# The 2009-2014 World Outlook for Security Software

by
Professor Philip M. Parker, Ph.D.
Chaired Professor of Management Science
INSEAD (Singapore and Fontainebleau, France)

The 2009-2014 World Outlook for Security Software

By
Philip M. Parker, Ph.D.
Chaired Professor of Management Science
INSEAD (Singapore and Fontainebleau, France)

About the Author

Dr. Philip M. Parker is the Eli Lilly Chaired Professor of Innovation, Business and Society at INSEAD where he has taught courses on global competitive strategy since 1988. He has also taught courses at MIT, Stanford University, Harvard University, UCLA, UCSD, and the Hong Kong University of Science and Technology. Professor Parker is the author of six books on the economic convergence of nations. These books introduce the notion of "physioeconomics" which foresees a lack of global convergence in economic behaviors due to physiological and physiographic forces. His latest book is *Physioeconomics: the basis for long-run economic growth* (MIT Press 2000). He has also published numerous articles in academic journals, including, the *Rand Journal of Economics*, *Marketing Science*, the *Journal of International Business Studies*, *Technological Forecasting and Social Change*, the *International Journal of Forecasting*, the *European Management Journal*, the *European Journal of Operational Research*, the *Journal of Marketing*, the *International Journal of Research in Marketing*, and the *Journal of Marketing Research*. He is also on the editorial boards of several academic journals.

Dr. Parker received his Ph.D. in Business Economics from the Wharton School of the University of Pennsylvania and has Masters degrees in Finance and Banking (University of Aix-Marseille) and Managerial Economics (Wharton). His undergraduate degrees are in mathematics, biology, and economics (minor in aeronautical engineering). He has consulted and/or taught courses in Africa, the Middle East, Asia, Latin America, North America, and Europe.

About this Series

This series was created for international firms who rely on foreign markets for a substantial portion of their business or who might be threatened by international competition. The estimates given in this report were created using a methodology developed by and implemented under the direct supervision of Professor Philip M. Parker, the Eli Lilly Chaired Professor of Innovation, Business and Society, at INSEAD. The methodology relies on historical figures across countries. Reported figures should be seen as estimates of past and future levels of latent demand.

Acknowledgements

Some of the methodologies and research approaches used in this report have benefited from the R&D Committee at INSEAD, whose research support is gratefully acknowledged.

About Icon Group International, Inc.

Icon Group International, Inc.'s primary mission is to assist managers with their international information needs. U.S.-owned and operated, Icon Group has published hundreds of multi-client databases, and global/regional market data, industry and country publications.

Global/Regional Management Studies: Summarizing over 190 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 strategies. Financial management studies cover taxes and tariffs. Global marketing studies focus on target segments (e.g. seniors, children, women) and strategic marketing planning.

Country Studies: Often managers need an in-depth, yet broad and up-to-date understanding of a country's strategic market potential and situation before the first field trip or investment proposal. There are over 190 country studies available. Each study consists of analysis, statistics, forecasts, and information of relevance to managers. The studies are continually updated to insure that the reports have the most relevant information available. In addition to raw information, the reports provide relevant analyses which put a more general perspective on a country (seen in the context of relative performance vis-à-vis benchmarks).

Industry Studies: Companies are racing to become more international, if not global in their strategies. For over 2000 product/industry categories, these reports give the reader a concise summary of latent market forecasts, pro-forma financials, import competition profiles, contacts, key references and trends across 200 countries of the world. Some reports focus on a particular product and region (up to four regions per product), while others focus on a product within a particular country.

Table of Contents

1   INTRODUCTION

1.1   OVERVIEW

This study covers the world outlook for security software across more than 200 countries. For each year reported, estimates are given for the *latent demand,* or *potential industry earnings (P.I.E.),* for the country in question (in millions of U.S. dollars), the percent share the country is of the region and of the globe. These comparative benchmarks allow the reader to quickly gauge a country vis-à-vis others. Using econometric models which project fundamental economic dynamics within each country and across countries, latent demand estimates are created. This report does not discuss the specific players in the market serving the latent demand, nor specific details at the product level. The study also does not consider short-term cyclicalities that might affect realized sales. The study, therefore, is strategic in nature, taking an aggregate and long-run view, irrespective of the players or products involved.

This study does not report actual sales data (which are simply unavailable, in a comparable or consistent manner in virtually all of the 230 countries of the world). This study gives, however, my estimates for the worldwide latent demand, or the P.I.E. for security software. It also shows how the P.I.E. is divided across the world's regional and national markets. For each country, I also show my estimates of how the P.I.E. grows over time (positive or negative growth). In order to make these estimates, a multi-stage methodology was employed that is often taught in courses on international strategic planning at graduate schools of business.

Another reason why sales do not equate to latent demand is exchange rates. In this report, all figures assume the long-run efficiency of currency markets. Figures, therefore, equate values based on purchasing power parities across countries. Short-run distortions in the value of the dollar, therefore, do not figure into the estimates. Purchasing power parity estimates of country income were collected from official sources, and extrapolated using standard econometric models. The report uses the dollar as the currency of comparison, but not as a measure of transaction volume. The units used in this report are: US$ Million.

1.2   WHAT IS LATENT DEMAND AND THE P.I.E.?

The concept of *latent demand* is rather subtle. The term *latent* typically refers to something that is dormant, not observable or not yet realized. *Demand* is the notion of an economic quantity that a target population or market requires under different assumptions of price, quality, and distribution, among other factors. Latent demand, therefore, is commonly defined by economists as the industry earnings of a market when that market becomes accessible and attractive to serve by competing firms. It is a measure, therefore, of *potential* industry earnings (P.I.E.) or total revenues (not profit) if a market is served in an efficient manner. It is typically expressed as the total revenues potentially extracted by firms. The "market" is defined at a given level in the value

chain. There can be latent demand at the retail level, at the wholesale level, the manufacturing level, and the raw materials level (the P.I.E. of higher levels of the value chain being always smaller than the P.I.E. of levels at lower levels of the same value chain, assuming all levels maintain minimum profitability).

The latent demand for security software is not actual or historic sales. Nor is latent demand future sales. In fact, latent demand can be lower or higher than actual sales if a market is inefficient (i.e. not representative of relatively competitive levels). Inefficiencies arise from a number of factors, including the lack of international openness, cultural barriers to consumption, regulations, and cartel-like behavior on the part of firms. In general, however, latent demand is typically larger than actual sales in a country market.

For reasons discussed later, this report does not consider the notion of "unit quantities", only total latent revenues (i.e. a calculation of price times quantity is never made, though one is implied). The units used in this report are U.S. dollars not adjusted for inflation (i.e. the figures incorporate inflationary trends) and not adjusted for future dynamics in exchange rates. If inflation rates or exchange rates vary in a substantial way compared to recent experience, actually sales can also exceed latent demand (when expressed in U.S. dollars, not adjusted for inflation). On the other hand, latent demand can be typically higher than actual sales as there are often distribution inefficiencies that reduce actual sales below the level of latent demand.

As mentioned in the introduction, this study is strategic in nature, taking an aggregate and long-run view, irrespective of the players or products involved. If fact, all the current products or services on the market can cease to exist in their present form (i.e. at a brand-, R&D specification, or corporate-image level) and all the players can be replaced by other firms (i.e. via exits, entries, mergers, bankruptcies, etc.), and there will still be an international latent demand for security software at the aggregate level. Product and service offering details, and the actual identity of the players involved, while important for certain issues, are relatively unimportant for estimates of latent demand.

1.3   THE METHODOLOGY

In order to estimate the latent demand for security software on a worldwide basis, I used a multi-stage approach. Before applying the approach, one needs a basic theory from which such estimates are created. In this case, I heavily rely on the use of certain basic economic assumptions. In particular, there is an assumption governing the shape and type of aggregate latent demand functions. Latent demand functions relate the income of a country, city, state, household, or individual to realized consumption. Latent demand (often realized as consumption when an industry is efficient), at any level of the value chain, takes place if an equilibrium is realized. For firms to serve a market, they must perceive a latent demand and be able to serve that demand at a minimal return. The single most important variable determining consumption, assuming latent demand exists, is income (or other financial resources at higher levels of the

value chain). Other factors that can pivot or shape demand curves include external or exogenous shocks (i.e. business cycles), and or changes in utility for the product in question.

Ignoring, for the moment, exogenous shocks and variations in utility across countries, the aggregate relation between income and consumption has been a central theme in economics. The figure below concisely summarizes one aspect of problem. In the 1930s, John Meynard Keynes conjectured that as incomes rise, the average propensity to consume would fall. The average propensity to consume is the level of consumption divided by the level of income, or the slope of the line from the origin to the consumption function. He estimated this relationship empirically and found it to be true in the short-run (mostly based on cross-sectional data). The higher the income, the lower the average propensity to consume. This type of consumption function is labeled "A" in the figure below (note the rather flat slope of the curve). In the 1940s, another macroeconomist, Simon Kuznets, estimated long-run consumption functions which indicated that the marginal propensity to consume was rather constant (using time series data across countries). This type of consumption function is show as "B" in the figure below (note the higher slope and zero-zero intercept).[1] The average propensity to consume is constant.
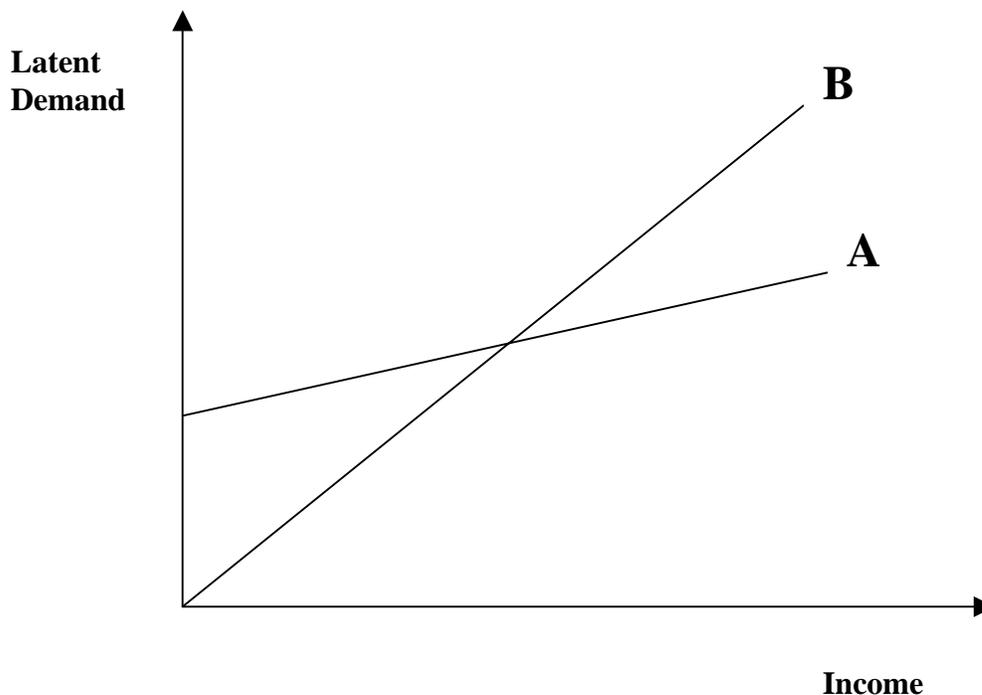
Is it declining or is it constant? A number of other economists, notably Franco Modigliani and Milton Friedman, in the 1950s (and Irving Fisher earlier), explained why the two functions were different using various assumptions on intertemporal budget constraints, savings, and wealth. The shorter the time horizon, the more consumption can depend on wealth (earned in previous years)

---

[1] For a general overview of this subject area, see *Principles of Macroeconomics* by N. Gregory Mankiw, South-Western College Publishing; ISBN: 0030340594; 2nd edition (February 2002).

and business cycles. In the long-run, however, the propensity to consume is more constant. Similarly, in the long run, households, industries or countries with no income eventually have no consumption (wealth is depleted). While the debate surrounding beliefs about how income and consumption are related and interesting, in this study a very particular school of thought is adopted. In particular, we are considering the latent demand for security software across some 230 countries. The smallest have fewer than 10,000 inhabitants. I assume that all of these counties fall along a "long-run" aggregate consumption function. This long-run function applies despite some of these countries having wealth, current income dominates the latent demand for security software. So, latent demand in the long-run has a zero intercept. However, I allow firms to have different propensities to consume (including being on consumption functions with differing slopes, which can account for differences in industrial organization, and end-user preferences).

Given this overriding philosophy, I will now describe the methodology used to create the latent demand estimates for security software. Since ICON Group has asked me to apply this methodology to a large number of categories, the rather academic discussion below is general and can be applied to a wide variety of categories, not just security software.

1.3.1   Step 1. Product Definition and Data Collection

Any study of latent demand across countries requires that some standard be established to define "efficiently served". Having implemented various alternatives and matched these with market outcomes, I have found that the optimal approach is to assume that certain key countries are more likely to be at or near efficiency than others. These countries are given greater weight than others in the estimation of latent demand compared to other countries for which no known data are available. Of the many alternatives, I have found the assumption that the world's highest aggregate income and highest income-per-capita markets reflect the best standards for "efficiency". High aggregate income alone is not sufficient (i.e. China has high aggregate income, but low income per capita and can not assumed to be efficient). Aggregate income can be operationalized in a number of ways, including gross domestic product (for industrial categories), or total disposable income (for household categories; population times average income per capita, or number of households times average household income per capita). Brunei, Nauru, Kuwait, and Lichtenstein are examples of countries with high income per capita, but not assumed to be efficient, given low aggregate level of income (or gross domestic product); these countries have, however, high incomes per capita but may not benefit from the efficiencies derived from economies of scale associated with larger economies. Only countries with high income per capita and large aggregate income are assumed efficient. This greatly restricts the pool of countries to those in the OECD (Organization for Economic Cooperation and Development), like the United States, or the United Kingdom (which were earlier than other large OECD economies to liberalize their markets).

The selection of countries is further reduced by the fact that not all countries in the OECD report industry revenues at the category level. Countries that typically have ample data at the aggregate

level that meet the efficiency criteria include the United States, the United Kingdom and in some cases France and Germany.

Latent demand is therefore estimated using data collected for relatively efficient markets from independent data sources (e.g. Euromonitor, Mintel, Thomson Financial Services, the U.S. Industrial Outlook, the World Resources Institute, the Organization for Economic Cooperation and Development, various agencies from the United Nations, industry trade associations, the International Monetary Fund, and the World Bank). Depending on original data sources used, the definition of "security software" is established. In the case of this report, the data were reported at the aggregate level, with no further breakdown or definition. In other words, <u>any potential product or service</u> that might be incorporated within security software falls under this category. Public sources rarely report data at the disaggregated level in order to protect private information from individual firms that might dominate a specific product-market. These sources will therefore aggregate across components of a category and report only the aggregate to the public. While private data are certainly available, this report only relies on public data at the aggregate level without reliance on the summation of various category components. In other words, this report does not aggregate a number of components to arrive at the "whole". Rather, it starts with the "whole", and estimates the whole for all countries and the world at large (without needing to know the specific parts that went into the whole in the first place).

Given this caveat, in this report we define the sales of security software as including all commonly understood products falling within this broad category, such as appliance-based products, particularly within certain segments such as e-mail security and secure Web gateway, for compliance, data leakage and privacy issues, irrespective of product packaging, formulation, size, or form. Companies participating in this industry include Secure Computing, Fortinet, McAfee, Symantec, and Trend Micro. In addition to the sources indicated below, additional information available to the public via news and/or press releases published by players in the industry (including reports from AMR Research, Global Industry Analysts, Forrester Research, Frost & Sullivan, Gartner, IDC, and MarketResearch.com) was considered in defining and calibrating this category.

1.3.2   Step 2. Filtering and Smoothing

Based on the aggregate view of security software as defined above, data were then collected for as many similar countries as possible for that same definition, at the same level of the value chain. This generates a convenience sample of countries from which comparable figures are available. If the series in question do not reflect the same accounting period, then adjustments are made. In order to eliminate short-term effects of business cycles, the series are smoothed using an 2 year moving average weighting scheme (longer weighting schemes do not substantially change the results). If data are available for a country, but these reflect short-run aberrations due to exogenous shocks (such as would be the case of beef sales in a country stricken with foot and mouth disease), these observations were dropped or "filtered" from the analysis.

1.3.3   Step 3. Filling in Missing Values

In some cases, data are available for countries on a sporadic basis. In other cases, data from a country may be available for only one year. From a Bayesian perspective, these observations should be given greatest weight in estimating missing years. Assuming that other factors are held constant, the missing years are extrapolated using changes and growth in aggregate national income. Based on the overriding philosophy of a long-run consumption function (defined earlier), countries which have missing data for any given year, are estimated based on historical dynamics of aggregate income for that country.[2]

1.3.4   Step 4. Varying Parameter, Non-linear Estimation

Given the data available from the first three steps, the latent demand in additional countries is estimated using a "varying-parameter cross-sectionally pooled time series model".[3] Simply stated, the effect of income on latent demand is assumed to be constant across countries unless there is empirical evidence to suggest that this effect varies (i.e. . the slope of the income effect is not necessarily same for all countries). This assumption applies across countries along the aggregate consumption function, but also over time (i.e. not all countries are perceived to have the same income growth prospects over time and this effect can vary from country to country as well). Another way of looking at this is to say that latent demand for security software is more likely to be similar across countries that have similar characteristics in terms of economic development (i.e. African countries will have similar latent demand structures controlling for the income variation across the pool of African countries).

This approach is useful across countries for which some notion of non-linearity exists in the aggregate cross-country consumption function. For some categories, however, the reader must realize that the numbers will reflect a country's contribution to global latent demand and may never be realized in the form of local sales. For certain country-category combinations this will result in what at first glance will be odd results. For example, the latent demand for the category "space vehicles" will exist for "Togo" even though they have no space program. The assumption is that if the economies in these countries did not exist, the world aggregate for these categories

---

[2] This report was prepared from a variety of sources including excerpts from documents and official reports or databases published by the World Bank, the U.S. Department of Commerce, the U.S. State Department, various national agencies, the International Monetary Fund, the Central Intelligence Agency, various agencies from the United Nations (e.g. ILO, ITU, UNDP, etc.), and non-governmental sources, including Icon Group International, Inc., Euromonitor, the World Resources Institute, Mintel, the U.S. Industrial Outlook, and various public sources cited in the trade press.

[3] The interested reader can find longer discussions of this type of modeling in *Studies in Global Econometrics* (*Advanced Studies in Theoretical and Applied Econometrics* V. 30), by Henri Theil, et al., Kluwer Academic Publishers; ISBN: 0792336607; (June 1996), and in *Principles of Econometrics*, by Henri Theil John Wiley & Sons; ISBN: 0471858455; (December 1971), and in *Econometric Models and Economic Forecasts* by Robert S. Pindyck, Daniel L. Rubinfeld McGraw Hill Text; ISBN: 0070500983; 3rd edition (December 1991).

would be lower. The share attributed to these countries is based on a proportion of their income (however small) being used to consume the category in question (i.e. perhaps via resellers).

1.3.5 Step 5. Fixed-Parameter Linear Estimation

Nonlinearities are assumed in cases where filtered data exist along the aggregate consumption function. Because the world consists of more than 200 countries, there will always be those countries, especially toward the bottom of the consumption function, where non-linear estimation is simply not possible. For these countries, equilibrium latent demand is assumed to be perfectly parametric and not a function of wealth (i.e. a country's stock of income), but a function of current income (a country's flow of income). In the long run, if a country has no current income, the latent demand for security software is assumed to approach zero. The assumption is that wealth stocks fall rapidly to zero if flow income falls to zero (i.e. countries which earn low levels of income will not use their savings, in the long run, to demand security software). In a graphical sense, for low income countries, latent demand approaches zero in a parametric linear fashion with a zero-zero intercept. In this stage of the estimation procedure, low-income countries are assumed to have a latent demand proportional to their income, based on the country closest to it on the aggregate consumption function.

1.3.6 Step 6. Aggregation and Benchmarking

Based on the models described above, latent demand figures are estimated for all countries of the world, including for the smallest economies. These are then aggregated to get world totals and regional totals. To make the numbers more meaningful, regional and global demand averages are presented. Figures are rounded, so minor inconsistencies may exist across tables.

1.3.7 Step 7. Latent Demand Density: Allocating Across Cities

With the advent of a "borderless world", cities become a more important criteria in prioritizing markets, as opposed to regions, continents, or countries. This report also covers the world's top 2000 cities. The purpose is to understand the density of demand within a country and the extent to which a city might be used as a point of distribution within its region. From an economic perspective, however, a city does not represent a population within rigid geographical boundaries. To an economist or strategic planner, a city represents an area of dominant influence over markets in adjacent areas. This influence varies from one industry to another, but also from one period of time to another.

Similar to country-level data, the reader needs to realize that latent demand allocated to a city may or may not represent real sales. For many items, latent demand is clearly observable in sales, as in the case for food or housing items. Consider, again, the category "satellite launch vehicles."

Clearly, there are no launch pads in most cities of the world. However, the core benefit of the vehicles (e.g. telecommunications, etc.) is "consumed" by residents or industries within the world's cities. Without certain cities, in other words, the world market for satellite launch vehicles would be lower for the world in general. One needs to allocate, therefore, a portion of the worldwide economic demand for launch vehicles to regions, countries and cities. This report takes the broader definition and considers, therefore, a city as a part of the global market. I allocate latent demand across areas of dominant influence based on the relative economic importance of cities within its home country, within its region and across the world total. Not all cities are estimated within each country as demand may be allocated to adjacent areas of influence. Since some cities have higher economic wealth than others within the same country, a city's population is not generally used to allocate latent demand. Rather, the level of economic activity of the city vis-à-vis others.

2 SUMMARY OF FINDINGS

Based on the methodology described above, the latent demand for security software is estimated to be $13.6 billion in 2009. The distribution of the world latent demand (or potential industry earnings), however, is not be evenly distributed across regions. Asia is the largest market with $4.2 billion or 30.63 percent, followed by North America & the Caribbean with $3.3 billion or 24.32 percent, and then Europe with $3.6 billion or 26.43 percent of the world market. In essence, if firms target these top 3 regions, they cover come 81.38 percent of the global latent demand for security software.

2.1 THE WORLDWIDE MARKET POTENTIAL

Worldwide Market Potential for Security Software (US$ Million): 2009

Region	Latent Demand US$ Million	% of Globe
Asia	4,155	30.6
Europe	3,586	26.4
North America & the Caribbean	3,299	24.3
Africa & the Middle East	1,236	9.1
Latin America	1,103	8.1
Oceana	188	1.4
Total	**13,566**	**100.0**

Source: **Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com**

Worldwide Market Potential for Security Software (US$ Million): 2009
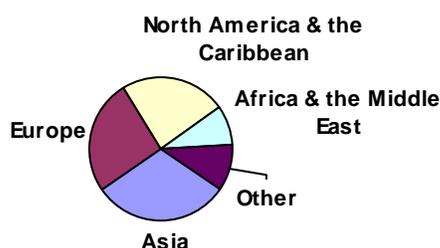
World Market for Security Software: 2004 - 2014

Year	World Market US$ Million
2004	8,598.17
2005	9,356.25
2006	10,245.61
2007	11,512.78
2008	12,534.90
2009	13,565.91
2010	14,683.71
2011	15,897.66
2012	17,216.34
2013	18,649.14
2014	20,206.30

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3   AFRICA & THE MIDDLE EAST

3.1   EXECUTIVE SUMMARY

Market Potential for Security Software in Africa & the Middle East (US$ Million): 2009

Country	Latent Demand US$ Million	% of Africa & the Middle East
Turkey	139.84	11.31%
Saudi Arabia	119.61	9.68%
South Africa	97.89	7.92%
Pakistan	93.96	7.60%
Egypt	91.36	7.39%
Iran	88.94	7.19%
Nigeria	62.09	5.02%
Algeria	56.18	4.54%
Israel	38.72	3.13%
The United Arab Emirates	31.03	2.51%
Kuwait	29.10	2.35%
Morocco	26.22	2.12%
Sudan	23.40	1.89%
Iraq	20.93	1.69%
Angola	17.75	1.44%
Syrian Arab Republic	17.24	1.39%
Libya	16.52	1.34%
Tunisia	16.25	1.31%
Azerbaijan	15.83	1.28%
Uzbekistan	13.23	1.07%
Oman	12.83	1.04%
Qatar	12.24	0.99%
Kenya	12.14	0.98%
Ethiopia	11.79	0.95%
Yemen	10.92	0.88%
Other	160.17	12.96%
Total	**1,236.20**	**100.00%**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Market Potential for Security Software in Africa & the Middle East (US$ Million): 2009
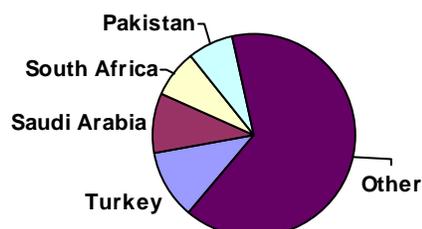
The Market for Security Software in Africa & the Middle East: 2004 - 2014

Year	US$ Million	% of Globe
2004	800.27	9.31
2005	868.59	9.28
2006	947.45	9.25
2007	1,055.37	9.17
2008	1,145.37	9.14
2009	1,236.20	9.11
2010	1,334.17	9.09
2011	1,440.08	9.06
2012	1,554.61	9.03
2013	1,678.46	9.00
2014	1,812.43	8.97

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.2 AFGHANISTAN

Security Software (US$ Million): Afghanistan 2004 - 2014

Year	Afghanistan	% of Region	% of Globe
2004	4.59	0.57%	0.05%
2005	5.03	0.58%	0.05%
2006	5.53	0.58%	0.05%
2007	6.22	0.59%	0.05%
2008	6.81	0.60%	0.05%
2009	7.41	0.60%	0.05%
2010	8.06	0.60%	0.05%
2011	8.77	0.61%	0.06%
2012	9.53	0.61%	0.06%
2013	10.37	0.62%	0.06%
2014	11.28	0.62%	0.06%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Afghanistan: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Kabul	447	4.76	64.17	0.38	0.04
Qandahar	1,243	0.76	10.18	0.06	0.01
Herat	1,350	0.59	7.98	0.05	0.00
Mazar-e-Sharif	1,450	0.44	5.90	0.04	0.00
Jalalabad	1,679	0.19	2.61	0.02	0.00
Qonduz	1,681	0.19	2.57	0.02	0.00
Baghlan	1,749	0.14	1.85	0.01	0.00
Meymaneh	1,754	0.13	1.80	0.01	0.00
Pol-e-Khomri	1,790	0.11	1.49	0.01	0.00
Ghazni	1,799	0.11	1.44	0.01	0.00
Total		**7.41**	**100.00**	**0.60**	**0.05**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.3   ALGERIA

Security Software (US$ Million): Algeria 2004 - 2014

Year	Algeria	% of Region	% of Globe
2004	37.53	4.69%	0.44%
2005	40.48	4.66%	0.43%
2006	43.88	4.63%	0.43%
2007	48.56	4.60%	0.42%
2008	52.36	4.57%	0.42%
2009	56.18	4.54%	0.41%
2010	60.29	4.52%	0.41%
2011	64.69	4.49%	0.41%
2012	69.41	4.46%	0.40%
2013	74.47	4.44%	0.40%
2014	79.91	4.41%	0.40%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Algeria: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Algiers	143	20.32	36.17	1.64	0.15
Oran	270	8.48	15.09	0.69	0.06
Constantine	371	5.95	10.58	0.48	0.04
Annaba	490	4.13	7.34	0.33	0.03
Batna	718	2.45	4.37	0.20	0.02
Blida	744	2.31	4.10	0.19	0.02
Setif	747	2.29	4.08	0.19	0.02
Sidi-Bel-Abbes	794	2.06	3.67	0.17	0.02
Ech-Cheliff	863	1.75	3.12	0.14	0.01
Skikda	865	1.74	3.10	0.14	0.01
Tlemcen	871	1.71	3.05	0.14	0.01
Bejaia	917	1.55	2.76	0.13	0.01
Bechar	952	1.44	2.57	0.12	0.01
Total		**56.18**	**100.00**	**4.54**	**0.41**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.4 ANGOLA

