

EMC CORPORATION
Consolidated Income Statements
(in millions, except per share amounts)
(unaudited)

	Three Months Ended		Twelve Months Ended	
	December 31, 2015	December 31, 2014	December 31, 2015	December 31, 2014
Revenues:				
Product sales	\$ 4,114	\$ 4,322	\$ 13,514	\$ 14,051
Services	2,900	2,726	11,190	10,389
	<u>7,014</u>	<u>7,048</u>	<u>24,704</u>	<u>24,440</u>
Cost and expenses:				
Cost of product sales	1,667	1,669	5,809	5,738
Cost of services	987	874	3,904	3,453
Research and development	795	752	3,167	2,991
Selling, general and administrative	2,248	2,131	8,533	7,982
Restructuring and acquisition-related charges	224	52	450	239
Operating income	<u>1,093</u>	<u>1,570</u>	<u>2,841</u>	<u>4,037</u>
Non-operating income (expense):				
Investment income	19	24	94	123
Interest expense	(42)	(39)	(164)	(147)
Other income (expense), net	53	(6)	111	(251)
Total non-operating income (expense)	<u>30</u>	<u>(21)</u>	<u>41</u>	<u>(275)</u>
Income before provision for income taxes	1,123	1,549	2,882	3,762
Income tax provision	<u>290</u>	<u>336</u>	<u>710</u>	<u>868</u>
Net income	833	1,213	2,172	2,894
Less: Net income attributable to the non-controlling interests	<u>(62)</u>	<u>(66)</u>	<u>(182)</u>	<u>(180)</u>
Net income attributable to EMC Corporation	<u>\$ 771</u>	<u>\$ 1,147</u>	<u>\$ 1,990</u>	<u>\$ 2,714</u>
Net income per weighted average share, basic attributable to EMC Corporation common shareholders	<u>\$ 0.40</u>	<u>\$ 0.57</u>	<u>\$ 1.02</u>	<u>\$ 1.34</u>
Net income per weighted average share, diluted attributable to EMC Corporation common shareholders	<u>\$ 0.39</u>	<u>\$ 0.56</u>	<u>\$ 1.01</u>	<u>\$ 1.32</u>
Weighted average shares, basic	1,941	2,014	1,944	2,028
Weighted average shares, diluted	1,957	2,038	1,962	2,059
Cash dividends declared per common share	\$ 0.12	\$ 0.12	\$ 0.46	\$ 0.45

EMC CORPORATION
Consolidated Balance Sheets
(in millions, except per share amounts)
(unaudited)

	December 31, 2015	December 31, 2014
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 6,549	\$ 6,343
Short-term investments	2,726	1,978
Accounts and notes receivable, less allowance for doubtful accounts of \$90 and \$72	3,977	4,413
Inventories	1,245	1,276
Other current assets	566	619
Total current assets	15,063	14,629
Long-term investments	5,508	6,334
Property, plant and equipment, net	3,850	3,766
Intangible assets, net	2,149	2,125
Goodwill	17,090	16,134
Deferred income taxes ⁽¹⁾	1,164	952
Other assets, net	1,788	1,645
Total assets	\$ 46,612	\$ 45,585
 LIABILITIES & SHAREHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 1,644	\$ 1,696
Accrued expenses	3,123	3,141
Income taxes payable	609	852
Short-term debt	1,299	-
Deferred revenue	6,210	6,021
Total current liabilities	12,885	11,710
Income taxes payable	461	306
Deferred revenue	4,592	4,144
Long-term debt	5,475	5,469
Other liabilities	480	431
Total liabilities	23,893	22,060
Commitments and contingencies		
Shareholders' equity:		
Preferred stock, par value \$0.01; authorized 25 shares; none outstanding	-	-
Common stock, par value \$0.01; authorized 6,000 shares; issued and outstanding 1,943 and 1,985 shares	19	20
Additional paid-in capital	-	-
Retained earnings	21,700	22,242
Accumulated other comprehensive loss, net	(579)	(366)
Total EMC Corporation's shareholders' equity	21,140	21,896
Non-controlling interests	1,579	1,629
Total shareholders' equity	22,719	23,525
Total liabilities and shareholders' equity	\$ 46,612	\$ 45,585

⁽¹⁾ During the fourth quarter of 2015, EMC early-adopted Accounting Standards Update No. 2015-17, Balance Sheet Classification of Deferred Taxes, using retrospective application. This standard requires that all deferred tax assets and liabilities, and any related valuation allowance, be classified as noncurrent on the balance sheets. The updated standard has been applied retrospectively to all periods presented.

EMC CORPORATION
Consolidated Statements of Cash Flows
(in millions)
(unaudited)

