

EMC CORPORATION
Consolidated Income Statements
(in thousands, except per share amounts)
Unaudited

| | Three Months Ended | | Nine Months Ended | |
|--|-----------------------|-----------------------|-----------------------|-----------------------|
| | September 30, 2007 | September 30, 2006 | September 30, 2007 | September 30, 2006 |
| Revenues: | | | | |
| Product sales | \$ 2,332,884 | \$ 2,035,652 | \$ 6,667,665 | \$ 5,717,780 |
| Services | 966,870 | 779,654 | 2,731,766 | 2,222,736 |
| | <u>3,299,754</u> | <u>2,815,306</u> | <u>9,399,431</u> | <u>7,940,516</u> |
| Cost and expenses: | | | | |
| Cost of product sales | 1,056,714 | 992,272 | 3,131,434 | 2,794,910 |
| Cost of services | 421,396 | 339,295 | 1,175,600 | 970,532 |
| Research and development | 383,600 | 312,302 | 1,123,958 | 895,220 |
| Selling, general and administrative | 983,774 | 809,086 | 2,783,813 | 2,339,326 |
| In-process research and development | 800 | 23,000 | 800 | 35,410 |
| Restructuring credits | (571) | (2,779) | (3,241) | (4,359) |
| | <u>454,041</u> | <u>342,130</u> | <u>1,187,067</u> | <u>909,477</u> |
| Operating income | 454,041 | 342,130 | 1,187,067 | 909,477 |
| Net gain on investments, including gain on sale of VMware stock | 137,330 | - | 137,330 | - |
| Investment income | 67,192 | 51,160 | 170,181 | 174,676 |
| Interest expense | (17,937) | (5,807) | (54,366) | (8,438) |
| Other income (expense), net | (6,857) | (947) | 951 | 2,248 |
| | <u>633,769</u> | <u>386,536</u> | <u>1,441,163</u> | <u>1,077,963</u> |
| Income before taxes, minority interest and cumulative effect of a change in accounting principle | 633,769 | 386,536 | 1,441,163 | 1,077,963 |
| Income tax provision | 136,390 | 102,872 | 296,770 | 239,378 |
| | <u>497,379</u> | <u>283,664</u> | <u>1,144,393</u> | <u>838,585</u> |
| Income before minority interest and cumulative effect of a change in accounting principle | 497,379 | 283,664 | 1,144,393 | 838,585 |
| Minority interest, net of taxes ⁽¹⁾ | (4,459) | - | (4,459) | - |
| | <u>492,920</u> | <u>283,664</u> | <u>1,139,934</u> | <u>838,585</u> |
| Income before cumulative effect of a change in accounting principle | 492,920 | 283,664 | 1,139,934 | 838,585 |
| Cumulative effect of a change in accounting principle, net of taxes of \$107 | - | - | - | 247 |
| | <u>\$ 492,920</u> | <u>\$ 283,664</u> | <u>\$ 1,139,934</u> | <u>\$ 838,832</u> |
| Net income | \$ 492,920 | \$ 283,664 | \$ 1,139,934 | \$ 838,832 |
| Net income per weighted average share, basic: | | | | |
| Income before cumulative effect of a change in accounting principle | \$ 0.24 | \$ 0.13 | \$ 0.55 | \$ 0.37 |
| Cumulative effect of a change in accounting principle | - | - | - | - |
| Net income | <u>\$ 0.24</u> | <u>\$ 0.13</u> | <u>\$ 0.55</u> | <u>\$ 0.37</u> |
| Net income per weighted average share, diluted: | | | | |
| Income before cumulative effect of a change in accounting principle | \$ 0.23 | \$ 0.13 | \$ 0.53 | \$ 0.36 |
| Cumulative effect of a change in accounting principle | - | - | - | - |
| Net income | <u>\$ 0.23</u> | <u>\$ 0.13</u> | <u>\$ 0.53</u> | <u>\$ 0.36</u> |
| Weighted average shares, basic | 2,080,507 | 2,215,039 | 2,077,289 | 2,290,157 |
| Weighted average shares, diluted | 2,177,259 | 2,240,291 | 2,140,555 | 2,327,365 |
| As a % of total revenue: | | | | |
| Gross margin | 55.2% | 52.7% | 54.2% | 52.6% |
| Selling, general and administrative | 29.8% | 28.7% | 29.6% | 29.5% |
| Research and development | 11.6% | 11.1% | 12.0% | 11.3% |
| Operating income | 13.8% | 12.2% | 12.6% | 11.5% |
| Net income | 14.9% | 10.1% | 12.1% | 10.6% |

Note: Prior periods have been adjusted to reclassify a portion of the cumulative effect of adoption of FAS123R in Q1'06 from the income statement to stockholders' equity. This reclassification results in an increase to net income in Q1'06 and YTD 2006 of \$3,619 and a corresponding decrease in additional paid-in capital.

(1) Represents minority interest in the net income of VMware which equaled approximately 7% of VMware's net income for the three months ended September 30, 2007.

Reconciliation of GAAP to Non-GAAP
For the Nine Months Ended September 30, 2007
(in thousands, except per share amounts)
Unaudited

| | Revenue | Cost of Revenue | Research and Development | Selling, General and Administrative | Restructuring and IPR&D | Operating Income | Other Income, net | Income Before Taxes and Minority Interest | Income Tax Provision | Income Before Minority Interest | Minority Interest | Net Income | Net Income per Weighted Average Share, Basic | Net Income per Weighted Average Share, Diluted |
|--|---------------------|---------------------|--------------------------|-------------------------------------|-------------------------|---------------------|-------------------|---|----------------------|---------------------------------|-------------------|---------------------|--|--|
| EMC Consolidated GAAP | \$ 9,399,431 | \$ 4,307,034 | \$ 1,123,958 | \$ 2,783,813 | \$ (2,441) | \$ 1,187,067 | \$ 254,096 | \$ 1,441,163 | \$ 296,770 | \$ 1,144,393 | \$ (4,459) | \$ 1,139,934 | \$ 0.549 | \$ 0.533 |
| Tax benefits | - | - | - | - | - | - | - | - | 19,912 | (19,912) | - | (19,912) | \$ (0.010) | \$ (0.009) |
| Net gains on investments, including gain on sale of VMware stock | - | - | - | - | - | - | (137,330) | (137,330) | (22,180) | (115,150) | - | (115,150) | \$ (0.055) | \$ (0.054) |
| EMC Consolidated Non-GAAP | 9,399,431 | 4,307,034 | 1,123,958 | 2,783,813 | (2,441) | 1,187,067 | 116,766 | 1,303,833 | 294,502 | 1,009,331 | (4,459) | 1,004,872 | \$ 0.484 | \$ 0.469 |
| VMware standalone GAAP | 913,336 | 151,492 | 194,379 | 408,598 | - | 158,867 | (1,649) | 157,218 | 17,236 | 139,982 | - | 139,982 | \$ 0.067 | \$ 0.065 |
| Adjustments and minority interest elimination | (4,930) | (832) | 10,310 | 3,598 | - | (18,006) | - | (18,006) | (4,137) | (13,869) | (4,459) | (18,328) | \$ (0.009) | \$ (0.009) |
| VMware within EMC | 908,406 | 150,660 | 204,689 | 412,196 | - | 140,861 | (1,649) | 139,212 | 13,099 | 126,113 | (4,459) | 121,654 | \$ 0.059 | \$ 0.057 |
| EMC Information Infrastructure (1) | 8,491,025 | 4,156,374 | 919,269 | 2,371,617 | (2,441) | 1,046,206 | 118,415 | 1,164,621 | 281,403 | 883,218 | - | 883,218 | \$ 0.425 | \$ 0.413 |
| Stock based compensation expense | - | (38,136) | (49,527) | (124,169) | - | 211,832 | - | 211,832 | 54,592 | 157,240 | - | 157,240 | \$ 0.076 | \$ 0.073 |
| Intangible amortization | - | (72,765) | (6,486) | (49,295) | - | 128,546 | - | 128,546 | 44,966 | 83,580 | - | 83,580 | \$ 0.040 | \$ 0.039 |
| EMC Information Infrastructure Non-GAAP (2) | <u>\$ 8,491,025</u> | <u>\$ 4,045,473</u> | <u>\$ 863,256</u> | <u>\$ 2,198,153</u> | <u>\$ (2,441)</u> | <u>\$ 1,386,584</u> | <u>\$ 118,415</u> | <u>\$ 1,504,999</u> | <u>\$ 380,962</u> | <u>\$ 1,124,037</u> | <u>\$ -</u> | <u>\$ 1,124,037</u> | <u>\$ 0.541</u> | <u>\$ 0.525</u> |

