

### Top 5 Corporate Family, Worldwide Cloud IT Infrastructure Vendor Revenue, Q3 2015

*(Revenues are in Millions, Excludes double counting of storage and servers)*

| Vendor       | 3Q15 Revenue (US\$M) | 3Q15 Market Share | 3Q14 Revenue (US\$M) | 3Q14 Market Share | 3Q15/3Q14 Revenue Growth |
|--------------|----------------------|-------------------|----------------------|-------------------|--------------------------|
| 1. HP        | \$1,184              | 15.7%             | \$925                | 15.0%             | 28.0%                    |
| 2. Dell*     | \$783                | 10.4%             | \$649                | 10.6%             | 20.7%                    |
| 2. Cisco*    | \$731                | 9.7%              | \$596                | 9.7%              | 22.6%                    |
| 4. EMC       | \$548                | 7.2%              | \$511                | 8.3%              | 7.4%                     |
| 5. NetApp**  | \$259                | 3.4%              | \$263                | 4.3%              | -1.3%                    |
| 5. IBM**     | \$256                | 3.4%              | \$441                | 7.2%              | -41.9%                   |
| 5. Lenovo**  | \$250                | 3.3%              | \$30                 | 0.5%              | 744.9%                   |
| ODM Direct   | \$2,226              | 29.4%             | \$1,800              | 29.3%             | 23.6%                    |
| Others       | \$1,328              | 17.5%             | \$935                | 15.2%             | 42.0%                    |
| <b>Total</b> | <b>\$7,565</b>       | <b>100%</b>       | <b>\$6,149</b>       | <b>100%</b>       | <b>23.0%</b>             |

IDC's Worldwide Quarterly Cloud IT Infrastructure Tracker, January 2016

#### Notes:

\* Dell and Cisco both ranked number 2 in a statistical tie. IDC declares a statistical tie in the worldwide cloud IT infrastructure market when there is less than one percent difference in the revenue share of two or more vendors.

\*\* NetApp, IBM, and Lenovo all ranked number 5 in a statistical tie. IDC declares a statistical tie in the worldwide cloud IT infrastructure market when there is less than one percent difference in the revenue share of two or more vendors.

- IBM's divestiture of its x86 business to Lenovo on October 1, 2014 has a highly positive impact on year over year comparisons for Lenovo for 2Q15.