	Twelve Months Ended	
	December 31, 2015	December 31, 2014
Cash flows from operating activities:		
Cash received from customers	\$ 25,737	\$ 25,360
Cash paid to suppliers and employees	(19,312)	(17,893)
Dividends and interest received	100	143
Interest paid	(138)	(134)
Income taxes paid	(1,001)	(953)
Net cash provided by operating activities	<u>5,386</u>	<u>6,523</u>
Cash flows from investing activities:		
Additions to property, plant and equipment	(902)	(979)
Capitalized software development costs	(567)	(509)
Purchases of short- and long-term available-for-sale securities	(7,252)	(9,982)
Sales of short- and long-term available-for-sale securities	5,205	8,722
Maturities of short- and long-term available-for-sale securities	1,970	2,651
Business acquisitions, net of cash acquired	(1,336)	(1,973)
Purchases of strategic and other related investments	(182)	(144)
Sales of strategic and other related investments	235	101
Joint venture funding	-	(360)
Decrease (increase) in restricted cash	75	(78)
Net cash used in investing activities	<u>(2,754)</u>	<u>(2,551)</u>
Cash flows from financing activities:		
Proceeds from the issuance of EMC's common stock	322	503
Proceeds from the issuance of VMware's common stock	126	164
EMC repurchase of EMC's common stock	(2,063)	(2,969)
VMware repurchase of VMware's common stock	(1,125)	(700)
Excess tax benefits from stock-based compensation	55	102
Payment of long-term obligations	-	(1,665)
Net proceeds from the issuance of short-term obligations	1,295	-
Contributions from non-controlling interests	5	7
Dividend payment	(907)	(879)
Net cash used in financing activities	<u>(2,292)</u>	<u>(5,437)</u>
Effect of exchange rate changes on cash and cash equivalents	(134)	(83)
Net increase (decrease) in cash and cash equivalents	206	(1,548)
Cash and cash equivalents at beginning of period	6,343	7,891
Cash and cash equivalents at end of period	<u>\$ 6,549</u>	<u>\$ 6,343</u>
Reconciliation of net income to net cash provided by operating activities:		
Net income	\$ 2,172	\$ 2,894
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	1,907	1,864
Non-cash interest expense on debt	-	1
Non-cash restructuring and other special charges	40	19
Stock-based compensation expense	1,091	1,031
Provision for doubtful accounts	55	10
Deferred income taxes, net	(235)	(396)
Excess tax benefits from stock-based compensation	(55)	(102)
Gain on previously held interests in strategic investments	-	(101)
Impairment of strategic investment	-	33
Other, net	6	20
Changes in assets and liabilities, net of acquisitions:		
Accounts and notes receivable	385	(309)
Inventories	(196)	(149)
Other assets	47	345
Accounts payable	(75)	167
Accrued expenses	(333)	(286)
Income taxes payable	(53)	314
Deferred revenue	596	1,126
Other liabilities	34	42
Net cash provided by operating activities	<u>\$ 5,386</u>	<u>\$ 6,523</u>

Reconciliation of GAAP to Non-GAAP*
(in millions, except per share amounts)
(unaudited)

	Three Months Ended			
	December 31, 2015	Diluted Earnings Per Share	December 31, 2014	Diluted Earnings Per Share
Net Income Attributable to EMC - GAAP	\$ 771	\$ 0.393	\$ 1,147	\$ 0.562
Stock-based compensation expense	216	0.111	190	0.093
Intangible asset amortization	67	0.034	68	0.034
Restructuring charges	169	0.086	34	0.017
Acquisition and other related charges	21	0.010	31	0.015
R&D tax credit	(29)	(0.015)	(32)	(0.016)
Gain on previously held interests in strategic investments and joint venture	-	-	(33)	(0.016)
Special tax items	39	0.020	-	-
Merger-related costs	14	0.007	-	-
Net Income Attributable to EMC - Non-GAAP	<u>\$ 1,268</u>	<u>\$ 0.647</u>	<u>\$ 1,405</u>	<u>\$ 0.689</u>
Weighted average shares, diluted		1,957		2,038
Incremental VMware dilution		\$ 1		\$ 2

	Twelve Months Ended			
	December 31, 2015	Diluted Earnings Per Share	December 31, 2014	Diluted Earnings Per Share
Net Income Attributable to EMC - GAAP	\$ 1,990	\$ 1.012	\$ 2,714	\$ 1.315
Stock-based compensation expense	767	0.391	713	0.347
Intangible asset amortization	263	0.134	263	0.128
Restructuring charges	336	0.171	168	0.082
Acquisition and other related charges	103	0.053	108	0.052
Gain on previously held interests in strategic investments and joint venture	-	-	(77)	(0.038)
Impairment of strategic investment	-	-	23	0.011
Fair value adjustment on assets held for sale	12	0.006	-	-
VMware litigation and other contingencies	6	0.003	7	0.003
VMware GSA settlement	42	0.021	-	-
Special tax items	39	0.020	-	-
Merger-related costs	14	0.007	-	-
Net Income Attributable to EMC - Non-GAAP	<u>\$ 3,572</u>	<u>\$ 1.819</u>	<u>\$ 3,919</u>	<u>\$ 1.900</u>
Weighted average shares, diluted		1,962		2,059
Incremental VMware dilution		\$ 5		\$ 7

* Net of tax and non-controlling interest in VMware, Inc., except weighted average shares, diluted. See Income Tax Provision and Net Income Attributable to VMware lines in Supplemental Information schedules.

Note: Schedules may not add or recalculate due to rounding.