(1) Represents EMC Consolidated Non-GAAP less VMware within EMC.

(2) Represents EMC Information Infrastructure less stock based compensation expense and intangible amortization.

May not foot due to rounding.

Reconciliation of GAAP to Non-GAAP
For the Nine Months Ended September 30, 2006
(in thousands, except per share amounts)
Unaudited

| | Revenue | Cost of Revenue | Research and Development | Selling, General and Administrative | Restructuring and IPR&D | Operating Income | Other Income, net | Income Before Taxes and Cumulative Effect of a Change in Accounting Principle | Income Tax Provision | Income Before Cumulative Effect of a Change in Accounting Principle | Cumulative Effect of a Change in Accounting Principle | Net Income | Net Income per Weighted Average Share, Basic | Net Income per Weighted Average Share, Diluted |
|---|--------------|-----------------|--------------------------|-------------------------------------|-------------------------|------------------|-------------------|---|----------------------|---|---|--------------|--|--|
| EMC Consolidated GAAP | \$ 7,940,516 | \$ 3,765,442 | \$ 895,220 | \$ 2,339,326 | \$ 31,051 | \$ 909,477 | \$ 168,486 | \$ 1,077,963 | \$ 239,378 | \$ 838,585 | \$ 247 | \$ 838,832 | \$ 0.366 | \$ 0.360 |
| Restructuring and IPR&D | - | - | - | - | (35,024) | 35,024 | - | 35,024 | - | 35,024 | - | 35,024 | \$ 0.015 | \$ 0.015 |
| Tax benefits | - | - | - | - | - | - | - | - | 33,266 | (33,266) | - | (33,266) | \$ (0.015) | \$ (0.014) |
| EMC Consolidated Non-GAAP | 7,940,516 | 3,765,442 | 895,220 | 2,339,326 | (3,973) | 944,501 | 168,486 | 1,112,987 | 272,644 | 840,343 | 247 | 840,590 | \$ 0.367 | \$ 0.361 |
| VMware standalone GAAP (1) | 474,323 | 86,132 | 98,123 | 202,238 | - | 87,830 | 674 | 88,504 | 30,068 | 58,436 | 175 | 58,611 | \$ 0.026 | \$ 0.025 |
| Adjustments | 2,682 | 1,926 | (1,924) | (4,231) | - | 6,911 | (13) | 6,898 | 1,580 | 5,318 | - | 5,318 | \$ 0.002 | \$ 0.002 |
| VMware within EMC | 477,005 | 88,058 | 96,199 | 198,007 | - | 94,741 | 661 | 95,402 | 31,648 | 63,754 | 175 | 63,929 | \$ 0.028 | \$ 0.027 |
| EMC Information Infrastructure (2) | 7,463,511 | 3,677,384 | 799,021 | 2,141,319 | (3,973) | 849,760 | 167,825 | 1,017,585 | 240,996 | 776,589 | 72 | 776,661 | \$ 0.339 | \$ 0.334 |
| Stock based compensation expense | - | (47,646) | (62,224) | (154,622) | - | 264,492 | - | 264,492 | 55,247 | 209,245 | (72) | 209,173 | \$ 0.091 | \$ 0.090 |
| Intangible amortization | - | (50,268) | (10,623) | (29,398) | - | 90,289 | - | 90,289 | 31,066 | 59,223 | - | 59,223 | \$ 0.026 | \$ 0.025 |
| EMC Information Infrastructure Non-GAAP (3) | \$ 7,463,511 | \$ 3,579,470 | \$ 726,174 | \$ 1,957,299 | \$ (3,973) | \$ 1,204,541 | \$ 167,825 | \$ 1,372,366 | \$ 327,310 | \$ 1,045,056 | \$ - | \$ 1,045,057 | \$ 0.456 | \$ 0.449 |

(1) Excludes IPR&D charge of \$3,700.

(2) Represents EMC Consolidated Non-GAAP less VMware within EMC.

(3) Represents EMC Information Infrastructure less stock based compensation expense and intangible amortization.

May not foot due to rounding.

Reconciliation of GAAP to Non-GAAP
For the Three Months Ended September 30, 2007
(in thousands, except per share amounts)
Unaudited

