



IBM, Dexia and Several Major Financial Institutions across Europe agree to a 1.3 Billion US Dollar Sourcing Deal for IBM to Build and Manage their IT

Paves Way for Cloud-based service delivery transformation

Brussels – 6 December 2013: IBM (NYSE: [IBM](#)) today announced that it has signed an agreement with Dexia (Euronext: [DEXB](#)) and several major financial institutions* in Europe to build and manage their IT infrastructure previously managed by Associated Dexia Technology Services (ADTS). As a result of this agreement, IBM takes a controlling share in ADTS establishing an IBM company, renamed as Innovative Solutions for Finance (ISFF), with signed sourcing contracts for a total value of 1.3 billion US Dollars over seven years. With this agreement, IBM will implement a cloud infrastructure to expand ISFF services into new markets and optimize the efficiency of its existing information technology management.

*See notes to editors

Associated Dexia Technology Services was founded in 2006 to deliver IT services to financial institutions formerly within the Dexia Group, such as Belfius Bank, Belfius Insurance, Banque Internationale à Luxembourg and, Dexia Asset Management. Karel De Boeck, Chief Executive Officer of the Dexia Group declared: *“Since 2006 Dexia has shouldered and encouraged the development of ADTS providing quality service for various entities formerly within the group. After a long and careful selection process, Dexia has chosen a strong partner endorsing a new industrial future for the company and its employees. At the same time, this agreement is yet another significant step forward in the Group’s orderly resolution.”*

The agreement enables Dexia and the ISFF clients formerly within the Dexia Group to segregate themselves as customers and pursue their own business and IT investment strategy.

The new cloud based infrastructure will deliver significant benefits for each financial institution, including fast access to new and innovative services that meet growing demand in Europe. The private cloud environment will enhance risk management, improve service delivery levels and reduce operating cost.

IBM will leverage its market and technological expertise, as well as research capabilities to transform the IT infrastructure of these institutions, gaining significant levels of efficiency and competitiveness.

“Our integrated transformational approach, the introduction of new and innovative technologies and solutions, like cloud and analytics and our expertise in the financial sector will enable these customers to differentiate themselves in an accelerated way versus their



competitors in their respective markets” says Bart van den Daele, General Manager Strategic Outsourcing, IBM Europe.

Note to the editors

ISFF clients include amongst others: Belfius Bank, Belfius Insurance, International Wealth Insurer (IWI), Banque Internationale à Luxembourg (BIL), Dexia and Dexia Asset Management (DAM).

For more information about IBM: ibm.com

Media Contact IBM

TrinkGuarino

IBM Director, External Communications – GTS

T: 1-914-766-4266

E: guarino@us.ibm.com

Yves Van Seters

IBM Media Relations Benelux

T: +32 478 27 10 33

E: Yvanseters@be.ibm.com

Twitter : @YvesVS

Media Contact Dexia

Caroline Junius-Tchekhoff

Dexia SA, Head of Communication & Brand

Brussels: +32 2 213 57 97

Paris: +33 1 58 58 86 75

E: caroline.junius@dexia.com

pressdexia@dexia.com