



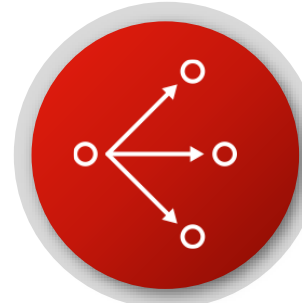
Cybersecurity as the Foundation of Sustainable Digital Transformation

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Market Leader Across Major Security and Networking Category



Network Security



SD-WAN



SASE



Operational
Technology



SecOps

Security at Scale

\$7.6B

TTM Billings

As of Q4'2025

Built to Last

**GAAP
Profitable
Every Year
Since 2009 IPO**

Proven at Scale

900K+

Lifetime
Customers

#1 in Innovation

1,405

Patents

Biggest AI Patent Portfolio

Worldwide Scale, Support

15,000+
Employees
100,000+
Partners

Top-Tier Public Company

**NASDAQ 100
S&P 500**



2025 SUSTAINABILITY HIGHLIGHTS

CONTRIBUTED TO INTERPOL LED OPERATION SERENGETI 2.0, WHICH ACHIEVED:

11,400+

MALICIOUS INFRASTRUCTURES
DISRUPTED

1,200+

CYBERCRIMINALS ARRESTED

15+ years

OF EXPERIENCE APPLYING AI
TO CYBERSECURITY AND
NETWORK SOLUTIONS

ESTABLISHED THE

**Fortinet AI Governance
Committee**

AND PUBLISHED OUR

**Principles for Responsible
AI Use and Development**

FORTINET'S COMPLIANCE AND BUSINESS
ETHICS TRAINING COMPLETED BY

100%

OF OUR DISTRIBUTORS

100%

OF OUR TOP CONTRACT MANUFACTURERS*

* Representing >90% of spend.

UP TO

62%

REDUCTION IN PRODUCT ENERGY
CONSUMPTION

1st

CYBERSECURITY COMPANY TO
PUBLISH ENVIRONMENTAL PRODUCT
DECLARATIONS

914,800+

PEOPLE TRAINED
IN CYBERSECURITY
SINCE 2022

7

EXTERNAL EMPLOYER
AND WORKPLACE RECOGNITIONS

2025 Industry Analyst Recognition

Recognized in 140+ Analyst Reports, including Gartner Magic Quadrants, Forrester Waves, and IDC MarketScapes

Secure Networking

	Hybrid Mesh Firewall Leader
	Enterprise Wired & Wireless LAN Leader
	Cyber-Physical Systems Protection Platforms Niche
	Enterprise Hybrid Firewalls Leader
	Enterprise Wireless LAN Major Player

Unified SASE

	SASE Platforms Leader
	Security Service Edge Challenger
	CNAPP Contender
	Web Application Firewalls Contender

AI-Driven Security Operations

	SIEM Challenger
	Email Security Challenger
	Endpoint Protection Platforms Niche
	Network Analysis and Visibility Strong Performer



Thailand's Digital Moment

Rapid digitization creates enormous opportunity — and an expanding attack surface that demands leadership attention.

\$19.87B

Digital transformation market size by 2033
(GLOBE NEWSWIRE, 2025)

8.92%

Annual market growth rate (CAGR 2025–2033)
(GLOBE NEWSWIRE, 2025)

Thailand 4.0

Thailand targets 30% of GDP from digital economy by 2030 — spanning cloud, 5G, smart cities and Industry 4.0. (DEPA, 2025)

68%

of Thai organizations reported a cyberattack in the past 12 months — making Thailand one of ASEAN's most-targeted digital economies. Every new digital investment must include security from day one. (ETDA Cybersecurity Survey, 2024)



The Sustainability Imperative

What "Sustainable Digital Transformation" Really Means



Environmental

Efficient infrastructure, lower energy consumption, responsible technology lifecycle.



Economic

Resilient operations that can withstand disruption and scale without unsustainable cost.



Social

Building digital trust with customers, employees, partners and regulators.



Governance

Regulatory compliance (PDPA, BOT), data stewardship, board-level accountability.

