

Top 5 Vendors, Worldwide PC Shipments, Fourth Quarter 2011 (Preliminary) (Units Shipments are in thousands)

Rank	Vendor	4Q11 Shipments	Market Share	4Q10 Shipments	Market Share	4Q11/4Q10 Growth
1	HP	15,123	16.31%	17,989	19.37%	-15.93%
2	Lenovo	13,012	14.04%	9,514	10.25%	36.77%
3	Dell	11,970	12.91%	11,156	12.01%	7.30%
4	Acer Group	9,790	10.56%	10,643	11.46%	-8.02%
5	ASUS	6,243	6.73%	4,944	5.32%	26.29%
	Others	36,564	39.44%	38,615	41.58%	-5.31%
	All Vendor	92,702	100.00%	92,861	100.00%	-0.17%

Source: IDC Worldwide Quarterly PC Tracker, January 11, 2012

Table notes follow the last table

Top 5 Vendors, United States PC Shipments, Fourth Quarter 2011 (Preliminary) (Units Shipments are in thousands)

Rank	Vendor	4Q11 Shipments	Market Share	4Q10 Shipments	Market Share	4Q11/4Q10 Growth
1	HP	4,274	23.02%	5,721	28.74%	-25.30%
2	Dell	4,166	22.44%	4,372	21.96%	-4.70%
3	Apple	2,028	10.92%	1,718	8.63%	18.00%
4	Toshiba	1,925	10.37%	1,968	9.89%	-2.20%
5	Acer Group	1,511	8.14%	1,765	8.87%	-14.37%
	Others	4,666	25.13%	4,361	21.91%	6.98%
	All Vendors	18,569	100.00%	19,906	100.00%	-6.71%

Source: IDC Worldwide Quarterly PC Tracker, January 11, 2012

Top 5 Vendors, Worldwide PC Shipments, 2011 (Preliminary) (Units Shipments are in thousands)

Rank	Vendor	2011 Shipments	Market Share	2010 Shipments	Market Share	2011/2010 Growth
1	HP	62,334	17.69%	64,248	18.52%	-2.98%
2	Lenovo	44,007	12.49%	34,145	9.84%	28.88%
3	Dell	44,282	12.57%	43,434	12.52%	1.95%
4	Acer Group	37,169	10.55%	43,159	12.44%	-13.88%
5	ASUS	20,741	5.89%	18,138	5.23%	14.35%
	Others	143,862	40.82%	143,723	41.44%	0.10%
	All Vendors	352,395	100.00%	346,848	100.00%	1.60%

Source: IDC Worldwide Quarterly PC Tracker, January 11, 2012

Table notes follow the last table

Top 5 Vendors, United States PC Shipments, 2011 (Preliminary) (Units Shipments are in thousands)

Rank	Vendor	2011 Shipments	Market Share	2010 Shipments	Market Share	2011/2010 Growth
1	HP	18,595	26.08%	19,487	25.98%	-4.58%
2	Dell	15,898	22.29%	17,352	23.13%	-8.38%
3	Apple	7,649	10.73%	6,571	8.76%	16.41%
4	Toshiba	6,695	9.39%	6,623	8.83%	1.08%
5	Acer Group	5,575	7.82%	8,012	10.68%	-30.41%

	Others	16,897	23.70%	16,964	22.62%	-0.39%
	All Vendors	71,309	100.00%	75,009	100.00%	-4.93%

Source: IDC Worldwide Quarterly PC Tracker, January 11, 2012

Table Notes:

- Some IDC estimates prior to financial earnings reports.
- Shipments include shipments to distribution channels or end users. OEM sales are counted under the vendor/brand under which they are sold.
- PCs include Desktops, Portables, Mini Notebooks and do not include handhelds, x86 Servers and Media Tablets (i.e. iPad and Android-based Tablets). Data for all vendors are reported for calendar periods.

IDC's Worldwide Quarterly PC Tracker gathers PC market data in over 80 countries by vendor, form factor, brand, processor brand and speed, sales channel and user segment. The research includes historical and forecast trend analysis as well as price band and installed base data.

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