Security Software (US$ Million): Angola 2004 - 2014

Year	Angola	% of Region	% of Globe
2004	8.97	1.12%	0.10%
2005	10.25	1.18%	0.11%
2006	11.77	1.24%	0.11%
2007	13.82	1.31%	0.12%
2008	15.76	1.38%	0.13%
2009	17.75	1.44%	0.13%
2010	19.97	1.50%	0.14%
2011	22.47	1.56%	0.14%
2012	25.28	1.63%	0.15%
2013	28.44	1.69%	0.15%
2014	31.99	1.77%	0.16%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Angola: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Luanda	194	13.93	78.48	1.13	0.10
Lubango	1,103	1.00	5.65	0.08	0.01
Namibe	1,133	0.95	5.38	0.08	0.01
Huambo	1,349	0.59	3.34	0.05	0.00
Lobito	1,359	0.57	3.23	0.05	0.00
Benguela	1,481	0.39	2.21	0.03	0.00
Malanje	1,556	0.31	1.72	0.02	0.00
Total		**17.75**	**100.00**	**1.44**	**0.13**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.5   ARMENIA

Security Software (US$ Million): Armenia 2004 - 2014

Year	Armenia	% of Region	% of Globe
2004	1.92	0.24%	0.02%
2005	2.18	0.25%	0.02%
2006	2.48	0.26%	0.02%
2007	2.89	0.27%	0.03%
2008	3.28	0.29%	0.03%
2009	3.67	0.30%	0.03%
2010	4.10	0.31%	0.03%
2011	4.59	0.32%	0.03%
2012	5.13	0.33%	0.03%
2013	5.74	0.34%	0.03%
2014	6.42	0.35%	0.03%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Armenia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Yerevan	790	2.08	56.57	0.17	0.02
Gyumri	1,518	0.34	9.39	0.03	0.00
Kirovakan	1,575	0.28	7.74	0.02	0.00
Hrazdan	1,800	0.11	2.89	0.01	0.00
Echmiadzin	1,807	0.10	2.75	0.01	0.00
Abovian	1,812	0.10	2.70	0.01	0.00
Kaphan	1,841	0.08	2.15	0.01	0.00
Hoktemberian	1,852	0.07	2.02	0.01	0.00
Charentsavan	1,878	0.06	1.65	0.00	0.00
Artashat	1,891	0.06	1.51	0.00	0.00
Kamo	1,894	0.05	1.47	0.00	0.00
Sevan	1,911	0.05	1.24	0.00	0.00
Goris	1,912	0.05	1.24	0.00	0.00
Ashtarak	1,920	0.04	1.15	0.00	0.00
Alaverdi	1,921	0.04	1.15	0.00	0.00
Others		0.16	4.40	0.01	0.00
Total		**3.67**	**100.00**	**0.30**	**0.03**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.6   AZERBAIJAN

Security Software (US$ Million): Azerbaijan 2004 - 2014

Year	Azerbaijan	% of Region	% of Globe
2004	8.00	1.00%	0.09%
2005	9.14	1.05%	0.10%
2006	10.50	1.11%	0.10%
2007	12.33	1.17%	0.11%
2008	14.06	1.23%	0.11%
2009	15.83	1.28%	0.12%
2010	17.81	1.34%	0.12%
2011	20.04	1.39%	0.13%
2012	22.55	1.45%	0.13%
2013	25.36	1.51%	0.14%
2014	28.53	1.57%	0.14%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Azerbaijan: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Baku	223	10.97	69.28	0.89	0.08
Gyandzha	866	1.74	10.96	0.14	0.01
Sumgait	953	1.44	9.11	0.12	0.01
Mingechaur	1,452	0.44	2.76	0.04	0.00
Sheki	1,528	0.33	2.09	0.03	0.00
Nakhichevan	1,542	0.32	2.01	0.03	0.00
Lenkoran	1,592	0.26	1.66	0.02	0.00
Stepanakert	1,645	0.22	1.38	0.02	0.00
Shemakha	1,774	0.12	0.75	0.01	0.00
Total		**15.83**	**100.00**	**1.28**	**0.12**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.7   BAHRAIN

Security Software (US$ Million): Bahrain 2004 - 2014

Year	Bahrain	% of Region	% of Globe
2004	3.29	0.41%	0.04%
2005	3.59	0.41%	0.04%
2006	3.93	0.41%	0.04%
2007	4.40	0.42%	0.04%
2008	4.79	0.42%	0.04%
2009	5.19	0.42%	0.04%
2010	5.62	0.42%	0.04%
2011	6.09	0.42%	0.04%
2012	6.59	0.42%	0.04%
2013	7.14	0.43%	0.04%
2014	7.73	0.43%	0.04%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Bahrain: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Manama	698	2.58	49.67	0.21	0.02
Muharraq	997	1.32	25.49	0.11	0.01
Jidd Hafs	1,208	0.81	15.69	0.07	0.01
Isa Town	1,506	0.36	6.86	0.03	0.00
Al Hidd	1,773	0.12	2.29	0.01	0.00
Total		**5.19**	**100.00**	**0.42**	**0.04**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.8   BENIN

Security Software (US$ Million): Benin 2004 - 2014

Year	Benin	% of Region	% of Globe
2004	1.70	0.21%	0.02%
2005	1.84	0.21%	0.02%
2006	1.99	0.21%	0.02%
2007	2.20	0.21%	0.02%
2008	2.37	0.21%	0.02%
2009	2.54	0.21%	0.02%
2010	2.73	0.20%	0.02%
2011	2.93	0.20%	0.02%
2012	3.14	0.20%	0.02%
2013	3.37	0.20%	0.02%
2014	3.61	0.20%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Benin: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Cotonou	959	1.43	56.24	0.12	0.01
Porto-Novo	1,334	0.61	24.02	0.05	0.00
Parakou	1,678	0.19	7.62	0.02	0.00
Abomey	1,720	0.16	6.24	0.01	0.00
Natitingou	1,731	0.15	5.89	0.01	0.00
Total		**2.54**	**100.00**	**0.21**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.9 BOTSWANA

Security Software (US$ Million): Botswana 2004 - 2014

Year	Botswana	% of Region	% of Globe
2004	3.36	0.42%	0.04%
2005	3.63	0.42%	0.04%
2006	3.93	0.42%	0.04%
2007	4.36	0.41%	0.04%
2008	4.70	0.41%	0.04%
2009	5.05	0.41%	0.04%
2010	5.42	0.41%	0.04%
2011	5.82	0.40%	0.04%
2012	6.24	0.40%	0.04%
2013	6.70	0.40%	0.04%
2014	7.19	0.40%	0.04%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Botswana: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Gaborone	1,181	0.86	17.02	0.07	0.01
Mahalapye	1,222	0.78	15.49	0.06	0.01
Serowe	1,264	0.72	14.26	0.06	0.01
Tutume	1,302	0.66	13.04	0.05	0.00
Bobonong	1,464	0.42	8.28	0.03	0.00
Francistown	1,486	0.38	7.52	0.03	0.00
Selebi-Phikwe	1,507	0.36	7.06	0.03	0.00
Lobatse	1,670	0.20	3.99	0.02	0.00
Molepolole	1,716	0.16	3.22	0.01	0.00
Kanye	1,725	0.15	3.07	0.01	0.00
Mochudi	1,748	0.14	2.76	0.01	0.00
Maun	1,781	0.12	2.30	0.01	0.00
Ramotswa	1,808	0.10	1.99	0.01	0.00
Total		**5.05**	**100.00**	**0.41**	**0.04**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.10   BURKINA FASO

Security Software (US$ Million): Burkina Faso 2004 - 2014

Year	Burkina Faso	% of Region	% of Globe
2004	2.46	0.31%	0.03%
2005	2.65	0.31%	0.03%
2006	2.87	0.30%	0.03%
2007	3.17	0.30%	0.03%
2008	3.41	0.30%	0.03%
2009	3.65	0.30%	0.03%
2010	3.91	0.29%	0.03%
2011	4.19	0.29%	0.03%
2012	4.48	0.29%	0.03%
2013	4.80	0.29%	0.03%
2014	5.14	0.28%	0.03%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Burkina Faso: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Ouagadougou	811	1.96	53.58	0.16	0.01
Bobo-Dioulasso	1,095	1.02	28.00	0.08	0.01
Koudougou	1,633	0.23	6.30	0.02	0.00
Ouahigouya	1,709	0.17	4.73	0.01	0.00
Banfora	1,724	0.15	4.24	0.01	0.00
Kaya	1,782	0.12	3.15	0.01	0.00
Total		**3.65**	**100.00**	**0.30**	**0.03**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.11   BURUNDI

Security Software (US$ Million): Burundi 2004 - 2014

Year	Burundi	% of Region	% of Globe
2004	0.87	0.11%	0.01%
2005	0.95	0.11%	0.01%
2006	1.03	0.11%	0.01%
2007	1.15	0.11%	0.01%
2008	1.24	0.11%	0.01%
2009	1.34	0.11%	0.01%
2010	1.44	0.11%	0.01%
2011	1.56	0.11%	0.01%
2012	1.68	0.11%	0.01%
2013	1.81	0.11%	0.01%
2014	1.95	0.11%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Burundi: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Bujumbura	1,134	0.95	70.91	0.08	0.01
Gitega	1,529	0.33	24.68	0.03	0.00
Bururi	1,979	0.03	2.08	0.00	0.00
Rumonge	2,012	0.02	1.30	0.00	0.00
Ngozi	2,023	0.01	1.04	0.00	0.00
Total		**1.34**	**100.00**	**0.11**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.12   CAMEROON

Security Software (US$ Million): Cameroon 2004 - 2014

Year	Cameroon	% of Region	% of Globe
2004	5.75	0.72%	0.07%
2005	6.16	0.71%	0.07%
2006	6.63	0.70%	0.06%
2007	7.28	0.69%	0.06%
2008	7.79	0.68%	0.06%
2009	8.30	0.67%	0.06%
2010	8.85	0.66%	0.06%
2011	9.44	0.66%	0.06%
2012	10.06	0.65%	0.06%
2013	10.72	0.64%	0.06%
2014	11.43	0.63%	0.06%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Cameroon: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Douala	516	3.86	46.52	0.31	0.03
Yaounde	717	2.46	29.65	0.20	0.02
Nkongsamba	1,483	0.39	4.66	0.03	0.00
Maroua	1,498	0.37	4.41	0.03	0.00
Garoua	1,510	0.35	4.25	0.03	0.00
Bafoussam	1,591	0.26	3.17	0.02	0.00
Kumba	1,686	0.19	2.25	0.02	0.00
Bamenda	1,713	0.17	2.00	0.01	0.00
Foumban	1,746	0.14	1.71	0.01	0.00
Limbe	1,785	0.11	1.37	0.01	0.00
Total		**8.30**	**100.00**	**0.67**	**0.06**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.13   CAPE VERDE

Security Software (US$ Million): Cape Verde 2004 - 2014

Year	Cape Verde	% of Region	% of Globe
2004	0.49	0.06%	0.01%
2005	0.54	0.06%	0.01%
2006	0.59	0.06%	0.01%
2007	0.66	0.06%	0.01%
2008	0.72	0.06%	0.01%
2009	0.78	0.06%	0.01%
2010	0.85	0.06%	0.01%
2011	0.92	0.06%	0.01%
2012	1.00	0.06%	0.01%
2013	1.09	0.06%	0.01%
2014	1.18	0.07%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Cape Verde: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Praia	1,456	0.43	54.95	0.03	0.00
Mindelo	1,541	0.32	40.66	0.03	0.00
Ribeira Grande	2,013	0.02	2.20	0.00	0.00
Sal Rei	2,050	0.01	1.10	0.00	0.00
Santa Maria	2,051	0.01	1.10	0.00	0.00
Total		**0.78**	**100.00**	**0.06**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.14   CENTRAL AFRICAN REPUBLIC

Security Software (US$ Million): Central African Republic 2004 - 2014

Year	Central African Republic	% of Region	% of Globe
2004	0.44	0.05%	0.01%
2005	0.47	0.05%	0.01%
2006	0.51	0.05%	0.00%
2007	0.56	0.05%	0.00%
2008	0.60	0.05%	0.00%
2009	0.65	0.05%	0.00%
2010	0.69	0.05%	0.00%
2011	0.74	0.05%	0.00%
2012	0.79	0.05%	0.00%
2013	0.85	0.05%	0.00%
2014	0.91	0.05%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Central African Republic: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Bangui	1,448	0.44	68.70	0.04	0.00
Berberati	1,851	0.07	11.51	0.01	0.00
Bouar	1,926	0.04	6.33	0.00	0.00
Bambari	1,936	0.04	5.98	0.00	0.00
Bangassou	1,983	0.03	4.14	0.00	0.00
Mbaiki	2,003	0.02	3.34	0.00	0.00
Total		**0.65**	**100.00**	**0.05**	**0.00**

3.15 CHAD

Security Software (US$ Million): Chad 2004 - 2014

Year	Chad	% of Region	% of Globe
2004	2.52	0.32%	0.03%
2005	2.64	0.30%	0.03%
2006	2.77	0.29%	0.03%
2007	2.97	0.28%	0.03%
2008	3.11	0.27%	0.02%
2009	3.24	0.26%	0.02%
2010	3.38	0.25%	0.02%
2011	3.53	0.24%	0.02%
2012	3.68	0.24%	0.02%
2013	3.84	0.23%	0.02%
2014	4.01	0.22%	0.02%

Chad: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
N'Djamena	892	1.62	50.05	0.13	0.01
Sarh	1,480	0.39	12.12	0.03	0.00
Moundou	1,581	0.28	8.50	0.02	0.00
Abeche	1,637	0.22	6.94	0.02	0.00
Bongor	1,646	0.22	6.74	0.02	0.00
Doba	1,666	0.20	6.26	0.02	0.00
Lai	1,690	0.18	5.67	0.01	0.00
Koumra	1,872	0.06	1.96	0.01	0.00
Kelo	1,882	0.06	1.76	0.00	0.00
Total		**3.24**	**100.00**	**0.26**	**0.02**

3.16   COMOROS

Security Software (US$ Million): Comoros 2004 - 2014

Year	Comoros	% of Region	% of Globe
2004	0.20	0.02%	0.00%
2005	0.21	0.02%	0.00%
2006	0.22	0.02%	0.00%
2007	0.23	0.02%	0.00%
2008	0.25	0.02%	0.00%
2009	0.26	0.02%	0.00%
2010	0.27	0.02%	0.00%
2011	0.28	0.02%	0.00%
2012	0.29	0.02%	0.00%
2013	0.31	0.02%	0.00%
2014	0.32	0.02%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Comoros: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Moroni	1,763	0.13	48.84	0.01	0.00
Mutsamudu	1,843	0.08	30.23	0.01	0.00
Fomboni	1,944	0.04	13.95	0.00	0.00
Mitsamiouli	2,010	0.02	6.98	0.00	0.00
Total		**0.26**	**100.00**	**0.02**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.17   CONGO (FORMERLY ZAIRE)

Security Software (US$ Million): Congo (formerly Zaire) 2004 - 2014

Year	Congo (formerly Zaire)	% of Region	% of Globe
2004	2.53	0.32%	0.03%
2005	2.76	0.32%	0.03%
2006	3.03	0.32%	0.03%
2007	3.40	0.32%	0.03%
2008	3.71	0.32%	0.03%
2009	4.03	0.33%	0.03%
2010	4.37	0.33%	0.03%
2011	4.74	0.33%	0.03%
2012	5.15	0.33%	0.03%
2013	5.58	0.33%	0.03%
2014	6.06	0.33%	0.03%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Congo (formerly Zaire): Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Kinshasa	802	2.01	50.00	0.16	0.01
Lubumbashi	1,469	0.41	10.23	0.03	0.00
Mbuji-Mayi	1,537	0.32	7.97	0.03	0.00
Kananga	1,640	0.22	5.48	0.02	0.00
Kisangani	1,654	0.21	5.33	0.02	0.00
Likasi	1,737	0.15	3.65	0.01	0.00
Kalemie	1,756	0.13	3.24	0.01	0.00
Bukavu	1,757	0.13	3.22	0.01	0.00
Kamina	1,771	0.12	3.01	0.01	0.00
Kikwit	1,789	0.11	2.77	0.01	0.00
Matadi	1,791	0.11	2.73	0.01	0.00
Mbandaka	1,827	0.09	2.35	0.01	0.00
Total		**4.03**	**100.00**	**0.33**	**0.03**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.18   COTE D'IVOIRE

Security Software (US$ Million): Cote d'Ivoire 2004 - 2014

Year	Cote d'Ivoire	% of Region	% of Globe
2004	4.88	0.61%	0.06%
2005	5.18	0.60%	0.06%
2006	5.53	0.58%	0.05%
2007	6.02	0.57%	0.05%
2008	6.40	0.56%	0.05%
2009	6.77	0.55%	0.05%
2010	7.17	0.54%	0.05%
2011	7.59	0.53%	0.05%
2012	8.03	0.52%	0.05%
2013	8.50	0.51%	0.05%
2014	9.00	0.50%	0.04%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Cote d'Ivoire: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Abidjan	428	5.05	74.60	0.41	0.04
Bouake	1,340	0.60	8.87	0.05	0.00
Yamoussoukro	1,534	0.33	4.84	0.03	0.00
Daloa	1,647	0.22	3.23	0.02	0.00
Port-Bouet	1,714	0.16	2.42	0.01	0.00
Man	1,730	0.15	2.22	0.01	0.00
Korhogo	1,743	0.14	2.14	0.01	0.00
Gagnoa	1,783	0.11	1.69	0.01	0.00
Total		**6.77**	**100.00**	**0.55**	**0.05**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.19   DJIBOUTI

Security Software (US$ Million): Djibouti 2004 - 2014

Year	Djibouti	% of Region	% of Globe
2004	0.27	0.03%	0.00%
2005	0.29	0.03%	0.00%
2006	0.31	0.03%	0.00%
2007	0.34	0.03%	0.00%
2008	0.37	0.03%	0.00%
2009	0.39	0.03%	0.00%
2010	0.42	0.03%	0.00%
2011	0.44	0.03%	0.00%
2012	0.47	0.03%	0.00%
2013	0.51	0.03%	0.00%
2014	0.54	0.03%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Djibouti: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Djibouti	1,597	0.26	66.67	0.02	0.00
Dikhil	1,932	0.04	10.11	0.00	0.00
Tadjourah	1,964	0.03	8.05	0.00	0.00
Ali-Sabiah	1,966	0.03	7.82	0.00	0.00
Obock	1,975	0.03	7.36	0.00	0.00
Total		**0.39**	**100.00**	**0.03**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.20   EGYPT

Security Software (US$ Million): Egypt 2004 - 2014

Year	Egypt	% of Region	% of Globe
2004	56.96	7.12%	0.66%
2005	62.32	7.17%	0.67%
2006	68.52	7.23%	0.67%
2007	76.92	7.29%	0.67%
2008	84.10	7.34%	0.67%
2009	91.36	7.39%	0.67%
2010	99.21	7.44%	0.68%
2011	107.74	7.48%	0.68%
2012	117.01	7.53%	0.68%
2013	127.07	7.57%	0.68%
2014	138.00	7.61%	0.68%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Egypt: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Cairo	44	54.42	59.57	4.40	0.40
Alexandria	189	14.43	15.80	1.17	0.11
Giza	278	8.27	9.05	0.67	0.06
Al-Mahallah al Kubra	823	1.90	2.09	0.15	0.01
Port Said	826	1.89	2.07	0.15	0.01
Tanta	837	1.85	2.03	0.15	0.01
Al-Mansurah	859	1.77	1.94	0.14	0.01
Helwan	864	1.74	1.91	0.14	0.01
Asyut	954	1.44	1.58	0.12	0.01
Zagazig	985	1.36	1.48	0.11	0.01
Suez	1,003	1.31	1.44	0.11	0.01
Aswan	1,121	0.97	1.06	0.08	0.01
Total		**91.36**	**100.00**	**7.39**	**0.67**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.21   EQUATORIAL GUINEA

Security Software (US$ Million): Equatorial Guinea 2004 - 2014

Year	Equatorial Guinea	% of Region	% of Globe
2004	3.00	0.37%	0.03%
2005	3.38	0.39%	0.04%
2006	3.83	0.40%	0.04%
2007	4.44	0.42%	0.04%
2008	5.00	0.44%	0.04%
2009	5.57	0.45%	0.04%
2010	6.21	0.47%	0.04%
2011	6.91	0.48%	0.04%
2012	7.70	0.50%	0.04%
2013	8.57	0.51%	0.05%
2014	9.54	0.53%	0.05%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Equatorial Guinea: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Malabo	689	2.63	47.24	0.21	0.02
Bata	1,018	1.27	22.83	0.10	0.01
Luba	1,123	0.97	17.32	0.08	0.01
Mbini	1,274	0.70	12.60	0.06	0.01
Total		**5.57**	**100.00**	**0.45**	**0.04**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.22 ETHIOPIA

Security Software (US$ Million): Ethiopia 2004 - 2014

Year	Ethiopia	% of Region	% of Globe
2004	6.86	0.86%	0.08%
2005	7.61	0.88%	0.08%
2006	8.49	0.90%	0.08%
2007	9.67	0.92%	0.08%
2008	10.72	0.94%	0.09%
2009	11.79	0.95%	0.09%
2010	12.96	0.97%	0.09%
2011	14.24	0.99%	0.09%
2012	15.65	1.01%	0.09%
2013	17.20	1.02%	0.09%
2014	18.90	1.04%	0.09%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Ethiopia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Addis Ababa	309	7.33	62.14	0.59	0.05
Asmera	949	1.45	12.30	0.12	0.01
Dire Dawa	1,428	0.48	4.07	0.04	0.00
Gondar	1,476	0.40	3.37	0.03	0.00
Dessye	1,490	0.37	3.16	0.03	0.00
Nazret	1,491	0.37	3.16	0.03	0.00
Jimma	1,545	0.31	2.66	0.03	0.00
Harar	1,551	0.31	2.62	0.02	0.00
Mekele	1,558	0.30	2.58	0.02	0.00
Bahr Dar	1,584	0.27	2.29	0.02	0.00
Debre Markos	1,676	0.20	1.66	0.02	0.00
Total		**11.79**	**100.00**	**0.95**	**0.09**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.23   GABON

Security Software (US$ Million): Gabon 2004 - 2014

Year	Gabon	% of Region	% of Globe
2004	2.81	0.35%	0.03%
2005	3.03	0.35%	0.03%
2006	3.28	0.35%	0.03%
2007	3.63	0.34%	0.03%
2008	3.91	0.34%	0.03%
2009	4.20	0.34%	0.03%
2010	4.50	0.34%	0.03%
2011	4.83	0.34%	0.03%
2012	5.18	0.33%	0.03%
2013	5.55	0.33%	0.03%
2014	5.95	0.33%	0.03%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Gabon: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Libreville	704	2.52	60.07	0.20	0.02
Port Gentil	1,053	1.17	27.99	0.09	0.01
Lambarene	1,695	0.18	4.27	0.01	0.00
Mouila	1,784	0.11	2.73	0.01	0.00
Tchibanga	1,797	0.11	2.56	0.01	0.00
Oyem	1,809	0.10	2.39	0.01	0.00
Total		**4.20**	**100.00**	**0.34**	**0.03**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.24   GHANA

Security Software (US$ Million): Ghana 2004 - 2014

Year	Ghana	% of Region	% of Globe
2004	4.21	0.53%	0.05%
2005	4.58	0.53%	0.05%
2006	5.01	0.53%	0.05%
2007	5.59	0.53%	0.05%
2008	6.08	0.53%	0.05%
2009	6.57	0.53%	0.05%
2010	7.11	0.53%	0.05%
2011	7.68	0.53%	0.05%
2012	8.31	0.53%	0.05%
2013	8.98	0.53%	0.05%
2014	9.71	0.54%	0.05%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Ghana: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Accra	603	3.24	49.30	0.26	0.02
Kumasi	1,000	1.31	20.00	0.11	0.01
Tamale	1,411	0.52	7.84	0.04	0.00
Tema	1,492	0.37	5.66	0.03	0.00
Sekondi-Takoradi	1,508	0.36	5.40	0.03	0.00
Koforidua	1,668	0.20	3.06	0.02	0.00
Cape Coast	1,669	0.20	3.06	0.02	0.00
Sunyani	1,755	0.13	2.03	0.01	0.00
Ho	1,758	0.13	1.97	0.01	0.00
Bolgatanga	1,793	0.11	1.66	0.01	0.00
Total		**6.57**	**100.00**	**0.53**	**0.05**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.25   GUINEA

Security Software (US$ Million): Guinea 2004 - 2014

Year	Guinea	% of Region	% of Globe
2004	1.45	0.18%	0.02%
2005	1.54	0.18%	0.02%
2006	1.64	0.17%	0.02%
2007	1.79	0.17%	0.02%
2008	1.90	0.17%	0.02%
2009	2.01	0.16%	0.01%
2010	2.12	0.16%	0.01%
2011	2.24	0.16%	0.01%
2012	2.37	0.15%	0.01%
2013	2.51	0.15%	0.01%
2014	2.65	0.15%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Guinea: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Conakry	898	1.60	79.93	0.13	0.01
Kankan	1,667	0.20	10.09	0.02	0.00
Labe	1,734	0.15	7.37	0.01	0.00
Nzerekore	1,897	0.05	2.61	0.00	0.00
Total		**2.01**	**100.00**	**0.16**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.26 GUINEA-BISSAU

Security Software (US$ Million): Guinea-Bissau 2004 - 2014

Year	Guinea-Bissau	% of Region	% of Globe
2004	0.13	0.02%	0.00%
2005	0.14	0.02%	0.00%
2006	0.15	0.02%	0.00%
2007	0.16	0.02%	0.00%
2008	0.18	0.02%	0.00%
2009	0.19	0.02%	0.00%
2010	0.20	0.02%	0.00%
2011	0.21	0.01%	0.00%
2012	0.23	0.01%	0.00%
2013	0.24	0.01%	0.00%
2014	0.26	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Guinea-Bissau: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Bissau	1,745	0.14	75.76	0.01	0.00
Bafata	2,021	0.01	7.88	0.00	0.00
Gabu	2,044	0.01	4.85	0.00	0.00
Catio	2,059	0.01	3.03	0.00	0.00
Cantchungo	2,060	0.01	3.03	0.00	0.00
Mansoa	2,061	0.01	3.03	0.00	0.00
Farim	2,068	0.00	2.42	0.00	0.00
Total		**0.19**	**100.00**	**0.02**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.27 IRAN

