

**Novell Applications Group**  
**Revenue by Product Line**  
**Quarters - 1993**

Product	Percent of Total Revenues - 1993				TOTAL 1993	% Change vs Prior Quarter				
	Q1	Q2	Q3	Q4		TOTAL	Q1	Q2	Q3	Q4
<b>Business Applications</b>										
PerfectOffice (Suites)	\$0	\$0	\$3,965,647	\$516,544	\$4,482,191	0.0%	0.0%	2.3%	0.3%	0.7%
WP Windows	62,829,908	75,469,817	54,344,593	102,417,890	295,062,207	44.9%	45.9%	31.8%	52.0%	43.9%
Presentations Win	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
WP DOS	55,347,182	13,182	1,162,634	3,052,051	4,227,867	0.0%	0.0%	0.7%	1.5%	0.6%
WP DOS	0	52,107,510	82,107,497	53,219,075	242,781,264	39.6%	31.7%	48.1%	27.0%	36.1%
Presentations DOS	5,074,709	4,301,841	2,210,913	1,387,469	12,974,932	0.0%	0.0%	0.0%	0.0%	0.0%
WP MAC	2,618,696	3,351,504	2,557,547	4,139,149	12,666,896	1.9%	2.0%	1.5%	2.1%	1.9%
WP UNIX	4,261,922	5,688,758	4,659,875	4,757,767	19,368,321	3.0%	3.5%	2.7%	2.4%	2.9%
Envoy	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Language Modules	0	0	387,183	669,093	1,056,276	0.0%	0.0%	0.2%	0.3%	0.2%
SGML	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Other	4,487,183	16,511,610	10,232,442	13,682,667	44,913,902	3.2%	10.0%	6.0%	6.9%	6.7%
<b>Total Bus Apps</b>	<b>134,619,600</b>	<b>157,444,222</b>	<b>161,628,331</b>	<b>183,841,704</b>	<b>637,533,856</b>	<b>96.3%</b>	<b>95.7%</b>	<b>94.7%</b>	<b>93.3%</b>	<b>94.9%</b>
<b>GroupWare</b>										
Groupwise	3,653,901	3,870,952	6,460,597	7,981,174	21,966,625	2.6%	2.4%	3.8%	4.1%	3.3%
Inform	0	0	553,901	1,906,675	2,460,576	0.0%	0.0%	0.3%	1.0%	0.4%
SoftSolutions	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Other - Groupware	30,078	800,196	457,312	985,906	2,273,492	0.0%	0.5%	0.3%	0.5%	0.3%
<b>Total GroupWare</b>	<b>3,683,980</b>	<b>4,671,148</b>	<b>7,471,811</b>	<b>10,873,755</b>	<b>26,700,693</b>	<b>2.6%</b>	<b>2.8%</b>	<b>4.4%</b>	<b>5.5%</b>	<b>4.0%</b>
<b>Consumer Applications</b>										
Works	963,043	1,343,631	542,422	1,254,476	4,103,572	0.7%	0.8%	0.3%	0.6%	0.6%
InfoCentral	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
ExpressFax+	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Personal Products - Other	561,490	894,549	981,188	894,531	3,331,758	0.4%	0.5%	0.6%	0.5%	0.5%
Home Education	12,877	182,370	59,611	118,732	373,591	0.0%	0.1%	0.0%	0.1%	0.1%
Family Entertainment	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Total Consumer Apps</b>	<b>1,537,411</b>	<b>2,420,550</b>	<b>1,583,221</b>	<b>2,267,740</b>	<b>7,808,921</b>	<b>1.1%</b>	<b>1.5%</b>	<b>0.9%</b>	<b>1.2%</b>	<b>1.2%</b>