| | Revenue | Cost of Revenue | Research and Development | Selling, General and Administrative | Restructuring and IPR&D | Operating Income | Other Income, net | Income Before Taxes and Minority Interest | Income Tax Provision | Income Before Minority Interest | Minority Interest | Net Income | Net Income per Weighted Average Share, Basic | Net Income per Weighted Average Share, Diluted |
|--|--------------|-----------------|--------------------------|-------------------------------------|-------------------------|------------------|-------------------|---|----------------------|---------------------------------|-------------------|------------|--|--|
| EMC Consolidated GAAP | \$ 3,299,754 | \$ 1,478,110 | \$ 383,600 | \$ 983,774 | \$ 229 | \$ 454,041 | \$ 179,728 | \$ 633,769 | \$ 136,390 | \$ 497,379 | \$ (4,459) | \$ 492,920 | \$ 0.237 | \$ 0.226 |
| Net gains on investments, including gain on sale of VMware stock | - | - | - | - | - | - | (137,330) | (137,330) | (22,180) | (115,150) | - | (115,150) | \$ (0.055) | \$ (0.053) |
| EMC Consolidated Non-GAAP | 3,299,754 | 1,478,110 | 383,600 | 983,774 | 229 | 454,041 | 42,398 | 496,439 | 114,210 | 382,229 | (4,459) | 377,770 | \$ 0.182 | \$ 0.174 |
| VMware standalone GAAP | 357,816 | 58,651 | 67,840 | 165,575 | - | 65,750 | 538 | 66,288 | 1,610 | 64,678 | - | 64,678 | \$ 0.031 | \$ 0.030 |
| Adjustments and minority interest elimination | (3,525) | - | - | - | - | (3,525) | - | (3,525) | (806) | (2,719) | (4,459) | (7,178) | \$ (0.003) | \$ (0.003) |
| VMware within EMC | 354,291 | 58,651 | 67,840 | 165,575 | - | 62,225 | 538 | 62,763 | 804 | 61,959 | (4,459) | 57,500 | \$ 0.028 | \$ 0.026 |
| EMC Information Infrastructure (1) | 2,945,463 | 1,419,459 | 315,760 | 818,199 | 229 | 391,816 | 41,860 | 433,676 | 113,406 | 320,270 | - | 320,270 | \$ 0.154 | \$ 0.147 |
| Stock based compensation expense | - | (12,652) | (15,996) | (40,248) | - | 68,896 | - | 68,896 | 17,738 | 51,158 | - | 51,158 | \$ 0.025 | \$ 0.023 |
| Intangible amortization | - | (25,003) | (2,206) | (17,071) | - | 44,280 | - | 44,280 | 15,470 | 28,810 | - | 28,810 | \$ 0.014 | \$ 0.013 |
| EMC Information Infrastructure Non-GAAP (2) | \$ 2,945,463 | \$ 1,381,804 | \$ 297,558 | \$ 760,880 | \$ 229 | \$ 504,992 | \$ 41,860 | \$ 546,852 | \$ 146,614 | \$ 400,238 | \$ - | \$ 400,238 | \$ 0.192 | \$ 0.184 |

(1) Represents EMC Consolidated Non-GAAP less VMware within EMC.

(2) Represents EMC Information Infrastructure less stock based compensation expense and intangible amortization.

May not foot due to rounding.

Reconciliation of GAAP to Non-GAAP
For the Three Months Ended June 30, 2007
(in thousands, except per share amounts)
Unaudited

| | Revenue | Cost of Revenue | Research and Development | Selling, General and Administrative | Operating Income | Other Income, net | Income Before Taxes | Income Tax Provision | Net Income | Net Income per Weighted Average Share, Basic | Net Income per Weighted Average Share, Diluted |
|---|---------------------|---------------------|--------------------------|-------------------------------------|-------------------|-------------------|---------------------|----------------------|-------------------|--|--|
| EMC Consolidated GAAP | \$ 3,124,672 | \$ 1,423,859 | \$ 384,966 | \$ 924,349 | \$ 391,498 | \$ 35,682 | \$ 427,180 | \$ 92,773 | \$ 334,407 | \$ 0.161 | \$ 0.158 |
| VMware standalone GAAP | 296,825 | 48,817 | 71,581 | 129,692 | 46,735 | (5,223) | 41,512 | 7,288 | 34,224 | \$ 0.017 | \$ 0.016 |
| Adjustments | <u>1,272</u> | <u>665</u> | <u>(634)</u> | <u>2,496</u> | <u>(1,255)</u> | <u>(290)</u> | <u>(1,545)</u> | <u>(360)</u> | <u>(1,185)</u> | <u>\$ (0.001)</u> | <u>\$ (0.001)</u> |
| VMware within EMC | <u>298,097</u> | <u>49,482</u> | <u>70,947</u> | <u>132,188</u> | <u>45,480</u> | <u>(5,513)</u> | <u>39,967</u> | <u>6,928</u> | <u>33,039</u> | <u>\$ 0.016</u> | <u>\$ 0.016</u> |
| EMC Information Infrastructure (1) | 2,826,575 | 1,374,377 | 314,019 | 792,161 | 346,018 | 41,195 | 387,213 | 85,845 | 301,368 | \$ 0.146 | \$ 0.142 |
| Stock based compensation expense | - | (12,456) | (16,481) | (42,296) | 71,233 | - | 71,233 | 17,054 | 54,179 | \$ 0.026 | \$ 0.026 |
| Intangible amortization | - | (23,970) | (2,167) | (16,171) | 42,308 | - | 42,308 | 14,781 | 27,527 | \$ 0.013 | \$ 0.013 |
| EMC Information Infrastructure Non-GAAP (2) | <u>\$ 2,826,575</u> | <u>\$ 1,337,951</u> | <u>\$ 295,371</u> | <u>\$ 733,694</u> | <u>\$ 459,559</u> | <u>\$ 41,195</u> | <u>\$ 500,754</u> | <u>\$ 117,680</u> | <u>\$ 383,074</u> | <u>\$ 0.185</u> | <u>\$ 0.181</u> |

(1) Represents EMC Consolidated GAAP less VMware within EMC.

(2) Represents EMC Information Infrastructure less stock based compensation expense and intangible amortization.

May not foot due to rounding.

Reconciliation of GAAP to Non-GAAP
For the Three Months Ended March 31, 2007
(in thousands, except per share amounts)
Unaudited

| | Revenue | Cost of Revenue | Research and Development | Selling, General and Administrative | Restructuring and IPR&D | Operating Income | Other Income, net | Income Before Taxes | Income Tax Provision | Net Income | Net Income per Weighted Average Share, Basic | Net Income per Weighted Average Share, Diluted |
|---|---------------------|---------------------|--------------------------|-------------------------------------|-------------------------|-------------------|-------------------|---------------------|----------------------|-------------------|--|--|
| EMC Consolidated GAAP | \$ 2,975,005 | \$ 1,405,065 | \$ 355,392 | \$ 875,690 | \$ (2,670) | \$ 341,528 | \$ 38,686 | \$ 380,214 | \$ 67,607 | \$ 312,607 | \$ 0.150 | \$ 0.147 |
| Tax benefits | - | - | - | - | - | - | - | - | 19,912 | (19,912) | \$ (0.010) | \$ (0.009) |
| EMC Consolidated Non-GAAP | 2,975,005 | 1,405,065 | 355,392 | 875,690 | (2,670) | 341,528 | 38,686 | 380,214 | 87,519 | 292,695 | \$ 0.141 | \$ 0.138 |
| VMware standalone GAAP | 258,695 | 44,024 | 54,958 | 113,331 | - | 46,382 | 3,036 | 49,418 | 8,338 | 41,080 | \$ 0.020 | \$ 0.019 |
| Adjustments | (2,677) | (1,497) | 10,944 | 1,102 | - | (13,226) | 290 | (12,936) | (2,971) | (9,965) | \$ (0.005) | \$ (0.005) |
| VMware within EMC | 256,018 | 42,527 | 65,902 | 114,433 | - | 33,156 | 3,326 | 36,482 | 5,367 | 31,115 | \$ 0.015 | \$ 0.015 |
| EMC Information Infrastructure (1) | 2,718,987 | 1,362,538 | 289,490 | 761,257 | (2,670) | 308,372 | 35,360 | 343,732 | 82,152 | 261,580 | \$ 0.126 | \$ 0.123 |
| Stock based compensation expense | - | (13,028) | (17,050) | (41,625) | - | 71,703 | - | 71,703 | 19,801 | 51,902 | \$ 0.025 | \$ 0.024 |
| Intangible amortization | - | (23,792) | (2,113) | (16,053) | - | 41,958 | - | 41,958 | 14,715 | 27,243 | \$ 0.013 | \$ 0.013 |
| EMC Information Infrastructure Non-GAAP (2) | <u>\$ 2,718,987</u> | <u>\$ 1,325,718</u> | <u>\$ 270,327</u> | <u>\$ 703,579</u> | <u>\$ (2,670)</u> | <u>\$ 422,033</u> | <u>\$ 35,360</u> | <u>\$ 457,393</u> | <u>\$ 116,667</u> | <u>\$ 340,726</u> | <u>\$ 0.164</u> | <u>\$ 0.161</u> |

(1) Represents EMC Consolidated Non-GAAP less VMware within EMC.

