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Tom McCallum, VP Investor Relations

Profile:

Red Hat, the world's leading provider of open source solutions and an S&P 500 company, is headquartered in Raleigh, NC with more than 70 offices spanning the globe. Red Hat provides enterprise-strength, mission critical, software and services in today's most important IT areas: Operating Systems, Storage, Middleware, Virtualization, and Cloud Computing. Red Hat's open source model supplies enterprise computing solutions across physical, virtual and cloud environments that reduce costs, improve performance, reliability and security. Red Hat also offers support, training and consulting services to its customers worldwide and through top-tier partnerships.

Basic Info:

Founded	1993
IPO	1999
Added to S&P 500	2009
Worldwide Offices	75
Employees	~5,600
Headquarters	Raleigh,NC
President & CEO	James M. Whitehurst
Exec VP & CFO	Charles E. Peters
Market	NYSE
Ticker Symbol	RHT
Shares Outstanding (2/28/13)	
Basic	193 million
Diluted	195 million
Market Cap (3/15/13: $50.35/share)	$9.82B
Transfer agent	Computershare
	(800) 288-9541
	www.computershare.com/investor

Red Hat Sells Subscriptions

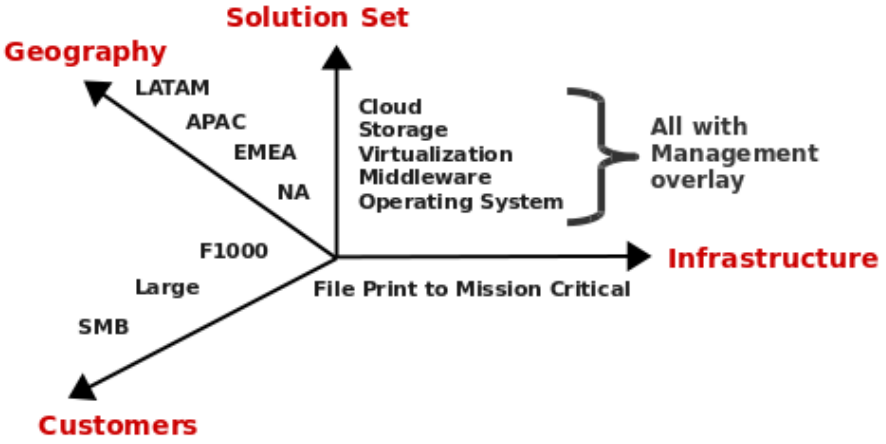
Unique to Red Hat

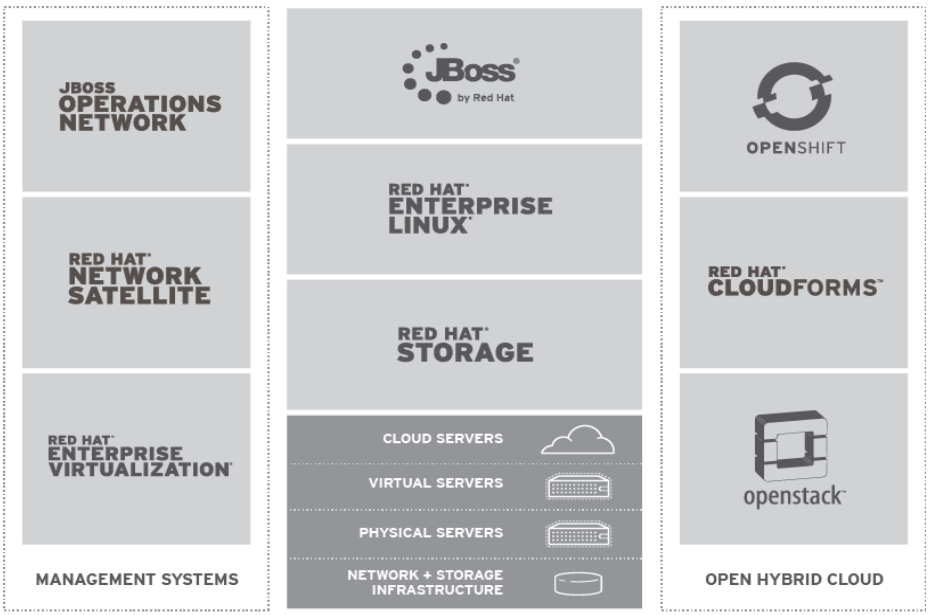
RHT or Partner

One subscription price covers everything:

- Technology
  - Product and documentation
- Certifications
  - Largest ecosystem in open source
- Maintenance
  - Red Hat Network delivers updates, patches and bug fixes
- Upgrades
  - Customers get new releases at no extra charge
  - Each release is supported for 10 years
- Level 3 Support (e.g. Code changes)
  - Only Red Hat determines what goes into RHEL
- First Line Customer Support
  - Up to 24x7 with 1 hour response