<b>Subtotal Apps Revenue</b>	<b>139,840,991</b>	<b>164,535,919</b>	<b>170,683,362</b>	<b>196,983,199</b>	<b>672,043,471</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>Support</b>										
Cert/Train/Conf	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Publishing	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Total Apps Revenue</b>	<b>\$139,840,991</b>	<b>\$164,535,919</b>	<b>\$170,683,362</b>	<b>\$196,983,199</b>	<b>\$672,043,471</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

**Novell Applications Group  
Revenue by Product Line  
Quarters - 1994**

Product	Percent of Total Revenues - 1994				TOTAL 1994	% Change vs Prior Quarter				
	Q1	Q2	Q3	Q4		TOTAL	Q1	Q2	Q3	Q4
<b>Business Applications</b>										
PerfectOffice (Suites)	\$2,940,371	\$3,292,461	(\$1,286,373)	\$3,460,914	\$8,407,374	1.7%	2.6%	-0.9%	2.7%	1.5%
WP Windows	110,111,423	62,507,115	85,069,598	46,999,319	304,687,455	62.6%	50.0%	57.8%	36.2%	52.7%
QP Windows	0	0	53,214	8,008,692	8,061,906	0.0%	0.0%	0.0%	6.2%	1.4%
Presentations Win	3,438,621	1,050,025	1,027,570	1,421,636	6,937,852	2.0%	0.8%	0.7%	1.1%	1.2%
WP DOS	29,099,968	28,415,549	27,225,826	16,543,971	101,285,314	16.6%	22.8%	18.5%	12.7%	17.5%
QP DOS	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%
Presentations DOS	1,022,593	393,162	(63,018)	94,681	1,447,418	0.6%	0.3%	-0.0%	0.1%	0.3%
WP MAC	3,582,081	3,503,933	2,943,991	6,191,207	16,221,212	2.0%	2.8%	2.0%	4.8%	2.8%
WP UNIX	2,939,048	3,449,645	3,127,172	2,792,434	12,308,299	1.7%	2.8%	2.1%	2.2%	2.1%
Envoy	0	0	140,124	83,754	223,878	0.0%	0.0%	0.1%	0.1%	0.0%
Language Modules	610,700	498,672	813,841	684,007	2,607,220	0.3%	0.4%	0.6%	0.5%	0.5%
SGML	51,644	153,967	203,649	268,616	677,876	0.0%	0.1%	0.1%	0.2%	0.1%
Other	14,059,506	7,581,847	12,912,408	16,138,437	50,892,198	8.0%	6.1%	8.8%	12.4%	8.8%
<b>Total Bus Apps</b>	<b>167,855,955</b>	<b>110,846,377</b>	<b>132,168,003</b>	<b>102,687,668</b>	<b>513,558,003</b>	<b>95.5%</b>	<b>88.7%</b>	<b>89.7%</b>	<b>79.1%</b>	<b>88.9%</b>
<b>GroupWare</b>										
Groupwise	5,191,872	5,472,138	6,023,341	14,324,140	31,011,491	3.0%	4.4%	4.1%	11.0%	5.4%
Informis	545,891	308,019	404,770	2,133,452	3,392,131	0.3%	0.2%	0.3%	1.6%	0.6%
SoftSolutions	0	2,079,285	1,675,420	3,740,316	7,495,020	0.0%	1.7%	1.1%	2.9%	1.3%
Other - Groupware	844,284	1,670,418	2,624,699	2,666,784	7,806,184	0.5%	1.3%	1.8%	2.1%	1.4%
<b>Total GroupWare</b>	<b>6,582,047</b>	<b>9,529,859</b>	<b>10,728,229</b>	<b>22,864,691</b>	<b>49,704,826</b>	<b>3.7%</b>	<b>7.5%</b>	<b>7.3%</b>	<b>17.6%</b>	<b>8.6%</b>
<b>Consumer Applications</b>										
