

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

3Q11 (Preliminary) (000 Units)

| Vendor | 3Q10 | 3Q11 | Share 3Q10 | Share 3Q11 | 3Q11/3Q10 Growth |
|-----------------|--------|--------|------------|------------|---------------------|
| Hewlett-Packard | 5,338 | 5,519 | 19.2% | 20.7% | 3.4% |
| Acer Group | 5,879 | 3,403 | 21.2% | 12.7% | -42.1% |
| ASUS | 2,325 | 2,738 | 8.4% | 10.2% | 17.8% |
| Dell | 2,558 | 2,506 | 9.2% | 9.4% | -2.0% |
| Lenovo | 1,642 | 2,164 | 5.9% | 8.1% | 31.8% |
| Others | 10,017 | 10,383 | 36.1% | 38.9% | 3.7% |
| Total | 27,759 | 26,713 | 100.0% | 100.0% | -3.8% |

Source: IDC EMEA Quarterly PC Tracker, Preliminary Results, 3Q11, October 18, 2011

*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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