and Efficiency

Product environmental impacts are central to our sustainability approach.



## 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

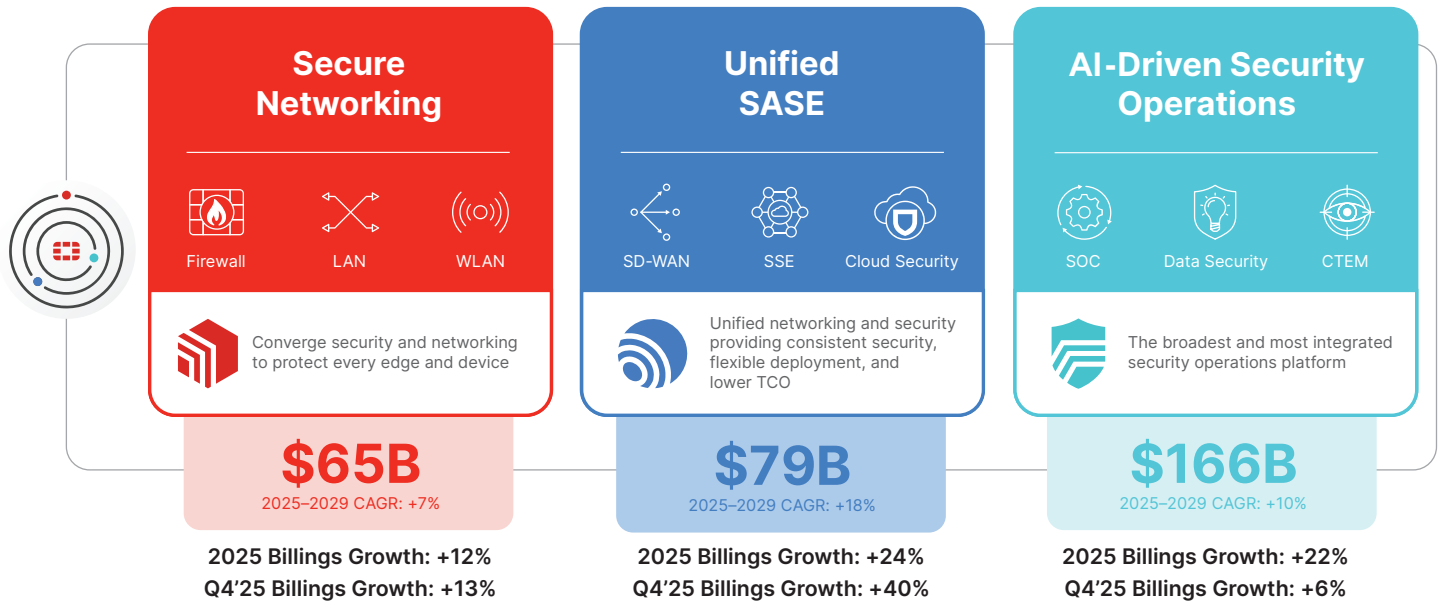
**61%** average reduction on product energy consumption<sup>1</sup>

<sup>1</sup> Based on new models of 2024 FortiGate G series (compared to equivalent models from previous generation)