	Twelve Months Ended December 31, 2015
Consolidated Revenue - GAAP	\$ 24,704
VMware GSA settlement	76
Consolidated Revenue - Non-GAAP	<u>\$ 24,780</u>

	2015 vs 2014
VMware Virtual Infrastructure revenue growth - GAAP	9%
VMware GSA settlement	1
VMware Virtual Infrastructure revenue growth - non-GAAP	<u>10%</u>

Reconciliation of GAAP to Non-GAAP
(in millions)
(unaudited)

	Three Months Ended		Twelve Months Ended	
	December 31, 2015	December 31, 2014	December 31, 2015	December 31, 2014
Gross Margin - GAAP	\$ 4,360	\$ 4,505	\$ 14,991	\$ 15,249
Stock-based compensation expense	42	39	156	146
Intangible asset amortization	61	64	246	247
VMware GSA settlement	-	-	76	-
Gross Margin - Non-GAAP	<u>\$ 4,463</u>	<u>\$ 4,608</u>	<u>\$ 15,469</u>	<u>\$ 15,642</u>
Revenues:				
GAAP	\$ 7,014	\$ 7,048	\$ 24,704	\$ 24,440
Non-GAAP	7,014	7,048	24,780	24,440
Gross Margin Percentages:				
GAAP	62.2%	63.9%	60.7%	62.4%
Non-GAAP	63.6%	65.4%	62.4%	64.0%

	Three Months Ended		Twelve Months Ended	
	December 31, 2015	December 31, 2014	December 31, 2015	December 31, 2014
Operating Margin - GAAP	\$ 1,093	\$ 1,570	\$ 2,841	\$ 4,037
Stock-based compensation expense	306	260	1,093	1,020
Intangible asset amortization	97	102	395	402
Restructuring charges	223	47	443	226
Acquisition and other related charges	35	56	178	186
VMware litigation and other contingencies	-	-	11	11
VMware GSA settlement	-	-	70	-
Merger-related costs	14	-	14	-
Operating Margin - Non-GAAP	<u>\$ 1,768</u>	<u>\$ 2,035</u>	<u>\$ 5,045</u>	<u>\$ 5,882</u>
Revenues:				
GAAP	\$ 7,014	\$ 7,048	\$ 24,704	\$ 24,440
Non-GAAP	7,014	7,048	24,780	24,440
Operating Margin Percentages:				
GAAP	15.6%	22.3%	11.5%	16.5%
Non-GAAP	25.2%	28.9%	20.4%	24.1%

Note: Schedules may not add or recalculate due to rounding.

Reconciliation of GAAP to Non-GAAP
(in millions)
(unaudited)

	Three Months Ended December 31, 2015			Twelve Months Ended December 31, 2015		
	Income Before Tax	Tax Provision (Benefit)	Tax Rate	Income Before Tax	Tax Provision (Benefit)	Tax Rate
EMC Consolidated - GAAP	\$ 1,123	\$ 290	25.8%	\$ 2,882	\$ 710	24.6%
Stock-based compensation expense	306	70	22.6%	1,093	250	22.7%
Intangible asset amortization	97	25	25.6%	395	112	28.3%
Restructuring charges	223	54	24.0%	443	103	23.4%
Acquisition and other related charges	35	11	34.1%	178	56	31.8%
R&D tax credit	-	31	N/A	-	-	N/A
Fair value adjustment on assets held for sale	-	-	N/A	20	8	38.0%
Vmware litigation and other contingencies	-	-	N/A	11	4	34.2%
VMware GSA Settlement	-	-	N/A	70	18	25.5%
Special tax items	-	(44)	N/A	-	(44)	N/A
Merger-related costs	14	-	0.6%	14	-	0.6%
EMC Consolidated - Non-GAAP	<u>\$ 1,798</u>	<u>\$ 437</u>	24.3%	<u>\$ 5,106</u>	<u>\$ 1,217</u>	23.8%

	Three Months Ended		Twelve Months Ended	
	December 31, 2015	December 31, 2014	December 31, 2015	December 31, 2014
Cash Flow from Operations	\$ 1,870	\$ 2,231	\$ 5,386	\$ 6,523
Capital expenditures	(231)	(286)	(902)	(979)
Capitalized software development costs	(156)	(127)	(567)	(509)
Free Cash Flow	<u>\$ 1,483</u>	<u>\$ 1,818</u>	<u>\$ 3,917</u>	<u>\$ 5,035</u>

Note: Schedules may not add or recalculate due to rounding.

**Reconciliation of GAAP to Non-GAAP
Q4 '15 vs Q4'14 Constant Currency Revenue Growth
(unaudited)**

	<u>Information Storage</u>	<u>EMC Information Infrastructure</u>	<u>VMware Virtual Infrastructure</u>	<u>EMC Consolidated</u>
Revenue growth - GAAP	(4)%	(4)%	10%	0%
Impact of currency	4	3	3	3
Revenue growth on a constant currency basis	<u>0%</u>	<u>(1)%</u>	<u>13%</u>	<u>3%</u>

	<u>Europe, Middle East and Africa</u>	<u>Asia Pacific and Japan</u>	<u>Latin America</u>
Revenue growth - GAAP	(1)%	0 %	(16)%
Impact of currency	8	4	11
Revenue growth on a constant currency basis	<u>7%</u>	<u>4%</u>	<u>(5)%</u>

**Reconciliation of GAAP to Non-GAAP
2015 vs 2014 Constant Currency Revenue Growth
(unaudited)**

	<u>Information Storage</u>	<u>EMC Information Infrastructure</u>	<u>VMware Virtual Infrastructure</u>	<u>EMC Consolidated</u>
Revenue growth - GAAP	(1)%	(2)%	9%	1%
Impact of currency	4	4	4	4
Revenue growth on a constant currency basis	<u>3%</u>	<u>2%</u>	<u>13%</u>	<u>5%</u>