Security Software (US$ Million): Iran 2004 - 2014

Year	Iran	% of Region	% of Globe
2004	59.88	7.48%	0.70%
2005	64.49	7.43%	0.69%
2006	69.79	7.37%	0.68%
2007	77.10	7.31%	0.67%
2008	83.01	7.25%	0.66%
2009	88.94	7.19%	0.66%
2010	95.30	7.14%	0.65%
2011	102.12	7.09%	0.64%
2012	109.42	7.04%	0.64%
2013	117.24	6.99%	0.63%
2014	125.63	6.93%	0.62%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Iran: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Tehran	74	38.12	42.86	3.08	0.28
Mashad	253	9.24	10.38	0.75	0.07
Isfahan	363	6.23	7.00	0.50	0.05
Tabriz	365	6.13	6.89	0.50	0.05
Shiraz	409	5.35	6.01	0.43	0.04
Ahvaz	534	3.66	4.11	0.30	0.03
Bakhtaran	547	3.54	3.98	0.29	0.03
Qom	569	3.43	3.85	0.28	0.03
Karaj	590	3.32	3.74	0.27	0.02
Orumiyeh	824	1.90	2.13	0.15	0.01
Abadan	834	1.85	2.09	0.15	0.01
Rasht	843	1.84	2.06	0.15	0.01
Kerman	893	1.62	1.82	0.13	0.01
Yazd	948	1.45	1.63	0.12	0.01
Bandar 'Abbas	1,016	1.27	1.43	0.10	0.01
Total		**88.94**	**100.00**	**7.19**	**0.66**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.28   IRAQ

Security Software (US$ Million): Iraq 2004 - 2014

Year	Iraq	% of Region	% of Globe
2004	13.84	1.73%	0.16%
2005	14.96	1.72%	0.16%
2006	16.25	1.71%	0.16%
2007	18.02	1.71%	0.16%
2008	19.47	1.70%	0.16%
2009	20.93	1.69%	0.15%
2010	22.50	1.69%	0.15%
2011	24.19	1.68%	0.15%
2012	26.01	1.67%	0.15%
2013	27.96	1.67%	0.15%
2014	30.05	1.66%	0.15%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Iraq: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Baghdad	211	11.85	56.60	0.96	0.09
Basra	904	1.57	7.51	0.13	0.01
Mosul	946	1.46	6.95	0.12	0.01
Kirkuk	981	1.36	6.51	0.11	0.01
Irbil	1,185	0.85	4.07	0.07	0.01
As-Sulaymaniyah	1,271	0.71	3.40	0.06	0.01
An-Najaf	1,326	0.62	2.96	0.05	0.00
Al-Hillah	1,380	0.55	2.62	0.04	0.00
Karbala	1,435	0.47	2.25	0.04	0.00
An-Nasiriyah	1,509	0.35	1.69	0.03	0.00
Ar-Ramadi	1,514	0.35	1.67	0.03	0.00
Al-Amarah	1,523	0.34	1.61	0.03	0.00
Ba'qubah	1,567	0.29	1.40	0.02	0.00
Samarra	1,721	0.16	0.75	0.01	0.00
Total		**20.93**	**100.00**	**1.69**	**0.15**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.29   ISRAEL

Security Software (US$ Million): Israel 2004 - 2014

Year	Israel	% of Region	% of Globe
2004	25.53	3.19%	0.30%
2005	27.61	3.18%	0.30%
2006	30.01	3.17%	0.29%
2007	33.30	3.16%	0.29%
2008	36.00	3.14%	0.29%
2009	38.72	3.13%	0.29%
2010	41.65	3.12%	0.28%
2011	44.79	3.11%	0.28%
2012	48.17	3.10%	0.28%
2013	51.81	3.09%	0.28%
2014	55.72	3.07%	0.28%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Israel: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Jerusalem	221	11.22	28.97	0.91	0.08
Tel Aviv	296	7.65	19.77	0.62	0.06
Haifa	410	5.33	13.77	0.43	0.04
Holon	579	3.35	8.65	0.27	0.02
Petach-Tikva	620	3.13	8.09	0.25	0.02
Ramat Gan	667	2.77	7.16	0.22	0.02
Beersheba	671	2.75	7.10	0.22	0.02
Bene Beraq	705	2.51	6.49	0.20	0.02
Total		**38.72**	**100.00**	**3.13**	**0.29**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.30   JORDAN

Security Software (US$ Million): Jordan 2004 - 2014

Year	Jordan	% of Region	% of Globe
2004	3.84	0.48%	0.04%
2005	4.17	0.48%	0.04%
2006	4.54	0.48%	0.04%
2007	5.06	0.48%	0.04%
2008	5.49	0.48%	0.04%
2009	5.92	0.48%	0.04%
2010	6.38	0.48%	0.04%
2011	6.88	0.48%	0.04%
2012	7.42	0.48%	0.04%
2013	8.01	0.48%	0.04%
2014	8.64	0.48%	0.04%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Jordan: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Amman	597	3.31	55.97	0.27	0.02
Zarqa	1,068	1.13	19.09	0.09	0.01
Irbid	1,342	0.60	10.07	0.05	0.00
Salt	1,422	0.49	8.33	0.04	0.00
Ajlun	1,708	0.17	2.92	0.01	0.00
Jarash	1,777	0.12	1.99	0.01	0.00
Madaba	1,822	0.10	1.62	0.01	0.00
Total		**5.92**	**100.00**	**0.48**	**0.04**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.31   KENYA

Security Software (US$ Million): Kenya 2004 - 2014

Year	Kenya	% of Region	% of Globe
2004	7.75	0.97%	0.09%
2005	8.44	0.97%	0.09%
2006	9.24	0.97%	0.09%
2007	10.32	0.98%	0.09%
2008	11.23	0.98%	0.09%
2009	12.14	0.98%	0.09%
2010	13.13	0.98%	0.09%
2011	14.20	0.99%	0.09%
2012	15.36	0.99%	0.09%
2013	16.61	0.99%	0.09%
2014	17.97	0.99%	0.09%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Kenya: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Nairobi	334	6.74	55.53	0.55	0.05
Mombasa	693	2.60	21.43	0.21	0.02
Kisumu	1,097	1.02	8.40	0.08	0.01
Nakuru	1,322	0.62	5.13	0.05	0.00
Eldoret	1,499	0.37	3.02	0.03	0.00
Thika	1,604	0.25	2.06	0.02	0.00
Nyeri	1,643	0.22	1.81	0.02	0.00
Nanyuki	1,832	0.09	0.75	0.01	0.00
Kitale	1,837	0.09	0.70	0.01	0.00
Malindi	1,853	0.07	0.60	0.01	0.00
Kericho	1,863	0.07	0.55	0.01	0.00
Total		**12.14**	**100.00**	**0.98**	**0.09**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.32   KUWAIT

Security Software (US$ Million): Kuwait 2004 - 2014

Year	Kuwait	% of Region	% of Globe
2004	18.93	2.37%	0.22%
2005	20.53	2.36%	0.22%
2006	22.37	2.36%	0.22%
2007	24.90	2.36%	0.22%
2008	26.99	2.36%	0.22%
2009	29.10	2.35%	0.21%
2010	31.37	2.35%	0.21%
2011	33.81	2.35%	0.21%
2012	36.45	2.34%	0.21%
2013	39.29	2.34%	0.21%
2014	42.36	2.34%	0.21%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Kuwait: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Salmiya	242	9.83	33.77	0.79	0.07
Hawalli	252	9.31	32.01	0.75	0.07
Jahra	314	7.13	24.50	0.58	0.05
Kuwait	659	2.83	9.71	0.23	0.02
Total		**29.10**	**100.00**	**2.35**	**0.21**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.33   KYRGYZSTAN

Security Software (US$ Million): Kyrgyzstan 2004 - 2014

Year	Kyrgyzstan	% of Region	% of Globe
2004	1.39	0.17%	0.02%
2005	1.51	0.17%	0.02%
2006	1.66	0.18%	0.02%
2007	1.86	0.18%	0.02%
2008	2.02	0.18%	0.02%
2009	2.19	0.18%	0.02%
2010	2.37	0.18%	0.02%
2011	2.56	0.18%	0.02%
2012	2.78	0.18%	0.02%
2013	3.00	0.18%	0.02%
2014	3.25	0.18%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Kyrgyzstan: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Bishkek	984	1.36	62.08	0.11	0.01
Osh	1,444	0.46	20.92	0.04	0.00
Dzhalal-Abad	1,761	0.13	5.80	0.01	0.00
Przhevalsk	1,772	0.12	5.50	0.01	0.00
Kyzyl-Kiya	1,858	0.07	3.14	0.01	0.00
Naryn	1,888	0.06	2.55	0.00	0.00
Total		**2.19**	**100.00**	**0.18**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.34   LEBANON

Security Software (US$ Million): Lebanon 2004 - 2014

Year	Lebanon	% of Region	% of Globe
2004	6.22	0.78%	0.07%
2005	6.56	0.75%	0.07%
2006	6.95	0.73%	0.07%
2007	7.51	0.71%	0.07%
2008	7.92	0.69%	0.06%
2009	8.32	0.67%	0.06%
2010	8.75	0.66%	0.06%
2011	9.20	0.64%	0.06%
2012	9.67	0.62%	0.06%
2013	10.17	0.61%	0.05%
2014	10.70	0.59%	0.05%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Lebanon: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Beirut	405	5.39	64.82	0.44	0.04
Tripoli	851	1.80	21.61	0.15	0.01
Zahle	1,265	0.72	8.64	0.06	0.01
Sidon	1,504	0.36	4.32	0.03	0.00
Tyre	1,900	0.05	0.61	0.00	0.00
Total		**8.32**	**100.00**	**0.67**	**0.06**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.35   LESOTHO

Security Software (US$ Million): Lesotho 2004 - 2014

Year	Lesotho	% of Region	% of Globe
2004	0.43	0.05%	0.00%
2005	0.46	0.05%	0.00%
2006	0.50	0.05%	0.00%
2007	0.56	0.05%	0.00%
2008	0.60	0.05%	0.00%
2009	0.65	0.05%	0.00%
2010	0.69	0.05%	0.00%
2011	0.74	0.05%	0.00%
2012	0.80	0.05%	0.00%
2013	0.86	0.05%	0.00%
2014	0.92	0.05%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Lesotho: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Maseru	1,378	0.55	85.16	0.04	0.00
Teyateyaneng	1,928	0.04	6.25	0.00	0.00
Leribe	1,969	0.03	4.69	0.00	0.00
Mafeteng	1,989	0.03	3.91	0.00	0.00
Total		**0.65**	**100.00**	**0.05**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.36   LIBERIA

Security Software (US$ Million): Liberia 2004 - 2014

Year	Liberia	% of Region	% of Globe
2004	0.19	0.02%	0.00%
2005	0.21	0.02%	0.00%
2006	0.23	0.02%	0.00%
2007	0.26	0.03%	0.00%
2008	0.29	0.03%	0.00%
2009	0.32	0.03%	0.00%
2010	0.35	0.03%	0.00%
2011	0.38	0.03%	0.00%
2012	0.42	0.03%	0.00%
2013	0.45	0.03%	0.00%
2014	0.50	0.03%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Liberia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Monrovia	1,605	0.25	78.41	0.02	0.00
Harbel	1,935	0.04	12.18	0.00	0.00
Buchanan	2,022	0.01	4.43	0.00	0.00
Tubmanburg	2,049	0.01	2.77	0.00	0.00
Harper	2,055	0.01	2.21	0.00	0.00
Total		**0.32**	**100.00**	**0.03**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.37 LIBYA

Security Software (US$ Million): Libya 2004 - 2014

Year	Libya	% of Region	% of Globe
2004	10.81	1.35%	0.13%
2005	11.71	1.35%	0.13%
2006	12.75	1.35%	0.12%
2007	14.17	1.34%	0.12%
2008	15.34	1.34%	0.12%
2009	16.52	1.34%	0.12%
2010	17.80	1.33%	0.12%
2011	19.17	1.33%	0.12%
2012	20.64	1.33%	0.12%
2013	22.23	1.32%	0.12%
2014	23.94	1.32%	0.12%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Libya: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Tripoli	273	8.41	50.89	0.68	0.06
Benghazi	463	4.37	26.45	0.35	0.03
Misurata	1,046	1.20	7.24	0.10	0.01
Az Zawiyah	1,197	0.83	5.04	0.07	0.01
Al-Bayda	1,546	0.31	1.90	0.03	0.00
Ajdabiya	1,559	0.30	1.84	0.02	0.00
Darnah	1,566	0.29	1.78	0.02	0.00
Sebha	1,574	0.28	1.72	0.02	0.00
Tubruq	1,582	0.27	1.66	0.02	0.00
Al-Marj	1,607	0.25	1.48	0.02	0.00
Total		**16.52**	**100.00**	**1.34**	**0.12**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.38 MADAGASCAR

Security Software (US$ Million): Madagascar 2004 - 2014

Year	Madagascar	% of Region	% of Globe
2004	2.68	0.34%	0.03%
2005	2.92	0.34%	0.03%
2006	3.20	0.34%	0.03%
2007	3.57	0.34%	0.03%
2008	3.88	0.34%	0.03%
2009	4.20	0.34%	0.03%
2010	4.54	0.34%	0.03%
2011	4.91	0.34%	0.03%
2012	5.32	0.34%	0.03%
2013	5.75	0.34%	0.03%
2014	6.22	0.34%	0.03%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Madagascar: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Antananarivo	733	2.35	56.02	0.19	0.02
Toamasina	1,439	0.47	11.08	0.04	0.00
Mahajanga	1,494	0.37	8.84	0.03	0.00
Fianarantsoa	1,495	0.37	8.84	0.03	0.00
Antsirabe	1,588	0.26	6.29	0.02	0.00
Toliara	1,671	0.20	4.70	0.02	0.00
Antsiranana	1,700	0.18	4.22	0.01	0.00
Total		**4.20**	**100.00**	**0.34**	**0.03**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.39 MALAWI

Security Software (US$ Million): Malawi 2004 - 2014

Year	Malawi	% of Region	% of Globe
2004	1.43	0.18%	0.02%
2005	1.55	0.18%	0.02%
2006	1.69	0.18%	0.02%
2007	1.88	0.18%	0.02%
2008	2.04	0.18%	0.02%
2009	2.20	0.18%	0.02%
2010	2.37	0.18%	0.02%
2011	2.56	0.18%	0.02%
2012	2.76	0.18%	0.02%
2013	2.98	0.18%	0.02%
2014	3.21	0.18%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Malawi: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Blantyre	1,077	1.09	49.45	0.09	0.01
Lilongwe	1,347	0.59	26.99	0.05	0.00
Mzuzu	1,550	0.31	14.11	0.03	0.00
Zomba	1,744	0.14	6.50	0.01	0.00
Karonga	1,948	0.04	1.60	0.00	0.00
Nkhotakota	1,971	0.03	1.35	0.00	0.00
Total		**2.20**	**100.00**	**0.18**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.40   MALI

Security Software (US$ Million): Mali 2004 - 2014

Year	Mali	% of Region	% of Globe
2004	1.99	0.25%	0.02%
2005	2.15	0.25%	0.02%
2006	2.32	0.25%	0.02%
2007	2.56	0.24%	0.02%
2008	2.76	0.24%	0.02%
2009	2.96	0.24%	0.02%
2010	3.17	0.24%	0.02%
2011	3.40	0.24%	0.02%
2012	3.64	0.23%	0.02%
2013	3.90	0.23%	0.02%
2014	4.18	0.23%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Mali: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Bamako	781	2.10	71.15	0.17	0.02
Segou	1,659	0.21	7.16	0.02	0.00
Mopti	1,704	0.18	5.95	0.01	0.00
Sikasso	1,727	0.15	5.18	0.01	0.00
Kayes	1,739	0.15	4.96	0.01	0.00
Gao	1,806	0.10	3.41	0.01	0.00
Timbuktu	1,864	0.07	2.20	0.01	0.00
Total		**2.96**	**100.00**	**0.24**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.41   MAURITANIA

Security Software (US$ Million): Mauritania 2004 - 2014

Year	Mauritania	% of Region	% of Globe
2004	0.87	0.11%	0.01%
2005	0.92	0.11%	0.01%
2006	0.98	0.10%	0.01%
2007	1.07	0.10%	0.01%
2008	1.13	0.10%	0.01%
2009	1.20	0.10%	0.01%
2010	1.27	0.09%	0.01%
2011	1.34	0.09%	0.01%
2012	1.42	0.09%	0.01%
2013	1.50	0.09%	0.01%
2014	1.58	0.09%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Mauritania: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Nouakchott	1,106	0.99	82.92	0.08	0.01
Nouadhibou	1,916	0.04	3.65	0.00	0.00
Kaedi	1,923	0.04	3.48	0.00	0.00
Zouerate	1,955	0.03	2.82	0.00	0.00
Rosso	1,960	0.03	2.65	0.00	0.00
Atar	1,961	0.03	2.65	0.00	0.00
Kiffa	2,001	0.02	1.82	0.00	0.00
Total		**1.20**	**100.00**	**0.10**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.42   MAURITIUS

Security Software (US$ Million): Mauritius 2004 - 2014

Year	Mauritius	% of Region	% of Globe
2004	2.03	0.25%	0.02%
2005	2.21	0.25%	0.02%
2006	2.41	0.25%	0.02%
2007	2.68	0.25%	0.02%
2008	2.90	0.25%	0.02%
2009	3.13	0.25%	0.02%
2010	3.37	0.25%	0.02%
2011	3.63	0.25%	0.02%
2012	3.92	0.25%	0.02%
2013	4.22	0.25%	0.02%
2014	4.55	0.25%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Mauritius: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Port Louis	1,090	1.04	33.33	0.08	0.01
Beau Bassin	1,278	0.70	22.30	0.06	0.01
Quatre Bornes	1,425	0.49	15.59	0.04	0.00
Curepipe	1,426	0.49	15.59	0.04	0.00
Vacoas-Phoenix	1,468	0.41	13.19	0.03	0.00
Total		**3.13**	**100.00**	**0.25**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.43   MOROCCO

Security Software (US$ Million): Morocco 2004 - 2014

Year	Morocco	% of Region	% of Globe
2004	18.70	2.34%	0.22%
2005	19.91	2.29%	0.21%
2006	21.29	2.25%	0.21%
2007	23.24	2.20%	0.20%
2008	24.73	2.16%	0.20%
2009	26.22	2.12%	0.19%
2010	27.81	2.08%	0.19%
2011	29.49	2.05%	0.19%
2012	31.27	2.01%	0.18%
2013	33.17	1.98%	0.18%
2014	35.17	1.94%	0.17%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Morocco: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Casablanca	350	6.46	24.65	0.52	0.05
Marrakech	613	3.17	12.09	0.26	0.02
Rabat	655	2.86	10.92	0.23	0.02
Fez	789	2.08	7.92	0.17	0.02
Oujda	807	1.99	7.60	0.16	0.01
Kenitra	836	1.85	7.07	0.15	0.01
Tetouan	856	1.78	6.79	0.14	0.01
Safi	861	1.76	6.73	0.14	0.01
Meknes	908	1.57	5.97	0.13	0.01
Agadir	913	1.56	5.94	0.13	0.01
Tangier	1,065	1.13	4.32	0.09	0.01
Total		**26.22**	**100.00**	**2.12**	**0.19**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.44   MOZAMBIQUE

Security Software (US$ Million): Mozambique 2004 - 2014

Year	Mozambique	% of Region	% of Globe
2004	2.33	0.29%	0.03%
2005	2.56	0.29%	0.03%
2006	2.82	0.30%	0.03%
2007	3.17	0.30%	0.03%
2008	3.47	0.30%	0.03%
2009	3.77	0.31%	0.03%
2010	4.10	0.31%	0.03%
2011	4.46	0.31%	0.03%
2012	4.85	0.31%	0.03%
2013	5.28	0.31%	0.03%
2014	5.74	0.32%	0.03%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Mozambique: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Maputo	745	2.30	60.83	0.19	0.02
Beira	1,320	0.63	16.60	0.05	0.00
Nampula	1,463	0.42	11.20	0.03	0.00
Nacala	1,644	0.22	5.80	0.02	0.00
Machaze	1,814	0.10	2.62	0.01	0.00
Mandie	1,889	0.06	1.48	0.00	0.00
Chibuto	1,890	0.06	1.48	0.00	0.00
Total		**3.77**	**100.00**	**0.31**	**0.03**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.45   NAMIBIA

Security Software (US$ Million): Namibia 2004 - 2014

Year	Namibia	% of Region	% of Globe
2004	1.49	0.19%	0.02%
2005	1.61	0.19%	0.02%
2006	1.74	0.18%	0.02%
2007	1.93	0.18%	0.02%
2008	2.08	0.18%	0.02%
2009	2.23	0.18%	0.02%
2010	2.39	0.18%	0.02%
2011	2.56	0.18%	0.02%
2012	2.75	0.18%	0.02%
2013	2.95	0.18%	0.02%
2014	3.16	0.17%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Namibia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Windhoek	905	1.57	70.55	0.13	0.01
Tsumeb	1,697	0.18	7.98	0.01	0.00
Keetmanshoop	1,729	0.15	6.75	0.01	0.00
Otjiwarongo	1,766	0.12	5.52	0.01	0.00
Luderitz	1,792	0.11	4.91	0.01	0.00
Swakopmund	1,823	0.10	4.29	0.01	0.00
Total		**2.23**	**100.00**	**0.18**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.46   NIGER

Security Software (US$ Million): Niger 2004 - 2014

Year	Niger	% of Region	% of Globe
2004	1.26	0.16%	0.01%
2005	1.36	0.16%	0.01%
2006	1.47	0.16%	0.01%
2007	1.63	0.15%	0.01%
2008	1.75	0.15%	0.01%
2009	1.88	0.15%	0.01%
2010	2.02	0.15%	0.01%
2011	2.16	0.15%	0.01%
2012	2.32	0.15%	0.01%
2013	2.49	0.15%	0.01%
2014	2.67	0.15%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Niger: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Niamey	1,056	1.16	61.99	0.09	0.01
Zinder	1,609	0.24	12.93	0.02	0.00
Maradi	1,682	0.19	10.12	0.02	0.00
Tahoua	1,767	0.12	6.54	0.01	0.00
Agadez	1,840	0.08	4.21	0.01	0.00
Birni N'Konni	1,906	0.05	2.49	0.00	0.00
Filingue	1,959	0.03	1.71	0.00	0.00
Total		**1.88**	**100.00**	**0.15**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.47   NIGERIA

Security Software (US$ Million): Nigeria 2004 - 2014

Year	Nigeria	% of Region	% of Globe
2004	39.65	4.95%	0.46%
2005	43.17	4.97%	0.46%
2006	47.23	4.98%	0.46%
2007	52.76	5.00%	0.46%
2008	57.40	5.01%	0.46%
2009	62.09	5.02%	0.46%
2010	67.15	5.03%	0.46%
2011	72.63	5.04%	0.46%
2012	78.54	5.05%	0.46%
2013	84.95	5.06%	0.46%
2014	91.87	5.07%	0.45%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Nigeria: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Lagos	228	10.60	17.07	0.86	0.08
Ibadan	239	9.99	16.09	0.81	0.07
Ogbomosho	424	5.09	8.20	0.41	0.04
Kano	449	4.70	7.57	0.38	0.03
Oshogbo	583	3.33	5.37	0.27	0.02
Ilorin	589	3.32	5.35	0.27	0.02
Abeokuta	639	2.98	4.81	0.24	0.02
Port Harcourt	656	2.85	4.60	0.23	0.02
Zaria	686	2.64	4.26	0.21	0.02
Ilesha	687	2.64	4.26	0.21	0.02
Onitsha	694	2.59	4.18	0.21	0.02
Kaduna	726	2.39	3.85	0.19	0.02
Enugu	765	2.21	3.55	0.18	0.02
Aba	785	2.08	3.36	0.17	0.02
Benin City	897	1.61	2.59	0.13	0.01
Others		3.04	4.90	0.25	0.02
Total		**62.09**	**100.00**	**5.02**	**0.46**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.48   OMAN

Security Software (US$ Million): Oman 2004 - 2014

Year	Oman	% of Region	% of Globe
2004	8.41	1.05%	0.10%
2005	9.11	1.05%	0.10%
2006	9.91	1.05%	0.10%
2007	11.01	1.04%	0.10%
2008	11.92	1.04%	0.10%
2009	12.83	1.04%	0.09%
2010	13.81	1.04%	0.09%
2011	14.87	1.03%	0.09%
2012	16.01	1.03%	0.09%
2013	17.23	1.03%	0.09%
2014	18.55	1.02%	0.09%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Oman: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Muscat	307	7.37	57.47	0.60	0.05
Matrah	707	2.51	19.54	0.20	0.02
Salala	940	1.47	11.49	0.12	0.01
Nizwa	941	1.47	11.49	0.12	0.01
Total		**12.83**	**100.00**	**1.04**	**0.09**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.49   PAKISTAN

Security Software (US$ Million): Pakistan 2004 - 2014

Year	Pakistan	% of Region	% of Globe
2004	60.00	7.50%	0.70%
2005	65.32	7.52%	0.70%
2006	71.47	7.54%	0.70%
2007	79.83	7.56%	0.69%
2008	86.86	7.58%	0.69%
2009	93.96	7.60%	0.69%
2010	101.62	7.62%	0.69%
2011	109.90	7.63%	0.69%
2012	118.86	7.65%	0.69%
2013	128.54	7.66%	0.69%
2014	139.02	7.67%	0.69%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Pakistan: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Karachi	78	36.08	38.40	2.92	0.27
Lahore	142	20.46	21.77	1.65	0.15
Faisalabad	297	7.65	8.14	0.62	0.06
Rawalpindi	398	5.51	5.86	0.45	0.04
Hyderabad	418	5.21	5.54	0.42	0.04
Multan	427	5.06	5.38	0.41	0.04
Gujranwala	458	4.56	4.86	0.37	0.03
Peshawar	510	3.92	4.17	0.32	0.03
Sialkot	784	2.09	2.23	0.17	0.02
Sargodha	801	2.02	2.15	0.16	0.01
Islamabad	966	1.41	1.50	0.11	0.01
Total		**93.96**	**100.00**	**7.60**	**0.69**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.50   PALESTINE

Security Software (US$ Million): Palestine 2004 - 2014

Year	Palestine	% of Region	% of Globe
2004	0.39	0.05%	0.00%
2005	0.42	0.05%	0.00%
2006	0.45	0.05%	0.00%
2007	0.49	0.05%	0.00%
2008	0.53	0.05%	0.00%
2009	0.56	0.05%	0.00%
2010	0.60	0.04%	0.00%
2011	0.64	0.04%	0.00%
2012	0.68	0.04%	0.00%
2013	0.72	0.04%	0.00%
2014	0.77	0.04%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Palestine: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
West Bank	1,505	0.36	63.56	0.03	0.00
Gaza Strip	1,664	0.21	36.44	0.02	0.00
Total		**0.56**	**100.00**	**0.05**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.51   QATAR

Security Software (US$ Million): Qatar 2004 - 2014

Year	Qatar	% of Region	% of Globe
2004	7.51	0.94%	0.09%
2005	8.24	0.95%	0.09%
2006	9.09	0.96%	0.09%
2007	10.24	0.97%	0.09%
2008	11.23	0.98%	0.09%
2009	12.24	0.99%	0.09%
2010	13.33	1.00%	0.09%
2011	14.51	1.01%	0.09%
2012	15.80	1.02%	0.09%
2013	17.21	1.03%	0.09%
2014	18.74	1.03%	0.09%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Qatar: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Doha	209	12.24	100.00	0.99	0.09
Total		**12.24**	**100.00**	**0.99**	**0.09**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.52   REPUBLIC OF CONGO

Security Software (US$ Million): Republic of Congo 2004 - 2014

Year	Republic of Congo	% of Region	% of Globe
2004	2.03	0.25%	0.02%
2005	2.17	0.25%	0.02%
2006	2.32	0.25%	0.02%
2007	2.55	0.24%	0.02%
2008	2.72	0.24%	0.02%
2009	2.89	0.23%	0.02%
2010	3.08	0.23%	0.02%
2011	3.28	0.23%	0.02%
2012	3.49	0.22%	0.02%
2013	3.71	0.22%	0.02%
2014	3.95	0.22%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Republic of Congo: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Brazzaville	876	1.69	58.32	0.14	0.01
Pointe-Noire	1,189	0.84	29.16	0.07	0.01
Nkayi	1,796	0.11	3.72	0.01	0.00
Loubomo	1,802	0.10	3.62	0.01	0.00
Ngamaba-Mfilou	1,856	0.07	2.45	0.01	0.00
Loandjili	1,913	0.05	1.57	0.00	0.00
Mossendjo	1,954	0.03	1.17	0.00	0.00
Total		**2.89**	**100.00**	**0.23**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.53   REUNION

