

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

	Three Months Ended		Nine Months Ended	
	September 30, 2010	September 30, 2009	September 30, 2010	September 30, 2009
Revenues:				
Product sales	\$ 2,675,925	\$ 2,200,581	\$ 7,707,958	\$ 6,174,971
Services	1,536,346	1,317,049	4,418,502	3,750,773
	<u>4,212,271</u>	<u>3,517,630</u>	<u>12,126,460</u>	<u>9,925,744</u>
Cost and expenses:				
Cost of product sales	1,194,297	1,107,400	3,513,961	3,177,935
Cost of services	531,000	470,013	1,547,807	1,380,559
Research and development	483,264	422,092	1,395,922	1,203,266
Selling, general and administrative	1,343,325	1,177,775	3,888,260	3,253,752
Restructuring and acquisition-related charges	12,561	34,781	40,902	83,587
			<u>10,000,852</u>	<u>8,923,139</u>
Operating income	647,824	305,569	1,739,608	826,645
Non-operating (expense) income:				
Investment income	40,563	38,106	104,198	109,293
Interest expense	(44,827)	(46,227)	(132,539)	(135,928)
Other (expense) income, net	(5,823)	28,022	(12,714)	17,281
Total non-operating (expense) income	<u>(10,087)</u>	<u>19,901</u>	<u>(41,055)</u>	<u>(9,354)</u>
Income before provision for income taxes	637,737	325,470	1,698,553	817,291
Income tax provision	<u>148,663</u>	<u>20,602</u>	<u>381,292</u>	<u>96,462</u>
Net income	489,074	304,868	1,317,261	720,829
Less: Net income attributable to the non-controlling interest in VMware, Inc.	<u>(16,558)</u>	<u>(6,688)</u>	<u>(45,825)</u>	<u>(23,348)</u>
Net income attributable to EMC Corporation	<u>\$ 472,516</u>	<u>\$ 298,180</u>	<u>\$ 1,271,436</u>	<u>\$ 697,481</u>
Net income per weighted average share, basic attributable to EMC Corporation common shareholders	<u>\$ 0.23</u>	<u>\$ 0.15</u>	<u>\$ 0.62</u>	<u>\$ 0.35</u>
Net income per weighted average share, diluted attributable to EMC Corporation common shareholders	<u>\$ 0.22</u>	<u>\$ 0.14</u>	<u>\$ 0.59</u>	<u>\$ 0.34</u>
Weighted average shares, basic	2,055,876	2,027,347	2,053,026	2,015,920
Weighted average shares, diluted	2,146,753	2,065,951	2,132,948	2,038,984

Reconciliation of GAAP to Non-GAAP
For the Three Months Ended September 30, 2010
(in thousands, except per share amounts)
Unaudited

	Revenue	Cost of Revenue	Research and Development	Selling, General and Administrative	Restructuring and Acquisition-Related Charges	Operating Income	Other (Expense) Income, net	Income Before Taxes	Income Tax Provision	Net Income	Net Income Attributable to VMware	Net Income Attributable to EMC	Net Income per Weighted Average Share, Basic	Net Income per Weighted Average Share, Diluted
EMC Consolidated GAAP	\$ 4,212,271	\$ 1,725,297	\$ 483,264	\$ 1,343,325	\$ 12,561	\$ 647,824	\$ (10,087)	\$ 637,737	\$ 148,663	\$ 489,074	\$ (16,558)	\$ 472,516	\$ 0.230	\$ 0.219
Restructuring and acquisition-related charges	-	-	-	-	(12,561)	12,561	-	12,561	2,222	10,339	(202)	10,137	\$ 0.005	\$ 0.005
EMC Consolidated Adjusted (1)	4,212,271	1,725,297	483,264	1,343,325	-	660,385	(10,087)	650,298	150,885	499,413	(16,760)	482,653	\$ 0.235	\$ 0.224
Stock-based compensation expense	-	(27,871)	(66,387)	(77,513)	-	171,771	406	172,177	41,525	130,652	(12,913)	117,739	\$ 0.057	\$ 0.055
Intangible asset amortization	-	(32,342)	(6,456)	(34,631)	-	73,429	-	73,429	22,606	50,823	(1,802)	49,021	\$ 0.024	\$ 0.023
EMC Consolidated Non-GAAP (2)	\$ 4,212,271	\$ 1,665,084	\$ 410,421	\$ 1,231,181	\$ -	\$ 905,585	\$ (9,681)	\$ 895,904	\$ 215,016	\$ 680,888	\$ (31,475)	\$ 649,413	\$ 0.316	\$ 0.301