**Reconciliation of GAAP to Non-GAAP
Q4 '15 vs Q4'14 Constant Currency and VCE Operating Expense Growth
(unaudited)**

	<u>EMC Information Infrastructure</u>	<u>EMC Consolidated</u>
Operating expense growth - GAAP	3 %	5 %
Impact of currency and VCE acquisition	(5)	(2)
Operating expense growth on a constant currency basis	<u>(2)%</u>	<u>3%</u>

**Reconciliation of GAAP to Non-GAAP
Q4 '15 vs Q4'14 Constant Currency and VCE Gross Margin Growth
(unaudited)**

	<u>EMC Consolidated</u>
Gross margin growth - GAAP	(3)%
Impact of currency and VCE acquisition	4
Gross margin growth on a constant currency basis	<u>1%</u>

This presentation refers to growth rates at constant currency or adjusting for currency so that business results can be viewed without the impact of fluctuations in foreign currency exchange rates, thereby facilitating period-to-period comparisons of EMC's business performance. To present this information, current period results for entities reporting in currencies other than US dollars are converted into US dollars at the exchange rate applied in each month of the prior year quarter. Constant currency includes the impacts from EMC's hedging program.

Supplemental Information
For the Three Months Ended December 31, 2015
(in millions)
(unaudited)

	<u>Stock-Based Compensation Expense</u>	<u>Intangible Asset Amortization</u>	<u>Restructuring Charges</u>	<u>Acquisition and Other Related Charges</u>	<u>R&D Tax Credit</u>	<u>Special Tax Items</u>	<u>Merger-Related Costs</u>
EMC Consolidated							
Cost of revenue	\$ (42)	\$ (61)	\$ -	\$ -	\$ -	\$ -	\$ -
Research and development	(112)	(1)	-	-	-	-	-
Selling, general and administrative	(152)	(35)	-	(34)	-	-	(14)
Restructuring and acquisition-related charges	-	-	(223)	(1)	-	-	-
Income tax provision (benefit)	70	25	54	11	31	(44)	-
Net income attributable to VMware	(20)	(5)	-	(3)	2	(5)	-
EMC Information Infrastructure plus Pivotal							
Cost of revenue	\$ (30)	\$ (35)	\$ -	\$ -	\$ -	\$ -	\$ -
Research and development	(50)	(1)	-	-	-	-	-
Selling, general and administrative	(91)	(27)	-	(4)	-	-	(14)
Restructuring and acquisition-related charges	-	-	(220)	-	-	-	-
Income tax provision (benefit)	40	16	54	-	18	(17)	-
Net income attributable to VMware	-	-	-	-	-	-	-
	#						
VMware within EMC							
Cost of revenue	\$ (12)	\$ (26)	\$ -	\$ -	\$ -	\$ -	\$ -
Research and development	(62)	-	-	-	-	-	-
Selling, general and administrative	(61)	(8)	-	(30)	-	-	-
Restructuring and acquisition-related charges	-	-	(3)	(1)	-	-	-
Income tax provision (benefit)	30	9	-	11	13	(27)	-
Net income attributable to VMware	(20)	(5)	-	(3)	2	(5)	-

Supplemental Information
For the Three Months Ended December 31, 2014
(in millions)
(unaudited)

	<u>Stock-Based Compensation Expense</u>	<u>Intangible Asset Amortization</u>	<u>Restructuring Charges</u>	<u>Acquisition and Other Related Charges</u>	<u>R&D Tax Credit</u>	<u>Gain on Previously Held Interests in Strategic Investments and Joint Venture</u>
EMC Consolidated						
Cost of revenue	\$ (39)	\$ (64)	\$ -	\$ -	\$ -	\$ -
Research and development	(93)	4	-	-	-	-
Selling, general and administrative	(128)	(42)	-	(51)	-	-
Restructuring and acquisition-related charges	-	-	(47)	(5)	-	-
Non-operating (income) expense	-	-	-	-	-	(44)
Income tax provision (benefit)	49	28	12	20	34	(11)
Net income attributable to VMware	(21)	(6)	(1)	(5)	2	-
EMC Information Infrastructure plus Pivotal						
Cost of revenue	\$ (27)	\$ (35)	\$ -	\$ -	\$ -	\$ -
Research and development	(36)	(1)	-	-	-	-
Selling, general and administrative	(66)	(31)	-	(10)	-	-
Restructuring and acquisition-related charges	-	-	(36)	(3)	-	-
Non-operating (income) expense	-	-	-	-	-	(44)
Income tax provision (benefit)	21	21	8	2	22	(11)
Net income attributable to VMware	-	-	-	-	-	-
VMware within EMC						
Cost of revenue	\$ (12)	\$ (29)	\$ -	\$ -	\$ -	\$ -
Research and development	(57)	5	-	-	-	-
Selling, general and administrative	(62)	(11)	-	(41)	-	-
Restructuring and acquisition-related charges	-	-	(11)	(2)	-	-
Non-operating (income) expense	-	-	-	-	-	-
Income tax provision (benefit)	28	7	4	18	12	-
Net income attributable to VMware	(21)	(6)	(1)	(5)	2	-

Supplemental Information
For the Twelve Months Ended December 31, 2015
(in millions)
(unaudited)