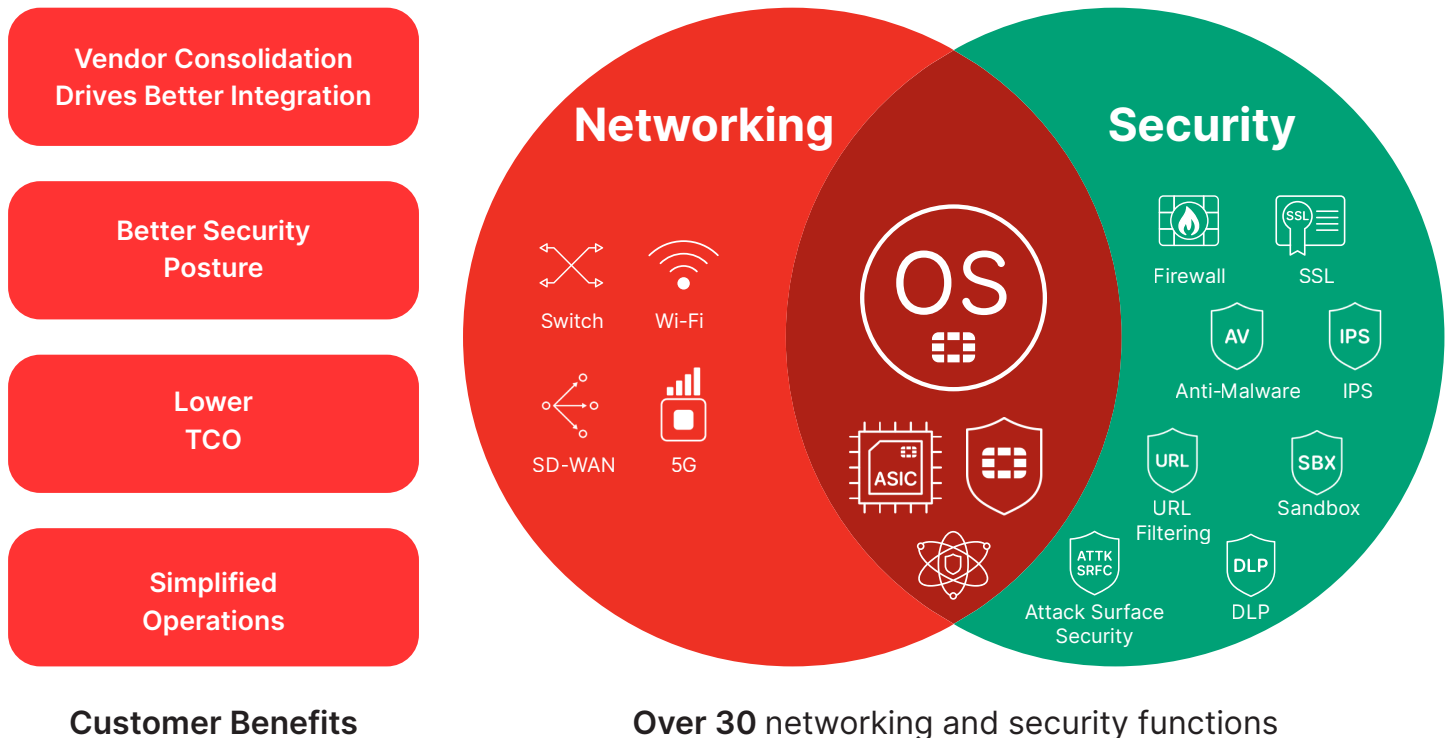
# Leading in All Three Pillars with Continued Market Share Gains

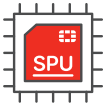
Continual innovation has driven sustained market share gains across every major segment, reflecting accelerated customer adoption and migration to Fortinet from competitors.



## Leading the Convergence of Networking and Security

Powered by FortiOS and FortiASIC, this convergence delivers stronger protection, simpler management, and faster performance.





# The Only Purpose-Built Proprietary ASIC

Fortinet's ASIC-based security processing units (SPUs) enhance speed, efficiency, and value to deliver improved user experience and reduce footprint and energy needs.

## Network Processor 7 NP7



Delivers low latency, real-time network security functions with better performance

## Content Processor 9 CP9



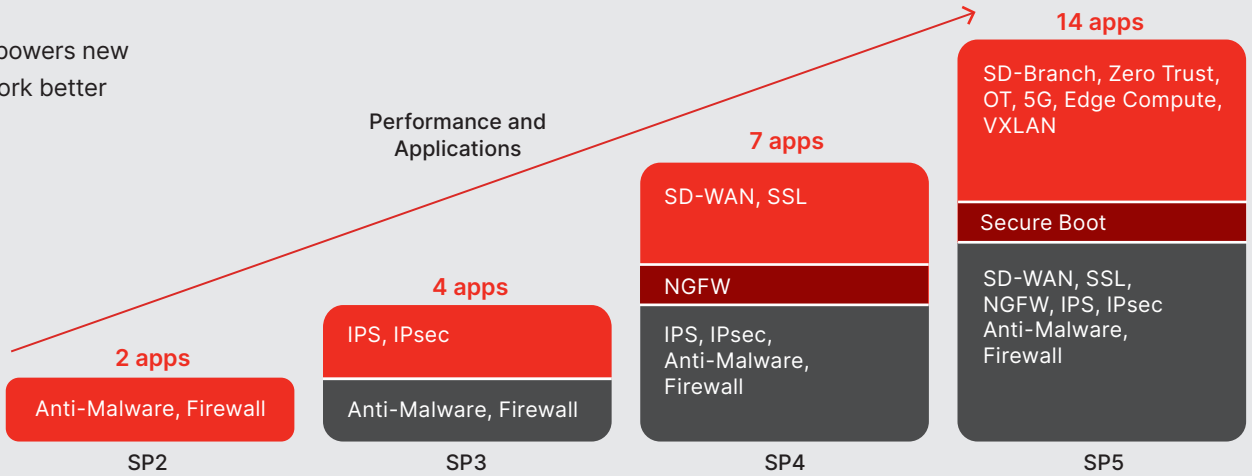
Offload resource-intensive processing and drive content inspection to accelerate security functions

## Security Processor 5 SP5



All-in-one ASIC design

Integrated ASIC powers new functionality to work better together.



