

# Red Hat corporate presentation

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# Company overview

We forged a new path to become the world's leading provider of enterprise open source solutions.

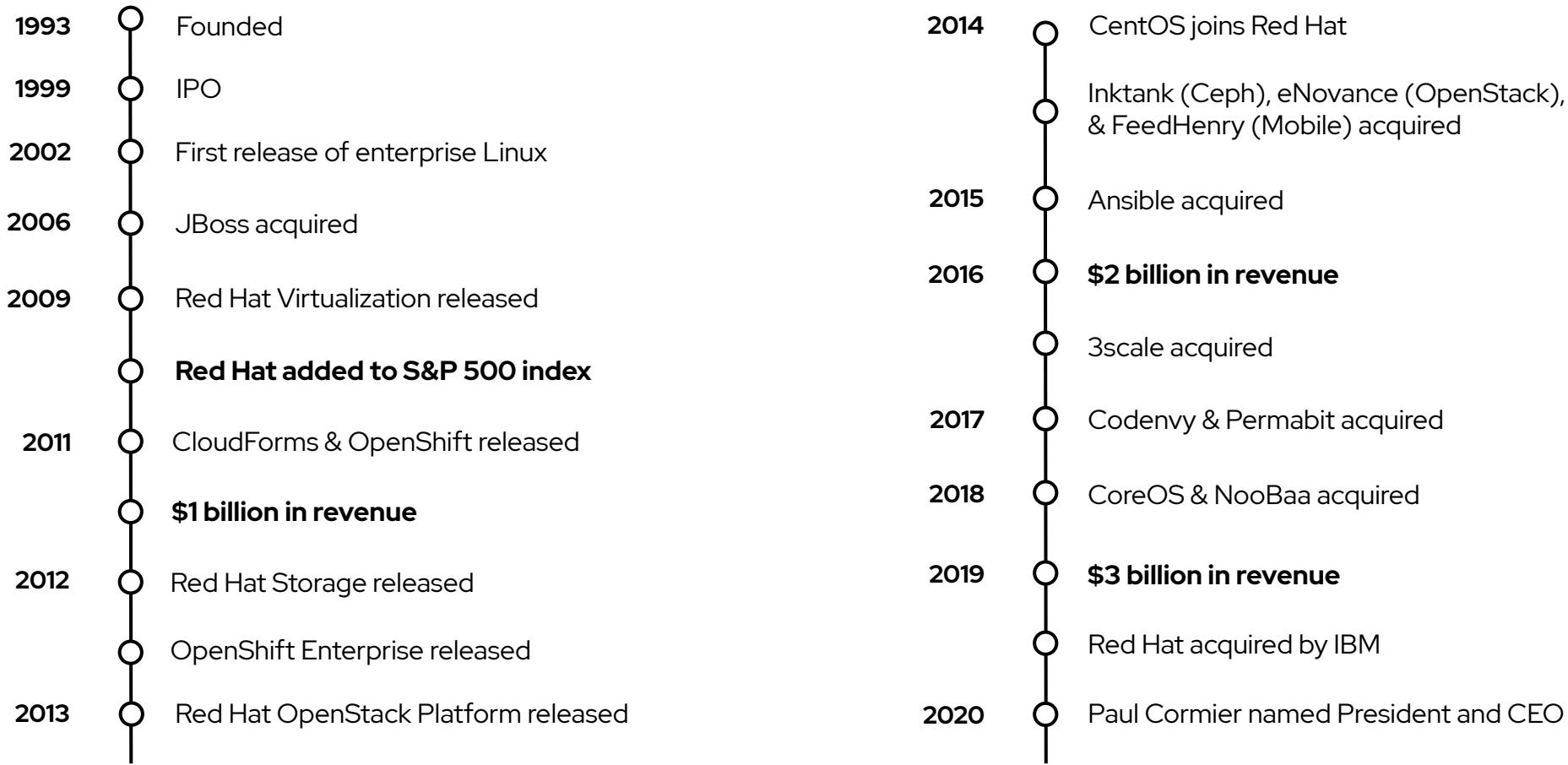
# The world's leading provider of open source enterprise IT solutions

More than  
**90%**  
of the  
Fortune  
**500**  
use  
**Red Hat**  
products and  
solutions<sup>1</sup>

~16,000  
employees  
105+ offices    40+ countries

The first  
**\$3**  
billion  
open  
source  
company  
in the world<sup>2</sup>

