## Windows Vital Signs Report - June 1992

## Year End Highlights:

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

## June Highlights:

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

LIST:				
Bill Gates	8S/2	Steve Ballmer	9N/2	
Mike Maples	17W/3	John Conners	9N/2	
David Pritchard	17W/3	Brad Silverberg	3/2	
Peter Neupen	9N/2	Joachim Kempin	9N/1	
Rich Macintosh	22/3	Pan Maritz	4/2	
Frank Gaudette	85/2	Bill Neskom	8S/2	
Jeff Raikes	22.02	Gary Gigot	22/4	
Bob McDowell	22/3	Rich Abel	9N/1	
Sharon Decker	RWF/4	Phil Barrett	6/1	
Brad Chase	3/2	Jon Reingold	9N/2	
John Ensiein	3/2	Tom Lennon	3/1	
Anthony Short	5/2	Orlando Ayala	9N/2	
Jonathan Roberts	3/2	Jon Lazans	4/2	
Alex Nader	3/2	Ty Carizon	3/2	
Tom Anderson	3/2	Tim Breidigan	3/2	
Rich Tong	3/2	Jeff Thiel	3/2	
Adam Tavior	3/2	Mike Negrin	22/4	
Chris Smith	9N/2	Patty Stonesifer	BP/8	
Chris Peters	16S/2	Susan Boeschen	105/1	
Russ Werner	22/2	Jody Snodgrass	4/2	
Bryan Nelson	9N/2	Greg Slyngstad	5/1	
Darryt Rubin	17W/2	Rob Glaser	6/1	
Steve Shaiman	19/2	Richard Fade	9N/1	
Ron Hospei	9N/1 >	Steve McLeodf	9N/1	
Gary Perez	9N/1	Tom Baubaker	9N/1	
Bob ORear	9N/2	leff Lum	9N/1	
John Jenkins	9N/1	Ted Hannum	9N/1	
Mark Chestout	9N/1	Melvin Henderson-Rubio	10N/1	
George Downing	9N/1	Lissa Cram	4/2	
Tim Brewer	3/2	Noia Drazdoff	3/2	
Janine Harrison	5/2	Andy Hill	3/2	
Keith Lacpple	3/2	Greg Lowney	3/2	
Tim McCaffrey	4/2	Brad Hastings	3/1	
Marion Juntilla	3/1	Pete Higgins	17W/3	
Stove Wells	9N/2	Jenna Marshall	4/2	
Sharon Hornstein	3/2	David Colo	3/2	
Nathan Myhrvoid	9S/1	Tony Audino	4/2	
Mike Moran	4/2	Pertti Ruosaan	ÚI.	
Jon Nieponski	4/2	Hank Vigil	17W/2	
Rick Thompson	19/2	Bridget Greenberg	19/2	
Hugh Chang	6/1	Mack McCanley	3/1	
John Ludwig	3/2	Pradeep Suzgh	5/1	MSC ADDADA
Chris Buecker	LPB/2	Edward McCahill	22/4	MSC 00823629
Catherine Menses	8N/2	Bill Veghte	5/1	
	-			· •

- ----

\* Notify paulanc of any distribution list changes.

---

. . . . . .



HIGHLY

- -

CONFIDENTIAL

-

.

