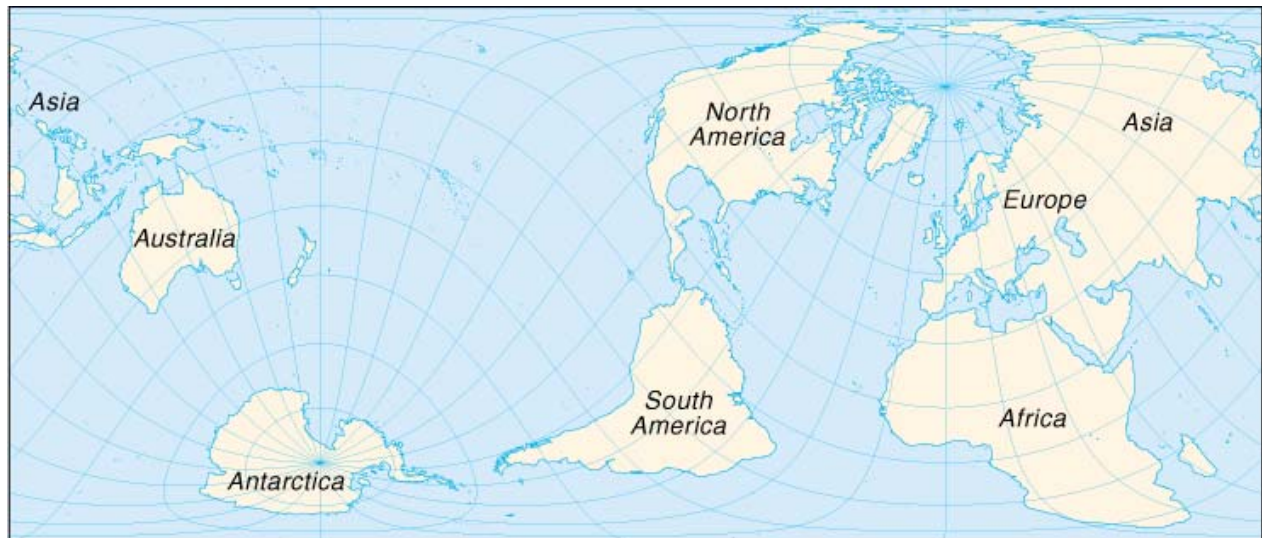

The 2000-2005 World Outlook for Portable Pen-based Computers



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Icon Group Ltd.'s primary mission is to assist managers with their international information needs using forward-looking economic analysis. Icon Group has field offices in San Diego, Paris, Singapore, Hong Kong and Lomé, Togo (West Africa). Icon Group has published hundreds of multi-client databases, and global/regional market data, industry and country publications.

Global/Regional Management Studies. Summarizing over 210 countries, management studies are generally organized into regional volumes and cover key management functions. The human resource series covers minimum wages, child labor, unionization and collective bargaining. The international law series covers media control and censorship, search and seizure, and trial justice and punishment. The diversity management series covers a variety of environmental context drivers that effect global operations. These include women's rights, children's rights, discrimination/racism, and religious forces and risks. Global strategic planning studies cover economic risk assessments, political risk assessments, foreign direct investment strategy, intellectual property strategy, and export strategy. Financial management studies cover taxes and tariffs. Global marketing studies focus on target segments (e.g. seniors, children, women) and strategic marketing planning.

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In addition to these reports, Icon Group publishes similar studies for other product categories, issue areas, regions of the world, countries, cities and states (in the case of the United States). If you wish to receive a report that is customized or addressing a particular issue, feel free to contact Icon Group:

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1 INTRODUCTION

1.1 OVERVIEW

The liberalization of markets has led to record levels of international investments. Icon Group's primary mission is to assist international managers to better plan and implement strategies in a global economy. It does so by providing various specialized industry reports, databases, publications and services to its clients. This report is one of many published by Icon Group Ltd. to assist executives and planners in monitoring and analyzing world markets. In addition to industry-specific studies, Icon Group Ltd.'s reports cover human resources management, export strategies, investment strategies, entry & marketing strategies, political and economic risk assessments and legal trends (e.g., intellectual property, licensing, and corruption).

This report covers the world outlook for portable pen-based computers across 235 countries. For each year reported, the estimates are given for the latent demand for the country in question. Icon Group uses a number of proprietary econometric models which project economic changes within each country and across countries. From there, market potential estimates are created. The units used in this report are: million US \$.

As shown in the report, the market potential for portable pen-based computers is expected to reach \$22,077.67 million by 2005. The distribution of the world market, however, will not be evenly distributed across regions. Europe will be the largest market with \$7,659.93 million or 34.70 percent, followed by North America & the Caribbean with \$6,837.90 million or 30.97 percent, and then Asia with \$4,588.40 million or 20.78 percent of the world market. In essence, if a firm targets these top 3 regions, they cover come 86.45 percent of the world wide demand for portable pen-based computers.

1.2 MARKET POTENTIAL ESTIMATION METHODOLOGY

Icon Group uses a number of methodologies to create market potential estimates for products and services across markets, whether at the level of a region, country, or city. In this report, two modelling approaches are used. The first involves modelling the economic fundamentals of each market over time. This is based on standard models of economic growth (e.g. focussing on growth of income, or gross domestic product per capita). The second approach is more subtle.

The second approach involves collecting information on the market size or market potential for the particular product or service in question, typically in national currency, and translating these into a common currency. Icon Group uses the U.S. dollar as its common currency across markets. For some categories and markets, basic demand indicators are reported in national statistics, as is mostly the case for the United States and other developed markets. In most of the world's 230 countries, however, few statistics are available. For these, Icon Group uses

econometric models to estimate these markets, and forecast these over time. As true for all forward-looking economic forecasts, certain critical assumptions must be made. Two types of assumptions are made for the models used in this report. The first type covers the socio-economic and global environment. In essence, Icon Group assumes that dynamics seen in the past are likely to continue in the future, without major discontinuous changes. For example, if a city, country or region has not seen civil strife, major recessions, or substantial foreign exchange or currency changes, this is assumed to be the case over the forecast period. Likewise, the worldwide demand is foreseen to progress in a fashion similar to that seen in historical figures, based on aggregated data collected at the national level. The extent to which these assumptions are violated in the future will surely affect the accuracy of the forecasts presented here.

The second type of assumption is of greater importance, especially for those markets where insufficient local information is reported in the public domain, or in markets where there is higher uncertainty. Here, we use cross-country econometric models of demand, often called a cross-sectional pooled time series models with varying parameters. In simple terms, we assume an underlying consumption function that is allowed to vary over time and across geographic markets. Economists have long proposed various consumption functions. These include John Maynard Keynes, Simon Kuznets, Irving Fisher, Franco Modigliani, Albert Ando, Richard Brumberg, and Milton Friedman. Across these, and other authors, the consumption of a product (as opposed to the amount produced) is foreseen to vary depending on a number of local factors and the time frame that one considers (short-, medium- and long-run). In general, the variance of the market potential across markets is foreseen to be a function of variances in income, wealth, interest rates, expected future income, and a variety of exogenous factors, including geography and culture. Icon Group forecasts primarily rely on non-cultural economic factors in modelling cross-market demand, for a given product or service. We also model the market potential using a consumption function which assumes a constant average propensity to consume in the long run (i.e. as incomes rise, average consumption rates do not fall, as earlier argued by Keynes). Once the cross-market model of demand is specified, it is combined with the local economic models described above. As in all econometric exercises, the lack of local market figures in the public domain results in estimation errors. Furthermore, many intervening factors may arise over time that can materially affect the accuracy of the forecasts, including changes in local economic conditions, changes in political regimes, improvements in primary data, and currency fluctuations, among other factors. As the estimates and forecasts reported here are forward-looking and subject to assumption-induced errors, you are asked to read the caveats and disclaimers at the end of this report.

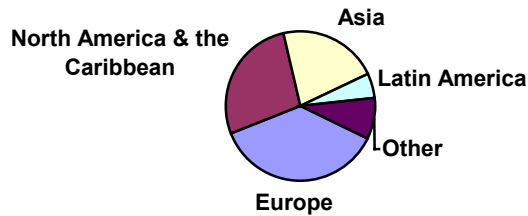
1.3 THE WORLDWIDE MARKET POTENTIAL FOR PORTABLE PEN-BASED COMPUTERS

Worldwide Market Potential for Portable Pen-Based Computers (million US \$): 2000

Region	Latent Demand million US \$	% of Globe
Europe	5,712	36.6
North America & the Caribbean	4,302	27.6
Asia	3,369	21.6
Latin America	836	5.4
Middle East	820	5.3
Africa	344	2.2
Oceania	232	1.5
Total	15,614	100.0

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Worldwide Market Potential for Portable Pen-Based Computers (million US \$): 2000



World Market for Portable Pen-Based Computers: 1995 - 2005

Year	World Market million US \$
1995	9,908.29
1996	11,031.28
1997	12,427.96
1998	14,012.76
1999	14,854.72
2000	15,643.92
2001	16,718.02
2002	17,912.10
2003	19,198.24
2004	20,584.01
2005	22,077.67

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2 AFRICA: PORTABLE PEN-BASED COMPUTERS

2.1 EXECUTIVE SUMMARY

Market Potential for Portable Pen-Based Computers in Africa (million US \$): 2000

Country	Latent Demand million US \$	% of Africa
South Africa	80	23.23%
Algeria	42	12.02%
Egypt	30	8.64%
Nigeria	23	6.77%
Libya	21	6.12%
Morocco	19	5.34%
Tunisia	11	3.03%
Cameroon	10	2.95%
Sudan	8	2.36%
Ivory coast	8	2.23%
Angola	7	2.06%
Kenya	7	2.05%
Congo (formerly Zaire)	7	2.01%
Tanzania	5	1.48%
Ghana	5	1.43%
Ethiopia	5	1.38%
Zimbabwe	5	1.35%
Senegal	4	1.28%
Uganda	4	1.24%
Gabon	4	1.14%
Botswana	3	0.79%
Zambia	3	0.75%
Burkina Faso	2	0.69%
Madagascar	2	0.66%
Guinea	2	0.62%
Other	26	8.28%
Total	344	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Portable Pen-Based Computers in Africa (million US \$): 2000



The Market for Portable Pen-Based Computers in Africa: 1995 - 2005

Year	million US \$	% of Globe
1995	245.76	2.48
1996	267.29	2.42
1997	292.96	2.36
1998	320.69	2.29
1999	333.97	2.25
2000	346.35	2.21
2001	367.03	2.20
2002	390.30	2.18
2003	415.09	2.16
2004	441.50	2.14
2005	469.63	2.13

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.2 ALGERIA

Portable Pen-Based Computers (million US \$): Algeria 1995 - 2005

Year	Algeria	% of Region	% of Globe
1995	30	12.26%	0.30%
1996	33	12.21%	0.29%
1997	36	12.16%	0.28%
1998	39	12.11%	0.27%
1999	40	12.05%	0.27%
2000	42	12.02%	0.26%
2001	44	12.05%	0.26%
2002	47	12.10%	0.26%
2003	50	12.14%	0.26%
2004	54	12.19%	0.26%
2005	57	12.23%	0.26%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.3 ANGOLA

Portable Pen-Based Computers (million US \$): Angola 1995 - 2005

Year	Angola	% of Region	% of Globe
1995	5	2.13%	0.00%
1996	6	2.12%	0.00%
1997	6	2.10%	0.00%
1998	7	2.09%	0.00%
1999	7	2.07%	0.00%
2000	7	2.06%	0.00%
2001	8	2.07%	0.00%
2002	8	2.09%	0.00%
2003	9	2.10%	0.00%
2004	9	2.11%	0.00%
2005	10	2.12%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.4 BENIN

Portable Pen-Based Computers (million US \$): Benin 1995 - 2005

Year	Benin	% of Region	% of Globe
1995	1	0.48%	0.01%
1996	1	0.47%	0.00%
1997	1	0.47%	0.00%
1998	1	0.46%	0.00%
1999	2	0.45%	0.00%
2000	2	0.45%	0.00%
2001	2	0.45%	0.01%
2002	2	0.46%	0.00%
2003	2	0.47%	0.01%
2004	2	0.47%	0.00%
2005	2	0.48%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.5 BOTSWANA

Portable Pen-Based Computers (million US \$): Botswana 1995 - 2005

Year	Botswana	% of Region	% of Globe
1995	2	0.76%	0.00%
1996	2	0.76%	0.00%
1997	2	0.77%	0.00%
1998	3	0.78%	0.00%
1999	3	0.78%	0.00%
2000	3	0.79%	0.01%
2001	3	0.79%	0.00%
2002	3	0.78%	0.00%
2003	3	0.77%	0.00%
2004	3	0.77%	0.00%
2005	4	0.76%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.6 BURKINA FASO

Portable Pen-Based Computers (million US \$): Burkina Faso 1995 - 2005

Year	Burkina Faso	% of Region	% of Globe
1995	2	0.71%	0.00%
1996	2	0.71%	0.01%
1997	2	0.70%	0.00%
1998	2	0.70%	0.00%
1999	2	0.69%	0.01%
2000	2	0.69%	0.00%
2001	3	0.69%	0.00%
2002	3	0.70%	0.00%
2003	3	0.70%	0.00%
2004	3	0.70%	0.00%
2005	3	0.71%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.7 BURUNDI

Portable Pen-Based Computers (million US \$): Burundi 1995 - 2005

Year	Burundi	% of Region	% of Globe
1995	1	0.25%	0.00%
1996	1	0.25%	0.00%
1997	1	0.25%	0.00%
1998	1	0.25%	0.00%
1999	1	0.25%	0.00%
2000	1	0.25%	0.00%
2001	1	0.25%	0.00%
2002	1	0.25%	0.00%
2003	1	0.25%	0.00%
2004	1	0.25%	0.00%
2005	1	0.25%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.8 CAMEROON

Portable Pen-Based Computers (million US \$): Cameroon 1995 - 2005

Year	Cameroon	% of Region	% of Globe
1995	7	2.88%	0.00%
1996	8	2.90%	0.00%
1997	9	2.91%	0.00%
1998	9	2.93%	0.00%
1999	10	2.94%	0.00%
2000	10	2.95%	0.00%
2001	11	2.94%	0.00%
2002	11	2.93%	0.00%
2003	12	2.92%	0.00%
2004	13	2.90%	0.00%
2005	14	2.89%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.9 CAPE VERDE