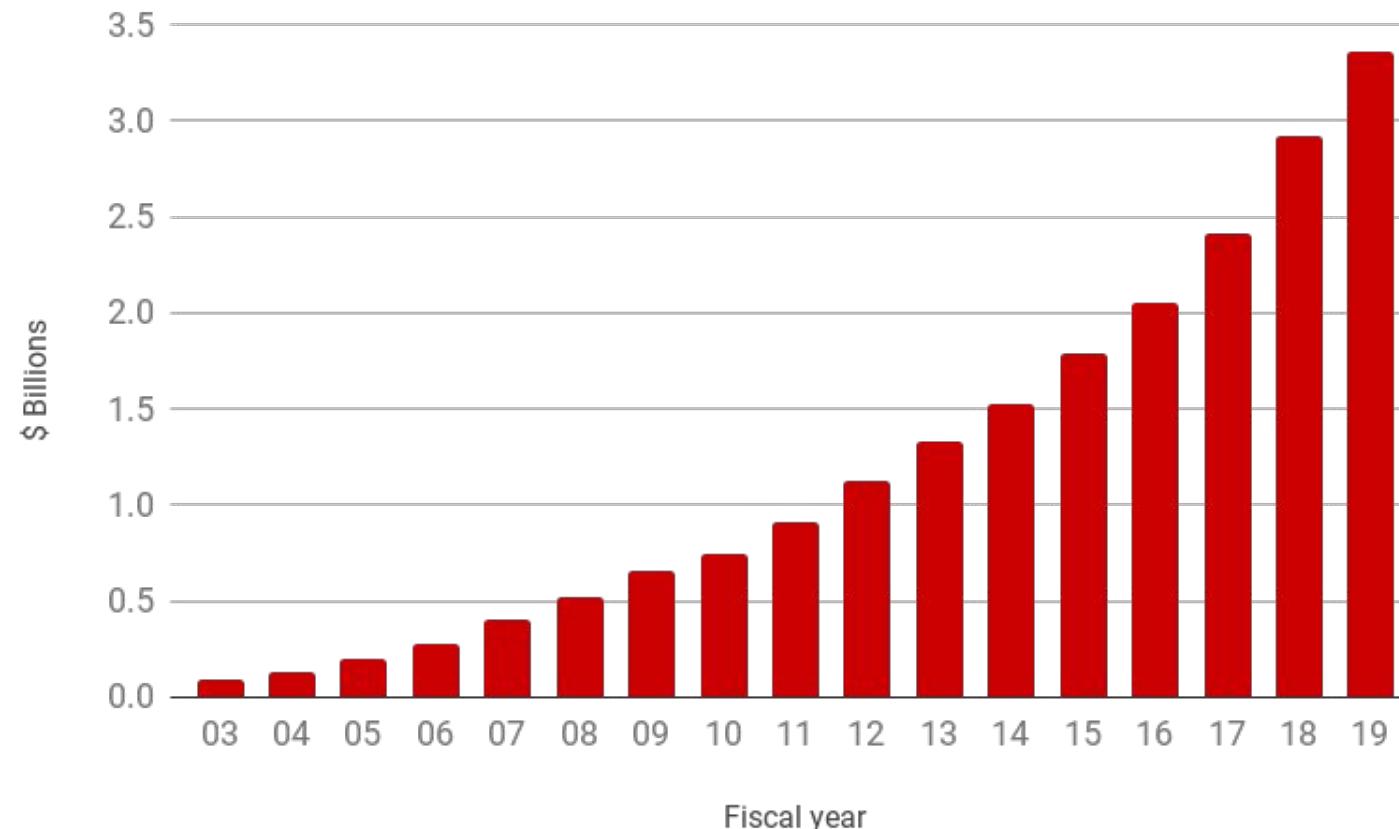
# How we got here



Red Hat is *still* Red Hat

# Red Hat company revenue

FY2003 - FY2019



## Red Hat and IBM

# \$1T hybrid cloud market opportunity

Clients see **2.5x more value** in a hybrid cloud approach versus public cloud alone

### Expanding Red Hat reach and scale with IBM

- ▶ Red Hat delivered 16% normalized revenue growth in 3Q20<sup>1</sup>
- ▶ Backlog was up 23% at \$4.7B<sup>1</sup>
- ▶ IBM Global Business Services added another 60 Red Hat client engagements this quarter<sup>1</sup>
- ▶ IBM operates in more than 175 countries across software, hardware, and services<sup>2</sup>
- ▶ Launched Red Hat Marketplace, operated by IBM
- ▶ IBM Cloud Paks run on Red Hat OpenShift

# IBM and Red Hat hybrid cloud customer success



- DELFI, Schlumberger's exploration and production (E&P) cloud-based environment, uses Red Hat OpenShift and IBM's hybrid cloud technology to enable application deployment.
- Collaborating with IBM and Red Hat enables Schlumberger customers to use an extended range of cloud platforms, including in-country cloud solutions and hybrid infrastructures, to access applications and solutions in the digital environment.<sup>1</sup>



- Vodafone Idea's Open Universal Hybrid Cloud is based on open technology and open standards from IBM and Red Hat, and serves nearly 300 million subscribers by simplifying and transforming IT and telecom network operations.
- Through collaboration with IBM and Red Hat, VI is leading the industry with highly automated, machine learning based hybrid cloud solutions supporting their most critical operations across network and IT systems, and B2B enterprise customer offerings.<sup>2</sup>



- Adobe Experience Manager 6.5, part of Adobe Experience Cloud, runs on Red Hat OpenShift and IBM Cloud for Financial Services.
- This enables companies in regulated industries to deliver more personalized experiences across the customer journey, driving improved engagement, profitability and loyalty.<sup>3</sup>

**THE FORRESTER WAVE™**  
 Multicloud Container Development Platforms  
 Q3 2020



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“Red Hat-IBM offers the leading platform for both developers and operators.”

