

IBM

IBM Red Hat

2020 7 20 IBM NYSE: IBM 2020

IBM Arvind Krishna “ IBM ”

- GAAP 1.52
- non-GAAP 2.18
- 181 5.4% 1.9%
 - 3% 5%
 - 6%
- 63 30% 34%
 - 12 235 20% 23%
- Red Hat 17% 18%
- GAAP 100 48% non-GAAP 160 49%
- 12 151 115

IBM James Kavanaugh “ ”

36 30 IBM 23 15

IBM 143 2019 52

IBM

- Red Hat -- 57 3 5 29% 30%
- -- 39 7% 6 12% 13% 240
- -- 63 8 5 18% 20%
- -- 19 6 IBM Z 69% 68% 2% 3 Power 22% 430
- -- 2.65 25% 23 OEM 360

2.83 4.58 38% 25 38% 2020 6 30 357 2019 6 373 4% 1%

non-GAAP 4.02 2019 5.42 26% non-GAAP 2020 6 30 36 48 26%

IBM
IBM 1911 IT IBM 2016 IBM

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