(2) Represents EMC Information Infrastructure less stock based compensation expense and intangible amortization.

May not foot due to rounding.

Reconciliation of GAAP to Non-GAAP
For the Year Ended December 31, 2006
(in thousands, except per share amounts)
Unaudited

| | Revenue | Cost of Revenue | Research and Development | Selling, General and Administrative | Restructuring and IPR&D | Operating Income | Other Income, net | Income Before Taxes and Cumulative Effect of a Change in Accounting Principle | Income Tax Provision | Income Before Cumulative Effect of a Change in Accounting Principle | Cumulative Effect of a Change in Accounting Principle | Net Income | Net Income per Weighted Average Share, Basic | Net Income per Weighted Average Share, Diluted |
|---|----------------------|---------------------|--------------------------|-------------------------------------|-------------------------|---------------------|-------------------|---|----------------------|---|---|---------------------|--|--|
| EMC Consolidated GAAP | \$ 11,155,090 | \$ 5,241,891 | \$ 1,254,193 | \$ 3,253,274 | \$ 197,974 | \$ 1,207,758 | \$ 182,260 | \$ 1,390,018 | \$ 162,664 | \$ 1,227,354 | \$ 247 | \$ 1,227,601 | \$ 0.546 | \$ 0.537 |
| Restructuring and IPR&D | - | - | - | - | (201,947) | 201,947 | - | 201,947 | 37,833 | 164,114 | - | 164,114 | \$ 0.072 | \$ 0.072 |
| Tax benefits | - | - | - | - | - | - | - | - | 144,856 | (144,856) | - | (144,856) | \$ (0.064) | \$ (0.063) |
| EMC Consolidated Non-GAAP | 11,155,090 | 5,241,891 | 1,254,193 | 3,253,274 | (3,973) | 1,409,705 | 182,260 | 1,591,965 | 345,353 | 1,246,612 | 247 | 1,246,859 | \$ 0.555 | \$ 0.545 |
| VMware standalone GAAP | 703,904 | 123,382 | 148,254 | 307,929 | - | 124,339 | 1,908 | 126,247 | 36,832 | 89,415 | 175 | 89,590 | \$ 0.040 | \$ 0.039 |
| Adjustments | 5,132 | 4,069 | (4,722) | (3,529) | - | 9,314 | - | 9,314 | 2,141 | 7,173 | - | 7,173 | \$ 0.003 | \$ 0.003 |
| VMware within EMC | 709,036 | 127,451 | 143,532 | 304,400 | - | 133,653 | 1,908 | 135,561 | 38,973 | 96,588 | 175 | 96,763 | \$ 0.043 | \$ 0.042 |
| EMC Information Infrastructure (1) | 10,446,054 | 5,114,440 | 1,110,661 | 2,948,874 | (3,973) | 1,276,052 | 180,352 | 1,456,404 | 306,380 | 1,150,024 | 72 | 1,150,096 | \$ 0.512 | \$ 0.503 |
| Stock based compensation expense | - | (63,805) | (81,139) | (202,518) | - | 347,462 | - | 347,462 | 77,134 | 270,328 | (72) | 270,256 | \$ 0.120 | \$ 0.118 |
| Intangible amortization | - | (72,491) | (12,600) | (42,411) | - | 127,502 | - | 127,502 | 44,269 | 83,233 | - | 83,233 | \$ 0.037 | \$ 0.036 |
| EMC Information Infrastructure Non-GAAP (2) | <u>\$ 10,446,054</u> | <u>\$ 4,978,144</u> | <u>\$ 1,016,922</u> | <u>\$ 2,703,945</u> | <u>\$ (3,973)</u> | <u>\$ 1,751,016</u> | <u>\$ 180,352</u> | <u>\$ 1,931,368</u> | <u>\$ 427,783</u> | <u>\$ 1,503,585</u> | <u>\$ -</u> | <u>\$ 1,503,586</u> | <u>\$ 0.669</u> | <u>\$ 0.658</u> |

(1) Represents EMC Consolidated Non-GAAP less VMware within EMC.

(2) Represents EMC Information Infrastructure less stock based compensation expense and intangible amortization.

May not foot due to rounding.

Reconciliation of GAAP to Non-GAAP
For the Three Months Ended December 31, 2006
(in thousands, except per share amounts)
Unaudited

| | Revenue | Cost of Revenue | Research and Development | Selling, General and Administrative | Restructuring and IPR&D | Operating Income | Other Income, net | Income Before Taxes | Income Tax Provision | Net Income | Net Income per Weighted Average Share, Basic | Net Income per Weighted Average Share, Diluted |
|---|--------------|-----------------|--------------------------|-------------------------------------|-------------------------|------------------|-------------------|---------------------|----------------------|------------|--|--|
| EMC Consolidated GAAP | \$ 3,214,574 | \$ 1,476,449 | \$ 358,973 | \$ 913,948 | \$ 166,923 | \$ 298,281 | \$ 13,774 | \$ 312,055 | \$ (76,714) | \$ 388,769 | \$ 0.183 | \$ 0.180 |
| Restructuring charges | - | - | - | - | (166,923) | 166,923 | - | 166,923 | 37,833 | 129,090 | \$ 0.061 | \$ 0.060 |
| Tax benefits | - | - | - | - | - | - | - | - | 111,590 | (111,590) | \$ (0.053) | \$ (0.052) |
| EMC Consolidated Non-GAAP | 3,214,574 | 1,476,449 | 358,973 | 913,948 | - | 465,204 | 13,774 | 478,978 | 72,709 | 406,269 | \$ 0.191 | \$ 0.188 |
| VMware standalone GAAP | 229,581 | 37,250 | 50,131 | 105,691 | - | 36,509 | 1,234 | 37,743 | 6,764 | 30,979 | \$ 0.015 | \$ 0.014 |
| Adjustments | 2,450 | 2,143 | (2,798) | 702 | - | 2,403 | 13 | 2,416 | 561 | 1,855 | \$ 0.001 | \$ 0.001 |
| VMware within EMC | 232,031 | 39,393 | 47,333 | 106,393 | - | 38,912 | 1,247 | 40,159 | 7,325 | 32,834 | \$ 0.015 | \$ 0.015 |
| EMC Information Infrastructure (1) | 2,982,543 | 1,437,056 | 311,640 | 807,555 | - | 426,292 | 12,527 | 438,819 | 65,384 | 373,435 | \$ 0.176 | \$ 0.173 |
| Stock based compensation expense | - | (16,159) | (18,915) | (47,896) | - | 82,970 | - | 82,970 | 21,887 | 61,083 | \$ 0.029 | \$ 0.028 |
| Intangible amortization | - | (22,223) | (1,977) | (13,013) | - | 37,213 | - | 37,213 | 13,202 | 24,011 | \$ 0.011 | \$ 0.011 |
| EMC Information Infrastructure Non-GAAP (2) | \$ 2,982,543 | \$ 1,398,674 | \$ 290,748 | \$ 746,646 | \$ - | \$ 546,475 | \$ 12,527 | \$ 559,002 | \$ 100,473 | \$ 458,529 | \$ 0.216 | \$ 0.212 |

(1) Represents EMC Consolidated Non-GAAP less VMware within EMC.

