

Western Europe: PC Vendor Unit Shipment Estimates for 4Q11 (Thousands of Units)

	4Q11	4Q11 Market	4Q10	4Q10 Market	4Q10-4Q11
Vendor	Shipments	Share (%)	Shipments	Share (%)	Growth (%)
HP	3,612	22.2	4,287	22.1	-15.7
Acer	2,176	13.4	4,041	20.8	-46.1
Asus	1,879	11.5	1,850	9.5	1.5
Dell	1,718	10.5	1,899	9.8	-9.5
Lenovo	1,416	8.7	1,243	6.4	13.9
Others	5,487	33.7	6,078	31.4	-9.7
Total	16,288	100.0	19,398	100.0	-16.0

Note: Data includes desk-based PCs and mobile PCs. Media tablets are excluded.

Lenovo data includes historic Medion shipments.

Source: Gartner (February 2012)