

**Top 5 Vendors: Western Europe Smart Connected Device Shipments\*  
4Q13 (Calendar Year) (000 Units)**

<b>Vendor</b>	<b>Unit Shipments 4Q12</b>	<b>Unit Shipments 4Q13</b>	<b>Unit % Share 4Q12</b>	<b>Unit % Share 4Q13</b>	<b>Unit Growth 4Q13 vs 4Q12</b>
Samsung	18,550	18,249	27.8%	26.1%	-1.6%
Apple	15,929	15,680	23.9%	22.4%	-1.5%
Sony	3,878	4,676	5.8%	6.7%	20.6%
HP	3,413	3,495	5.1%	5.0%	2.4%
Lenovo	1,914	2,687	2.9%	3.8%	40.4%
Others	23,098	25,140	34.6%	36.0%	8.8%
<b>Total</b>	<b>66,781</b>	<b>69,928</b>	<b>100.0%</b>	<b>100.0%</b>	<b>4.7%</b>