PROGRESS software

WHAT WE DO

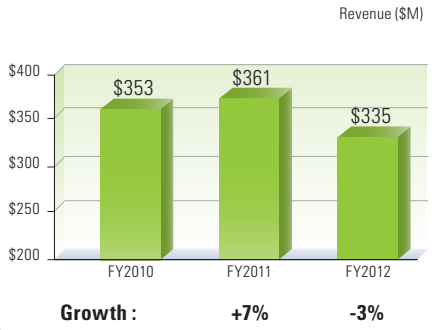
Progress Software (NASDAQ: PRGS) is a global software company whose mission is to simplify and enable the development, management and deployment of business applications on premises, in any Cloud, on any platform and on any mobile device. We accomplish this through the convergence of our three core product lines of **Application Development, Data Connectivity** and **Decision Analytics.**

Progress partners with more than 1,400 ISVs around the globe, including the third largest ISV ecosystem of apps in the Cloud. Companies partner with Progress because of our high developer productivity, flexible deployment, low TCO, long application lifecycle and strong partner and developer community.

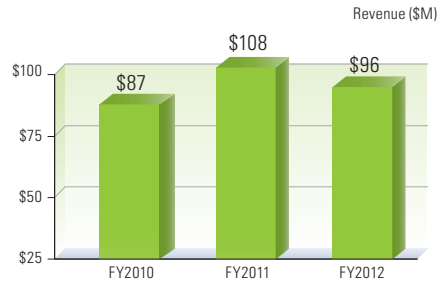
FY13 GOALS

- **Exit Fiscal Q4 at 35% Operating Margin**
- **Ensure Revenue Stability**
- **Complete Our Planned Return of Capital to Shareholders**
- **Invest in Foundation for Future Revenue Growth**

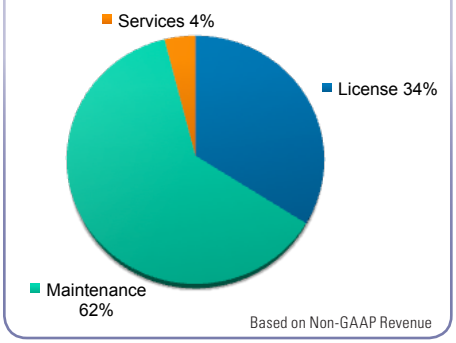
Revenues



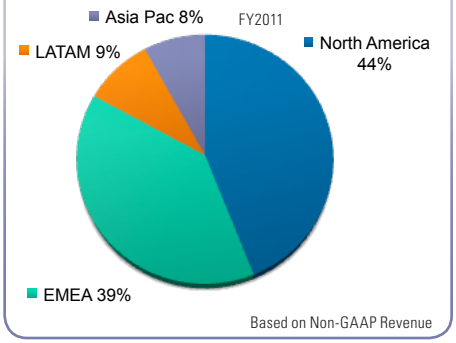
Free Cash Flow



% Revenue by Type



% Revenue by Geography



AT A GLANCE

Strong Cash Position
$355M

Global Footprint
56% international revenues

Diversification
140,000 customers in over 175 countries

WHY INVEST WITH US

Progress Software offers…

- Blue Chip product lines in addressable markets
- Renewed engagement with large customer and partner communities
- Large recurring revenue streams with over 90% maintenance renewals
- Operational discipline to drive to 35% operating margin
- Continued strong cash flows and balance sheet

APPLICATION DEVELOPMENT AND DEPLOYMENT PLATFORM

Today, more than 5 million people are using applications built on award-winning Progress technology.

Progress® OpenEdge® is the complete development platform to build dynamic, business process-enabled applications for secure deployment across any platform, any mobile device, and any Cloud, featuring multi-tenancy and multi-language capabilities.

BIG DATA, ANY DATA CONNECTIVITY

Progress® DataDirect Connect® and **Progress® DataDirect® OpenAccess™** database drivers offer many advanced, enterprise-class features that are 100% driver-implemented, requiring no special database vendor tools or client libraries, featuring performance, scalability, reliability, enterprise security, application failover, bulk load capability and broad API, data source support.

We deliver better user interfaces and application response time—with lower infrastructure costs.

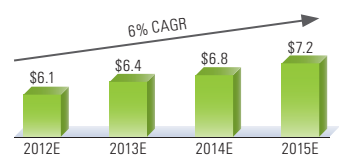
DECISION ANALYTICS

Provide Big Data analytics and decision management in the Cloud, packaging complex event processing (**Progress® Apama®**), business rules management (**Progress® Corticon®**) and visual analytics (**Progress Control Tower®**) into a single platform.

Discover patterns in Big Data that indicate opportunities and threats and that track, analyze and respond to patterns in real-time.

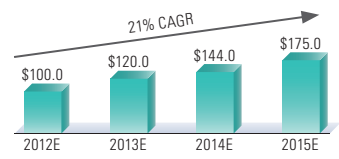
MARKET SIZES AND GROWTH RATES

Application Development Software ($B)



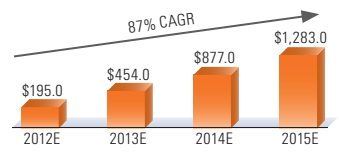
Source: IDC, Worldwide Application Development Software 2011- 2015 Forecast

Data Connectivity Software ($M)



Source: IDC, Worldwide Data Integration and Access Software

Real-time Analytics ($M)



Source: Gartner, Worldwide IBO Market

A STRONG FOUNDATION

- 30 years of profitable history
- Global ecosystem
- Strong customer base
  - 1,400 ISVs
  - 350 OEMs
  - 3,500 direct end users
  - 400,000 indirect end users in more than 140 countries
  - 95% renewal rate
- Strong presence within small- and medium-sized businesses and departmental presence within enterprise

ABILITY TO BE A LEADER IN CLOUD-BASED APPLICATION DEVELOPMENT

- Core products are the foundation of the Progress Cloud application development platform
- ~400,000 end-user customers are driving demand for Cloud applications
- 600 applications running in the Cloud today—the third-largest Cloud-based ISV application base in the world
- Only 15% of our 1,400 ISVs have moved to the Cloud

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