FORTINET

Q2 2026
Earnings Presentation

July 29, 2026

Safe Harbor Statement

Information, statements and projections contained in these presentation slides and the related conference call contain forward-looking statements that involve risks and uncertainties. These forward-looking statements include statements regarding any indications related to future growth and market share gains, our strategy going forward, and guidance and expectations around future financial results, including guidance and expectations for the third quarter and full year 2026, and any statements regarding our market opportunity and market size, and business momentum. Although we attempt to be accurate in making forward-looking statements, it is possible that future circumstances might differ from the assumptions on which such statements are based such that actual results are materially different from our forward-looking statements in these presentation slides. Important factors that could cause results to differ materially from the statements herein include the following: general economic risks, including those caused by economic challenges, a possible economic downturn or recession and the effects of inflation or stagflation, changing interest rates or reduced information technology spending; supply chain challenges; negative impacts from global conflicts and their related macroeconomic effects; competitiveness in the security market; the dynamic nature of the security market and its products and services; specific economic risks worldwide and in different geographies, and among different customer segments; uncertainty regarding demand and increased business and renewals from existing customers; sales execution risks, including risks in connection with the timing and completion of large strategic deals; uncertainties around continued success in sales growth and market share gains; uncertainties in market opportunities and the market size; actual or perceived vulnerabilities in our supply chain, products or services, and any actual or perceived breach of our network or our customers' networks; longer sales cycles, particularly for larger enterprise, service providers, government and other large organization customers; the effectiveness of our salesforce and failure to convert sales pipeline into final sales; risks associated with successful implementation of multiple integrated software products and other product functionality risks; risks associated with integrating acquisitions and changes in circumstances and plans associated therewith, including, among other risks, changes in plans related to product and services integrations, product and services plans and sales strategies; sales and marketing execution risks; execution risks around new product development and introductions and innovation; litigation and disputes and the potential cost, distraction and damage to sales and reputation caused thereby or by other factors; cybersecurity threats, breaches and other disruptions; market acceptance of new products and services; the ability to attract and retain personnel; changes in strategy; risks associated with management of growth; lengthy sales and implementation cycles, particularly in larger organizations; technological changes that make our products and services less competitive, including advances in artificial intelligence; risks associated with the adoption of, and demand for, our products and services in general and by specific customer segments, including those caused by competition and pricing pressure; excess product inventory for any reason, including those caused by the effects of inflation and changing interest rates in certain geographies and the war in Ukraine, tensions between China and Taiwan or conflicts in the Middle East; risks associated with business disruption caused by natural disasters and health emergencies such as earthquakes, fires, power outages, typhoons, floods, health epidemics and viruses, and by manmade events such as civil unrest, labor disruption, international trade disputes, international conflicts such as the war in Ukraine, tensions between China and Taiwan or conflicts in the Middle East, terrorism, wars, and critical infrastructure attacks; tariffs, trade disputes and other trade barriers, and negative impact on sales based on geo-political dynamics and disputes and protectionist policies, including the impact of any future shutdowns of the U.S. government; and the other risk factors set forth from time to time in our most recent Annual Report on Form 10-K, our most recent Quarterly Report on Form 10-Q and our other filings with the Securities and Exchange Commission ("SEC"), copies of which are available free of charge at the SEC's website at www.sec.gov or upon request from our investor relations department. All forward-looking statements herein reflect our opinions only as of the date of these presentation slides, and we undertake no obligation, and expressly disclaim any obligation, to update forward-looking statements herein in light of new information or future events.

Q2’26 Key Financial Highlights

33%
Y/Y Billings Growth

26%
Y/Y Total Revenue Growth

52%
Y/Y Product Revenue Growth

56%
Operational Technology Y/Y Billings Growth

38%
Operating Margin (Non-GAAP)

49%
Adjusted Free Cash Flow Margin

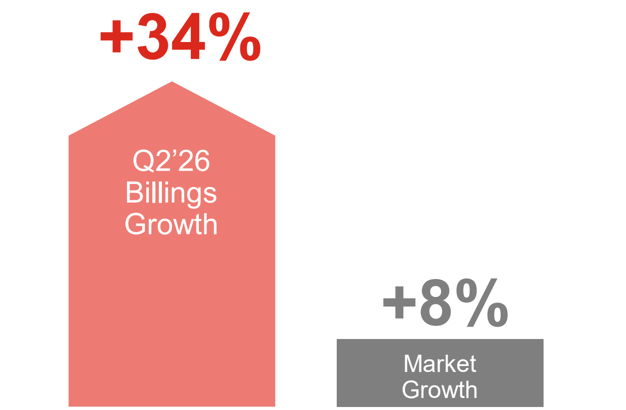
SASE Firewall: Convergence of Firewall and SASE

SASE Firewall

Secure Networking

Convergence of security and networking to protect every edge and device

Firewall | LAN | WLAN



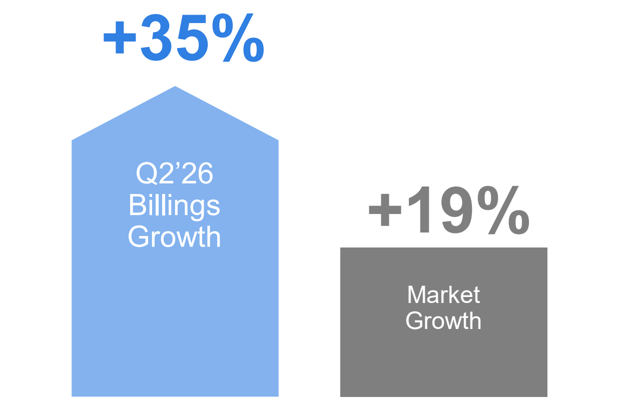
$69B Market

66% OF TOTAL BILLINGS

Unified SASE

Unified networking and security providing consistent security, flexible deployment, and lower TCO

SD-WAN | SSE | Cloud Security



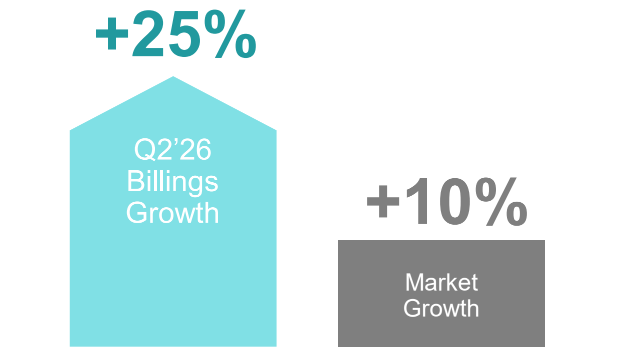
$79B Market

24% OF TOTAL BILLINGS

AI-Driven Security Operations

The broadest and most integrated security operations platform

SOC | Data Security | CTEM



$167B Market

10% OF TOTAL BILLINGS

OS

Combined CAGR is 13%

Note: 2029 total addressable markets shown. Market growth rates reflect the 2025-2029 CAGR. Gartner, Forecast: Enterprise Network Equipment, Worldwide, 2024-2030, 1Q26, March 2026. Gartner, Forecast: Information Security, Worldwide, 2024-2030, 1Q26, March 2026. Gartner, Forecast: AI Spending, Worldwide, 2025-2030, 1Q26, April 2026. Westlands Advisory, OT Security Forecast.