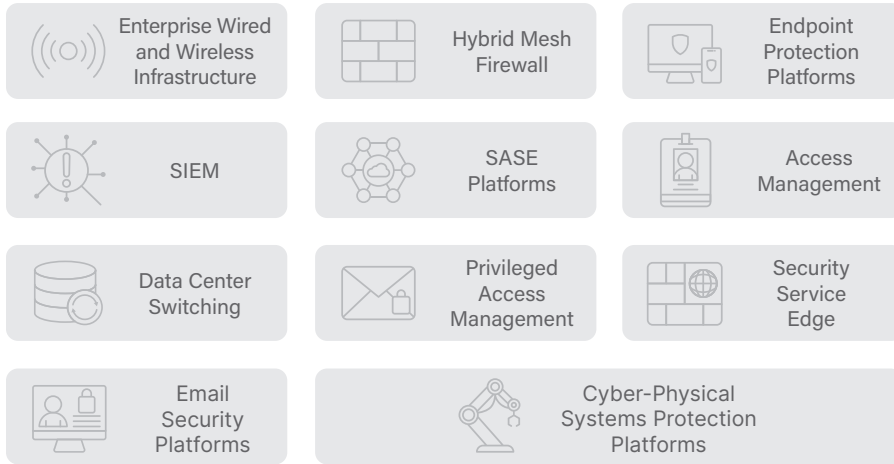
# The Fastest Growing SASE Leader at Scale

Unified SASE grew 40% in Q4, including an over 90% increase in FortiSASE ARR. Our belief is that Fortinet is the fastest growing SASE at scale.

	Best Value and Security	Easy to Adopt	Broadest Solution
<b>How Fortinet Delivers</b>			
	~200 global cloud locations across 5M sqft delivering the best security with the highest ROI	Single OS across firewall, SD-WAN, and SASE	<b>3 Ways to Deploy</b> Cloud   On-prem   Sovereign
<b>Customer Benefit</b>	-Lower TCO -Highest availability	Expand from SD-WAN in minutes	<b>3 Choices of Cloud</b> Fortinet   Colocation   Public
<b>Proven Results</b>	<b>1/3</b> the cost	<b>3 to 1</b> vendor consolidation	<b>3 x 3</b> broadest, most flexible offering
			<b>3 Ways to Consume</b> SaaS   Hardware   EA

# The Leader Across Networking and Security Markets

Fortinet's unified operating system powers consistent security and performance across hybrid mesh firewall, wired and wireless LAN, SASE, and more, validated by leadership positions in multiple Gartner Magic Quadrant reports.



**Fortinet is recognized in 11 Gartner Magic Quadrant reports based on the Fortinet Security Fabric platform.**

Powered by a single OS, Fortinet is the only vendor recognized across hybrid mesh firewall, wired and wireless LAN, and SASE, delivering shared policy, faster innovation, and lower cost across Gartner segments.