	Stock-Based Compensation Expense	Intangible Asset Amortization	Restructuring Charges	Acquisition and Other Related Charges	Fair Value Adjustment on Assets Held for Sale	VMware Litigation and Other Contingencies	VMware GSA Settlement	Special Tax Items	Merger - Related Costs
EMC Consolidated									
Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 76	\$ -	\$ -
Cost of revenue	(156)	(246)	-	-	-	-	-	-	-
Research and development	(395)	(4)	-	-	-	-	-	-	-
Selling, general and administrative	(542)	(145)	-	(171)	-	(11)	6	-	(14)
Restructuring and acquisition-related charges	-	-	(443)	(7)	-	-	-	-	-
Non-operating (income) expense	-	-	-	-	20	-	-	-	-
Income tax provision (benefit)	250	112	103	56	8	4	18	(44)	-
Net income attributable to VMware	(76)	(20)	(4)	(19)	-	(1)	(10)	(5)	-
EMC Information Infrastructure plus Pivotal									
Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cost of revenue	(112)	(136)	-	-	-	-	-	-	-
Research and development	(169)	(4)	-	-	-	-	-	-	-
Selling, general and administrative	(310)	(114)	-	(21)	-	-	-	-	(14)
Restructuring and acquisition-related charges	-	-	(420)	(4)	-	-	-	-	-
Non-operating (income) expense	-	-	-	-	20	-	-	-	-
Income tax provision (benefit)	144	77	101	-	8	-	-	(17)	-
Net income attributable to VMware	-	-	-	-	-	-	-	-	-
VMware within EMC									
Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 76	\$ -	\$ -
Cost of revenue	(44)	(110)	-	-	-	-	-	-	-
Research and development	(226)	-	-	-	-	-	-	-	-
Selling, general and administrative	(232)	(31)	-	(150)	-	(11)	6	-	-
Restructuring and acquisition-related charges	-	-	(23)	(3)	-	-	-	-	-
Non-operating (income) expense	-	-	-	-	-	-	-	-	-
Income tax provision (benefit)	106	35	2	56	-	4	18	(27)	-
Net income attributable to VMware	(76)	(20)	(4)	(19)	-	(1)	(10)	(5)	-

Supplemental Information
For the Twelve Months Ended December 31, 2014
(in millions)
(unaudited)

	<u>Stock-Based Compensation Expense</u>	<u>Intangible Asset Amortization</u>	<u>Restructuring Charges</u>	<u>Acquisition and Other Related Charges</u>	<u>Gain on Previously Held Interests in Strategic Investments and Joint Venture</u>	<u>Impairment of Strategic Investment</u>	<u>VMware Litigation and Other Contingencies</u>
EMC Consolidated							
Cost of revenue	\$ (146)	\$ (247)	\$ -	\$ -	\$ -	\$ -	\$ -
Research and development	(382)	(5)	-	-	-	-	-
Selling, general and administrative	(492)	(150)	-	(173)	-	-	(11)
Restructuring and acquisition-related charges	-	-	(226)	(13)	-	-	-
Non-operating (income) expense	1	-	-	1	(88)	33	-
Income tax provision (benefit)	224	118	56	60	(11)	10	2
Net income attributable to VMware	(84)	(21)	(2)	(19)	-	-	(2)
EMC Information Infrastructure plus Pivotal							
Cost of revenue	\$ (102)	\$ (138)	\$ -	\$ -	\$ -	\$ -	\$ -
Research and development	(138)	(5)	-	-	-	-	-
Selling, general and administrative	(251)	(122)	-	(31)	-	-	-
Restructuring and acquisition-related charges	-	-	(210)	(6)	-	-	-
Non-operating (income) expense	1	-	-	-	(88)	33	-
Income tax provision (benefit)	111	84	50	4	(11)	10	-
Net income attributable to VMware	-	-	-	-	-	-	-
VMware within EMC							
Cost of revenue	\$ (44)	\$ (109)	\$ -	\$ -	\$ -	\$ -	\$ -
Research and development	(244)	-	-	-	-	-	-
Selling, general and administrative	(241)	(28)	-	(142)	-	-	(11)
Restructuring and acquisition-related charges	-	-	(16)	(7)	-	-	-
Non-operating (income) expense	-	-	-	1	-	-	-
Income tax provision (benefit)	113	34	6	56	-	-	2
Net income attributable to VMware	(84)	(21)	(2)	(19)	-	-	(2)

Supplemental Information
For the Three Months Ended December 31, 2015
(in millions)
(unaudited)

	VMware Standalone GAAP	GAAP Adjustments and Eliminations	VMware within EMC GAAP
Revenues	\$ 1,868	\$ (7)	\$ 1,861
Cost of revenue	266	(5)	261
Gross margin	1,602	(2)	1,600
Research and development	342	(1)	341
Selling, general and administrative	810	(2)	808
Restructuring and acquisition-related charges	3	1	4
Operating income	447	-	447
Non-operating income (expense)	6	3	9
Income before taxes	453	3	456
Income tax provision (benefit)	80	(3)	77
Net income	<u>\$ 373</u>	<u>6</u>	<u>379</u>
Net income attributable to VMware		(69)	(69)
Net income attributable to EMC		<u>\$ (63)</u>	<u>\$ 310</u>

Supplemental Information
For the Three Months Ended December 31, 2014
(in millions)
(unaudited)

	VMware Standalone GAAP	GAAP Adjustments and Eliminations	VMware within EMC GAAP
Revenues	\$ 1,703	\$ (16)	\$ 1,687
Cost of revenue	254	(6)	248
Gross margin	1,449	(10)	1,439
Research and development	302	(1)	301
Selling, general and administrative	792	(11)	781
Restructuring and acquisition-related charges	11	2	13
Operating income	344	-	344
Non-operating income (expense)	14	(1)	13
Income before taxes	358	(1)	357
Income tax provision (benefit)	32	10	42
Net income	<u>\$ 326</u>	<u>(11)</u>	<u>315</u>
Net income attributable to VMware		(66)	(66)
Net income attributable to EMC		<u>\$ (77)</u>	<u>\$ 249</u>

Note: Schedules may not add due to rounding.

