



Certificate of Achievement
IBM Global Sales School

THIS IS TO CERTIFY THAT

Anna-Lena Hanschke

HAS GRADUATED FROM IBM GLOBAL SALES SCHOOL

15 Dec 2025

A handwritten signature in blue ink, appearing to read 'Rob Thomas'.

SVP, IBM SOFTWARE AND CHIEF COMMERCIAL OFFICER
Rob Thomas

The classic IBM logo, consisting of the letters 'IBM' in a bold, sans-serif font with horizontal stripes.