

## Dell Hit by Thailand Floodings

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Dell misses profit targets for fiscal Q4 2012 due to failing to have enough HDDs for its high margin product line-- with net income reaching \$764M, a -18% Y-o-Y decline.



Company EMEA revenues see growth in Q4, increasing by 8% Y-o-Y.

On the other hand Dell revenues for Q4 total \$16BN with 2% Y-o-Y growth. Revenues for fiscal 2012 reach \$62BN, as Dell shifts its business strategy away from the consumer market to higher-margin enterprise markets.

The Dell consumer segment is down by 2% Y-o-Y (reaching \$3.2BN in revenues) while large enterprise and SMB are up by 5% and 6% Y-o-Y respectively. Services, storage and server revenues also show strong growth. The company is also looking to work further on its new software business, particularly following acquisitions such as Compellent.

Enterprise now accounts for 30% of total revenues (\$4.9BN)-- and that is where the company will surely start putting more of its attentions.

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