Portable Pen-Based Computers (million US \$): Cape Verde 1995 - 2005

Year	Cape Verde	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.06%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.10 CENTRAL AFRICAN REPUBLIC

Portable Pen-Based Computers (million US \$): Central African Republic 1995 - 2005

Year	Central African Republic	% of Region	% of Globe
1995	1	0.28%	0.00%
1996	1	0.28%	0.00%
1997	1	0.28%	0.00%
1998	1	0.28%	0.00%
1999	1	0.27%	0.00%
2000	1	0.27%	0.00%
2001	1	0.27%	0.00%
2002	1	0.28%	0.00%
2003	1	0.28%	0.00%
2004	1	0.28%	0.00%
2005	1	0.28%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.11 CHAD

Portable Pen-Based Computers (million US \$): Chad 1995 - 2005

Year	Chad	% of Region	% of Globe
1995	1	0.29%	0.00%
1996	1	0.28%	0.00%
1997	1	0.28%	0.00%
1998	1	0.28%	0.00%
1999	1	0.28%	0.00%
2000	1	0.28%	0.00%
2001	1	0.28%	0.00%
2002	1	0.28%	0.00%
2003	1	0.28%	0.00%
2004	1	0.28%	0.00%
2005	1	0.28%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.12 COMOROS

Portable Pen-Based Computers (million US \$): Comoros 1995 - 2005

Year	Comoros	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.06%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.06%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.13 CONGO (FORMERLY ZAIRE)

Portable Pen-Based Computers (million US \$): Congo (formerly Zaire) 1995 - 2005

Year	Congo (formerly Zaire)	% of Region	% of Globe
1995	4	1.76%	0.00%
1996	5	1.81%	0.00%
1997	5	1.87%	0.04%
1998	6	1.92%	0.00%
1999	7	1.97%	0.00%
2000	7	2.01%	0.04%
2001	7	1.98%	0.00%
2002	8	1.93%	0.00%
2003	8	1.88%	0.00%
2004	8	1.84%	0.00%
2005	8	1.79%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.14 DJIBOUTI

Portable Pen-Based Computers (million US \$): Djibouti 1995 - 2005

Year	Djibouti	% of Region	% of Globe
1995	0	0.10%	0.00%
1996	0	0.10%	0.00%
1997	0	0.10%	0.00%
1998	0	0.10%	0.00%
1999	0	0.11%	0.00%
2000	0	0.11%	0.00%
2001	0	0.11%	0.00%
2002	0	0.10%	0.00%
2003	0	0.10%	0.00%
2004	0	0.10%	0.00%
2005	0	0.10%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.15 EGYPT

Portable Pen-Based Computers (million US \$): Egypt 1995 - 2005

Year	Egypt	% of Region	% of Globe
1995	22	8.93%	0.22%
1996	24	8.86%	0.21%
1997	26	8.80%	0.20%
1998	28	8.74%	0.20%
1999	29	8.68%	0.19%
2000	30	8.64%	0.19%
2001	32	8.68%	0.19%
2002	34	8.73%	0.19%
2003	36	8.79%	0.19%
2004	39	8.84%	0.18%
2005	42	8.89%	0.18%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.16 EQUATORIAL GUINEA

Portable Pen-Based Computers (million US \$): Equatorial Guinea 1995 - 2005

Year	Equatorial Guinea	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.03%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.03%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.17 ERITREA

Portable Pen-Based Computers (million US \$): Eritrea 1995 - 2005

Year	Eritrea	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.09%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.18 ETHIOPIA

Portable Pen-Based Computers (million US \$): Ethiopia 1995 - 2005

Year	Ethiopia	% of Region	% of Globe
1995	3	1.38%	0.00%
1996	4	1.38%	0.00%
1997	4	1.38%	0.00%
1998	4	1.38%	0.00%
1999	5	1.38%	0.00%
2000	5	1.38%	0.00%
2001	5	1.38%	0.00%
2002	5	1.38%	0.03%
2003	6	1.38%	0.00%
2004	6	1.38%	0.00%
2005	7	1.38%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.19 GABON

Portable Pen-Based Computers (million US \$): Gabon 1995 - 2005

Year	Gabon	% of Region	% of Globe
1995	3	1.12%	0.00%
1996	3	1.12%	0.00%
1997	3	1.13%	0.00%
1998	4	1.13%	0.00%
1999	4	1.14%	0.00%
2000	4	1.14%	0.00%
2001	4	1.14%	0.00%
2002	4	1.13%	0.00%
2003	5	1.13%	0.00%
2004	5	1.13%	0.00%
2005	5	1.12%	0.02%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.20 GHANA

Portable Pen-Based Computers (million US \$): Ghana 1995 - 2005

Year	Ghana	% of Region	% of Globe
1995	4	1.52%	0.00%
1996	4	1.50%	0.00%
1997	4	1.48%	0.00%
1998	5	1.46%	0.00%
1999	5	1.45%	0.00%
2000	5	1.43%	0.00%
2001	5	1.45%	0.00%
2002	6	1.46%	0.00%
2003	6	1.48%	0.03%
2004	7	1.49%	0.03%
2005	7	1.51%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.21 GUINEA

Portable Pen-Based Computers (million US \$): Guinea 1995 - 2005

Year	Guinea	% of Region	% of Globe
1995	2	0.64%	0.00%
1996	2	0.64%	0.00%
1997	2	0.63%	0.01%
1998	2	0.63%	0.00%
1999	2	0.62%	0.00%
2000	2	0.62%	0.00%
2001	2	0.62%	0.00%
2002	2	0.63%	0.00%
2003	3	0.63%	0.00%
2004	3	0.63%	0.00%
2005	3	0.64%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.22 GUINEA-BISSAU

Portable Pen-Based Computers (million US \$): Guinea-Bissau 1995 - 2005

Year	Guinea-Bissau	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.23 IVORY COAST

Portable Pen-Based Computers (million US \$): Ivory coast 1995 - 2005

Year	Ivory coast	% of Region	% of Globe
1995	6	2.36%	0.00%
1996	6	2.34%	0.00%
1997	7	2.31%	0.00%
1998	7	2.28%	0.00%
1999	8	2.25%	0.00%
2000	8	2.23%	0.00%
2001	8	2.25%	0.00%
2002	9	2.27%	0.00%
2003	10	2.30%	0.00%
2004	10	2.32%	0.00%
2005	11	2.35%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.24 KENYA

Portable Pen-Based Computers (million US \$): Kenya 1995 - 2005

Year	Kenya	% of Region	% of Globe
1995	5	2.18%	0.00%
1996	6	2.15%	0.00%
1997	6	2.12%	0.05%
1998	7	2.10%	0.00%
1999	7	2.07%	0.00%
2000	7	2.05%	0.00%
2001	8	2.07%	0.00%
2002	8	2.09%	0.00%
2003	9	2.12%	0.00%
2004	9	2.14%	0.04%
2005	10	2.16%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.25 LESOTHO

Portable Pen-Based Computers (million US \$): Lesotho 1995 - 2005

Year	Lesotho	% of Region	% of Globe
1995	1	0.25%	0.00%
1996	1	0.24%	0.00%
1997	1	0.23%	0.00%
1998	1	0.22%	0.00%
1999	1	0.21%	0.00%
2000	1	0.21%	0.00%
2001	1	0.21%	0.00%
2002	1	0.22%	0.00%
2003	1	0.23%	0.00%
2004	1	0.24%	0.00%
2005	1	0.25%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.26 LIBERIA

Portable Pen-Based Computers (million US \$): Liberia 1995 - 2005

Year	Liberia	% of Region	% of Globe
1995	1	0.23%	0.00%
1996	1	0.24%	0.00%
1997	1	0.24%	0.00%
1998	1	0.24%	0.00%
1999	1	0.25%	0.00%
2000	1	0.25%	0.00%
2001	1	0.25%	0.00%
2002	1	0.24%	0.00%
2003	1	0.24%	0.00%
2004	1	0.24%	0.00%
2005	1	0.23%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.27 LIBYA

Portable Pen-Based Computers (million US \$): Libya 1995 - 2005

Year	Libya	% of Region	% of Globe
1995	14	5.67%	0.14%
1996	15	5.76%	0.13%
1997	17	5.86%	0.13%
1998	19	5.96%	0.13%
1999	20	6.05%	0.13%
2000	21	6.12%	0.13%
2001	22	6.06%	0.13%
2002	23	5.97%	0.13%
2003	24	5.89%	0.12%
2004	26	5.80%	0.12%
2005	27	5.72%	0.12%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.28 MADAGASCAR

Portable Pen-Based Computers (million US \$): Madagascar 1995 - 2005

Year	Madagascar	% of Region	% of Globe
1995	2	0.66%	0.00%
1996	2	0.66%	0.00%
1997	2	0.66%	0.00%
1998	2	0.66%	0.00%
1999	2	0.66%	0.00%
2000	2	0.66%	0.00%
2001	2	0.66%	0.00%
2002	3	0.66%	0.00%
2003	3	0.66%	0.00%
2004	3	0.66%	0.00%
2005	3	0.66%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.29 MALAWI

Portable Pen-Based Computers (million US \$): Malawi 1995 - 2005

Year	Malawi	% of Region	% of Globe
1995	1	0.48%	0.00%
1996	1	0.46%	0.00%
1997	1	0.45%	0.00%
1998	1	0.44%	0.00%
1999	1	0.42%	0.00%
2000	1	0.42%	0.00%
2001	2	0.42%	0.00%
2002	2	0.43%	0.00%
2003	2	0.45%	0.00%
2004	2	0.46%	0.00%
2005	2	0.47%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.30 MALI

Portable Pen-Based Computers (million US \$): Mali 1995 - 2005

Year	Mali	% of Region	% of Globe
1995	1	0.59%	0.00%
1996	2	0.59%	0.00%
1997	2	0.59%	0.00%
1998	2	0.59%	0.00%
1999	2	0.59%	0.00%
2000	2	0.59%	0.00%
2001	2	0.59%	0.00%
2002	2	0.59%	0.00%
2003	2	0.59%	0.01%
2004	3	0.59%	0.01%
2005	3	0.59%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.31 MAURITANIA

Portable Pen-Based Computers (million US \$): Mauritania 1995 - 2005

Year	Mauritania	% of Region	% of Globe
1995	1	0.24%	0.00%
1996	1	0.24%	0.00%
1997	1	0.24%	0.00%
1998	1	0.24%	0.00%
1999	1	0.24%	0.00%
2000	1	0.24%	0.00%
2001	1	0.24%	0.00%
2002	1	0.24%	0.00%
2003	1	0.24%	0.00%
2004	1	0.24%	0.00%
2005	1	0.24%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.32 MAURITIUS

Portable Pen-Based Computers (million US \$): Mauritius 1995 - 2005

Year	Mauritius	% of Region	% of Globe
1995	1	0.55%	0.00%
1996	1	0.55%	0.00%
1997	2	0.55%	0.00%
1998	2	0.55%	0.00%
1999	2	0.55%	0.00%
2000	2	0.55%	0.00%
2001	2	0.55%	0.00%
2002	2	0.55%	0.00%
2003	2	0.55%	0.00%
2004	2	0.55%	0.00%
2005	3	0.55%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.33 MOROCCO

Portable Pen-Based Computers (million US \$): Morocco 1995 - 2005

Year	Morocco	% of Region	% of Globe
1995	12	4.71%	0.11%
1996	13	4.84%	0.11%
1997	15	4.97%	0.11%
1998	16	5.11%	0.11%
1999	18	5.24%	0.11%
2000	19	5.34%	0.11%
2001	19	5.25%	0.11%
2002	20	5.13%	0.11%
2003	21	5.01%	0.10%
2004	22	4.90%	0.10%
2005	22	4.78%	0.10%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.34 MOZAMBIQUE

Portable Pen-Based Computers (million US \$): Mozambique 1995 - 2005

Year	Mozambique	% of Region	% of Globe
1995	1	0.32%	0.00%
1996	1	0.33%	0.00%
1997	1	0.34%	0.00%
1998	1	0.34%	0.00%
1999	1	0.35%	0.00%
2000	1	0.36%	0.00%
2001	1	0.35%	0.00%
2002	1	0.34%	0.00%
2003	1	0.34%	0.00%
2004	1	0.33%	0.00%
2005	2	0.33%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.35 NAMIBIA

Portable Pen-Based Computers (million US \$): Namibia 1995 - 2005

Year	Namibia	% of Region	% of Globe
1995	1	0.41%	0.00%
1996	1	0.41%	0.00%
1997	1	0.40%	0.00%
1998	1	0.39%	0.00%
1999	1	0.39%	0.00%
2000	1	0.38%	0.00%
2001	1	0.38%	0.00%
2002	2	0.39%	0.00%
2003	2	0.40%	0.00%
2004	2	0.40%	0.00%
2005	2	0.41%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.36 NIGER

Portable Pen-Based Computers (million US \$): Niger 1995 - 2005

Year	Niger	% of Region	% of Globe
1995	1	0.60%	0.00%
1996	2	0.59%	0.01%
1997	2	0.58%	0.00%
1998	2	0.57%	0.00%
1999	2	0.56%	0.00%
2000	2	0.55%	0.00%
2001	2	0.56%	0.00%
2002	2	0.57%	0.00%
2003	2	0.58%	0.00%
2004	3	0.59%	0.00%
2005	3	0.60%	0.01%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.37 NIGERIA

Portable Pen-Based Computers (million US \$): Nigeria 1995 - 2005

Year	Nigeria	% of Region	% of Globe
1995	17	6.75%	0.16%
1996	18	6.76%	0.16%
1997	20	6.76%	0.15%
1998	22	6.77%	0.15%
1999	23	6.77%	0.15%
2000	23	6.77%	0.15%
2001	25	6.77%	0.14%
2002	26	6.77%	0.14%
2003	28	6.77%	0.14%
2004	30	6.76%	0.14%
2005	32	6.76%	0.14%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.38 REPUBLIC OF CONGO