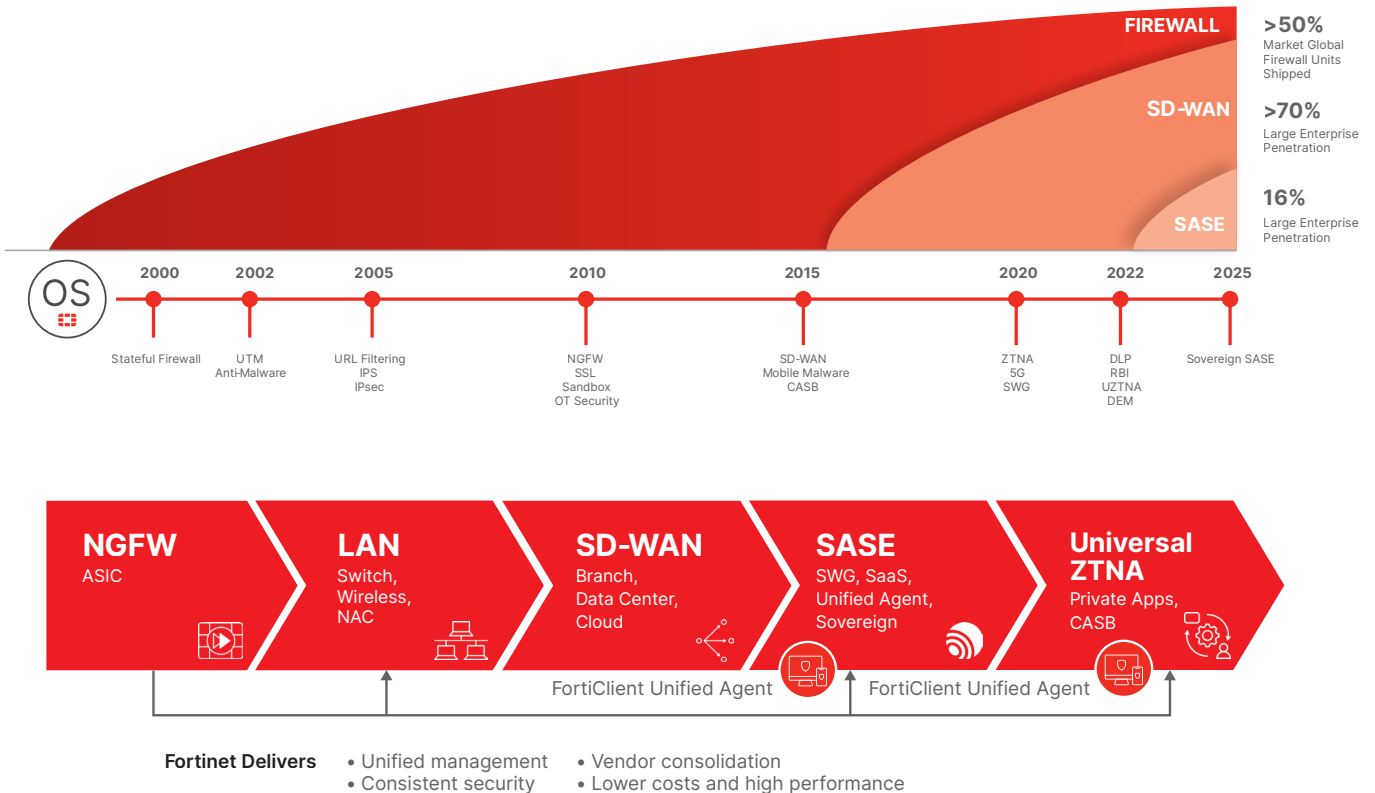
Learn more at [fortinet.com/solutions/analyst-reports](https://fortinet.com/solutions/analyst-reports)

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## The Fortinet Journey: A Seamless Security Evolution

Every security journey starts with a strong foundation. One FortiOS and FortiGate Next-Generation Firewalls (NGFWs) deliver industry-leading protection at the core. Customers can then seamlessly expand by adding wired and wireless LAN, activating SD-WAN for optimized performance, and extending to SASE for secure remote access.



# Owned Global Cloud Delivers Control, Performance, and Cost Benefits

Fortinet's owned global cloud network gives organizations full control, superior performance, and lower costs.