Supplemental Information
For the Twelve Months Ended December 31, 2015
(in millions)
(unaudited)

	VMware Standalone GAAP	GAAP Adjustments and Eliminations	VMware within EMC GAAP
Revenue	\$ 6,571	\$ (22)	\$ 6,549
Cost of revenue	1,018	(19)	999
Gross margin	5,553	(3)	5,550
Research and development	1,300	(8)	1,292
Selling, general and administrative	3,033	(9)	3,024
Restructuring and acquisition-related charges	23	3	26
Operating income	1,197	11	1,208
Non-operating income (expense)	16	18	34
Income before taxes	1,213	29	1,242
Income tax provision (benefit)	216	(12)	204
Net income	<u>\$ 997</u>	<u>41</u>	<u>1,038</u>
Net income attributable to VMware		(189)	(189)
Net income attributable to EMC		<u>\$ (148)</u>	<u># \$ 849</u>

Supplemental Information
For the Twelve Months Ended December 31, 2014
(in millions)
(unaudited)

	VMware Standalone GAAP	GAAP Adjustments and Eliminations	VMware within EMC GAAP
Revenue	\$ 6,035	\$ (39)	\$ 5,996
Cost of revenue	917	(9)	908
Gross margin	5,118	(30)	5,088
Research and development	1,239	(8)	1,231
Selling, general and administrative	2,836	(24)	2,812
Restructuring and acquisition-related charges	16	7	23
Operating income	1,027	(5)	1,022
Non-operating income (expense)	21	12	33
Income before taxes	1,048	7	1,055
Income tax provision (benefit)	162	12	174
Net income	<u>\$ 886</u>	<u>(5)</u>	<u>881</u>
Net income attributable to VMware		(180)	(180)
Net income attributable to EMC		<u>\$ (185)</u>	<u>\$ 701</u>

Note: Schedules may not add due to rounding.

Segment Information
For the Three Months Ended December 31, 2015
(in millions)
(unaudited)

	EMC Information Infrastructure			EMC Information Infrastructure	Pivotal	EMC Information Infrastructure plus Pivotal	VMware Virtual Infrastructure within EMC	Corporate Reconciling Items	Consolidated
	Information Storage	Enterprise Content Division	RSA Information Security						
Revenues									
Product revenues	\$ 3,087	\$ 53	\$ 121	\$ 3,261	\$ 30	\$ 3,291	\$ 823	\$ -	\$ 4,114
Services revenues	1,562	110	137	1,809	53	1,862	1,038	-	2,900
Total consolidated revenues	4,649	163	258	5,070	83	5,153	1,861	-	7,014
Gross profit	\$ 2,504	\$ 115	\$ 173	2,792	33	2,825	1,638	(103)	4,360
Gross profit percentage	53.9%	70.8%	67.1%	55.1%	39.7%	54.8%	88.0%		62.2%
Research and development				374	29	403	279	113	795
Selling, general and administrative				1,244	60	1,304	709	235	2,248
Restructuring and acquisition-related charges				-	-	-	-	224	224
Total operating expenses				1,618	89	1,707	988	572	3,267
Operating income (expense)				\$ 1,174	\$ (56)	1,118	650	(675)	1,093
Operating margin percentage				23.2%	(68.9)%	21.7%	34.9%		15.6%
Non-operating income (expense), net						21	9	-	30
Income tax provision (benefit)						324	113	(147)	290
Net income						815	546	(528)	833
Net income attributable to the non-controlling interests						7	(100)	31	(62)
Net income attributable to EMC Corporation						\$ 822	\$ 446	\$ (497)	\$ 771

Note: This segment information is presented on a consistent basis with the presentation in our quarterly and annual filings with the SEC. This schedule may not recalculate due to rounding.

Segment Information
For the Three Months Ended December 31, 2014
(in millions)
(unaudited)

	EMC Information Infrastructure			EMC Information Infrastructure	Pivotal	EMC	VMware	Corporate Reconciling Items	Consolidated
	Information Storage	Enterprise Content Division	RSA Information Security			Information Infrastructure plus Pivotal	Virtual Infrastructure within EMC		
Revenues									
Product revenues	\$ 3,338	\$ 56	\$ 139	\$ 3,533	\$ 21	\$ 3,554	\$ 768	\$ -	\$ 4,322
Services revenues	1,497	118	148	1,763	44	1,807	919	-	2,726
Total consolidated revenues	4,835	174	287	5,296	65	5,361	1,687	-	7,048
Gross profit	<u>\$ 2,776</u>	<u>\$ 117</u>	<u>\$ 201</u>	<u>3,094</u>	<u>34</u>	<u>3,128</u>	<u>1,480</u>	<u>(103)</u>	<u>4,505</u>
Gross profit percentage	57.4%	67.2%	70.1%	58.4%	52.1%	58.3%	87.8%		63.9%
Research and development				384	30	414	249	89	752
Selling, general and administrative				1,193	50	1,243	667	221	2,131
Restructuring and acquisition-related charges				-	-	-	-	52	52
Total operating expenses				1,577	80	1,657	916	362	2,935
Operating income (expense)				<u>\$ 1,517</u>	<u>\$ (46)</u>	<u>1,471</u>	<u>564</u>	<u>(465)</u>	<u>1,570</u>
Operating margin percentage				28.7%	(70.5)%	27.4%	33.5%		22.3%
Non-operating income (expense), net						(78)	13	44	(21)
Income tax provision (benefit)						357	111	(132)	336
Net income						1,036	466	(289)	1,213
Net income attributable to the non-controlling interests						-	(97)	31	(66)
Net income attributable to EMC Corporation						<u>\$ 1,036</u>	<u>\$ 369</u>	<u>\$ (258)</u>	<u>\$ 1,147</u>