EMC Information Infrastructure GAAP	\$ 3,500,812	\$ 1,598,897	\$ 309,800	\$ 1,027,760	\$ 11,527	\$ 552,828	\$ (12,100)	\$ 540,728	\$ 136,450	\$ 404,278	\$ -	\$ 404,278	\$ 0.197	\$ 0.188
Restructuring and acquisition-related charges	-	-	-	-	(11,527)	11,527	-	11,527	2,222	9,305	-	9,305	\$ 0.005	\$ 0.004
EMC Information Infrastructure Adjusted (3)	3,500,812	1,598,897	309,800	1,027,760	-	564,355	(12,100)	552,255	138,672	413,583	-	413,583	\$ 0.201	\$ 0.193
Stock-based compensation expense	-	(18,285)	(23,474)	(51,763)	-	93,522	406	93,928	29,259	64,669	-	64,669	\$ 0.031	\$ 0.030
Intangible asset amortization	-	(24,182)	(5,829)	(33,498)	-	63,509	-	63,509	21,893	41,616	-	41,616	\$ 0.020	\$ 0.019
EMC Information Infrastructure Non-GAAP (4)	\$ 3,500,812	\$ 1,556,430	\$ 280,497	\$ 942,499	\$ -	\$ 721,386	\$ (11,694)	\$ 709,692	\$ 189,824	\$ 519,868	\$ -	\$ 519,868	\$ 0.253	\$ 0.242

VMware standalone GAAP	\$ 714,245	\$ 126,562	\$ 175,429	\$ 318,242	\$ -	\$ 94,012	\$ 2,733	\$ 96,745	\$ 12,145	\$ 84,600	\$ -	\$ 84,600	\$ 0.041	\$ 0.039
GAAP adjustments and eliminations	(2,786)	(162)	(1,965)	(2,677)	1,034	984	(720)	264	68	196	(16,558)	(16,362)	\$ (0.008)	\$ (0.009)
VMware within EMC GAAP (5)	711,459	126,400	173,464	315,565	1,034	94,996	2,013	97,009	12,213	84,796	(16,558)	68,238	\$ 0.033	\$ 0.031
Acquisition-related charges	-	-	-	-	(1,034)	1,034	-	1,034	-	1,034	(202)	832	\$ 0.000	\$ 0.000
VMware within EMC Adjusted (6)	711,459	126,400	173,464	315,565	-	96,030	2,013	98,043	12,213	85,830	(16,760)	69,070	\$ 0.034	\$ 0.031
Stock-based compensation expense	-	(9,586)	(42,913)	(25,750)	-	78,249	-	78,249	12,266	65,983	(12,913)	53,070	\$ 0.026	\$ 0.025
Intangible asset amortization	-	(8,160)	(627)	(1,133)	-	9,920	-	9,920	713	9,207	(1,802)	7,405	\$ 0.004	\$ 0.003
VMware within EMC Non-GAAP (7)	\$ 711,459	\$ 108,654	\$ 129,924	\$ 288,682	\$ -	\$ 184,199	\$ 2,013	\$ 186,212	\$ 25,192	\$ 161,020	\$ (31,475)	\$ 129,545	\$ 0.063	\$ 0.059