Security Software (US$ Million): Reunion 2004 - 2014

Year	Reunion	% of Region	% of Globe
2004	0.69	0.09%	0.01%
2005	0.74	0.09%	0.01%
2006	0.79	0.08%	0.01%
2007	0.87	0.08%	0.01%
2008	0.93	0.08%	0.01%
2009	0.99	0.08%	0.01%
2010	1.06	0.08%	0.01%
2011	1.12	0.08%	0.01%
2012	1.20	0.08%	0.01%
2013	1.28	0.08%	0.01%
2014	1.36	0.07%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Reunion: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Saint-Denis	1,535	0.32	32.61	0.03	0.00
Saint-Paul	1,680	0.19	19.41	0.02	0.00
Saint-Pierre	1,722	0.16	15.90	0.01	0.00
Le Tampon	1,759	0.13	12.94	0.01	0.00
Saint-Louis	1,813	0.10	9.97	0.01	0.00
Le Port	1,834	0.09	9.16	0.01	0.00
Total		**0.99**	**100.00**	**0.08**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.54   RWANDA

Security Software (US$ Million): Rwanda 2004 - 2014

Year	Rwanda	% of Region	% of Globe
2004	1.16	0.15%	0.01%
2005	1.26	0.15%	0.01%
2006	1.38	0.15%	0.01%
2007	1.54	0.15%	0.01%
2008	1.67	0.15%	0.01%
2009	1.80	0.15%	0.01%
2010	1.95	0.15%	0.01%
2011	2.10	0.15%	0.01%
2012	2.27	0.15%	0.01%
2013	2.45	0.15%	0.01%
2014	2.65	0.15%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Rwanda: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Kigali	1,023	1.26	69.78	0.10	0.01
Butare	1,701	0.18	9.78	0.01	0.00
Ruhengeri	1,760	0.13	7.11	0.01	0.00
Gisenyi	1,820	0.10	5.33	0.01	0.00
Nyabisindu	1,839	0.08	4.44	0.01	0.00
Cyangugu	1,868	0.06	3.56	0.01	0.00
Total		**1.80**	**100.00**	**0.15**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.55   SAO TOME E PRINCIPE

Security Software (US$ Million): Sao Tome E Principe 2004 - 2014

Year	Sao Tome E Principe	% of Region	% of Globe
2004	0.04	0.00%	0.00%
2005	0.04	0.00%	0.00%
2006	0.04	0.00%	0.00%
2007	0.05	0.00%	0.00%
2008	0.05	0.00%	0.00%
2009	0.06	0.00%	0.00%
2010	0.06	0.00%	0.00%
2011	0.07	0.00%	0.00%
2012	0.07	0.00%	0.00%
2013	0.08	0.00%	0.00%
2014	0.09	0.00%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Sao Tome E Principe: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Sao Tome	1,883	0.06	97.22	0.00	0.00
Santo Antonio	2,075	0.00	2.78	0.00	0.00
Total		**0.06**	**100.00**	**0.00**	**0.00**

3.56   SAUDI ARABIA

Security Software (US$ Million): Saudi Arabia 2004 - 2014

Year	Saudi Arabia	% of Region	% of Globe
2004	79.68	9.96%	0.93%
2005	86.00	9.90%	0.92%
2006	93.27	9.84%	0.91%
2007	103.27	9.79%	0.90%
2008	111.42	9.73%	0.89%
2009	119.61	9.68%	0.88%
2010	128.40	9.62%	0.87%
2011	137.84	9.57%	0.87%
2012	147.97	9.52%	0.86%
2013	158.85	9.46%	0.85%
2014	170.52	9.41%	0.84%

Saudi Arabia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Jiddah	60	44.63	37.31	3.61	0.33
Riyadh	147	19.85	16.59	1.61	0.15
Mecca	175	16.36	13.68	1.32	0.12
Taif	258	8.93	7.46	0.72	0.07
Medina	266	8.63	7.21	0.70	0.06
Dammam	370	5.95	4.98	0.48	0.04
Hufuf	634	3.01	2.51	0.24	0.02
Haradh	642	2.98	2.49	0.24	0.02
Tabuk	756	2.23	1.87	0.18	0.02
Buraydah	786	2.08	1.74	0.17	0.02
Al-Mubarraz	896	1.61	1.34	0.13	0.01
Khamis-Mushait	934	1.49	1.24	0.12	0.01
Jizan	1,116	0.98	0.82	0.08	0.01
Abha	1,165	0.89	0.75	0.07	0.01
Total		**119.61**	**100.00**	**9.68**	**0.88**

3.57   SENEGAL

Security Software (US$ Million): Senegal 2004 - 2014

Year	Senegal	% of Region	% of Globe
2004	2.86	0.36%	0.03%
2005	3.09	0.36%	0.03%
2006	3.36	0.35%	0.03%
2007	3.72	0.35%	0.03%
2008	4.01	0.35%	0.03%
2009	4.31	0.35%	0.03%
2010	4.63	0.35%	0.03%
2011	4.97	0.35%	0.03%
2012	5.34	0.34%	0.03%
2013	5.73	0.34%	0.03%
2014	6.16	0.34%	0.03%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Senegal: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Dakar	626	3.09	71.64	0.25	0.02
Thies	1,515	0.35	8.09	0.03	0.00
Kaolack	1,563	0.29	6.84	0.02	0.00
Zinguinchor	1,618	0.24	5.55	0.02	0.00
Saint-Louis	1,649	0.22	5.03	0.02	0.00
Diourbel	1,768	0.12	2.85	0.01	0.00
Total		**4.31**	**100.00**	**0.35**	**0.03**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.58   SIERRA LEONE

Security Software (US$ Million): Sierra Leone 2004 - 2014

Year	Sierra Leone	% of Region	% of Globe
2004	0.65	0.08%	0.01%
2005	0.71	0.08%	0.01%
2006	0.78	0.08%	0.01%
2007	0.87	0.08%	0.01%
2008	0.95	0.08%	0.01%
2009	1.03	0.08%	0.01%
2010	1.12	0.08%	0.01%
2011	1.21	0.08%	0.01%
2012	1.31	0.08%	0.01%
2013	1.42	0.08%	0.01%
2014	1.54	0.09%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Sierra Leone: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Freetown	1,156	0.91	88.18	0.07	0.01
Bo	1,901	0.05	4.88	0.00	0.00
Kenema	1,990	0.03	2.44	0.00	0.00
Makeni	1,998	0.02	2.25	0.00	0.00
Port Loko	2,032	0.01	1.13	0.00	0.00
Bonthe	2,033	0.01	1.13	0.00	0.00
Total		**1.03**	**100.00**	**0.08**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.59   SOMALIA

Security Software (US$ Million): Somalia 2004 - 2014

Year	Somalia	% of Region	% of Globe
2004	0.81	0.10%	0.01%
2005	0.87	0.10%	0.01%
2006	0.93	0.10%	0.01%
2007	1.02	0.10%	0.01%
2008	1.09	0.09%	0.01%
2009	1.15	0.09%	0.01%
2010	1.23	0.09%	0.01%
2011	1.30	0.09%	0.01%
2012	1.39	0.09%	0.01%
2013	1.47	0.09%	0.01%
2014	1.57	0.09%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Somalia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Mogadishu	1,423	0.49	42.66	0.04	0.00
Hargeysa	1,673	0.20	17.06	0.02	0.00
Burao	1,735	0.15	12.80	0.01	0.00
Baidoa	1,736	0.15	12.80	0.01	0.00
Kismaayo	1,815	0.10	8.53	0.01	0.00
Berbera	1,950	0.03	2.99	0.00	0.00
Marka	1,973	0.03	2.56	0.00	0.00
Giohar	2,056	0.01	0.60	0.00	0.00
Total		**1.15**	**100.00**	**0.09**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.60   SOUTH AFRICA

Security Software (US$ Million): South Africa 2004 - 2014

Year	South Africa	% of Region	% of Globe
2004	64.70	8.08%	0.75%
2005	69.94	8.05%	0.75%
2006	75.97	8.02%	0.74%
2007	84.26	7.98%	0.73%
2008	91.05	7.95%	0.73%
2009	97.89	7.92%	0.72%
2010	105.23	7.89%	0.72%
2011	113.12	7.86%	0.71%
2012	121.60	7.82%	0.71%
2013	130.72	7.79%	0.70%
2014	140.53	7.75%	0.70%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

South Africa: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Johannesburg	99	30.79	31.46	2.49	0.23
Cape Town	118	25.70	26.26	2.08	0.19
Pretoria	122	24.37	24.90	1.97	0.18
Durban	327	6.78	6.93	0.55	0.05
Roodepoort	771	2.16	2.21	0.17	0.02
Germiston	854	1.78	1.82	0.14	0.01
Boksburg	875	1.69	1.73	0.14	0.01
Umlazi	1,032	1.24	1.27	0.10	0.01
Bloemfontein	1,135	0.95	0.97	0.08	0.01
Pietermaritzburg	1,145	0.93	0.95	0.07	0.01
Port Elizabeth	1,180	0.86	0.88	0.07	0.01
East London	1,330	0.61	0.63	0.05	0.00
Total		**97.89**	**100.00**	**7.92**	**0.72**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.61   SUDAN

Security Software (US$ Million): Sudan 2004 - 2014

Year	Sudan	% of Region	% of Globe
2004	12.55	1.57%	0.15%
2005	14.17	1.63%	0.15%
2006	16.07	1.70%	0.16%
2007	18.63	1.77%	0.16%
2008	20.99	1.83%	0.17%
2009	23.40	1.89%	0.17%
2010	26.07	1.95%	0.18%
2011	29.04	2.02%	0.18%
2012	32.36	2.08%	0.19%
2013	36.04	2.15%	0.19%
2014	40.15	2.22%	0.20%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Sudan: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Omdurman	320	7.00	29.89	0.57	0.05
Khartoum	360	6.28	26.85	0.51	0.05
Port Sudan	654	2.86	12.24	0.23	0.02
Wadi Medani	832	1.87	8.01	0.15	0.01
Al Obeid	838	1.85	7.90	0.15	0.01
Atbara	983	1.36	5.81	0.11	0.01
Kassala	998	1.32	5.64	0.11	0.01
Kosti	1,184	0.86	3.67	0.07	0.01
Total		**23.40**	**100.00**	**1.89**	**0.17**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.62   SWAZILAND

Security Software (US$ Million): Swaziland 2004 - 2014

Year	Swaziland	% of Region	% of Globe
2004	0.81	0.10%	0.01%
2005	0.86	0.10%	0.01%
2006	0.91	0.10%	0.01%
2007	0.99	0.09%	0.01%
2008	1.06	0.09%	0.01%
2009	1.12	0.09%	0.01%
2010	1.18	0.09%	0.01%
2011	1.25	0.09%	0.01%
2012	1.32	0.09%	0.01%
2013	1.40	0.08%	0.01%
2014	1.48	0.08%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Swaziland: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Mbabane	1,406	0.52	46.99	0.04	0.00
Manzini	1,611	0.24	21.69	0.02	0.00
Big Bend	1,753	0.13	12.05	0.01	0.00
Mhlume	1,830	0.09	8.43	0.01	0.00
Nhlangano	1,893	0.05	4.82	0.00	0.00
Pigg's Peak	1,927	0.04	3.61	0.00	0.00
Siteki	1,981	0.03	2.41	0.00	0.00
Total		**1.12**	**100.00**	**0.09**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.63   SYRIAN ARAB REPUBLIC

Security Software (US$ Million): Syrian Arab Republic 2004 - 2014

Year	Syrian Arab Republic	% of Region	% of Globe
2004	11.91	1.49%	0.14%
2005	12.76	1.47%	0.14%
2006	13.73	1.45%	0.13%
2007	15.09	1.43%	0.13%
2008	16.16	1.41%	0.13%
2009	17.24	1.39%	0.13%
2010	18.38	1.38%	0.13%
2011	19.60	1.36%	0.12%
2012	20.91	1.34%	0.12%
2013	22.30	1.33%	0.12%
2014	23.78	1.31%	0.12%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Syrian Arab Republic: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Damascus	379	5.86	33.99	0.47	0.04
Aleppo	397	5.51	31.99	0.45	0.04
Homs	812	1.95	11.34	0.16	0.01
Latakia	1,076	1.09	6.34	0.09	0.01
Hama	1,120	0.97	5.63	0.08	0.01
Dayr az-Zawr	1,465	0.42	2.42	0.03	0.00
Raqqa	1,478	0.39	2.29	0.03	0.00
Hasakeh	1,527	0.33	1.92	0.03	0.00
Tartus	1,614	0.24	1.39	0.02	0.00
Idlib	1,626	0.24	1.37	0.02	0.00
Dar'a	1,636	0.23	1.32	0.02	0.00
Total		**17.24**	**100.00**	**1.39**	**0.13**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.64   TAJIKISTAN

Security Software (US$ Million): Tajikistan 2004 - 2014

Year	Tajikistan	% of Region	% of Globe
2004	1.54	0.19%	0.02%
2005	1.70	0.20%	0.02%
2006	1.87	0.20%	0.02%
2007	2.11	0.20%	0.02%
2008	2.31	0.20%	0.02%
2009	2.52	0.20%	0.02%
2010	2.74	0.21%	0.02%
2011	2.99	0.21%	0.02%
2012	3.25	0.21%	0.02%
2013	3.54	0.21%	0.02%
2014	3.86	0.21%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Tajikistan: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Dushanbe	899	1.60	63.64	0.13	0.01
Khodzhent	1,455	0.43	17.11	0.03	0.00
Kulyab	1,711	0.17	6.63	0.01	0.00
Kurgan-Tyube	1,733	0.15	5.88	0.01	0.00
Kanibadam	1,848	0.08	2.99	0.01	0.00
Tursunzade	1,885	0.06	2.25	0.00	0.00
Khorog	1,938	0.04	1.50	0.00	0.00
Total		**2.52**	**100.00**	**0.20**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.65   TANZANIA

Security Software (US$ Million): Tanzania 2004 - 2014

Year	Tanzania	% of Region	% of Globe
2004	5.77	0.72%	0.07%
2005	6.31	0.73%	0.07%
2006	6.92	0.73%	0.07%
2007	7.76	0.74%	0.07%
2008	8.47	0.74%	0.07%
2009	9.19	0.74%	0.07%
2010	9.96	0.75%	0.07%
2011	10.80	0.75%	0.07%
2012	11.72	0.75%	0.07%
2013	12.71	0.76%	0.07%
2014	13.78	0.76%	0.07%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Tanzania: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Dar es Salaam	413	5.28	57.47	0.43	0.04
Mwanza	1,237	0.76	8.30	0.06	0.01
Zanzibar	1,242	0.76	8.22	0.06	0.01
Tanga	1,273	0.71	7.70	0.06	0.01
Mbeya	1,399	0.53	5.75	0.04	0.00
Tabora	1,443	0.46	5.01	0.04	0.00
Arusha	1,488	0.38	4.11	0.03	0.00
Dodoma	1,543	0.32	3.44	0.03	0.00
Total		**9.19**	**100.00**	**0.74**	**0.07**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.66   THE GAMBIA

Security Software (US$ Million): The Gambia 2004 - 2014

Year	The Gambia	% of Region	% of Globe
2004	0.18	0.02%	0.00%
2005	0.19	0.02%	0.00%
2006	0.21	0.02%	0.00%
2007	0.24	0.02%	0.00%
2008	0.26	0.02%	0.00%
2009	0.28	0.02%	0.00%
2010	0.31	0.02%	0.00%
2011	0.33	0.02%	0.00%
2012	0.36	0.02%	0.00%
2013	0.39	0.02%	0.00%
2014	0.43	0.02%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

The Gambia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Serrekunda	1,752	0.13	47.69	0.01	0.00
Banjul	1,881	0.06	20.37	0.00	0.00
Brikama	1,985	0.03	9.26	0.00	0.00
Bakau	1,992	0.02	8.80	0.00	0.00
Farefenni	2,024	0.01	4.63	0.00	0.00
Gunjur	2,042	0.01	3.24	0.00	0.00
Sukuta	2,043	0.01	3.24	0.00	0.00
Basse Santa Su	2,070	0.00	1.39	0.00	0.00
Georgetown	2,071	0.00	1.39	0.00	0.00
Total		**0.28**	**100.00**	**0.02**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.67 THE UNITED ARAB EMIRATES

Security Software (US$ Million): The United Arab Emirates 2004 - 2014

Year	The United Arab Emirates	% of Region	% of Globe
2004	18.69	2.33%	0.22%
2005	20.59	2.37%	0.22%
2006	22.80	2.41%	0.22%
2007	25.79	2.44%	0.22%
2008	28.39	2.48%	0.23%
2009	31.03	2.51%	0.23%
2010	33.90	2.54%	0.23%
2011	37.03	2.57%	0.23%
2012	40.46	2.60%	0.24%
2013	44.20	2.63%	0.24%
2014	48.29	2.66%	0.24%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

The United Arab Emirates: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Dubai	222	11.00	35.47	0.89	0.08
Abu Dhabi	236	10.05	32.40	0.81	0.07
Sharjah	421	5.17	16.67	0.42	0.04
Ras al-Khaimah	442	4.80	15.47	0.39	0.04
Total		**31.03**	**100.00**	**2.51**	**0.23**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.68 TOGO

Security Software (US$ Million): Togo 2004 - 2014

Year	Togo	% of Region	% of Globe
2004	0.75	0.09%	0.01%
2005	0.80	0.09%	0.01%
2006	0.86	0.09%	0.01%
2007	0.94	0.09%	0.01%
2008	1.00	0.09%	0.01%
2009	1.06	0.09%	0.01%
2010	1.13	0.08%	0.01%
2011	1.20	0.08%	0.01%
2012	1.27	0.08%	0.01%
2013	1.35	0.08%	0.01%
2014	1.44	0.08%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Togo: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Lome	1,275	0.70	66.06	0.06	0.01
Sokodé	1,831	0.09	8.66	0.01	0.00
Palimé	1,875	0.06	5.78	0.00	0.00
Atakpamé	1,898	0.05	4.87	0.00	0.00
Bassari	1,918	0.04	3.97	0.00	0.00
Tsévié	1,958	0.03	3.07	0.00	0.00
Anécho	1,982	0.03	2.53	0.00	0.00
Mango	1,991	0.02	2.35	0.00	0.00
Bafilo	2,008	0.02	1.81	0.00	0.00
Tabligbo	2,039	0.01	0.90	0.00	0.00
Total		**1.06**	**100.00**	**0.09**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.69   TUNISIA

Security Software (US$ Million): Tunisia 2004 - 2014

Year	Tunisia	% of Region	% of Globe
2004	10.38	1.30%	0.12%
2005	11.30	1.30%	0.12%
2006	12.36	1.30%	0.12%
2007	13.81	1.31%	0.12%
2008	15.02	1.31%	0.12%
2009	16.25	1.31%	0.12%
2010	17.58	1.32%	0.12%
2011	19.01	1.32%	0.12%
2012	20.56	1.32%	0.12%
2013	22.23	1.32%	0.12%
2014	24.05	1.33%	0.12%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Tunisia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Tunis	346	6.53	40.17	0.53	0.05
Sfax	702	2.54	15.61	0.21	0.02
Ariana	1,079	1.08	6.66	0.09	0.01
Bizerte	1,092	1.04	6.39	0.08	0.01
Gabes	1,101	1.01	6.19	0.08	0.01
Djerba	1,102	1.01	6.19	0.08	0.01
Sousse	1,153	0.92	5.65	0.07	0.01
Kairouan	1,220	0.79	4.85	0.06	0.01
La Goulette	1,290	0.68	4.17	0.05	0.00
Gafsa	1,294	0.67	4.10	0.05	0.00
Total		**16.25**	**100.00**	**1.31**	**0.12**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.70   TURKEY

Security Software (US$ Million): Turkey 2004 - 2014

Year	Turkey	% of Region	% of Globe
2004	92.18	11.52%	1.07%
2005	99.71	11.48%	1.07%
2006	108.37	11.44%	1.06%
2007	120.25	11.39%	1.04%
2008	130.01	11.35%	1.04%
2009	139.84	11.31%	1.03%
2010	150.40	11.27%	1.02%
2011	161.75	11.23%	1.02%
2012	173.96	11.19%	1.01%
2013	187.10	11.15%	1.00%
2014	201.22	11.10%	1.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Turkey: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Istanbul	45	53.73	38.42	4.35	0.40
Izmir	171	16.79	12.01	1.36	0.12
Ankara	176	16.09	11.51	1.30	0.12
Bursa	277	8.31	5.94	0.67	0.06
Adana	304	7.42	5.30	0.60	0.05
Mersin (Icel)	347	6.51	4.65	0.53	0.05
Antalya	357	6.34	4.54	0.51	0.05
Konya	389	5.69	4.07	0.46	0.04
Samsun	574	3.39	2.42	0.27	0.02
Gaziantep	610	3.19	2.28	0.26	0.02
Kayseri	665	2.79	1.99	0.23	0.02
Diyarbakir	672	2.75	1.97	0.22	0.02
Eskisehir	674	2.73	1.95	0.22	0.02
Sanli-Urfa	766	2.20	1.57	0.18	0.02
Malatya	819	1.92	1.37	0.16	0.01
Total		**139.84**	**100.00**	**11.31**	**1.03**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.71   TURKMENISTAN

Security Software (US$ Million): Turkmenistan 2004 - 2014

Year	Turkmenistan	% of Region	% of Globe
2004	6.27	0.78%	0.07%
2005	6.86	0.79%	0.07%
2006	7.53	0.79%	0.07%
2007	8.45	0.80%	0.07%
2008	9.22	0.81%	0.07%
2009	10.01	0.81%	0.07%
2010	10.86	0.81%	0.07%
2011	11.78	0.82%	0.07%
2012	12.79	0.82%	0.07%
2013	13.87	0.83%	0.07%
2014	15.05	0.83%	0.07%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Turkmenistan: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Ashgabat	399	5.49	54.82	0.44	0.04
Chardzhou	760	2.22	22.18	0.18	0.02
Tashauz	919	1.54	15.43	0.12	0.01
Krasnovodsk	1,240	0.76	7.58	0.06	0.01
Total		**10.01**	**100.00**	**0.81**	**0.07**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.72   UGANDA

Security Software (US$ Million): Uganda 2004 - 2014

Year	Uganda	% of Region	% of Globe
2004	4.26	0.53%	0.05%
2005	4.63	0.53%	0.05%
2006	5.06	0.53%	0.05%
2007	5.64	0.53%	0.05%
2008	6.13	0.53%	0.05%
2009	6.62	0.54%	0.05%
2010	7.15	0.54%	0.05%
2011	7.72	0.54%	0.05%
2012	8.34	0.54%	0.05%
2013	9.01	0.54%	0.05%
2014	9.73	0.54%	0.05%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Uganda: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Kampala	451	4.68	70.72	0.38	0.03
Jinja	1,384	0.54	8.17	0.04	0.00
Masaka	1,562	0.30	4.47	0.02	0.00
Mbale	1,572	0.29	4.31	0.02	0.00
Mbarara	1,627	0.23	3.54	0.02	0.00
Entebbe	1,656	0.21	3.24	0.02	0.00
Tororo	1,691	0.18	2.77	0.01	0.00
Gulu	1,692	0.18	2.77	0.01	0.00
Total		**6.62**	**100.00**	**0.54**	**0.05**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.73   UZBEKISTAN

Security Software (US$ Million): Uzbekistan 2004 - 2014

Year	Uzbekistan	% of Region	% of Globe
2004	8.05	1.01%	0.09%
2005	8.85	1.02%	0.09%
2006	9.78	1.03%	0.10%
2007	11.04	1.05%	0.10%
2008	12.12	1.06%	0.10%
2009	13.23	1.07%	0.10%
2010	14.42	1.08%	0.10%
2011	15.73	1.09%	0.10%
2012	17.15	1.10%	0.10%
2013	18.71	1.11%	0.10%
2014	20.40	1.13%	0.10%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Uzbekistan: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Tashkent	402	5.45	41.18	0.44	0.04
Samarkand	935	1.49	11.24	0.12	0.01
Namangan	1,211	0.81	6.12	0.07	0.01
Andizhan	1,229	0.77	5.82	0.06	0.01
Bukhara	1,352	0.59	4.45	0.05	0.00
Fergana	1,404	0.53	3.97	0.04	0.00
Kokand	1,431	0.48	3.62	0.04	0.00
Nukus	1,447	0.44	3.36	0.04	0.00
Chirchik	1,470	0.41	3.10	0.03	0.00
Karshi	1,471	0.41	3.10	0.03	0.00
Angren	1,519	0.34	2.60	0.03	0.00
Urgench	1,524	0.34	2.54	0.03	0.00
Margilan	1,532	0.33	2.48	0.03	0.00
Almalyk	1,561	0.30	2.26	0.02	0.00
Navoi	1,577	0.28	2.13	0.02	0.00
Others		0.27	2.03	0.02	0.00
Total		**13.23**	**100.00**	**1.07**	**0.10**

3.74   WESTERN SAHARA

Security Software (US$ Million): Western Sahara 2004 - 2014

Year	Western Sahara	% of Region	% of Globe
2004	0.01	0.00%	0.00%
2005	0.01	0.00%	0.00%
2006	0.01	0.00%	0.00%
2007	0.01	0.00%	0.00%
2008	0.02	0.00%	0.00%
2009	0.02	0.00%	0.00%
2010	0.02	0.00%	0.00%
2011	0.02	0.00%	0.00%
2012	0.02	0.00%	0.00%
2013	0.02	0.00%	0.00%
2014	0.02	0.00%	0.00%

Western Sahara: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Laayoune	2,028	0.01	72.31	0.00	0.00
Dakhla	2,073	0.00	13.85	0.00	0.00
Semara	2,074	0.00	13.85	0.00	0.00
Total		**0.02**	**100.00**	**0.00**	**0.00**

3.75 YEMEN

Security Software (US$ Million): Yemen 2004 - 2014

Year	Yemen	% of Region	% of Globe
2004	7.57	0.95%	0.09%
2005	8.10	0.93%	0.09%
2006	8.72	0.92%	0.09%
2007	9.57	0.91%	0.08%
2008	10.24	0.89%	0.08%
2009	10.92	0.88%	0.08%
2010	11.64	0.87%	0.08%
2011	12.41	0.86%	0.08%
2012	13.23	0.85%	0.08%
2013	14.10	0.84%	0.08%
2014	15.03	0.83%	0.07%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Yemen: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Sanaa	535	3.65	33.39	0.29	0.03
Aden	676	2.71	24.86	0.22	0.02
Taizz	926	1.52	13.92	0.12	0.01
Hodeida	996	1.32	12.12	0.11	0.01
Mukalla	1,001	1.31	12.04	0.11	0.01
Dhamar	1,599	0.26	2.35	0.02	0.00
El Beida	1,846	0.08	0.70	0.01	0.00
Hajja	1,860	0.07	0.63	0.01	0.00
Total		**10.92**	**100.00**	**0.88**	**0.08**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.76 ZAMBIA