Works	445,817	667,566	497,421	1,306,309	2,917,114	0.3%	0.5%	0.3%	1.0%	0.5%
InfoCentral	0	1,201,482	747,914	235,260	2,184,656	0.0%	1.0%	0.5%	0.2%	0.4%
ExpressFax+	7,340	186,799	567,851	306,842	1,068,832	0.0%	0.1%	0.4%	0.2%	0.2%
Personal Products - Other	809,908	1,897,168	1,298,265	1,726,596	5,731,937	0.5%	1.5%	0.9%	1.3%	1.0%
Home Education	114,501	94,854	417,744	547,788	1,174,888	0.1%	0.1%	0.3%	0.4%	0.2%
Family Entertainment	0	476,673	845,641	104,012	1,426,326	0.0%	0.4%	0.6%	0.1%	0.2%
<b>Total Consumer Apps</b>	<b>1,377,566</b>	<b>4,524,542</b>	<b>4,374,837</b>	<b>4,226,807</b>	<b>14,503,752</b>	<b>0.8%</b>	<b>3.6%</b>	<b>3.0%</b>	<b>3.3%</b>	<b>2.5%</b>
<b>Subtotal Apps Revenue</b>	<b>175,815,568</b>	<b>124,900,778</b>	<b>147,271,068</b>	<b>129,779,166</b>	<b>577,766,581</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>Support</b>										
Cert/Train/Conf	24,522	158,206	676,301	1,147,553	2,006,582	0.0%	0.1%	0.5%	0.9%	0.3%
Publishing	70,909	435,390	308,188	275,664	1,090,151	0.0%	0.3%	0.2%	0.2%	0.2%
	983,000	2,845,000	2,996,000	3,023,000	9,847,000	0.6%	2.3%	2.0%	2.3%	1.7%
<b>Total Apps Revenue</b>	<b>\$176,893,999</b>	<b>\$128,339,374</b>	<b>\$151,251,557</b>	<b>\$134,225,383</b>	<b>\$590,710,314</b>	<b>100.6%</b>	<b>102.8%</b>	<b>102.7%</b>	<b>103.4%</b>	<b>102.2%</b>

**Novell Applications Group**  
 Revenue by Product Line  
 Quarters - 1995

Product	Percent of Total Revenues - 1995				TOTAL 1995	% Change vs Prior Quarter													
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4										
<b>Business Applications</b>																			
PerfectOffice (Suites)	\$38,413,890	\$49,773,601	\$88,187,491		\$88,187,491	25.0%	29.0%	ERR	ERR	27.1%	29.6%	-100.0%	NA						
WP Windows	66,692,230	72,744,812	139,437,042		139,437,042	43.4%	42.4%	ERR	ERR	42.9%	9.1%	-100.0%	NA						
QP Windows	5,097,433	4,070,744	9,168,177		9,168,177	3.3%	2.4%	ERR	ERR	2.8%	-20.1%	-100.0%	NA						
Presentations Win	794,430	1,582,232	2,376,662		2,376,662	0.5%	0.9%	ERR	ERR	0.7%	99.2%	-100.0%	NA						
WP DOS	7,487,962	10,077,875	17,565,837		17,565,837	4.9%	5.9%	ERR	ERR	5.4%	34.6%	-100.0%	NA						
QPDOS	496,626	671,934	1,168,560		1,168,560	0.3%	0.4%	ERR	ERR	0.4%	35.3%	-100.0%	NA						
Presentations DOS	167,668	(48,072)	119,596		119,596	0.1%	-0.0%	ERR	ERR	0.0%	-128.7%	-100.0%	NA						
WP MAC	4,734,258	3,387,031	8,121,289		8,121,289	3.1%	2.0%	ERR	ERR	2.5%	-28.5%	-100.0%	NA						
WP UNIX	2,479,562	3,336,506	5,816,068		5,816,068	1.6%	1.9%	ERR	ERR	1.8%	34.6%	-100.0%	NA						
Envoy	66,348	38,181	106,529		106,529	0.0%	0.0%	ERR	ERR	0.0%	-44.1%	-100.0%	NA						
