

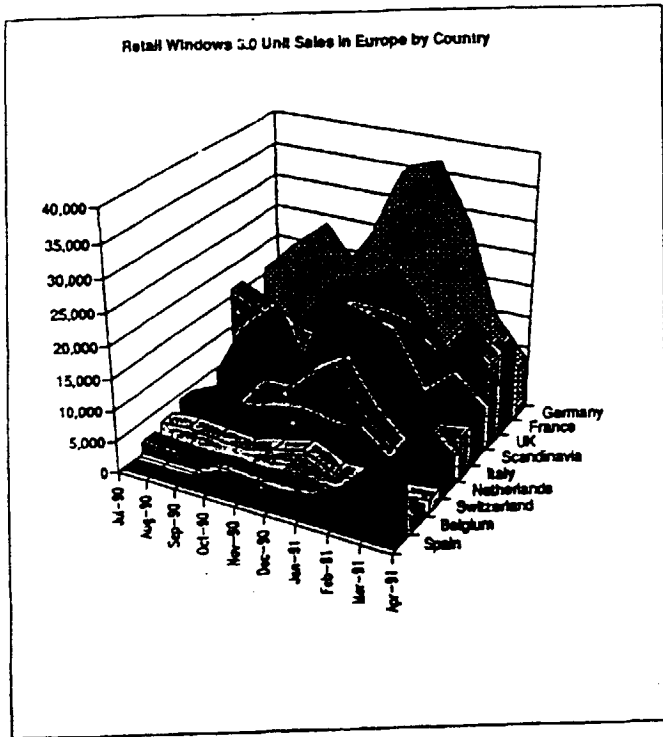
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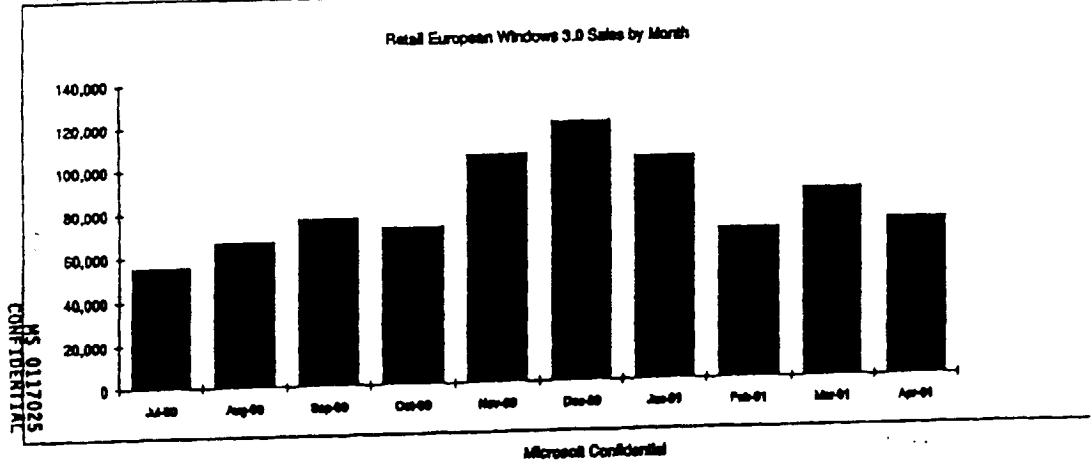
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FY91 Windows 3.0 Unit Sales In Europe by Month

Note: Figures are sum of retail Windows 3.0, Mouse-Windows bundle, and update SKU's; no OEM units; no SDK/ODK

	Jul-90	Aug-90	Sep-90	Oct-90	Nov-90	Dec-90	Jan-91	Feb-91	Mar-91	Apr-91	May-91	Jun-91	FY91
UK	18,302	14,333	11,074	9,945	17,282	17,130	18,253	12,005	18,280	13,978	0	0	146,562
Scandinavia	4,458	12,703	16,530	7,467	19,480	18,389	14,477	7,729	11,727	7,369	0	0	122,280
Germany	15,706	20,375	24,008	18,802	25,532	35,478	36,898	28,554	14,513	8,694	0	0	228,434
Switzerland	2,764	3,101	2,655	2,245	3,368	4,612	2,282	2,322	1,488	2,143	0	0	26,971
France	9,294	8,020	10,912	17,863	18,824	21,946	15,889	9,058	12,205	13,590	0	0	137,579
Spain	198	88	145	2,365	2,450	2,028	2,544	5,349	10,438	13,278	0	0	38,888
Netherlands	4,314	6,360	4,098	5,174	5,983	4,821	5,107	1,259	8,302	4,840	0	0	51,189
Belgium	1,959	1,629	1,354	1,559	1,218	1,770	833	937	3,210	2,336	0	0	18,905
Italy	815	67	6,134	8,578	10,954	13,787	6,885	1,984	5,947	8,802	0	0	59,544
Europe	55,610	68,708	78,908	72,019	105,071	120,017	103,016	68,196	87,061	72,718	0	0	828,353



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