Security Software (US$ Million): Zambia 2004 - 2014

Year	Zambia	% of Region	% of Globe
2004	2.16	0.27%	0.03%
2005	2.34	0.27%	0.03%
2006	2.56	0.27%	0.02%
2007	2.86	0.27%	0.02%
2008	3.10	0.27%	0.02%
2009	3.35	0.27%	0.02%
2010	3.62	0.27%	0.02%
2011	3.91	0.27%	0.02%
2012	4.22	0.27%	0.02%
2013	4.56	0.27%	0.02%
2014	4.92	0.27%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Zambia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Lusaka	1,093	1.03	30.87	0.08	0.01
Kitwe	1,368	0.56	16.75	0.05	0.00
Ndola	1,402	0.53	15.72	0.04	0.00
Kabwe	1,620	0.24	7.10	0.02	0.00
Mufulira	1,622	0.24	7.06	0.02	0.00
Chingola	1,631	0.23	6.88	0.02	0.00
Luanshya	1,672	0.20	5.89	0.02	0.00
Livingstone	1,778	0.12	3.48	0.01	0.00
Kalulushi	1,788	0.11	3.34	0.01	0.00
Chililabombwe	1,816	0.10	2.91	0.01	0.00
Total		**3.35**	**100.00**	**0.27**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

3.77   ZIMBABWE

Security Software (US$ Million): Zimbabwe 2004 - 2014

Year	Zimbabwe	% of Region	% of Globe
2004	0.99	0.12%	0.01%
2005	1.03	0.12%	0.01%
2006	1.08	0.11%	0.01%
2007	1.16	0.11%	0.01%
2008	1.20	0.11%	0.01%
2009	1.25	0.10%	0.01%
2010	1.30	0.10%	0.01%
2011	1.35	0.09%	0.01%
2012	1.41	0.09%	0.01%
2013	1.46	0.09%	0.01%
2014	1.52	0.08%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Zimbabwe: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Harare	1,415	0.50	40.01	0.04	0.00
Bulawayo	1,544	0.32	25.21	0.03	0.00
Chitungwiza	1,732	0.15	11.87	0.01	0.00
Gweru	1,880	0.06	4.64	0.00	0.00
Mutare	1,899	0.05	4.11	0.00	0.00
Kwekwe	1,946	0.04	2.82	0.00	0.00
Kadoma	1,957	0.03	2.64	0.00	0.00
Hwange	1,976	0.03	2.29	0.00	0.00
Masvingo	2,000	0.02	1.82	0.00	0.00
Zvishavane	2,005	0.02	1.59	0.00	0.00
Chegutu	2,006	0.02	1.59	0.00	0.00
Chinhoyi	2,011	0.02	1.41	0.00	0.00
Total		**1.25**	**100.00**	**0.10**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4   ASIA

4.1   EXECUTIVE SUMMARY

Market Potential for Security Software in Asia (US$ Million): 2009

Country	Latent Demand US$ Million	% of Asia
China	1,519.20	36.56%
Japan	911.09	21.93%
India	630.99	15.19%
South Korea	252.34	6.07%
Indonesia	177.94	4.28%
Taiwan	144.80	3.49%
Thailand	108.58	2.61%
Malaysia	75.17	1.81%
Philippines	63.25	1.52%
Hong Kong	61.65	1.48%
Vietnam	47.35	1.14%
Singapore	47.17	1.14%
Bangladesh	44.00	1.06%
Burma	19.12	0.46%
Sri Lanka	17.50	0.42%
North Korea	8.13	0.20%
Nepal	6.34	0.15%
Cambodia	5.50	0.13%
Papua New Guinea	3.45	0.08%
Macau	2.74	0.07%
Laos	2.66	0.06%
Brunei	1.96	0.05%
Mongolia	1.81	0.04%
Bhutan	0.75	0.02%
Maldives	0.60	0.01%
Other	0.83	0.02%
Total	**4,154.93**	**100.00%**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Market Potential for Security Software in Asia (US$ Million): 2009
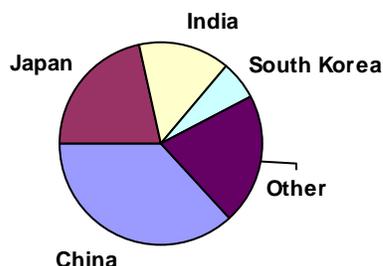
The Market for Security Software in Asia: 2004 - 2014

Year	US$ Million	% of Globe
2004	2,589.07	30.11
2005	2,830.89	30.26
2006	3,111.86	30.37
2007	3,494.49	30.35
2008	3,822.60	30.50
2009	4,154.93	30.63
2010	4,516.01	30.76
2011	4,909.92	30.88
2012	5,339.73	31.02
2013	5,808.86	31.15
2014	6,321.03	31.28

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.2 BANGLADESH

Security Software (US$ Million): Bangladesh 2004 - 2014

Year	Bangladesh	% of Region	% of Globe
2004	28.32	1.09%	0.33%
2005	30.78	1.09%	0.33%
2006	33.62	1.08%	0.33%
2007	37.50	1.07%	0.33%
2008	40.73	1.07%	0.32%
2009	44.00	1.06%	0.32%
2010	47.52	1.05%	0.32%
2011	51.32	1.05%	0.32%
2012	55.43	1.04%	0.32%
2013	59.86	1.03%	0.32%
2014	64.65	1.02%	0.32%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Bangladesh: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Dhaka	160	18.39	41.79	0.44	0.14
Chittagong	298	7.62	17.31	0.18	0.06
Khulna	432	5.02	11.41	0.12	0.04
Narayanganj	780	2.11	4.79	0.05	0.02
Rajshahi	808	1.97	4.49	0.05	0.01
Mymensingh	937	1.48	3.37	0.04	0.01
Comilla	960	1.43	3.25	0.03	0.01
Barisal	988	1.34	3.06	0.03	0.01
Sylhet	1,004	1.31	2.97	0.03	0.01
Rangpur	1,048	1.19	2.70	0.03	0.01
Jessore	1,057	1.16	2.63	0.03	0.01
Saidpur	1,112	0.99	2.24	0.02	0.01
Total		**44.00**	**100.00**	**1.06**	**0.32**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.3 BHUTAN

Security Software (US$ Million): Bhutan 2004 - 2014

Year	Bhutan	% of Region	% of Globe
2004	0.45	0.02%	0.01%
2005	0.49	0.02%	0.01%
2006	0.55	0.02%	0.01%
2007	0.62	0.02%	0.01%
2008	0.68	0.02%	0.01%
2009	0.75	0.02%	0.01%
2010	0.82	0.02%	0.01%
2011	0.89	0.02%	0.01%
2012	0.98	0.02%	0.01%
2013	1.07	0.02%	0.01%
2014	1.17	0.02%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Bhutan: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Thimphu	1,683	0.19	25.32	0.00	0.00
Taga Dzong	1,694	0.18	24.05	0.00	0.00
Punakha	1,769	0.12	16.46	0.00	0.00
Bumthang	1,804	0.10	13.92	0.00	0.00
Phuntsholing	1,828	0.09	12.66	0.00	0.00
Paro	1,977	0.03	3.80	0.00	0.00
Tongsa Dzong	1,978	0.03	3.80	0.00	0.00
Total		**0.75**	**100.00**	**0.02**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.4   BRUNEI

Security Software (US$ Million): Brunei 2004 - 2014

Year	Brunei	% of Region	% of Globe
2004	1.46	0.06%	0.02%
2005	1.54	0.05%	0.02%
2006	1.63	0.05%	0.02%
2007	1.76	0.05%	0.02%
2008	1.86	0.05%	0.01%
2009	1.96	0.05%	0.01%
2010	2.06	0.05%	0.01%
2011	2.17	0.04%	0.01%
2012	2.28	0.04%	0.01%
2013	2.40	0.04%	0.01%
2014	2.52	0.04%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Brunei: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Bandar Seri Begawan	1,081	1.07	54.74	0.03	0.01
Seria	1,420	0.49	25.26	0.01	0.00
Kuala Belait	1,482	0.39	20.00	0.01	0.00
Total		**1.96**	**100.00**	**0.05**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.5   BURMA

Security Software (US$ Million): Burma 2004 - 2014

Year	Burma	% of Region	% of Globe
2004	12.47	0.48%	0.15%
2005	13.52	0.48%	0.14%
2006	14.73	0.47%	0.14%
2007	16.38	0.47%	0.14%
2008	17.74	0.46%	0.14%
2009	19.12	0.46%	0.14%
2010	20.60	0.46%	0.14%
2011	22.20	0.45%	0.14%
2012	23.92	0.45%	0.14%
2013	25.78	0.44%	0.14%
2014	27.77	0.44%	0.14%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Burma: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Yangon	208	12.28	64.22	0.30	0.09
Mandalay	679	2.66	13.92	0.06	0.02
Moulmein	1,074	1.10	5.75	0.03	0.01
Pegu	1,245	0.75	3.92	0.02	0.01
Bassein	1,266	0.72	3.76	0.02	0.01
Sittwe	1,386	0.54	2.82	0.01	0.00
Taunggye	1,387	0.54	2.82	0.01	0.00
Monywa	1,392	0.53	2.79	0.01	0.00
Total		**19.12**	**100.00**	**0.46**	**0.14**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.6   CAMBODIA

Security Software (US$ Million): Cambodia 2004 - 2014

Year	Cambodia	% of Region	% of Globe
2004	3.26	0.13%	0.04%
2005	3.61	0.13%	0.04%
2006	4.01	0.13%	0.04%
2007	4.55	0.13%	0.04%
2008	5.02	0.13%	0.04%
2009	5.50	0.13%	0.04%
2010	6.03	0.13%	0.04%
2011	6.61	0.13%	0.04%
2012	7.24	0.14%	0.04%
2013	7.93	0.14%	0.04%
2014	8.68	0.14%	0.04%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Cambodia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Bhnom Penh	471	4.29	77.88	0.10	0.03
Kompong Cham	1,040	1.22	22.12	0.03	0.01
Total		**5.50**	**100.00**	**0.13**	**0.04**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.7   CHINA

Security Software (US$ Million): China 2004 - 2014

Year	China	% of Region	% of Globe
2004	846.22	32.68%	9.84%
2005	947.61	33.47%	10.13%
2006	1,066.63	34.28%	10.41%
2007	1,226.38	35.09%	10.65%
2008	1,371.37	35.88%	10.94%
2009	1,519.20	36.56%	11.20%
2010	1,681.76	37.24%	11.45%
2011	1,861.71	37.92%	11.71%
2012	2,060.91	38.60%	11.97%
2013	2,281.43	39.27%	12.23%
2014	2,525.54	39.95%	12.50%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

China: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Shanghai	5	217.53	14.32	5.24	1.60
Beijing	6	181.29	11.93	4.36	1.34
Chongqing	8	153.42	10.10	3.69	1.13
Guangzhou	10	139.96	9.21	3.37	1.03
Chengdu	12	128.81	8.48	3.10	0.95
Tianjin	16	111.43	7.33	2.68	0.82
Harbin	30	73.51	4.84	1.77	0.54
Nanjing	31	72.89	4.80	1.75	0.54
Wuhan	32	72.57	4.78	1.75	0.53
Jinan	33	67.33	4.43	1.62	0.50
Shenyang	38	61.80	4.07	1.49	0.46
Changchun	40	59.06	3.89	1.42	0.44
Xi'an	41	58.51	3.85	1.41	0.43
Dalian	43	55.67	3.66	1.34	0.41
Shenzhen	73	38.64	2.54	0.93	0.28
Others		26.78	1.76	0.64	0.20
Total		**1519.20**	**100.00**	**36.56**	**11.20**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.8   HONG KONG

Security Software (US$ Million): Hong Kong 2004 - 2014

Year	Hong Kong	% of Region	% of Globe
2004	39.89	1.54%	0.46%
2005	43.32	1.53%	0.46%
2006	47.26	1.52%	0.46%
2007	52.65	1.51%	0.46%
2008	57.13	1.49%	0.46%
2009	61.65	1.48%	0.45%
2010	66.52	1.47%	0.45%
2011	71.78	1.46%	0.45%
2012	77.45	1.45%	0.45%
2013	83.57	1.44%	0.45%
2014	90.17	1.43%	0.45%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Hong Kong: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Hong Kong	39	61.65	100.00	1.48	0.45
Total		**61.65**	**100.00**	**1.48**	**0.45**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.9   INDIA

Security Software (US$ Million): India 2004 - 2014

Year	India	% of Region	% of Globe
2004	379.98	14.68%	4.42%
2005	418.72	14.79%	4.48%
2006	463.70	14.90%	4.53%
2007	524.42	15.01%	4.56%
2008	577.33	15.10%	4.61%
2009	630.99	15.19%	4.65%
2010	689.35	15.26%	4.69%
2011	753.12	15.34%	4.74%
2012	822.78	15.41%	4.78%
2013	898.89	15.47%	4.82%
2014	982.04	15.54%	4.86%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

India: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Maharashtra State	17	108.83	17.25	2.62	0.80
Uttar Pradesh State	29	74.73	11.84	1.80	0.55
West Bengal State	48	50.42	7.99	1.21	0.37
Andhra Pradesh State	52	48.44	7.68	1.17	0.36
Tamil Nadu State	63	43.51	6.89	1.05	0.32
Gujarat State	71	39.33	6.23	0.95	0.29
Madhya Pradesh State	72	39.25	6.22	0.94	0.29
Karnataka State	81	35.64	5.65	0.86	0.26
Bihar State	82	35.56	5.64	0.86	0.26
Rajasthan State	110	27.81	4.41	0.67	0.21
Punjab State	111	27.64	4.38	0.67	0.20
Haryana State	146	19.85	3.15	0.48	0.15
Kerala State	158	18.50	2.93	0.45	0.14
Orissa State	177	15.75	2.50	0.38	0.12
Union Territories	187	14.55	2.31	0.35	0.11
Others		31.18	4.94	0.75	0.23
Total		**630.99**	**100.00**	**15.19**	**4.65**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.10   INDONESIA

Security Software (US$ Million): Indonesia 2004 - 2014

Year	Indonesia	% of Region	% of Globe
2004	114.23	4.41%	1.33%
2005	124.23	4.39%	1.33%
2006	135.76	4.36%	1.33%
2007	151.49	4.33%	1.32%
2008	164.65	4.31%	1.31%
2009	177.94	4.28%	1.31%
2010	192.26	4.26%	1.31%
2011	207.74	4.23%	1.31%
2012	224.46	4.20%	1.30%
2013	242.53	4.18%	1.30%
2014	262.05	4.15%	1.30%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Indonesia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Jawa Barat	90	32.22	18.11	0.78	0.24
DKI jakarta	109	28.36	15.94	0.68	0.21
Jawa Timur	114	27.25	15.31	0.66	0.20
Jawa Tengah	159	18.40	10.34	0.44	0.14
Sumatra Utara	237	10.01	5.62	0.24	0.07
Riau	281	8.16	4.58	0.20	0.06
Kalimentan Timur	356	6.37	3.58	0.15	0.05
Sumatra Selatan	364	6.16	3.46	0.15	0.05
Daerah Istimerwa Aceh	414	5.28	2.97	0.13	0.04
Sulawesi Selatan	486	4.18	2.35	0.10	0.03
Sumatra Barat	595	3.32	1.86	0.08	0.02
Lampung	602	3.25	1.83	0.08	0.02
Kalimantan Barat	614	3.17	1.78	0.08	0.02
Bali	629	3.07	1.72	0.07	0.02
Irian Jaya	650	2.90	1.63	0.07	0.02
Others		15.85	8.91	0.38	0.12
Total		**177.94**	**100.00**	**4.28**	**1.31**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.11   JAPAN

Security Software (US$ Million): Japan 2004 - 2014

Year	Japan	% of Region	% of Globe
2004	653.26	25.23%	7.60%
2005	694.59	24.54%	7.42%
2006	741.96	23.84%	7.24%
2007	808.96	23.15%	7.03%
2008	860.05	22.50%	6.86%
2009	911.09	21.93%	6.72%
2010	965.30	21.37%	6.57%
2011	1,022.73	20.83%	6.43%
2012	1,083.58	20.29%	6.29%
2013	1,148.06	19.76%	6.16%
2014	1,216.37	19.24%	6.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Japan: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Tokyo	9	152.61	16.75	3.67	1.12
Yokohama	37	61.83	6.79	1.49	0.46
Nagoya	83	35.37	3.88	0.85	0.26
Osaka	87	33.72	3.70	0.81	0.25
Sapporo	124	24.27	2.66	0.58	0.18
Kawasaki	136	21.96	2.41	0.53	0.16
Kyoto	144	20.03	2.20	0.48	0.15
Kobe	153	19.00	2.09	0.46	0.14
Fukuoka	163	17.96	1.97	0.43	0.13
Hiroshima	169	17.11	1.88	0.41	0.13
Chiba	188	14.48	1.59	0.35	0.11
Sendai	190	14.43	1.58	0.35	0.11
Kitakyushu	212	11.79	1.29	0.28	0.09
Sakai	220	11.24	1.23	0.27	0.08
Sagamihara	243	9.80	1.08	0.24	0.07
Others		445.47	48.89	10.72	3.28
Total		**911.09**	**100.00**	**21.93**	**6.72**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.12   LAOS

Security Software (US$ Million): Laos 2004 - 2014

Year	Laos	% of Region	% of Globe
2004	1.67	0.06%	0.02%
2005	1.83	0.06%	0.02%
2006	2.00	0.06%	0.02%
2007	2.25	0.06%	0.02%
2008	2.46	0.06%	0.02%
2009	2.66	0.06%	0.02%
2010	2.89	0.06%	0.02%
2011	3.14	0.06%	0.02%
2012	3.40	0.06%	0.02%
2013	3.69	0.06%	0.02%
2014	4.01	0.06%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Laos: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Vientiane	839	1.85	69.30	0.04	0.01
Savannakhet	1,606	0.25	9.38	0.01	0.00
Pakse	1,641	0.22	8.27	0.01	0.00
Luang Prabang	1,652	0.22	8.09	0.01	0.00
Sayaboury	1,859	0.07	2.57	0.00	0.00
Khammouane	1,870	0.06	2.39	0.00	0.00
Total		**2.66**	**100.00**	**0.06**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.13   MACAU

Security Software (US$ Million): Macau 2004 - 2014

Year	Macau	% of Region	% of Globe
2004	1.38	0.05%	0.02%
2005	1.58	0.06%	0.02%
2006	1.82	0.06%	0.02%
2007	2.13	0.06%	0.02%
2008	2.43	0.06%	0.02%
2009	2.74	0.07%	0.02%
2010	3.08	0.07%	0.02%
2011	3.47	0.07%	0.02%
2012	3.90	0.07%	0.02%
2013	4.39	0.08%	0.02%
2014	4.94	0.08%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Macau: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Macau	697	2.58	94.12	0.06	0.02
Taipa	1,765	0.12	4.52	0.00	0.00
Coloane	1,941	0.04	1.36	0.00	0.00
Total		**2.74**	**100.00**	**0.07**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.14   MALAYSIA

Security Software (US$ Million): Malaysia 2004 - 2014

Year	Malaysia	% of Region	% of Globe
2004	48.77	1.88%	0.57%
2005	52.92	1.87%	0.57%
2006	57.71	1.85%	0.56%
2007	64.25	1.84%	0.56%
2008	69.69	1.82%	0.56%
2009	75.17	1.81%	0.55%
2010	81.07	1.80%	0.55%
2011	87.43	1.78%	0.55%
2012	94.30	1.77%	0.55%
2013	101.70	1.75%	0.55%
2014	109.68	1.74%	0.54%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Malaysia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Kuala Lumpur	174	16.60	22.08	0.40	0.12
Ipoh	396	5.55	7.38	0.13	0.04
Johor Baharu	446	4.76	6.34	0.11	0.04
Melaka	469	4.29	5.71	0.10	0.03
Petaling Jaya	531	3.69	4.92	0.09	0.03
Tawai	545	3.55	4.72	0.09	0.03
Kelang	549	3.53	4.70	0.09	0.03
Kuala Terengganu	596	3.31	4.41	0.08	0.02
Sandakan	604	3.24	4.31	0.08	0.02
Kota Baharu	611	3.19	4.24	0.08	0.02
George Town	612	3.18	4.23	0.08	0.02
Kota Kinabalu	632	3.02	4.02	0.07	0.02
Kuantan	653	2.88	3.83	0.07	0.02
Taiping	681	2.66	3.53	0.06	0.02
Seremban	685	2.65	3.52	0.06	0.02
Others		9.07	12.06	0.22	0.07
Total		**75.17**	**100.00**	**1.81**	**0.55**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.15   MALDIVES

Security Software (US$ Million): Maldives 2004 - 2014

Year	Maldives	% of Region	% of Globe
2004	0.39	0.02%	0.00%
2005	0.42	0.01%	0.00%
2006	0.46	0.01%	0.00%
2007	0.51	0.01%	0.00%
2008	0.55	0.01%	0.00%
2009	0.60	0.01%	0.00%
2010	0.64	0.01%	0.00%
2011	0.69	0.01%	0.00%
2012	0.75	0.01%	0.00%
2013	0.80	0.01%	0.00%
2014	0.87	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Maldives: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Male	1,343	0.60	100.00	0.01	0.00
Total		**0.60**	**100.00**	**0.01**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.16   MONGOLIA

Security Software (US$ Million): Mongolia 2004 - 2014

Year	Mongolia	% of Region	% of Globe
2004	1.05	0.04%	0.01%
2005	1.17	0.04%	0.01%
2006	1.30	0.04%	0.01%
2007	1.48	0.04%	0.01%
2008	1.64	0.04%	0.01%
2009	1.81	0.04%	0.01%
2010	1.99	0.04%	0.01%
2011	2.19	0.04%	0.01%
2012	2.41	0.05%	0.01%
2013	2.64	0.05%	0.01%
2014	2.91	0.05%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Mongolia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Ulaanbaatar	989	1.34	74.25	0.03	0.01
Darhan	1,675	0.20	10.84	0.00	0.00
Erdenedalay	1,801	0.11	5.83	0.00	0.00
Choybalsan	1,886	0.06	3.12	0.00	0.00
Nalayh	1,942	0.04	2.03	0.00	0.00
Ulaangom	1,943	0.04	2.03	0.00	0.00
Uliastay	1,951	0.03	1.90	0.00	0.00
Total		**1.81**	**100.00**	**0.04**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.17   NEPAL

Security Software (US$ Million): Nepal 2004 - 2014

Year	Nepal	% of Region	% of Globe
2004	4.48	0.17%	0.05%
2005	4.78	0.17%	0.05%
2006	5.12	0.16%	0.05%
2007	5.60	0.16%	0.05%
2008	5.97	0.16%	0.05%
2009	6.34	0.15%	0.05%
2010	6.74	0.15%	0.05%
2011	7.16	0.15%	0.05%
2012	7.61	0.14%	0.04%
2013	8.08	0.14%	0.04%
2014	8.59	0.14%	0.04%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Nepal: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Kathmandu	878	1.68	26.43	0.04	0.01
Sallyan	1,078	1.08	17.10	0.03	0.01
Pyuthan	1,083	1.06	16.65	0.03	0.01
Jumla	1,138	0.94	14.85	0.02	0.01
Biratnagar	1,292	0.67	10.57	0.02	0.00
Lalitpur	1,360	0.57	9.00	0.01	0.00
Bhaktapur	1,520	0.34	5.40	0.01	0.00
Total		**6.34**	**100.00**	**0.15**	**0.05**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.18   NORTH KOREA

Security Software (US$ Million): North Korea 2004 - 2014

Year	North Korea	% of Region	% of Globe
2004	6.30	0.24%	0.07%
2005	6.60	0.23%	0.07%
2006	6.94	0.22%	0.07%
2007	7.44	0.21%	0.06%
2008	7.79	0.20%	0.06%
2009	8.13	0.20%	0.06%
2010	8.49	0.19%	0.06%
2011	8.87	0.18%	0.06%
2012	9.27	0.17%	0.05%
2013	9.68	0.17%	0.05%
2014	10.11	0.16%	0.05%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

North Korea: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Pyongyang	605	3.24	39.81	0.08	0.02
Chongjin	1,146	0.93	11.37	0.02	0.01
Nampo	1,187	0.85	10.42	0.02	0.01
Sinuiju	1,328	0.61	7.54	0.01	0.00
Hungnam	1,424	0.49	6.03	0.01	0.00
Wonsan	1,458	0.43	5.28	0.01	0.00
Kaesong	1,461	0.42	5.22	0.01	0.00
Hamhung	1,475	0.40	4.90	0.01	0.00
Kimchaek	1,517	0.34	4.24	0.01	0.00
Haeju	1,594	0.26	3.21	0.01	0.00
Sariwon	1,719	0.16	1.96	0.00	0.00
Total		**8.13**	**100.00**	**0.20**	**0.06**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.19   PAPUA NEW GUINEA

Security Software (US$ Million): Papua New Guinea 2004 - 2014

Year	Papua New Guinea	% of Region	% of Globe
2004	2.34	0.09%	0.03%
2005	2.52	0.09%	0.03%
2006	2.72	0.09%	0.03%
2007	3.00	0.09%	0.03%
2008	3.22	0.08%	0.03%
2009	3.45	0.08%	0.03%
2010	3.69	0.08%	0.03%
2011	3.95	0.08%	0.02%
2012	4.23	0.08%	0.02%
2013	4.52	0.08%	0.02%
2014	4.84	0.08%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Papua New Guinea: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Port Moresby	900	1.58	45.92	0.04	0.01
Lae	1,195	0.83	24.17	0.02	0.01
Madang	1,596	0.26	7.55	0.01	0.00
Wewak	1,616	0.24	6.95	0.01	0.00
Goroka	1,634	0.23	6.65	0.01	0.00
Rabaul	1,712	0.17	4.83	0.00	0.00
Mount Hagen	1,751	0.14	3.93	0.00	0.00
Total		**3.45**	**100.00**	**0.08**	**0.03**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.20   PHILIPPINES

Security Software (US$ Million): Philippines 2004 - 2014

Year	Philippines	% of Region	% of Globe
2004	39.33	1.52%	0.46%
2005	43.06	1.52%	0.46%
2006	47.36	1.52%	0.46%
2007	53.21	1.52%	0.46%
2008	58.20	1.52%	0.46%
2009	63.25	1.52%	0.47%
2010	68.72	1.52%	0.47%
2011	74.67	1.52%	0.47%
2012	81.13	1.52%	0.47%
2013	88.15	1.52%	0.47%
2014	95.77	1.52%	0.47%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Philippines: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Manila	42	55.96	88.46	1.35	0.41
Quezon City	1,006	1.30	2.05	0.03	0.01
Davao	1,251	0.74	1.18	0.02	0.01
Cebu	1,394	0.53	0.84	0.01	0.00
Caloocan	1,418	0.50	0.79	0.01	0.00
Makati	1,512	0.35	0.55	0.01	0.00
Zamboanga	1,521	0.34	0.54	0.01	0.00
Cagayan de Oro	1,538	0.32	0.51	0.01	0.00
Pasig	1,555	0.31	0.49	0.01	0.00
Pasay	1,560	0.30	0.48	0.01	0.00
Las Pinas	1,564	0.29	0.47	0.01	0.00
Bacolod	1,586	0.27	0.42	0.01	0.00
Valenzuela	1,590	0.26	0.42	0.01	0.00
Marikina	1,615	0.24	0.38	0.01	0.00
Paranaque	1,619	0.24	0.38	0.01	0.00
Others		1.30	2.06	0.03	0.01
Total		**63.25**	**100.00**	**1.52**	**0.47**

4.21   SEYCHELLES

Security Software (US$ Million): Seychelles 2004 - 2014

Year	Seychelles	% of Region	% of Globe
2004	0.23	0.01%	0.00%
2005	0.24	0.01%	0.00%
2006	0.27	0.01%	0.00%
2007	0.30	0.01%	0.00%
2008	0.32	0.01%	0.00%
2009	0.35	0.01%	0.00%
2010	0.38	0.01%	0.00%
2011	0.40	0.01%	0.00%
2012	0.44	0.01%	0.00%
2013	0.47	0.01%	0.00%
2014	0.51	0.01%	0.00%