Wtd. Average Share O/S 2,055,876 2,146,753

Reconciliation of GAAP to Non-GAAP
For the Three Months Ended September 30, 2010
(in thousands, except per share amounts)
Unaudited
(Continued)

The following costs are included in EMC Consolidated Non-GAAP and EMC Information Infrastructure Non-GAAP results:

	Revenue	Cost of Revenue	Research and Development	Selling, General and Administrative	Restructuring and Acquisition-Related Charges	Operating Income	Other (Expense) Income, net	Income Before Taxes	Income Tax Provision	Net Income	Net Income Attributable to VMware	Net Income Attributable to EMC	Net Income per Weighted Average Share, Basic	Net Income per Weighted Average Share, Diluted
Non-cash interest expense on convertible debt (8)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (26,559)	\$ (26,559)	\$ (9,581)	\$ (16,978)	\$ -	\$ (16,978)	\$ (0.008)	\$ (0.008)
Transition costs (9)	-	536	1,093	6,183	-	(7,812)	-	(7,812)	(2,238)	(5,574)	-	(5,574)	(0.003)	(0.003)
	\$ -	\$ 536	\$ 1,093	\$ 6,183	\$ -	\$ (7,812)	\$ (26,559)	\$ (34,371)	\$ (11,819)	\$ (22,552)	\$ -	\$ (22,552)	\$ (0.011)	\$ (0.011)

- (1) Represents EMC Consolidated GAAP excluding restructuring and acquisition-related charges.
- (2) Represents EMC Consolidated Adjusted excluding stock-based compensation expense and intangible asset amortization.
- (3) Represents EMC Information Infrastructure GAAP excluding restructuring and acquisition-related charges.
- (4) Represents EMC Information Infrastructure Adjusted excluding stock-based compensation expense and intangible asset amortization.
- (5) Represents VMware within EMC GAAP.
- (6) Represents VMware within EMC GAAP excluding acquisition-related charges.
- (7) Represents VMware within EMC Adjusted excluding stock-based compensation expense and intangible asset amortization.
- (8) Represents the non-cash interest charge associated with our convertible senior notes due 2011 and 2013 totaling \$3,450 million.
- (9) Represents incremental costs incurred to transform our current cost structure to a more streamlined cost structure.

Note: schedule may not add due to rounding

Reconciliation of GAAP to Non-GAAP
For the Three Months Ended September 30, 2009
(in thousands, except per share amounts)
Unaudited

	Revenue	Cost of Revenue	Research and Development	Selling, General and Administrative	Restructuring and Acquisition-Related Charges	Operating Income	Other Income (Expense), net	Income Before Taxes	Income Tax Provision	Net Income	Net Income Attributable to VMware	Net Income Attributable to EMC	Net Income per Weighted Average Share, Basic	Net Income per Weighted Average Share, Diluted
EMC Consolidated GAAP	\$ 3,517,630	\$ 1,577,413	\$ 422,092	\$ 1,177,775	\$ 34,781	\$ 305,569	\$ 19,901	\$ 325,470	\$ 20,602	\$ 304,868	\$ (6,688)	\$ 298,180	\$ 0.147	\$ 0.144
Gain on Data Domain and SpringSource common stock	-	-	-	-	-	-	(25,822)	(25,822)	-	(25,822)	1,025	(24,797)	\$ (0.012)	\$ (0.012)
Restructuring and acquisition-related charges	-	(12,485)	-	-	(34,781)	47,266	-	47,266	14,724	32,542	(135)	32,407	\$ 0.016	\$ 0.016
EMC Consolidated Adjusted (1)	3,517,630	1,564,928	422,092	1,177,775	-	352,835	(5,921)	346,914	35,326	311,588	(5,798)	305,790	\$ 0.151	\$ 0.148
Stock-based compensation expense	-	(27,106)	(62,557)	(99,915)	-	189,578	-	189,578	47,078	142,500	(9,181)	133,319	\$ 0.066	\$ 0.065
Intangible asset amortization	-	(34,121)	(3,261)	(25,903)	-	63,285	-	63,285	21,651	41,634	(405)	41,229	\$ 0.020	\$ 0.020
EMC Consolidated Non-GAAP (2)	\$ 3,517,630	\$ 1,503,701	\$ 356,274	\$ 1,051,957	\$ -	\$ 605,698	\$ (5,921)	\$ 599,777	\$ 104,055	\$ 495,722	\$ (15,384)	\$ 480,338	\$ 0.237	\$ 0.232

