

IBM Investor Briefing

Almaden Research Center, February 2013

Executive Presenters



Rodney C. Adkins

Senior Vice President, Systems and Technology Group

Rod Adkins is the Senior Vice President for Systems and Technology Group, which encompasses all aspects of IBM's semiconductor, server, storage, and system software businesses. The company's Integrated Supply Chain and Business Partner organizations also report to him.

Mr. Adkins was named to this position in October 2009, after serving as senior vice president of Development and Manufacturing for Systems and Technology Group.

Over his 30-year career with IBM, Mr. Adkins has held a number of development and management roles, including directing the Desktop and UNIX Systems businesses. He was general manager of Pervasive Computing, Software Group, which under his leadership developed assets that are part of IBM's Smarter Planet portfolio today.

Mr. Adkins holds a Bachelor of Arts with an emphasis in physics from Rollins College, a Bachelor of Science and Master of Science in electrical engineering from Georgia Institute of Technology and an Honorary Doctor of Science from the University of Maryland, Baltimore County.



Erich Clementi

Senior Vice President, Global Technology Services

Erich Clementi is the Senior Vice President for IBM Global Technology Services. In this role, he has worldwide responsibility for information technology and business process outsourcing, integrated technology services, technical support services and global delivery. Under his leadership, IBM helps clients of all sizes integrate IT with business insight to create and deliver value for their customers and shareholders.

Prior to this position, Mr. Clementi was IBM vice president, Strategy and general manager, Enterprise Initiatives, responsible for identifying major growth opportunities for the company and driving integration across IBM's businesses. He also oversaw IBM's cloud computing strategy, sales and business development.

Mr. Clementi has also served as general manager of Business Systems in IBM's Systems and Technology Group, as well as general manager of IBM's Managed Business Process Services. Between 2003 and 2005, he helped lead the historic resurgence of the IBM mainframe as general manager of IBM's System z division. Mr. Clementi joined IBM in 1984.

He holds a degree in business administration from the Leopold-Franzens University, Innsbruck, Austria.



José Décurnex

General Manager, Spanish South America

José Décurnex is the General Manager of IBM Spanish South America. Prior to this, he was vice president of General Business for IBM Central and Eastern Europe, Middle East and Africa.

From 2005 to 2008, he served as president and general manager of IBM Mexico, where he transformed the organization into the country's leading information technology provider.

Mr. Décurnex began his career at IBM 20 years ago in Uruguay, as a sales executive for the public sector. He has held a variety of management positions with the company, including president and general manager of IBM Venezuela and vice president of the Telecommunications Sector in Latin America.

Mr. Décurnex holds an engineering degree in computation from the University of Uruguay.



Bruno Di Leo

Senior Vice President, Sales and Distribution

Bruno Di Leo is Senior Vice President, Sales and Distribution for IBM, accountable for revenue, profit and client satisfaction in the 170 global markets in which IBM does business. In this role, Mr. Di Leo is responsible for IBM's worldwide revenue, which exceeded \$104 billion in 2012.

Previously, Mr. Di Leo served as general manager of IBM Growth Markets, based in Shanghai, where he was responsible for driving business success in high-growth economies across Asia Pacific, Latin America, Central and Eastern Europe, the Middle East and Africa.

He also has held executive positions as general manager, IBM Northeast Europe, general manager for IBM Global Technology Services in Southwest Europe, general manager for IBM Latin America and general manager of IBM Brazil.

Mr. Di Leo earned an undergraduate degree in business administration from Ricardo Palma University and holds a postgraduate degree from Escuela Superior de Administración de Negocios, both in Peru.



Dr. John E. Kelly III

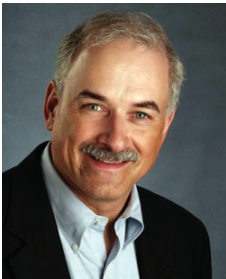
Senior Vice President and Director, Research

Dr. John Kelly is Senior Vice President and Director of IBM Research. He directs the worldwide operations of Research, with approximately 3,000 scientists and technical professionals at 12 laboratories in 10 countries, and helps guide IBM's overall technical strategy. Dr. Kelly's priorities are to stimulate innovation in key areas of information technology, to grow IBM's business and to help clients succeed. He also leads IBM's worldwide intellectual property business.

