

Top 5 Vendors, EMEA Security Appliance Market Factory Revenue (\$M), 4Q12					
Vendor	4Q11 Revenue	4Q11 Market Share	4Q12 Revenue	4Q12 Market Share	Growth 4Q12/4Q11
Cisco	\$137.21	20.7%	\$136.76	19.6%	-0.3%
Check Point	\$119.13	18.0%	\$116.23	16.7%	-2.4%
Fortinet	\$38.91	5.9%	\$48.51	7.0%	24.7%
Juniper	\$51.09	7.7%	\$43.00	6.2%	-15.8%
Blue Coat	\$23.06	3.5%	\$35.90	5.2%	55.7%
Others	\$292.75	28.4%	\$316.37	31.0%	8.1%
<i>Total market</i>	<i>\$662.15</i>	<i>100.0%</i>	<i>\$696.76</i>	<i>100.0%</i>	<i>5.2%</i>

Source: IDC, 2013

Top 5 Vendors, EMEA Security Appliance Market Factory Revenue (\$M), 2012					
Vendor	2011 Revenue	2011 Market Share	2012 Revenue	2012 Market Share	Growth 2012/2011
Cisco	\$516.81	20.6%	\$525.22	21.4%	1.6%
Check Point	\$433.93	17.3%	\$386.18	15.7%	-11.0%
Juniper	\$175.71	7.0%	\$186.48	7.6%	6.1%
Fortinet	\$164.10	6.5%	\$135.36	5.5%	-17.5%
McAfee	\$93.51	3.7%	\$122.95	5.0%	31.5%
Others	\$1,123.57	44.8%	\$1,101.45	44.8%	-2.0%
<i>Total market</i>	<i>\$2,507.62</i>	<i>100.0%</i>	<i>\$2,457.63</i>	<i>100.0%</i>	<i>-2.0%</i>

Source: IDC, 2013