

Windows Vital Signs Report - June 1992

Year End Highlights:

- Total FY92 U.S. FPP ended with 1,595K units plus 1,606K Upgrades, totaling 3,201K units.
- Total FY92 Intl FPP ended with 1,679K units plus 500K Upgrades, totaling 2,179K units.
- Total FY92 Worldwide OEM ended with 4,813K units.
- Total FY92 Worldwide New Sales ended with 8,087K units; total Upgrades ended with 5,380K.
- Total FY92 Worldwide Net Revenue ended with \$452,866K
- We trained a total of 119K people in Win 3.x Windows Technical Workshops in FY92.
- Windows Resource Kits shipped 336K Windows 3.x units in FY92.

June Highlights:

- U.S. shipments in June have tapered off to 161K units (incl. Upgrade, Win/Mouse, less Win 3.0 returns), which still remains nearly 50% higher than our pre-launch run rate.
- Intl continues to ship heavy volumes with 288K units in June, which is over 250% of the average pre-launch month.
- Domestic sell-through is at 202K for June. Total FYTD Win 3.1 sell-through is 1588K. (incl. Mouse/Win, FPP, MLP, Upgrades and 331K direct units).
- June's net revenue of \$32.4M comprises part of the \$452.9M total Windows 3.x net revenue for the fiscal year.

LIST:

Bill Gates	8S/2	Steve Balmer	9N/2
Mike Maples	17W/3	John Connors	9N/2
David Pritchard	17W/3	Brad Silverberg	3/2
Peter Neupert	9N/2	Joachim Kempin	9N/1
Rich Macintosh	22/3	Paul Maritz	4/2
Frank Gaudette	8S/2	Bill Neukorn	8S/2
Jeff Raikes	22/2	Gary Gigot	22/4
Bob McDowell	22/3	Rich Abel	9N/1
Sharon Decker	RWF/4	Phil Barrett	6/1
Brad Chase	3/2	Jon Reingold	9N/2
John Enslein	3/2	Tom Lannon	3/1
Anthony Short	5/2	Orlando Ayala	9N/2
Jonathan Roberts	3/2	Jon Lazarus	4/2
Alex Nader	3/2	Ty Carlson	3/2
Tom Anderson	3/2	Tim Breidigan	3/2
Rich Tong	3/2	Jeff Thiel	3/2
Adam Taylor	3/2	Mike Negrin	22/4
Chris Smith	9N/2	Patty Stoesifer	BP/8
Chris Peters	16S/2	Susan Boeschon	10S/1
Russ Werner	22/2	Jody Snodgrass	4/2
Bryan Nelson	9N/2	Greg Styngstad	5/1
Darryl Rubin	17W/2	Rob Glaser	6/1
Steve Shaiman	19/2	Richard Fade	9N/1
Ron Hosogi	9N/1	Steve McLeod	9N/1
Gary Perez	9N/1	Tom Burbaker	9N/1
Bob O'Raar	9N/2	Jeff Lum	9N/1
John Jenkins	9N/1	Ted Hannuna	9N/1
Mark Chestnut	9N/1	Melvin Henderson-Rubio	10N/1
George Downing	9N/1	Lisa Crum	4/2
Tim Brewer	3/2	Noia Drzdoff	3/2
Janine Harrison	5/2	Andy Hill	3/2
Keith Lacpple	3/2	Greg Lowney	3/2
Tim McCaffrey	4/2	Brad Hastings	3/1
Marion Juntilla	3/1	Pete Higgins	17W/3
Steve Wells	9N/2	Jenna Marshall	4/2
Sharon Hornstein	3/2	David Cole	3/2
Nathan Myhrvold	9S/1	Tony Audino	4/2
Mike Moran	4/2	Pertti Ruosaari	1/1
Jon Nicponski	4/2	Hank Vigil	17W/2
Rick Thompson	19/2	Bridget Greenberg	19/2
Hugh Chang	6/1	Mack McCauley	3/1
John Ludwig	3/2	Pradeep Singh	5/1
Chris Buecker	LPB/2	Edward McCallill	22/4
Catherine Moraes	8N/2	Bill Veghte	5/1

* Notify paulane of any distribution list changes.

MSC 00823629

Plaintiff's Exhibit

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