## Apple Inc.

Q1 2013 Unaudited Summary Data
(Units in thousands, Revenue in millions)

| Operating Segments | Q1'13 (a) |  | Q4'12 (a) |  | Q1'12 (a) |  | Sequential Change |  | Year/Year Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Revenue |  | Revenue |  | Revenue |  | Revenue |  | Revenue |
| Americas |  | \$20,341 |  | \$13,810 |  | \$17,714 |  | 47\% |  | 15\% |
| Europe |  | 12,464 |  | 8,023 |  | 11,256 |  | 55\% |  | 11\% |
| Greater China (b) |  | 6,830 |  | 5,427 |  | 4,080 |  | 26\% |  | 67\% |
| Japan |  | 4,443 |  | 2,367 |  | 3,550 |  | 88\% |  | 25\% |
| Rest of Asia Pacific |  | 3,993 |  | 2,110 |  | 3,617 |  | 89\% |  | 10\% |
| Retail |  | 6,441 |  | 4,229 |  | 6,116 |  | 52\% |  | 5\% |
| Total Apple |  | \$54,512 |  | \$35,966 |  | \$46,333 |  | 52\% |  | 18\% |
|  | Q1'13 (a) |  | Q4'12 (a) |  | Q1'12 (a) |  | Sequential Change |  | Year/Year Change |  |
| Product Summary | Units | Revenue | Units | Revenue | Units | Revenue | Units | Revenue | Units | Revenue |
| iPhone (c) | 47,789 | \$30,660 | 26,910 | \$16,645 | 37,044 | \$23,950 | 78\% | 84\% | 29\% | 28\% |
| iPad (c) | 22,860 | 10,674 | 14,036 | 7,133 | 15,434 | 8,769 | 63\% | 50\% | 48\% | 22\% |
| Mac (c) | 4,061 | 5,519 | 4,923 | 6,617 | 5,198 | 6,598 | - 18\% | - 17\% | - 22\% | - 16\% |
| iPod (c) | 12,679 | 2,143 | 5,344 | 820 | 15,397 | 2,528 | 137\% | 161\% | - 18\% | - 15\% |
| iTunes/Software/Services (d) |  | 3,687 |  | 3,496 |  | 3,020 |  | 5\% |  | 22\% |
| Accessories (e) |  | 1,829 |  | 1,255 |  | 1,468 |  | 46\% |  | 25\% |
| Total Apple |  | \$54,512 |  | \$35,966 |  | \$46,333 |  | 52\% |  | 18\% |

(a) Q1'13 and Q4' 12 spanned 13 weeks whereas Q1'12 included a 14th week.
(b) Greater China includes China, Hong Kong and Taiwan.
(c) Includes deferrals and amortization of related non-software services and software upgrade rights.
(d) Includes revenue from sales on the iTunes Store, the App Store, the Mac App Store, and the iBookstore, and revenue from sales of AppleCare, licensing and other services.
(e) Includes sales of hardware peripherals and Apple-branded and third-party accessories for iPhone, iPad, Mac and iPod.

