

ROYALTY PRODUCT OFFERING

High-End Windows Applications

United States & English Language Countries

Per-System Royalty Product Offering	Per-Sys RTY		Pricing			Rty as % SRP		Tot \$ Commit (000)	
	5K-25K	25K+	SRP	Dist	Est-St	5K-25K	25K+	5K	25K
Windows High-End Applications									
Excel for Windows	\$74	\$50	495	287	307	15.0%	10.0%	371	1,238
Office for Windows	\$149	\$100	995	537	618	15.0%	10.0%	748	2,488
PowerPoint for Windows	\$74	\$50	495	267	307	15.0%	10.0%	371	1,238
Project for Windows	\$104	\$70	695	375	432	15.0%	10.0%	521	1,738
Word for Windows	\$74	\$50	495	267	307	15.0%	10.0%	371	1,238
Visual Basic	\$30	\$20	199	107	124	15.0%	10.0%	149	498
Windows Mail (5-pak)	\$59	\$40	395	213	246	15.0%	10.0%	296	988

Localized Product for Non-English Language Countries

Per-System Royalty Product Offering	Per-Sys RTY		Avg SRP	Rty as % SRP		Tot \$ Commit (000)	
	5K-25K	25K+		5K-25K	25K+	5K	25K
Windows High-End Applications							
Excel for Windows	\$111	\$74	838	13.3%	8.9%	557	1,858
PowerPoint for Windows	\$111	\$74	829	13.4%	9.0%	557	1,858
Project for Windows	\$156	\$104	1,070	14.6%	9.7%	782	2,608
Word for Windows	\$111	\$74	863	12.9%	8.6%	557	1,858
Visual Basic	\$45	\$30	? #VALUE!	#VALUE!	#VALUE!	224	748
Windows Mail (5-pak)	\$89	\$59	395	22.5%	15.0%	444	1,481

Entry Applications

United States & English Language Countries

Per-System Royalty Product Offering	Per-Sys RTY		Pricing			Rty as %SRP		Tot \$\$ Commit (000)	
	5K-25K	25K+	SRP	Dist	Est-St	5K-25K	25K+	5K-25K	25K+
Entry Applications									
Works	\$15	\$11	149	80	93	10.0%	7.5%	75	112
Works for Windows	\$20	\$15	199	107	124	10.0%	7.5%	100	149
Windows Personal Financial Manager	\$7	\$5	70	38	43	10.0%	7.5%	35	53
Windows Publisher	\$20	\$15	199	107	124	10.0%	7.5%	100	149
DOS Word	\$45	\$34	450	243	279	10.0%	7.5%	225	338

Localized Product for Non-English Language Countries

Per-System Royalty Product Offering	Per-Sys RTY		SRP	Rty as %SRP		Tot \$\$ Commit (000)	
	5K-25K	25K+		5K-25K	25K+	5K-25K	25K+
Entry Applications							
Works	\$19	\$15	359	5.4%	4.0%	97	145
Works for Windows	\$28	\$19	? #VALUE!	#VALUE!	#VALUE!	129	194
Windows Personal Financial Manager	\$9	\$7	70	13.0%	9.8%	48	68
Windows Publisher	\$28	\$19	199	13.0%	9.8%	129	194
DOS Word	\$59	\$44	748	7.8%	5.9%	293	439

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