

### Top 5 Corporate Family, EMEA Server Factory Revenue, Fourth-Quarter 2012

Vendor	4Q12 Server Revenue	4Q12 Market Share	4Q11 Server Revenue	4Q11 Market Share	4Q12/4Q11 Revenue Growth
IBM	\$1,355.9	35.7%	\$1,413.0	34.4%	-4.0%
HP	\$1,255.2	33.0%	\$1,401.1	34.1%	-10.4%
Dell	\$486.0	12.8%	\$499.1	12.2%	-2.6%
Fujitsu	\$197.7	5.2%	\$179.4	4.4%	10.2%
Oracle	\$163.2	4.5%	\$219.0	5.6%	-25.5%
Other	\$343.0	9.0%	\$392.2	9.6%	-12.5%
Total market	\$3,800.9	100.0%	\$4,103.9	100.0%	-7.4%

Source: IDC's EMEA Quarterly Server Tracker, February 2013

### Top 5 Corporate Family, EMEA Server Factory Revenue, Full-Year 2012

Vendor	2012 Server Revenue	2012 Market Share	2011 Server Revenue	2011 Market Share	2012/2011 Revenue Growth
HP	\$4,733.7	36.7%	\$5,528.2	38.5%	-14.4%
IBM	\$3,791.6	29.4%	\$4,295.6	29.9%	-11.7%
Dell	\$1,775.5	13.8%	\$1,734.1	12.1%	2.4%
Oracle	\$758.6	5.9%	\$998.0	7.0%	-24.0%
Fujitsu	\$696.7	5.4%	\$725.5	5.1%	-4.0%
Other	\$1,132.7	8.8%	\$1,070.7	7.5%	5.8%
Total market	\$12,888.7	100.0%	\$14,352.2	100.0%	-10.2%

Source: IDC's EMEA Quarterly Server Tracker, February 2013

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.