



SOLARIS TRIGGERS SUN SERVER MARKET SHARE GROWTH

Top analyst firms report Sun gains worldwide server market share while top three competitors decline.

Sun Continues its Server Market Share Gains in Q2CY06

Sun was the ONLY top vendor to grow market share Y/Y while IBM, HP and Dell declined. Solaris[™] triggered Sun's 15.5% Y/Y revenue growth and helped Sun overtake Dell for the #3 position.

Total Worldwide Server Factory Revenue			Y/Y Point Change
Top 5 Vendors:	Q2CY05	Q2CY06	Q2CY06/ Q2CY05
IBM	32%	31%	-0.9%
HP	29%	28%	-0.6%
Sun – (15% revenue growth!)	11%	13%	1.7%
Dell	11%	10%	-0.2%
Fujitsu/Fujitsu Siemens	5%	5%	0.0%

“Sun Microsystems' overhaul of its server product line during the past few years appears to be paying dividends. The company passed Dell to become the third largest provider of servers worldwide, based on revenue, and was the only server supplier of the "big four" to post revenue growth in the most recent quarter, according to IDC.” Darrell Dunn, Information Week, 8/23/06, <http://www.informationweek.com/news/showArticle.jhtml;jsessionid=YY4ACMFQKB4AQSNDL RCKH0CJUNN2JVN?articleID=192203418>

Sun is #1 in UNIX[®] revenue market share, taking market share away from IBM and HP, while also outgrowing the overall UNIX server market.

Total Worldwide UNIX Factory Revenue			Y/Y Point Change
Top 5 Vendors:	Q2CY05	Q2CY06	Q2CY06/ Q2CY05
Sun Solaris Servers	30%	34%	4.0%
IBM	31%	28%	-2.6%
HP	30%	28%	-2.0%
Fujitsu/Fujitsu Siemens	4%	5%	0.6%
NCR	1%	1%	0.3%

“Among its recent moves has been the introduction of its "Galaxy" line of x86 servers using Advanced Micro Devices' Opteron[™] chips and its UltraSparc[®] T1 "Niagara"-based servers that run many threads of simultaneous instructions with low electrical power consumption. But a more important part of Sun's recovery was from high demand for its mainstream servers using its UltraSparc IV+ chip, upgraded last week with 1.8GHz models.” CNET, Stephen Shankland, 8/22/06. http://news.com.com/Sun+recoups+server+market+share/2100-1010_3-6108453.html



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Sun was the **ONLY** vendor in the top 5 to grow overall units shipped over 15% both Q/Q and Y/Y.

"Sun continued its strong server revenue performance in consecutive quarters," analyst Steve Josselyn said in a prepared statement. "The clear majority of Sun's server revenue is generated from UltraSPARC-based systems, but the growth in the company's Opteron-based products [is] having a positive impact." -- eWeek, Jeffrey Burt, 8/23/06
<http://www.eweek.com/article2/0,1895,2007454,00.asp>

Sun extended its lead in UNIX units shipped over HP, and took market share away from IBM in Q2CY06.

UNIX Units Shipped	YY Point Change		
Top 5 Vendors:	Q2CY05	Q2CY06	Q2CY06/ Q2CY05
Sun Solaris Servers	46%	51%	4.3%
HP	17%	17%	0.1%
IBM	19%	15%	-4.8%
Dell	4%	5%	0.5%
Apple	5%	4%	-0.7%

"We can attribute our share gains to three simple things," said John Fowler, executive vice president, Sun's systems group. "Mass adoption of the open source Solaris operating platform drives our ecosystem and visibility. Our SPARC and x64 products are absolutely decimating the competition with world record performance. And finally, our ability to provide roadmaps based on Sun's legendary research and development lets customers rely on Sun for the entirety of their systems needs. The data is irrefutable: we are back!" - John Fowler, Executive Vice President, Sun's Systems Group.

Source: IDC Worldwide Quarterly Server Tracker, August 2006.

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