(2) Represents EMC Information Infrastructure less stock based compensation expense and intangible amortization.

May not foot due to rounding.

Reconciliation of GAAP to Non-GAAP
For the Three Months Ended September 30, 2006
(in thousands, except per share amounts)
Unaudited

| | Revenue | Cost of Revenue | Research and Development | Selling, General and Administrative | Restructuring and IPR&D | Operating Income | Other Income, net | Income Before Taxes | Income Tax Provision | Net Income | Net Income per Weighted Average Share, Basic | Net Income per Weighted Average Share, Diluted |
|---|---------------------|---------------------|--------------------------|-------------------------------------|-------------------------|-------------------|-------------------|---------------------|----------------------|-------------------|--|--|
| EMC Consolidated GAAP | \$ 2,815,306 | \$ 1,331,567 | \$ 312,302 | \$ 809,086 | \$ 20,221 | \$ 342,130 | \$ 44,406 | \$ 386,536 | \$ 102,872 | \$ 283,664 | \$ 0.128 | \$ 0.127 |
| IPR&D | - | - | - | - | (23,000) | 23,000 | - | 23,000 | - | 23,000 | \$ 0.010 | \$ 0.010 |
| EMC Consolidated Non-GAAP | 2,815,306 | 1,331,567 | 312,302 | 809,086 | (2,779) | 365,130 | 44,406 | 409,536 | 102,872 | 306,664 | \$ 0.138 | \$ 0.137 |
| VMware standalone GAAP | 188,806 | 37,512 | 43,169 | 80,093 | - | 28,032 | 964 | 28,996 | 9,765 | 19,231 | \$ 0.009 | \$ 0.009 |
| Adjustments | (306) | 1,311 | 3,711 | (1,980) | - | (3,348) | (605) | (3,953) | (1,094) | (2,859) | \$ (0.001) | \$ (0.001) |
| VMware within EMC | 188,500 | 38,823 | 46,880 | 78,113 | - | 24,684 | 359 | 25,043 | 8,671 | 16,372 | \$ 0.007 | \$ 0.007 |
| EMC Information Infrastructure (1) | 2,626,806 | 1,292,744 | 265,422 | 730,973 | (2,779) | 340,446 | 44,047 | 384,493 | 94,201 | 290,292 | \$ 0.131 | \$ 0.130 |
| Stock based compensation expense | - | (12,902) | (19,216) | (48,861) | - | 80,979 | - | 80,979 | 18,017 | 62,962 | \$ 0.028 | \$ 0.028 |
| Intangible amortization | - | (17,590) | (3,933) | (10,314) | - | 31,837 | - | 31,837 | 10,960 | 20,877 | \$ 0.009 | \$ 0.009 |
| EMC Information Infrastructure Non-GAAP (2) | <u>\$ 2,626,806</u> | <u>\$ 1,262,252</u> | <u>\$ 242,273</u> | <u>\$ 671,798</u> | <u>\$ (2,779)</u> | <u>\$ 453,262</u> | <u>\$ 44,047</u> | <u>\$ 497,309</u> | <u>\$ 123,178</u> | <u>\$ 374,131</u> | <u>\$ 0.169</u> | <u>\$ 0.167</u> |

(1) Represents EMC Consolidated Non-GAAP less VMware within EMC.

(2) Represents EMC Information Infrastructure less stock based compensation expense and intangible amortization.

May not foot due to rounding.

Reconciliation of GAAP to Non-GAAP
For the Three Months Ended June 30, 2006
(in thousands, except per share amounts)
Unaudited

| | Revenue | Cost of Revenue | Research and Development | Selling, General and Administrative | Restructuring and IPR&D | Operating Income | Other Income, net | Income Before Taxes | Income Tax Provision | Net Income | Net Income per Weighted Average Share, Basic | Net Income per Weighted Average Share, Diluted |
|---|---------------------|---------------------|--------------------------|-------------------------------------|-------------------------|-------------------|-------------------|---------------------|----------------------|-------------------|--|--|
| EMC Consolidated GAAP | \$ 2,574,523 | \$ 1,216,531 | \$ 299,429 | \$ 782,016 | \$ 12,024 | \$ 264,523 | \$ 61,571 | \$ 326,094 | \$ 47,001 | \$ 279,093 | \$ 0.121 | \$ 0.119 |
| Restructuring and IPR&D | - | - | - | - | (12,024) | 12,024 | - | 12,024 | - | 12,024 | \$ 0.005 | \$ 0.005 |
| Tax benefits | - | - | - | - | - | - | - | - | 33,266 | (33,266) | \$ (0.014) | \$ (0.014) |
| EMC Consolidated Non-GAAP | 2,574,523 | 1,216,531 | 299,429 | 782,016 | - | 276,547 | 61,571 | 338,118 | 80,267 | 257,851 | \$ 0.112 | \$ 0.110 |
| VMware standalone (1) | 156,440 | 26,616 | 32,619 | 67,732 | - | 29,473 | (282) | 29,191 | 10,322 | 18,869 | \$ 0.008 | \$ 0.008 |
| Adjustments | 1,052 | (186) | (1,121) | 326 | - | 2,033 | 498 | 2,531 | 577 | 1,954 | \$ 0.001 | \$ 0.001 |
| VMware within EMC | 157,492 | 26,430 | 31,498 | 68,058 | - | 31,506 | 216 | 31,722 | 10,899 | 20,823 | \$ 0.009 | \$ 0.009 |
| EMC Information Infrastructure (2) | 2,417,031 | 1,190,101 | 267,931 | 713,958 | - | 245,041 | 61,355 | 306,396 | 69,368 | 237,028 | \$ 0.103 | \$ 0.101 |
| Stock based compensation expense | - | (15,850) | (19,970) | (50,545) | - | 86,365 | - | 86,365 | 16,622 | 69,743 | \$ 0.030 | \$ 0.030 |
| Intangible amortization | - | (16,466) | (3,277) | (9,672) | - | 29,415 | - | 29,415 | 10,154 | 19,261 | \$ 0.008 | \$ 0.008 |
| EMC Information Infrastructure Non-GAAP (3) | <u>\$ 2,417,031</u> | <u>\$ 1,157,785</u> | <u>\$ 244,684</u> | <u>\$ 653,741</u> | <u>\$ -</u> | <u>\$ 360,821</u> | <u>\$ 61,355</u> | <u>\$ 422,176</u> | <u>\$ 96,144</u> | <u>\$ 326,032</u> | <u>\$ 0.141</u> | <u>\$ 0.139</u> |

(1) Excludes IPR&D charge of \$3,700.

