

EMEA External Disk Storage Systems Factory Revenue (Revenues in \$M)

Vendor	2Q13 Revenue	2Q13 Market Share	2Q12 Revenue	2Q12 Market Share	2Q13 YoY Growth
EMC	\$497.1	28.1%	\$479.3	27.2%	3.0%
HP	\$270.8	15.3%	\$273.8	15.5%	-3.9%
NetApp	\$260.0	14.7%	\$249.2	14.1%	5.8%
IBM	\$251.5	14.2%	\$259.3	14.7%	-3.7%
Dell	\$120.9	6.8%	\$116.1	6.6%	5.3%
Other suppliers	\$370.7	20.9%	\$385.2	21.9%	-3.8%
Total	\$1,770.7	100%	\$1,762.8	100%	0.5%