Outperforming the Market Across SASE Firewall and SecOps

SASE Firewall

Unified SASE providing consistent security, flexible deployment, and lower TCO to protect every edge and device

SASE Firewall Market

+34%
Q2’26 Billings Growth

+13%
Market Growth

$148B Market

90% OF TOTAL BILLINGS

OS

- NGFW / UTM
- SD-WAN
- Unified SASE
- AI / Quantum

AI-Driven SecOps

The broadest and most integrated security operations platform

AI-Driven SecOps Market

+25%
Q2’26 Billings Growth

+10%
Market Growth

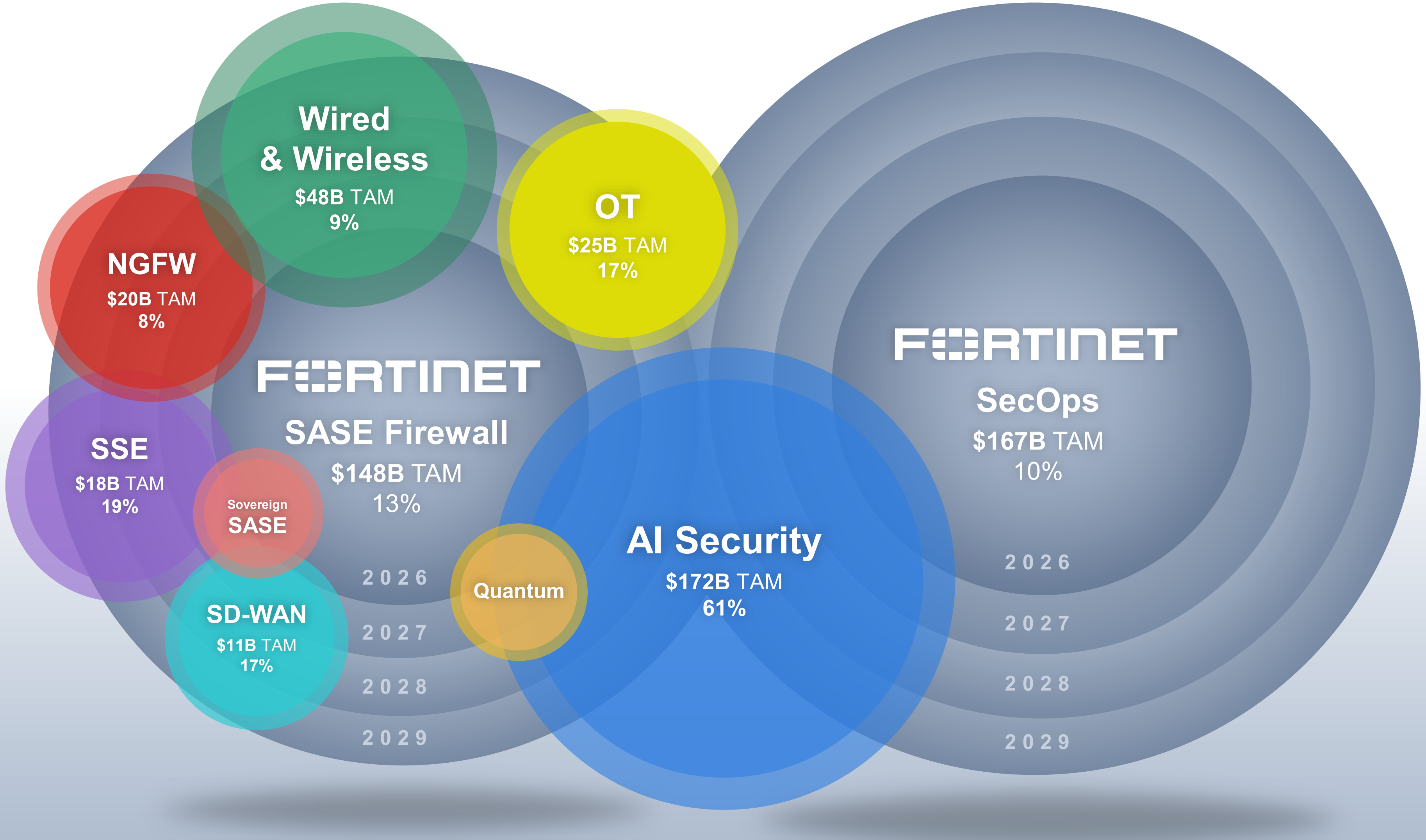
$167B Market

10% OF TOTAL BILLINGS

- FortiSOC
- FortiAnalyzer
- FortiIdentity
- FortiMail

Note: 2029 total addressable markets shown. Market growth rates reflect the 2025-2029 CAGR. Gartner, Forecast: Enterprise Network Equipment, Worldwide, 2024-2030, 1Q26, March 2026. Gartner, Forecast: Information Security, Worldwide, 2024-2030, 1Q26, March 2026. Gartner, Forecast: AI Spending, Worldwide, 2025-2030, 1Q26, April 2026. Westlands Advisory, OT Security Forecast.

SASE Firewall | Large Opportunity for Accelerated Growth



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Market Leader Across Major Security and Networking Categories

Network Security

SD-WAN

SASE

Operational Technology

AI / Quantum

Security at Scale	Built to Last	Proven at Scale	#1 in Innovation	Worldwide Scale, Support	Top-Tier Public Company
$8.6B LTM Billings	**GAAP Profitable Every Year Since 2009 IPO**	**900K+** Lifetime Customers	**1,448** Patents	**15,000+** Employees **110,000+** Partners	**NASDAQ 100 S&P 500**

Fortinet AI-Native Security Fabric

Fortinet AI-Native Security Fabric

Shadow AI Lockdown
- FortiOS
- FortiGate
- FortiDLP
- FortiSASE
- FortiWeb
- FortiIdentity
- FortiClient

LLM Security
- FortiAIGate
- FortiWeb
- FortiData

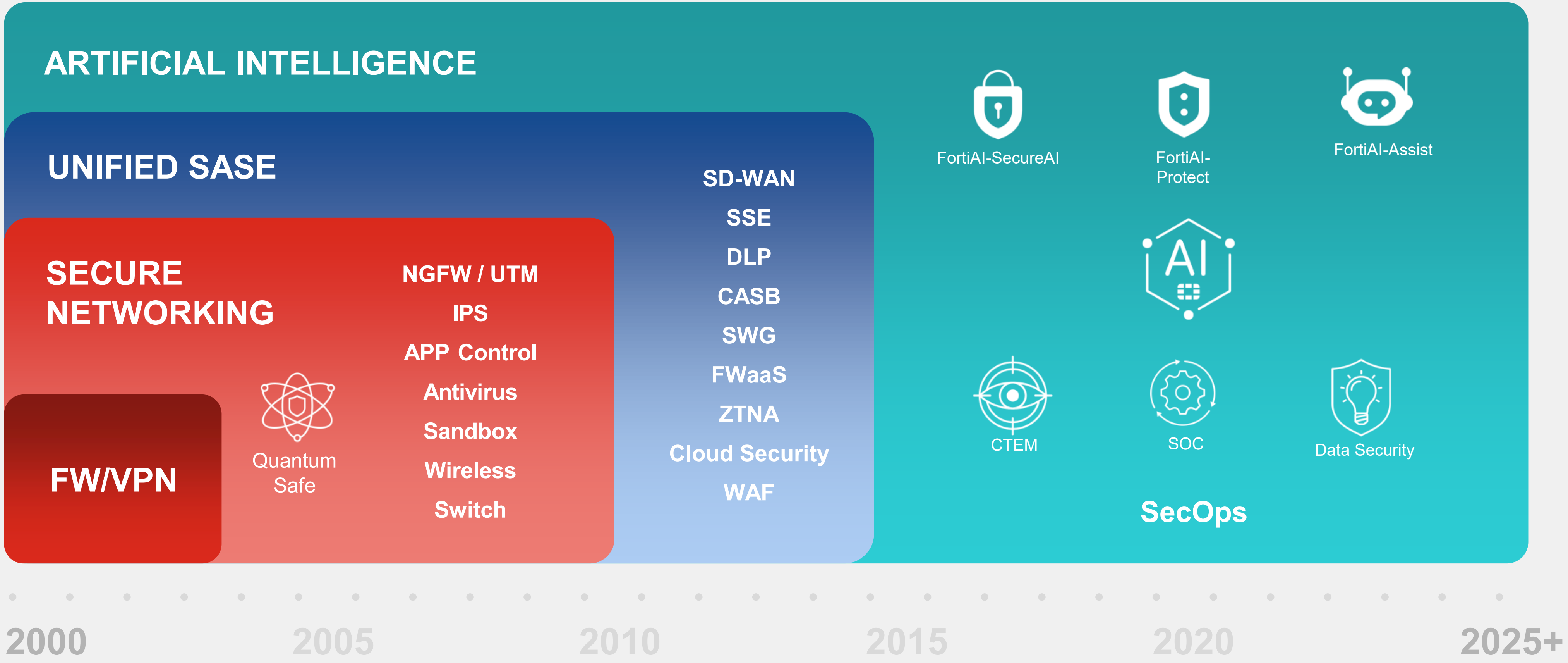
AI Factory
- FortiGate
- FortiWeb
- FortiDLP
- FortiAnalyzer
- FortiCNAPP
- FortiSIEM
- FortiAIGate

