

**DOUGLAS A. GREGORY**  
**Vice President, Governmental Programs**  
**IBM Europe, Middle East and Africa**

Douglas A. Gregory was named Vice President, Governmental Programs, IBM Europe, Middle East and Africa (EMEA) in January 2002. He is based in Brussels, Belgium. Mr. Gregory manages a team of 25 professionals who are responsible for managing IBM's public policy issues and strategies in the region. Mr. Gregory joined IBM in 1986 and has been working in Brussels since 1998. He has held several positions in Governmental Programs most recently as European Public Affairs Executive.

Mr. Gregory directs IBM's involvement in European and national industry associations including AmCham EU (American Chamber of Commerce to the European Union), BRUEGEL, Business Software Alliance, the European American Business Council, the European Industry Association representing the Information Systems, Communications Technologies and Consumer Electronics industry, the European Services Forum, the Geneva Business Roundtable, the Lisbon Council for Economic Competitiveness and the Confederation of European Business among others

Born in Lynn Lake, Manitoba, Canada, Mr. Gregory received a Bachelor of Arts (Hons.) degree from McMaster University in Hamilton, Ontario, Canada in 1979 and an M.B.A. (Finance) from the same university in 1981. He received a diploma in International Business from the International Institute for Studies and Training in Fujinomiya, Japan in 1982.