Portable Pen-Based Computers (million US \$): Republic of Congo 1995 - 2005

Year	Republic of Congo	% of Region	% of Globe
1995	1	0.54%	0.00%
1996	1	0.54%	0.00%
1997	2	0.53%	0.00%
1998	2	0.53%	0.00%
1999	2	0.53%	0.00%
2000	2	0.53%	0.00%
2001	2	0.53%	0.00%
2002	2	0.53%	0.00%
2003	2	0.53%	0.00%
2004	2	0.54%	0.00%
2005	3	0.54%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.39 RWANDA

Portable Pen-Based Computers (million US \$): Rwanda 1995 - 2005

Year	Rwanda	% of Region	% of Globe
1995	1	0.44%	0.00%
1996	1	0.45%	0.00%
1997	1	0.46%	0.00%
1998	2	0.47%	0.00%
1999	2	0.48%	0.00%
2000	2	0.48%	0.00%
2001	2	0.48%	0.00%
2002	2	0.47%	0.00%
2003	2	0.46%	0.00%
2004	2	0.45%	0.00%
2005	2	0.45%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.40 SAO TOME E PRINCIPE

Portable Pen-Based Computers (million US \$): Sao Tome E Principe 1995 - 2005

Year	Sao Tome E Principe	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.41 SENEGAL

Portable Pen-Based Computers (million US \$): Senegal 1995 - 2005

Year	Senegal	% of Region	% of Globe
1995	3	1.34%	0.00%
1996	4	1.33%	0.00%
1997	4	1.32%	0.00%
1998	4	1.30%	0.00%
1999	4	1.29%	0.02%
2000	4	1.28%	0.00%
2001	5	1.29%	0.00%
2002	5	1.30%	0.00%
2003	5	1.31%	0.00%
2004	6	1.32%	0.00%
2005	6	1.33%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.42 SIERRA LEONE

Portable Pen-Based Computers (million US \$): Sierra Leone 1995 - 2005

Year	Sierra Leone	% of Region	% of Globe
1995	1	0.25%	0.00%
1996	1	0.25%	0.00%
1997	1	0.26%	0.00%
1998	1	0.27%	0.00%
1999	1	0.27%	0.00%
2000	1	0.28%	0.00%
2001	1	0.27%	0.00%
2002	1	0.27%	0.00%
2003	1	0.26%	0.00%
2004	1	0.26%	0.00%
2005	1	0.25%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.43 SOMALIA

Portable Pen-Based Computers (million US \$): Somalia 1995 - 2005

Year	Somalia	% of Region	% of Globe
1995	1	0.29%	0.00%
1996	1	0.29%	0.00%
1997	1	0.30%	0.00%
1998	1	0.30%	0.00%
1999	1	0.30%	0.00%
2000	1	0.30%	0.00%
2001	1	0.30%	0.00%
2002	1	0.30%	0.00%
2003	1	0.30%	0.00%
2004	1	0.30%	0.00%
2005	1	0.29%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.44 SOUTH AFRICA

Portable Pen-Based Computers (million US \$): South Africa 1995 - 2005

Year	South Africa	% of Region	% of Globe
1995	58	23.58%	0.58%
1996	63	23.51%	0.56%
1997	69	23.44%	0.55%
1998	75	23.36%	0.53%
1999	78	23.29%	0.52%
2000	80	23.23%	0.51%
2001	85	23.28%	0.51%
2002	91	23.35%	0.50%
2003	97	23.42%	0.50%
2004	104	23.48%	0.50%
2005	111	23.54%	0.50%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.45 SUDAN

Portable Pen-Based Computers (million US \$): Sudan 1995 - 2005

Year	Sudan	% of Region	% of Globe
1995	5	2.20%	0.00%
1996	6	2.24%	0.00%
1997	7	2.27%	0.00%
1998	7	2.31%	0.05%
1999	8	2.34%	0.00%
2000	8	2.36%	0.00%
2001	9	2.34%	0.00%
2002	9	2.31%	0.00%
2003	9	2.28%	0.04%
2004	10	2.25%	0.00%
2005	10	2.22%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.46 SWAZILAND

Portable Pen-Based Computers (million US \$): Swaziland 1995 - 2005

Year	Swaziland	% of Region	% of Globe
1995	0	0.19%	0.00%
1996	1	0.19%	0.00%
1997	1	0.19%	0.00%
1998	1	0.19%	0.00%
1999	1	0.19%	0.00%
2000	1	0.19%	0.00%
2001	1	0.19%	0.00%
2002	1	0.19%	0.00%
2003	1	0.19%	0.00%
2004	1	0.19%	0.00%
2005	1	0.19%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.47 TANZANIA

Portable Pen-Based Computers (million US \$): Tanzania 1995 - 2005

Year	Tanzania	% of Region	% of Globe
1995	4	1.48%	0.00%
1996	4	1.48%	0.00%
1997	4	1.48%	0.00%
1998	5	1.48%	0.00%
1999	5	1.48%	0.03%
2000	5	1.48%	0.00%
2001	5	1.48%	0.00%
2002	6	1.48%	0.00%
2003	6	1.48%	0.00%
2004	7	1.48%	0.00%
2005	7	1.48%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.48 THE GAMBIA

Portable Pen-Based Computers (million US \$): The Gambia 1995 - 2005

Year	The Gambia	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.06%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.49 TOGO

Portable Pen-Based Computers (million US \$): Togo 1995 - 2005

Year	Togo	% of Region	% of Globe
1995	1	0.36%	0.00%
1996	1	0.36%	0.00%
1997	1	0.35%	0.00%
1998	1	0.34%	0.00%
1999	1	0.34%	0.00%
2000	1	0.33%	0.00%
2001	1	0.34%	0.00%
2002	1	0.34%	0.00%
2003	1	0.35%	0.00%
2004	2	0.35%	0.00%
2005	2	0.36%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.50 TUNISIA

Portable Pen-Based Computers (million US \$): Tunisia 1995 - 2005

Year	Tunisia	% of Region	% of Globe
1995	8	3.16%	0.00%
1996	8	3.13%	0.00%
1997	9	3.10%	0.00%
1998	10	3.07%	0.00%
1999	10	3.05%	0.00%
2000	11	3.03%	0.00%
2001	11	3.05%	0.00%
2002	12	3.07%	0.00%
2003	13	3.10%	0.00%
2004	14	3.12%	0.00%
2005	15	3.14%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.51 UGANDA

Portable Pen-Based Computers (million US \$): Uganda 1995 - 2005

Year	Uganda	% of Region	% of Globe
1995	3	1.36%	0.00%
1996	4	1.33%	0.00%
1997	4	1.31%	0.03%
1998	4	1.28%	0.00%
1999	4	1.26%	0.00%
2000	4	1.24%	0.00%
2001	5	1.26%	0.00%
2002	5	1.28%	0.00%
2003	5	1.30%	0.02%
2004	6	1.32%	0.00%
2005	6	1.34%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.52 ZAMBIA

Portable Pen-Based Computers (million US \$): Zambia 1995 - 2005

Year	Zambia	% of Region	% of Globe
1995	2	0.70%	0.01%
1996	2	0.71%	0.00%
1997	2	0.73%	0.00%
1998	2	0.74%	0.00%
1999	3	0.75%	0.00%
2000	3	0.75%	0.00%
2001	3	0.75%	0.01%
2002	3	0.74%	0.00%
2003	3	0.73%	0.00%
2004	3	0.72%	0.00%
2005	3	0.71%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.53 ZIMBABWE

Portable Pen-Based Computers (million US \$): Zimbabwe 1995 - 2005

Year	Zimbabwe	% of Region	% of Globe
1995	3	1.24%	0.00%
1996	3	1.26%	0.00%
1997	4	1.28%	0.00%
1998	4	1.31%	0.00%
1999	4	1.33%	0.00%
2000	5	1.35%	0.00%
2001	5	1.34%	0.00%
2002	5	1.31%	0.00%
2003	5	1.29%	0.00%
2004	6	1.27%	0.00%
2005	6	1.25%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

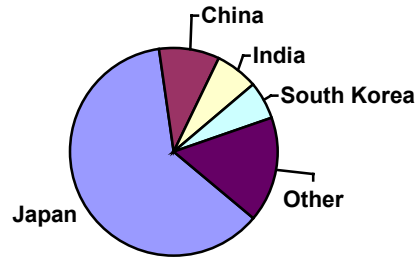
3 ASIA: PORTABLE PEN-BASED COMPUTERS

3.1 EXECUTIVE SUMMARY

Market Potential for Portable Pen-Based Computers in Asia (million US \$): 2000

Country	Latent Demand million US \$	% of Asia
Japan	2,075	61.59%
China	325	9.64%
India	224	6.66%
South Korea	190	5.64%
Taiwan	134	3.97%
Indonesia	87	2.57%
Thailand	73	2.15%
Hong Kong	53	1.58%
Malaysia	39	1.16%
Philippines	38	1.12%
Singapore	30	0.88%
Burma	26	0.77%
North Korea	21	0.62%
Bangladesh	17	0.49%
Vietnam	12	0.35%
Sri Lanka	6	0.17%
Brunei	6	0.16%
Papua New Guinea	3	0.00%
Mongolia	3	0.00%
Nepal	3	0.00%
Cambodia	2	0.00%
Macau	2	0.00%
Laos	1	0.02%
Seychelles	0	0.00%
Bhutan	0	0.00%
Other	0	0.46%
Total	3,369	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Portable Pen-Based Computers in Asia (million US \$): 2000

The Market for Portable Pen-Based Computers in Asia: 1995 - 2005

Year	million US \$	% of Globe
1995	2,403.18	24.25
1996	2,609.65	23.66
1997	2,856.60	22.99
1998	3,123.56	22.29
1999	3,250.19	21.88
2000	3,369.00	21.54
2001	3,571.78	21.36
2002	3,801.13	21.22
2003	4,046.23	21.08
2004	4,308.24	20.93
2005	4,588.40	20.78

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.2 BANGLADESH

Portable Pen-Based Computers (million US \$): Bangladesh 1995 - 2005

Year	Bangladesh	% of Region	% of Globe
1995	12	0.51%	0.12%
1996	13	0.51%	0.12%
1997	14	0.50%	0.11%
1998	16	0.50%	0.11%
1999	16	0.49%	0.10%
2000	17	0.49%	0.10%
2001	18	0.49%	0.10%
2002	19	0.50%	0.10%
2003	20	0.50%	0.10%
2004	22	0.50%	0.10%
2005	24	0.51%	0.10%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.3 BHUTAN

Portable Pen-Based Computers (million US \$): Bhutan 1995 - 2005

Year	Bhutan	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.4 BRUNEI

Portable Pen-Based Computers (million US \$): Brunei 1995 - 2005

Year	Brunei	% of Region	% of Globe
1995	4	0.16%	0.00%
1996	4	0.16%	0.00%
1997	5	0.16%	0.00%
1998	5	0.16%	0.00%
1999	5	0.16%	0.00%
2000	6	0.16%	0.00%
2001	6	0.16%	0.00%
2002	6	0.16%	0.00%
2003	7	0.16%	0.00%
2004	7	0.16%	0.00%
2005	7	0.16%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.5 BURMA

Portable Pen-Based Computers (million US \$): Burma 1995 - 2005

Year	Burma	% of Region	% of Globe
1995	20	0.83%	0.20%
1996	22	0.82%	0.19%
1997	23	0.81%	0.18%
1998	25	0.79%	0.17%
1999	25	0.78%	0.17%
2000	26	0.77%	0.16%
2001	28	0.78%	0.16%
2002	30	0.79%	0.16%
2003	33	0.80%	0.16%
2004	35	0.81%	0.17%
2005	38	0.83%	0.17%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.6 CAMBODIA

Portable Pen-Based Computers (million US \$): Cambodia 1995 - 2005

Year	Cambodia	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	2	0.00%	0.00%
1997	2	0.00%	0.01%
1998	2	0.00%	0.01%
1999	2	0.00%	0.00%
2000	2	0.00%	0.00%
2001	2	0.00%	0.00%
2002	2	0.00%	0.00%
2003	2	0.00%	0.00%
2004	3	0.00%	0.00%
2005	3	0.00%	0.01%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.7 CHINA

Portable Pen-Based Computers (million US \$): China 1995 - 2005

Year	China	% of Region	% of Globe
1995	267	11.10%	2.69%
1996	281	10.78%	2.55%
1997	299	10.46%	2.40%
1998	317	10.15%	2.26%
1999	321	9.86%	2.15%
2000	325	9.64%	2.07%
2001	352	9.84%	2.10%
2002	384	10.10%	2.14%
2003	420	10.37%	2.18%
2004	459	10.64%	2.22%
2005	501	10.92%	2.26%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.8 HONG KONG

Portable Pen-Based Computers (million US \$): Hong Kong 1995 - 2005

Year	Hong Kong	% of Region	% of Globe
1995	40	1.66%	0.40%
1996	43	1.65%	0.39%
1997	47	1.63%	0.37%
1998	50	1.61%	0.35%
1999	52	1.59%	0.34%
2000	53	1.58%	0.34%
2001	57	1.59%	0.34%
2002	61	1.61%	0.34%
2003	66	1.62%	0.34%
2004	71	1.64%	0.34%
2005	76	1.65%	0.34%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.9 INDIA

Portable Pen-Based Computers (million US \$): India 1995 - 2005

Year	India	% of Region	% of Globe
1995	170	7.08%	1.71%
1996	183	6.99%	1.65%
1997	197	6.90%	1.58%
1998	213	6.81%	1.51%
1999	219	6.72%	1.47%
2000	224	6.66%	1.43%
2001	240	6.72%	1.43%
2002	259	6.80%	1.44%
2003	278	6.87%	1.44%
2004	300	6.95%	1.45%
2005	323	7.03%	1.46%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.10 INDONESIA

Portable Pen-Based Computers (million US \$): Indonesia 1995 - 2005

Year	Indonesia	% of Region	% of Globe
1995	68	2.82%	0.68%
1996	72	2.77%	0.65%
1997	78	2.71%	0.62%
1998	83	2.66%	0.59%
1999	85	2.61%	0.57%
2000	87	2.57%	0.55%
2001	93	2.60%	0.55%
2002	101	2.65%	0.56%
2003	109	2.70%	0.56%
2004	118	2.75%	0.57%
2005	128	2.79%	0.58%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.11 JAPAN