Agentic Framework
- FortiManager
- FortiAnalyzer
- FortiDLP
- FortiSASE
- FortiSOC
- FortiNDR Cld
- FortiWeb

Autonomous Threat Detection
- FortiData
- FortiMail
- FortiSandbox
- FortiNDR
- FortiEDR
- FortiRecon
- FortiWeb
- FortiAIOps
- FortiGuard

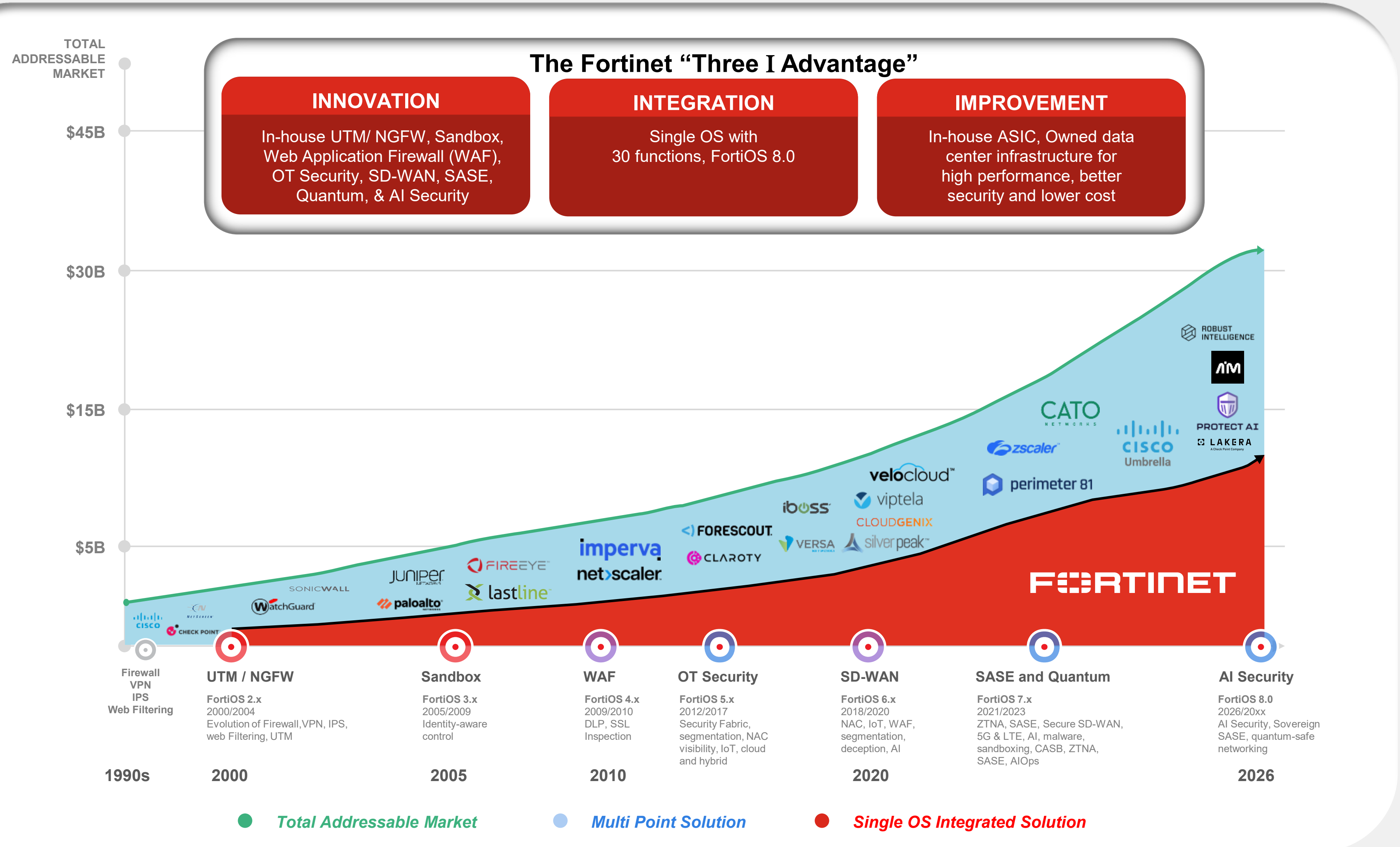
FortiOS: Innovations in AI, SD-WAN, SASE, and OT

26 years of innovation using one security OS. 30+ integrated functions in FortiOS 8.0, including visibility, security, and defense for shadow AI and AI threats.



Fortinet: Leading the Network Security Market with Innovations in FortiOS

Growing faster than the network security market through The "Three I Advantage" – Innovation, Integration, and Improvement



Source: Gartner, IDC, Fortinet Data

The Fortinet Journey: A Seamless Security Evolution

>50% Market Global Firewall Units Shipped

>70% Large Enterprise Penetration

19% Large Enterprise Penetration

OS

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

NGFW
ASIC

LAN
Switch, Wireless, NAC

SD-WAN
Branch, Data Center, Cloud

SASE
SWG, SaaS, Unified Agent, Sovereign

Universal ZTNA
Private Apps, CASB

FortiClient Unified Agent

FortiClient Unified Agent

Fortinet Delivers

- Unified management
- Consistent security
- Vendor consolidation
- Lower costs and higher performance

Note: Market global firewall units shipped data is from 650 Group.