Multi-dimensional Growth Opportunity





Q4 Financial Highlights

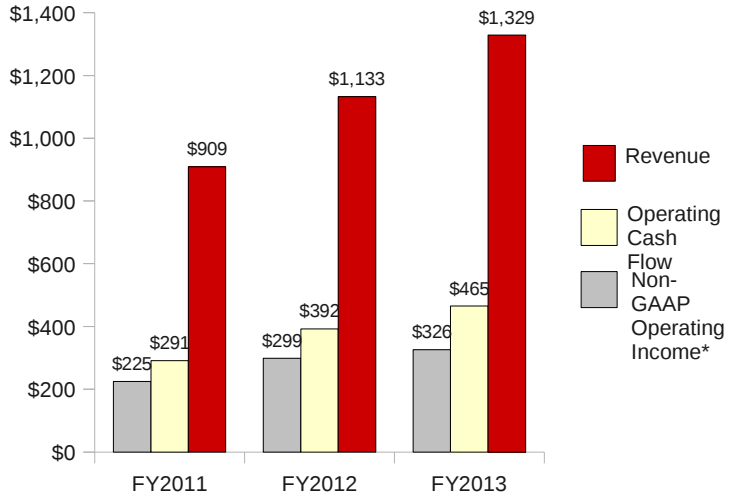
- Revenue $348 million, up 17% y/y; cc 18% y/y
- Subscription Revenue, up 19% y/y; cc 20% y/y
- GAAP Operating Margin of 14.4%; and Non-GAAP Operating Margin of 24.0%
- GAAP EPS of $0.22 and Non-GAAP EPS of $0.36
- Cash & Investments balance: $1.3 billion up 5% y/y and essentially debt free
- Operating Cash Flow of $137 million, up 7% y/y, 19% YTD
- Deferred Revenue $1.1 billion, up 15% y/y

*Non-GAAP excludes stock based compensation expense of $26 million and amortization expense of $7 million. Please refer to http://investors.redhat.com for a GAAP to Non-GAAP reconciliation.

Q4 Operational Highlights

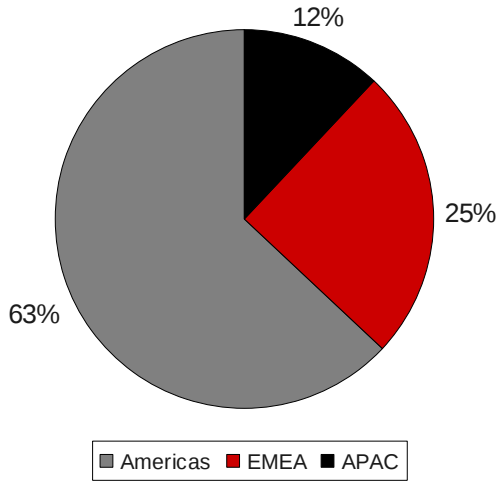
- Acquired ManageIQ, a provider of cloud management and automation technologies. This technology will be combined with IaaS and RHEV to expand the reach of open hybrid cloud management portfolio.
- Released Red Hat JBoss Fuse and Red Hat JBoss A-MQ, enhancing Red Hat's integration and messaging capabilities.
- Created Red Hat Storage Apache Hadoop plug-in, which provides a new storage option for enterprise Hadoop deployments that delivers enterprise storage features while maintaining API compatibility and local data access.
- Three Red Hat executives named to CRN's 2013 list of Channel Chiefs.
- Transitioned into a leadership role for the OpenJDK 6 project, reinforcing Red Hat's commitment to the broader Java community and its future as a leading platform for mission-critical enterprise applications.

Annual Metrics

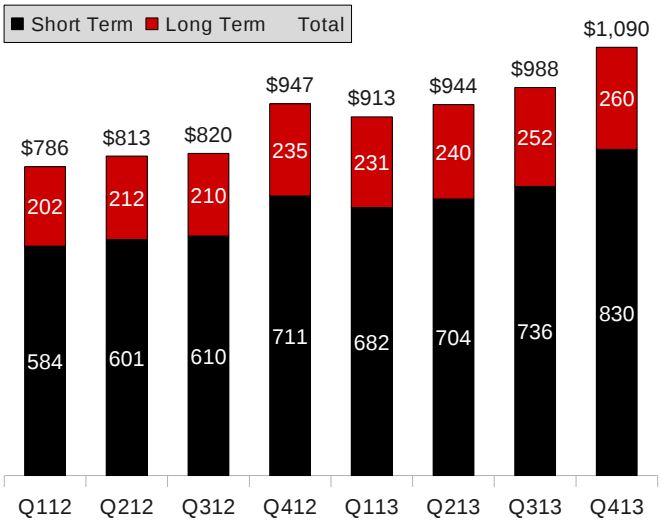


*Non-GAAP excludes stock based compensation expense, amortization expense, and facility exit costs of $79.6m, $99.0m & $125.4m for FY11, FY12 & FY13, respectively. Please refer to http://investors.redhat.com for a GAAP to Non-GAAP reconciliation.

Q4'13 Bookings By Geography

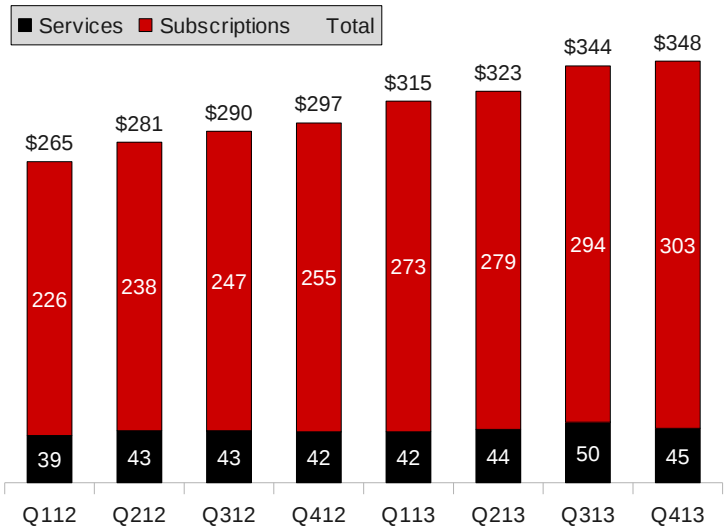


Quarterly Deferred Revenue



In millions

Quarterly Revenue



In millions