

OVERVIEW

Leading the Cybersecurity Evolution in Canada

Executive Summary

Fortinet is a leader in enterprise-class cybersecurity and networking innovation, providing products and services across all sectors of the economy. We secure enterprises, service providers, government organizations, educational institutions, and small and mid-sized businesses worldwide.

Fortinet has a long history of investing in, presence, and partnering across Canada. Our original threat intelligence and research and development center, established over 25 years ago, is in Burnaby, British Columbia. We develop secure networking solutions certified for use by Canadian governments.

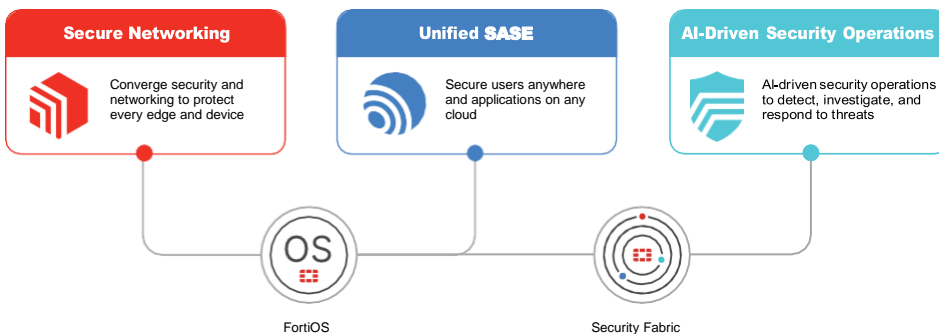
Fortinet is one of the most innovative cybersecurity providers, with two times more patents than comparable cybersecurity companies. We are focused on protecting the breadth of the digital attack surface from edge to core to cloud through an integrated portfolio of products and services. Our custom-built ASIC-based security processing units radically increase the speed, scale, efficiency, and value of Fortinet solutions while greatly improving user experience and reducing footprint and power requirements.

FortiGuard Labs, Fortinet's threat intelligence organization, is one of the largest in the world. FortiGuard experts work around the clock and use analytic expertise, artificial intelligence (AI), and machine learning (ML) systems to analyze security events. This intelligence delivers real-time protection against ransomware, malware, and other threats.

We maintain key global partnerships to strengthen cyber resilience, and our robust training program provides security and awareness education worldwide.

Converged Network Operating System and Security Fabric Platform

Our platform addresses the three critical cybersecurity approaches organizations need to meet evolving business requirements—simplify complex networks, distributed users, and hybrid applications—through security convergence and consolidation, with flexible consumption models for easy purchasing.



Corporate Background

- Founded: October 2000
- IPO: November 2009 NASDAQ and S&P 500: FTNT
- Lifetime Customers: 900,000+
- Reach: 80% of the Fortune 100 and 72% of the Global 2000
- Employees: 15,000+
- Global patents: 1,360+



Fortinet in Canada

- Employees: 2,740+
- Customers: 31,000+
- Channel partners: 3,000+
- Key facilities:
 - Canada Overall: 892,000 sqft
 - Burnaby, BC
 - Ottawa, ON
 - Calgary, AB
- Infrastructure investment: \$200+ million
- Multiple Data Centers
- Multiple Executive Briefing Centers
- FortiGuard Threat Intelligence Research Center
- SOC/NOC as Service Center
- Training certifications: 56,000+
- One of Best Employers for Recent Graduates in Canada by The Career Directory

FortiGuard Labs: Industry-Leading Threat Intelligence



Founded in 2002 and with the main center in British Columbia, Canada, FortiGuard Labs is Fortinet's elite cybersecurity threat intelligence and research organization. Partnering with law enforcement agencies, government organizations, and security vendor alliances worldwide to fight emerging global security risks, FortiGuard Labs maintains real-time threat intelligence and innovative prevention tactics and tools across the Fortinet Security Fabric in three key categories:



Trusted ML and AI

Stop unknown threats faster with a powerful combination of actionable local learning and AI and ML models on large-scale, cloud-driven data lakes.



Real-Time Threat Intelligence

Achieve a proactive security posture through continuous security updates based on in-house research and collaboration.



Threat Hunting and Outbreak Alerts

Achieve faster remediation with alerts, analysis and detection, prevention and remediation tools, including outbreaks.

Global Leadership and Collaboration



Training and Certification

The Fortinet Training Institute provides broad opportunities ranging from general cyber awareness through technical product training and certification focused on job-market needs. Fortinet has pledged to train 1 million people by 2026 through our award-winning Training Institute programs. Most of our training is available in English and French, and our partnerships extend across public and private sectors to help close the skills gap in Canada. Our Security Awareness and Training Service delivers awareness and training on today's cybersecurity threats and helps IT, security, and compliance leaders build a cyber-aware culture. An Education Edition is available at no cost to all K-12 school boards in Canada. Sixty schools and school districts deployed the service across eight provinces and one territory.

We have over 37 Canadian academic partners across eight provinces, including the University of Ottawa, Ontario Technical University, British Columbia Institute of Technology, Simon Fraser University, Northern Alberta Institute of Technology, University of Alberta, Manitoba Institute of Trades and Technology, Dalhousie University, and Seneca College.

Also, the Fortinet Veterans Program Advisory Council, which includes Canadian representation, focuses on helping military members, veterans, and spouses transition into the cyber field. In partnership with Tech Vets Canada and Cyber Catalyst, Fortinet provides insights and guidance on how to help military service members, veterans, and spouses transition into the cybersecurity field or advance in their security careers.

- In-Person Bootcamp: British Columbia Institute of Technology (BCIT), a Fortinet Academic Partner, along with Cyber Catalyst Talent Solutions and Tech Vets Canada, hosted an in-person bootcamp for Canadian veterans interested in gaining technical and hands-on cybersecurity expertise.
- Workshop on OT security and zero-trust network: Fortinet partnered with Cyber Catalyst to present a workshop on OT security and zero-trust network access at a cybersecurity conference for Canada's Department of National Defense.



1,724,835
Certifications



792
Academic Partners
in 104 Countries



50
Education Outreach
and Veterans
Program Partners



Corporate Responsibility Engagement

Our vision, a digital world you can always trust, is essential to building just and sustainable societies. We believe it is the company's responsibility to deliver on this vision by innovating sustainable security technologies, diversifying cybersecurity talent, and promoting responsible business across our value chain. We embed sustainability into our business model and every aspect of our operations.

#1 in Product Energy Efficiency

Product environmental impacts are central to our sustainability approach

Third Consecutive Year

Member of Dow Jones Sustainability 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 consumption¹

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