The Most Deployed and Most Validated Secure SASE and SD-WAN Solution

Best Value and Security

Cloud Locations
~200 Global locations

Lower TCO
~5M owned sq. ft. facilities and FortiASIC acceleration

Highest Availability
Multi-cloud redundancy

1/3
The cost for the Cloud

Easy to Adopt

Single OS
Firewall | SD-WAN | SASE

Turnkey Deployment
Expand from SD-WAN in minutes

Unified Policy
Vendor consolidation

3 to 1
vendor consolidation

Broadest Solution

3 Ways to Deploy
Cloud | On-prem | Sovereign

3 Choices of Cloud
Fortinet | Co-location | Public

3 Ways to Consume
SaaS | Hardware | EA

3 x 3
broadest, most flexible offering

Owned Global Cloud Delivers Control, Performance, & Cost Benefits

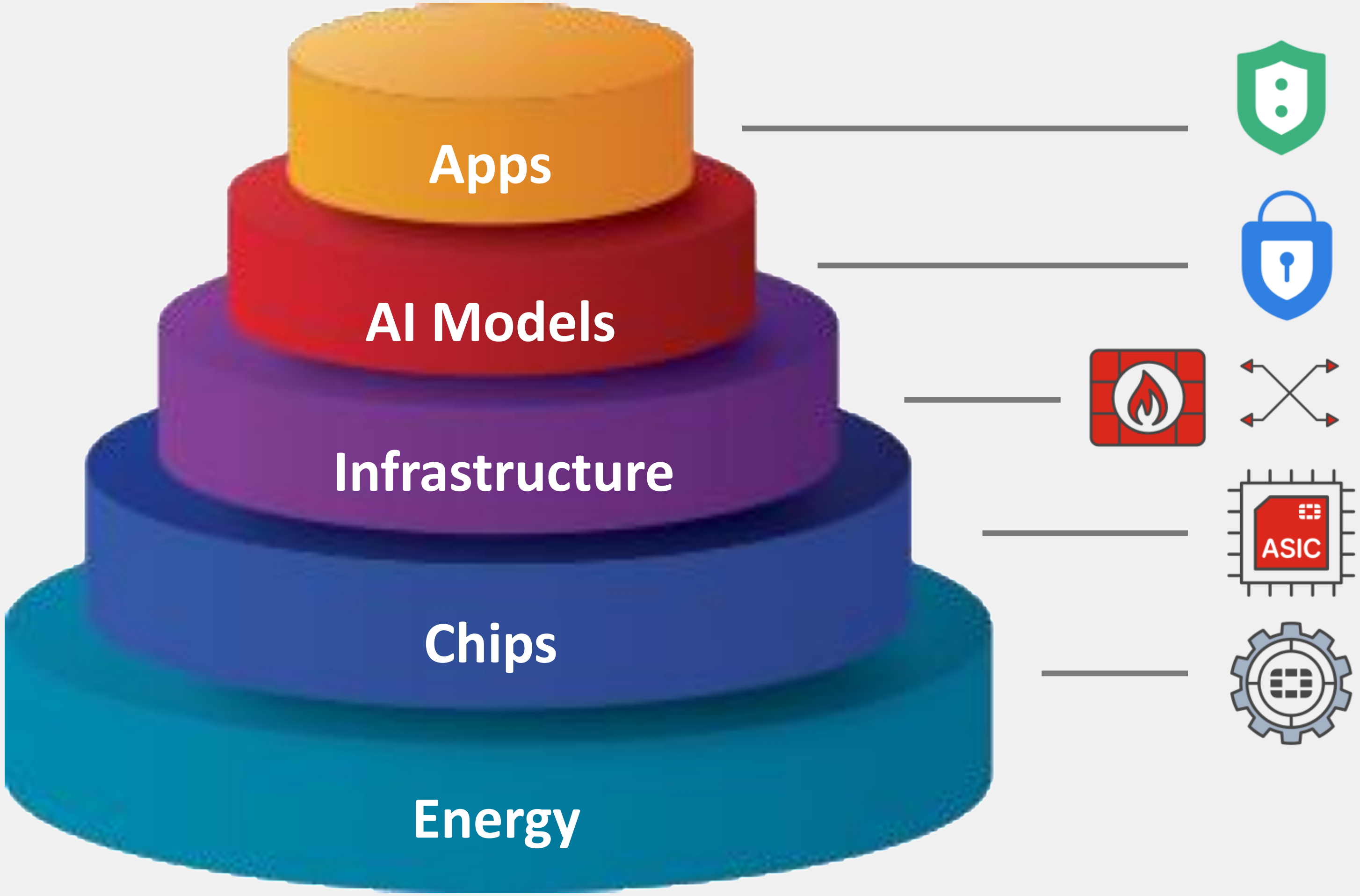
Total Infrastructure
~5M
sq ft

Lower TCO
1/3
Cost savings for customers

High Availability
99.999%
FortiSASE SLA Target

Scale
~200 global cloud locations.
Flexibility to choose cloud provider.

Protecting AI Infrastructure, Applications, Data, and Users



FortiSASE, **FortiEndpoint**, **FortiGuard**, and **FortiDLP**

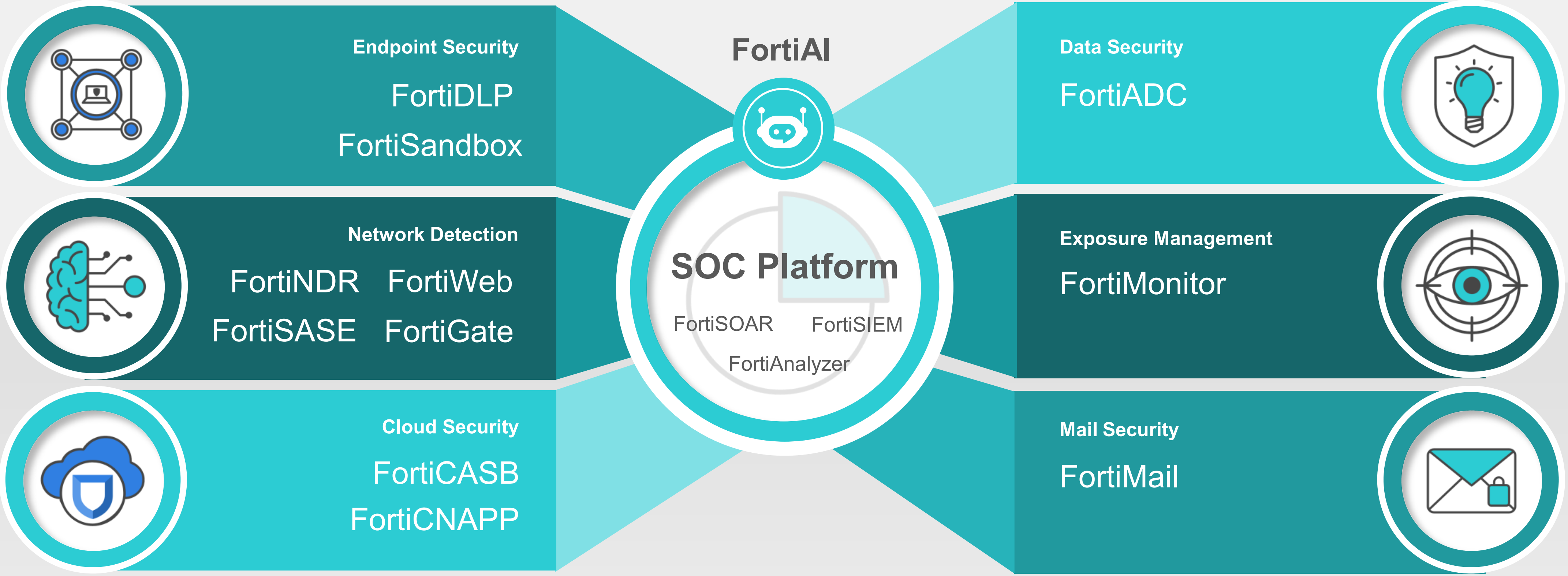
FortiAIGate and **FortiWeb**

FortiGate, **FortiGate VM** and **FortiCNAPP**

Fortinet ASIC: The only cybersecurity company with a custom ASIC - Strategic Partner with NVIDIA

OT Security: Fortinet is the only three-time Westlands Leader in OT Security, with OT billings up 56% y/y

Broadest AI-Driven Security Operations



Delivers deep integrations for faster response

86% Reduction in cyber incidents

Built on owned infrastructure to deliver better value

3x Lower TCO

Improve productivity with faster detection

7x Improvement in detection

Leading the Market with Quantum-Safe Solutions Since 2021

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.