Note: This segment information is presented on a consistent basis with the presentation in our quarterly and annual filings with the SEC. This schedule may not recalculate due to rounding.

Segment Information
For the Twelve Months Ended December 31, 2015
(in millions)
(unaudited)

	EMC Information Infrastructure			EMC Information Infrastructure	Pivotal	EMC Information Infrastructure plus Pivotal	VMware Virtual Infrastructure within EMC	Corp Reconciling Items	Consolidated
	Information Storage	Enterprise Content Division	RSA Information Security						
Revenues									
Product revenues	\$ 10,200	\$ 156	\$ 424	\$ 10,780	\$ 87	\$ 10,867	\$ 2,723	\$ (76)	\$ 13,514
Services revenues	6,101	443	564	7,108	180	7,288	3,902	-	11,190
Total consolidated revenues	16,301	599	988	17,888	267	18,155	6,625	(76)	24,704
Gross profit	<u>\$ 8,518</u>	<u>\$ 407</u>	<u>\$ 660</u>	<u>9,585</u>	<u>104</u>	<u>9,689</u>	<u>5,780</u>	<u>(478)</u>	<u>14,991</u>
Gross profit percentage	52.3%	67.9%	66.8%	53.6%	39.0%	53.4%	87.3%		60.7%
Research and development				1,593	109	1,702	1,066	399	3,167
Selling, general and administrative				4,834	216	5,050	2,606	877	8,533
Restructuring and acquisition-related charges				-	-	-	-	450	450
Total operating expenses				6,427	325	6,752	3,672	1,726	12,150
Operating income				<u>\$ 3,158</u>	<u>\$ (221)</u>	<u>2,937</u>	<u>2,108</u>	<u>(2,204)</u>	<u>2,841</u>
Operating margin percentage				17.6%	(82.5)%	16.2%	31.8%		11.5%
Non-operating income (expense), net						27	34	(20)	41
Income tax provision (benefit)						819	398	(507)	710
Net income						2,145	1,744	(1,717)	2,172
Net income attributable to the non-controlling interests						7	(324)	135	(182)
Net income attributable to EMC Corporation						<u>\$ 2,152</u>	<u>\$ 1,420</u>	<u>\$ (1,582)</u>	<u>\$ 1,990</u>

Note: This segment information is presented on a consistent basis with the presentation in our quarterly and annual filings with the SEC. This schedule may not recalculate due to rounding.

Segment Information
For the Twelve Months Ended December 31, 2014
(in millions)
(unaudited)

	EMC Information Infrastructure			EMC Information Infrastructure	Pivotal	EMC	VMware	Corp	Consolidated
	Information Storage	Enterprise Content Division	RSA Information Security			Information Infrastructure plus Pivotal	Virtual Infrastructure within EMC	Reconciling Items	
Revenues									
Product revenues	\$ 10,785	\$ 164	\$ 462	\$ 11,411	\$ 65	\$ 11,476	\$ 2,575	\$ -	\$ 14,051
Services revenues	5,757	476	573	6,806	162	6,968	3,421	-	10,389
Total consolidated revenues	16,542	640	1,035	18,217	227	18,444	5,996	-	24,440
Gross profit	<u>\$ 9,180</u>	<u>\$ 417</u>	<u>\$ 698</u>	10,295	106	10,401	5,241	(393)	15,249
Gross profit percentage	55.5%	65.2%	67.4%	56.5%	46.5%	56.4%	87.4%		62.4%
Research and development				1,489	128	1,617	987	387	2,991
Selling, general and administrative				4,583	183	4,766	2,390	826	7,982
Restructuring and acquisition-related charges				-	-	-	-	239	239
Total operating expenses				6,072	311	6,383	3,377	1,452	11,212
Operating income				<u>\$ 4,223</u>	<u>\$ (205)</u>	4,018	1,864	(1,845)	4,037
Operating margin percentage				23.2%	(90.6)%	21.8%	31.1%		16.5%
Non-operating income (expense), net						(362)	34	53	(275)
Income tax provision (benefit)						942	385	(459)	868
Net income						2,714	1,513	(1,333)	2,894
Net income attributable to the non-controlling interests						-	(308)	128	(180)
Net income attributable to EMC Corporation						<u>\$ 2,714</u>	<u>\$ 1,205</u>	<u>\$ (1,205)</u>	<u>\$ 2,714</u>

Note: This segment information is presented on a consistent basis with the presentation in our quarterly and annual filings with the SEC. This schedule may not recalculate due to rounding.

