$Worldwide\ Hardcopy\ Peripherals,\ Vendor\ Shipments,\ Market\ Share,\ and\ Year-Over-Year\ Growth,\ First\ Quarter\ 2014$

| Vendors | 1Q14 Unit Shipments | 1Q14 Market Share | 1Q13 Unit Shipments | 1Q13 Market Share | 1Q14/1Q13 Growth |
|---------------|------------------------|----------------------|------------------------|----------------------|---------------------|
| 1. HP | 10,612,567 | 40.3% | 9,963,972 | 38.6% | 6.5% |
| 2. Canon | 4,877,614 | 18.5% | 5,258,364 | 20.4% | -7.2% |
| 3. Epson | 3,761,101 | 14.3% | 3,386,640 | 13.1% | 11.1% |
| 4. Brother | 2,032,695 | 7.7% | 2,002,098 | 7.8% | 1.5% |
| 5. Samsung | 1,570,666 | 6.0% | 1,694,692 | 6.6% | -7.3% |
| Others | 3,504,358 | 13.3% | 3,505,404 | 13.6% | 0.0% |
| Total | 26,359,001 | 100.0% | 25,811,170 | 100.0% | 2.1% |

Source: IDC Worldwide Quarterly Hardcopy Peripherals Tracker, May 2014

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U.S. Hardcopy Peripherals, Vendor Shipments, Market Share, and Year-Over-Year Growth, First Quarter 2014

| Vendors | 1Q14 Unit Shipments | 1Q14 Market Share | 1Q13 Unit Shipments | 1Q13 Market Share | 1Q14/1Q13 Growth |
|---------------|------------------------|----------------------|------------------------|----------------------|---------------------|
| 1. HP | 2,677,859 | 53.5% | 2,791,779 | 52.6% | -4.1% |
| 2. Canon | 739,867 | 14.8% | 655,461 | 12.3% | 12.9% |
| 3. Epson | 706,418 | 14.1% | 852,351 | 16.1% | -17.1% |
| 4. Brother | 334,485 | 6.7% | 352,095 | 6.6% | -5.0% |
| 5. Dell | 88,029 | 1.8% | 90,489 | 1.7% | -2.7% |
| Others | 457,890 | 9.1% | 568,194 | 10.7% | -19.4% |
| Total | 5,004,548 | 100.0% | 5,310,369 | 100.0% | -5.8% |

Source: IDC Worldwide Quarterly Hardcopy Peripherals Tracker, May 2014

Notes:

- IDC tracks A2-A4 devices in the Quarterly Hardcopy Peripherals
- Hardcopy Peripherals include single-function printers, multifunctional systems (MFPs), and single-function digital copiers (SF DC). Data for all vendors are reported for calendar periods.

For more information about IDC's Worldwide Quarterly Hardcopy Peripherals Tracker, please contact Phuong Hang (phang@idc.com).