EMC Information Infrastructure GAAP	\$ 3,028,725	\$ 1,481,485	\$ 289,715	\$ 944,637	\$ 34,008	\$ 278,880	\$ 14,334	\$ 293,214	\$ 26,897	\$ 266,317	\$ -	\$ 266,317	\$ 0.131	\$ 0.129
Gain on Data Domain common stock	-	-	-	-	-	-	(19,963)	(19,963)	-	(19,963)	-	(19,963)	\$ (0.010)	\$ (0.010)
Restructuring and acquisition-related charges	-	(12,485)	-	-	(34,008)	46,493	-	46,493	14,724	31,769	-	31,769	\$ 0.016	\$ 0.015
EMC Information Infrastructure Adjusted (3)	3,028,725	1,469,000	289,715	944,637	-	325,373	(5,629)	319,744	41,621	278,123	-	278,123	\$ 0.137	\$ 0.135
Stock-based compensation expense	-	(17,608)	(28,307)	(76,146)	-	122,061	-	122,061	32,023	90,038	-	90,038	\$ 0.044	\$ 0.044
Intangible asset amortization	-	(31,228)	(3,221)	(25,389)	-	59,838	-	59,838	20,518	39,320	-	39,320	\$ 0.019	\$ 0.019
EMC Information Infrastructure Non-GAAP (4)	\$ 3,028,725	\$ 1,420,164	\$ 258,187	\$ 843,102	\$ -	\$ 507,272	\$ (5,629)	\$ 501,643	\$ 94,162	\$ 407,481	\$ -	\$ 407,481	\$ 0.201	\$ 0.197

VMware standalone GAAP	\$ 489,751	\$ 96,073	\$ 133,509	\$ 236,933	\$ -	\$ 23,236	\$ 8,638	\$ 31,874	\$ (6,345)	\$ 38,219	\$ -	\$ 38,219	\$ 0.019	\$ 0.018
GAAP adjustments and eliminations	(846)	(145)	(1,132)	(3,795)	773	3,453	(3,071)	382	50	332	(6,688)	(6,356)	\$ (0.003)	\$ (0.003)
VMware within EMC GAAP (5)	488,905	95,928	132,377	233,138	773	26,689	5,567	32,256	(6,295)	38,551	(6,688)	31,863	\$ 0.016	\$ 0.015
Gain on SpringSource common stock	-	-	-	-	-	-	(5,859)	(5,859)	-	(5,859)	1,025	(4,834)	\$ (0.002)	\$ (0.002)
Acquisition-related charges	-	-	-	-	(773)	773	-	773	-	773	(135)	638	\$ -	\$ -
VMware within EMC Adjusted (6)	488,905	95,928	132,377	233,138	-	27,462	(292)	27,170	(6,295)	33,465	(5,798)	27,667	\$ 0.014	\$ 0.013
Stock-based compensation expense	-	(9,498)	(34,250)	(23,769)	-	67,517	-	67,517	15,055	52,462	(9,181)	43,281	\$ 0.021	\$ 0.021
Intangible asset amortization	-	(2,893)	(40)	(514)	-	3,447	-	3,447	1,133	2,314	(405)	1,909	\$ 0.001	\$ 0.001
VMware within EMC Non-GAAP (7)	\$ 488,905	\$ 83,537	\$ 98,087	\$ 208,855	\$ -	\$ 98,426	\$ (292)	\$ 98,134	\$ 9,893	\$ 88,241	\$ (15,384)	\$ 72,857	\$ 0.036	\$ 0.035