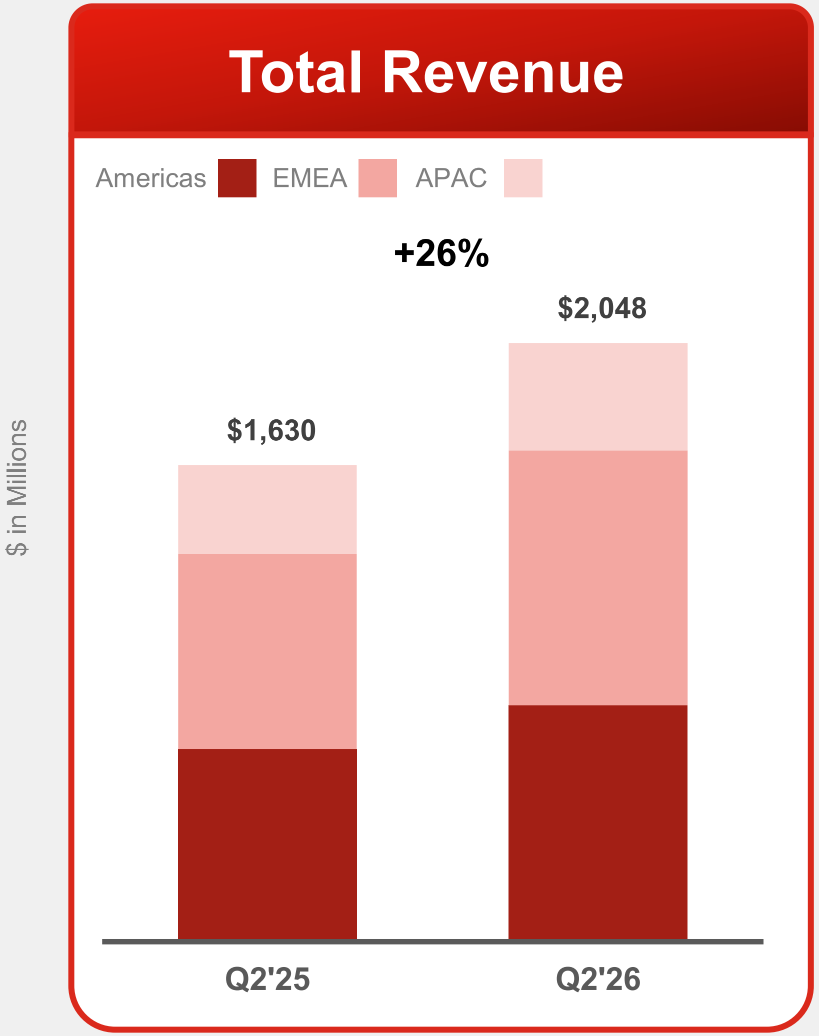
Transition Easily

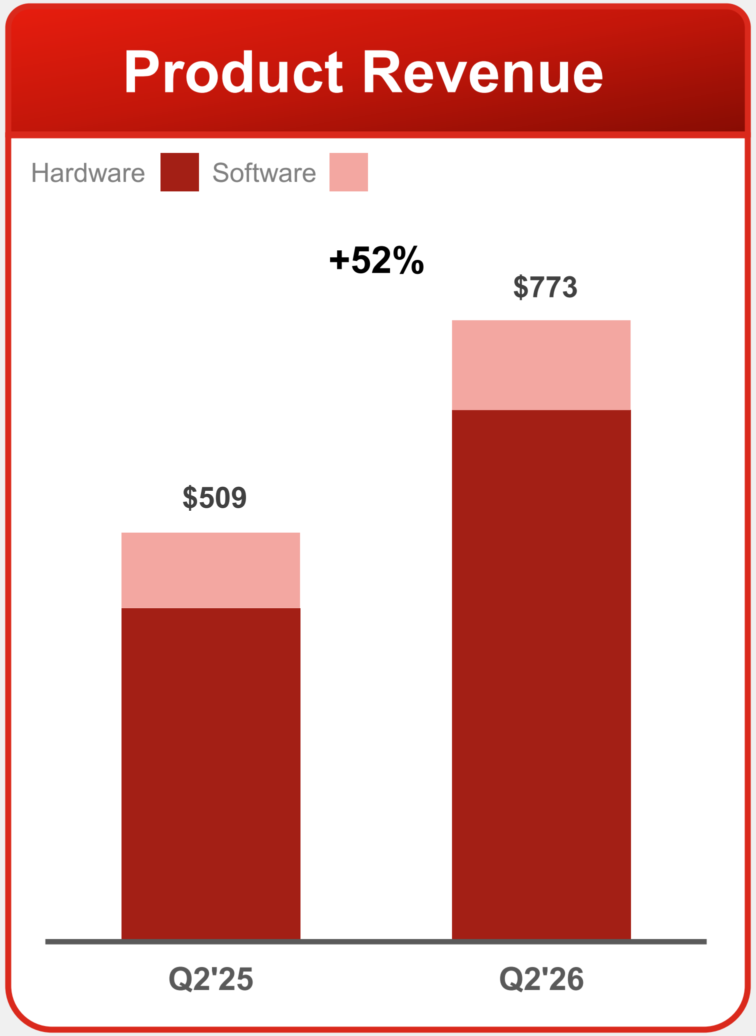
Fortinet expertise and solutions to help you with your quantum migration gradually without complete overhaul.

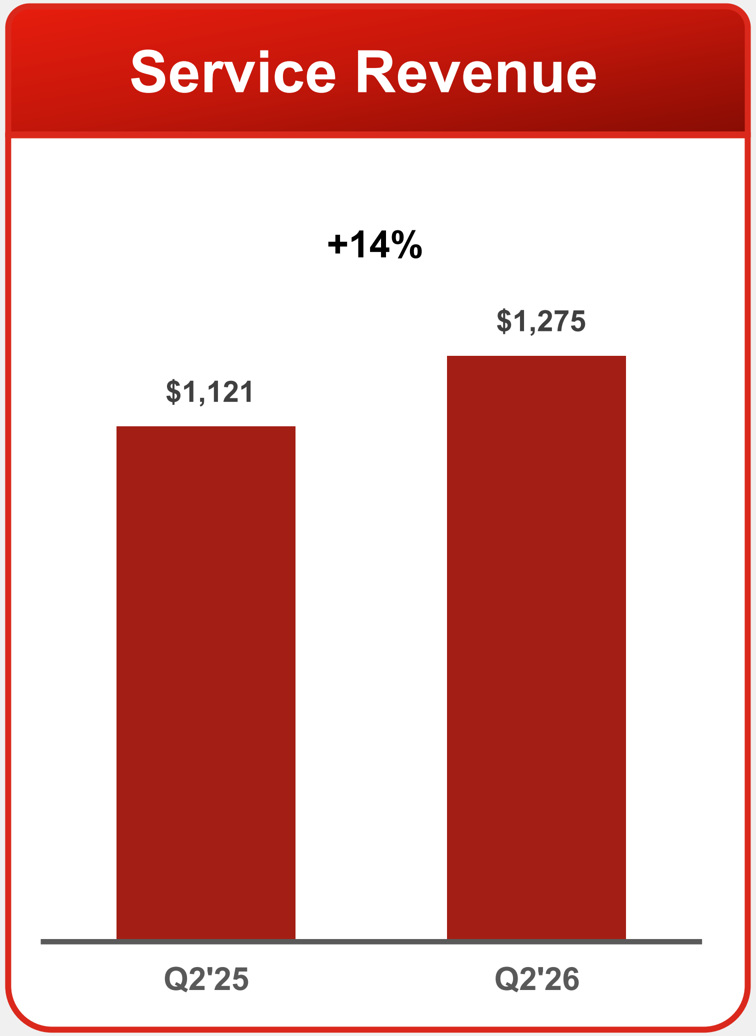
Q2’26 OT Security Billings Grew 56% Y/Y Driven by AI-Infrastructure

	Secure Industrial Modernization	Deep OT Security	True IT/OT Convergence
How Fortinet Delivers	Broadest OT Platform spanning secure networking, zero trust, SOC and 3rd party integrations, built for OT	Most OT signatures to protect unpatched OT devices, unique automated virtual patching	Common FortiOS across IT and OT enabling seamless, efficient and secure operations across networks
Customer Benefit	Rapid OT security maturity, ease of deployment and scalability	Immediate protection for unpatched OT devices and risk mitigation with virtual patching	Simplified user experience, deployment and management across the entire Purdue model
Proven Results	Reduction in threats **93%**	**>2x** OT device signatures over the competition	Reduction in TCO

