## Apple Inc. <br> Q4 2007 Unaudited Summary Data

|  | Q3 2007 |  | Q4 2006 |  | Q4 2007 |  | Sequential Change |  | Year/Year Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |
|  | CPU $\underset{K}{\text { Units }}$ | Rev $\$ \mathrm{M}$ | CPU $\underset{K}{\text { Units }}$ | $\begin{aligned} & \mathrm{Rev} \\ & \$ \mathrm{M} \end{aligned}$ | CPU $\underline{K}_{\underline{\text { Units }}}$ | $\operatorname{Rev}$ | CPU Units | Revenue | CPU Units | Revenue |
| Americas | 824 | \$2,680 | 781 | \$2,348 | 965 | \$2,928 | 17\% | 9\% | 24\% | 25\% |
| Europe | 393 | 1,160 | 342 | 988 | 499 | 1,339 | 27\% | 15\% | 46\% | 36\% |
| Japan | 81 | 258 | 62 | 286 | 72 | 255 | - 11\% | - 1\% | 16\% | - 11\% |
| Retail | 330 | 915 | 323 | 884 | 473 | 1,251 | 43\% | 37\% | 46\% | 42\% |
| Other Segments (1) | 136 | 397 | 102 | 331 | 155 | 444 | 14\% | 12\% | 52\% | 34\% |
| Total Operating Segments | $\underline{\underline{1,764}}$ | \$5,410 | $\underline{\underline{1,610}}$ | \$4,837 | $\underline{\underline{2,164}}$ | \$6,217 | 23\% | 15\% | 34\% | 29\% |
|  |  |  |  |  |  |  | Sequential Change |  | Year/Year Change |  |
|  | Units K | $\begin{aligned} & \mathrm{Rev} \\ & \$ \mathrm{M} \\ & \hline \end{aligned}$ | Units K | $\begin{aligned} & \mathrm{Rev} \\ & \$ \mathrm{M} \\ & \hline \end{aligned}$ | Units K | $\begin{aligned} & \mathrm{Rev} \\ & \$ \mathrm{M} \\ & \hline \end{aligned}$ | Units | Revenue | Units | Revenue |
| Product Summary |  |  |  |  |  |  |  |  |  |  |
| Desktops (2) | 634 | \$956 | 624 | \$869 | 817 | \$1,195 | 29\% | 25\% | 31\% | 38\% |
| Portables (3) | 1,130 | 1,577 | 986 | 1,344 | 1,347 | 1,908 | 19\% | 21\% | 37\% | 42\% |
| Subtotal CPUs | 1,764 | 2,533 | 1,610 | 2,213 | 2,164 | 3,103 | 23\% | 23\% | 34\% | 40\% |
| iPod | 9,815 | 1,570 | 8,729 | 1,559 | 10,200 | 1,619 | 4\% | 3\% | 17\% | 4\% |
| Other Music Related Products and Services (4) |  | 608 |  | 452 |  | 601 |  | - 1\% |  | 33\% |
| iPhone and Related Products \& Services (5) | 270 | 5 | - | - | 1,119 | 118 | NM | NM | NM | NM |
| Peripherals and Other Hardware |  | 308 |  | 297 |  | 346 |  | 12\% |  | 16\% |
| Software, Service and Other Sales |  | 386 |  | 316 |  | 430 |  | 11\% |  | 36\% |
| Total Apple |  | \$5,410 |  | \$4,837 |  | \$6,217 |  | 15\% |  | 29\% |

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[^0]:    1) Other Segments include Asia Pacific and FileMaker
    (2) Includes iMac, eMac, Mac mini, Mac Pro, PowerMac and Xserve product lines
    (3) Includes MacBook, Book, MacBook Pro and PowerBook product lines.
    (4) Consists of iTunes Store sales, iPod services, and Apple-branded and third-party iPod accessories,
    (5) Units consist of iPhone handset sales; revenue is derived from handset sales, carrier agreements, and Apple-branded and third-party iPhone accessories.

    NM: Not Meaningful

