

Summary

Revenue

\$17.7Bil

+1%

GAAP Net Income

\$1Bil

-19%

GAAP EPS

\$1.06

-19%

Non-GAAP EPS

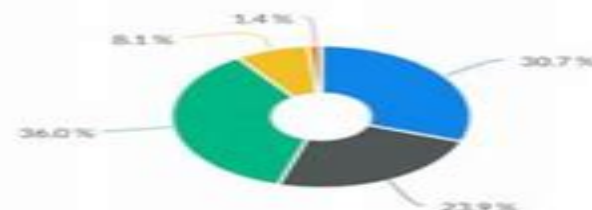
\$1.77

-4%

Segment Revenue - Percent Change

	Cloud & Cognitive Software	+3.8%
	Global Business Services	+2.4%
	Global Technology Services	-1.5%
	Systems	+4.3%
	Global Financing	-20%

Revenue Mix



Outlook

- IBM expects to grow revenue for the full year 2021 based on the current foreign exchange rates.
- The company expects adjusted free cash flow of \$11 billion to \$12 billion in 2021.
- Adjusted free cash flow excludes approximately \$3 billion of cash impacts from the company's structural actions initiated in the fourth quarter of 2020 and the transaction costs associated with the separation of the managed infrastructure services business.

Balance Sheet



Cash on hand, including marketable securities

\$11.3Bil



Debt

\$56.4Bil

“ Strong performance this quarter in cloud, driven by increasing client adoption of our hybrid cloud platform, and growth in software and consulting enabled us to get off to a solid start for the year. While we have more work to do, we are confident we can achieve full-year revenue growth and meet our adjusted free cash flow target in 2021. ”

- Arvind Krishna, CEO

Other Highlights



Total expense and other income

\$7.2Bil

-8%



Operating cash flow

\$4.9Bil

+11%



Free cash flow

\$1.5Bil

+15%



Dividend paid

\$1.5Bil



Gross profit margin

46.3%

+120bps



Red Hat revenue growth

17%

(All comparisons are on a year-over-year basis, unless otherwise stated)

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