Portable Pen-Based Computers (million US \$): Japan 1995 - 2005

Year	Japan	% of Region	% of Globe
1995	1,384	57.60%	13.97%
1996	1,526	58.48%	13.83%
1997	1,695	59.34%	13.64%
1998	1,880	60.20%	13.41%
1999	1,983	61.00%	13.34%
2000	2,075	61.59%	13.26%
2001	2,181	61.05%	13.04%
2002	2,293	60.32%	12.80%
2003	2,411	59.59%	12.55%
2004	2,535	58.84%	12.31%
2005	2,666	58.10%	12.07%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.12 LAOS

Portable Pen-Based Computers (million US \$): Laos 1995 - 2005

Year	Laos	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.02%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.02%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.13 MACAU

Portable Pen-Based Computers (million US \$): Macau 1995 - 2005

Year	Macau	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	2	0.00%	0.00%
1998	2	0.00%	0.00%
1999	2	0.00%	0.00%
2000	2	0.00%	0.00%
2001	2	0.05%	0.00%
2002	2	0.05%	0.00%
2003	2	0.00%	0.00%
2004	2	0.00%	0.00%
2005	3	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.14 MALAYSIA

Portable Pen-Based Computers (million US \$): Malaysia 1995 - 2005

Year	Malaysia	% of Region	% of Globe
1995	32	1.33%	0.32%
1996	34	1.29%	0.30%
1997	36	1.26%	0.28%
1998	38	1.22%	0.27%
1999	39	1.19%	0.26%
2000	39	1.16%	0.25%
2001	42	1.18%	0.25%
2002	46	1.21%	0.25%
2003	51	1.24%	0.26%
2004	55	1.28%	0.26%
2005	60	1.31%	0.27%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.15 MALDIVES

Portable Pen-Based Computers (million US \$): Maldives 1995 - 2005

Year	Maldives	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.16 MONGOLIA

Portable Pen-Based Computers (million US \$): Mongolia 1995 - 2005

Year	Mongolia	% of Region	% of Globe
1995	2	0.00%	0.00%
1996	2	0.00%	0.00%
1997	2	0.00%	0.00%
1998	3	0.00%	0.00%
1999	3	0.00%	0.00%
2000	3	0.00%	0.00%
2001	3	0.00%	0.00%
2002	3	0.00%	0.00%
2003	3	0.08%	0.00%
2004	4	0.00%	0.00%
2005	4	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.17 NEPAL

Portable Pen-Based Computers (million US \$): Nepal 1995 - 2005

Year	Nepal	% of Region	% of Globe
1995	2	0.00%	0.00%
1996	2	0.00%	0.01%
1997	2	0.07%	0.00%
1998	2	0.00%	0.00%
1999	3	0.00%	0.00%
2000	3	0.00%	0.00%
2001	3	0.00%	0.01%
2002	3	0.00%	0.00%
2003	3	0.00%	0.00%
2004	3	0.00%	0.00%
2005	3	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.18 NORTH KOREA

Portable Pen-Based Computers (million US \$): North Korea 1995 - 2005

Year	North Korea	% of Region	% of Globe
1995	13	0.55%	0.13%
1996	15	0.57%	0.13%
1997	17	0.58%	0.13%
1998	19	0.60%	0.13%
1999	20	0.61%	0.13%
2000	21	0.62%	0.13%
2001	22	0.61%	0.13%
2002	23	0.60%	0.12%
2003	24	0.59%	0.12%
2004	25	0.57%	0.12%
2005	26	0.56%	0.11%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.19 PAPUA NEW GUINEA

Portable Pen-Based Computers (million US \$): Papua New Guinea 1995 - 2005

Year	Papua New Guinea	% of Region	% of Globe
1995	2	0.00%	0.00%
1996	2	0.00%	0.00%
1997	2	0.00%	0.00%
1998	2	0.00%	0.00%
1999	3	0.00%	0.00%
2000	3	0.00%	0.01%
2001	3	0.08%	0.00%
2002	3	0.00%	0.00%
2003	3	0.00%	0.00%
2004	3	0.00%	0.00%
2005	3	0.07%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.20 PHILIPPINES

Portable Pen-Based Computers (million US \$): Philippines 1995 - 2005

Year	Philippines	% of Region	% of Globe
1995	28	1.18%	0.28%
1996	31	1.17%	0.27%
1997	33	1.16%	0.26%
1998	36	1.14%	0.25%
1999	37	1.13%	0.24%
2000	38	1.12%	0.24%
2001	41	1.13%	0.24%
2002	44	1.14%	0.24%
2003	47	1.15%	0.24%
2004	50	1.16%	0.24%
2005	54	1.17%	0.24%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.21 SEYCHELLES

Portable Pen-Based Computers (million US \$): Seychelles 1995 - 2005

Year	Seychelles	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.22 SINGAPORE

Portable Pen-Based Computers (million US \$): Singapore 1995 - 2005

Year	Singapore	% of Region	% of Globe
1995	24	0.99%	0.24%
1996	25	0.97%	0.22%
1997	27	0.94%	0.21%
1998	29	0.92%	0.20%
1999	29	0.90%	0.19%
2000	30	0.88%	0.19%
2001	32	0.89%	0.19%
2002	35	0.91%	0.19%
2003	38	0.93%	0.19%
2004	41	0.95%	0.20%
2005	45	0.98%	0.20%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.23 SOUTH KOREA

Portable Pen-Based Computers (million US \$): South Korea 1995 - 2005

Year	South Korea	% of Region	% of Globe
1995	155	6.46%	1.56%
1996	164	6.28%	1.48%
1997	174	6.10%	1.40%
1998	185	5.93%	1.32%
1999	187	5.76%	1.26%
2000	190	5.64%	1.21%
2001	206	5.75%	1.22%
2002	224	5.90%	1.25%
2003	245	6.05%	1.27%
2004	267	6.20%	1.29%
2005	292	6.36%	1.32%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.24 SRI LANKA

Portable Pen-Based Computers (million US \$): Sri Lanka 1995 - 2005

Year	Sri Lanka	% of Region	% of Globe
1995	4	0.17%	0.04%
1996	5	0.17%	0.00%
1997	5	0.17%	0.00%
1998	5	0.17%	0.00%
1999	6	0.17%	0.00%
2000	6	0.17%	0.00%
2001	6	0.17%	0.00%
2002	7	0.17%	0.03%
2003	7	0.17%	0.00%
2004	8	0.17%	0.03%
2005	8	0.17%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.25 TAIWAN

Portable Pen-Based Computers (million US \$): Taiwan 1995 - 2005

Year	Taiwan	% of Region	% of Globe
1995	102	4.26%	1.03%
1996	110	4.20%	0.99%
1997	118	4.13%	0.95%
1998	127	4.07%	0.90%
1999	131	4.01%	0.87%
2000	134	3.97%	0.85%
2001	143	4.01%	0.85%
2002	155	4.06%	0.86%
2003	167	4.12%	0.86%
2004	180	4.17%	0.87%
2005	194	4.22%	0.87%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.26 THAILAND

Portable Pen-Based Computers (million US \$): Thailand 1995 - 2005

Year	Thailand	% of Region	% of Globe
1995	58	2.41%	0.58%
1996	61	2.35%	0.55%
1997	66	2.30%	0.52%
1998	70	2.24%	0.50%
1999	71	2.19%	0.48%
2000	73	2.15%	0.46%
2001	78	2.19%	0.46%
2002	85	2.23%	0.47%
2003	92	2.28%	0.48%
2004	101	2.33%	0.48%
2005	109	2.38%	0.49%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.27 VIETNAM

Portable Pen-Based Computers (million US \$): Vietnam 1995 - 2005

Year	Vietnam	% of Region	% of Globe
1995	10	0.40%	0.00%
1996	10	0.39%	0.00%
1997	11	0.38%	0.00%
1998	12	0.37%	0.00%
1999	12	0.36%	0.07%
2000	12	0.35%	0.00%
2001	13	0.36%	0.07%
2002	14	0.37%	0.00%
2003	15	0.38%	0.00%
2004	17	0.39%	0.08%
2005	18	0.39%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4 EUROPE: PORTABLE PEN-BASED COMPUTERS

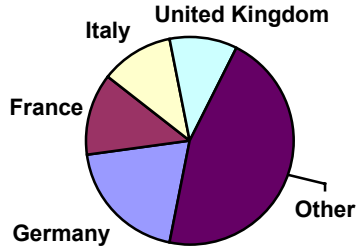
4.1 EXECUTIVE SUMMARY

Market Potential for Portable Pen-Based Computers in Europe (million US \$): 2000

Country	Latent Demand million US \$	% of Europe
Germany	1,120	19.60%
France	735	12.85%
Italy	653	11.42%
United Kingdom	602	10.54%
Russia	535	9.35%
Spain	323	5.64%
Netherlands	178	3.10%
Ukraine	151	2.64%
Switzerland	150	2.63%
Sweden	137	2.40%
Belgium	120	2.10%
Norway	119	2.08%
Poland	105	1.83%
Austria	100	1.75%
Finland	83	1.44%
Denmark	78	1.36%
Portugal	54	0.94%
Greece	53	0.92%
Romania	49	0.85%
Czech Republic	46	0.81%
Kazakhstan	40	0.70%
Belarus	38	0.65%
Hungary	33	0.58%
Ireland	27	0.46%
Slovakia	20	0.35%
Other	163	3.01%
Total	5,712	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Portable Pen-Based Computers in Europe (million US \$): 2000



The Market for Portable Pen-Based Computers in Europe: 1995 - 2005

Year	million US \$	% of Globe
1995	4,001.91	40.39
1996	4,365.07	39.57
1997	4,798.21	38.61
1998	5,267.17	37.59
1999	5,499.92	37.02
2000	5,715.20	36.53
2001	6,045.47	36.16
2002	6,413.28	35.80
2003	6,803.98	35.44
2004	7,219.01	35.07
2005	7,659.93	34.70

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.2 ALBANIA

Portable Pen-Based Computers (million US \$): Albania 1995 - 2005

Year	Albania	% of Region	% of Globe
1995	2	0.00%	0.00%
1996	2	0.00%	0.00%
1997	2	0.00%	0.00%
1998	3	0.00%	0.00%
1999	3	0.04%	0.00%
2000	3	0.00%	0.00%
2001	3	0.00%	0.00%
2002	3	0.00%	0.00%
2003	3	0.00%	0.00%
2004	4	0.00%	0.00%
2005	4	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.3 ANDORRA

Portable Pen-Based Computers (million US \$): Andorra 1995 - 2005

Year	Andorra	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.4 AUSTRIA

Portable Pen-Based Computers (million US \$): Austria 1995 - 2005

Year	Austria	% of Region	% of Globe
1995	71	1.76%	0.71%
1996	77	1.76%	0.69%
1997	84	1.76%	0.67%
1998	93	1.75%	0.66%
1999	97	1.75%	0.65%
2000	100	1.75%	0.64%
2001	106	1.75%	0.63%
2002	113	1.75%	0.62%
2003	120	1.75%	0.62%
2004	127	1.76%	0.61%
2005	135	1.76%	0.61%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.5 BELARUS

Portable Pen-Based Computers (million US \$): Belarus 1995 - 2005

Year	Belarus	% of Region	% of Globe
1995	23	0.57%	0.23%
1996	26	0.58%	0.23%
1997	29	0.60%	0.23%
1998	33	0.62%	0.23%
1999	35	0.64%	0.23%
2000	38	0.65%	0.24%
2001	39	0.64%	0.23%
2002	40	0.62%	0.22%
2003	42	0.61%	0.21%
2004	43	0.59%	0.20%
2005	44	0.58%	0.20%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.6 BELGIUM

Portable Pen-Based Computers (million US \$): Belgium 1995 - 2005

Year	Belgium	% of Region	% of Globe
1995	84	2.10%	0.85%
1996	92	2.10%	0.83%
1997	101	2.10%	0.81%
1998	111	2.10%	0.79%
1999	116	2.10%	0.77%
2000	120	2.10%	0.76%
2001	127	2.10%	0.76%
2002	135	2.10%	0.75%
2003	143	2.10%	0.74%
2004	152	2.10%	0.73%
2005	162	2.10%	0.73%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.7 BOSNIA AND HERZEGOVINA

Portable Pen-Based Computers (million US \$): Bosnia and Herzegovina 1995 - 2005

Year	Bosnia and Herzegovina	% of Region	% of Globe
1995	5	0.12%	0.00%
1996	6	0.12%	0.00%
1997	6	0.13%	0.00%
1998	7	0.13%	0.00%
1999	7	0.13%	0.00%
2000	8	0.13%	0.00%
2001	8	0.13%	0.00%
2002	8	0.13%	0.00%
2003	9	0.13%	0.00%
2004	9	0.12%	0.00%
2005	10	0.12%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.8 BULGARIA

Portable Pen-Based Computers (million US \$): Bulgaria 1995 - 2005

Year	Bulgaria	% of Region	% of Globe
1995	14	0.35%	0.14%
1996	15	0.35%	0.14%
1997	17	0.35%	0.13%
1998	19	0.35%	0.13%
1999	19	0.35%	0.13%
2000	20	0.35%	0.12%
2001	21	0.35%	0.12%
2002	23	0.35%	0.12%
2003	24	0.35%	0.12%
2004	26	0.35%	0.12%
2005	27	0.35%	0.12%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.9 CROATIA

Portable Pen-Based Computers (million US \$): Croatia 1995 - 2005

Year	Croatia	% of Region	% of Globe
1995	13	0.32%	0.13%
1996	14	0.32%	0.12%
1997	16	0.32%	0.12%
1998	17	0.32%	0.12%
1999	18	0.33%	0.12%
2000	19	0.33%	0.12%
2001	20	0.33%	0.11%
2002	21	0.32%	0.11%
2003	22	0.32%	0.11%
2004	24	0.32%	0.11%
2005	25	0.32%	0.11%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.10 CYPRUS

Portable Pen-Based Computers (million US \$): Cyprus 1995 - 2005

Year	Cyprus	% of Region	% of Globe
1995	3	0.00%	0.00%
1996	3	0.00%	0.00%
1997	3	0.00%	0.00%
1998	4	0.00%	0.00%
1999	4	0.00%	0.00%
2000	4	0.00%	0.02%
2001	4	0.00%	0.00%
2002	5	0.00%	0.00%
2003	5	0.00%	0.02%
2004	5	0.00%	0.00%
2005	6	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.11 CZECH REPUBLIC