Wtd. Average Share O/S 2,027,347 2,065,951

Reconciliation of GAAP to Non-GAAP
For the Three Months Ended September 30, 2009
(in thousands, except per share amounts)
Unaudited
(Continued)

The following costs are included in EMC Consolidated Non-GAAP and EMC Information Infrastructure Non-GAAP results

	Revenue	Cost of Revenue	Research and Development	Selling, General and Administrative	Restructuring and Acquisition-Related Charges	Operating Income	Other Income (Expense), net	Income Before Taxes	Income Tax Provision	Net Income	Net Income Attributable to VMware	Net Income Attributable to EMC	Net Income per Weighted Average Share, Basic	Net Income per Weighted Average Share, Diluted
Non-cash interest expense on convertible debt (8)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (27,483)	\$ (27,483)	\$ (9,153)	\$ (18,330)	\$ -	\$ (18,330)	\$ (0.009)	\$ (0.009)
Transition costs (9)	-	789	3,159	12,825	-	(16,773)	-	(16,773)	(4,943)	(11,830)	-	(11,830)	(0.006)	(0.006)
	<u>\$ -</u>	<u>\$ 789</u>	<u>\$ 3,159</u>	<u>\$ 12,825</u>	<u>\$ -</u>	<u>\$ (16,773)</u>	<u>\$ (27,483)</u>	<u>\$ (44,256)</u>	<u>\$ (14,096)</u>	<u>\$ (30,160)</u>	<u>\$ -</u>	<u>\$ (30,160)</u>	<u>\$ (0.015)</u>	<u>\$ (0.015)</u>

- (1) Represents EMC Consolidated GAAP excluding gain on Data Domain and SpringSource common stock and restructuring and acquisition-related charges.
(2) Represents EMC Consolidated Adjusted excluding stock-based compensation expense and intangible asset amortization.
(3) Represents EMC Information Infrastructure GAAP excluding gain on Data Domain common stock and restructuring and acquisition-related charges.
(4) Represents EMC Information Infrastructure Adjusted excluding stock-based compensation expense and intangible asset amortization.
(5) Represents VMware within EMC GAAP.
(6) Represents VMware within EMC GAAP excluding gain on SpringSource common stock and acquisition-related charges.
(7) Represents VMware within EMC adjusted excluding stock-based compensation expense and intangible asset amortization.
(8) Represents the non-cash interest charge associated with our convertible senior notes due 2011 and 2013 totaling \$3,450 million.
(9) Represents incremental costs incurred to transform our current cost structure to a more streamlined cost structure.

Note: schedule may not add due to rounding

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

	September 30, 2010	December 31, 2009
	(unaudited)	
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 4,940,592	\$ 6,302,499
Short-term investments	1,712,410	392,839
Accounts and notes receivable, less allowance for doubtful accounts of \$56,763 and \$47,414	2,120,679	2,108,575
Inventories	838,622	886,289
Deferred income taxes	596,568	564,174
Other current assets	387,362	283,926
Total current assets	10,596,233	10,538,302
Long-term investments	3,860,062	2,692,323
Property, plant and equipment, net	2,430,679	2,224,346
Intangible assets, net	1,213,680	1,185,632
Goodwill	9,787,321	9,210,376
Other assets, net	1,038,933	961,024
Total assets	\$ 28,926,908	\$ 26,812,003

LIABILITIES & SHAREHOLDERS' EQUITY

Current liabilities:		
Accounts payable	\$ 827,181	\$ 899,298
Accrued expenses	2,033,790	1,944,210
Income taxes payable	46,055	41,691
Deferred revenue	2,641,559	2,262,968
Total current liabilities	5,548,585	5,148,167
Income taxes payable	253,075	235,976
Deferred revenue	1,628,473	1,373,798
Deferred income taxes	605,400	708,378
Long-term convertible debt	3,185,417	3,100,290
Other liabilities	186,122	184,920
Total liabilities	11,407,072	10,751,529

