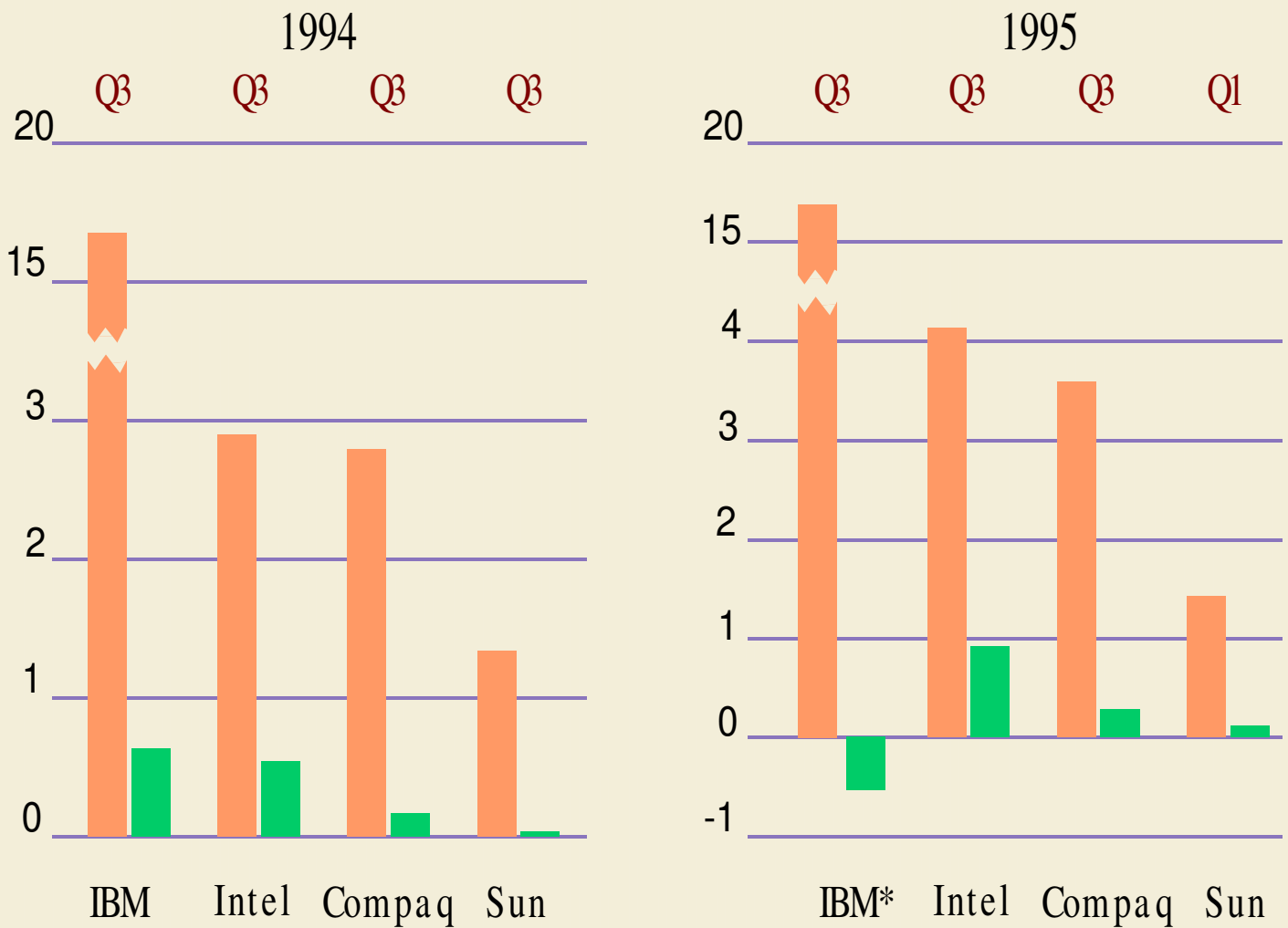


CASHING IN ON HARDWARE

Major hardware makers post strong results, but IBM feels the brunt of Lotus acquisition

Sales █ Earnings █ (in \$ billions)



*reflects one-time \$1.8 billion charge for purchase of Lotus