Before beginning his current assignment in July 2007, Dr. Kelly was senior vice president of Technology and Intellectual Property, responsible for the company's technical and innovation strategies. Prior to that, he was senior vice president and group executive for IBM's Technology Group, responsible for developing, manufacturing and marketing microelectronics and storage technologies, products and services.

Between 1994 and 2000, Dr. Kelly held several vice president and general manager positions across IBM's business. In 1990, he was named director of IBM's Semiconductor Research and Development Center. After joining IBM in 1980, he held numerous management and technical positions related to the development and manufacture of advanced semiconductor technologies.

Dr. Kelly holds a Bachelor of Science in physics from Union College, and a Master of Science in physics and a doctorate in materials engineering from Rensselaer Polytechnic Institute. In 2004, he received an honorary doctorate in science from The Graduate School of Union College, and in 2012 he received an honorary degree from Dublin City University.



Robert J. LeBlanc

Senior Vice President, Middleware Software, Software Group

Robert LeBlanc is Senior Vice President, Middleware Software, for IBM Software Group. He has global responsibility for the strategy and management of IBM's industry-leading middleware portfolio, which includes Application and Integration Middleware, Information Management, Rational, Tivoli, and IBM Security Systems.

Previously, Mr. LeBlanc was general manager, Worldwide Software Sales. In this capacity, he had global responsibility for overall sales strategy and management of IBM Software Group. He has also served as general manager, Global Consulting Services and Service Oriented Architecture (SOA), IBM Global Business Services. He led IBM's core consulting practice, including developing and maintaining alliances with independent software vendors. He also oversaw the company's SOA efforts, directing the strategy around industry intellectual property, skills and enablement.

Mr. LeBlanc joined IBM in 1981 as a systems programmer trainee in the Toronto Laboratory. During his career, he has held a number of technical, management and leadership positions at IBM.

Mr. LeBlanc holds a Bachelor of Science in computer science and a Master of Business Administration in management information systems and corporate strategy from the University of Toronto.



Mark Loughridge

Senior Vice President and Chief Financial Officer,
Finance and Enterprise Transformation

Mark Loughridge was named Senior Vice President and Chief Financial Officer, Finance and Enterprise Transformation, in July 2010. This role includes the senior vice president and chief financial officer responsibilities he assumed in May 2004, and the leadership of IBM's continued integration and transformation.

Previously, he was senior vice president and general manager of IBM Global Financing, where he led the world's largest information technology financing and asset management organization. Prior to this, he held a number of executive roles including vice president and IBM controller; vice president of Finance and Planning for IBM Global Services; vice president of Finance for Sales and Distribution; and vice president of Finance for the IBM Personal Systems Group.

Since joining IBM in 1977 as a development engineer, Mr. Loughridge has held various management positions in finance, strategic planning and engineering, including manager of Financial Services for IBM's lab in Hursley, England.

Mr. Loughridge earned a Bachelor of Science in mechanical engineering from Stanford University and a Master of Business Administration with a concentration in finance and operations from the University of Chicago. He also completed studies at École Nationale Supérieure de Mécanique in Nantes, France.



Steven A. Mills

Senior Vice President and Group Executive, Software and Systems

Steve Mills was named to his current position as Senior Vice President and Group Executive, IBM Software and Systems in 2010. This position added hardware and systems to the responsibilities he held since 2000 as senior vice president and group executive, IBM Software Group.

In this capacity, Mr. Mills is responsible for directing approximately 110,000 employees spanning the development, manufacturing, sales, marketing and support professions. Under his leadership, IBM's product business contributed more than \$40 billion of IBM's 2012 revenue. IBM's industry-leading products provide critical business integration infrastructure that powers more than 100,000 enterprises around the world.