											MA TOTAL			
640,000											MONA FOTM.			
	Ì	ļ	ij								L WW OFFICE			
														-
Derre die filme filme			H		볡			_						Win 3.1 Shine
MARA ACIA	117. M								1994 (1)			042.81	MATENT IN	100 01
Taylor Taylor				ia x									17.98	
	SIT.	NAME OF COLUMN		***			XIII	i i i		1 H	ļ.	i K		
A DESCRIPTION OF A DESC	-3	* 8			•			•	254,071	10),07 771,10	100,071	51'00 11	442, 295, 1 445, 295, 1	1,242,745
Town specifies B 6 Smaller	•		•	-	-	-		•	=	100,000		2		114,646
	¥.		141	Yard .							NONO1 C		Tion of the local division of the local divi	
Demostle 197AL	16653 6947821	1001	14991			1487 1477/1481	154271 1964/101	<u>351</u>	112H	MORT)	NACT NACT			
Compared with \$1				ALL A	11	101/10	51	21	1	ž	140 Million	40/01)	1,140,794	Ref. (A
TOTAL BATT					111W	805/181	10,001			415'185 445'101			100"NIT'I	101,101
Mittaliana Vegeties					ž	¥	- Sat	142	1	1111 1111	74461	162FE	Y de l	
Annual Contraction			NAMA ANA ANA ANA ANA ANA ANA ANA ANA ANA	985 TE	Net al			144.18 1914:18			107.04	102110	510, ANS	UN MZ
TOTAL MIT						INC.		NUT I						
The rest of the second s								X.		140041	> 10004	10051	i.ver	
	17Mm	1400			744		111	242	×.	14.91	202		1111	
					ſ									
Constant Constant		PICMI				200,065	107 101		MICENC	11.11	WTEL	101,174	2,000,034	
OTENNA MOU .	E						HAT'ON	_					107,770,1	
TOTAL WAY COMMUNICATION SHOULD				ļ	STATE OF THE OWNER	14.4	NIN		ULN		14,75	0490 W.	10.413	
OCH 3 mm Milling Arrendo		Har Mar	l	1				ł				3001 (100		
		ŧ			ÉĚ	No.	Ē		×.	Ĩ	é.	<b>S</b>	Ę	
NOW 54 March 100		<b>6</b>			Ē	4	4		NOOI A	Į.		N.IOI	ĒĒ	
TotAL of a 5 all		7	Titler I				Nuo1	ž, ř.	1004 -	Į	11111		Notes -	
WAYNE JY Nor Shin of Blasses And											IJ	11		
NVF WINAX Understand									104,007	TAN, MAR			L 100 MIL	
											L	Ł		
TOTAL Circu Lundon		C.B.M.			ł				NCI YAN'N	CLARKET	ALC: NO	IL TEAM	an unit	
1 1	H	The fi	ľ	ſ		Į						וו		
Derived Faw (addition)		-		Fi								THE PARTY OF		
Evenue Manual X	iI		1	Ì			22	łş	55	Ĩ	140	10	121	
Abgrades	Ì	ł	Ī				Ī	đ	216		â	\$	ž	
Denverale Research	19	1 23	*3	33	29		23	2 )	3	3	E.	8	1	
Rente Ungeden	2 1	11	63	123		i£i	163	12	IEI		1	11:	Ê	
	1	1								i	ì	ž	2	
Erres.	5	11	5	E	121			121		3ê	Î	66	ð ±	
											8	8	ä	
												-	- Leterrie	
	ŧ			1	Ē	£		Ľ	4		1	i i		
A LAW WALL	÷.		Į.	ŝ	6	14	4	1441	1417					
	Manager and the second s			0.444	THOMA I	1								
					121	a.						211	Horm And. 153	
Day Contents	ANT.										0,136		100	M6
Call Time (mb. ) Differ Time (mb.)	11					a a	-		2		13:	2	1	
Den Canada and Andreas	£.	£1	-	I	1	T.	1		Ě	Ĩ			• [	
Tatif PSE Mandoment in Windows	9	Ĩ			1	6	ſŧ		Ţ	<u>F</u>	<u>é</u> z	ž,		
Participation (Contraction Contraction)	¢ z	ΧĘ			ž X	i i	2		21	81	<u>s</u>	K.	E.	
TOTAL	¥.	×			X	141	¥.				e ×			

- -

\_

-

.