(2) Represents EMC Consolidated Non-GAAP less VMware within EMC.

(3) Represents EMC Information Infrastructure less stock based compensation expense and intangible amortization.

May not foot due to rounding.

Reconciliation of GAAP to Non-GAAP
For the Three Months Ended March 31, 2006
(in thousands, except per share amounts)
Unaudited

| | Revenue | Cost of Revenue | Research and Development | Selling, General and Administrative | Restructuring and IPR&D | Operating Income | Other Income, net | Income Before Taxes and Cumulative Effect of a Change in Accounting Principle | Income Tax Provision | Income Before Cumulative Effect of a Change in Accounting Principle | Cumulative Effect of a Change in Accounting Principle | Net Income | Net Income per Weighted Average Share, Basic | Net Income per Weighted Average Share, Diluted |
|---|--------------|-----------------|--------------------------|-------------------------------------|-------------------------|------------------|-------------------|---|----------------------|---|---|------------|--|--|
| EMC Consolidated GAAP | \$ 2,550,687 | \$ 1,217,344 | \$ 283,489 | \$ 748,224 | \$ (1,194) | \$ 302,824 | \$ 62,509 | \$ 365,333 | \$ 89,505 | \$ 275,828 | \$ 247 | \$ 276,075 | \$ 0.117 | \$ 0.115 |
| VMware standalone GAAP | 129,077 | 22,004 | 22,335 | 54,413 | - | 30,325 | (8) | 30,317 | 9,981 | 20,336 | 175 | 20,511 | \$ 0.009 | \$ 0.009 |
| Adjustments | 1,936 | 801 | (4,514) | (2,577) | - | 8,226 | 94 | 8,320 | 2,097 | 6,223 | - | 6,223 | \$ 0.003 | \$ 0.003 |
| VMware within EMC | 131,013 | 22,805 | 17,821 | 51,836 | - | 38,551 | 86 | 38,637 | 12,078 | 26,559 | 175 | 26,734 | \$ 0.011 | \$ 0.011 |
| EMC Information Infrastructure (1) | 2,419,674 | 1,194,539 | 265,668 | 696,388 | (1,194) | 264,273 | 62,423 | 326,696 | 77,427 | 249,269 | 72 | 249,341 | \$ 0.106 | \$ 0.104 |
| Stock based compensation expense | - | (18,894) | (23,038) | (55,216) | - | 97,148 | - | 97,148 | 20,608 | 76,540 | (72) | 76,468 | \$ 0.033 | \$ 0.032 |
| Intangible amortization | - | (16,212) | (3,413) | (9,412) | - | 29,037 | - | 29,037 | 9,953 | 19,084 | - | 19,084 | \$ 0.008 | \$ 0.008 |
| EMC Information Infrastructure Non-GAAP (2) | \$ 2,419,674 | \$ 1,159,433 | \$ 239,217 | \$ 631,760 | \$ (1,194) | \$ 390,458 | \$ 62,423 | \$ 452,881 | \$ 107,988 | \$ 344,893 | \$ - | \$ 344,893 | \$ 0.147 | \$ 0.144 |

(1) Represents EMC Consolidated GAAP less VMware within EMC.

(2) Represents EMC Information Infrastructure less stock based compensation expense and intangible amortization.

May not foot due to rounding.

EMC CORPORATION
Consolidated Balance Sheets
(in thousands, except per share amounts)
Unaudited

| | September 30, 2007 | December 31, 2006 |
|--|-----------------------|----------------------|
| ASSETS | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 4,546,010 | \$ 1,828,106 |
| Short-term investments | 1,281,930 | 1,521,925 |
| Accounts and notes receivable, less allowance for doubtful accounts of \$30,819 and \$39,509 | 1,920,172 | 1,692,214 |
| Inventories | 886,729 | 834,800 |
| Deferred income taxes | 447,224 | 418,146 |
| Other current assets | 298,571 | 225,396 |
| Total current assets | 9,380,636 | 6,520,587 |
| Long-term investments | 1,699,368 | 2,246,290 |
| Property, plant and equipment, net | 2,106,207 | 2,035,559 |
| Deferred income taxes | - | 104,446 |
| Intangible assets, net | 942,510 | 1,003,549 |
| Other assets, net | 684,261 | 638,655 |
| Goodwill, net | 6,408,993 | 6,017,161 |
| Total assets | \$ 21,221,975 | \$ 18,566,247 |
| LIABILITIES & STOCKHOLDERS' EQUITY | | |
| Current liabilities: | | |
| Accounts payable | \$ 805,592 | \$ 680,263 |
| Accrued expenses | 1,547,502 | 1,592,022 |
| Income taxes payable | 114,154 | 63,806 |
| Deferred revenue | 1,618,435 | 1,325,671 |
| Total current liabilities | 4,085,683 | 3,661,762 |
| Income taxes payable | 239,675 | 219,342 |
| Deferred revenue | 904,513 | 780,124 |
| Deferred income taxes | 351,910 | - |
| Long-term convertible debt | 3,450,000 | 3,450,000 |
| Other liabilities | 128,135 | 129,312 |
| Minority interest ⁽¹⁾ | 173,347 | - |
| Commitments and contingencies | | |
| Stockholders' equity: | | |
| Series preferred stock, par value \$.01; authorized 25,000 shares, none outstanding | - | - |
| Common stock, par value \$.01; authorized 6,000,000 shares; issued 2,098,225 and 2,122,339 shares | 20,982 | 21,223 |
| Additional paid-in capital | 2,957,177 | 2,560,935 |
| Retained earnings | 8,944,555 | 7,798,112 |
| Accumulated other comprehensive loss | (34,002) | (54,563) |
| Total stockholders' equity | 11,888,712 | 10,325,707 |
| Total liabilities and stockholders' equity | \$ 21,221,975 | \$ 18,566,247 |

(1) Represents minority interest in the stockholders' equity of VMware which equaled approximately 14% of VMware's stockholders' equity.