—  
The Forrester Wave™: Multicloud Container Development Platforms, Q3 2020: The Eight Providers That Matter Most and How They Stack Up  
Sep 2020



"[Red Hat] OpenShift is the most widely deployed multicloud container platform and boasts powerful development and unified operations experiences across many public and on-premises platforms. Red Hat pioneered the "operator" model for infrastructure and application management and provides a rich partner ecosystem and popular marketplace."

—

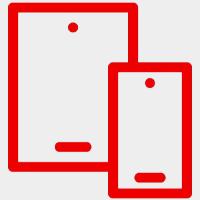
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# Trusted by leading companies around the world



**100%**

of airlines in the  
Fortune Global 500  
rely on Red Hat.



**100%**

of communication service  
providers in the Fortune  
Global 500 rely on Red Hat.



**100%**

of commercial banks in the  
Fortune Global 500  
rely on Red Hat.



**100%**

of healthcare  
companies in the  
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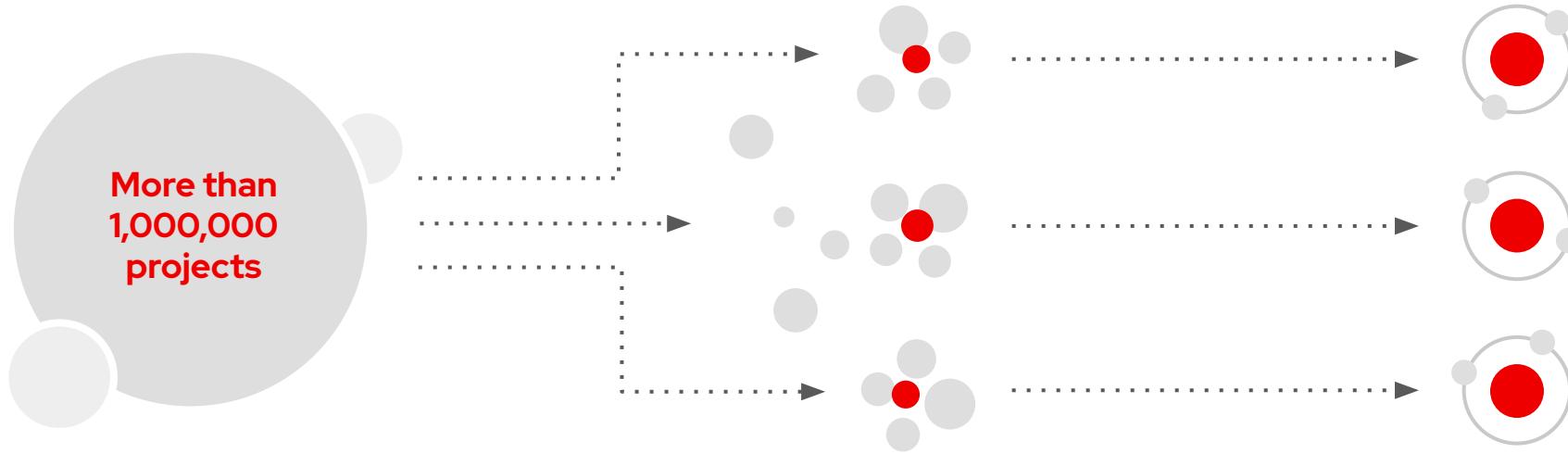
# Open source

Open source is about more than developing software.

It's how we built our company.

And it's why we have been so successful.