Portable Pen-Based Computers (million US \$): Czech Republic 1995 - 2005

Year	Czech Republic	% of Region	% of Globe
1995	35	0.87%	0.35%
1996	37	0.85%	0.33%
1997	41	0.84%	0.32%
1998	44	0.83%	0.31%
1999	45	0.82%	0.30%
2000	46	0.81%	0.29%
2001	50	0.82%	0.29%
2002	53	0.83%	0.29%
2003	57	0.84%	0.29%
2004	62	0.85%	0.29%
2005	66	0.86%	0.29%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.12 DENMARK

Portable Pen-Based Computers (million US \$): Denmark 1995 - 2005

Year	Denmark	% of Region	% of Globe
1995	56	1.39%	0.56%
1996	61	1.38%	0.54%
1997	66	1.38%	0.53%
1998	72	1.37%	0.51%
1999	75	1.36%	0.50%
2000	78	1.36%	0.49%
2001	83	1.36%	0.49%
2002	88	1.37%	0.49%
2003	94	1.37%	0.48%
2004	100	1.38%	0.48%
2005	107	1.39%	0.48%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.13 ESTONIA

Portable Pen-Based Computers (million US \$): Estonia 1995 - 2005

Year	Estonia	% of Region	% of Globe
1995	5	0.11%	0.00%
1996	5	0.11%	0.00%
1997	5	0.10%	0.00%
1998	6	0.10%	0.00%
1999	6	0.10%	0.00%
2000	6	0.10%	0.00%
2001	6	0.10%	0.00%
2002	7	0.10%	0.00%
2003	7	0.10%	0.00%
2004	8	0.11%	0.03%
2005	9	0.11%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.14 FINLAND

Portable Pen-Based Computers (million US \$): Finland 1995 - 2005

Year	Finland	% of Region	% of Globe
1995	62	1.55%	0.62%
1996	67	1.53%	0.60%
1997	72	1.51%	0.58%
1998	78	1.48%	0.55%
1999	81	1.46%	0.54%
2000	83	1.44%	0.52%
2001	89	1.46%	0.52%
2002	95	1.48%	0.53%
2003	102	1.50%	0.53%
2004	110	1.52%	0.53%
2005	118	1.54%	0.53%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.15 FRANCE

Portable Pen-Based Computers (million US \$): France 1995 - 2005

Year	France	% of Region	% of Globe
1995	517	12.92%	5.22%
1996	564	12.91%	5.11%
1997	619	12.90%	4.98%
1998	679	12.88%	4.84%
1999	708	12.87%	4.76%
2000	735	12.85%	4.69%
2001	778	12.86%	4.65%
2002	826	12.88%	4.61%
2003	877	12.89%	4.57%
2004	932	12.90%	4.52%
2005	990	12.91%	4.48%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.16 GEORGIA

Portable Pen-Based Computers (million US \$): Georgia 1995 - 2005

Year	Georgia	% of Region	% of Globe
1995	9	0.22%	0.00%
1996	10	0.23%	0.00%
1997	12	0.24%	0.00%
1998	13	0.25%	0.00%
1999	14	0.25%	0.00%
2000	15	0.26%	0.00%
2001	16	0.25%	0.00%
2002	16	0.25%	0.00%
2003	17	0.24%	0.00%
2004	17	0.23%	0.08%
2005	18	0.23%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.17 GERMANY

Portable Pen-Based Computers (million US \$): Germany 1995 - 2005

Year	Germany	% of Region	% of Globe
1995	777	19.40%	7.83%
1996	849	19.45%	7.69%
1997	935	19.49%	7.52%
1998	1,029	19.53%	7.34%
1999	1,077	19.57%	7.24%
2000	1,120	19.60%	7.16%
2001	1,183	19.57%	7.07%
2002	1,253	19.54%	6.99%
2003	1,327	19.50%	6.91%
2004	1,406	19.46%	6.82%
2005	1,488	19.43%	6.74%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.18 GREECE

Portable Pen-Based Computers (million US \$): Greece 1995 - 2005

Year	Greece	% of Region	% of Globe
1995	37	0.91%	0.36%
1996	40	0.91%	0.36%
1997	44	0.92%	0.35%
1998	49	0.92%	0.34%
1999	51	0.92%	0.34%
2000	53	0.92%	0.33%
2001	56	0.92%	0.33%
2002	59	0.92%	0.33%
2003	63	0.92%	0.32%
2004	66	0.91%	0.32%
2005	70	0.91%	0.31%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.19 HUNGARY

Portable Pen-Based Computers (million US \$): Hungary 1995 - 2005

Year	Hungary	% of Region	% of Globe
1995	27	0.67%	0.27%
1996	29	0.65%	0.26%
1997	31	0.63%	0.24%
1998	32	0.61%	0.23%
1999	33	0.59%	0.22%
2000	33	0.58%	0.21%
2001	36	0.59%	0.21%
2002	39	0.61%	0.21%
2003	43	0.62%	0.22%
2004	47	0.64%	0.22%
2005	51	0.66%	0.23%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.20 ICELAND

Portable Pen-Based Computers (million US \$): Iceland 1995 - 2005

Year	Iceland	% of Region	% of Globe
1995	3	0.07%	0.00%
1996	3	0.00%	0.02%
1997	3	0.00%	0.00%
1998	4	0.00%	0.00%
1999	4	0.00%	0.00%
2000	4	0.00%	0.00%
2001	4	0.00%	0.02%
2002	5	0.00%	0.00%
2003	5	0.00%	0.00%
2004	5	0.00%	0.00%
2005	6	0.00%	0.02%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.21 IRELAND

Portable Pen-Based Computers (million US \$): Ireland 1995 - 2005

Year	Ireland	% of Region	% of Globe
1995	21	0.51%	0.20%
1996	22	0.50%	0.19%
1997	24	0.49%	0.19%
1998	25	0.48%	0.18%
1999	26	0.47%	0.17%
2000	27	0.46%	0.16%
2001	29	0.47%	0.17%
2002	31	0.48%	0.17%
2003	33	0.49%	0.17%
2004	36	0.49%	0.17%
2005	39	0.50%	0.17%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.22 ITALY

Portable Pen-Based Computers (million US \$): Italy 1995 - 2005

Year	Italy	% of Region	% of Globe
1995	469	11.71%	4.73%
1996	509	11.65%	4.61%
1997	556	11.59%	4.47%
1998	607	11.52%	4.33%
1999	631	11.46%	4.24%
2000	653	11.42%	4.17%
2001	693	11.46%	4.14%
2002	739	11.51%	4.12%
2003	787	11.57%	4.10%
2004	839	11.62%	4.07%
2005	895	11.68%	4.05%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.23 KAZAKHSTAN

Portable Pen-Based Computers (million US \$): Kazakhstan 1995 - 2005

Year	Kazakhstan	% of Region	% of Globe
1995	25	0.61%	0.25%
1996	28	0.63%	0.25%
1997	32	0.65%	0.25%
1998	36	0.67%	0.25%
1999	38	0.69%	0.25%
2000	40	0.70%	0.25%
2001	42	0.69%	0.25%
2002	44	0.67%	0.24%
2003	45	0.66%	0.23%
2004	47	0.64%	0.22%
2005	48	0.63%	0.21%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.24 LATVIA

Portable Pen-Based Computers (million US \$): Latvia 1995 - 2005

Year	Latvia	% of Region	% of Globe
1995	7	0.17%	0.00%
1996	8	0.17%	0.06%
1997	9	0.17%	0.00%
1998	10	0.18%	0.00%
1999	10	0.18%	0.00%
2000	11	0.18%	0.06%
2001	11	0.18%	0.00%
2002	12	0.18%	0.00%
2003	12	0.17%	0.00%
2004	13	0.17%	0.00%
2005	13	0.17%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.25 LIECHTENSTEIN

Portable Pen-Based Computers (million US \$): Liechtenstein 1995 - 2005

Year	Liechtenstein	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.26 LITHUANIA

Portable Pen-Based Computers (million US \$): Lithuania 1995 - 2005

Year	Lithuania	% of Region	% of Globe
1995	9	0.22%	0.09%
1996	10	0.23%	0.00%
1997	11	0.23%	0.00%
1998	12	0.23%	0.00%
1999	13	0.23%	0.00%
2000	14	0.23%	0.00%
2001	14	0.23%	0.00%
2002	15	0.23%	0.08%
2003	16	0.23%	0.00%
2004	17	0.23%	0.00%
2005	18	0.23%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.27 LUXEMBOURG

Portable Pen-Based Computers (million US \$): Luxembourg 1995 - 2005

Year	Luxembourg	% of Region	% of Globe
1995	5	0.13%	0.00%
1996	6	0.13%	0.00%
1997	6	0.12%	0.00%
1998	7	0.12%	0.00%
1999	7	0.12%	0.04%
2000	7	0.12%	0.00%
2001	8	0.12%	0.00%
2002	8	0.12%	0.00%
2003	9	0.12%	0.00%
2004	9	0.12%	0.00%
2005	10	0.13%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.28 MACEDONIA

Portable Pen-Based Computers (million US \$): Macedonia 1995 - 2005

Year	Macedonia	% of Region	% of Globe
1995	3	0.00%	0.00%
1996	3	0.00%	0.00%
1997	4	0.00%	0.00%
1998	4	0.00%	0.00%
1999	4	0.00%	0.00%
2000	4	0.00%	0.00%
2001	5	0.07%	0.02%
2002	5	0.00%	0.00%
2003	5	0.00%	0.00%
2004	6	0.00%	0.00%
2005	6	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.29 MALTA

Portable Pen-Based Computers (million US \$): Malta 1995 - 2005

Year	Malta	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.01%
1997	2	0.00%	0.01%
1998	2	0.00%	0.00%
1999	2	0.00%	0.00%
2000	2	0.00%	0.00%
2001	2	0.00%	0.00%
2002	2	0.03%	0.00%
2003	2	0.03%	0.00%
2004	2	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.30 MOLDOVA

Portable Pen-Based Computers (million US \$): Moldova 1995 - 2005

Year	Moldova	% of Region	% of Globe
1995	7	0.17%	0.00%
1996	8	0.17%	0.00%
1997	9	0.18%	0.00%
1998	10	0.18%	0.06%
1999	10	0.18%	0.00%
2000	11	0.18%	0.00%
2001	11	0.18%	0.00%
2002	12	0.18%	0.00%
2003	12	0.18%	0.00%
2004	13	0.17%	0.00%
2005	13	0.17%	0.06%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.31 MONACO

Portable Pen-Based Computers (million US \$): Monaco 1995 - 2005

Year	Monaco	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.32 NETHERLANDS

Portable Pen-Based Computers (million US \$): Netherlands 1995 - 2005

Year	Netherlands	% of Region	% of Globe
1995	125	3.13%	1.26%
1996	137	3.12%	1.23%
1997	150	3.12%	1.20%
1998	164	3.11%	1.17%
1999	171	3.11%	1.15%
2000	178	3.10%	1.13%
2001	188	3.11%	1.12%
2002	200	3.11%	1.11%
2003	212	3.12%	1.10%
2004	226	3.12%	1.09%
2005	240	3.13%	1.08%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.33 NORWAY

Portable Pen-Based Computers (million US \$): Norway 1995 - 2005

Year	Norway	% of Region	% of Globe
1995	88	2.20%	0.89%
1996	95	2.17%	0.86%
1997	103	2.15%	0.83%
1998	112	2.12%	0.79%
1999	116	2.10%	0.77%
2000	119	2.08%	0.76%
2001	127	2.09%	0.75%
2002	136	2.12%	0.75%
2003	146	2.14%	0.76%
2004	157	2.16%	0.76%
2005	168	2.19%	0.76%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.34 POLAND

Portable Pen-Based Computers (million US \$): Poland 1995 - 2005

Year	Poland	% of Region	% of Globe
1995	81	2.01%	0.81%
1996	86	1.97%	0.78%
1997	93	1.93%	0.74%
1998	100	1.89%	0.71%
1999	102	1.85%	0.68%
2000	105	1.83%	0.66%
2001	112	1.85%	0.67%
2002	121	1.89%	0.67%
2003	131	1.92%	0.68%
2004	141	1.95%	0.68%
2005	153	1.99%	0.69%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.35 PORTUGAL

Portable Pen-Based Computers (million US \$): Portugal 1995 - 2005

Year	Portugal	% of Region	% of Globe
1995	39	0.96%	0.38%
1996	42	0.96%	0.38%
1997	46	0.95%	0.36%
1998	50	0.95%	0.35%
1999	52	0.95%	0.35%
2000	54	0.94%	0.34%
2001	57	0.95%	0.34%
2002	61	0.95%	0.34%
2003	65	0.95%	0.33%
2004	69	0.95%	0.33%
2005	74	0.96%	0.33%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.36 ROMANIA

Portable Pen-Based Computers (million US \$): Romania 1995 - 2005

Year	Romania	% of Region	% of Globe
1995	37	0.92%	0.37%
1996	40	0.90%	0.35%
1997	43	0.89%	0.34%
1998	46	0.87%	0.32%
1999	47	0.86%	0.31%
2000	49	0.85%	0.31%
2001	52	0.86%	0.31%
2002	56	0.87%	0.31%
2003	60	0.88%	0.31%
2004	65	0.90%	0.31%
2005	70	0.91%	0.31%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.37 RUSSIA

Portable Pen-Based Computers (million US \$): Russia 1995 - 2005

Year	Russia	% of Region	% of Globe
1995	342	8.54%	3.44%
1996	380	8.71%	3.44%
1997	426	8.88%	3.43%
1998	477	9.05%	3.40%
1999	507	9.22%	3.41%
2000	535	9.35%	3.41%
2001	558	9.23%	3.34%
2002	583	9.08%	3.25%
2003	608	8.93%	3.16%
2004	634	8.78%	3.08%
2005	662	8.63%	2.99%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.38 SERBIA AND MONTENEGRO

Portable Pen-Based Computers (million US \$): Serbia and Montenegro 1995 - 2005

Year	Serbia and Montenegro	% of Region	% of Globe
1995	14	0.35%	0.14%
1996	15	0.35%	0.13%
1997	17	0.34%	0.13%
1998	18	0.34%	0.13%
1999	19	0.34%	0.12%
2000	19	0.34%	0.12%
2001	21	0.34%	0.12%
2002	22	0.34%	0.12%
2003	24	0.34%	0.12%
2004	25	0.35%	0.12%
2005	27	0.35%	0.12%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.39 SLOVAKIA