EMC CORPORATION
Consolidated Statements of Cash Flows
(in thousands)
Unaudited

| | <u>Nine Months Ended</u> | |
|---|---------------------------|---------------------------|
| | <u>September 30, 2007</u> | <u>September 30, 2006</u> |
| Cash flows from operating activities: | | |
| Cash received from customers | \$ 9,620,908 | \$ 8,074,003 |
| Cash paid to suppliers and employees | (7,455,043) | (6,311,034) |
| Dividends and interest received | 182,840 | 198,721 |
| Interest paid | (41,706) | (3,115) |
| Income taxes paid | (159,106) | (471,078) |
| Net cash provided by operating activities | <u>2,147,893</u> | <u>1,487,497</u> |
| Cash flows from investing activities: | | |
| Additions to property, plant and equipment | (501,462) | (506,054) |
| Capitalized software development costs | (163,350) | (152,614) |
| Purchases of short and long-term available for sale securities | (5,053,999) | (5,011,854) |
| Sales and maturities of short and long-term available for sale securities | 5,871,715 | 6,016,126 |
| Proceeds from the sale of EMC's interest in VMware to Cisco | 150,000 | - |
| Business acquisitions, net of cash acquired | (508,574) | (2,464,187) |
| Other | (10,860) | (20,860) |
| Net cash used in investing activities | <u>(216,530)</u> | <u>(2,139,443)</u> |
| Cash flows from financing activities: | | |
| Issuance of common stock from the exercise of stock options | 553,319 | 144,602 |
| Proceeds from the sale of VMware's common stock | 1,253,533 | - |
| Issuance of VMware's common stock from the exercise of stock options | 2,760 | - |
| Repurchase of EMC common stock | (1,102,602) | (2,464,888) |
| Excess tax benefits from stock based compensation | 55,250 | 12,036 |
| Payment of long-term and short-term obligations | (4,369) | (127,538) |
| Proceeds from long-term and short-term obligations | 19,550 | 2,200,085 |
| Net cash provided by (used in) financing activities | <u>777,441</u> | <u>(235,703)</u> |
| Effect of exchange rate changes on cash | <u>9,100</u> | <u>23,599</u> |
| Net increase (decrease) in cash and cash equivalents | 2,717,904 | (864,050) |
| Cash and cash equivalents at beginning of period | <u>1,828,106</u> | <u>2,322,370</u> |
| Cash and cash equivalents at end of period | <u>\$ 4,546,010</u> | <u>\$ 1,458,320</u> |
| Reconciliation of net income to net cash provided | | |
| by operating activities: | | |
| Net income | \$ 1,139,934 | \$ 838,832 |
| Adjustments to reconcile net income to net cash | | |
| provided by operating activities: | | |
| Cumulative effect of a change in accounting principle | - | (247) |
| Minority interest in VMware | 4,459 | - |
| Net gain on investments, including gain on sale of VMware stock | (137,330) | - |
| Depreciation and amortization | 669,168 | 555,965 |
| In-process research and development | 800 | 35,410 |
| Stock-based compensation expense | 271,189 | 299,510 |
| Increase in provision for doubtful accounts | 2,605 | 9,512 |
| Deferred income taxes, net | (31,495) | (80,647) |
| Excess tax benefits from stock based compensation | (55,250) | (12,036) |
| Other | 5,262 | 23,934 |
| Changes in assets and liabilities, net of acquisitions: | | |
| Accounts and notes receivable | (188,486) | 2,013 |
| Inventories | (2,702) | (131,284) |
| Other assets | (125,538) | (53,473) |
| Accounts payable | 109,594 | 141,775 |
| Accrued expenses | (87,235) | (115,146) |
| Income taxes payable | 169,065 | (151,320) |
| Deferred revenue | 407,357 | 121,962 |
| Other liabilities | (3,504) | 2,737 |
| Net cash provided by operating activities | <u>\$ 2,147,893</u> | <u>\$ 1,487,497</u> |

EMC CORPORATION
Reconciliation of Cash Flow from Operations to Free Cash Flow
(in thousands)
Unaudited

| | Q1 2006 | Q2 2006 | Q3 2006 | Q4 2006 | Q1 2007 | Q2 2007 | Q3 2007 | YTD Q3 2006 | YTD Q3 2007 |
|---------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|------------------|
| EMC Consolidated: | | | | | | | | | |
| Cash flow from Operations | \$ 637,178 | \$ 392,024 | \$ 458,295 | \$ 652,927 | \$ 808,683 | \$ 621,565 | \$ 717,645 | \$ 1,487,497 | \$ 2,147,893 |
| Capital Expenditures | (160,520) | (155,600) | (189,934) | (212,041) | (170,526) | (153,684) | (177,252) | (506,054) | (501,462) |
| Capitalized Software | <u>(48,883)</u> | <u>(47,191)</u> | <u>(56,540)</u> | <u>(40,281)</u> | <u>(51,920)</u> | <u>(46,126)</u> | <u>(65,304)</u> | <u>(152,614)</u> | <u>(163,350)</u> |
| Free Cash Flow | \$ 427,775 | \$ 189,233 | \$ 211,821 | \$ 400,605 | \$ 586,237 | \$ 421,755 | \$ 475,089 | \$ 828,829 | \$ 1,483,081 |
| VMware within EMC: | | | | | | | | | |
| Cash flow from Operations | \$ 92,317 | \$ 89,475 | \$ 108,107 | \$ 100,253 | \$ 192,596 | \$ 150,119 | \$ 188,616 | \$ 289,899 | \$ 531,331 |
| Capital Expenditures | (10,440) | (11,362) | (47,904) | (45,563) | (47,817) | (62,921) | (48,302) | (69,706) | (159,040) |
| Capitalized Software | <u>(10,839)</u> | <u>(10,079)</u> | <u>(8,684)</u> | <u>(2,150)</u> | <u>(6,959)</u> | <u>(3,872)</u> | <u>(22,314)</u> | <u>(29,602)</u> | <u>(33,145)</u> |
| Free Cash Flow | \$ 71,038 | \$ 68,034 | \$ 51,519 | \$ 52,540 | \$ 137,820 | \$ 83,326 | \$ 118,000 | \$ 190,591 | \$ 339,146 |
| EMC Information Infrastructure: | | | | | | | | | |
| Cash flow from Operations | \$ 544,861 | \$ 302,549 | \$ 350,188 | \$ 552,674 | \$ 616,087 | \$ 471,446 | \$ 529,029 | \$ 1,197,598 | \$ 1,616,562 |
| Capital Expenditures | (150,080) | (144,238) | (142,030) | (166,478) | (122,709) | (90,763) | (128,950) | (436,348) | (342,422) |
| Capitalized Software | <u>(38,044)</u> | <u>(37,112)</u> | <u>(47,856)</u> | <u>(38,131)</u> | <u>(44,961)</u> | <u>(42,254)</u> | <u>(42,990)</u> | <u>(123,012)</u> | <u>(130,205)</u> |
| Free Cash Flow | \$ 356,737 | \$ 121,199 | \$ 160,302 | \$ 348,065 | \$ 448,417 | \$ 338,429 | \$ 357,089 | \$ 638,238 | \$ 1,143,935 |

Free cash flow for VMware and EMC excludes the change in the intercompany due to/due from balances. Additionally, capital expenditures for VMware's headquarters facilities which were reimbursed by EMC during 2006 and 2007 have been classified as VMware capital expenditures as incurred. Including the change in the intercompany due to/due from balances and excluding capital expenditures for VMware's headquarters facilities as VMware expenditures as incurred, results in free cash flow for VMware of \$76,844 for the quarter ended March 31, 2006, \$38,281 for the quarter ended June 30, 2006, \$ 130,103 for the quarter ended September 30, 2006, \$109,744 for the quarter ended December 31, 2006, \$81,642 for the quarter ended March 31, 2007, \$49,424 for the quarter ended June 30, 2007, \$133,644 for the quarter ended September 30, 2007, \$85,022 for the nine months ended September 30, 2006 and \$339,146 for the nine months ended September 30, 2007. Including the change in the intercompany due to/due from balances and excluding capital expenditures for VMware's headquarters facilities as VMware expenditures as incurred, results in free cash flow for EMC Information Infrastructure of \$264,710 for the quarter ended March 31, 2006, \$150,952 for the quarter ended June 30, 2006, \$241,924 for the quarter ended September 30, 2006, \$290,861 for the quarter ended December 31, 2006, \$504,595 for the quarter ended March 31, 2007, \$372,331 for the quarter ended June 30, 2007, \$341,445 for the quarter ended September 30, 2007, \$743,807 for the nine months ended September 30, 2006 and \$1,218,371 for the nine months ended September 30, 2007.