Why Security Is Inseparable from Sustainability

- A single breach can erase years of digital investment and customer trust.
- Unsecured digital assets are liabilities
- Cyber maturity is now a sustainability metric.
- Cyber Risk = Business Risk

Cybersecurity Rests on Three Pillars

Remove any of these and the whole thing falls



PEOPLE

Your first and last line of defense

- 95% of breaches involve human error
- Regular, realistic security training
- Culture of awareness — not blame
- Everyone has a role, from CEO to intern

*Technology can be patched overnight.
Culture takes years.*

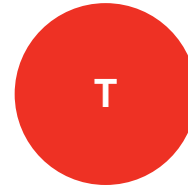


PROCESS

Rules and routines that hold it together

- Clear policies on who accesses what
- Incident response plans — before you need them
- Regular audits and vulnerability testing
- Vendor and partner security standards

*A process followed consistently beats heroic
one-off fixes every time.*



TECHNOLOGY

Tools that protect at machine speed

- Firewalls, encryption, endpoint protection
- Multi-factor authentication (MFA)
- AI-powered threat monitoring
- Continuous patching and updates

*Technology without people and process is a
locked door with nobody watching.*



2026: A Year of Uncertainty. Acceleration. Transformation.



Cyber incidents are increasing in both frequency and intensity

91%

of organizations experienced **at least one** breach

26%

faced **five** or more attacks

Source: Fortinet 2026 Cybersecurity Skills Gap Report - APAC

Attacks Reported by Organizations in Thailand

Most Common Attack Types



Supercharged by AI



Source: Fortinet 2026 Cybersecurity Skills Gap Report

Breaches Are Not Just Frequent — They are Costly



65% of organizations report breach costs exceeding **\$1M USD**



Average Breach Cost in 2025 was at **\$2.1M USD**

Source: Fortinet 2026 Cybersecurity Skills Gap Report

Cyber Risk is Outpacing Readiness



Threats are scaling faster with AI-driven sophistication



Complexity is limiting visibility and slowing response



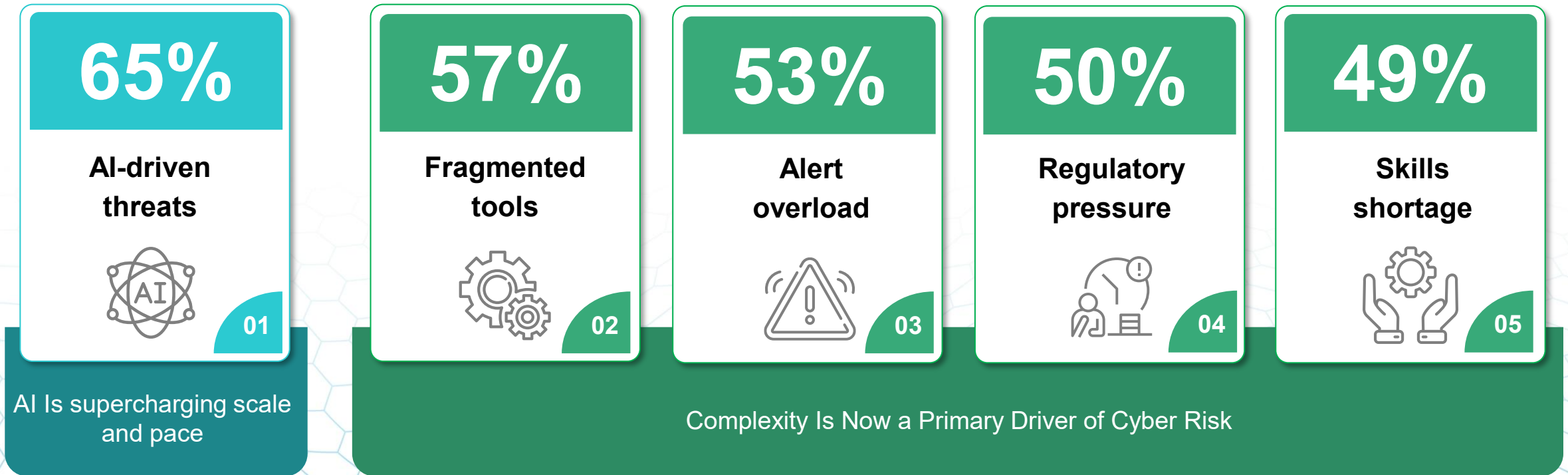
The impact of breaches is rising across cost and recovery time