Portable Pen-Based Computers (million US \$): Slovakia 1995 - 2005

Year	Slovakia	% of Region	% of Globe
1995	16	0.38%	0.15%
1996	17	0.38%	0.15%
1997	18	0.37%	0.14%
1998	19	0.36%	0.13%
1999	20	0.36%	0.13%
2000	20	0.35%	0.13%
2001	22	0.36%	0.13%
2002	24	0.36%	0.13%
2003	25	0.37%	0.13%
2004	27	0.37%	0.13%
2005	30	0.38%	0.13%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.40 SLOVENIA

Portable Pen-Based Computers (million US \$): Slovenia 1995 - 2005

Year	Slovenia	% of Region	% of Globe
1995	11	0.27%	0.11%
1996	12	0.27%	0.10%
1997	13	0.27%	0.10%
1998	14	0.26%	0.10%
1999	14	0.26%	0.00%
2000	15	0.26%	0.00%
2001	16	0.26%	0.00%
2002	17	0.26%	0.00%
2003	18	0.26%	0.00%
2004	20	0.27%	0.00%
2005	21	0.27%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.41 SPAIN

Portable Pen-Based Computers (million US \$): Spain 1995 - 2005

Year	Spain	% of Region	% of Globe
1995	231	5.76%	2.32%
1996	250	5.73%	2.27%
1997	274	5.71%	2.20%
1998	300	5.68%	2.13%
1999	311	5.66%	2.09%
2000	323	5.64%	2.06%
2001	342	5.66%	2.04%
2002	364	5.68%	2.03%
2003	388	5.70%	2.02%
2004	413	5.72%	2.00%
2005	440	5.74%	1.99%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.42 SWEDEN

Portable Pen-Based Computers (million US \$): Sweden 1995 - 2005

Year	Sweden	% of Region	% of Globe
1995	99	2.48%	1.00%
1996	108	2.46%	0.97%
1997	118	2.44%	0.94%
1998	128	2.43%	0.91%
1999	133	2.41%	0.89%
2000	137	2.40%	0.87%
2001	146	2.41%	0.87%
2002	156	2.42%	0.86%
2003	166	2.44%	0.86%
2004	178	2.45%	0.86%
2005	190	2.47%	0.85%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.43 SWITZERLAND

Portable Pen-Based Computers (million US \$): Switzerland 1995 - 2005

Year	Switzerland	% of Region	% of Globe
1995	103	2.56%	1.03%
1996	113	2.58%	1.02%
1997	125	2.59%	1.00%
1998	137	2.61%	0.98%
1999	144	2.62%	0.97%
2000	150	2.63%	0.96%
2001	159	2.62%	0.94%
2002	168	2.61%	0.93%
2003	177	2.60%	0.92%
2004	187	2.58%	0.90%
2005	197	2.57%	0.89%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.44 UKRAINE

Portable Pen-Based Computers (million US \$): Ukraine 1995 - 2005

Year	Ukraine	% of Region	% of Globe
1995	97	2.41%	0.97%
1996	108	2.46%	0.97%
1997	121	2.51%	0.97%
1998	135	2.56%	0.96%
1999	143	2.60%	0.96%
2000	151	2.64%	0.96%
2001	158	2.61%	0.94%
2002	165	2.56%	0.91%
2003	172	2.52%	0.89%
2004	179	2.48%	0.87%
2005	187	2.44%	0.84%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.45 UNITED KINGDOM

Portable Pen-Based Computers (million US \$): United Kingdom 1995 - 2005

Year	United Kingdom	% of Region	% of Globe
1995	427	10.67%	4.31%
1996	465	10.65%	4.21%
1997	510	10.62%	4.10%
1998	558	10.59%	3.98%
1999	581	10.56%	3.91%
2000	602	10.54%	3.85%
2001	638	10.56%	3.81%
2002	679	10.58%	3.79%
2003	722	10.61%	3.76%
2004	768	10.63%	3.73%
2005	817	10.66%	3.69%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5 LATIN AMERICA: PORTABLE PEN-BASED COMPUTERS

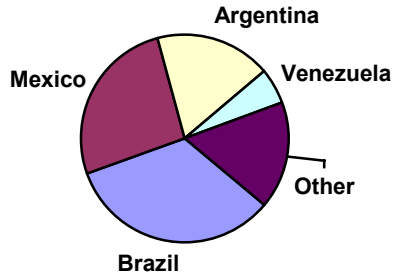
5.1 EXECUTIVE SUMMARY

Market Potential for Portable Pen-Based Computers in Latin America (million US \$): 2000

Country	Latent Demand million US \$	% of Latin America
Brazil	280	33.43%
Mexico	221	26.43%
Argentina	149	17.78%
Venezuela	48	5.79%
Colombia	34	4.05%
Chile	23	2.80%
Peru	22	2.65%
Guatemala	9	1.10%
Ecuador	8	0.98%
Panama	8	0.89%
Uruguay	7	0.85%
Paraguay	5	0.60%
El Salvador	4	0.53%
Costa Rica	4	0.53%
Bolivia	4	0.50%
Honduras	4	0.49%
Nicaragua	2	0.27%
Suriname	1	0.12%
Belize	0	0.00%
Guyana	0	0.00%
Total	836	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Portable Pen-Based Computers in Latin America (million US \$): 2000



The Market for Portable Pen-Based Computers in Latin America: 1995 - 2005

Year	million US \$	% of Globe
1995	576.48	5.82
1996	630.70	5.72
1997	695.55	5.60
1998	766.16	5.47
1999	802.79	5.40
2000	836.48	5.35
2001	882.63	5.28
2002	933.38	5.21
2003	987.28	5.14
2004	1,044.53	5.07
2005	1,105.35	5.01

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.2 ARGENTINA

Portable Pen-Based Computers (million US \$): Argentina 1995 - 2005

Year	Argentina	% of Region	% of Globe
1995	95	16.44%	0.95%
1996	106	16.73%	0.95%
1997	118	17.02%	0.95%
1998	133	17.31%	0.94%
1999	141	17.58%	0.95%
2000	149	17.78%	0.95%
2001	155	17.60%	0.92%
2002	162	17.35%	0.90%
2003	169	17.10%	0.87%
2004	176	16.86%	0.85%
2005	184	16.61%	0.83%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.3 BELIZE

Portable Pen-Based Computers (million US \$): Belize 1995 - 2005

Year	Belize	% of Region	% of Globe
1995	0	0.03%	0.00%
1996	0	0.00%	0.00%
1997	0	0.03%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.03%	0.00%
2002	0	0.00%	0.00%
2003	0	0.03%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.4 BOLIVIA

Portable Pen-Based Computers (million US \$): Bolivia 1995 - 2005

Year	Bolivia	% of Region	% of Globe
1995	3	0.52%	0.00%
1996	3	0.52%	0.00%
1997	4	0.51%	0.00%
1998	4	0.51%	0.00%
1999	4	0.50%	0.00%
2000	4	0.50%	0.00%
2001	4	0.50%	0.00%
2002	5	0.51%	0.00%
2003	5	0.51%	0.00%
2004	5	0.52%	0.00%
2005	6	0.52%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.5 BRAZIL

Portable Pen-Based Computers (million US \$): Brazil 1995 - 2005

Year	Brazil	% of Region	% of Globe
1995	206	35.75%	2.08%
1996	222	35.26%	2.01%
1997	242	34.76%	1.94%
1998	263	34.27%	1.87%
1999	271	33.79%	1.82%
2000	280	33.43%	1.78%
2001	298	33.76%	1.78%
2002	319	34.19%	1.78%
2003	342	34.62%	1.78%
2004	366	35.04%	1.77%
2005	392	35.47%	1.77%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.6 CHILE

Portable Pen-Based Computers (million US \$): Chile 1995 - 2005

Year	Chile	% of Region	% of Globe
1995	19	3.24%	0.18%
1996	20	3.14%	0.17%
1997	21	3.04%	0.17%
1998	23	2.95%	0.16%
1999	23	2.86%	0.15%
2000	23	2.80%	0.15%
2001	25	2.86%	0.15%
2002	27	2.94%	0.15%
2003	30	3.02%	0.15%
2004	32	3.10%	0.15%
2005	35	3.18%	0.15%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.7 COLOMBIA

Portable Pen-Based Computers (million US \$): Colombia 1995 - 2005

Year	Colombia	% of Region	% of Globe
1995	26	4.45%	0.25%
1996	28	4.36%	0.24%
1997	30	4.28%	0.23%
1998	32	4.19%	0.22%
1999	33	4.11%	0.22%
2000	34	4.05%	0.21%
2001	36	4.11%	0.21%
2002	39	4.18%	0.21%
2003	42	4.25%	0.21%
2004	45	4.32%	0.21%
2005	49	4.40%	0.22%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.8 COSTA RICA

Portable Pen-Based Computers (million US \$): Costa Rica 1995 - 2005

Year	Costa Rica	% of Region	% of Globe
1995	3	0.54%	0.00%
1996	3	0.54%	0.00%
1997	4	0.54%	0.00%
1998	4	0.54%	0.00%
1999	4	0.53%	0.00%
2000	4	0.53%	0.00%
2001	5	0.53%	0.00%
2002	5	0.54%	0.00%
2003	5	0.54%	0.00%
2004	6	0.54%	0.00%
2005	6	0.54%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.9 ECUADOR

Portable Pen-Based Computers (million US \$): Ecuador 1995 - 2005

Year	Ecuador	% of Region	% of Globe
1995	6	1.00%	0.00%
1996	6	0.99%	0.05%
1997	7	0.99%	0.00%
1998	8	0.98%	0.00%
1999	8	0.98%	0.00%
2000	8	0.98%	0.00%
2001	9	0.98%	0.00%
2002	9	0.98%	0.00%
2003	10	0.99%	0.00%
2004	10	0.99%	0.00%
2005	11	0.99%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.10 EL SALVADOR

Portable Pen-Based Computers (million US \$): El Salvador 1995 - 2005

Year	El Salvador	% of Region	% of Globe
1995	3	0.59%	0.00%
1996	4	0.58%	0.00%
1997	4	0.57%	0.00%
1998	4	0.55%	0.00%
1999	4	0.54%	0.00%
2000	4	0.53%	0.00%
2001	5	0.54%	0.00%
2002	5	0.55%	0.00%
2003	6	0.56%	0.00%
2004	6	0.58%	0.00%
2005	7	0.59%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.11 GUATEMALA

Portable Pen-Based Computers (million US \$): Guatemala 1995 - 2005

Year	Guatemala	% of Region	% of Globe
1995	7	1.20%	0.00%
1996	7	1.18%	0.00%
1997	8	1.16%	0.00%
1998	9	1.14%	0.00%
1999	9	1.12%	0.00%
2000	9	1.10%	0.00%
2001	10	1.11%	0.00%
2002	11	1.13%	0.00%
2003	11	1.15%	0.00%
2004	12	1.17%	0.00%
2005	13	1.19%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.12 GUYANA

Portable Pen-Based Computers (million US \$): Guyana 1995 - 2005

Year	Guyana	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.02%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.13 HONDURAS

Portable Pen-Based Computers (million US \$): Honduras 1995 - 2005

Year	Honduras	% of Region	% of Globe
1995	3	0.52%	0.03%
1996	3	0.51%	0.00%
1997	4	0.51%	0.00%
1998	4	0.50%	0.00%
1999	4	0.49%	0.00%
2000	4	0.49%	0.00%
2001	4	0.49%	0.00%
2002	5	0.50%	0.02%
2003	5	0.50%	0.00%
2004	5	0.51%	0.00%
2005	6	0.52%	0.02%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.14 MEXICO

Portable Pen-Based Computers (million US \$): Mexico 1995 - 2005

Year	Mexico	% of Region	% of Globe
1995	138	23.91%	1.39%
1996	154	24.45%	1.39%
1997	174	24.99%	1.39%
1998	196	25.52%	1.39%
1999	209	26.04%	1.40%
2000	221	26.43%	1.41%
2001	230	26.07%	1.37%
2002	239	25.61%	1.33%
2003	248	25.14%	1.29%
2004	258	24.68%	1.25%
2005	268	24.22%	1.21%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.15 NICARAGUA

Portable Pen-Based Computers (million US \$): Nicaragua 1995 - 2005

Year	Nicaragua	% of Region	% of Globe
1995	2	0.28%	0.00%
1996	2	0.28%	0.00%
1997	2	0.28%	0.00%
1998	2	0.27%	0.00%
1999	2	0.27%	0.00%
2000	2	0.27%	0.00%
2001	2	0.27%	0.00%
2002	3	0.27%	0.00%
2003	3	0.27%	0.00%
2004	3	0.28%	0.00%
2005	3	0.28%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.16 PANAMA

Portable Pen-Based Computers (million US \$): Panama 1995 - 2005

Year	Panama	% of Region	% of Globe
1995	5	0.92%	0.00%
1996	6	0.91%	0.00%
1997	6	0.91%	0.00%
1998	7	0.90%	0.00%
1999	7	0.90%	0.00%
2000	8	0.89%	0.00%
2001	8	0.90%	0.00%
2002	8	0.90%	0.04%
2003	9	0.91%	0.00%
2004	10	0.91%	0.00%
2005	10	0.92%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.17 PARAGUAY

Portable Pen-Based Computers (million US \$): Paraguay 1995 - 2005

Year	Paraguay	% of Region	% of Globe
1995	4	0.64%	0.00%
1996	4	0.64%	0.00%
1997	4	0.63%	0.00%
1998	5	0.62%	0.03%
1999	5	0.61%	0.00%
2000	5	0.60%	0.00%
2001	5	0.61%	0.00%
2002	6	0.62%	0.00%
2003	6	0.62%	0.00%
2004	7	0.63%	0.00%
2005	7	0.64%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.18 PERU

Portable Pen-Based Computers (million US \$): Peru 1995 - 2005

Year	Peru	% of Region	% of Globe
1995	17	2.98%	0.17%
1996	18	2.91%	0.16%
1997	20	2.84%	0.15%
1998	21	2.77%	0.15%
1999	22	2.70%	0.14%
2000	22	2.65%	0.14%
2001	24	2.70%	0.14%
2002	26	2.76%	0.14%
2003	28	2.82%	0.14%
2004	30	2.88%	0.14%
2005	33	2.94%	0.14%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.19 SURINAME

