

IBM **Investor** Briefing

Introduction

Patricia Murphy

Vice President, Investor Relations

Agenda

Morning Session (7:45 – 9:50)

- Strategic Overview
- Financial Model
- Enterprise Productivity
- Smarter Planet and Growth Markets
- Group Q&A

Ginni Rometty
Mark Loughridge
Linda Sanford
Bruno Di Leo, José Décurnex
Morning Presenters

Innovation Gallery (10:00 - 11:00)

Lunch (11:05 - 11:50)

John Kelly & Research team

All participants

Afternoon Session (12:00 – 2:15)

- Integrated Systems
- Services
- Research
- Group Q&A

Steve Mills, Rod Adkins, Robert LeBlanc, Mike Rhodin
Bridget van Kralingen, Erich Clementi
John Kelly
Afternoon Presenters & Ginni Rometty

Reception & Lab Tours (2:15 - 3:00)

All participants

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Those statements involve a number of factors that could cause actual results to differ materially including the following: a downturn in economic environment and corporate IT spending budgets; the company's failure to meet growth and productivity objectives, a failure of the company's innovation initiatives; risks from investing in growth opportunities; a failure of the company's intellectual property portfolio to prevent competitive offerings and the failure of the company to obtain necessary licenses; cybersecurity and data privacy considerations; fluctuations in financial results and purchases, impact of local legal, economic, political and health conditions; adverse effects from environmental matters, tax matters and the company's pension plans; ineffective internal controls; the company's use of accounting estimates; the company's ability to attract and retain key personnel and its reliance on critical skills; impacts of relationships with critical suppliers and business with government clients; currency fluctuations and customer financing risks; impact of changes in market liquidity conditions and customer credit risk on receivables; reliance on third party distribution channels; the company's ability to successfully manage acquisitions and alliances; risk factors related to IBM securities; and other risks, uncertainties and factors discussed in the company's Form 10-Q, Form 10-K and in the company's other filings with the U.S. Securities and Exchange Commission (SEC) or in materials incorporated therein by reference. Additional information concerning these factors is contained in the Company's filings with the SEC. Copies are available from the SEC, from the IBM web site, or from IBM Investor Relations.

These charts and the associated remarks and comments are integrally related, and they are intended to be presented and understood together.

In an effort to provide additional and useful information regarding the company's financial results and other financial information as determined by generally accepted accounting principles (GAAP), certain materials presented during this event include non-GAAP information. The rationale for management's use of this non-GAAP information, the reconciliation of that information to GAAP, and other related information is included in supplemental materials entitled "Non-GAAP Supplemental Materials" that are linked to the company's investor relations web site at <http://www.ibm.com/investor/events/investor0213.phtml>. The Non-GAAP Supplemental Materials are also included as Attachment II to the company's Forms 8-K dated January 22, 2013 and February 28, 2013.

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