Organizations are struggling to keep pace despite increased investment

AI-Driven Threats and Complexity Are the Top Cyber Risks

Top structural factors contributing to cybersecurity risk



These factors collectively highlight **complexity** across **environments, tools, visibility, operations, and third-party ecosystems**

Cybersecurity Spending Is Focused on Automation, Cloud, and Platform Consolidation

Top Spend Areas

01	AI SOC efficiency & automation	40%
02	Cloud security	39%
03	Platform consolidation	37%
04	Improving visibility and analytics	33%
05	AI-driven capabilities	32%
06	Network Modernization	30%
07	Identity and Access Management	29%

75%

plan to increase cybersecurity spend

Investment is shifting toward efficiency, integration, and measurable outcomes

Top Cybersecurity Priorities Across the Thailand



Security Priorities Are Shifting Toward Simplification, Visibility, Speed, and Future Readiness

01



Improve Detection and Response

- Faster detection and response times
- Improved accuracy and prioritization

02



Reduce Complexity and Tool Sprawl

- Consolidating tools and simplifying operations
- Improving integration across environments

03



Strengthen Visibility and Control

- Unified visibility across network, cloud, and endpoints
- Better correlation of data and alerts

04

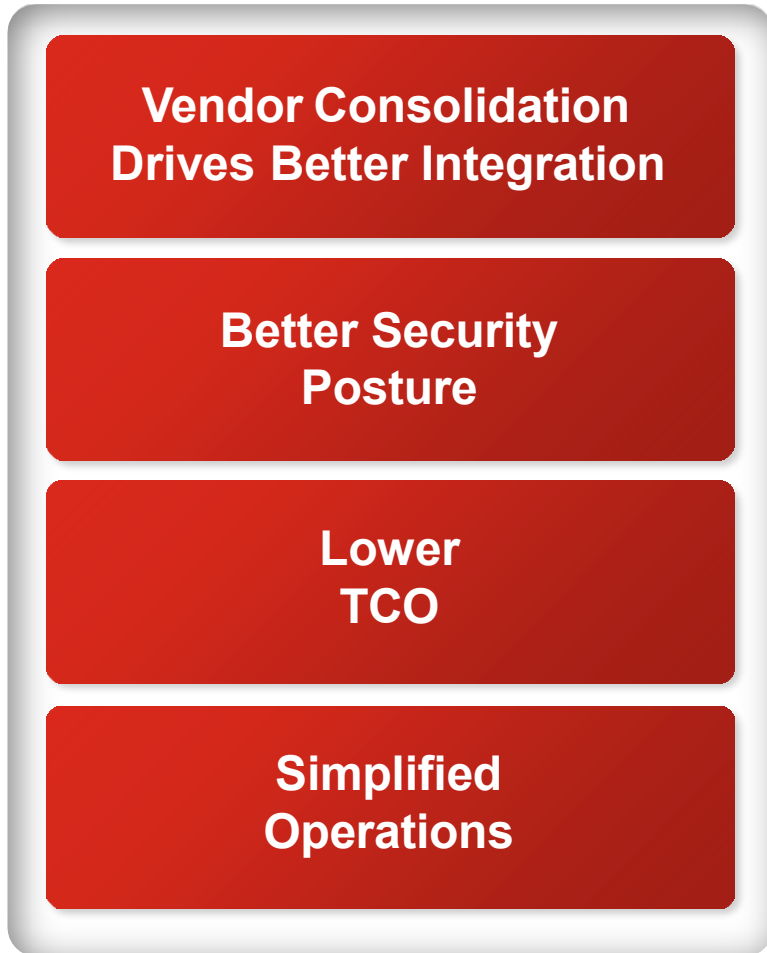


Build AI and Workforce Readiness

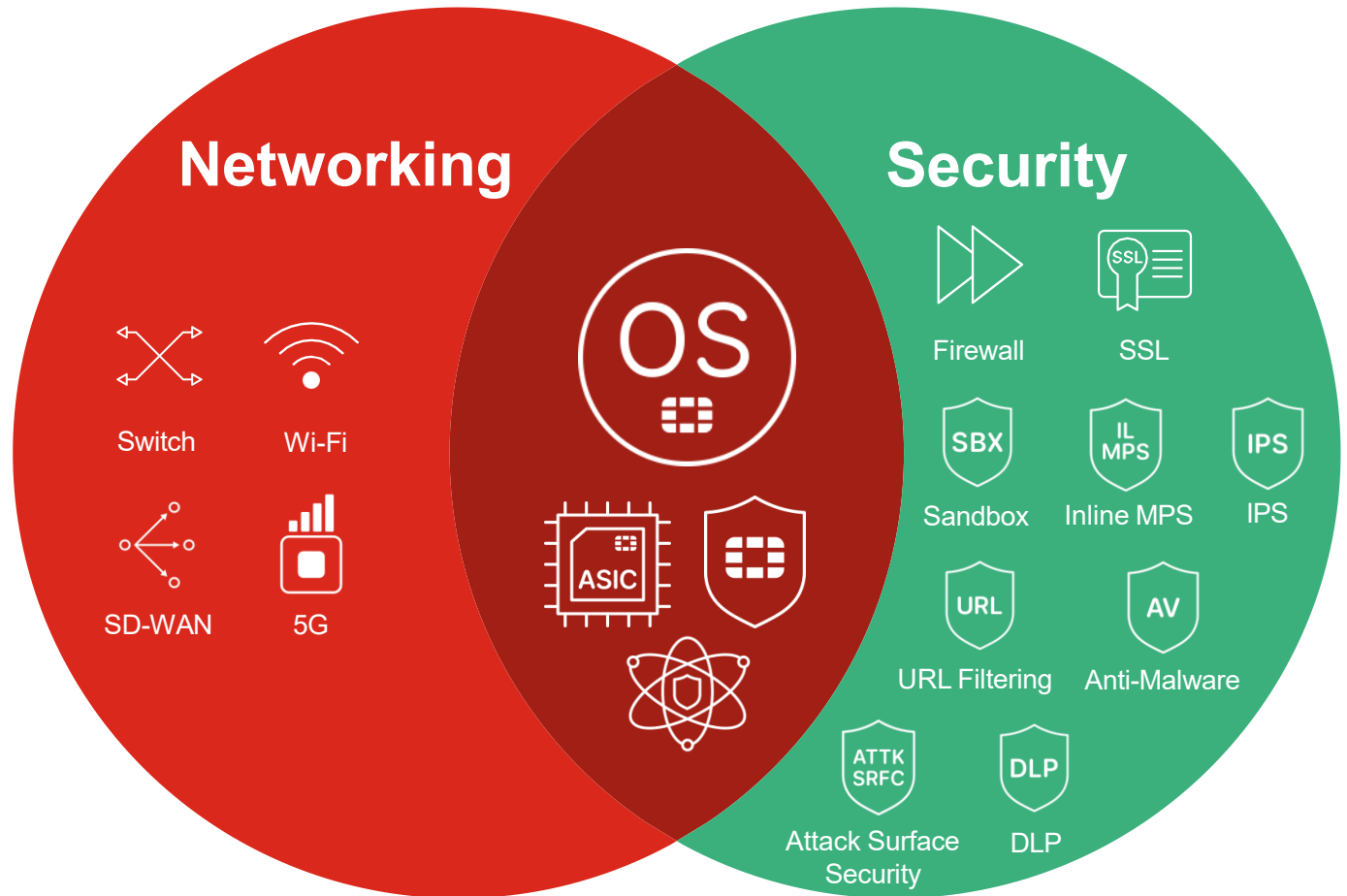
- Advancing AI adoption in security operations
- Addressing skills gaps and improving training

Leading the Convergence of Networking and Security

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



Customer Benefits



Over thirty networking and security functions

The image features the Fortinet logo centered on a black background. The logo consists of the word "FORTINET" in a bold, white, sans-serif font. The letter "O" is stylized with a red and white grid pattern. Surrounding the logo are several abstract geometric shapes: a red horizontal bar in the top left, a red horizontal bar in the top right, a red horizontal bar in the bottom left, a red horizontal bar in the middle right, a dark gray square in the middle left, a dark gray square in the middle right, a dark gray square in the bottom right, a dark gray square with a white grid pattern in the bottom right, and a dark gray vertical bar in the bottom right.

FORTINET