Commitments and contingencies

Shareholders' equity:

Preferred stock, par value \$0.01; authorized 25,000 shares; none outstanding	-	-
Common stock, par value \$0.01; authorized 6,000,000 shares; issued 2,060,396 and 2,052,441 shares	20,604	20,524
Additional paid-in capital	3,886,415	3,875,791
Retained earnings	13,030,725	11,759,289
Accumulated other comprehensive loss, net	(120,268)	(105,722)
Total EMC Corporation's shareholders' equity	16,817,476	15,549,882
Non-controlling interest in VMware, Inc.	702,360	510,592
Total shareholders' equity	17,519,836	16,060,474
Total liabilities and shareholders' equity	\$ 28,926,908	\$ 26,812,003

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

	Nine Months Ended	
	September 30,	September 30,
	2010	2009
Cash flows from operating activities:		
Cash received from customers	\$ 12,733,156	\$ 10,600,727
Cash paid to suppliers and employees	(9,567,360)	(8,098,216)
Dividends and interest received	92,834	95,024
Interest paid	(41,621)	(39,550)
Income taxes paid	(180,403)	(232,257)
Net cash provided by operating activities	<u>3,036,606</u>	<u>2,325,728</u>
Cash flows from investing activities:		
Additions to property, plant and equipment	(541,866)	(277,589)
Capitalized software development costs	(272,492)	(222,432)
Purchases of short and long-term available-for-sale securities	(5,091,454)	(4,224,872)
Sales of short and long-term available-for-sale securities	2,624,509	4,880,173
Business acquisitions, net of cash acquired	(851,380)	(2,664,141)
Increase in strategic and other related investments	(5,642)	(152,667)
Net cash used in investing activities	<u>(4,138,325)</u>	<u>(2,661,528)</u>
Cash flows from financing activities:		
Issuance of EMC's common stock from the exercise of stock options	552,846	226,276
Issuance of VMware's common stock from the exercise of stock options	355,846	166,523
EMC repurchase of EMC's common stock	(800,267)	-
EMC purchase of VMware's common stock	(289,587)	-
VMware repurchase of VMware's common stock	(285,940)	-
Payments on securities lending	-	(412,321)
Excess tax benefits from stock-based compensation	210,711	25,355
Payment of long-term and short-term obligations	(3,755)	(19,836)
Proceeds from long-term and short-term obligations	1,116	1,615
Net cash used in financing activities	<u>(259,030)</u>	<u>(12,388)</u>
Effect of exchange rate changes on cash and cash equivalents	<u>(1,158)</u>	<u>22,862</u>
Net decrease in cash and cash equivalents	(1,361,907)	(325,326)
Cash and cash equivalents at beginning of period	<u>6,302,499</u>	<u>5,843,685</u>
Cash and cash equivalents at end of period	<u>4,940,592</u>	<u>5,518,359</u>
Reconciliation of net income to net cash provided by operating activities:		
Net income	\$ 1,317,261	\$ 720,829
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	862,964	791,043
Non-cash interest expense on convertible debt	78,731	80,562
Non-cash restructuring and other special charges	3,114	22,138
Stock-based compensation expense	484,141	420,947
Provision for doubtful accounts	18,599	15,160
Deferred income taxes, net	(41,355)	8,101
Excess tax benefits from stock-based compensation	(210,711)	(25,355)
Gain on Data Domain and SpringSource common stock	-	(25,822)
Other	(9,192)	(13,567)
Changes in assets and liabilities, net of acquisitions:		
Accounts and notes receivable	(14,380)	455,116
Inventories	(55,862)	(61,265)
Other assets	(127,401)	(35,483)
Accounts payable	(71,839)	66,868
Accrued expenses	(38,343)	(175,982)
Income taxes payable	242,244	(143,896)
Deferred revenue	602,477	204,707
Other liabilities	(3,842)	21,627
Net cash provided by operating activities	<u>\$ 3,036,606</u>	<u>\$ 2,325,728</u>

