

Top 5 Corporate Vendors, EMEA Server Factory Revenue, 4Q11 (\$M)

Vendor	4Q11 Revenue	4Q11 Market Share	4Q10 Revenue	4Q10 Market Share	4Q11/4Q10 Growth
IBM	\$1,413.0	34.3%	\$1,571.6	35.6%	-10.1%
HP	\$1,402.5	34.0%	\$1,578.8	35.8%	-11.2%
Dell	\$499.1	12.1%	\$426.7	9.7%	17.0%
Oracle	\$219.0	5.3%	\$239.8	5.4%	-8.7%
Fujitsu	\$179.4	4.4%	\$208.3	4.7%	-13.9%
Other	\$406.1	9.9%	\$389.5	8.8%	4.3%
Total	\$4,119.2	100.0%	\$4,414.7	100.0%	-6.7%

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

Top 5 Corporate Vendors, EMEA Server Factory Revenue, 2011 (\$M)

Vendor	2011 Revenue	2011 Market Share	2010 Revenue	2010 Market Share	2011/2010 Growth
HP	\$5,529.65	38.4%	\$5,479.25	39.4%	0.9%
IBM	\$4,297.37	29.9%	\$4,032.68	29.0%	6.6%
Dell	\$1,734.14	12.1%	\$1,542.82	11.1%	12.4%
Oracle	\$996.60	6.9%	\$1,044.23	7.5%	-4.6%
Fujitsu	\$725.51	5.0%	\$774.99	5.6%	-6.4%
Other	\$1,098.52	7.6%	\$1,031.82	7.4%	6.5%
Total	\$14,381.78	100.0%	\$13,905.81	100.0%	3.4%

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