

Germany: PC Vendor Unit Shipment Estimates for 4Q11 (Thousands of Units)

Vendor	4Q11 Shipments	4Q11 Market Share (%)	4Q10 Shipments	4Q10 Market Share (%)	4Q10-4Q11 Growth (%)
Acer	577	16.0	795	20.2	-27.5
Lenovo	514	14.2	514	13.1	-0.1
HP	457	12.7	494	12.6	-7.4
Asus	441	12.2	493	12.5	-10.5
Dell	362	10.0	322	8.2	12.5
Others	1,263	34.9	1,320	33.4	-4.3
Total	3,614	100.0	3,938	100.0	-8.2

Note: Data includes desk-based PCs and mobile PCs. Media tablets are excluded.

Lenovo data includes historic Medion shipments.

Source: Gartner (February 2012)