Portable Pen-Based Computers (million US \$): Suriname 1995 - 2005

Year	Suriname	% of Region	% of Globe
1995	1	0.12%	0.00%
1996	1	0.12%	0.00%
1997	1	0.12%	0.00%
1998	1	0.12%	0.00%
1999	1	0.12%	0.00%
2000	1	0.12%	0.00%
2001	1	0.12%	0.00%
2002	1	0.12%	0.00%
2003	1	0.12%	0.00%
2004	1	0.12%	0.00%
2005	1	0.12%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.20 URUGUAY

Portable Pen-Based Computers (million US \$): Uruguay 1995 - 2005

Year	Uruguay	% of Region	% of Globe
1995	5	0.80%	0.00%
1996	5	0.81%	0.00%
1997	6	0.82%	0.04%
1998	6	0.83%	0.00%
1999	7	0.84%	0.00%
2000	7	0.85%	0.00%
2001	7	0.84%	0.00%
2002	8	0.83%	0.00%
2003	8	0.82%	0.00%
2004	9	0.81%	0.00%
2005	9	0.80%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.21 VENEZUELA

Portable Pen-Based Computers (million US \$): Venezuela 1995 - 2005

Year	Venezuela	% of Region	% of Globe
1995	34	5.89%	0.34%
1996	37	5.87%	0.33%
1997	41	5.85%	0.32%
1998	45	5.83%	0.31%
1999	47	5.81%	0.31%
2000	48	5.79%	0.30%
2001	51	5.81%	0.30%
2002	54	5.83%	0.30%
2003	58	5.84%	0.30%
2004	61	5.86%	0.29%
2005	65	5.88%	0.29%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6 NORTH AMERICA & THE CARIBBEAN: PORTABLE PEN-BASED COMPUTERS

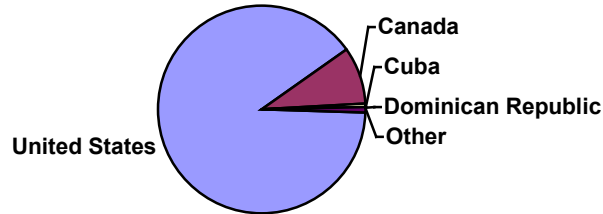
6.1 EXECUTIVE SUMMARY

Market Potential for Portable Pen-Based Computers in North America & the Caribbean (million US \$): 2000

Country	Latent Demand million US \$	% of North America & the Caribbean
United States	3,876	89.72%
Canada	387	8.96%
Cuba	17	0.39%
Dominican Republic	6	0.13%
Trinidad and Tobago	3	0.00%
Jamaica	2	0.00%
Bahamas	2	0.00%
Haiti	2	0.00%
Martinique	1	0.00%
Barbados	1	0.00%
Netherlands Antilles	1	0.00%
Bermuda	1	0.00%
St. Lucia	0	0.00%
Antigua and Barbuda	0	0.00%
Grenada	0	0.00%
St. Vincent and the Grenadines	0	0.00%
St. Kitts and Nevis	0	0.00%
Dominica	0	0.00%
Total	4,302	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Portable Pen-Based Computers in North America & the Caribbean (million US \$): 2000



The Market for Portable Pen-Based Computers in North America & the Caribbean: 1995 - 2005

Year	million US \$	% of Globe
1995	1,940.78	19.59
1996	2,351.56	21.32
1997	2,897.75	23.32
1998	3,561.70	25.42
1999	3,951.26	26.60
2000	4,320.35	27.62
2001	4,733.68	28.31
2002	5,188.68	28.97
2003	5,688.07	29.63
2004	6,236.21	30.30
2005	6,837.90	30.97

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.2 ANTIGUA AND BARBUDA

Portable Pen-Based Computers (million US \$): Antigua and Barbuda 1995 - 2005

Year	Antigua and Barbuda	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.3 BAHAMAS

Portable Pen-Based Computers (million US \$): Bahamas 1995 - 2005

Year	Bahamas	% of Region	% of Globe
1995	2	0.00%	0.00%
1996	2	0.00%	0.00%
1997	2	0.00%	0.00%
1998	2	0.00%	0.00%
1999	2	0.00%	0.01%
2000	2	0.00%	0.00%
2001	2	0.04%	0.00%
2002	2	0.00%	0.01%
2003	3	0.00%	0.00%
2004	3	0.00%	0.00%
2005	3	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.4 BARBADOS

Portable Pen-Based Computers (million US \$): Barbados 1995 - 2005

Year	Barbados	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.03%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.02%	0.00%
2004	1	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.5 BERMUDA

Portable Pen-Based Computers (million US \$): Bermuda 1995 - 2005

Year	Bermuda	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.6 CANADA

Portable Pen-Based Computers (million US \$): Canada 1995 - 2005

Year	Canada	% of Region	% of Globe
1995	271	13.94%	2.73%
1996	295	12.56%	2.67%
1997	325	11.21%	2.61%
1998	357	10.01%	2.54%
1999	373	9.43%	2.50%
2000	387	8.96%	2.47%
2001	410	8.65%	2.45%
2002	434	8.37%	2.42%
2003	461	8.10%	2.39%
2004	489	7.83%	2.37%
2005	518	7.57%	2.34%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.7 CUBA

Portable Pen-Based Computers (million US \$): Cuba 1995 - 2005

Year	Cuba	% of Region	% of Globe
1995	12	0.61%	0.12%
1996	13	0.55%	0.11%
1997	14	0.49%	0.11%
1998	16	0.44%	0.11%
1999	16	0.41%	0.11%
2000	17	0.39%	0.10%
2001	18	0.38%	0.10%
2002	19	0.36%	0.10%
2003	20	0.35%	0.10%
2004	22	0.34%	0.10%
2005	23	0.33%	0.10%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.8 DOMINICA

Portable Pen-Based Computers (million US \$): Dominica 1995 - 2005

Year	Dominica	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.9 DOMINICAN REPUBLIC

Portable Pen-Based Computers (million US \$): Dominican Republic 1995 - 2005

Year	Dominican Republic	% of Region	% of Globe
1995	4	0.21%	0.04%
1996	4	0.18%	0.00%
1997	5	0.16%	0.00%
1998	5	0.14%	0.00%
1999	5	0.13%	0.00%
2000	6	0.13%	0.00%
2001	6	0.12%	0.00%
2002	6	0.12%	0.00%
2003	7	0.12%	0.00%
2004	7	0.11%	0.00%
2005	8	0.11%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.10 GRENADA

Portable Pen-Based Computers (million US \$): Grenada 1995 - 2005

Year	Grenada	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.11 HAITI

Portable Pen-Based Computers (million US \$): Haiti 1995 - 2005

Year	Haiti	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	2	0.00%	0.00%
1997	2	0.00%	0.00%
1998	2	0.05%	0.00%
1999	2	0.00%	0.00%
2000	2	0.00%	0.00%
2001	2	0.00%	0.00%
2002	2	0.00%	0.00%
2003	2	0.00%	0.00%
2004	2	0.00%	0.00%
2005	3	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.12 JAMAICA

Portable Pen-Based Computers (million US \$): Jamaica 1995 - 2005

Year	Jamaica	% of Region	% of Globe
1995	2	0.00%	0.00%
1996	2	0.00%	0.00%
1997	2	0.00%	0.00%
1998	2	0.05%	0.01%
1999	2	0.00%	0.00%
2000	2	0.00%	0.00%
2001	2	0.00%	0.00%
2002	3	0.00%	0.00%
2003	3	0.00%	0.00%
2004	3	0.00%	0.00%
2005	3	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.13 MARTINIQUE

Portable Pen-Based Computers (million US \$): Martinique 1995 - 2005

Year	Martinique	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	2	0.00%	0.00%
2002	2	0.00%	0.00%
2003	2	0.00%	0.00%
2004	2	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.14 NETHERLANDS ANTILLES

Portable Pen-Based Computers (million US \$): Netherlands Antilles 1995 - 2005

Year	Netherlands Antilles	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.02%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.15 ST. KITTS AND NEVIS

Portable Pen-Based Computers (million US \$): St. Kitts and Nevis 1995 - 2005

Year	St. Kitts and Nevis	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.16 ST. LUCIA

Portable Pen-Based Computers (million US \$): St. Lucia 1995 - 2005

Year	St. Lucia	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.17 ST. VINCENT AND THE GRENADINES

Portable Pen-Based Computers (million US \$): St. Vincent and the Grenadines 1995 - 2005

Year	St. Vincent and the Grenadines	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.18 TRINIDAD AND TOBAGO

Portable Pen-Based Computers (million US \$): Trinidad and Tobago 1995 - 2005

Year	Trinidad and Tobago	% of Region	% of Globe
1995	2	0.11%	0.00%
1996	2	0.10%	0.00%
1997	3	0.00%	0.00%
1998	3	0.00%	0.00%
1999	3	0.00%	0.00%
2000	3	0.00%	0.00%
2001	3	0.00%	0.00%
2002	4	0.00%	0.00%
2003	4	0.00%	0.01%
2004	4	0.00%	0.00%
2005	4	0.00%	0.01%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.19 UNITED STATES

Portable Pen-Based Computers (million US \$): United States 1995 - 2005

Year	United States	% of Region	% of Globe
1995	1,630	83.98%	16.45%
1996	2,013	85.58%	18.24%
1997	2,525	87.13%	20.31%
1998	3,153	88.51%	22.49%
1999	3,524	89.18%	23.72%
2000	3,876	89.72%	24.77%
2001	4,264	90.07%	25.50%
2002	4,690	90.39%	26.18%
2003	5,159	90.70%	26.87%
2004	5,675	91.00%	27.57%
2005	6,243	91.29%	28.27%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7 OCEANA: PORTABLE PEN-BASED COMPUTERS

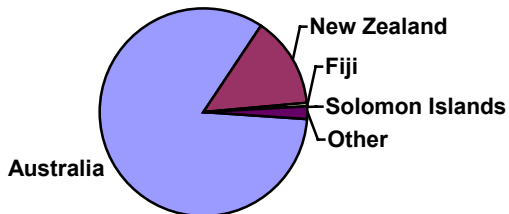
7.1 EXECUTIVE SUMMARY

Market Potential for Portable Pen-Based Computers in Oceania (million US \$): 2000

Country	Latent Demand million US \$	% of Oceania
Australia	196	83.26%
New Zealand	34	14.37%
Fiji	1	0.40%
Solomon Islands	0	0.00%
American Samoa	0	0.00%
Nauru	0	0.00%
Vanuatu	0	0.00%
Tonga	0	0.00%
Micronesia Federation	0	0.00%
Palau	0	0.00%
Marshall Islands	0	0.00%
Kiribati	0	0.01%
Tuvalu	0	0.00%
Total	232	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Portable Pen-Based Computers in Oceania (million US \$): 2000



The Market for Portable Pen-Based Computers in Oceania: 1995 - 2005

Year	million US \$	% of Globe
1995	170.73	1.72
1996	184.88	1.68
1997	201.74	1.62
1998	219.83	1.57
1999	227.93	1.53
2000	235.59	1.51
2001	250.42	1.50
2002	267.37	1.49
2003	285.47	1.49
2004	304.80	1.48
2005	325.45	1.47

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.2 AMERICAN SAMOA**Portable Pen-Based Computers (million US \$): American Samoa 1995 - 2005**

Year	American Samoa	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.06%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.06%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.3 AUSTRALIA

Portable Pen-Based Computers (million US \$): Australia 1995 - 2005

Year	Australia	% of Region	% of Globe
1995	141	82.75%	1.42%
1996	153	82.86%	1.38%
1997	167	82.97%	1.34%
1998	183	83.08%	1.30%
1999	190	83.18%	1.27%
2000	196	83.26%	1.25%
2001	208	83.19%	1.24%
2002	222	83.10%	1.24%
2003	237	83.00%	1.23%
2004	253	82.91%	1.22%
2005	270	82.81%	1.22%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.4 FIJI

Portable Pen-Based Computers (million US \$): Fiji 1995 - 2005

Year	Fiji	% of Region	% of Globe
1995	1	0.39%	0.00%
1996	1	0.39%	0.00%
1997	1	0.39%	0.00%
1998	1	0.40%	0.00%
1999	1	0.40%	0.00%
2000	1	0.40%	0.00%
2001	1	0.40%	0.00%
2002	1	0.40%	0.00%
2003	1	0.39%	0.00%
2004	1	0.39%	0.00%
2005	1	0.39%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.5 KIRIBATI

Portable Pen-Based Computers (million US \$): Kiribati 1995 - 2005

Year	Kiribati	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.01%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.6 MARSHALL ISLANDS

Portable Pen-Based Computers (million US \$): Marshall Islands 1995 - 2005

Year	Marshall Islands	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.7 MICRONESIA FEDERATION

Portable Pen-Based Computers (million US \$): Micronesia Federation 1995 - 2005

Year	Micronesia Federation	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.8 NAURU

Portable Pen-Based Computers (million US \$): Nauru 1995 - 2005

Year	Nauru	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.9 NEW ZEALAND

Portable Pen-Based Computers (million US \$): New Zealand 1995 - 2005

Year	New Zealand	% of Region	% of Globe
1995	26	15.04%	0.25%
1996	28	14.89%	0.24%
1997	30	14.75%	0.23%
1998	32	14.61%	0.22%
1999	33	14.47%	0.22%
2000	34	14.37%	0.21%
2001	36	14.46%	0.21%
2002	39	14.58%	0.21%
2003	42	14.71%	0.21%
2004	45	14.83%	0.21%
2005	49	14.95%	0.22%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.10 PALAU

Portable Pen-Based Computers (million US \$): Palau 1995 - 2005

Year	Palau	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.02%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.11 SOLOMON ISLANDS

Portable Pen-Based Computers (million US \$): Solomon Islands 1995 - 2005

Year	Solomon Islands	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.08%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.09%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.12 TONGA

Portable Pen-Based Computers (million US \$): Tonga 1995 - 2005

Year	Tonga	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.03%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.13 TUVALU

