

Red Hat Signs Americas Distribution Agreement with Avnet Embedded

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Expansion of Red Hat's Distribution Strategy Reinforces Channel Commitment while Providing OEMs and ISVs with Access to Red Hat Embedded Linux and Red Hat JBoss Middleware Solutions

RALEIGH, N.C.--(BUSINESS WIRE)-- Red Hat, Inc. (NYSE: RHT), the world's leading provider of open source solutions, today announced that it is expanding the reach of its embedded software program through a new partnership with Avnet Embedded, a business group of Avnet Electronics Marketing, an operating group of Avnet, Inc., (NYSE: AVT). Avnet Embedded will offer flexible, integrated systems based on Red Hat Embedded Linux and Red Hat JBoss Middleware solutions to its large base of OEM and independent software vendor (ISV) partners throughout the Americas.

As a Red Hat distributor in the Americas, Avnet Embedded plans to become a one-stop shop for customers, offering software, hardware, integration, and value-added support services. The Red Hat offering for embedded products will include:

- Red Hat Embedded Linux
- Red Hat JBoss Middleware solutions
- Red Hat Developer Support
- JBoss Developer Support

Avnet Electronics Marketing is an operating group of Phoenix-based Avnet, Inc. that serves electronic original equipment manufacturers (OEMs) and electronic manufacturing services (EMS) providers in more than 70 countries, distributing electronic components from leading manufacturers and providing associated design-chain and supply-chain services.

"Red Hat has expanded outside the traditional data center, given the proliferation of intelligent connected devices and the affinity of embedded engineers towards open source," said Dion Cornett, vice president, Strategic Alliances, Red Hat. "Red Hat's embedded business presents partners with strategic growth opportunities. This Americas distribution agreement with Avnet is the latest example of Red Hat's channel-centric strategy for offering OEMs the flexibility, speed-to-market and enterprise functionality they need to drive their revenues and profits. We're looking forward to working with Avnet Embedded to drive new opportunities and to bring the many benefits of Red Hat's open source solutions to the embedded OEM marketplace."

"Red Hat is a recognized leader in open source enterprise software and embedded Linux. The addition of Red Hat to Avnet's embedded software and service portfolio substantially enhances our value proposition for providing comprehensive support across our customers' entire solution stack," said Chuck Kostalnick, senior vice president, Avnet Embedded. "We are very pleased to have the opportunity to represent Red Hat's exceptional product line to the OEM market. Together, Avnet Embedded and Red Hat can enable OEM customers with the necessary code and corresponding software services to imagine, develop and complete their next embedded design more quickly, efficiently and cost effectively."

Additional Resources

- More about [Avnet Embedded](#)
- [Red Hat and Avnet Embedded solutions](#)

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About Red Hat, Inc.

Red Hat is the world's leading provider of open source software solutions, using a community-powered approach to reliable and high-performing cloud, Linux, middleware, storage and virtualization technologies. Red Hat also offers award-winning support, training, and consulting services. As the connective hub in a global network of enterprises, partners, and open source communities, Red Hat helps create relevant, innovative technologies that liberate resources for growth and prepare customers for the future of IT. Learn more at <http://www.redhat.com>.

Forward-Looking Statements

Certain statements contained in this press release may constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements provide current expectations of future events based on certain assumptions and include any statement that does not directly relate to any historical or current fact. Actual results may differ materially from those indicated by such forward-

looking statements as a result of various important factors, including: risks related to delays or reductions in information technology spending; the effects of industry consolidation; the ability of the Company to compete effectively; uncertainty and adverse results in litigation and related settlements; the integration of acquisitions and the ability to market successfully acquired technologies and products; the inability to adequately protect Company intellectual property and the potential for infringement or breach of license claims of or relating to third party intellectual property; the ability to deliver and stimulate demand for new products and technological innovations on a timely basis; risks related to data and information security vulnerabilities; ineffective management of, and control over, the Company's growth and international operations; fluctuations in exchange rates; and changes in and a dependence on key personnel, as well as other factors contained in our most recent Quarterly Report on Form 10-Q (copies of which may be accessed through the Securities and Exchange Commission's website at <http://www.sec.gov>), including those found therein under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations". In addition to these factors, actual future performance, outcomes, and results may differ materially because of more general factors including (without limitation) general industry and market conditions and growth rates, economic and political conditions, governmental and public policy changes and the impact of natural disasters such as earthquakes and floods. The forward-looking statements included in this press release represent the Company's views as of the date of this press release and these views could change. However, while the Company may elect to update these forward-looking statements at some point in the future, the Company specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing the Company's views as of any date subsequent to the date of this press release.

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