

Top 5 Vendors: Europe, Middle East, and Africa (EMEA) PC Shipments*

4Q11 (Preliminary) (000 Units)

Vendor	4Q10	4Q11	Share 4Q10	Share 4Q11	4Q11/4Q10 Growth
Hewlett-Packard	6,616	6,031	20.8%	20.2%	-8.8%
Acer Group	4,764	3,602	15.0%	12.1%	-24.4%
Dell	3,150	3,304	9.9%	11.1%	4.9%
ASUS	2,857	3,277	9.0%	11.0%	14.7%
Lenovo	1,791	2,426	5.6%	8.1%	35.5%
Others	12,674	11,147	39.8%	37.4%	-12.1%
Total	31,852	29,786	100.0%	100.0%	-6.5%

Source: IDC EMEA Quarterly PC Tracker, Preliminary Results, 4Q11, January 17, 2012

*PC shipments = desktop and notebooks.

Shipments are branded shipments for all form factors (including desktops and notebooks) and exclude x86 servers as well as OEM sales for all vendors. Data for all vendors is reported for calendar periods.

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