Seychelles: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Victoria	1,610	0.24	69.70	0.01	0.00
Anse Boileau	1,919	0.04	12.12	0.00	0.00
Cascade	1,962	0.03	9.09	0.00	0.00
Anse Royale	1,963	0.03	9.09	0.00	0.00
Total		**0.35**	**100.00**	**0.01**	**0.00**

4.22   SINGAPORE

Security Software (US$ Million): Singapore 2004 - 2014

Year	Singapore	% of Region	% of Globe
2004	29.18	1.13%	0.34%
2005	31.97	1.13%	0.34%
2006	35.21	1.13%	0.34%
2007	39.60	1.13%	0.34%
2008	43.36	1.13%	0.35%
2009	47.17	1.14%	0.35%
2010	51.30	1.14%	0.35%
2011	55.79	1.14%	0.35%
2012	60.67	1.14%	0.35%
2013	65.98	1.14%	0.35%
2014	71.75	1.14%	0.36%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Singapore: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Singapore	53	47.17	100.00	1.14	0.35
Total		**47.17**	**100.00**	**1.14**	**0.35**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.23   SOUTH KOREA

Security Software (US$ Million): South Korea 2004 - 2014

Year	South Korea	% of Region	% of Globe
2004	167.22	6.46%	1.94%
2005	180.68	6.38%	1.93%
2006	196.16	6.30%	1.91%
2007	217.43	6.22%	1.89%
2008	234.82	6.14%	1.87%
2009	252.34	6.07%	1.86%
2010	271.14	6.00%	1.85%
2011	291.34	5.93%	1.83%
2012	313.04	5.86%	1.82%
2013	336.36	5.79%	1.80%
2014	361.42	5.72%	1.79%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

South Korea: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Seoul	13	123.26	48.85	2.97	0.91
Pusan	97	31.02	12.29	0.75	0.23
Inchon	137	21.89	8.68	0.53	0.16
Taegu	164	17.79	7.05	0.43	0.13
Kwangju	229	10.49	4.16	0.25	0.08
Taejon	230	10.49	4.16	0.25	0.08
Ulsan	234	10.08	3.99	0.24	0.07
Suwon	255	9.14	3.62	0.22	0.07
Masan	369	5.99	2.37	0.14	0.04
Chonju	430	5.03	1.99	0.12	0.04
Cheju	459	4.56	1.81	0.11	0.03
Mokpo	696	2.59	1.03	0.06	0.02
Total		**252.34**	**100.00**	**6.07**	**1.86**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.24   SRI LANKA

Security Software (US$ Million): Sri Lanka 2004 - 2014

Year	Sri Lanka	% of Region	% of Globe
2004	11.27	0.44%	0.13%
2005	12.24	0.43%	0.13%
2006	13.37	0.43%	0.13%
2007	14.91	0.43%	0.13%
2008	16.20	0.42%	0.13%
2009	17.50	0.42%	0.13%
2010	18.90	0.42%	0.13%
2011	20.41	0.42%	0.13%
2012	22.05	0.41%	0.13%
2013	23.81	0.41%	0.13%
2014	25.72	0.41%	0.13%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Sri Lanka: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Colombo	286	7.97	45.56	0.19	0.06
Dehiwala	757	2.23	12.74	0.05	0.02
Jaffna	881	1.67	9.54	0.04	0.01
Moratuwa	895	1.61	9.21	0.04	0.01
Kandy	929	1.52	8.67	0.04	0.01
Galle	1,019	1.27	7.27	0.03	0.01
Negombo	1,268	0.71	4.07	0.02	0.01
Trincomalee	1,412	0.51	2.94	0.01	0.00
Total		**17.50**	**100.00**	**0.42**	**0.13**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.25   TAIWAN

Security Software (US$ Million): Taiwan 2004 - 2014

Year	Taiwan	% of Region	% of Globe
2004	94.45	3.65%	1.10%
2005	102.38	3.62%	1.09%
2006	111.52	3.58%	1.09%
2007	124.02	3.55%	1.08%
2008	134.37	3.52%	1.07%
2009	144.80	3.49%	1.07%
2010	156.03	3.45%	1.06%
2011	168.12	3.42%	1.06%
2012	181.15	3.39%	1.05%
2013	195.19	3.36%	1.05%
2014	210.31	3.33%	1.04%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Taiwan: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Taipei	64	43.38	29.96	1.04	0.32
Kaohsuing	162	18.25	12.60	0.44	0.13
Taichung	207	12.34	8.52	0.30	0.09
Tainan	303	7.45	5.14	0.18	0.05
Panchiao	377	5.90	4.07	0.14	0.04
Hsinchu	465	4.33	2.99	0.10	0.03
Chungho	468	4.30	2.97	0.10	0.03
Sanchung	482	4.23	2.92	0.10	0.03
Keelung	505	4.00	2.77	0.10	0.03
Chungli	584	3.33	2.30	0.08	0.02
Chiayi	607	3.23	2.23	0.08	0.02
Taoyuan	635	3.00	2.07	0.07	0.02
Fengshan	646	2.92	2.01	0.07	0.02
Hsintien	664	2.79	1.92	0.07	0.02
Yungho	695	2.59	1.79	0.06	0.02
Others		22.77	15.72	0.55	0.17
Total		**144.80**	**100.00**	**3.49**	**1.07**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.26   THAILAND

Security Software (US$ Million): Thailand 2004 - 2014

Year	Thailand	% of Region	% of Globe
2004	72.71	2.81%	0.85%
2005	78.40	2.77%	0.84%
2006	84.93	2.73%	0.83%
2007	93.93	2.69%	0.82%
2008	101.23	2.65%	0.81%
2009	108.58	2.61%	0.80%
2010	116.45	2.58%	0.79%
2011	124.89	2.54%	0.79%
2012	133.94	2.51%	0.78%
2013	143.66	2.47%	0.77%
2014	154.07	2.44%	0.76%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Thailand: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Bangkok	18	101.09	93.11	2.43	0.75
Chon Buri	524	3.76	3.46	0.09	0.03
Songkhla	1,064	1.15	1.06	0.03	0.01
Nakhon Ratchasima	1,287	0.68	0.63	0.02	0.01
Chiang Mai	1,297	0.66	0.61	0.02	0.00
Khon Kaen	1,344	0.60	0.55	0.01	0.00
Nakhon Si Thammarat	1,457	0.43	0.40	0.01	0.00
Phitsanulok	1,687	0.19	0.17	0.00	0.00
Hat Yai	1,988	0.03	0.02	0.00	0.00
Total		**108.58**	**100.00**	**2.61**	**0.80**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

4.27   VIETNAM

Security Software (US$ Million): Vietnam 2004 - 2014

Year	Vietnam	% of Region	% of Globe
2004	28.51	1.10%	0.33%
2005	31.42	1.11%	0.34%
2006	34.80	1.12%	0.34%
2007	39.35	1.13%	0.34%
2008	43.32	1.13%	0.35%
2009	47.35	1.14%	0.35%
2010	51.73	1.15%	0.35%
2011	56.52	1.15%	0.36%
2012	61.74	1.16%	0.36%
2013	67.45	1.16%	0.36%
2014	73.69	1.17%	0.36%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Vietnam: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Ho Chi Minh	183	14.90	31.46	0.36	0.11
Can Tho	203	12.64	26.70	0.30	0.09
Hanoi	267	8.55	18.05	0.21	0.06
Thai Nguyen	528	3.71	7.83	0.09	0.03
Da Nang	529	3.70	7.81	0.09	0.03
Hue	647	2.91	6.15	0.07	0.02
Pleyku	1,137	0.94	2.00	0.02	0.01
Total		**47.35**	**100.00**	**1.14**	**0.35**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5   EUROPE

5.1   EXECUTIVE SUMMARY

Market Potential for Security Software in Europe (US$ Million): 2009

Country	Latent Demand US$ Million	% of Europe
Germany	586.32	16.35%
The United Kingdom	444.98	12.41%
France	426.15	11.88%
Italy	371.28	10.35%
Spain	283.50	7.91%
Russia	220.49	6.15%
The Netherlands	132.80	3.70%
Poland	131.68	3.67%
Belgium	78.45	2.19%
Sweden	69.20	1.93%
Greece	67.91	1.89%
Ukraine	67.87	1.89%
Austria	66.39	1.85%
Switzerland	62.27	1.74%
Norway	53.86	1.50%
Czech Republic	52.32	1.46%
Romania	51.86	1.45%
Portugal	47.85	1.33%
Denmark	42.16	1.18%
Hungary	40.10	1.12%
Ireland	39.31	1.10%
Finland	38.80	1.08%
Kazakhstan	34.40	0.96%
Slovakia	22.93	0.64%
Belarus	22.11	0.62%
Other	130.69	3.64%
Total	**3,585.68**	**100.00%**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Market Potential for Security Software in Europe (US$ Million): 2009
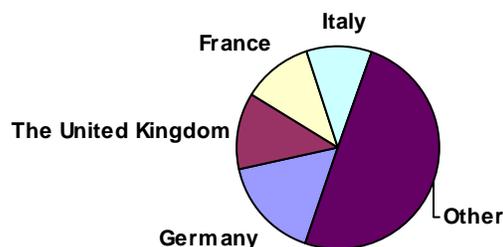
The Market for Security Software in Europe: 2004 - 2014

Year	US$ Million	% of Globe
2004	2,460.06	28.61
2005	2,638.79	28.20
2006	2,844.20	27.76
2007	3,129.81	27.19
2008	3,357.30	26.78
2009	3,585.68	26.43
2010	3,829.99	26.08
2011	4,091.29	25.74
2012	4,370.81	25.39
2013	4,669.83	25.04
2014	4,989.75	24.69

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.2   ALBANIA

Security Software (US$ Million): Albania 2004 - 2014

Year	Albania	% of Region	% of Globe
2004	2.73	0.11%	0.03%
2005	2.96	0.11%	0.03%
2006	3.21	0.11%	0.03%
2007	3.56	0.11%	0.03%
2008	3.85	0.11%	0.03%
2009	4.14	0.12%	0.03%
2010	4.45	0.12%	0.03%
2011	4.78	0.12%	0.03%
2012	5.14	0.12%	0.03%
2013	5.52	0.12%	0.03%
2014	5.94	0.12%	0.03%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Albania: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Tirane	992	1.34	32.42	0.04	0.01
Durres	1,437	0.47	11.33	0.01	0.00
Elbasan	1,440	0.46	11.19	0.01	0.00
Shkoder	1,446	0.45	10.90	0.01	0.00
Vlore	1,474	0.40	9.76	0.01	0.00
Korce	1,496	0.37	8.90	0.01	0.00
Berat	1,608	0.24	5.88	0.01	0.00
Fier	1,621	0.24	5.74	0.01	0.00
Lushnje	1,718	0.16	3.87	0.00	0.00
Total		**4.14**	**100.00**	**0.12**	**0.03**

5.3   ANDORRA

Security Software (US$ Million): Andorra 2004 - 2014

Year	Andorra	% of Region	% of Globe
2004	0.40	0.02%	0.00%
2005	0.42	0.02%	0.00%
2006	0.46	0.02%	0.00%
2007	0.50	0.02%	0.00%
2008	0.54	0.02%	0.00%
2009	0.58	0.02%	0.00%
2010	0.61	0.02%	0.00%
2011	0.66	0.02%	0.00%
2012	0.70	0.02%	0.00%
2013	0.75	0.02%	0.00%
2014	0.80	0.02%	0.00%

Andorra: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Andorra la Vella	1,516	0.35	60.00	0.01	0.00
Les Escaldes	1,632	0.23	40.00	0.01	0.00
Total		**0.58**	**100.00**	**0.02**	**0.00**

5.4 AUSTRIA

Security Software (US$ Million): Austria 2004 - 2014

Year	Austria	% of Region	% of Globe
2004	45.89	1.87%	0.53%
2005	49.15	1.86%	0.53%
2006	52.90	1.86%	0.52%
2007	58.13	1.86%	0.50%
2008	62.25	1.85%	0.50%
2009	66.39	1.85%	0.49%
2010	70.80	1.85%	0.48%
2011	75.51	1.85%	0.47%
2012	80.53	1.84%	0.47%
2013	85.89	1.84%	0.46%
2014	91.60	1.84%	0.45%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Austria: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Vienna	70	39.87	60.06	1.11	0.29
Graz	358	6.33	9.53	0.18	0.05
Linz	419	5.21	7.85	0.15	0.04
Salzburg	537	3.62	5.45	0.10	0.03
Innsbruck	630	3.05	4.59	0.08	0.02
Klagenfurt	750	2.27	3.41	0.06	0.02
Villach	976	1.38	2.08	0.04	0.01
Wels	994	1.33	2.00	0.04	0.01
Sankt Poelten	1,005	1.30	1.96	0.04	0.01
Steyr	1,110	0.99	1.49	0.03	0.01
Bregenz	1,261	0.73	1.10	0.02	0.01
Eisenstadt	1,548	0.31	0.47	0.01	0.00
Total		**66.39**	**100.00**	**1.85**	**0.49**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.5   BELARUS

Security Software (US$ Million): Belarus 2004 - 2014

Year	Belarus	% of Region	% of Globe
2004	13.90	0.56%	0.16%
2005	15.18	0.58%	0.16%
2006	16.66	0.59%	0.16%
2007	18.68	0.60%	0.16%
2008	20.39	0.61%	0.16%
2009	22.11	0.62%	0.16%
2010	23.98	0.63%	0.16%
2011	26.01	0.64%	0.16%
2012	28.21	0.65%	0.16%
2013	30.59	0.66%	0.16%
2014	33.18	0.66%	0.16%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Belarus: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Minsk	274	8.38	37.91	0.23	0.06
Gomel	688	2.64	11.93	0.07	0.02
Mogilyov	831	1.88	8.49	0.05	0.01
Vitebsk	840	1.85	8.35	0.05	0.01
Grodno	963	1.42	6.44	0.04	0.01
Brest	982	1.36	6.15	0.04	0.01
Bobruysk	1,052	1.18	5.32	0.03	0.01
Baranovichi	1,192	0.84	3.79	0.02	0.01
Borisov	1,239	0.76	3.44	0.02	0.01
Orsha	1,307	0.65	2.93	0.02	0.00
Pinsk	1,318	0.63	2.84	0.02	0.00
Mozyr	1,393	0.53	2.41	0.01	0.00
Total		**22.11**	**100.00**	**0.62**	**0.16**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.6   BELGIUM

Security Software (US$ Million): Belgium 2004 - 2014

Year	Belgium	% of Region	% of Globe
2004	55.09	2.24%	0.64%
2005	58.82	2.23%	0.63%
2006	63.11	2.22%	0.62%
2007	69.11	2.21%	0.60%
2008	73.78	2.20%	0.59%
2009	78.45	2.19%	0.58%
2010	83.44	2.18%	0.57%
2011	88.73	2.17%	0.56%
2012	94.37	2.16%	0.55%
2013	100.36	2.15%	0.54%
2014	106.73	2.14%	0.53%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Belgium: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Brussels	113	27.37	34.89	0.76	0.20
Antwerp	200	13.43	17.12	0.37	0.10
Ghent	341	6.58	8.38	0.18	0.05
Charleroi	376	5.90	7.52	0.16	0.04
Liege	392	5.64	7.19	0.16	0.04
Bruges	585	3.33	4.24	0.09	0.02
Namur	649	2.91	3.71	0.08	0.02
Mons	701	2.54	3.24	0.07	0.02
Leuven	730	2.37	3.02	0.07	0.02
Aalst	770	2.17	2.77	0.06	0.02
Kortrijk	774	2.14	2.73	0.06	0.02
Mechelen	775	2.14	2.73	0.06	0.02
Oostende	820	1.92	2.45	0.05	0.01
Total		**78.45**	**100.00**	**2.19**	**0.58**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.7   BOSNIA AND HERZEGOVINA

Security Software (US$ Million): Bosnia and Herzegovina 2004 - 2014

Year	Bosnia and Herzegovina	% of Region	% of Globe
2004	4.09	0.17%	0.05%
2005	4.43	0.17%	0.05%
2006	4.83	0.17%	0.05%
2007	5.37	0.17%	0.05%
2008	5.82	0.17%	0.05%
2009	6.27	0.17%	0.05%
2010	6.76	0.18%	0.05%
2011	7.28	0.18%	0.05%
2012	7.85	0.18%	0.05%
2013	8.45	0.18%	0.05%
2014	9.11	0.18%	0.05%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Bosnia and Herzegovina: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Sarajevo	715	2.47	39.33	0.07	0.02
Banja Luca	1,154	0.91	14.57	0.03	0.01
Zenica	1,288	0.68	10.84	0.02	0.01
Tuzla	1,327	0.61	9.80	0.02	0.00
Mostar	1,348	0.59	9.44	0.02	0.00
Prijedor	1,405	0.53	8.37	0.01	0.00
Doboj	1,430	0.48	7.63	0.01	0.00
Total		**6.27**	**100.00**	**0.17**	**0.05**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.8   BULGARIA

Security Software (US$ Million): Bulgaria 2004 - 2014

Year	Bulgaria	% of Region	% of Globe
2004	11.72	0.48%	0.14%
2005	12.74	0.48%	0.14%
2006	13.92	0.49%	0.14%
2007	15.54	0.50%	0.13%
2008	16.89	0.50%	0.13%
2009	18.25	0.51%	0.13%
2010	19.72	0.51%	0.13%
2011	21.31	0.52%	0.13%
2012	23.02	0.53%	0.13%
2013	24.88	0.53%	0.13%
2014	26.88	0.54%	0.13%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Bulgaria: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Sofia	315	7.13	39.05	0.20	0.05
Plovdiv	751	2.25	12.35	0.06	0.02
Varna	817	1.93	10.58	0.05	0.01
Burgas	1,027	1.25	6.85	0.03	0.01
Ruse	1,044	1.20	6.57	0.03	0.01
Stara Zagora	1,114	0.98	5.40	0.03	0.01
Pleven	1,188	0.85	4.64	0.02	0.01
Tolbukhin	1,277	0.70	3.84	0.02	0.01
Sliven	1,291	0.68	3.70	0.02	0.00
Shumen	1,293	0.67	3.67	0.02	0.00
Pernik	1,331	0.61	3.36	0.02	0.00
Total		**18.25**	**100.00**	**0.51**	**0.13**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.9   CROATIA

Security Software (US$ Million): Croatia 2004 - 2014

Year	Croatia	% of Region	% of Globe
2004	9.48	0.39%	0.11%
2005	10.29	0.39%	0.11%
2006	11.21	0.39%	0.11%
2007	12.47	0.40%	0.11%
2008	13.52	0.40%	0.11%
2009	14.58	0.41%	0.11%
2010	15.71	0.41%	0.11%
2011	16.94	0.41%	0.11%
2012	18.26	0.42%	0.11%
2013	19.69	0.42%	0.11%
2014	21.22	0.43%	0.11%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Croatia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Zagreb	279	8.24	56.52	0.23	0.06
Rijeka	979	1.37	9.38	0.04	0.01
Split	1,020	1.27	8.71	0.04	0.01
Osijek	1,070	1.11	7.65	0.03	0.01
Zadar	1,209	0.81	5.58	0.02	0.01
Slavonski Brod	1,252	0.74	5.10	0.02	0.01
Vukovar	1,363	0.57	3.90	0.02	0.00
Dubrovnik	1,441	0.46	3.17	0.01	0.00
Total		**14.58**	**100.00**	**0.41**	**0.11**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.10   CYPRUS

Security Software (US$ Million): Cyprus 2004 - 2014

Year	Cyprus	% of Region	% of Globe
2004	3.00	0.12%	0.03%
2005	3.23	0.12%	0.03%
2006	3.50	0.12%	0.03%
2007	3.87	0.12%	0.03%
2008	4.17	0.12%	0.03%
2009	4.47	0.12%	0.03%
2010	4.79	0.13%	0.03%
2011	5.14	0.13%	0.03%
2012	5.51	0.13%	0.03%
2013	5.90	0.13%	0.03%
2014	6.33	0.13%	0.03%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Cyprus: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Nicosia	809	1.96	43.83	0.05	0.01
Limassol	968	1.41	31.50	0.04	0.01
Larnaca	1,324	0.62	13.91	0.02	0.00
Famagusta	1,427	0.48	10.76	0.01	0.00
Total		**4.47**	**100.00**	**0.12**	**0.03**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.11   CZECH REPUBLIC

Security Software (US$ Million): Czech Republic 2004 - 2014

Year	Czech Republic	% of Region	% of Globe
2004	33.94	1.38%	0.39%
2005	36.84	1.40%	0.39%
2006	40.17	1.41%	0.39%
2007	44.72	1.43%	0.39%
2008	48.50	1.44%	0.39%
2009	52.32	1.46%	0.39%
2010	56.43	1.47%	0.38%
2011	60.85	1.49%	0.38%
2012	65.63	1.50%	0.38%
2013	70.78	1.52%	0.38%
2014	76.34	1.53%	0.38%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Czech Republic: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Prague	132	23.34	44.62	0.65	0.17
Brno	300	7.51	14.35	0.21	0.06
Ostrava	353	6.39	12.21	0.18	0.05
Plzen	575	3.39	6.47	0.09	0.02
Olomouc	795	2.05	3.92	0.06	0.02
Usti nad Labem	798	2.03	3.88	0.06	0.01
Liberec	806	1.99	3.81	0.06	0.01
Hradec Kralove	815	1.94	3.70	0.05	0.01
Ceske Budejovice	841	1.84	3.51	0.05	0.01
Pardubice	842	1.84	3.51	0.05	0.01
Total		**52.32**	**100.00**	**1.46**	**0.39**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.12   DENMARK

Security Software (US$ Million): Denmark 2004 - 2014

Year	Denmark	% of Region	% of Globe
2004	30.39	1.24%	0.35%
2005	32.28	1.22%	0.34%
2006	34.44	1.21%	0.34%
2007	37.51	1.20%	0.33%
2008	39.84	1.19%	0.32%
2009	42.16	1.18%	0.31%
2010	44.63	1.17%	0.30%
2011	47.24	1.15%	0.30%
2012	50.00	1.14%	0.29%
2013	52.93	1.13%	0.28%
2014	56.02	1.12%	0.28%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Denmark: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Copenhagen	131	23.48	55.68	0.65	0.17
Aarhus	460	4.48	10.63	0.12	0.03
Odense	633	3.02	7.17	0.08	0.02
Aalborg	677	2.69	6.38	0.08	0.02
Esbjerg	970	1.41	3.34	0.04	0.01
Randers	1,082	1.06	2.51	0.03	0.01
Kolding	1,108	0.99	2.35	0.03	0.01
Helsingor	1,109	0.99	2.35	0.03	0.01
Herning	1,119	0.97	2.31	0.03	0.01
Horsens	1,132	0.96	2.27	0.03	0.01
Vejle	1,232	0.76	1.81	0.02	0.01
Roskilde	1,280	0.69	1.65	0.02	0.01
Naestved	1,301	0.66	1.57	0.02	0.00
Total		**42.16**	**100.00**	**1.18**	**0.31**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.13   ESTONIA

Security Software (US$ Million): Estonia 2004 - 2014

Year	Estonia	% of Region	% of Globe
2004	3.86	0.16%	0.04%
2005	4.23	0.16%	0.05%
2006	4.65	0.16%	0.05%
2007	5.22	0.17%	0.05%
2008	5.71	0.17%	0.05%
2009	6.21	0.17%	0.05%
2010	6.75	0.18%	0.05%
2011	7.33	0.18%	0.05%
2012	7.97	0.18%	0.05%
2013	8.66	0.19%	0.05%
2014	9.40	0.19%	0.05%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Estonia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Tallinn	553	3.52	56.71	0.10	0.03
Tartu	1,198	0.83	13.41	0.02	0.01
Narva	1,341	0.60	9.65	0.02	0.00
Kohtla-Järve	1,367	0.56	9.06	0.02	0.00
Pärnu	1,477	0.39	6.35	0.01	0.00
Sillamäe	1,726	0.15	2.47	0.00	0.00
Rakvere	1,740	0.15	2.35	0.00	0.00
Total		**6.21**	**100.00**	**0.17**	**0.05**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.14 FINLAND

Security Software (US$ Million): Finland 2004 - 2014

Year	Finland	% of Region	% of Globe
2004	26.06	1.06%	0.30%
2005	28.08	1.06%	0.30%
2006	30.40	1.07%	0.30%
2007	33.60	1.07%	0.29%
2008	36.20	1.08%	0.29%
2009	38.80	1.08%	0.29%
2010	41.60	1.09%	0.28%
2011	44.59	1.09%	0.28%
2012	47.80	1.09%	0.28%
2013	51.25	1.10%	0.27%
2014	54.94	1.10%	0.27%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Finland: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Helsinki	213	11.77	30.33	0.33	0.09
Tampere	492	4.09	10.54	0.11	0.03
Espoo	501	4.02	10.36	0.11	0.03
Turku	515	3.88	9.99	0.11	0.03
Vantaa	540	3.61	9.31	0.10	0.03
Oulu	731	2.37	6.10	0.07	0.02
Lahti	752	2.25	5.80	0.06	0.02
Pori	822	1.91	4.93	0.05	0.01
Kuopio	825	1.89	4.87	0.05	0.01
Jyvaskyla	902	1.58	4.07	0.04	0.01
Kotka	956	1.44	3.70	0.04	0.01
Total		**38.80**	**100.00**	**1.08**	**0.29**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.15   FRANCE

Security Software (US$ Million): France 2004 - 2014

Year	France	% of Region	% of Globe
2004	306.36	12.45%	3.56%
2005	325.56	12.34%	3.48%
2006	347.58	12.22%	3.39%
2007	378.76	12.10%	3.29%
2008	402.47	11.99%	3.21%
2009	426.15	11.88%	3.14%
2010	451.30	11.78%	3.07%
2011	477.92	11.68%	3.01%
2012	506.12	11.58%	2.94%
2013	535.98	11.48%	2.87%
2014	567.60	11.38%	2.81%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

France: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Paris	2	299.58	70.30	8.35	2.21
Marseille	126	24.01	5.63	0.67	0.18
Lyon	129	23.75	5.57	0.66	0.18
Lille	167	17.27	4.05	0.48	0.13
Toulouse	338	6.65	1.56	0.19	0.05
Nice	383	5.73	1.34	0.16	0.04
Strasbourg	387	5.70	1.34	0.16	0.04
Nantes	437	4.84	1.14	0.14	0.04
Rennes	467	4.32	1.01	0.12	0.03
Bordeaux	483	4.21	0.99	0.12	0.03
Saint-Etienne	500	4.03	0.94	0.11	0.03
Reims	532	3.69	0.87	0.10	0.03
Le Havre	533	3.69	0.87	0.10	0.03
Toulon	546	3.54	0.83	0.10	0.03
Grenoble	564	3.46	0.81	0.10	0.03
Others		11.70	2.75	0.33	0.09
Total		**426.15**	**100.00**	**11.88**	**3.14**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.16   GEORGIA

Security Software (US$ Million): Georgia 2004 - 2014

Year	Georgia	% of Region	% of Globe
2004	2.33	0.09%	0.03%
2005	2.62	0.10%	0.03%
2006	2.96	0.10%	0.03%
2007	3.41	0.11%	0.03%
2008	3.83	0.11%	0.03%
2009	4.25	0.12%	0.03%
2010	4.72	0.12%	0.03%
2011	5.24	0.13%	0.03%
2012	5.81	0.13%	0.03%
2013	6.45	0.14%	0.03%
2014	7.16	0.14%	0.04%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Georgia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
T'Bilisi	684	2.65	62.35	0.07	0.02
Kutaisi	1,421	0.49	11.63	0.01	0.00
Rustavi	1,525	0.33	7.87	0.01	0.00
Batumi	1,570	0.29	6.73	0.01	0.00
Sukhumi	1,601	0.25	5.99	0.01	0.00
Poti	1,798	0.11	2.52	0.00	0.00
Tskhinvali	1,857	0.07	1.63	0.00	0.00
Chiatura	1,892	0.05	1.29	0.00	0.00
Total		**4.25**	**100.00**	**0.12**	**0.03**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.17   GERMANY