## At Fortinet, Product Security and Quality Assurance Are Job # 1

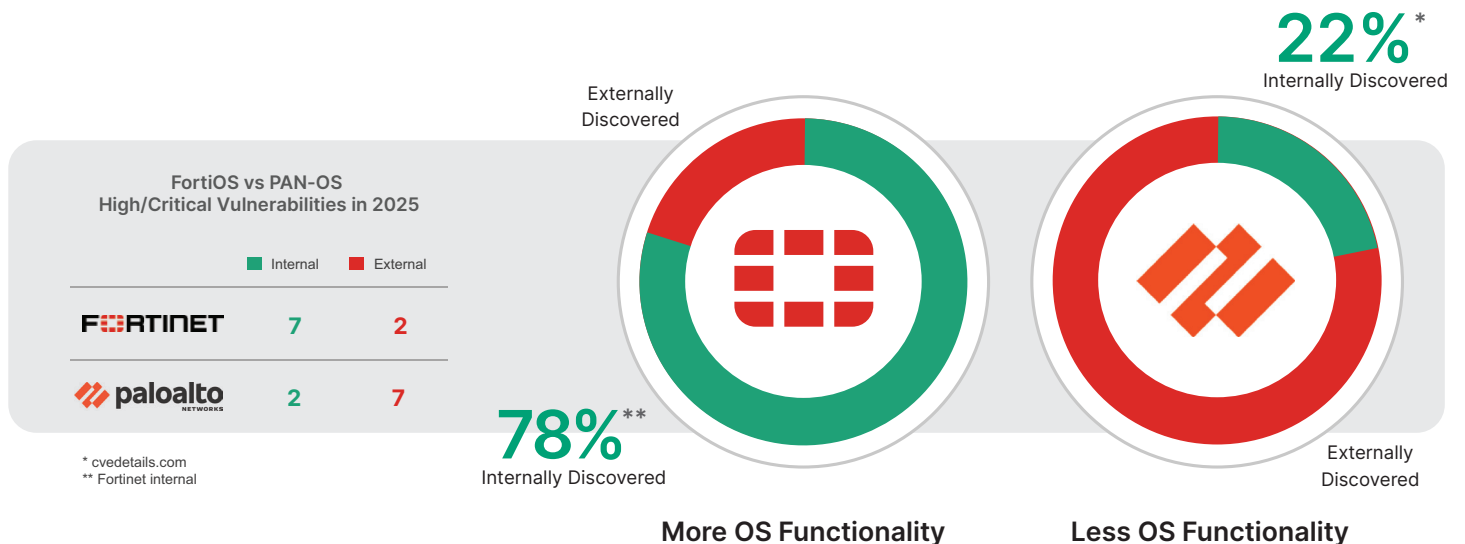
Fortinet solutions are secure by design and default, leading with transparency.

### Product security features

- File system integrity
- Hardware monitoring
- Forensic data capture
- Virtual patching
- Auto updates

### Security evaluation

- Continuous testing
- Third-party evaluation
- Broadest certification of cybersecurity vendors
- HackerOne \$1 million Bug Bounty program



\* cvedetails.com  
 \*\* Fortinet internal



# FortiAI: Protecting the AI Enterprise

Expanding from AI/ML-powered FortiGuard Labs intelligence, FortiAI leverages agentic AI to unify defense across the Fortinet Security Fabric, securing AI ecosystems and blocking threats at machine speed with autonomous, proactive protection, including deep integration with NVIDIA BlueField DPUs to protect AI factories and high-performance cloud environments without impacting performance.



## FortiGuard Labs

Event Process and Verdict  
Threat Intelligence



## FortiAI-Assist

NOC & SOC  
Assistants & Agents



## FortiAI-Secure

Attack Surface Management  
Agent & LLM Security



## FortiAI-Protect

IT Controls  
Visibility & Control

Features

- Sub-1sec threat detection
- 15+ years ML evolution
- 500+ AI patents

- Agentic automation
- GenAI + AIOps collaboration
- Autonomous network remediation

- LLM runtime protection
- Guardrail chaining and sanitization
- Prompt injection prevention

- 6,500+ AI app visibility
- Zero-trust AI control
- Shadow AI blocking

Values

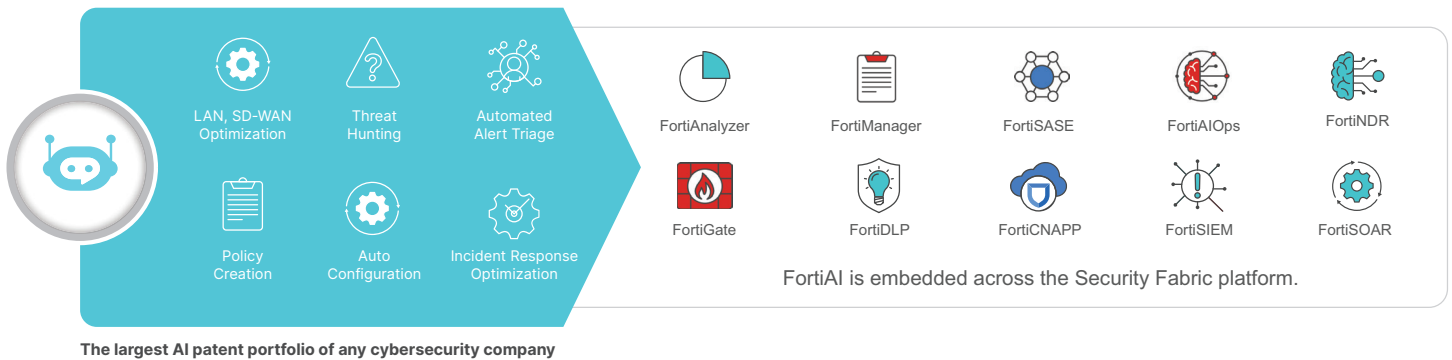
- Real-time intelligence shared across the Security Fabric