# Product development model

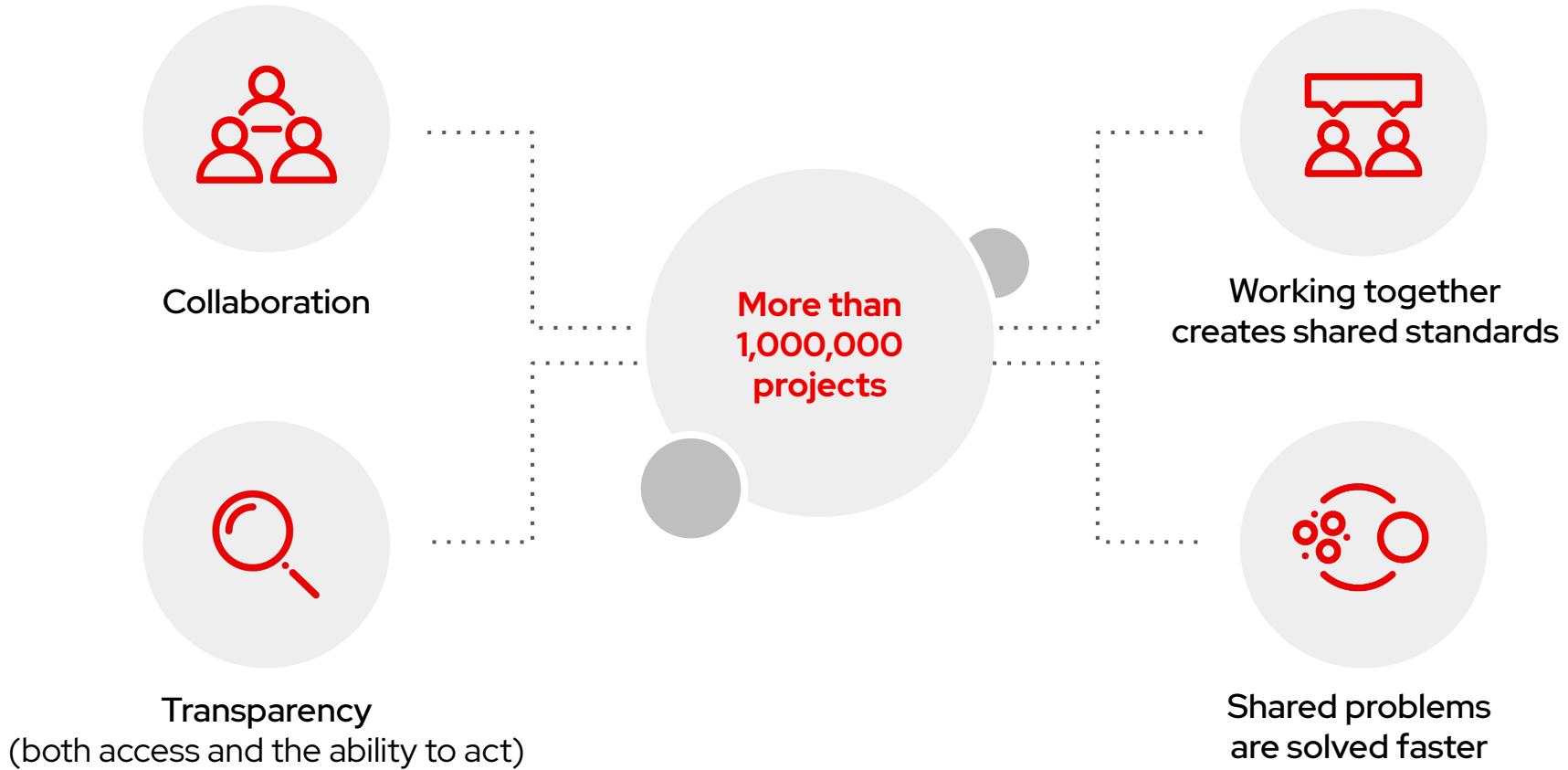


We participate in and create community-powered upstream projects.

We integrate upstream projects, fostering open community platforms.

We commercialize these platforms together with a rich ecosystem of services and certifications.