Security Software (US$ Million): Germany 2004 - 2014

Year	Germany	% of Region	% of Globe
2004	412.77	16.78%	4.80%
2005	440.52	16.69%	4.71%
2006	472.34	16.61%	4.61%
2007	516.96	16.52%	4.49%
2008	551.62	16.43%	4.40%
2009	586.32	16.35%	4.32%
2010	623.25	16.27%	4.24%
2011	662.52	16.19%	4.17%
2012	704.26	16.11%	4.09%
2013	748.63	16.03%	4.01%
2014	795.79	15.95%	3.94%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Germany: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Berlin	14	119.14	20.32	3.32	0.88
Cologne	88	33.20	5.66	0.93	0.24
Dresden	141	20.56	3.51	0.57	0.15
Dusseldorf	149	19.70	3.36	0.55	0.15
Dortmund	150	19.56	3.34	0.55	0.14
Bremen	155	18.91	3.23	0.53	0.14
Duisburg	161	18.36	3.13	0.51	0.14
Cottbus	462	4.41	0.75	0.12	0.03
Dessau	541	3.58	0.61	0.10	0.03
Total		**257.42**	**43.91**	**7.18**	**1.90**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.18   GREECE

Security Software (US$ Million): Greece 2004 - 2014

Year	Greece	% of Region	% of Globe
2004	46.45	1.89%	0.54%
2005	49.86	1.89%	0.53%
2006	53.78	1.89%	0.52%
2007	59.22	1.89%	0.51%
2008	63.55	1.89%	0.51%
2009	67.91	1.89%	0.50%
2010	72.56	1.89%	0.49%
2011	77.53	1.89%	0.49%
2012	82.84	1.90%	0.48%
2013	88.51	1.90%	0.47%
2014	94.58	1.90%	0.47%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Greece: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Athens	102	29.25	43.07	0.82	0.22
Thessaloniki	201	13.40	19.74	0.37	0.10
Piraeus	348	6.50	9.58	0.18	0.05
Patras	450	4.69	6.90	0.13	0.03
Larissa	573	3.40	5.01	0.09	0.03
Iraklion	577	3.37	4.96	0.09	0.02
Volos	736	2.34	3.45	0.07	0.02
Kavalla	828	1.88	2.77	0.05	0.01
Canea	915	1.55	2.28	0.04	0.01
Serrai	928	1.52	2.24	0.04	0.01
Total		**67.91**	**100.00**	**1.89**	**0.50**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.19   HUNGARY

Security Software (US$ Million): Hungary 2004 - 2014

Year	Hungary	% of Region	% of Globe
2004	28.60	1.16%	0.33%
2005	30.44	1.15%	0.33%
2006	32.55	1.14%	0.32%
2007	35.53	1.14%	0.31%
2008	37.81	1.13%	0.30%
2009	40.10	1.12%	0.30%
2010	42.52	1.11%	0.29%
2011	45.09	1.10%	0.28%
2012	47.82	1.09%	0.28%
2013	50.72	1.09%	0.27%
2014	53.78	1.08%	0.27%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Hungary: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Budapest	128	23.86	59.51	0.67	0.18
Debrecen	713	2.48	6.19	0.07	0.02
Miskolc	735	2.35	5.85	0.07	0.02
Szeged	777	2.13	5.32	0.06	0.02
Pécs	793	2.06	5.15	0.06	0.02
Györ	933	1.49	3.71	0.04	0.01
Nyiregyha	990	1.34	3.35	0.04	0.01
Szekesfehérvar	1,011	1.29	3.21	0.04	0.01
Kecskemét	1,045	1.20	2.98	0.03	0.01
Szombathely	1,117	0.98	2.45	0.03	0.01
Szolnok	1,155	0.91	2.28	0.03	0.01
Total		**40.10**	**100.00**	**1.12**	**0.30**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.20   ICELAND

Security Software (US$ Million): Iceland 2004 - 2014

Year	Iceland	% of Region	% of Globe
2004	1.76	0.07%	0.02%
2005	1.87	0.07%	0.02%
2006	2.00	0.07%	0.02%
2007	2.18	0.07%	0.02%
2008	2.32	0.07%	0.02%
2009	2.45	0.07%	0.02%
2010	2.60	0.07%	0.02%
2011	2.75	0.07%	0.02%
2012	2.91	0.07%	0.02%
2013	3.08	0.07%	0.02%
2014	3.27	0.07%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Iceland: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Reykjavik	957	1.43	58.54	0.04	0.01
Kopavogur	1,638	0.22	9.15	0.01	0.00
Akureyri	1,660	0.21	8.54	0.01	0.00
Hafnarfjordhur	1,661	0.21	8.54	0.01	0.00
Keflavik	1,803	0.10	4.27	0.00	0.00
Vestmannaeyjar	1,849	0.07	3.05	0.00	0.00
Akranes	1,850	0.07	3.05	0.00	0.00
Isafjorour	1,914	0.04	1.83	0.00	0.00
Husavik	1,915	0.04	1.83	0.00	0.00
Neskaupstaour	1,970	0.03	1.22	0.00	0.00
Total		**2.45**	**100.00**	**0.07**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.21   IRELAND

Security Software (US$ Million): Ireland 2004 - 2014

Year	Ireland	% of Region	% of Globe
2004	25.77	1.05%	0.30%
2005	27.91	1.06%	0.30%
2006	30.37	1.07%	0.30%
2007	33.73	1.08%	0.29%
2008	36.51	1.09%	0.29%
2009	39.31	1.10%	0.29%
2010	42.31	1.10%	0.29%
2011	45.55	1.11%	0.29%
2012	49.03	1.12%	0.28%
2013	52.79	1.13%	0.28%
2014	56.82	1.14%	0.28%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Ireland: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Dublin	108	28.73	73.10	0.80	0.21
Cork	404	5.43	13.81	0.15	0.04
Limerick	725	2.40	6.11	0.07	0.02
Galway	942	1.47	3.73	0.04	0.01
Waterford	1,015	1.28	3.25	0.04	0.01
Total		**39.31**	**100.00**	**1.10**	**0.29**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.22   ITALY

Security Software (US$ Million): Italy 2004 - 2014

Year	Italy	% of Region	% of Globe
2004	266.21	10.82%	3.10%
2005	283.06	10.73%	3.03%
2006	302.36	10.63%	2.95%
2007	329.67	10.53%	2.86%
2008	350.48	10.44%	2.80%
2009	371.28	10.35%	2.74%
2010	393.37	10.27%	2.68%
2011	416.78	10.19%	2.62%
2012	441.58	10.10%	2.56%
2013	467.85	10.02%	2.51%
2014	495.69	9.93%	2.45%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Italy: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Rome	19	94.11	25.35	2.62	0.69
Milan	50	49.41	13.31	1.38	0.36
Naples	69	40.12	10.81	1.12	0.30
Turin	86	34.24	9.22	0.95	0.25
Palermo	123	24.35	6.56	0.68	0.18
Genoa	125	24.12	6.50	0.67	0.18
Bologna	191	14.26	3.84	0.40	0.11
Florence	193	14.06	3.79	0.39	0.10
Catania	206	12.43	3.35	0.35	0.09
Bari	210	11.99	3.23	0.33	0.09
Venice	224	10.96	2.95	0.31	0.08
Messina	256	9.05	2.44	0.25	0.07
Verona	264	8.65	2.33	0.24	0.06
Taranto	280	8.18	2.20	0.23	0.06
Trieste	290	7.92	2.13	0.22	0.06
Others		7.42	2.00	0.21	0.05
Total		**371.28**	**100.00**	**10.35**	**2.74**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.23   KAZAKHSTAN

Security Software (US$ Million): Kazakhstan 2004 - 2014

Year	Kazakhstan	% of Region	% of Globe
2004	20.61	0.84%	0.24%
2005	22.73	0.86%	0.24%
2006	25.20	0.89%	0.25%
2007	28.53	0.91%	0.25%
2008	31.45	0.94%	0.25%
2009	34.40	0.96%	0.25%
2010	37.62	0.98%	0.26%
2011	41.14	1.01%	0.26%
2012	44.98	1.03%	0.26%
2013	49.19	1.05%	0.26%
2014	53.79	1.08%	0.27%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Kazakhstan: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Almaty	325	6.81	19.81	0.19	0.05
Karaganda	527	3.71	10.78	0.10	0.03
Chimkent	728	2.37	6.90	0.07	0.02
Semipalatinsk	800	2.02	5.86	0.06	0.01
Pavlodar	804	2.00	5.81	0.06	0.01
Ust-Kamenogorsk	810	1.96	5.69	0.05	0.01
Dzhambul	835	1.85	5.39	0.05	0.01
Tselinograd	880	1.67	4.86	0.05	0.01
Aktyubinsk	924	1.53	4.44	0.04	0.01
Petropavlovsk	945	1.46	4.23	0.04	0.01
Kustanay	987	1.35	3.93	0.04	0.01
Temirtau	1,013	1.28	3.72	0.04	0.01
Uralsk	1,042	1.21	3.51	0.03	0.01
Shevchenko	1,130	0.96	2.79	0.03	0.01
Kzyl-Orda	1,147	0.92	2.69	0.03	0.01
Others		3.29	9.57	0.09	0.02
Total		**34.40**	**100.00**	**0.96**	**0.25**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.24   LATVIA

Security Software (US$ Million): Latvia 2004 - 2014

Year	Latvia	% of Region	% of Globe
2004	4.93	0.20%	0.06%
2005	5.49	0.21%	0.06%
2006	6.14	0.22%	0.06%
2007	7.01	0.22%	0.06%
2008	7.80	0.23%	0.06%
2009	8.59	0.24%	0.06%
2010	9.46	0.25%	0.06%
2011	10.43	0.25%	0.07%
2012	11.48	0.26%	0.07%
2013	12.65	0.27%	0.07%
2014	13.93	0.28%	0.07%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Latvia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Riga	390	5.65	65.78	0.16	0.04
Daugavpils	1,218	0.79	9.18	0.02	0.01
Liepaja	1,272	0.71	8.25	0.02	0.01
Jelgava	1,442	0.46	5.38	0.01	0.00
Jurmala	1,472	0.41	4.73	0.01	0.00
Ventspils	1,552	0.31	3.59	0.01	0.00
Rezekne	1,587	0.27	3.08	0.01	0.00
Total		**8.59**	**100.00**	**0.24**	**0.06**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.25   LIECHTENSTEIN

Security Software (US$ Million): Liechtenstein 2004 - 2014

Year	Liechtenstein	% of Region	% of Globe
2004	0.22	0.01%	0.00%
2005	0.24	0.01%	0.00%
2006	0.27	0.01%	0.00%
2007	0.31	0.01%	0.00%
2008	0.35	0.01%	0.00%
2009	0.38	0.01%	0.00%
2010	0.42	0.01%	0.00%
2011	0.47	0.01%	0.00%
2012	0.52	0.01%	0.00%
2013	0.57	0.01%	0.00%
2014	0.63	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Liechtenstein: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Vaduz	1,844	0.08	20.00	0.00	0.00
Schaan	1,845	0.08	20.00	0.00	0.00
Balzers	1,874	0.06	16.00	0.00	0.00
Triesen	1,907	0.05	12.00	0.00	0.00
Eschen	1,908	0.05	12.00	0.00	0.00
Mauren	1,909	0.05	12.00	0.00	0.00
Triesenberg	1,965	0.03	8.00	0.00	0.00
Total		**0.38**	**100.00**	**0.01**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.26   LITHUANIA

Security Software (US$ Million): Lithuania 2004 - 2014

Year	Lithuania	% of Region	% of Globe
2004	7.72	0.31%	0.09%
2005	8.49	0.32%	0.09%
2006	9.37	0.33%	0.09%
2007	10.57	0.34%	0.09%
2008	11.60	0.35%	0.09%
2009	12.65	0.35%	0.09%
2010	13.79	0.36%	0.09%
2011	15.03	0.37%	0.09%
2012	16.38	0.37%	0.10%
2013	17.86	0.38%	0.10%
2014	19.47	0.39%	0.10%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Lithuania: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Vilnius	417	5.23	41.37	0.15	0.04
Kaunas	558	3.49	27.56	0.10	0.03
Klaipeda	879	1.68	13.24	0.05	0.01
Siauliai	1,043	1.20	9.48	0.03	0.01
Panevezys	1,085	1.05	8.34	0.03	0.01
Total		**12.65**	**100.00**	**0.35**	**0.09**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.27   LUXEMBOURG

Security Software (US$ Million): Luxembourg 2004 - 2014

Year	Luxembourg	% of Region	% of Globe
2004	5.37	0.22%	0.06%
2005	5.80	0.22%	0.06%
2006	6.30	0.22%	0.06%
2007	6.99	0.22%	0.06%
2008	7.55	0.22%	0.06%
2009	8.12	0.23%	0.06%
2010	8.73	0.23%	0.06%
2011	9.38	0.23%	0.06%
2012	10.09	0.23%	0.06%
2013	10.84	0.23%	0.06%
2014	11.66	0.23%	0.06%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Luxembourg: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Luxembourg	497	4.03	49.68	0.11	0.03
Esch	1,024	1.26	15.48	0.04	0.01
Differdange	1,193	0.84	10.32	0.02	0.01
Dudelange	1,257	0.73	9.03	0.02	0.01
Remich	1,316	0.63	7.74	0.02	0.00
Petange	1,317	0.63	7.74	0.02	0.00
Total		**8.12**	**100.00**	**0.23**	**0.06**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.28   MALTA

Security Software (US$ Million): Malta 2004 - 2014

Year	Malta	% of Region	% of Globe
2004	1.34	0.05%	0.02%
2005	1.43	0.05%	0.02%
2006	1.54	0.05%	0.02%
2007	1.70	0.05%	0.01%
2008	1.82	0.05%	0.01%
2009	1.94	0.05%	0.01%
2010	2.07	0.05%	0.01%
2011	2.21	0.05%	0.01%
2012	2.36	0.05%	0.01%
2013	2.52	0.05%	0.01%
2014	2.68	0.05%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Malta: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Birkirkara	1,358	0.58	29.85	0.02	0.00
Qormi	1,377	0.55	28.36	0.02	0.00
Sliema	1,473	0.41	20.90	0.01	0.00
Valletta	1,595	0.26	13.43	0.01	0.00
Victoria	1,742	0.14	7.46	0.00	0.00
Total		**1.94**	**100.00**	**0.05**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.29   MOLDOVA

Security Software (US$ Million): Moldova 2004 - 2014

Year	Moldova	% of Region	% of Globe
2004	1.35	0.06%	0.02%
2005	1.47	0.06%	0.02%
2006	1.61	0.06%	0.02%
2007	1.79	0.06%	0.02%
2008	1.95	0.06%	0.02%
2009	2.10	0.06%	0.02%
2010	2.27	0.06%	0.02%
2011	2.45	0.06%	0.02%
2012	2.65	0.06%	0.02%
2013	2.86	0.06%	0.02%
2014	3.09	0.06%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Moldova: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Chisinau	1,035	1.23	58.54	0.03	0.01
Tiraspol	1,522	0.34	16.02	0.01	0.00
Beltsy	1,565	0.29	14.00	0.01	0.00
Bendery	1,613	0.24	11.44	0.01	0.00
Total		**2.10**	**100.00**	**0.06**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.30   MONACO

Security Software (US$ Million): Monaco 2004 - 2014

Year	Monaco	% of Region	% of Globe
2004	0.15	0.01%	0.00%
2005	0.16	0.01%	0.00%
2006	0.17	0.01%	0.00%
2007	0.18	0.01%	0.00%
2008	0.19	0.01%	0.00%
2009	0.20	0.01%	0.00%
2010	0.21	0.01%	0.00%
2011	0.22	0.01%	0.00%
2012	0.24	0.01%	0.00%
2013	0.25	0.01%	0.00%
2014	0.26	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Monaco: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Monte Carlo	1,706	0.17	86.67	0.00	0.00
Monaco	1,984	0.03	13.33	0.00	0.00
Total		**0.20**	**100.00**	**0.01**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.31   NORWAY

Security Software (US$ Million): Norway 2004 - 2014

Year	Norway	% of Region	% of Globe
2004	35.69	1.45%	0.42%
2005	38.56	1.46%	0.41%
2006	41.87	1.47%	0.41%
2007	46.41	1.48%	0.40%
2008	50.12	1.49%	0.40%
2009	53.86	1.50%	0.40%
2010	57.87	1.51%	0.39%
2011	62.18	1.52%	0.39%
2012	66.81	1.53%	0.39%
2013	71.79	1.54%	0.38%
2014	77.14	1.55%	0.38%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Norway: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Oslo	138	21.62	40.14	0.60	0.16
Bergen	238	10.00	18.57	0.28	0.07
Trondheim	349	6.50	12.06	0.18	0.05
Stavanger	454	4.60	8.54	0.13	0.03
Kristiansand	638	2.99	5.55	0.08	0.02
Drammen	716	2.47	4.58	0.07	0.02
Tromso	740	2.32	4.31	0.06	0.02
Alesund	873	1.71	3.17	0.05	0.01
Bodo	886	1.66	3.08	0.05	0.01
Total		**53.86**	**100.00**	**1.50**	**0.40**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.32 POLAND

Security Software (US$ Million): Poland 2004 - 2014

Year	Poland	% of Region	% of Globe
2004	83.64	3.40%	0.97%
2005	91.16	3.45%	0.97%
2006	99.84	3.51%	0.97%
2007	111.66	3.57%	0.97%
2008	121.62	3.62%	0.97%
2009	131.68	3.67%	0.97%
2010	142.54	3.72%	0.97%
2011	154.30	3.77%	0.97%
2012	167.03	3.82%	0.97%
2013	180.81	3.87%	0.97%
2014	195.73	3.92%	0.97%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Poland: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Warsaw	89	32.91	24.99	0.92	0.24
Lodz	172	16.64	12.64	0.46	0.12
Krakow	185	14.67	11.14	0.41	0.11
Wroclaw	204	12.60	9.57	0.35	0.09
Poznan	216	11.54	8.76	0.32	0.09
Gdansk	254	9.24	7.01	0.26	0.07
Szczecin	294	7.80	5.92	0.22	0.06
Bydgoszcz	308	7.35	5.58	0.20	0.05
Katowice	311	7.27	5.52	0.20	0.05
Lublin	342	6.56	4.98	0.18	0.05
Sosnowiec	422	5.12	3.89	0.14	0.04
Total		**131.68**	**100.00**	**3.67**	**0.97**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.33   PORTUGAL

Security Software (US$ Million): Portugal 2004 - 2014

Year	Portugal	% of Region	% of Globe
2004	34.31	1.39%	0.40%
2005	36.48	1.38%	0.39%
2006	38.97	1.37%	0.38%
2007	42.49	1.36%	0.37%
2008	45.17	1.35%	0.36%
2009	47.85	1.33%	0.35%
2010	50.70	1.32%	0.35%
2011	53.72	1.31%	0.34%
2012	56.91	1.30%	0.33%
2013	60.30	1.29%	0.32%
2014	63.89	1.28%	0.32%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Portugal: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Lisbon	130	23.52	49.14	0.66	0.17
Oporto	241	9.83	20.54	0.27	0.07
Amadora	675	2.72	5.68	0.08	0.02
Setubal	763	2.21	4.62	0.06	0.02
Coimbra	778	2.12	4.44	0.06	0.02
Braga	853	1.78	3.73	0.05	0.01
Vila Nova de Gaia	862	1.76	3.67	0.05	0.01
Barreiro	951	1.44	3.02	0.04	0.01
Funchal	1,030	1.25	2.61	0.03	0.01
Almada	1,038	1.22	2.55	0.03	0.01
Total		**47.85**	**100.00**	**1.33**	**0.35**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.34   ROMANIA

Security Software (US$ Million): Romania 2004 - 2014

Year	Romania	% of Region	% of Globe
2004	33.47	1.36%	0.39%
2005	36.36	1.38%	0.39%
2006	39.69	1.40%	0.39%
2007	44.24	1.41%	0.38%
2008	48.04	1.43%	0.38%
2009	51.86	1.45%	0.38%
2010	55.99	1.46%	0.38%
2011	60.44	1.48%	0.38%
2012	65.24	1.49%	0.38%
2013	70.43	1.51%	0.38%
2014	76.03	1.52%	0.38%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Romania: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Bucharest	139	21.16	40.80	0.59	0.16
Brasov	526	3.73	7.20	0.10	0.03
Constanta	557	3.49	6.72	0.10	0.03
Timisoara	566	3.46	6.66	0.10	0.03
Iasi	587	3.33	6.42	0.09	0.02
Cluj-Napoca	599	3.30	6.36	0.09	0.02
Galati	619	3.14	6.05	0.09	0.02
Craiova	637	2.99	5.76	0.08	0.02
Braila	706	2.51	4.84	0.07	0.02
Ploiesti	709	2.50	4.82	0.07	0.02
Oradea	748	2.28	4.39	0.06	0.02
Total		**51.86**	**100.00**	**1.45**	**0.38**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.35   RUSSIA

Security Software (US$ Million): Russia 2004 - 2014

Year	Russia	% of Region	% of Globe
2004	134.21	5.46%	1.56%
2005	147.56	5.59%	1.58%
2006	163.05	5.73%	1.59%
2007	183.98	5.88%	1.60%
2008	202.11	6.02%	1.61%
2009	220.49	6.15%	1.63%
2010	240.44	6.28%	1.64%
2011	262.20	6.41%	1.65%
2012	285.93	6.54%	1.66%
2013	311.81	6.68%	1.67%
2014	340.02	6.81%	1.68%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Russia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Moscow	35	66.49	30.16	1.85	0.49
Saint Petersburg	75	37.22	16.88	1.04	0.27
Nizhni Novgorod	226	10.66	4.84	0.30	0.08
Novosibirsk	227	10.65	4.83	0.30	0.08
Yekaterinburg	233	10.14	4.60	0.28	0.07
Kuybyshev	250	9.32	4.23	0.26	0.07
Omsk	268	8.51	3.86	0.24	0.06
Chelyabinsk	271	8.48	3.84	0.24	0.06
Kazan	282	8.11	3.68	0.23	0.06
Rostov-on-Don	299	7.56	3.43	0.21	0.06
Volgograd	306	7.41	3.36	0.21	0.05
Krasnoyark	332	6.76	3.07	0.19	0.05
Saratov	335	6.71	3.04	0.19	0.05
Vladivostok	441	4.81	2.18	0.13	0.04
Irkutsk	453	4.64	2.11	0.13	0.03
Others		13.01	5.90	0.36	0.10
Total		**220.49**	**100.00**	**6.15**	**1.63**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.36   SAN MARINO

Security Software (US$ Million): San Marino 2004 - 2014

Year	San Marino	% of Region	% of Globe
2004	0.12	0.00%	0.00%
2005	0.13	0.00%	0.00%
2006	0.14	0.00%	0.00%
2007	0.15	0.00%	0.00%
2008	0.17	0.00%	0.00%
2009	0.18	0.00%	0.00%
2010	0.19	0.00%	0.00%
2011	0.20	0.00%	0.00%
2012	0.22	0.01%	0.00%
2013	0.24	0.01%	0.00%
2014	0.25	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

San Marino: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Serravalle	1,787	0.11	63.64	0.00	0.00
San Marino	1,867	0.06	36.36	0.00	0.00
Total		**0.18**	**100.00**	**0.00**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.37   SLOVAKIA

Security Software (US$ Million): Slovakia 2004 - 2014

Year	Slovakia	% of Region	% of Globe
2004	13.70	0.56%	0.16%
2005	15.12	0.57%	0.16%
2006	16.77	0.59%	0.16%
2007	19.00	0.61%	0.17%
2008	20.95	0.62%	0.17%
2009	22.93	0.64%	0.17%
2010	25.09	0.65%	0.17%
2011	27.44	0.67%	0.17%
2012	30.02	0.69%	0.17%
2013	32.85	0.70%	0.18%
2014	35.93	0.72%	0.18%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Slovakia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Bratislava	181	14.96	65.25	0.42	0.11
Kosice	287	7.97	34.75	0.22	0.06
Total		**22.93**	**100.00**	**0.64**	**0.17**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.38   SLOVENIA

Security Software (US$ Million): Slovenia 2004 - 2014

Year	Slovenia	% of Region	% of Globe
2004	7.45	0.30%	0.09%
2005	8.09	0.31%	0.09%
2006	8.83	0.31%	0.09%
2007	9.83	0.31%	0.09%
2008	10.67	0.32%	0.09%
2009	11.51	0.32%	0.08%
2010	12.42	0.32%	0.08%
2011	13.40	0.33%	0.08%
2012	14.46	0.33%	0.08%
2013	15.61	0.33%	0.08%
2014	16.84	0.34%	0.08%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Slovenia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Ljubljana	400	5.49	47.66	0.15	0.04
Maribor	580	3.35	29.06	0.09	0.02
Koper	1,241	0.76	6.56	0.02	0.01
Kranj	1,332	0.61	5.31	0.02	0.00
Celje	1,346	0.59	5.16	0.02	0.00
Trbovlje	1,502	0.36	3.13	0.01	0.00
Jesenice	1,503	0.36	3.13	0.01	0.00
Total		**11.51**	**100.00**	**0.32**	**0.08**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.39   SPAIN

Security Software (US$ Million): Spain 2004 - 2014

Year	Spain	% of Region	% of Globe
2004	193.39	7.86%	2.25%
2005	207.73	7.87%	2.22%
2006	224.18	7.88%	2.19%
2007	246.98	7.89%	2.15%
2008	265.20	7.90%	2.12%
2009	283.50	7.91%	2.09%
2010	303.06	7.91%	2.06%
2011	323.97	7.92%	2.04%
2012	346.32	7.92%	2.01%
2013	370.22	7.93%	1.99%
2014	395.76	7.93%	1.96%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Spain: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Madrid	22	81.61	28.79	2.28	0.60
Barcelona	59	44.85	15.82	1.25	0.33
Valencia	151	19.26	6.80	0.54	0.14
Sevilla	168	17.24	6.08	0.48	0.13
Zaragoza	179	15.13	5.34	0.42	0.11
Malaga	182	14.90	5.25	0.42	0.11
Bilbao	235	10.05	3.55	0.28	0.07
Las Palmas	249	9.42	3.32	0.26	0.07
Valladolid	262	8.66	3.05	0.24	0.06
Palma	283	8.08	2.85	0.23	0.06
Murcia	284	8.03	2.83	0.22	0.06
Cordoba	293	7.84	2.77	0.22	0.06
Hospitalet	310	7.32	2.58	0.20	0.05
Alicante	326	6.79	2.40	0.19	0.05
Granada	331	6.76	2.39	0.19	0.05
Others		17.55	6.19	0.49	0.13
Total		**283.50**	**100.00**	**7.91**	**2.09**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.40   SWEDEN