Strong Revenue Growth in the Second Quarter

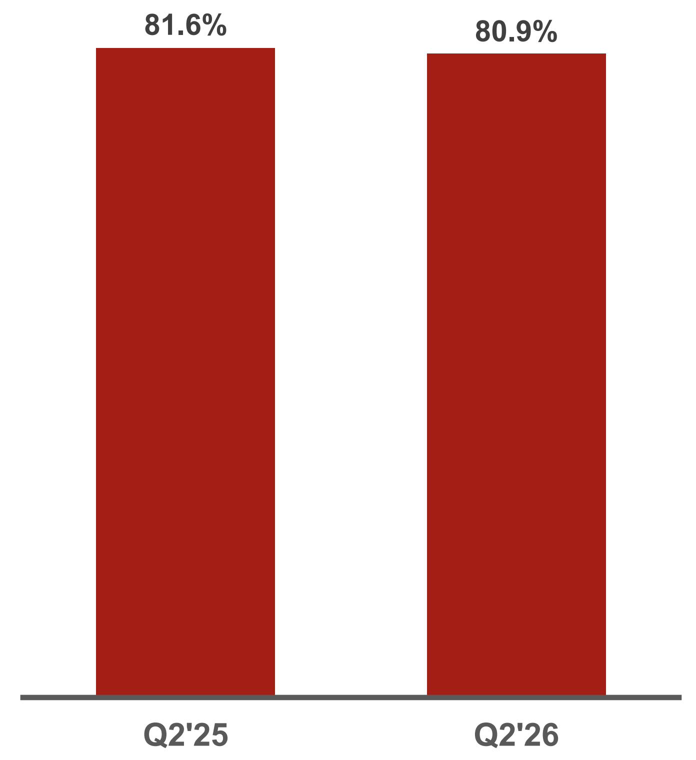




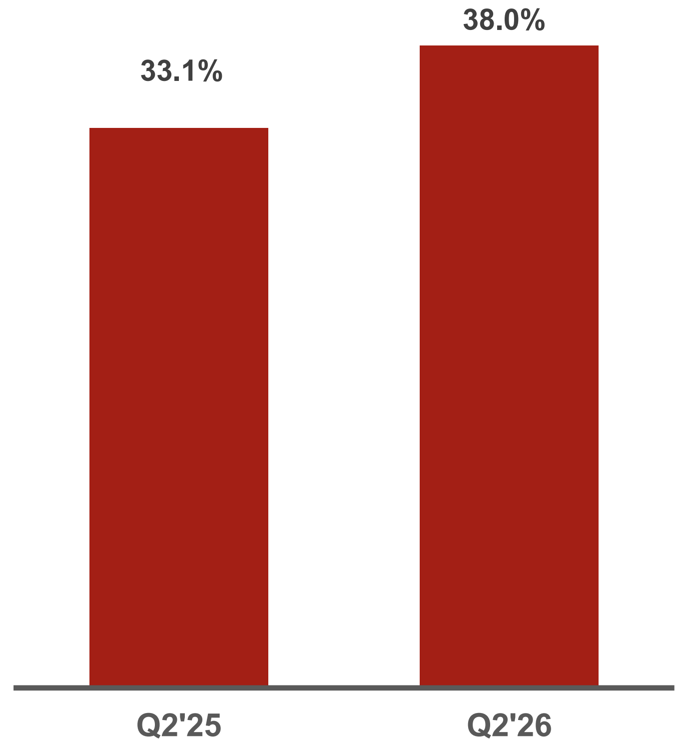


Strong Operating Margin & Free Cash Flow

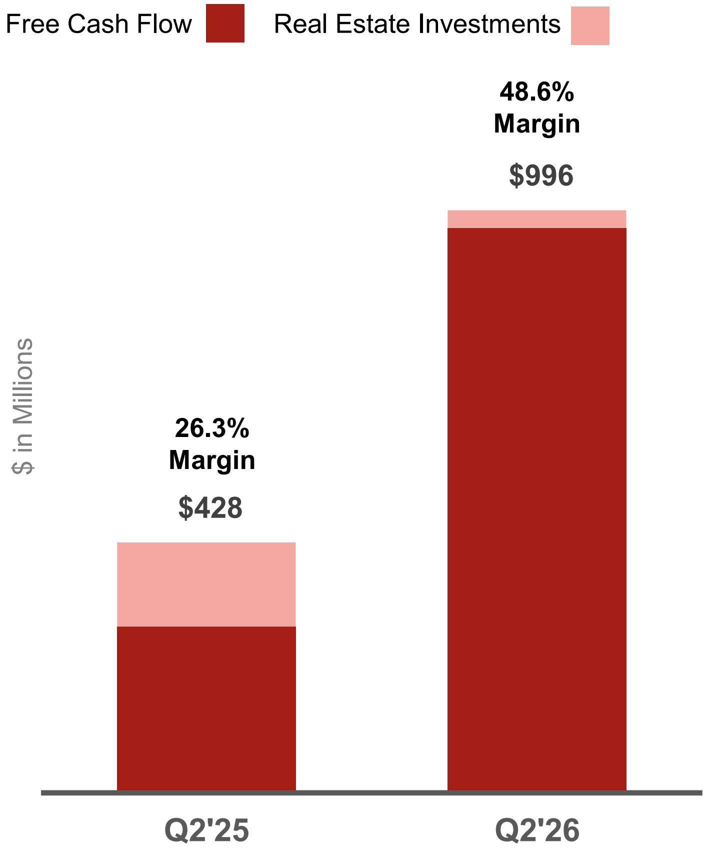
Gross Margin



Operating Margin



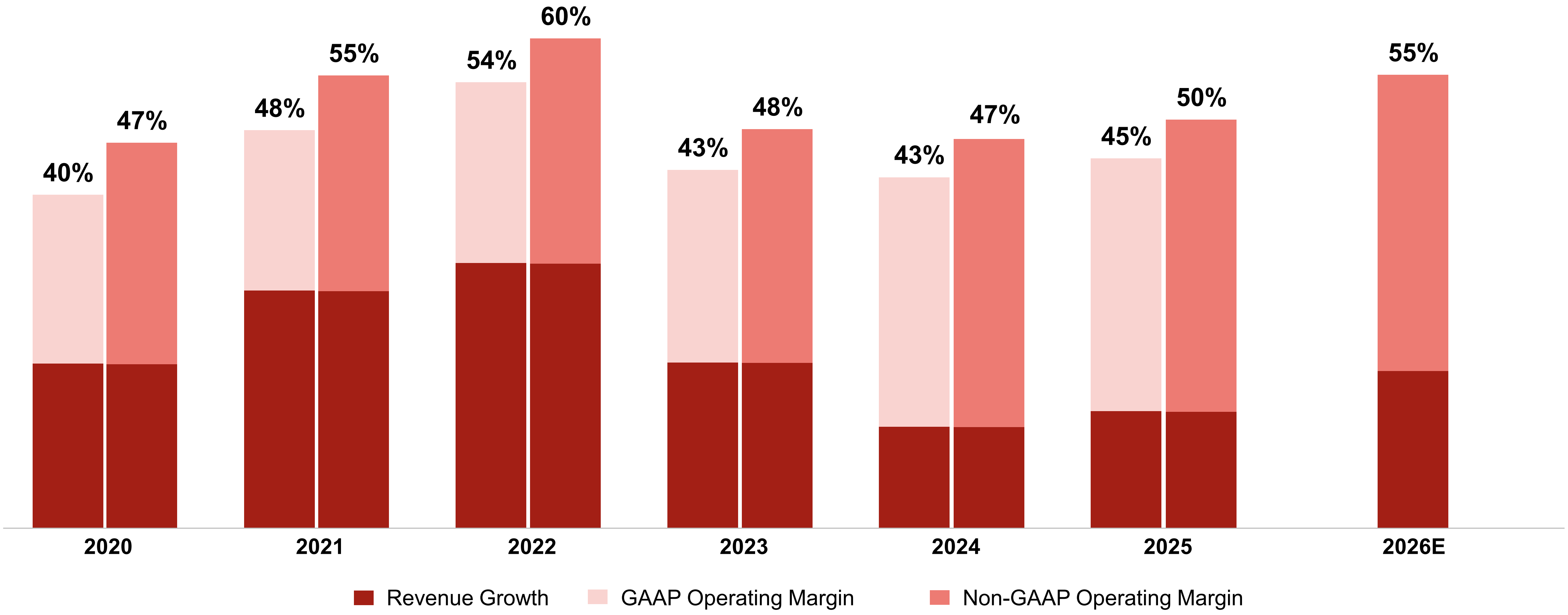
Adj. Free Cash Flow



Note: All numbers are presented on a non-GAAP basis. Refer to the appendix of this presentation for a reconciliation of these Non-GAAP financial measures.

'Rule of 45' — Exceeded 6 Years in a Row

GAAP Profitable Every Year Since IPO



Fortinet defines the Rule of 45 as GAAP revenue Y/Y growth plus Non-GAAP Operating Margin. We have not reconciled our guidance with respect to non-GAAP financial measures to the corresponding GAAP measures because certain items that impact these measures are uncertain or out of our control or cannot be reasonably predicted. Accordingly, a reconciliation of these non-GAAP financial measures to the corresponding GAAP measures is not available without unreasonable effort.