- Orchestrated SOC/ NOC autonomous ops

- Layered AI infrastructure defense

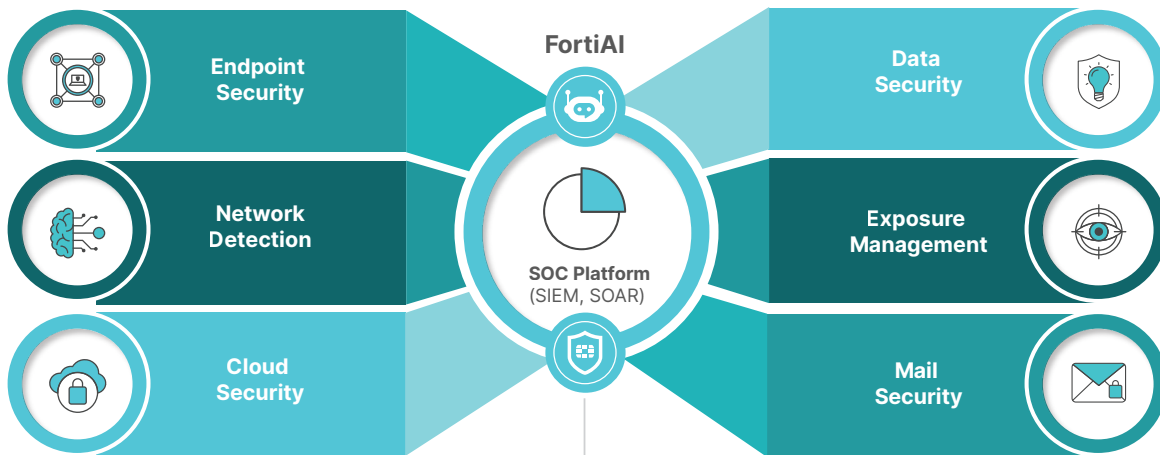
- Secure GenAI with data privacy

Fortinet's patented AI is embedded across the Fortinet Security Fabric to enhance prevention, detection, and response. FortiAI provides real-time analysis, automated decisions, and adaptive protection across network, users, endpoints, agents, applications, networks, and cloud environments.



## Broadest AI-Driven Security Operations

The industry's most comprehensive security operations solution, powered by FortiGuard Labs, delivers automated threat intelligence at scale, enabling faster, broader, and more effective protection.



FortiGuard Labs threat intelligence at scale



# Fortinet Has Led the Market with Quantum-Safe Solutions Since 2021

Quantum-safe features, including Post-Quantum Cryptography (PQC), are natively integrated into the FortiOS operating system. Fortinet delivers standardized quantum readiness such as Quantum Key Distribution (QKD) and PQC, without impacting network speed or scale, to ensure a seamless transition that protects data today and in the future while ensuring compliance.



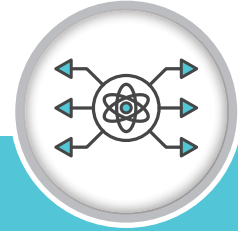
## Protect Data Today

Harvest now, decrypt later means that quantum strategy is important today.



## Interoperable

Standards are in transition, but Fortinet has NIST standardized solutions available already.



## Transition Easily

Fortinet expertise and solutions can help you with your quantum migration gradually without complete overhaul.



# Comprehensive Security Services: Protection, Expertise, and Support

Fortinet security services include FortiGuard AI-Powered Security Services available as a la carte or bundled subscriptions. We offer options for use-case specific services, such as OT Security Services and our new SD-WAN + SASE bundle. For organizations facing a skills gap, we provide several Expertise-as-a-Service options, including managed services such as SOCaaS, incident response, cloud consulting, and professional services.

