

# Linux Heat Map

Linux Trend Indicators	
↑	Linux Usage/Momentum 2nd Derivative Decreasing (Better for MS)
↑	Linux Usage/Momentum Decreasing (Good for MS)
±	Linux Usage/Momentum Unchanged (Indifferent for MS)
↓	Linux Usage/Momentum Increasing (Bad for MS)
↓	Linux Usage/Momentum 2nd Derivative Increasing (Worse for MS)

Situation by Country		Linux Trend Indicators			OSS Legislation Score	
		SMB	MidMarket	Enterprise	August 2003	October 2003
Brazil	Linux % of PC Installed Base	1.80%	3.95%	0.99%	108	104
	% of Organizations Evaluating or Deploying Linux	13.00%	18.30%	13.60%		
	% of Organizations w/ Linux as Primary OS	0.80%	3.40%	1.50%		
	% of Organizations that will Change Primary OS to Linux	19.10%	26.60%	13.90%		
Russia	Linux % of PC Installed Base	2.60%	4.40%	4.20%	8	10
	% of Organizations Evaluating or Deploying Linux	5.00%	20.20%	35.10%		
	% of Organizations w/ Linux as Primary OS	0.70%	2.80%	2.16%		
	% of Organizations that will Change Primary OS to Linux	2.80%	10.20%	28.60%		
India	Linux % of PC Installed Base	2.70%	2.50%	1.50%	26	26
	% of Organizations Evaluating or Deploying Linux	19.70%	24.30%	19.60%		
	% of Organizations w/ Linux as Primary OS	3.00%	1.80%	0.80%		
	% of Organizations that will Change Primary OS to Linux	11.80%	9.30%	16.80%		
China	Linux % of PC Installed Base	0.40%	0.80%	0.80%	21	23
	% of Organizations Evaluating or Deploying Linux	4.20%	18.00%	23.50%		
	% of Organizations w/ Linux as Primary OS	0.20%	0.30%	0.00%		
	% of Organizations that will Change Primary OS to Linux	0.00%	1.50%	7.90%		
Korea	Linux % of PC Installed Base	0.00%	0.10%	0.00%	16	20
	% of Organizations Evaluating or Deploying Linux	4.70%	4.40%	1.40%		
	% of Organizations w/ Linux as Primary OS	0.00%	0.00%	0.00%		
	% of Organizations that will Change Primary OS to Linux	0.00%	0.00%	0.00%		
France	Linux % of PC Installed Base	0.00%	5.40%	3.30%	28	14
	% of Organizations Evaluating or Deploying Linux	0.00%	12.30%	18.70%		
	% of Organizations w/ Linux as Primary OS	0.00%	3.20%	0.00%		
	% of Organizations that will Change Primary OS to Linux	0.00%	9.80%	0.00%		
Germany	Linux % of PC Installed Base	2.40%	1.40%	3.20%	55	54
	% of Organizations Evaluating or Deploying Linux	28.70%	32.00%	31.70%		
	% of Organizations w/ Linux as Primary OS	1.60%	0.10%	0.00%		
	% of Organizations that will Change Primary OS to Linux	0.00%	5.20%	5.36%		
UK	Linux % of PC Installed Base	0.40%	1.00%	0.60%	21	21
	% of Organizations Evaluating or Deploying Linux	3.00%	13.20%	18.90%		
	% of Organizations w/ Linux as Primary OS	0.00%	0.50%	1.00%		
	% of Organizations that will Change Primary OS to Linux	7.70%	5.80%	0.00%		
Mexico	Linux % of PC Installed Base	0.30%	1.24%	0.22%	2	4
	% of Organizations Evaluating or Deploying Linux	2.50%	13.80%	8.50%		
	% of Organizations w/ Linux as Primary OS	0.00%	1.00%	0.00%		
	% of Organizations that will Change Primary OS to Linux	1.20%	17.80%	10.56%		
Japan	Linux % of PC Installed Base	6.70%	6.20%	6.30%	3	8
	% of Organizations Evaluating or Deploying Linux	3.10%	7.80%	15.20%		
	% of Organizations w/ Linux as Primary OS	0.00%	0.10%	0.00%		
	% of Organizations that will Change Primary OS to Linux	14.10%	6.30%	0.80%		
US	Linux % of PC Installed Base	0.60%	0.76%	0.27%	35	43
	% of Organizations Evaluating or Deploying Linux	4.10%	12.30%	10.00%		
	% of Organizations w/ Linux as Primary OS	0.30%	1.00%	0.60%		
	% of Organizations that will Change Primary OS to Linux	2.40%	5.20%	0.00%		

\* indicates a significant difference

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Plaintiff's Exhibit

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Comes V. Microsoft