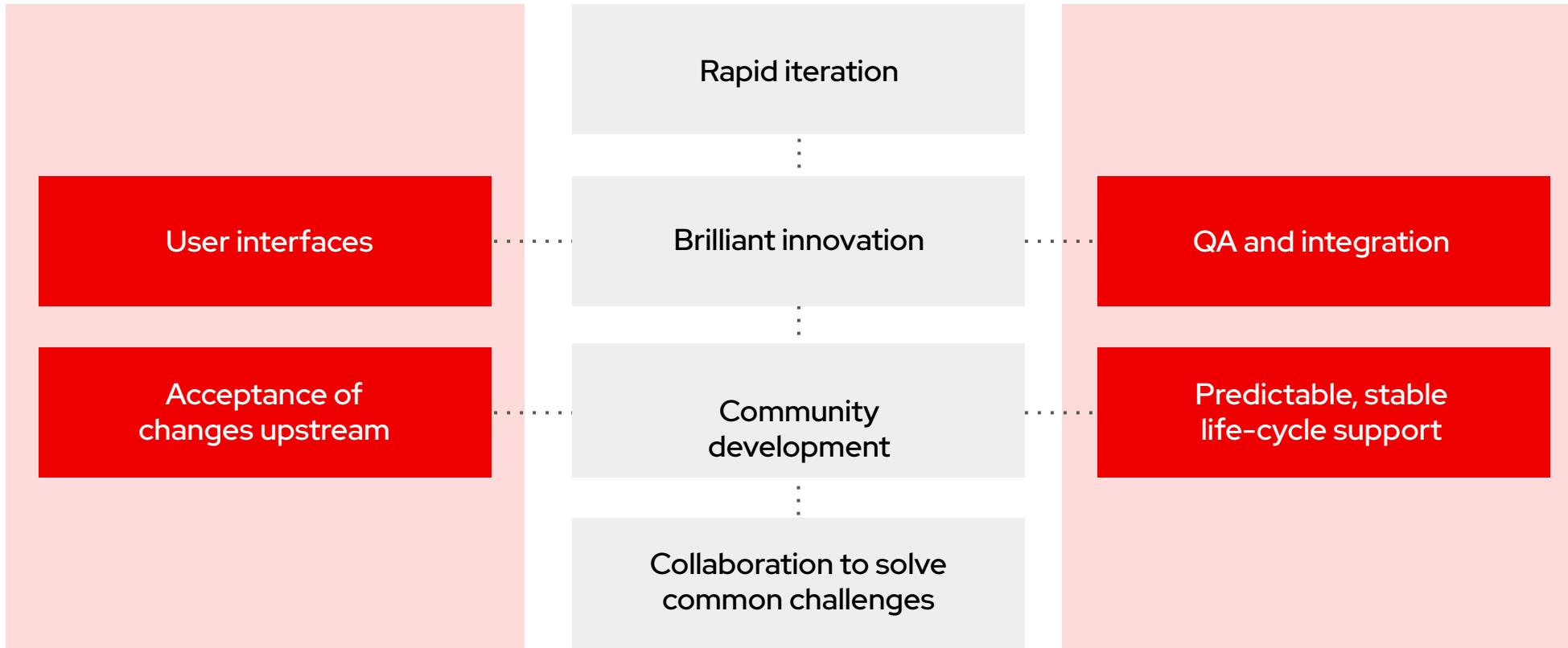
# Open source culture



# Open source fuels rapid innovation



# Enterprise + community

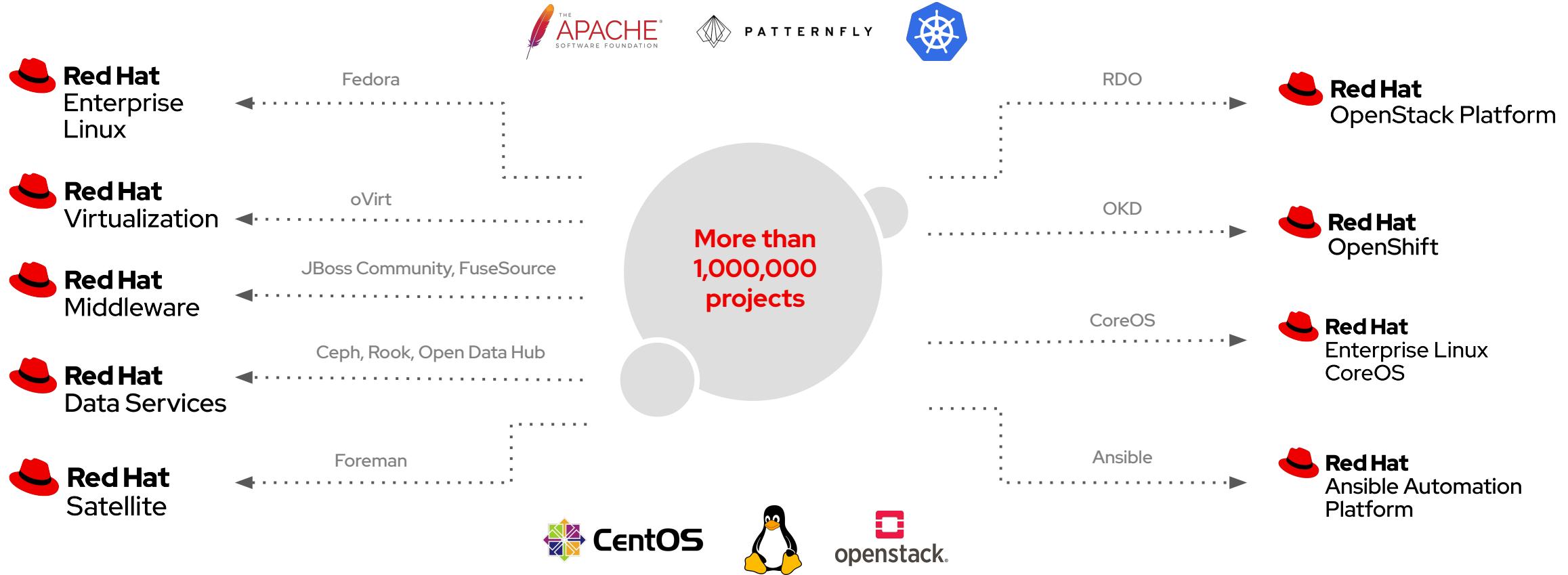


Strengths of  
Red Hat

Strengths of  
communities

Strengths of  
Red Hat

# From communities to enterprise



# Red Hat portfolio

Red Hat's open source solutions work on bare metal and the public cloud—and everything in between.

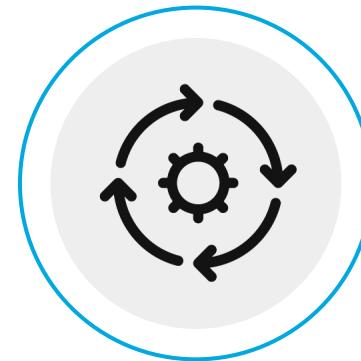
# Red Hat customers have common needs & challenges