Returned ~$10 Billion to Shareholders via Share Repurchases Since 2009 IPO

Robust Share Buyback Program

~$10B
cash returned to shareholders since IPO

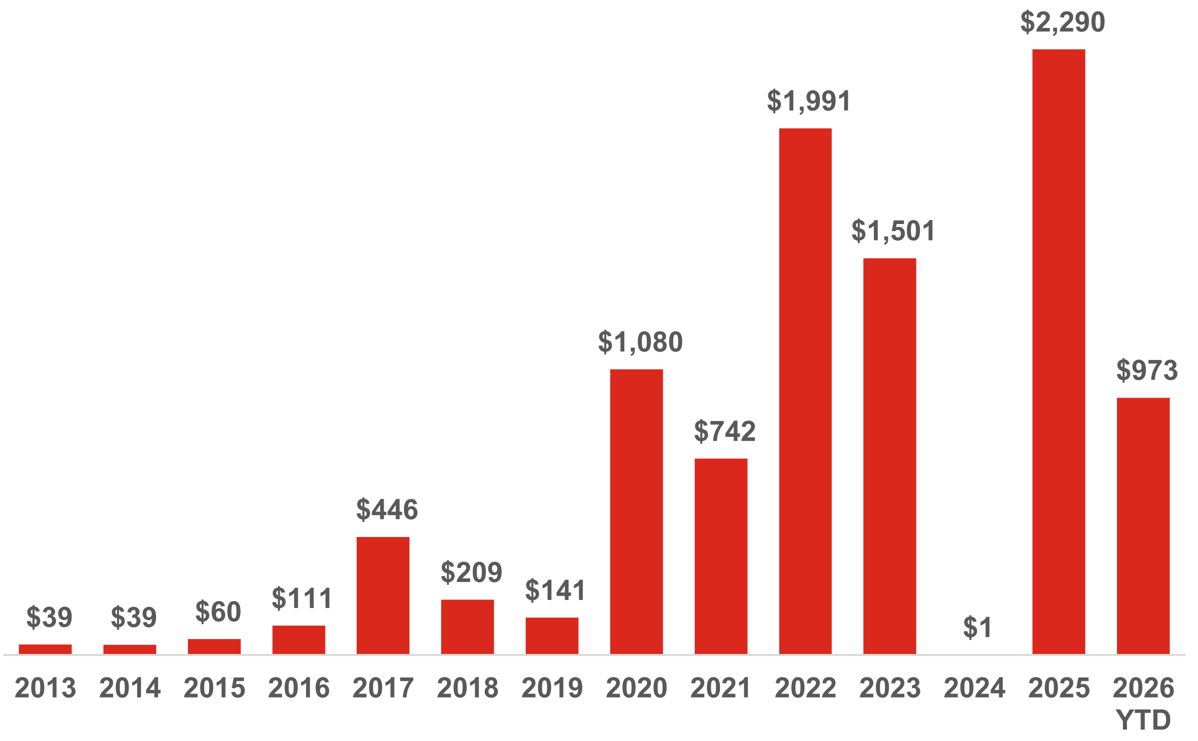
$0.8B
buyback authorization remaining

300M+
shares repurchased since IPO

~40%
increase in EPS due to repurchases

Cash Paid for Stock Repurchases

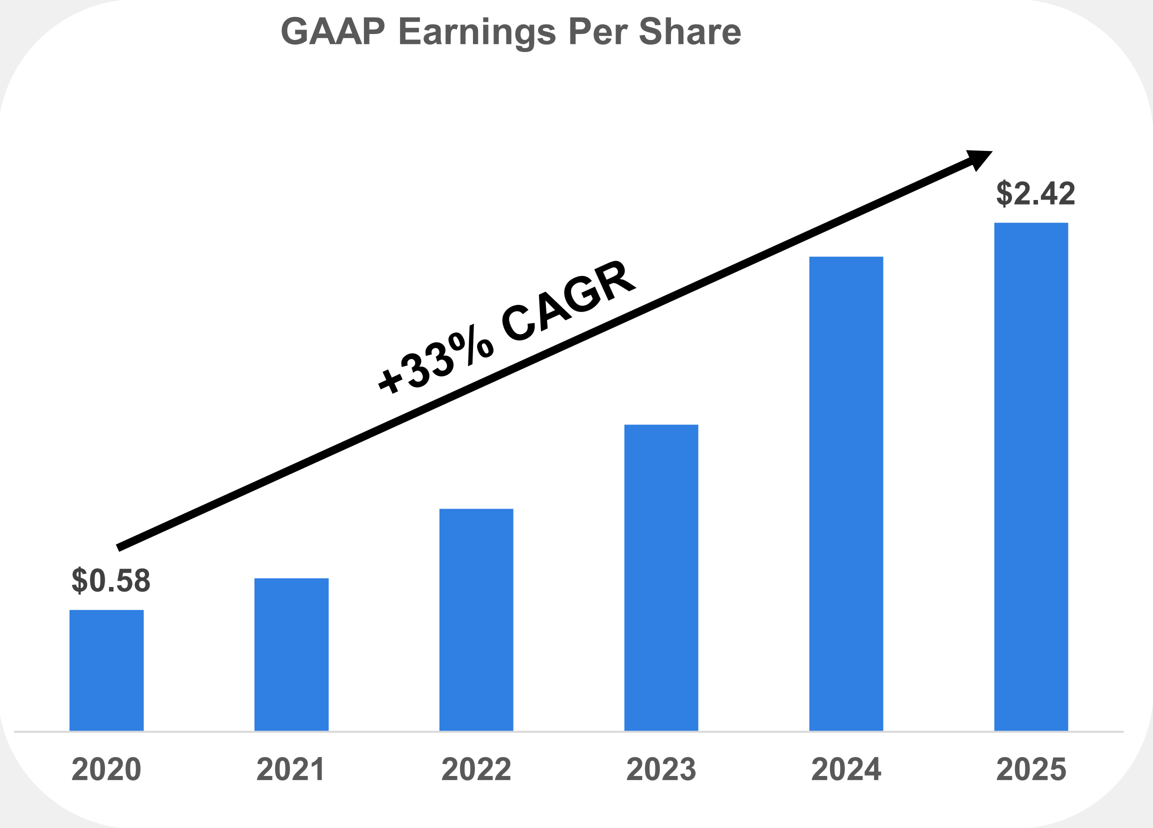
$ In millions

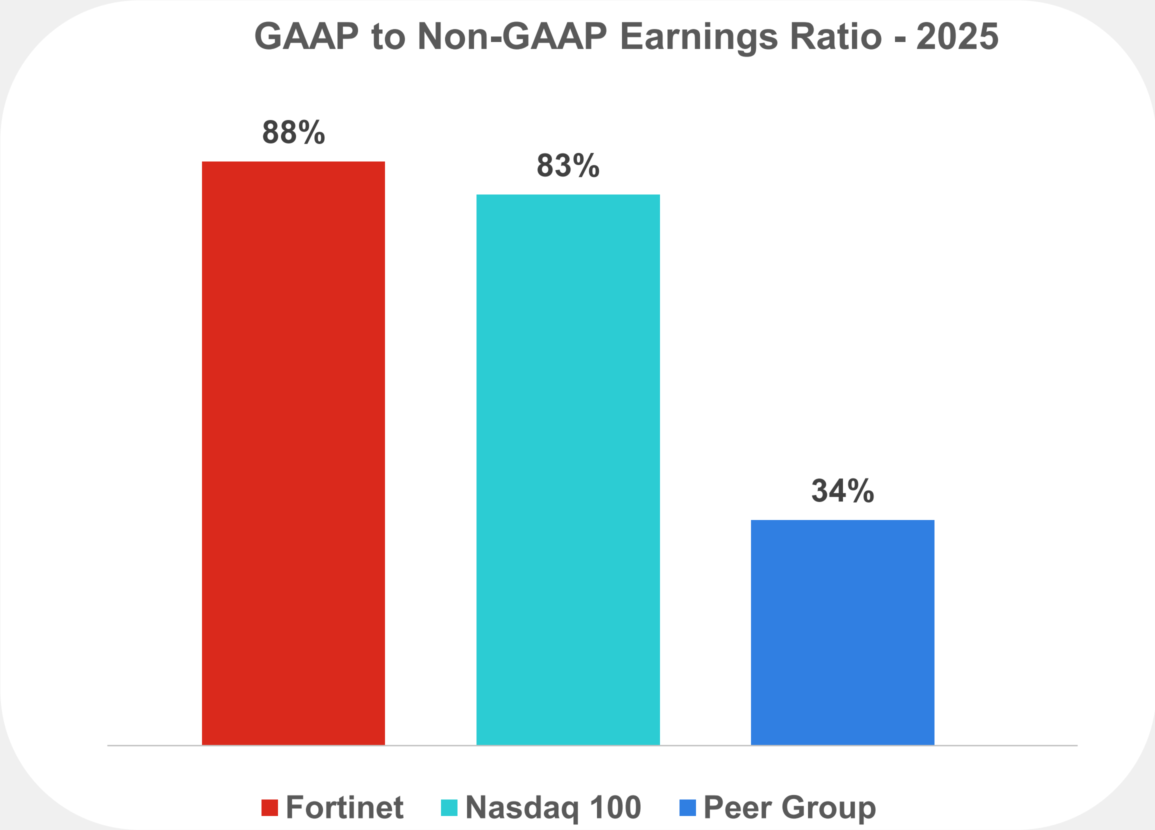


Note: Data is as of June 30, 2026.