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

	Nine Months Ended		Three Months Ended	
	September 30, 2010	September 30, 2009	September 30, 2010	September 30, 2009
EMC Consolidated				
Cash flow from Operations	\$ 3,036,606	\$ 2,325,728	\$ 962,400	\$ 887,649
Capital Expenditures	(541,866)	(277,589)	(240,674)	(72,077)
Capitalized Software	(272,492)	(222,432)	(86,858)	(70,658)
Free Cash Flow	<u>\$ 2,222,248</u>	<u>\$ 1,825,707</u>	<u>\$ 634,868</u>	<u>\$ 744,914</u>

EMC Corporation
Reconciliation of GAAP to Non-GAAP Tax Rate
(in thousands)
Unaudited

For the three months ended September 30, 2010

	<u>Income Before Tax</u>	<u>Tax Provision</u>	<u>Tax Rate</u>
EMC Consolidated GAAP	\$ 637,737	\$ 148,663	23%
Stock-based compensation expense	172,177	41,525	24%
Intangible asset amortization	73,429	22,606	31%
Restructuring and acquisition-related charges	12,561	2,222	18%
EMC Consolidated Non-GAAP	<u>\$ 895,904</u>	<u>\$ 215,016</u>	24%

**EMC Corporation
Supplemental
Revenue Analysis
(in thousands)
Unaudited**

Supplemental Revenue Data

	Q1 2009	Q2 2009	Q3 2009	Q4 2009	FY 2009	Q1 2010	Q2 2010	Q3 2010	YTD 2010
Storage:									
Product Revenue	\$ 1,572,408	\$ 1,632,309	\$ 1,818,230	\$ 2,175,104	\$ 7,198,051	\$ 2,017,314	\$ 2,076,855	\$ 2,172,875	\$ 6,267,044
Services Revenue	790,932	842,558	880,807	947,061	3,461,358	901,781	922,067	966,414	2,790,262
Total Storage Revenue	\$ 2,363,340	\$ 2,474,867	\$ 2,699,037	\$ 3,122,165	\$ 10,659,409	\$ 2,919,095	\$ 2,998,922	\$ 3,139,289	\$ 9,057,306
Information Intelligence Group:									
Product Revenue	\$ 58,710	\$ 60,792	\$ 58,209	\$ 83,125	\$ 260,836	\$ 63,662	\$ 62,329	\$ 59,078	\$ 185,069
Services Revenue	115,605	119,445	118,979	124,724	478,753	114,502	116,105	116,713	347,320
Total Information Intelligence Group Revenue	\$ 174,315	\$ 180,237	\$ 177,188	\$ 207,849	\$ 739,589	\$ 178,164	\$ 178,434	\$ 175,791	\$ 532,389
Security:									
Product Revenue	\$ 80,671	\$ 84,080	\$ 84,080	\$ 91,441	\$ 340,272	\$ 85,814	\$ 90,876	\$ 102,442	\$ 279,132
Services Revenue	62,035	63,055	68,420	72,168	265,678	75,654	82,460	83,290	241,404
Total Security Revenue	\$ 142,706	\$ 147,135	\$ 152,500	\$ 163,609	\$ 605,950	\$ 161,468	\$ 173,336	\$ 185,732	\$ 520,536
EMC Information Infrastructure:									
Product Revenue	\$ 1,711,789	\$ 1,777,181	\$ 1,960,519	\$ 2,349,670	\$ 7,799,159	\$ 2,166,790	\$ 2,230,060	\$ 2,334,395	\$ 6,731,245
Services Revenue	968,572	1,025,058	1,068,206	1,143,953	4,205,789	1,091,937	1,120,632	1,166,417	3,378,986
Total EMC Information Infrastructure Revenue	\$ 2,680,361	\$ 2,802,239	\$ 3,028,725	\$ 3,493,623	\$ 12,004,948	\$ 3,258,727	\$ 3,350,692	\$ 3,500,812	\$ 10,110,231
VMware:									
Product Revenue	\$ 257,331	\$ 228,089	\$ 240,062	\$ 303,504	\$ 1,028,986	\$ 311,927	\$ 323,256	\$ 341,530	\$ 976,713
Services Revenue	213,070	227,024	248,843	303,039	991,976	320,038	349,549	369,929	1,039,516
Total VMware Revenue	\$ 470,401	\$ 455,113	\$ 488,905	\$ 606,543	\$ 2,020,962	\$ 631,965	\$ 672,805	\$ 711,459	\$ 2,016,229
Consolidated Revenues:									
Product Revenue	\$ 1,969,120	\$ 2,005,270	\$ 2,200,581	\$ 2,653,174	\$ 8,828,145	\$ 2,478,717	\$ 2,553,316	\$ 2,675,925	\$ 7,707,958
Services Revenue	1,181,642	1,252,082	1,317,049	1,446,992	5,197,765	1,411,975	1,470,181	1,536,346	4,418,502
Total Consolidated Revenues	\$ 3,150,762	\$ 3,257,352	\$ 3,517,630	\$ 4,100,166	\$ 14,025,910	\$ 3,890,692	\$ 4,023,497	\$ 4,212,271	\$ 12,126,460