**Hybrid cloud infrastructure**  
Build the foundation for the future, while managing costs to speed progress

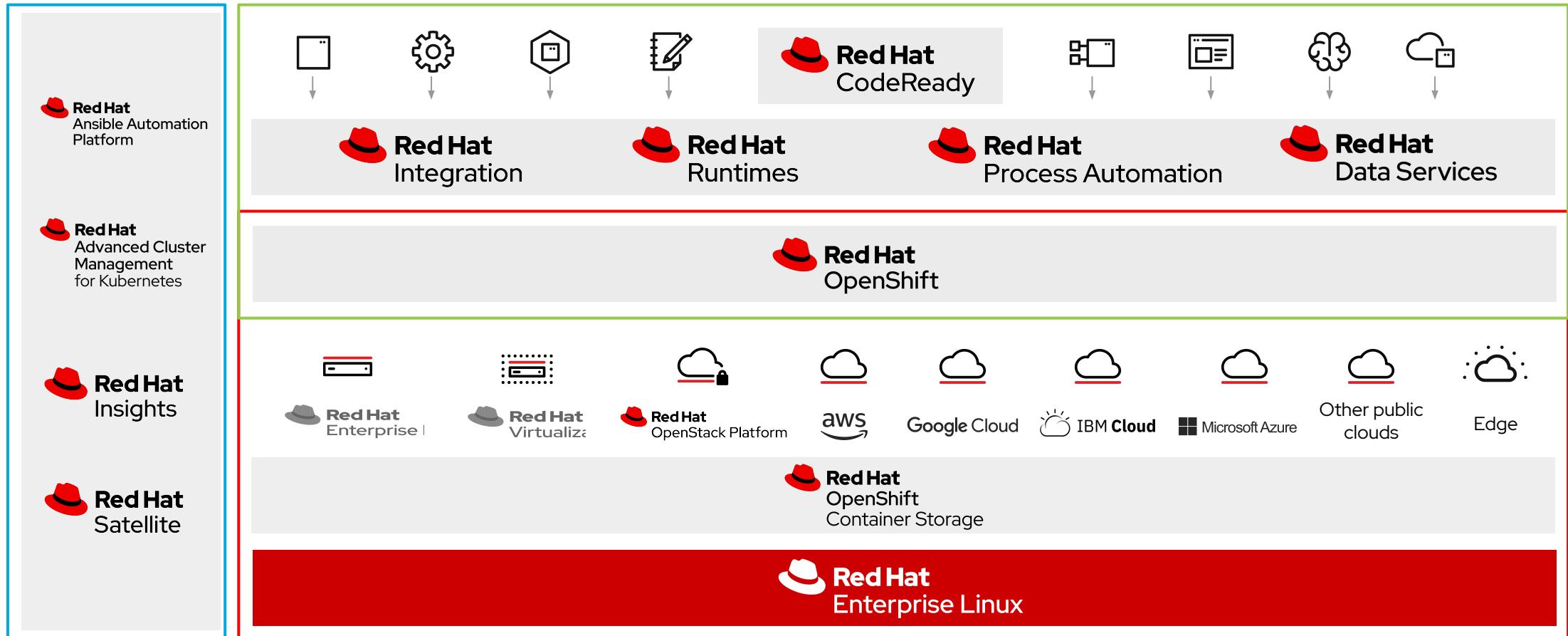


**Cloud-native development**  
Accelerate application development, innovation, & delivery



**IT automation & management**  
Automate infrastructure & applications so you can do more without sacrificing stability

# Addressing these challenges with a broad portfolio





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Build the foundation for the future, while managing costs to speed progress

