

IBM Historical Data

Jun-11

Revenues, Earnings and Losses...

Year	IBM CEO	Revenue (\$ Mill)	Annual Change %	Cumulative Revenue (\$ Mill)	Compnd. Annual Change (CAC%)	Net Profit (Loss) (\$ Mill)	Annual Change %	Net Margin %	Cumulative Net Profit (\$ Mill)	Compnd. Annual Change (CAC%)
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CTR/IBM Founder: Charles Flint

(IBM was called Computing-Tabulating-Recording before 1924)

SUMMARY - By Decade

Table 1

	Revenue (\$ Mill)	Growth Multiple	CAC %	Profit (\$ Mill)	Multiple	Net Margin	CAC %
1912-1919	\$59	2.6	14.6%	\$9	3.9	15.8%	50.1%
1920s	\$152	2.0	2.2%	\$31	6.9	20.6%	16.6%
1930s	\$252	2.0	7.4%	\$74	1.4	29.5%	10.9%
1940s	\$1,229	4.6	16.6%	\$162	3.7	13.1%	9.2%
1950s	\$7,508	8.8	24.3%	\$770	5.3	10.3%	14.2%
1960s	\$39,967	4.5	16.1%	\$5,016	5.3	12.5%	19.2%
1970s	\$141,785	3.2	12.3%	\$20,016	3.2	14.1%	15.7%
1980s	\$454,719	2.7	10.6%	\$49,512	1.2	10.9%	11.2%
1990s	\$720,711	1.4	3.4%	\$22,615	2.0	3.1%	2.7%
2000s	\$1,021,881	1.1	1.2%	\$105,007	1.9	10.3%	6.8%
TOTALS	\$2,388,264	3.9		\$203,212			

SUMMARY - By CEO

Fairchild (2 yrs)	\$10	1.1	5.6%	\$1	1.2	11.4%	117.4%
Watson, Sr. (42 yrs)	\$4,065	131.6	12.3%	\$520	114.5	12.8%	15.6%
Watson, Jr. (15 yrs)	\$60,864	11.9	16.7%	\$7,637	14.8	12.5%	18.8%
Learson, V. (1+ yr)	\$9,533	1.2	15.2%	\$1,279	1.2	13.4%	15.7%
Cary, F. (8 yrs)	\$142,694	2.4	13.2%	\$20,204	2.3	14.2%	15.2%
Opel, J. (4 yrs)	\$149,551	1.8	15.1%	\$19,784	1.8	13.2%	13.6%
Akers, J. (8 yrs)	\$477,288	1.4	4.3%	\$24,394	-0.8	5.1%	5.1%
Gerstner, L. (10 yrs)	\$777,826	1.3	2.5%	\$43,771	-0.7	5.6%	4.9%
Palmisano, S. (8 yrs)	\$766,433	1.2	1.7%	\$85,623	1.9	11.2%	6.6%
TOTALS	\$2,388,264	3.9		\$203,212			

Source: Annex Research

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Cary, F. (8 yrs)	\$142,694	2.4	13.2%	\$20,204	2.3	14.2%	15.2%	start lease
Opel, J. (4 yrs)	\$149,551	1.8	15.1%	\$19,784	1.8	13.2%	13.6%	lease base
Akers, J. (8 yrs)	\$477,288	1.4	4.3%	\$24,394	-0.8	5.1%	5.1%	
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