

Top 5 Vendors, Worldwide External Disk Storage Systems Factory Revenue, Fourth Quarter of 2007 (Revenues are in Millions)

Vendor	4Q07 Revenue	Market Share	4Q06 Revenue	Market Share	4Q07/4Q06 Revenue Growth
1. EMC	\$1,200	22.5%	\$1,059	21.8%	13.3%
2. IBM	\$945	17.7%	\$894	18.4%	5.6%
3. HP	\$654	12.3%	\$641	13.2%	2.1%
4. Dell	\$449	8.4%	\$390	8.0%	15.0%
4. Hitachi	\$402	7.5%	\$348	7.2%	15.5%
4. Network Appliance	\$399	7.5%	\$335	6.9%	19.3%
Others	\$1,283	24.1%	\$1,188	24.5%	8.0%
All Vendors	\$5,332	100.0%	\$4,856	100.0%	9.8%

Source: IDC, March 6, 2008

Total Disk Storage Systems Market

In the total worldwide disk storage systems market, IBM lead the market with 22.9% followed by HP with 18.1% revenue share. EMC maintained the third position with 16.0% revenue share.

Top 5 Vendors, Worldwide Total Disk Storage Systems Factory Revenue, Fourth Quarter of 2007 (Revenues are in Millions)

Vendor	4Q07 Revenue	Market Share	4Q06 Revenue	Market Share	4Q07/4Q06 Revenue Growth
1. IBM	\$1,720	22.9%	\$1,670	23.9%	3.0%
2. HP	\$1,362	18.1%	\$1,349	19.3%	1.0%
3. EMC	\$1,200	16.0%	\$1,059	15.2%	13.3%
4. Dell	\$671	8.9%	\$595	8.5%	12.7%
5. Sun Microsystems	\$428	5.7%	\$369	5.3%	16.1%
5. Hitachi	\$410	5.4%	\$356	5.1%	14.9%
Others	\$1,724	22.9%	\$1,588	22.7%	8.6%

All Vendors	\$7,515	100.0%	\$6,985	100.0%	7.6%
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Source: IDC, March 6, 2008

Full Year Results for Disk Storage Systems Market

For the full year, EMC maintained its lead in the external disk storage systems market with 21.6% revenue share, followed by IBM and HP with 14.5% and 13.2% revenue share, respectively. Dell, Hitachi, and Network Appliance ended the year in a statistical tie to round out the top 5 with 8.9%, 8.0% and 8.0% revenue share, respectively. Among the top 5 suppliers, Network Appliance and Dell posted the strongest year-over-year revenue growth during 2007, with 19.2% and 17.0% growth, respectively.

For the full year, the total disk storage systems market posted 6.6% growth to \$26.3 billion. In the total worldwide disk storage systems market, IBM and HP lead the market in statistical tie with 20.1% and 19.4% revenue share, respectively. EMC maintained the third position with 15.2% revenue share.