33% GAAP Earnings Per Share CAGR Over the Last 5 Years

Strong Operational Focus, Disciplined Stock-Based Compensation and Margin Expansion Drives Higher Quality Earnings





Fortinet's higher GAAP to Non-GAAP earnings ratio versus Nasdaq 100 and peers reflects our ability to drive consistent scale and efficiency across OpEx

Source: Fortinet, Morgan Stanley Research and Public Reports
Peer Group: Weighted average of CHKP, PANW, ZS, CRWD, NET

Q3'26 and Full Year 2026 Guidance (Non-GAAP) (1)

	Q3'26E	2026E
Billings (2)	$2.250B – $2.350B	$9.350B – $9.550B
Y/Y Mid-Pt Growth	27%	25%
Revenue (GAAP)	$2.010B – $2.100B	$8.020B – $8.180B
Y/Y Mid-Pt Growth	19%	19%
Service Revenue (GAAP)		$5.180B – $5.220B
Y/Y Mid-Pt Growth		14%
Gross Margin (%) (3)	79.0% – 81.0%	79.0% – 81.0%
Operating Margin (%) (3)(4)	35.0% – 37.0%	35.0% – 37.0%
Net Income per Share (3)(4)(5)	$0.83 – $0.87	$3.41 – $3.47
Weighted Diluted Shares Outstanding	741M – 745M	741M – 745M

(1) Guidance for non-GAAP financial measures excludes stock-based compensation, amortization of acquired intangible assets, settlements of litigation related matters, gain on IP matters, gain on bargain purchase, gain from an equity method investment and a tax adjustment required for an effective tax rate on a non-GAAP basis, which differs from the GAAP effective tax rate. We have not reconciled our guidance with respect to non-GAAP financial measures to the corresponding GAAP measures because certain items that impact these measures are uncertain or out of our control or cannot be reasonably predicted. Accordingly, a reconciliation of these non-GAAP financial measures to the corresponding GAAP measures is not available without unreasonable effort.
(2) Billings is a non-GAAP measure that we define as revenue recognized in accordance with GAAP plus the change in deferred revenue from the beginning to the end of the period less any deferred revenue balances acquired from business combination(s) during the period.
(3) Excludes stock-based compensation and amortization of acquired intangible assets.
(4) Excludes charges in connection with litigation settlements and gains on IP matters.
(5) Assumes an effective tax rate of 18% for 2026. We expect cash paid for income taxes to be within the range of $400 million to $450 million for 2026.

Additional Modeling Points

	Q3'26E	2026E
Cash Paid for Income Taxes	$100M - $130M	$400M - $450M
Infrastructure Investments	$100M - $150M	$350M - $550M
Non-GAAP Tax Rate	18%	18%

Appendix

Historical Billings and ARR for Unified SASE and Security Operations

($ in millions)	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25	Q3'25	Q4'25	Q1'26	Q2'26	2024	2025
Annual Recurring Revenue (ARR)											
Unified SASE	$968	$1,107	$1,151	$1,183	$1,186	$1,224	$1,278	$1,326	$1,405		
Y/Y Growth	22%	32%	28%	26%	23%	11%	11%	12%	18%		
AI-Driven Security Operations	$328	$363	$405	$416	$443	$473	$491	$508	$531		
Y/Y Growth	32%	34%	32%	30%	35%	30%	21%	22%	20%		
Billings											
SASE Firewall (Secure Networking + Unified SASE)											
% of Total Billings	91%	91%	88%	90%	89%	89%	89%	91%	90%	90%	89%
Y/Y Growth	(2%)	4%	7%	13%	13%	12%	20%	31%	34%	0%	15%
Security Operations											
% of Total Billings	9%	9%	12%	10%	11%	11%	11%	9%	10%	10%	11%
Y/Y Growth	32%	30%	7%	19%	35%	39%	6%	23%	25%	19%	22%
Secure Networking											
% of Total Billings	67%	66%	65%	66%	65%	63%	63%	66%	66%	66%	64%
Y/Y Growth	(7%)	(1%)	5%	10%	12%	10%	13%	32%	34%	(4%)	12%
Unified SASE											
% of Total Billings	23%	25%	22%	25%	24%	26%	27%	25%	24%	24%	25%
Y/Y Growth	14%	21%	16%	21%	17%	16%	40%	31%	35%	15%	24%

Annual Recurring Revenue (ARR) is defined as the annualized value of renewable / recurring customer agreements as of the measurement date, assuming any contract that expires during the next 12 months is renewed at its existing value. Pillar mix percentages may not sum to 100% due to rounding.

Reconciliation of GAAP to Non-GAAP Results

($ in millions, except per share amounts)	Q2'25	Q2'26
Total revenue	$1,630.0	$2,047.9
Add: Change in deferred revenue	149.2	324.2
Less: Deferred revenue balance acquired in business acquisitions	(0.8)	-
Total billings	$1,778.4	$2,372.1
GAAP Cash Flow from Operations	$451.9	$1,043.6
Less: Purchases of Property and Equipment	(167.8)	(78.0)
Free Cash Flow (1)	$284.1	$965.6
Add: Real Estate Related Add Backs	143.8	30.3
Adjusted Free Cash Flow (2)	$427.9	$995.9
Adjusted Free Cash Flow Margin	26.3%	48.6%
GAAP total gross profit	$1,315.1	$1,643.2
Stock-based compensation	7.5	8.7
Amortization of acquired intangible assets	7.3	5.8
Non-GAAP total gross profit	$1,329.9	$1,657.7
Non-GAAP gross margin	81.6%	80.9%
GAAP operating income	$458.0	$689.3
Stock-based compensation	69.9	80.8
Amortization of acquired intangible assets	13.2	9.9
Gain on IP matters	(1.3)	(1.3)
Non-GAAP operating income	$539.8	$778.7
Non-GAAP operating margin	33.1%	38.0%
GAAP net income per share, diluted	$0.57	$0.82
Stock-based compensation	0.09	0.10
Amortization of acquired intangible assets	0.02	0.02
Tax adjustment	(0.04)	(0.04)
Non-GAAP net income per share, diluted	$0.64	$0.90

(1) Free Cash Flow is a non-GAAP measure that we define as net cash provided by operating activities minus purchases of property.

(2) Adjusted Free Cash Flow is a non-GAAP measure that we define as Free Cash Flow plus cash payments associated with real estate related purchases.

Reconciliation of GAAP to Non-GAAP Results (Continued)

($ in millions)	2020	2021	2022	2023	2024	2025
GAAP operating income	$531.8	$650.4	$969.6	$1,241.1	$1,803.4	$2,084.7
GAAP operating Margin	20.5%	19.5%	21.9%	23.4%	30.3%	30.7%
Stock-based compensation	193.8	211.2	219.8	251.6	260.2	282.1
Amortization of acquired intangible assets	13.3	18.5	23.3	18.9	23.1	50.7
Litigation-related matters	(0.7)	-	-	-	3.2	5.6
Gain on IP matters	(40.2)	(4.6)	(4.6)	(4.6)	(4.6)	(10.4)
Non-GAAP operating income	$698.0	$875.5	$1,208.1	$1,507.0	$2,085.3	$2,412.7
Non-GAAP operating margin	26.9%	26.2%	27.3%	28.4%	35.0%	35.5%

($ in millions)	2025
GAAP net income	$1,853.4
Stock-based compensation	282.1
Amortization of acquired intangible assets	50.7
Litigation related matters	5.6
Gain on IP matters	(10.4)
Gain on bargain purchase	(39.9)
Tax adjustment	(23.6)
Gain from equity method investment	(10.8)
Non-GAAP net income	$2,107.1