-----

MSC 00823630

HIGHLY CONFIDENTIAL

• •

HIGHLY CONFIDENTIAL

ι

- - - - -

- -

-----

MSC 00823631

1

		Tany yes					1441	ILLING	TRAN MAR	Net 191 Dect Not		PHF ISAC					MALELIN	F100.701			ŝ	ţř	ž		i ç	i i	X	ŧ	ŧ ś	ŧţ	N.	ŝ	ŝ	1		INTING LINGTON	11	21				.		¥ Á	ŧ	fi	ž
			ţ£	Ĕ¢	Źź	1000710011	ţ	142.00										i			Į	5 2	11	X	É Š	\$ £	1341	£.	Ę	ĬĨ	×.	Ē	£	Ē			N IN		14			89 M		4 4	ž	ł.	Ē
54			į £ i	1	1 X		jï	an.ma			l Birden		100705	11(11)							<u><u></u></u>	\$	Ē			<b>(</b> 6	X	Ĕ	<u>s</u> e	ŝį	Xoo	Ēŝ	51	51			941.4	5	1		497 14 14 14	101,01		E Z	Į	1	į
			1	: £	é f		įI							12.11			60, MH		SULAR.		ŧ ź	6	4 Z	<b>X</b>	14	5	l su	Ş.	Æ	ŧį	₹	65	48	1			197,04	10.07	51	1		in the				ć i	
I S I		Ĩ					N I	NAME AND ADDRESS OF AD		Ę		140	(4.112) (3.100		Hereit				-		11	£	<u>, 1</u>		1£	: £			ţ	Í	Ĩ	¢ î	ł	NE					Ş	2		100		ć ć	ŝŝ	55	
<u>B</u> ái		2	1				13	Stational C		Frank			<b>.</b>	107.12 12 12			NA MA	MAL 10			i i	Ē i	i ž		1		Ĭ	ži	I			Ē	Ĩ	44			Here	100 11 11 11			11	140		61	<u> 1</u>	:	
ă <u></u> ≨ă		Ĩ	21		1 2		<u>.</u>	A A	THE REAL PROPERTY OF			1		3				17.76		10	ţž	Ĕ	đ		5	ž		ŝ	£	Ē			Ĩ	1			14.67	11.0		11.460				66	65	_	
163	5		t	£ j	: 4		į	ALARY MANNAL		ALL UNIT MICH							100,100 1,12,130	N.M.		ł	Ë	ť	Z		44	£		64	£	Ē	5	6	ÉÁ		844		2						5	44	ŝ£		
B € X	NISC STATES		žť	¥1	1							100114						HV7/1		×.	E	ţ	2		24	£		55	4	<b>§</b>			5	¥ <u>4</u>			123.46			17.246			S.	E E	ž ž	•	
<u></u> ₹£‡			2 2	Ľ			5Ż	Are of Second			Control International						*****	11	Ī		ţz	ţ	Ē		İ	£		£ į	Ē	1		161	11401	t i			111	2,00,1		10.00			<u>ę</u> i	55	ž ż		1
			i i		ľ		į	The second s	11.12				111	1145, 180			122710	97 13 13		5	14	é ¢	2	F	£¢	<b>*</b>		ŧ i	51	ŝ	1	6	Ľ	i i			1997	3		5			¥ i	1	÷.		
		124	ŧŧ	χş	Z		Ē				24,067		-			1111		101.16		21	1	<u>ç</u> c	Z		<u>í í</u>	*		£ É	Ē	Į	1	i ĝ j	ŝ	<b>6</b>		1013				21412	2	1 040 B		E	ŧţ	,	1 1011
		342	i i	χŻ					1441		10.64				÷.			14 H		i (		ξž	Ē	ľ	5 ÷	¢,				1005		4			6477	HUN1	91.0	1,600		99 97			No.	¥.			
Total Web RDK (unite - Annual Total Web RDK (unite % of Press CHC2HMA: SDK Bandes	findemine fieres - 175		1.12 million 2423/4: 31 Control	A IN GAW	Phylocopy (Construction			م المحمد ا				Minuter Relation	National Office	Read of the local division of the local divi		Cold of Assessment		America Survey	Partie in F (san i same i gainere)		PBO SN	Reyalty tran Specificard	Rentes Apple and	Cont of the second seco	Country Drawing	8	OFOSS IN NOT S	Europe Adda	LAN NON LEO XX	Inter of A	ERA TRAD WOORE &	Control of the second s	1901	NOM OF	A strad Virths (soundation 2012) 2023 (Mile)	Biterrative Star	Quarter Q	Ī		Other Europe Consult				Į.			The first of

-

.

.

: .