Mr. Mills has held various executive leadership positions with IBM since 1989 and has played a leading role in the growth of IBM Software Group since its inception in 1995.

He joined IBM in 1973 after graduating from New York's Union College.



Michael D. Rhodin

Senior Vice President, Software Solutions, Software Group

Mike Rhodin is Senior Vice President of IBM Software Solutions Group, an organization that delivers outcome-based, industry-aligned solutions in high-growth areas such as business analytics, smarter commerce, smarter cities and social business. In his current role, Mr. Rhodin is responsible for a solutions portfolio that represents one of the fastest-growing and most acquisitive segments in IBM.

Prior to his current position, Mr. Rhodin was general manager, IBM Northeast Europe, where he was responsible for IBM's operations in Germany, the United Kingdom, Switzerland, Austria and the Nordics.

He previously held a number of general management positions across the IBM Software business, including Lotus, where he led the introduction of IBM's social network platforms. Mr. Rhodin joined IBM in 1984.

He holds a Bachelor of Science in computer science from the University of Michigan.



Virginia M. Rometty

Chairman, President and Chief Executive Officer

Ginni Rometty is Chairman, President and Chief Executive Officer of IBM. Mrs. Rometty was appointed President and Chief Executive Officer effective January 1, 2012. She became Chairman of the Board of Directors on October 1, 2012.

Mrs. Rometty began her career with IBM in 1981 in Detroit, Michigan. Since then she has held a series of leadership positions in IBM, most recently as senior vice president and group executive, IBM Sales, Marketing and Strategy. In this role, she was responsible for business results in the 170 global markets in which IBM operates and pioneered IBM's rapid expansion in the emerging economies of the world. As part of this, she established IBM's Growth Markets organization, which is expected to contribute as much as 30 percent of IBM revenues by 2015.

Prior to this, Mrs. Rometty served as senior vice president, IBM Global Business Services, where she led the successful integration of PricewaterhouseCoopers Consulting. This acquisition was the largest in professional services history, creating a global team of more than 100,000 business consultants and services experts.

In prior leadership roles, Mrs. Rometty served as general manager of IBM Global Services, Americas, as well as general manager of IBM's Global Insurance and Financial Services Sector.

She holds a Bachelor of Science degree with high honors in computer science and electrical engineering from Northwestern University.



Linda S. Sanford

Senior Vice President, Enterprise Transformation

Linda Sanford is Senior Vice President for Enterprise Transformation at IBM. In this role, she leads the strategy for IBM's internal transformation to becoming the premier globally integrated, smarter enterprise. She is responsible for working across IBM to transform core business processes, create an IT infrastructure to support and integrate processes globally, and help enable a culture that fosters innovation.

Previously, Ms. Sanford held a number of senior leadership positions at IBM, including heading Storage Systems Group, Global Industries and the S/390 Division.

Ms. Sanford is a graduate of St. John's University. She also earned a Master of Science in operations research from Rensselaer Polytechnic Institute and was awarded an honorary doctorate in commercial science from St. John's University.



Bridget van Kralingen

Senior Vice President, Global Business Services

Bridget van Kralingen is Senior Vice President of IBM Global Business Services (GBS), responsible for the strategy, execution and business results of IBM's consulting, systems integration and application management services across more than 170 countries and a team of 100,000 consultants and practitioners.

Ms. van Kralingen sponsors IBM's pro-bono initiative in microfinance, which has created a cloud-based microfinance technology platform for Latin America and an open source microfinance banking application with the Grameen Foundation. The initiative has also designed loan products and the operating model for microfinance in South Africa.

Previously, Ms. van Kralingen was general manager, IBM North America, responsible for the full range of IBM's business in the United States and Canada. Before that, she led GBS in Northeast Europe, the Middle East and Africa.

She joined IBM in 2004 as global managing partner of the Financial Services Sector, following more than 20 years at Deloitte Consulting.

Ms. van Kralingen holds a Bachelor of Commerce from the University of the Witwatersrand and a Master of Commerce from the University of South Africa.