Supplemental Information
(in millions)
(unaudited)

	<u>Q1 2014</u>	<u>Q2 2014</u>	<u>Q3 2014</u>	<u>Q4 2014</u>	<u>FY 2014</u>	<u>Q1 2015</u>	<u>Q2 2015</u>	<u>Q3 2015</u>	<u>Q4 2015</u>	<u>FY 2015</u>
Information Storage:										
Product Revenues	\$ 2,302	\$ 2,551	\$ 2,595	\$ 3,338	\$ 10,785	\$ 2,179	\$ 2,509	\$ 2,424	\$ 3,087	\$ 10,200
Services Revenues	1,378	1,425	1,456	1,497	5,757	1,484	1,519	1,537	1,562	6,101
Total Information Storage Revenues	<u>\$ 3,680</u>	<u>\$ 3,976</u>	<u>\$ 4,051</u>	<u>\$ 4,835</u>	<u>\$ 16,542</u>	<u>\$ 3,663</u>	<u>\$ 4,028</u>	<u>\$ 3,961</u>	<u>\$ 4,649</u>	<u>\$ 16,301</u>
Enterprise Content Division										
Product Revenues	\$ 35	\$ 37	\$ 36	\$ 56	\$ 164	\$ 27	\$ 40	\$ 37	\$ 53	\$ 156
Services Revenues	119	121	118	118	476	111	115	107	110	443
Total Enterprise Content Division Revenues	<u>\$ 154</u>	<u>\$ 158</u>	<u>\$ 154</u>	<u>\$ 174</u>	<u>\$ 640</u>	<u>\$ 138</u>	<u>\$ 155</u>	<u>\$ 144</u>	<u>\$ 163</u>	<u>\$ 599</u>
RSA Information Security:										
Product Revenues	\$ 104	\$ 104	\$ 114	\$ 139	\$ 462	\$ 100	\$ 97	\$ 106	\$ 121	\$ 424
Services Revenues	140	139	147	148	573	148	141	137	137	564
Total RSA Information Security Revenues	<u>\$ 244</u>	<u>\$ 243</u>	<u>\$ 261</u>	<u>\$ 287</u>	<u>\$ 1,035</u>	<u>\$ 248</u>	<u>\$ 238</u>	<u>\$ 243</u>	<u>\$ 258</u>	<u>\$ 988</u>
EMC Information Infrastructure:										
Product Revenues	\$ 2,441	\$ 2,692	\$ 2,745	\$ 3,533	\$ 11,411	\$ 2,306	\$ 2,646	\$ 2,567	\$ 3,261	\$ 10,780
Services Revenues	1,637	1,685	1,721	1,763	6,806	1,743	1,775	1,781	1,809	7,108
Total EMC Information Infrastructure Revenues	<u>\$ 4,078</u>	<u>\$ 4,377</u>	<u>\$ 4,466</u>	<u>\$ 5,296</u>	<u>\$ 18,217</u>	<u>\$ 4,049</u>	<u>\$ 4,421</u>	<u>\$ 4,348</u>	<u>\$ 5,070</u>	<u>\$ 17,888</u>
Pivotal:										
Product Revenues	\$ 11	\$ 15	\$ 17	\$ 21	\$ 65	\$ 16	\$ 20	\$ 22	\$ 30	\$ 87
Services Revenues	38	39	41	44	162	38	44	45	53	180
Total Pivotal Revenues	<u>\$ 49</u>	<u>\$ 54</u>	<u>\$ 58</u>	<u>\$ 65</u>	<u>\$ 227</u>	<u>\$ 54</u>	<u>\$ 64</u>	<u>\$ 67</u>	<u>\$ 83</u>	<u>\$ 267</u>
VMware:										
Product Revenues	\$ 556	\$ 612	\$ 638	\$ 768	\$ 2,575	\$ 583	\$ 635	\$ 680	\$ 823	\$ 2,723
Services Revenues	796	837	870	919	3,421	927	953	984	1,038	3,902
Total VMware Revenues	<u>\$ 1,352</u>	<u>\$ 1,449</u>	<u>\$ 1,508</u>	<u>\$ 1,687</u>	<u>\$ 5,996</u>	<u>\$ 1,510</u>	<u>\$ 1,588</u>	<u>\$ 1,664</u>	<u>\$ 1,861</u>	<u>\$ 6,625</u>
Corporate Reconciling Items	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (76)</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (76)</u>
Consolidated Revenues:										
Product Revenues	\$ 3,008	\$ 3,319	\$ 3,400	\$ 4,322	\$ 14,051	\$ 2,905	\$ 3,225	\$ 3,269	\$ 4,114	\$ 13,514
Services Revenues	2,471	2,561	2,632	2,726	10,389	2,708	2,772	2,810	2,900	11,190
Total Consolidated Revenues	<u>\$ 5,479</u>	<u>\$ 5,880</u>	<u>\$ 6,032</u>	<u>\$ 7,048</u>	<u>\$ 24,440</u>	<u>\$ 5,613</u>	<u>\$ 5,997</u>	<u>\$ 6,079</u>	<u>\$ 7,014</u>	<u>\$ 24,704</u>
Percentage impact to EMC revenue growth rate due to changes in exchange rates from the prior year	(0.4)%	0.5%	(0.1)%	(1.7)%	(0.5)%	(3.1)%	(4.4)%	(4.3)%	(3.4)%	(3.8)%

Note: Schedules may not add or recalculate due to rounding.