Portable Pen-Based Computers (million US \$): Tuvalu 1995 - 2005

Year	Tuvalu	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.14 VANUATU

Portable Pen-Based Computers (million US \$): Vanuatu 1995 - 2005

Year	Vanuatu	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.05%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.05%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8 THE MIDDLE EAST: PORTABLE PEN-BASED COMPUTERS

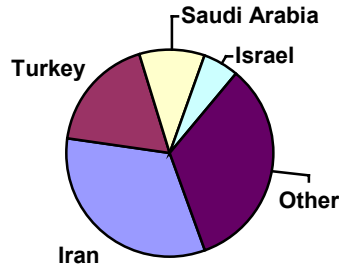
8.1 EXECUTIVE SUMMARY

Market Potential for Portable Pen-Based Computers in the Middle East (million US \$): 2000

Country	Latent Demand million US \$	% of the Middle East
Iran	269	32.74%
Turkey	148	18.04%
Saudi Arabia	85	10.39%
Israel	44	5.38%
Uzbekistan	42	5.07%
Pakistan	39	4.70%
Iraq	31	3.82%
United Arab Emirates	25	3.01%
Syrian Arab Republic	23	2.79%
Azerbaijan	18	2.21%
Kuwait	17	2.02%
Armenia	10	1.24%
Oman	10	1.21%
Tajikistan	10	1.19%
Kyrgyzstan	9	1.14%
Turkmenistan	9	1.11%
Yemen	8	0.99%
Qatar	6	0.73%
Jordan	6	0.73%
Lebanon	4	0.50%
Afghanistan	3	0.36%
Bahrain	3	0.35%
Total	820	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Portable Pen-Based Computers in the Middle East (million US \$): 2000



The Market for Portable Pen-Based Computers in the Middle East: 1995 - 2005

Year	million US \$	% of Globe
1995	569.45	5.75
1996	622.14	5.64
1997	685.14	5.51
1998	753.65	5.38
1999	788.65	5.31
2000	820.94	5.25
2001	867.01	5.19
2002	917.95	5.12
2003	972.12	5.06
2004	1,029.72	5.00
2005	1,091.00	4.94

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.2 AFGHANISTAN

Portable Pen-Based Computers (million US \$): Afghanistan 1995 - 2005

Year	Afghanistan	% of Region	% of Globe
1995	2	0.34%	0.00%
1996	2	0.34%	0.00%
1997	2	0.35%	0.00%
1998	3	0.35%	0.00%
1999	3	0.35%	0.00%
2000	3	0.36%	0.00%
2001	3	0.35%	0.00%
2002	3	0.35%	0.00%
2003	3	0.35%	0.00%
2004	4	0.35%	0.00%
2005	4	0.34%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.3 ARMENIA

Portable Pen-Based Computers (million US \$): Armenia 1995 - 2005

Year	Armenia	% of Region	% of Globe
1995	8	1.35%	0.00%
1996	8	1.33%	0.00%
1997	9	1.31%	0.00%
1998	10	1.28%	0.00%
1999	10	1.26%	0.00%
2000	10	1.24%	0.00%
2001	11	1.26%	0.00%
2002	12	1.28%	0.00%
2003	13	1.30%	0.00%
2004	14	1.32%	0.06%
2005	15	1.34%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.4 AZERBAIJAN

Portable Pen-Based Computers (million US \$): Azerbaijan 1995 - 2005

Year	Azerbaijan	% of Region	% of Globe
1995	10	1.81%	0.10%
1996	12	1.89%	0.10%
1997	14	1.98%	0.10%
1998	16	2.06%	0.11%
1999	17	2.14%	0.11%
2000	18	2.21%	0.11%
2001	19	2.15%	0.11%
2002	19	2.07%	0.10%
2003	19	2.00%	0.10%
2004	20	1.93%	0.00%
2005	20	1.86%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.5 BAHRAIN

Portable Pen-Based Computers (million US \$): Bahrain 1995 - 2005

Year	Bahrain	% of Region	% of Globe
1995	2	0.33%	0.00%
1996	2	0.33%	0.01%
1997	2	0.33%	0.00%
1998	3	0.34%	0.00%
1999	3	0.34%	0.00%
2000	3	0.35%	0.00%
2001	3	0.34%	0.00%
2002	3	0.34%	0.00%
2003	3	0.34%	0.00%
2004	3	0.33%	0.00%
2005	4	0.33%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.6 IRAN

Portable Pen-Based Computers (million US \$): Iran 1995 - 2005

Year	Iran	% of Region	% of Globe
1995	175	30.71%	1.76%
1996	194	31.16%	1.75%
1997	217	31.60%	1.74%
1998	241	32.03%	1.72%
1999	256	32.44%	1.72%
2000	269	32.74%	1.71%
2001	282	32.47%	1.68%
2002	295	32.10%	1.64%
2003	308	31.72%	1.60%
2004	323	31.34%	1.56%
2005	338	30.96%	1.53%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.7 IRAQ

Portable Pen-Based Computers (million US \$): Iraq 1995 - 2005

Year	Iraq	% of Region	% of Globe
1995	21	3.65%	0.21%
1996	23	3.69%	0.20%
1997	26	3.73%	0.20%
1998	28	3.76%	0.20%
1999	30	3.80%	0.20%
2000	31	3.82%	0.20%
2001	33	3.80%	0.19%
2002	35	3.77%	0.19%
2003	36	3.74%	0.18%
2004	38	3.70%	0.18%
2005	40	3.67%	0.18%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.8 ISRAEL

Portable Pen-Based Computers (million US \$): Israel 1995 - 2005

Year	Israel	% of Region	% of Globe
1995	34	6.04%	0.34%
1996	37	5.90%	0.33%
1997	39	5.75%	0.31%
1998	42	5.61%	0.30%
1999	43	5.48%	0.29%
2000	44	5.38%	0.28%
2001	47	5.47%	0.28%
2002	51	5.59%	0.28%
2003	56	5.71%	0.28%
2004	60	5.84%	0.29%
2005	65	5.96%	0.29%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.9 JORDAN

Portable Pen-Based Computers (million US \$): Jordan 1995 - 2005

Year	Jordan	% of Region	% of Globe
1995	5	0.81%	0.00%
1996	5	0.79%	0.00%
1997	5	0.78%	0.00%
1998	6	0.76%	0.00%
1999	6	0.74%	0.03%
2000	6	0.73%	0.00%
2001	6	0.74%	0.03%
2002	7	0.76%	0.00%
2003	8	0.77%	0.00%
2004	8	0.79%	0.00%
2005	9	0.80%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.10 KUWAIT

Portable Pen-Based Computers (million US \$): Kuwait 1995 - 2005

Year	Kuwait	% of Region	% of Globe
1995	12	2.08%	0.12%
1996	13	2.07%	0.11%
1997	14	2.06%	0.11%
1998	15	2.05%	0.11%
1999	16	2.03%	0.10%
2000	17	2.02%	0.10%
2001	18	2.03%	0.10%
2002	19	2.04%	0.10%
2003	20	2.06%	0.10%
2004	21	2.07%	0.10%
2005	23	2.08%	0.10%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.11 KYRGYZSTAN

Portable Pen-Based Computers (million US \$): Kyrgyzstan 1995 - 2005

Year	Kyrgyzstan	% of Region	% of Globe
1995	6	1.03%	0.00%
1996	7	1.05%	0.00%
1997	7	1.08%	0.00%
1998	8	1.10%	0.00%
1999	9	1.12%	0.00%
2000	9	1.14%	0.00%
2001	10	1.12%	0.00%
2002	10	1.10%	0.00%
2003	11	1.08%	0.00%
2004	11	1.06%	0.00%
2005	11	1.04%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.12 LEBANON

Portable Pen-Based Computers (million US \$): Lebanon 1995 - 2005

Year	Lebanon	% of Region	% of Globe
1995	3	0.56%	0.00%
1996	3	0.54%	0.00%
1997	4	0.53%	0.00%
1998	4	0.52%	0.00%
1999	4	0.51%	0.02%
2000	4	0.50%	0.00%
2001	4	0.51%	0.00%
2002	5	0.52%	0.00%
2003	5	0.53%	0.00%
2004	6	0.54%	0.00%
2005	6	0.55%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.13 OMAN

Portable Pen-Based Computers (million US \$): Oman 1995 - 2005

Year	Oman	% of Region	% of Globe
1995	7	1.26%	0.00%
1996	8	1.25%	0.00%
1997	9	1.24%	0.00%
1998	9	1.23%	0.06%
1999	10	1.22%	0.00%
2000	10	1.21%	0.00%
2001	11	1.22%	0.00%
2002	11	1.23%	0.00%
2003	12	1.24%	0.00%
2004	13	1.25%	0.00%
2005	14	1.26%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.14 PAKISTAN

Portable Pen-Based Computers (million US \$): Pakistan 1995 - 2005

Year	Pakistan	% of Region	% of Globe
1995	29	5.05%	0.29%
1996	31	4.98%	0.28%
1997	34	4.90%	0.27%
1998	36	4.83%	0.25%
1999	38	4.75%	0.25%
2000	39	4.70%	0.24%
2001	41	4.75%	0.24%
2002	44	4.81%	0.24%
2003	47	4.88%	0.24%
2004	51	4.95%	0.24%
2005	55	5.01%	0.24%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.15 QATAR

Portable Pen-Based Computers (million US \$): Qatar 1995 - 2005

Year	Qatar	% of Region	% of Globe
1995	4	0.69%	0.00%
1996	4	0.70%	0.00%
1997	5	0.71%	0.00%
1998	5	0.72%	0.00%
1999	6	0.73%	0.00%
2000	6	0.73%	0.00%
2001	6	0.73%	0.00%
2002	7	0.72%	0.00%
2003	7	0.71%	0.00%
2004	7	0.71%	0.00%
2005	8	0.70%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.16 SAUDI ARABIA

Portable Pen-Based Computers (million US \$): Saudi Arabia 1995 - 2005

Year	Saudi Arabia	% of Region	% of Globe
1995	57	9.92%	0.57%
1996	62	10.03%	0.56%
1997	69	10.13%	0.55%
1998	77	10.23%	0.55%
1999	81	10.32%	0.54%
2000	85	10.39%	0.54%
2001	90	10.33%	0.53%
2002	94	10.25%	0.52%
2003	99	10.16%	0.51%
2004	104	10.07%	0.50%
2005	109	9.98%	0.49%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.17 SYRIAN ARAB REPUBLIC

Portable Pen-Based Computers (million US \$): Syrian Arab Republic 1995 - 2005

Year	Syrian Arab Republic	% of Region	% of Globe
1995	17	2.98%	0.17%
1996	18	2.94%	0.16%
1997	20	2.90%	0.16%
1998	22	2.86%	0.15%
1999	22	2.82%	0.15%
2000	23	2.79%	0.14%
2001	24	2.82%	0.14%
2002	26	2.85%	0.14%
2003	28	2.89%	0.14%
2004	30	2.92%	0.14%
2005	32	2.96%	0.14%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.18 TAJIKISTAN

Portable Pen-Based Computers (million US \$): Tajikistan 1995 - 2005

Year	Tajikistan	% of Region	% of Globe
1995	6	1.02%	0.00%
1996	7	1.05%	0.00%
1997	8	1.09%	0.00%
1998	9	1.13%	0.00%
1999	9	1.16%	0.00%
2000	10	1.19%	0.00%
2001	10	1.16%	0.00%
2002	10	1.13%	0.05%
2003	11	1.10%	0.05%
2004	11	1.07%	0.00%
2005	11	1.04%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.19 TURKEY

Portable Pen-Based Computers (million US \$): Turkey 1995 - 2005

Year	Turkey	% of Region	% of Globe
1995	115	20.15%	1.15%
1996	123	19.69%	1.11%
1997	132	19.23%	1.06%
1998	142	18.78%	1.01%
1999	145	18.36%	0.97%
2000	148	18.04%	0.94%
2001	159	18.33%	0.95%
2002	172	18.71%	0.95%
2003	186	19.10%	0.96%
2004	201	19.50%	0.97%
2005	217	19.89%	0.98%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.20 TURKMENISTAN

Portable Pen-Based Computers (million US \$): Turkmenistan 1995 - 2005

Year	Turkmenistan	% of Region	% of Globe
1995	6	0.97%	0.00%
1996	6	1.00%	0.00%
1997	7	1.03%	0.00%
1998	8	1.06%	0.00%
1999	9	1.09%	0.00%
2000	9	1.11%	0.00%
2001	9	1.09%	0.05%
2002	10	1.06%	0.00%
2003	10	1.04%	0.00%
2004	10	1.01%	0.00%
2005	11	0.99%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.21 UNITED ARAB EMIRATES

Portable Pen-Based Computers (million US \$): United Arab Emirates 1995 - 2005

Year	United Arab Emirates	% of Region	% of Globe
1995	18	3.13%	0.17%
1996	19	3.10%	0.17%
1997	21	3.08%	0.16%
1998	23	3.05%	0.16%
1999	24	3.03%	0.16%
2000	25	3.01%	0.15%
2001	26	3.03%	0.15%
2002	28	3.05%	0.15%
2003	30	3.07%	0.15%
2004	32	3.09%	0.15%
2005	34	3.11%	0.15%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.22 UZBEKISTAN

Portable Pen-Based Computers (million US \$): Uzbekistan 1995 - 2005

Year	Uzbekistan	% of Region	% of Globe
1995	27	4.80%	0.27%
1996	30	4.86%	0.27%
1997	34	4.92%	0.27%
1998	38	4.98%	0.26%
1999	40	5.03%	0.26%
2000	42	5.07%	0.26%
2001	44	5.04%	0.26%
2002	46	4.99%	0.25%
2003	48	4.94%	0.25%
2004	50	4.89%	0.24%
2005	53	4.83%	0.23%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.23 YEMEN

Portable Pen-Based Computers (million US \$): Yemen 1995 - 2005

Year	Yemen	% of Region	% of Globe
1995	6	1.04%	0.00%
1996	6	1.03%	0.05%
1997	7	1.02%	0.00%
1998	8	1.01%	0.00%
1999	8	1.00%	0.00%
2000	8	0.99%	0.00%
2001	9	1.00%	0.00%
2002	9	1.01%	0.05%
2003	10	1.01%	0.00%
2004	11	1.02%	0.00%
2005	11	1.03%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

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