

EMC is the world's leading information storage solutions company

Our strategy

EMC is the only company 100 percent dedicated to automated networked storage.

Our industry-leading portfolio

EMC offers the world's most advanced, comprehensive, and open storage platforms, software, and services. We have introduced new-generation storage architectures that deliver unmatched levels of performance and reliability, the industry's most functional software, and services that help customers apply our technology for a rapid return on investment.

Our value to customers

Automated networked storage makes it easier and more cost-effective for people and organizations of all sizes to protect, manage, and share all of their critical information online. That way they can increase their agility, lower their costs, and raise their productivity.

With EMC Automated Networked Storage, organizations reduce costs through resource **consolidation**, manage complexity through a single point of **control**, and protect their online information to ensure business **continuity**.

EMC AUTOMATED NETWORKED STORAGE

Open Software
Manages information regardless of where it resides

Platform Software
Manages information on EMC storage

Networked Access

Connectrix Celerra NS600 Celerra CNS Centera

Storage Platforms

CLARiiON CX Series Symmetrix DMX Series

Services

- Consulting
- Planning and Design
- Implementation and Integration
- Ongoing Service and Support
- Knowledge Transfer

The industry's most advanced automated software tools streamline the task of managing information, enabling growing companies with small IT staffs to manage a complete storage infrastructure and global corporations to run their large data centers with just a handful of people.

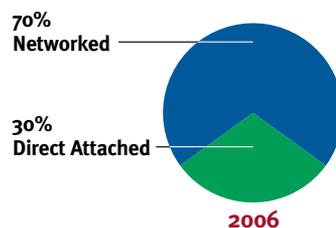
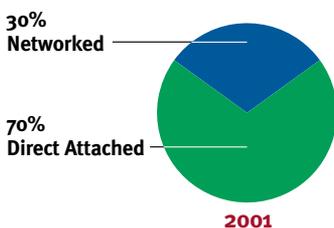
Networked access connects people anywhere to information in any digital format—both fixed content and dynamically changing data.

The industry's most complete line of high performance, high availability, networked storage platforms handle a wide range of customer price/performance requirements, at prices spanning \$25,000 to \$2.5 million.

Services keep the storage environment running optimally around the clock and help our customers design, implement, integrate, and support their automated networked storage solutions.

Networked storage: The future of information storage

Worldwide disk storage market

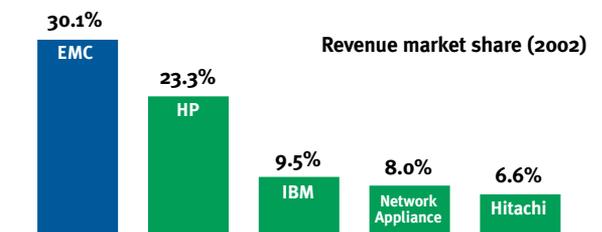


Source: Gartner, Inc.

Nearly three-quarters of EMC's 2002 product revenues came from networked storage.

EMC: The world's #1 provider of networked storage in 2002

Worldwide networked storage (Open SAN & NAS)



Source: IDC's Worldwide Disk Storage Systems Quarterly Tracker, March 2003

EMC is where information lives

The world runs on stored information

Our world today depends on fast, reliable access to online information: airline reservation and telephone billing systems, e-commerce, ATMs, product designs, inventory management, e-mail archives, Web portals, patient records, credit cards, life sciences, global capital markets.

Storage innovation demands specialization

We are the world's top storage specialists.

- Storage is our exclusive focus with two decades of accumulated expertise
- World's #1 provider of external RAID storage systems in 2002, for the 6th consecutive year
- Our investment in intelligent storage R&D is several times larger than our closest competitor
- More than 4,000 storage-focused engineers
- 7,500 services professionals on duty around the world
- 180,000 storage platforms installed globally
- 1,300 approved or pending storage-related patents

The global leader in the industry we pioneered

For more than two decades, we have focused on bringing to market new storage technologies that help customers gain ever faster and more reliable access to more of their information while making it easier and more cost-effective to manage their storage environments. Our innovation track record is one of constantly extending what storage can do.

2002: Automated Networked Storage—delivering consolidation, control, continuity

2001: AutoIS open software—making anyone's networked storage simple, automated, and open

1999: Networked information storage—unifying all information in a single infrastructure

1995: Open enterprise storage and software—protecting, managing, sharing information across the organization

1991: Intelligent storage arrays—speeding access to information

1979: Enduring mission—the safeguarding of information

Shaping the future of information management

We are focused on helping organizations manage their information automatically and proactively, from the moment it is created until it is deleted or permanently archived, so that customers can harness the power of all their information. To that end, we are doing pioneering work in several areas, including the creation of automated and self-healing storage environments. We are automating more of the labor-intensive, error-prone processes involved in managing information, with the goal of enabling a single person to manage 1,000 terabytes of information by the end of this decade—or 100 times more than can be handled today. We are also working to create self-healing storage environments that will guarantee that critical business applications and information are always available to users—100 percent application uptime.

The year ahead

In 2003, EMC is committed to growing faster than the industry and gaining share in every one of our key markets. We will continue to drive down operating costs and expect 2003 to be a year of profitable growth.

This 2002 Overview contains "forward-looking statements" as defined under the Federal Securities Laws. Actual results could differ materially from those projected in the forward-looking statements as a result of certain risk factors, including but not limited to: (i) adverse changes in general economic or market conditions; (ii) delays or reductions in information technology spending; (iii) the transition to new products, the uncertainty of customer acceptance of new product offerings, and rapid technological and market change; (iv) insufficient, excess or obsolete inventory; (v) competitive factors, including but not limited to pricing pressures; (vi) component quality and availability; (vii) the relative and varying rates of product price and component cost declines; (viii) war or acts of terrorism; (ix) the ability to attract and retain highly qualified employees; (x) fluctuating currency exchange rates; (xi) risks associated with strategic investments and acquisitions; and (xii) other one-time events and other important factors disclosed previously and from time to time in EMC's filings with the U.S. Securities and Exchange Commission. The forward-looking statements regarding operating costs and profitable growth do not include any restructuring charges or the potential impact of any mergers, acquisitions, divestitures or business combinations that may be completed in 2003.

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