## Secure Networking

- FortiGuard Security Services
  - ENT Bundle
  - UTP Bundle
  - ATP Bundle
- OT Security

## Unified SASE

- SD-WAN Bundle
- SASE Bundle
- FortiCNAPP
- FortiGuard CASB
- FortiGuard Security Services
  - ENT Bundle
  - UTP Bundle
  - ATP Bundle
- OT Security

## AI-Driven Security Operations

- FortiAnalyzer Cloud
- FortiSOAR/FortiSIEM Cloud
- IOC and Outbreak Detection Service
- Security Rating Service
- SOCaaS
- SOAR/SIEM Automation Services
- OT Security

FortiCare Essential | Premium | Elite | Advanced Support Core | Pro | Pro Plus

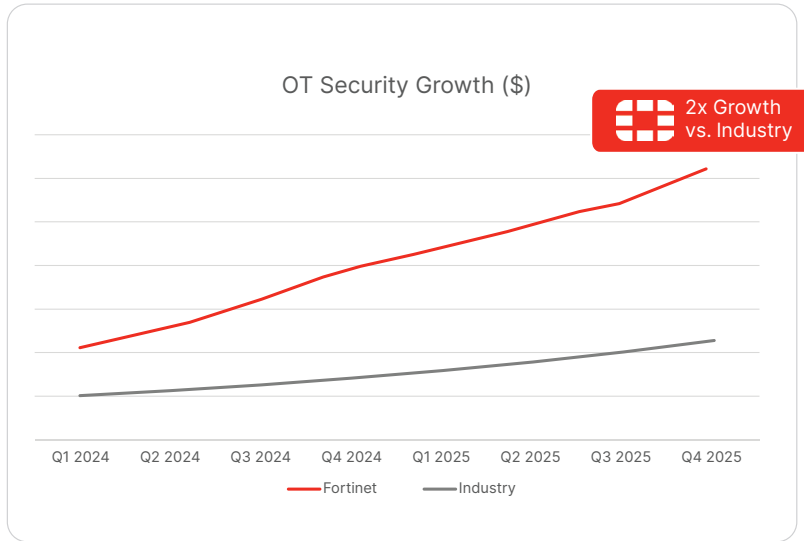
FortiAI-Assist

Example services in each category. This is not meant to be a comprehensive list of services.



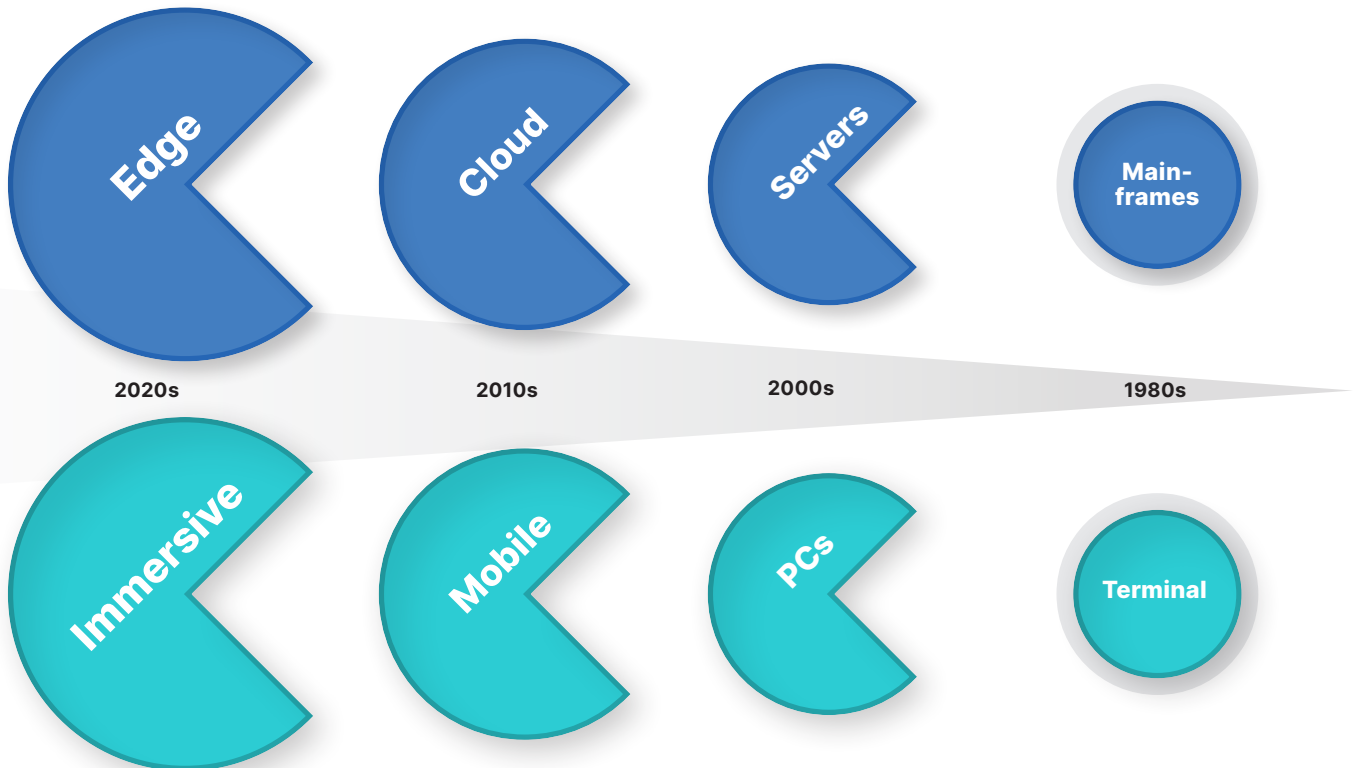
# OT and Critical Infrastructure: The Only 3x Leader