EMC Corporation
Supplemental Financial Data
Revenue Analysis
(in thousands)
Unaudited

Revenue Components

| | Q1 2006 | Q2 2006 | Q3 2006 | YTD 2006 | Q4 2006 | 2006 | Q1 2007 | Q2 2007 | Q3 2007 | YTD 2007 |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|---------------------|---------------------|---------------------|---------------------|
| Revenues | | | | | | | | | | |
| Systems | \$ 1,226,928 | \$ 1,151,600 | \$ 1,299,321 | \$ 3,677,849 | \$ 1,462,777 | \$ 5,140,626 | \$ 1,305,766 | \$ 1,354,438 | \$ 1,411,367 | \$ 4,071,571 |
| Software: | | | | | | | | | | |
| Software License | 621,602 | 681,998 | 736,331 | 2,039,931 | 897,485 | 2,937,416 | 806,660 | 867,917 | 921,517 | 2,596,094 |
| Software Maintenance | 303,202 | 315,189 | 345,650 | 964,041 | 371,163 | 1,335,204 | 382,080 | 400,233 | 426,198 | 1,208,511 |
| Total Software License & Maintenance | 924,804 | 997,187 | 1,081,981 | 3,003,972 | 1,268,648 | 4,272,620 | 1,188,740 | 1,268,150 | 1,347,715 | 3,804,605 |
| Professional, Systems Maintenance and Other Services | 396,081 | 423,525 | 431,989 | 1,251,595 | 481,471 | 1,733,066 | 478,972 | 500,798 | 539,609 | 1,519,379 |
| | 2,547,813 | 2,572,312 | 2,813,291 | 7,933,416 | 3,212,896 | 11,146,312 | 2,973,478 | 3,123,386 | 3,298,691 | 9,395,555 |
| Other Businesses | 2,874 | 2,211 | 2,015 | 7,100 | 1,678 | 8,778 | 1,527 | 1,286 | 1,063 | 3,876 |
| Total Consolidated Revenues | \$ 2,550,687 | \$ 2,574,523 | \$ 2,815,306 | \$ 7,940,516 | \$ 3,214,574 | \$ 11,155,090 | \$ 2,975,005 | \$ 3,124,672 | \$ 3,299,754 | \$ 9,399,431 |
| Percentage impact to EMC revenue growth rate due to changes in exchange rates from the prior year | (2.1)% | (1.1)% | 0.7% | (0.8)% | 1.4% | (0.2)% | 2.1% | 2.1% | 1.8% | 2.0% |

EMC Corporation
Supplemental Financial Data
Revenue Analysis
(in thousands)
Unaudited

Supplemental Revenue Data

| | <u>Q1 2006</u> | <u>Q2 2006</u> | <u>Q3 2006</u> | <u>YTD 2006</u> | <u>Q4 2006</u> | <u>2006</u> | <u>Q1 2007</u> | <u>Q2 2007</u> | <u>Q3 2007</u> | <u>YTD 2007</u> |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Storage systems revenue | \$ 1,222,624 | \$ 1,147,892 | \$ 1,295,524 | \$ 3,666,040 | \$ 1,458,740 | \$ 5,124,780 | \$ 1,302,741 | \$ 1,347,357 | \$ 1,405,139 | \$ 4,055,237 |
| Storage software license revenue | 446,720 | 493,002 | 524,679 | 1,464,401 | 550,856 | 2,015,257 | 486,558 | 512,521 | 515,056 | 1,514,135 |
| Storage maintenance and services revenue | 583,010 | 610,015 | 619,496 | 1,812,521 | 656,020 | 2,468,541 | 637,629 | 668,140 | 703,092 | 2,008,861 |
| Total Storage revenue | <u>\$ 2,252,354</u> | <u>\$ 2,250,909</u> | <u>\$ 2,439,699</u> | <u>\$ 6,942,962</u> | <u>\$ 2,665,616</u> | <u>\$ 9,608,578</u> | <u>\$ 2,426,928</u> | <u>\$ 2,528,018</u> | <u>\$ 2,623,287</u> | <u>\$ 7,578,233</u> |
| Content Management and Archiving systems revenue | \$ 4,304 | \$ 3,708 | \$ 87 | \$ 8,099 | \$ 522 | \$ 8,621 | \$ 68 | \$ 1,708 | \$ 1,485 | \$ 3,261 |
| Content Management and Archiving Software license revenue | 83,038 | 75,161 | 59,092 | 217,291 | 106,302 | 323,593 | 68,472 | 69,046 | 79,247 | 216,765 |
| Content Management and Archiving maintenance and services revenue | 79,978 | 87,253 | 90,173 | 257,404 | 96,172 | 353,576 | 103,658 | 102,848 | 108,580 | 315,086 |
| Total Content Management and Archiving revenue | <u>\$ 167,320</u> | <u>\$ 166,122</u> | <u>\$ 149,352</u> | <u>\$ 482,794</u> | <u>\$ 202,996</u> | <u>\$ 685,790</u> | <u>\$ 172,198</u> | <u>\$ 173,602</u> | <u>\$ 189,312</u> | <u>\$ 535,112</u> |
| Security systems revenue | \$ - | \$ - | \$ 3,710 | \$ 3,710 | \$ 3,515 | \$ 7,225 | \$ 2,958 | \$ 5,373 | \$ 4,743 | \$ 13,074 |
| Security software license revenue | - | - | 27,084 | 27,084 | 76,835 | 103,919 | 81,934 | 81,300 | 82,979 | 246,213 |
| Security maintenance and services revenue | - | - | 6,961 | 6,961 | 33,581 | 40,542 | 34,969 | 38,282 | 45,142 | 118,393 |
| Total Security revenue | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 37,755</u> | <u>\$ 37,755</u> | <u>\$ 113,931</u> | <u>\$ 151,686</u> | <u>\$ 119,861</u> | <u>\$ 124,955</u> | <u>\$ 132,864</u> | <u>\$ 377,680</u> |
| VMware software license revenue | \$ 91,844 | \$ 113,835 | \$ 125,476 | \$ 331,155 | \$ 163,492 | \$ 494,647 | \$ 169,696 | \$ 205,050 | \$ 244,235 | \$ 618,981 |
| VMware maintenance and services revenue | 39,169 | 43,657 | 63,024 | 145,850 | 68,539 | 214,389 | 86,322 | 93,047 | 110,056 | 289,425 |
| Total VMware revenue | <u>\$ 131,013</u> | <u>\$ 157,492</u> | <u>\$ 188,500</u> | <u>\$ 477,005</u> | <u>\$ 232,031</u> | <u>\$ 709,036</u> | <u>\$ 256,018</u> | <u>\$ 298,097</u> | <u>\$ 354,291</u> | <u>\$ 908,406</u> |