

# IBM Investor Briefing

New York City, February 2015

## Executive Presenters



### Dr. John E. Kelly III

Senior Vice President, Solutions Portfolio and Research

Dr. John Kelly is Senior Vice President, Solutions Portfolio and Research for IBM. He is focused on the company's investments in several of the fastest-growing and most strategic parts of the information technology market, including IBM Analytics, IBM Commerce, IBM Security and IBM Watson, as well as IBM Research and the company's Intellectual Property team.

Most recently, he spent seven years as senior vice president and director of IBM Research. Under Dr. Kelly, IBM Research expanded its global footprint by adding four new labs (including IBM's first in Africa, South America and Australia), creating a network of approximately 3,000 scientists and technical employees across 12 laboratories in 10 countries.

Previously, 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.

He joined IBM in 1980, and has held numerous executive, 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.



### Robert J. LeBlanc

Senior Vice President, IBM Cloud

Robert LeBlanc is Senior Vice President, IBM Cloud. In this role, he has global responsibility for IBM's industry-leading cloud portfolio of technology and services, including strategy, product design, offering development, marketing, sales, and service. Mr. LeBlanc also chairs IBM's Technology Team, a senior executive team responsible for setting IBM's technology agenda.

Previously, Mr. LeBlanc served as senior vice president, IBM Software and Cloud Solutions Group, managing the strategy, development, and delivery of IBM's industry leading middleware and software solutions portfolio.

Other senior leadership roles include senior vice president, Middleware Software; general manager, Worldwide Software Sales; general manager, Application and Infrastructure Management; and general manager, Tivoli. Since joining IBM in 1981, Mr. LeBlanc has held a number of technical, strategy, and sales leadership positions throughout the company's Software, Services, and Systems groups.

Mr. LeBlanc holds a Bachelor of Science in computer science and a Master of Business Administration from the University of Toronto.





### **Steven A. Mills**

Executive Vice President, Software and Systems

Steve Mills joined IBM in 1973 after graduating from New York's Union College and has held a variety of leadership positions throughout his IBM career.

In January 2015, Mr. Mills was named Executive Vice President, IBM Software and Systems.

Prior to this role, Mr. Mills was senior vice president and group executive, IBM Software Group for 14 years. For the past three years, hardware and systems were added to his responsibilities.

Mr. Mills has played a leading role in the growth of IBM Software Group since its inception in 1995. In this capacity, he was responsible for directing approximately 110,000 employees spanning development, manufacturing, sales, marketing and support professions.

With the addition of Systems, Mr. Mills was responsible for IBM's products that contribute \$40B of IBM's revenue and provide the critical business integration infrastructure that powers more than 100,000 enterprises around the world.



### **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.

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 with high honors in computer science and electrical engineering from Northwestern University.



### **Martin Schroeter**

Senior Vice President and Chief Financial Officer

Martin Schroeter was named Senior Vice President and Chief Financial Officer on January 1, 2014.

He was previously general manager of IBM Global Financing, a position he held since April 2011, where he led the world's largest captive IT financier with a total asset base in excess of \$37 billion and 125,000 customers in 50 countries.

Mr. Schroeter also served as vice president and treasurer, responsible for the company's balance sheet, cash flow, capital structure, interest rate and currency risk management and treasury operations. He has also held the role of assistant treasurer, Capital Markets, Investments and Foreign Exchange Operations.

Prior to roles in Treasury he served in a variety of business line and finance executive positions, including vice president of Global Technology Services, Asia Pacific; general manager of IBM Global Financing, Asia Pacific; and CFO and finance director, IBM Australia and New Zealand.

Mr. Schroeter received his Master of Business Administration from Carnegie Mellon University and his undergraduate degree from Temple University.