Our unified platform protects IT and OT environments with deep visibility, granular control, and real-time threat prevention across industrial systems worldwide.



## Edge Will Eat the Cloud

Edge computing is shifting workloads off centralized clouds. Having your own system and ASIC positions you to deliver secure, high-performance edge devices built for the demands of AI.



## Infrastructure Evolution



# FORTINET Training Institute

As part of our noble mission, Fortinet is on track to meet its pledge to train 1 million people in cybersecurity skills to help close the cybersecurity skills gap and encourage people to choose a career pathway in cybersecurity.

## NSE Certification Program

The NSE Certification Program provides 11 certifications across five career paths, from Fundamentals to Expert levels, supported by 110+ Authorized Training Centers in 163 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.



**1,841,194**  
CERTIFICATIONS



**891**  
ACADEMIC  
PARTNERS IN 106  
COUNTRIES



**53**  
EDUCATION OUTREACH  
AND VETERANS  
PROGRAM PARTNERS

# ENGAGE

FORTINET PARTNER PROGRAM

**110,000+**  
ACTIVE PARTNERS



## Our Global Partner Commitment

Fortinet works with a global network of trusted advisors to accelerate digital transformation and support long-term business growth

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

### Technology Differentiation

Fortinet's broad, integrated platform spans endpoints, networks, remote workers, and clouds, delivering automated, high-performance solutions that help partners stand out.

### Proven Credibility

Our innovation, leading threat intelligence, and strong customer and analyst validation differentiate partner offerings and strengthen competitive positioning.

### Sustained Growth

The Engage Partner Program provides sales, marketing, and executive support, along with built-in specializations aligned to market demand, helping partners build lasting customer relationships and predictable growth.



## 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.

**Fortinet is proud to be named a Gartner Peer Insights Customers' Choice in several critical areas:**

- Secure Service Edge
- Enterprise Wired and Wireless LAN Edge
- Zero-Trust Network Access
- Endpoint Protection Platform
- SD-WAN
- Security Information Event Management
- Security Orchestration Automation Response

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

Gartner, Voice of the Customer for Zero Trust Network Access, Peer Contributors, 24 February 2025

Gartner, Voice of the Customer for SD-WAN, Peer Contributors, 25 June 2025

Gartner, Voice of the Customer for Enterprise Wired and Wireless LAN Infrastructure, Peer Contributors, 26 November 2025

Gartner, Voice of the Customer for Security, Orchestration, Automation and Response Solutions, Peer Contributors, 30 January 2025

Gartner, Voice of the Customer for Security Service Edge, Peer Contributors, 30 October 2025

Gartner, Voice of the Customer for Security Information and Event Management, Peer Contributors, 10 December 2025

Gartner, Voice of the Customer for Endpoint Protection Platform, Peer Contributors, 23 January 2026

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# Fortinet Proudly Presents the 2026 Accelerate Voice of the Customer Speakers from Around the World



Fortune 100 home improvement retailer operating more than 1,700 stores.

HQ: N. AMERICA



One of the world's largest multinational energy companies.

HQ: N. AMERICA



Leading global service provider of automotive and industrial parts distributor.

HQ: N. AMERICA



Global leader in digital media, serving over 41 million paid subscribers and 700 million active users.

HQ: N. AMERICA



Leading provider of comprehensive waste management and environmental services.

HQ: N. AMERICA



ICRC

Neutral and impartial organization protecting and assisting victims of conflict and violence.

HQ: EMEA



The U.K.'s largest independently owned car dealership group.

HQ: EMEA



Global medical products and technologies company.

HQ: EMEA



Sony-owned global leader in sports technology.

HQ: EMEA

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



FTNT  
Nasdaq Listed

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Revision: Q4 / 2026 v1 February 25, 2026 11:42 AM