Percentage impact to EMC revenue growth rate due to changes in exchange rates from the prior year	(3.5)%	(3.7)%	(1.3)%	2.5%	(1.4)%	2.4%	0.0%	(0.6)%	0.6%
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EMC Corporation
Reconciliation of Gross Margin GAAP to Non-GAAP
(in thousands)
Unaudited

	<u>Q3 2010</u>	<u>Q3 2009</u>
Gross Margin GAAP	\$ 2,486,974	\$ 1,940,217
Restructuring and acquisition-related charges	-	12,485
Stock-based compensation expense	27,871	27,106
Intangible asset amortization	<u>32,342</u>	<u>34,121</u>
Gross Margin Non-GAAP	<u>\$ 2,547,187</u>	<u>\$ 2,013,929</u>
Revenues	\$ 4,212,271	\$ 3,517,630
% GAAP	59.0%	55.2%
% Non-GAAP	60.5%	57.3%

EMC Corporation
Reconciliation of Operating Margin GAAP to Non-GAAP
(in thousands)
Unaudited

	<u>Q3 2010</u>	<u>Q3 2009</u>
Operating Margin GAAP	\$ 647,824	\$ 305,569
Restructuring and acquisition-related charges	12,561	47,266
Stock-based compensation expense	171,771	189,578
Intangible asset amortization	<u>73,429</u>	<u>63,285</u>
Operating Margin Non-GAAP	<u>\$ 905,585</u>	<u>\$ 605,698</u>
Revenues	\$ 4,212,271	\$ 3,517,630
% GAAP	15.4%	8.7%
% Non-GAAP	21.5%	17.2%

EMC Corporation
 Reconciliation of EMC's Compounded Annual Growth Rate
 (in thousands)
 Unaudited

	<u>Actual</u> <u>2004</u>	<u>Guidance</u> <u>2010</u>	<u>Guidance</u> <u>CAGR</u>
GAAP diluted earnings per share	\$ 0.36	\$ 0.91	17%
Restructuring and acquisition-related charges	0.01	0.02	9%
Stock-based compensation expense	0.02	0.23	55%
Intangible asset amortization	0.03	0.09	21%
Non-GAAP diluted earnings per share	<u>\$ 0.41</u>	<u>\$ 1.25</u>	20%

Schedule may not add due to rounding