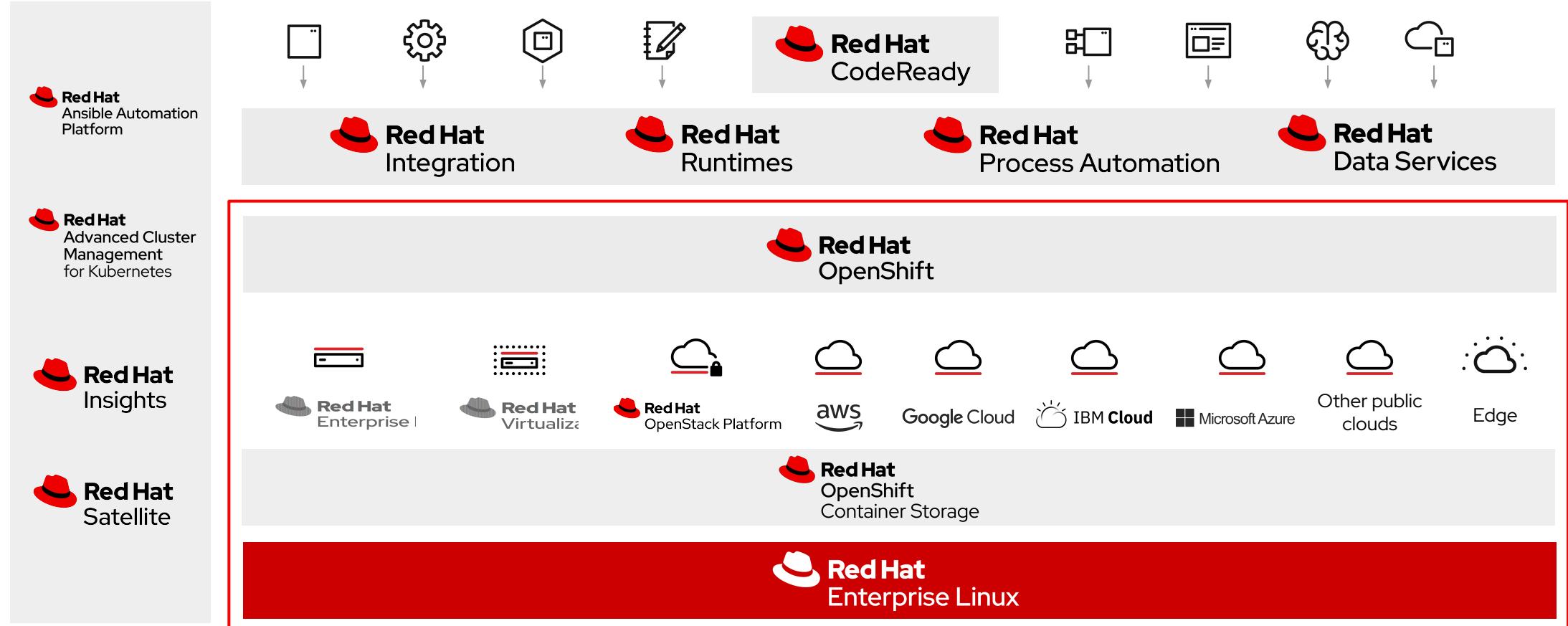


**Cloud-native development**  
Accelerate application development, innovation, & delivery



**IT automation & management**  
Automate infrastructure & applications so you can do more without sacrificing stability

# Build the foundation for the future



# Red Hat customer challenges



**Hybrid cloud infrastructure**  
Build the foundation for the future, while managing costs to speed progress

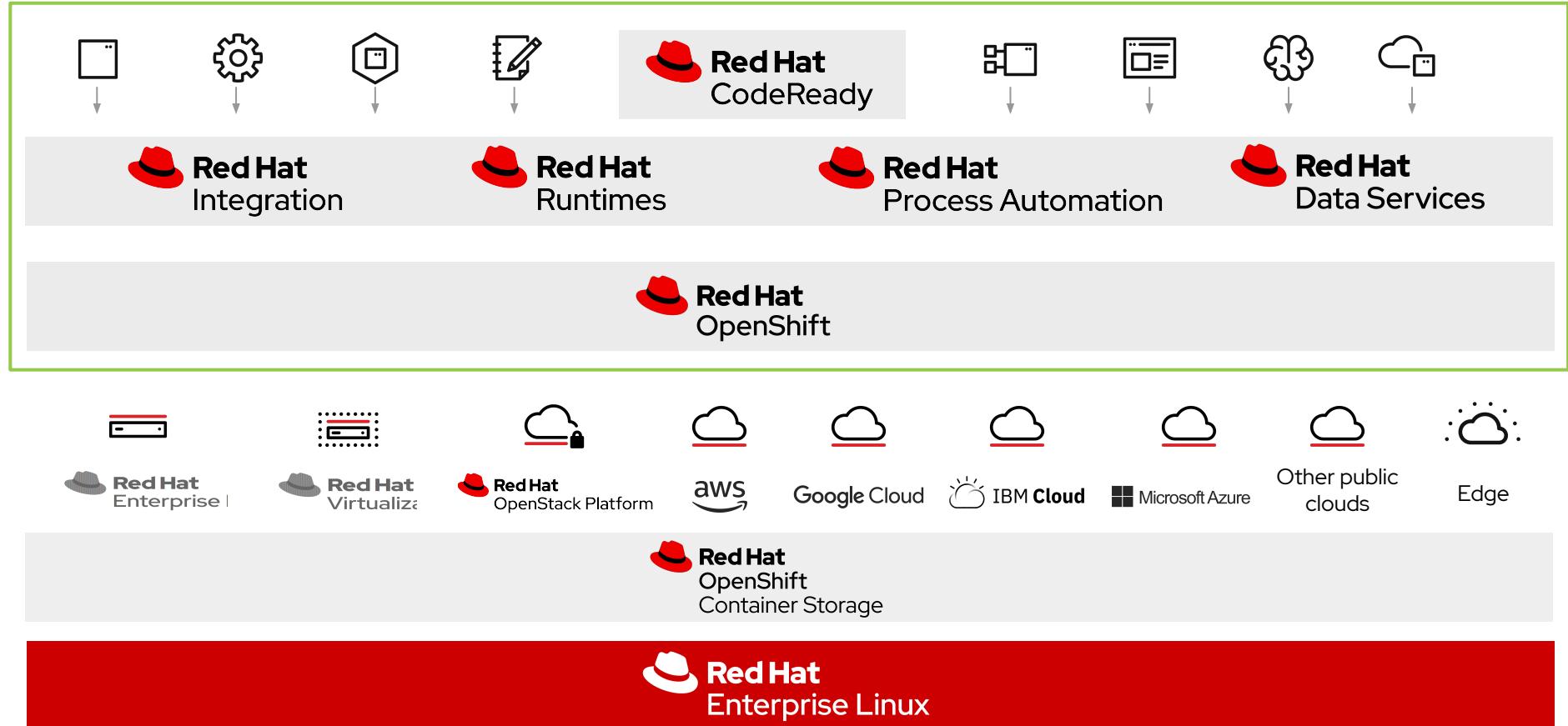


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Accelerate application development, innovation, & delivery



