

### Top 5 Corporate Family, EMEA Servers Factory Revenue, Second Quarter 2012

Vendor	2Q12 Server Revenue	2Q12 Market Share	2Q11 Server Revenue	2Q11 Market Share	2Q12/2Q11 Revenue Growth
HP	\$1,201.8	38.9%	\$1,343.6	38.4%	-10.6%
IBM	\$841.3	27.2%	\$1,038.3	29.7%	-19.0%
Dell	\$413.0	13.4%	\$397.5	11.4%	3.9%
Oracle	\$206.3	6.7%	\$289.0	8.3%	-28.6%
Fujitsu	\$154.8	5.0%	\$175.2	5.0%	-11.7%
Other	\$275.3	8.9%	\$254.8	7.3%	8.0%
Total Market	\$3,092.4	100.0%	\$3,498.3	100.0%	-11.6%

Source: IDC's EMEA Quarterly Server Tracker, August 2012

IDC's EMEA Quarterly Server Tracker is a quantitative tool for analyzing the server market on a quarterly basis. The tracker includes quarterly shipments (both ISS and upgrades) and revenues (both customer and factory), segmented by vendor, family, model, region, country, operating system, price band, CPU type, and architecture.