Language Modules	28,198	51,232	79,430		79,430	0.0%	0.0%	ERR	ERR	0.0%	81.7%	-100.0%	NA						
SGML	492,664	450,340	943,004		943,004	0.3%	0.3%	ERR	ERR	0.3%	-8.6%	-100.0%	NA						
Other	6,644,084	8,227,004	14,871,088		14,871,088	4.3%	4.8%	ERR	ERR	4.6%	23.8%	-100.0%	NA						
<b>Total Bus Apps</b>	<b>133,597,353</b>	<b>154,363,420</b>	<b>287,960,773</b>	<b>0</b>	<b>287,960,773</b>	<b>86.9%</b>	<b>90.1%</b>	<b>ERR</b>	<b>ERR</b>	<b>88.6%</b>	<b>15.5%</b>	<b>-100.0%</b>	<b>NA</b>						
<b>GroupWare</b>																			
Groupwise	10,487,987	12,769,188	23,257,175		23,257,175	6.8%	7.4%	ERR	ERR	7.2%	21.8%	-100.0%	NA						
Informis	498,750	594,368	1,093,118		1,093,118	0.3%	0.3%	ERR	ERR	0.3%	19.2%	-100.0%	NA						
SoftSolutions	3,250,170	1,237,868	4,486,038		4,486,038	2.1%	0.7%	ERR	ERR	1.4%	-61.9%	-100.0%	NA						
Other - GroupWare	1,538,078	1,632,430	3,170,508		3,170,508	1.0%	1.0%	ERR	ERR	1.0%	6.1%	-100.0%	NA						
<b>Total GroupWare</b>	<b>15,774,985</b>	<b>16,233,854</b>	<b>32,008,839</b>	<b>0</b>	<b>32,008,839</b>	<b>10.3%</b>	<b>9.5%</b>	<b>ERR</b>	<b>ERR</b>	<b>9.8%</b>	<b>2.9%</b>	<b>-100.0%</b>	<b>NA</b>						
<b>Consumer Applications</b>																			
Works	540,647	(115,835)	424,812		424,812	0.4%	-0.1%	ERR	ERR	0.1%	-121.4%	-100.0%	NA						
InfoCentral	134,839	4,486	139,325		139,325	0.1%	0.0%	ERR	ERR	0.0%	-96.7%	-100.0%	NA						
ExpressFax+	45,262	(105,272)	(56,010)		(56,010)	0.0%	-0.1%	ERR	ERR	-0.0%	-313.7%	-100.0%	NA						
Personal Products - Other	2,391,982	771,692	3,163,674		3,163,674	1.6%	0.5%	ERR	ERR	1.0%	-67.7%	-100.0%	NA						
Home Education	687,929	323,305	1,011,234		1,011,234	0.4%	0.2%	ERR	ERR	0.3%	-53.0%	-100.0%	NA						
Family Entertainment	513,708	(59,520)	454,188		454,188	0.3%	-0.0%	ERR	ERR	0.1%	-111.6%	-100.0%	NA						
<b>Total Consumer Apps</b>	<b>4,318,367</b>	<b>818,856</b>	<b>5,137,223</b>	<b>0</b>	<b>5,137,223</b>	<b>2.8%</b>	<b>0.5%</b>	<b>ERR</b>	<b>ERR</b>	<b>1.6%</b>	<b>-81.0%</b>	<b>-100.0%</b>	<b>NA</b>						
<b>Subtotal Apps Revenue</b>	<b>153,690,705</b>	<b>171,416,130</b>	<b>325,106,835</b>	<b>0</b>	<b>325,106,835</b>	<b>100.0%</b>	<b>100.0%</b>	<b>ERR</b>	<b>ERR</b>	<b>100.0%</b>	<b>11.5%</b>	<b>-100.0%</b>	<b>NA</b>						
<b>Support</b>																			
Cert/Train/Conf						0.0%	0.0%	ERR	ERR	0.0%	NA	NA	NA						
Publishing						0.0%	0.0%	ERR	ERR	0.0%	NA	NA	NA						
<b>Total Apps Revenue</b>	<b>\$153,690,705</b>	<b>\$171,416,130</b>	<b>\$325,106,835</b>	<b>\$0</b>	<b>\$325,106,835</b>	<b>100.0%</b>	<b>100.0%</b>	<b>ERR</b>	<b>ERR</b>	<b>100.0%</b>	<b>11.5%</b>	<b>-100.0%</b>	<b>NA</b>						