**IT automation & management**  
Automate infrastructure & applications so you can do more without sacrificing stability

# Build innovative applications faster

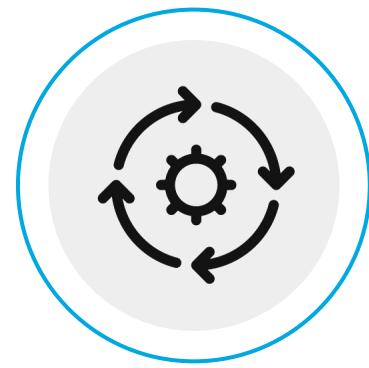




**Hybrid cloud infrastructure**  
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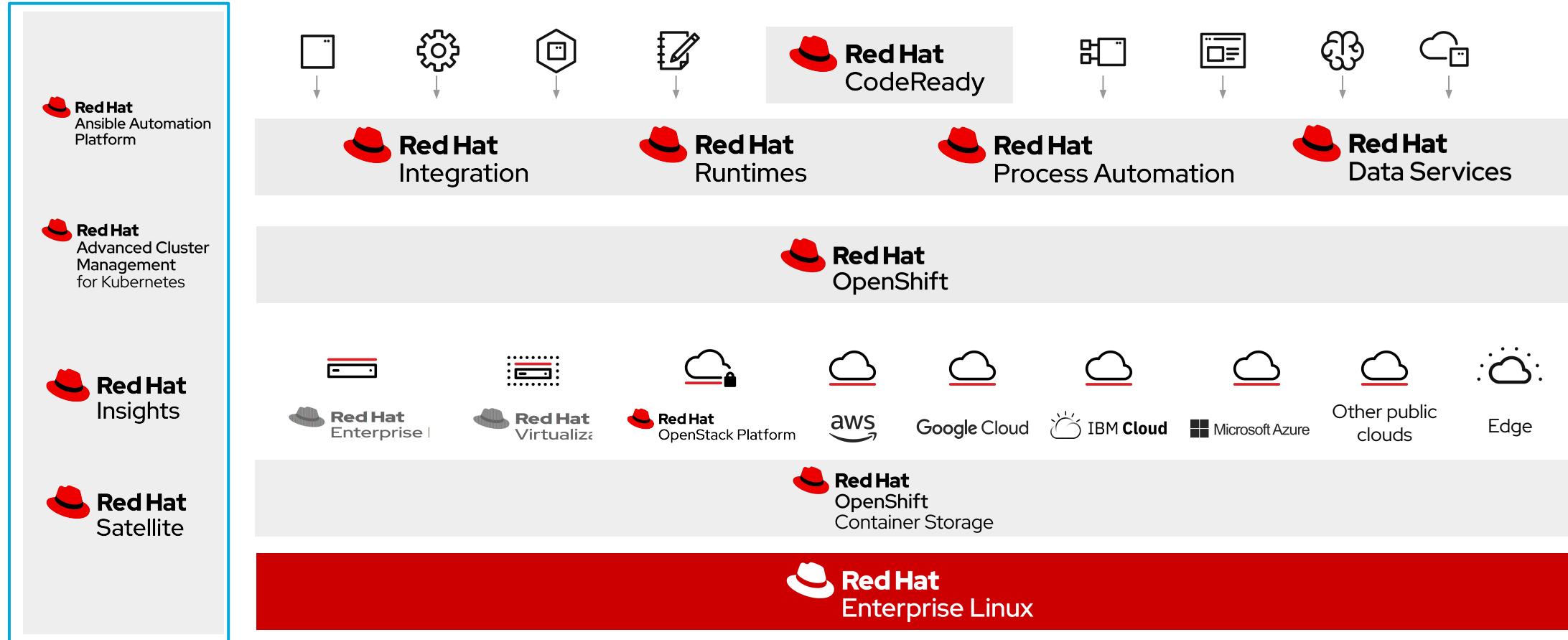


**Cloud-native development**  
Accelerate application development, innovation, & delivery



**IT automation & management**  
Automate infrastructure & applications so you can do more without sacrificing stability

# Automate infrastructure & applications



# Customer success

## Automate infrastructure & applications



"The possibilities are limitless because we can easily manage all of these connections and continue supporting all of our devices with Red Hat Ansible Automation."

—

Sascha Berger

Systems engineer, Swiss Federal Railway (SBB)



# What we bring to your business



## Technology

Security, stability, reliability



## Assurance

Enterprise-grade certainty



## Expertise

Experience you can trust

# Thank you

Red Hat is the world's leading provider of enterprise open source software solutions. Award-winning support, training, and consulting services make Red Hat a trusted adviser to the Fortune 500.

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