Security Software (US$ Million): Sweden 2004 - 2014

Year	Sweden	% of Region	% of Globe
2004	47.71	1.94%	0.55%
2005	51.13	1.94%	0.55%
2006	55.06	1.94%	0.54%
2007	60.53	1.93%	0.53%
2008	64.86	1.93%	0.52%
2009	69.20	1.93%	0.51%
2010	73.84	1.93%	0.50%
2011	78.79	1.93%	0.50%
2012	84.06	1.92%	0.49%
2013	89.70	1.92%	0.48%
2014	95.71	1.92%	0.47%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Sweden: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Stockholm	166	17.58	25.41	0.49	0.13
Göteborg	218	11.33	16.37	0.32	0.08
Malmö	367	6.10	8.81	0.17	0.04
Uppsala	474	4.26	6.15	0.12	0.03
Örebro	617	3.15	4.56	0.09	0.02
Norrköping	622	3.13	4.52	0.09	0.02
Västeras	623	3.13	4.52	0.09	0.02
Linköping	624	3.13	4.52	0.09	0.02
Jönköping	651	2.89	4.18	0.08	0.02
Helsingborg	663	2.81	4.06	0.08	0.02
Boras	682	2.65	3.84	0.07	0.02
Sundsvall	720	2.44	3.53	0.07	0.02
Umea	737	2.34	3.38	0.07	0.02
Gävle	742	2.31	3.34	0.06	0.02
Skelleftea	813	1.94	2.81	0.05	0.01
Total		**69.20**	**100.00**	**1.93**	**0.51**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.41   SWITZERLAND

Security Software (US$ Million): Switzerland 2004 - 2014

Year	Switzerland	% of Region	% of Globe
2004	43.84	1.78%	0.51%
2005	46.79	1.77%	0.50%
2006	50.17	1.76%	0.49%
2007	54.91	1.75%	0.48%
2008	58.59	1.75%	0.47%
2009	62.27	1.74%	0.46%
2010	66.20	1.73%	0.45%
2011	70.37	1.72%	0.44%
2012	74.80	1.71%	0.43%
2013	79.51	1.70%	0.43%
2014	84.52	1.69%	0.42%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Switzerland: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Zürich	170	16.88	27.10	0.47	0.12
Basel	275	8.37	13.44	0.23	0.06
Geneva	292	7.89	12.66	0.22	0.06
Bern	339	6.64	10.66	0.19	0.05
Lausanne	368	6.06	9.73	0.17	0.04
Winterthur	493	4.09	6.56	0.11	0.03
Saint Gallen	555	3.51	5.64	0.10	0.03
Luzern	652	2.89	4.63	0.08	0.02
Biel	719	2.45	3.94	0.07	0.02
Thun	858	1.78	2.86	0.05	0.01
Koniz	867	1.73	2.78	0.05	0.01
Total		**62.27**	**100.00**	**1.74**	**0.46**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.42   THE NETHERLANDS

Security Software (US$ Million): The Netherlands 2004 - 2014

Year	The Netherlands	% of Region	% of Globe
2004	91.31	3.71%	1.06%
2005	97.92	3.71%	1.05%
2006	105.50	3.71%	1.03%
2007	116.04	3.71%	1.01%
2008	124.40	3.71%	0.99%
2009	132.80	3.70%	0.98%
2010	141.76	3.70%	0.97%
2011	151.33	3.70%	0.95%
2012	161.54	3.70%	0.94%
2013	172.45	3.69%	0.92%
2014	184.09	3.69%	0.91%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

The Netherlands: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Rotterdam	96	31.33	23.59	0.87	0.23
Amsterdam - Haarlem	134	22.68	17.08	0.63	0.17
Eindhoven - Tilberg	148	19.82	14.93	0.55	0.15
Gelderland	195	13.77	10.37	0.38	0.10
Utrecht	240	9.96	7.50	0.28	0.07
Limburg	257	8.97	6.75	0.25	0.07
Overijssel	291	7.89	5.94	0.22	0.06
Groningen	374	5.90	4.44	0.16	0.04
Friesland	477	4.25	3.20	0.12	0.03
Zeeland	598	3.30	2.49	0.09	0.02
Drenthe	608	3.22	2.42	0.09	0.02
Flevoland	874	1.69	1.27	0.05	0.01
Total		**132.80**	**100.00**	**3.70**	**0.98**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.43   THE UNITED KINGDOM

Security Software (US$ Million): The United Kingdom 2004 - 2014

Year	The United Kingdom	% of Region	% of Globe
2004	310.81	12.63%	3.61%
2005	332.24	12.59%	3.55%
2006	356.82	12.55%	3.48%
2007	391.17	12.50%	3.40%
2008	418.05	12.45%	3.34%
2009	444.98	12.41%	3.28%
2010	473.68	12.37%	3.23%
2011	504.23	12.32%	3.17%
2012	536.76	12.28%	3.12%
2013	571.38	12.24%	3.06%
2014	608.23	12.19%	3.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

The United Kingdom: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
London	7	155.88	35.03	4.35	1.15
Birmingham	65	43.32	9.73	1.21	0.32
Manchester	66	43.03	9.67	1.20	0.32
Leeds	79	35.99	8.09	1.00	0.27
Bradford	80	35.99	8.09	1.00	0.27
Liverpool	133	23.20	5.21	0.65	0.17
Sheffield	140	20.71	4.65	0.58	0.15
Bristol	154	18.92	4.25	0.53	0.14
Coventry	157	18.77	4.22	0.52	0.14
Nottingham	165	17.58	3.95	0.49	0.13
Leicester	173	16.62	3.73	0.46	0.12
Hull	180	14.96	3.36	0.42	0.11
Total		**444.98**	**100.00**	**12.41**	**3.28**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

5.44 UKRAINE

Security Software (US$ Million): Ukraine 2004 - 2014

Year	Ukraine	% of Region	% of Globe
2004	42.65	1.73%	0.50%
2005	46.59	1.77%	0.50%
2006	51.14	1.80%	0.50%
2007	57.32	1.83%	0.50%
2008	62.56	1.86%	0.50%
2009	67.87	1.89%	0.50%
2010	73.60	1.92%	0.50%
2011	79.82	1.95%	0.50%
2012	86.56	1.98%	0.50%
2013	93.88	2.01%	0.50%
2014	101.81	2.04%	0.50%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Ukraine: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Kiev	205	12.51	18.44	0.35	0.09
Kharkiv	295	7.79	11.48	0.22	0.06
Dnipropetrovsk	386	5.70	8.40	0.16	0.04
Odessa	406	5.39	7.95	0.15	0.04
Donetsk	407	5.37	7.91	0.15	0.04
Zaporozhye	473	4.28	6.30	0.12	0.03
Lviv	519	3.82	5.63	0.11	0.03
Krivoy Rog	568	3.45	5.08	0.10	0.03
Mariupol (Zhdanov)	708	2.50	3.68	0.07	0.02
Nikolayev	722	2.43	3.58	0.07	0.02
Lugansk	724	2.40	3.54	0.07	0.02
Makeyevka	788	2.08	3.06	0.06	0.02
Vinnitsa	849	1.81	2.67	0.05	0.01
Sevastopol	868	1.72	2.54	0.05	0.01
Kherson	870	1.72	2.53	0.05	0.01
Others		4.89	7.20	0.14	0.04
Total		**67.87**	**100.00**	**1.89**	**0.50**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6   LATIN AMERICA

6.1   EXECUTIVE SUMMARY

Market Potential for Security Software in Latin America (US$ Million): 2009

Country	Latent Demand US$ Million	% of Latin America
Brazil	383.85	34.81%
Mexico	280.55	25.44%
Argentina	111.45	10.11%
Venezuela	71.23	6.46%
Colombia	67.55	6.12%
Chile	49.11	4.45%
Peru	46.07	4.18%
Ecuador	20.34	1.84%
Guatemala	14.16	1.28%
Costa Rica	11.77	1.07%
Bolivia	8.29	0.75%
Uruguay	7.84	0.71%
El Salvador	7.52	0.68%
Panama	6.18	0.56%
Paraguay	5.54	0.50%
Honduras	5.19	0.47%
Nicaragua	3.77	0.34%
Guyana	0.85	0.08%
Suriname	0.72	0.07%
Belize	0.48	0.04%
French Guiana	0.35	0.03%
The Falkland Islands	0.02	0.00%
Total	**1,102.83**	**100.00%**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Market Potential for Security Software in Latin America (US$ Million): 2009
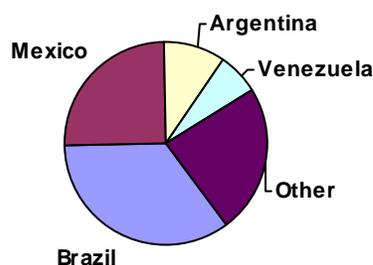
The Market for Security Software in Latin America: 2004 - 2014

Year	US$ Million	% of Globe
2004	728.17	8.47
2005	787.22	8.41
2006	855.24	8.35
2007	948.71	8.24
2008	1,025.49	8.18
2009	1,102.83	8.13
2010	1,185.98	8.08
2011	1,275.50	8.02
2012	1,371.89	7.97
2013	1,475.68	7.91
2014	1,587.45	7.86

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.2   ARGENTINA

Security Software (US$ Million): Argentina 2004 - 2014

Year	Argentina	% of Region	% of Globe
2004	67.12	9.22%	0.78%
2005	73.96	9.39%	0.79%
2006	81.90	9.58%	0.80%
2007	92.63	9.76%	0.80%
2008	101.97	9.94%	0.81%
2009	111.45	10.11%	0.82%
2010	121.76	10.27%	0.83%
2011	133.02	10.43%	0.84%
2012	145.33	10.59%	0.84%
2013	158.77	10.76%	0.85%
2014	173.45	10.93%	0.86%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Argentina: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Buenos Aires	197	13.61	12.21	1.23	0.10
Santa Fe	198	13.60	12.20	1.23	0.10
Cordoba	199	13.55	12.15	1.23	0.10
Mendoza	319	7.02	6.30	0.64	0.05
Tucumán	391	5.65	5.07	0.51	0.04
Entre Rios	436	4.91	4.40	0.44	0.04
Salta	455	4.58	4.11	0.42	0.03
Rosario	472	4.28	3.84	0.39	0.03
Misiones	476	4.25	3.82	0.39	0.03
Chaco	487	4.16	3.73	0.38	0.03
Corrientes	503	4.01	3.60	0.36	0.03
Santiago del Estero	609	3.20	2.87	0.29	0.02
Río Negro	680	2.66	2.39	0.24	0.02
Jujuy	692	2.61	2.35	0.24	0.02
San Juan	700	2.55	2.29	0.23	0.02
Others		20.81	18.67	1.89	0.15
Total		**111.45**	**100.00**	**10.11**	**0.82**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.3   BELIZE

Security Software (US$ Million): Belize 2004 - 2014

Year	Belize	% of Region	% of Globe
2004	0.34	0.05%	0.00%
2005	0.36	0.05%	0.00%
2006	0.39	0.05%	0.00%
2007	0.43	0.04%	0.00%
2008	0.45	0.04%	0.00%
2009	0.48	0.04%	0.00%
2010	0.52	0.04%	0.00%
2011	0.55	0.04%	0.00%
2012	0.59	0.04%	0.00%
2013	0.62	0.04%	0.00%
2014	0.66	0.04%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Belize: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Belize City	1,569	0.29	60.00	0.03	0.00
Orange Walk	1,876	0.06	12.50	0.01	0.00
Corozal	1,877	0.06	12.50	0.01	0.00
Dangriga	1,905	0.05	10.00	0.00	0.00
Belmopan	1,994	0.02	5.00	0.00	0.00
Total		**0.48**	**100.00**	**0.04**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.4   BOLIVIA

Security Software (US$ Million): Bolivia 2004 - 2014

Year	Bolivia	% of Region	% of Globe
2004	5.62	0.77%	0.07%
2005	6.05	0.77%	0.06%
2006	6.53	0.76%	0.06%
2007	7.21	0.76%	0.06%
2008	7.75	0.76%	0.06%
2009	8.29	0.75%	0.06%
2010	8.87	0.75%	0.06%
2011	9.49	0.74%	0.06%
2012	10.15	0.74%	0.06%
2013	10.86	0.74%	0.06%
2014	11.62	0.73%	0.06%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Bolivia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
La Paz	567	3.45	41.65	0.31	0.03
Santa Cruz	796	2.05	24.74	0.19	0.02
Cochabamba	1,031	1.24	15.01	0.11	0.01
Oruro	1,309	0.64	7.72	0.06	0.00
Potosi	1,493	0.37	4.49	0.03	0.00
Sucre	1,547	0.31	3.78	0.03	0.00
Tarija	1,653	0.22	2.60	0.02	0.00
Total		**8.29**	**100.00**	**0.75**	**0.06**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.5   BRAZIL

Security Software (US$ Million): Brazil 2004 - 2014

Year	Brazil	% of Region	% of Globe
2004	257.07	35.30%	2.99%
2005	277.16	35.21%	2.96%
2006	300.25	35.11%	2.93%
2007	332.07	35.00%	2.88%
2008	357.88	34.90%	2.86%
2009	383.85	34.81%	2.83%
2010	411.68	34.71%	2.80%
2011	441.52	34.62%	2.78%
2012	473.53	34.52%	2.75%
2013	507.86	34.42%	2.72%
2014	544.68	34.31%	2.70%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Brazil: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Sao Paulo	47	51.26	13.35	4.65	0.38
Rio de Janeiro	107	28.89	7.53	2.62	0.21
Salvador	219	11.32	2.95	1.03	0.08
Belo Horizonte	225	10.73	2.80	0.97	0.08
Fortaleza	245	9.62	2.51	0.87	0.07
Brasilia	248	9.46	2.47	0.86	0.07
Curitiba	317	7.11	1.85	0.64	0.05
Recife	324	6.85	1.78	0.62	0.05
Belem	333	6.76	1.76	0.61	0.05
Pórto Alegre	337	6.67	1.74	0.60	0.05
Manaus	394	5.62	1.46	0.51	0.04
Goiânia	433	4.99	1.30	0.45	0.04
Campinas	456	4.58	1.19	0.41	0.03
Guarulhos	466	4.33	1.13	0.39	0.03
Sao Gonçalo	484	4.21	1.10	0.38	0.03
Others		211.47	55.09	19.18	1.56
Total		**383.85**	**100.00**	**34.81**	**2.83**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.6   CHILE

Security Software (US$ Million): Chile 2004 - 2014

Year	Chile	% of Region	% of Globe
2004	32.29	4.43%	0.38%
2005	34.95	4.44%	0.37%
2006	38.00	4.44%	0.37%
2007	42.19	4.45%	0.37%
2008	45.64	4.45%	0.36%
2009	49.11	4.45%	0.36%
2010	52.85	4.46%	0.36%
2011	56.86	4.46%	0.36%
2012	61.19	4.46%	0.36%
2013	65.84	4.46%	0.35%
2014	70.84	4.46%	0.35%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Chile: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Santiago	94	31.50	64.14	2.86	0.23
Concepcion	723	2.42	4.92	0.22	0.02
Viña del Mar	758	2.22	4.53	0.20	0.02
Valparaiso	792	2.07	4.21	0.19	0.02
Talcahuano	847	1.82	3.70	0.16	0.01
Temuco	857	1.78	3.62	0.16	0.01
Antofagasta	882	1.67	3.40	0.15	0.01
Rancagua	978	1.37	2.79	0.12	0.01
Talca	1,026	1.25	2.55	0.11	0.01
Arica	1,033	1.24	2.52	0.11	0.01
Puerto Montt	1,136	0.95	1.93	0.09	0.01
Punta Arenas	1,200	0.83	1.69	0.08	0.01
Total		**49.11**	**100.00**	**4.45**	**0.36**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.7   COLOMBIA

Security Software (US$ Million): Colombia 2004 - 2014

Year	Colombia	% of Region	% of Globe
2004	42.91	5.89%	0.50%
2005	46.76	5.94%	0.50%
2006	51.22	5.99%	0.50%
2007	57.28	6.04%	0.50%
2008	62.39	6.08%	0.50%
2009	67.55	6.12%	0.50%
2010	73.12	6.17%	0.50%
2011	79.15	6.21%	0.50%
2012	85.68	6.25%	0.50%
2013	92.75	6.29%	0.50%
2014	100.40	6.32%	0.50%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Colombia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Bogota	100	30.64	45.36	2.78	0.23
Cali	260	8.85	13.10	0.80	0.07
Medell¡n	263	8.66	12.81	0.78	0.06
Barranquilla	554	3.52	5.21	0.32	0.03
Cartagena	559	3.49	5.16	0.32	0.03
Bucaramanga	844	1.83	2.71	0.17	0.01
Cucuta	872	1.71	2.53	0.15	0.01
Pereira	921	1.54	2.28	0.14	0.01
Manizales	991	1.34	1.99	0.12	0.01
Ibague	1,007	1.29	1.91	0.12	0.01
Armenia	1,111	0.99	1.46	0.09	0.01
Santa Marta	1,244	0.75	1.12	0.07	0.01
Neiva	1,296	0.67	0.99	0.06	0.00
Pasto	1,321	0.62	0.92	0.06	0.00
Monteria	1,354	0.59	0.87	0.05	0.00
Others		1.07	1.58	0.10	0.01
Total		**67.55**	**100.00**	**6.12**	**0.50**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.8   COSTA RICA

Security Software (US$ Million): Costa Rica 2004 - 2014

Year	Costa Rica	% of Region	% of Globe
2004	7.56	1.04%	0.09%
2005	8.22	1.04%	0.09%
2006	8.98	1.05%	0.09%
2007	10.02	1.06%	0.09%
2008	10.89	1.06%	0.09%
2009	11.77	1.07%	0.09%
2010	12.72	1.07%	0.09%
2011	13.75	1.08%	0.09%
2012	14.85	1.08%	0.09%
2013	16.05	1.09%	0.09%
2014	17.34	1.09%	0.09%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Costa Rica: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
San Jose	475	4.25	36.14	0.39	0.03
Alajuela	753	2.24	19.04	0.20	0.02
Cartago	920	1.54	13.08	0.14	0.01
Puntarenas	1,002	1.31	11.14	0.12	0.01
Heredia	1,128	0.96	8.16	0.09	0.01
Limon	1,129	0.96	8.16	0.09	0.01
Liberia	1,413	0.50	4.27	0.05	0.00
Total		**11.77**	**100.00**	**1.07**	**0.09**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.9   ECUADOR

Security Software (US$ Million): Ecuador 2004 - 2014

Year	Ecuador	% of Region	% of Globe
2004	14.32	1.97%	0.17%
2005	15.28	1.94%	0.16%
2006	16.39	1.92%	0.16%
2007	17.93	1.89%	0.16%
2008	19.14	1.87%	0.15%
2009	20.34	1.84%	0.15%
2010	21.62	1.82%	0.15%
2011	22.98	1.80%	0.14%
2012	24.43	1.78%	0.14%
2013	25.97	1.76%	0.14%
2014	27.61	1.74%	0.14%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Ecuador: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Guayaquil	265	8.65	42.53	0.78	0.06
Quito	361	6.28	30.89	0.57	0.05
Cuenca	1,073	1.11	5.46	0.10	0.01
Machala	1,210	0.81	3.98	0.07	0.01
Portoviejo	1,216	0.79	3.90	0.07	0.01
Riobamba	1,233	0.76	3.75	0.07	0.01
Ambato	1,285	0.68	3.35	0.06	0.01
Manta	1,299	0.66	3.25	0.06	0.00
Esmeraldas	1,356	0.59	2.88	0.05	0.00
Total		**20.34**	**100.00**	**1.84**	**0.15**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.10   EL SALVADOR

Security Software (US$ Million): El Salvador 2004 - 2014

Year	El Salvador	% of Region	% of Globe
2004	5.01	0.69%	0.06%
2005	5.41	0.69%	0.06%
2006	5.86	0.69%	0.06%
2007	6.49	0.68%	0.06%
2008	7.00	0.68%	0.06%
2009	7.52	0.68%	0.06%
2010	8.07	0.68%	0.05%
2011	8.67	0.68%	0.05%
2012	9.30	0.68%	0.05%
2013	9.99	0.68%	0.05%
2014	10.72	0.68%	0.05%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

El Salvador: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
San Salvador	481	4.24	56.44	0.38	0.03
Santa Ana	1,017	1.27	16.93	0.12	0.01
San Miguel	1,214	0.80	10.67	0.07	0.01
Nueva San Salvador	1,429	0.48	6.38	0.04	0.00
Sonsonate	1,454	0.43	5.77	0.04	0.00
Cojutepeque	1,571	0.29	3.80	0.03	0.00
Total		**7.52**	**100.00**	**0.68**	**0.06**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.11 FRENCH GUIANA

Security Software (US$ Million): French Guiana 2004 - 2014

Year	French Guiana	% of Region	% of Globe
2004	0.25	0.03%	0.00%
2005	0.26	0.03%	0.00%
2006	0.28	0.03%	0.00%
2007	0.31	0.03%	0.00%
2008	0.33	0.03%	0.00%
2009	0.35	0.03%	0.00%
2010	0.38	0.03%	0.00%
2011	0.40	0.03%	0.00%
2012	0.43	0.03%	0.00%
2013	0.46	0.03%	0.00%
2014	0.48	0.03%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

French Guiana: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Cayenne	1,625	0.24	66.67	0.02	0.00
Kourou	1,925	0.04	11.67	0.00	0.00
Remire	1,945	0.04	10.00	0.00	0.00
Saint Laurent	1,974	0.03	8.33	0.00	0.00
Sinnamary	2,029	0.01	3.33	0.00	0.00
Total		**0.35**	**100.00**	**0.03**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.12 GUATEMALA

Security Software (US$ Million): Guatemala 2004 - 2014

Year	Guatemala	% of Region	% of Globe
2004	9.21	1.26%	0.11%
2005	9.99	1.27%	0.11%
2006	10.89	1.27%	0.11%
2007	12.12	1.28%	0.11%
2008	13.13	1.28%	0.10%
2009	14.16	1.28%	0.10%
2010	15.26	1.29%	0.10%
2011	16.45	1.29%	0.10%
2012	17.74	1.29%	0.10%
2013	19.12	1.30%	0.10%
2014	20.61	1.30%	0.10%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Guatemala: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Guatemala City	231	10.48	74.02	0.95	0.08
Escuintla	1,235	0.76	5.39	0.07	0.01
Quezaltenango	1,262	0.72	5.11	0.07	0.01
Puerto Barrios	1,432	0.48	3.36	0.04	0.00
Retalhuleu	1,438	0.47	3.29	0.04	0.00
Coban	1,453	0.44	3.08	0.04	0.00
Chiquimula	1,460	0.43	3.01	0.04	0.00
Mazatenango	1,484	0.39	2.73	0.04	0.00
Total		**14.16**	**100.00**	**1.28**	**0.10**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.13   GUYANA

Security Software (US$ Million): Guyana 2004 - 2014

Year	Guyana	% of Region	% of Globe
2004	0.57	0.08%	0.01%
2005	0.61	0.08%	0.01%
2006	0.66	0.08%	0.01%
2007	0.73	0.08%	0.01%
2008	0.79	0.08%	0.01%
2009	0.85	0.08%	0.01%
2010	0.91	0.08%	0.01%
2011	0.97	0.08%	0.01%
2012	1.05	0.08%	0.01%
2013	1.12	0.08%	0.01%
2014	1.20	0.08%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Guyana: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Georgetown	1,310	0.64	75.19	0.06	0.00
Linden	1,824	0.10	11.28	0.01	0.00
New Amsterdam	1,869	0.06	7.52	0.01	0.00
Corriverton	1,949	0.04	4.14	0.00	0.00
Mahaicony	2,018	0.02	1.88	0.00	0.00
Total		**0.85**	**100.00**	**0.08**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.14 HONDURAS

Security Software (US$ Million): Honduras 2004 - 2014

Year	Honduras	% of Region	% of Globe
2004	3.34	0.46%	0.04%
2005	3.63	0.46%	0.04%
2006	3.97	0.46%	0.04%
2007	4.43	0.47%	0.04%
2008	4.81	0.47%	0.04%
2009	5.19	0.47%	0.04%
2010	5.61	0.47%	0.04%
2011	6.06	0.47%	0.04%
2012	6.54	0.48%	0.04%
2013	7.06	0.48%	0.04%
2014	7.63	0.48%	0.04%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Honduras: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Tegucigalpa	739	2.33	44.79	0.21	0.02
San Pedro Sula	914	1.56	29.98	0.14	0.01
La Ceiba	1,617	0.24	4.61	0.02	0.00
Choluteca	1,624	0.24	4.54	0.02	0.00
El Progreso	1,639	0.22	4.26	0.02	0.00
Puerto Cortes	1,728	0.15	2.94	0.01	0.00
Comayagua	1,779	0.12	2.24	0.01	0.00
Tela	1,805	0.10	1.96	0.01	0.00
Siguatepeque	1,829	0.09	1.82	0.01	0.00
Santa Rosa de Copan	1,847	0.08	1.47	0.01	0.00
Danli	1,854	0.07	1.40	0.01	0.00
Total		**5.19**	**100.00**	**0.47**	**0.04**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.15   MEXICO

Security Software (US$ Million): Mexico 2004 - 2014

Year	Mexico	% of Region	% of Globe
2004	195.45	26.84%	2.27%
2005	209.04	26.55%	2.23%
2006	224.62	26.26%	2.19%
2007	246.38	25.97%	2.14%
2008	263.45	25.69%	2.10%
2009	280.55	25.44%	2.07%
2010	298.79	25.19%	2.03%
2011	318.21	24.95%	2.00%
2012	338.89	24.70%	1.97%
2013	360.92	24.46%	1.94%
2014	384.38	24.21%	1.90%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Mexico: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Mexico City	24	79.72	28.42	7.23	0.59
Guadalajara	178	15.35	5.47	1.39	0.11
Nezahualcoyotl	215	11.60	4.13	1.05	0.09
Puebla	217	11.49	4.10	1.04	0.08
Monterrey	232	10.23	3.64	0.93	0.08
Leon	244	9.79	3.49	0.89	0.07
Ciudad Juarez	246	9.51	3.39	0.86	0.07
Tijuana	251	9.32	3.32	0.84	0.07
Culiacan	344	6.54	2.33	0.59	0.05
Mexicali	345	6.54	2.33	0.59	0.05
Acapulco	351	6.46	2.30	0.59	0.05
Chihuahua	375	5.90	2.10	0.53	0.04
S. Luis Potosi	378	5.88	2.10	0.53	0.04
Aguascalientes	401	5.48	1.95	0.50	0.04
Morelia	403	5.43	1.94	0.49	0.04
Others		81.32	28.99	7.37	0.60
Total		**280.55**	**100.00**	**25.44**	**2.07**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.16   NICARAGUA

Security Software (US$ Million): Nicaragua 2004 - 2014

Year	Nicaragua	% of Region	% of Globe
2004	2.63	0.36%	0.03%
2005	2.81	0.36%	0.03%
2006	3.02	0.35%	0.03%
2007	3.31	0.35%	0.03%
2008	3.54	0.35%	0.03%
2009	3.77	0.34%	0.03%
2010	4.01	0.34%	0.03%
2011	4.27	0.33%	0.03%
2012	4.54	0.33%	0.03%
2013	4.84	0.33%	0.03%
2014	5.15	0.32%	0.03%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Nicaragua: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Managua	855	1.78	47.30	0.16	0.01
Rosita	1,186	0.85	22.54	0.08	0.01
Leon	1,589	0.26	7.00	0.02	0.00
Granada	1,629	0.23	6.17	0.02	0.00
Masaya	1,677	0.20	5.20	0.02	0.00
Chinandega	1,698	0.18	4.72	0.02	0.00
Matagalpa	1,818	0.10	2.57	0.01	0.00
San Carlos	1,836	0.09	2.36	0.01	0.00
Esteli	1,838	0.08	2.15	0.01	0.00
Total		**3.77**	**100.00**	**0.34**	**0.03**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.17   PANAMA

Security Software (US$ Million): Panama 2004 - 2014

Year	Panama	% of Region	% of Globe
2004	3.79	0.52%	0.04%
2005	4.16	0.53%	0.04%
2006	4.59	0.54%	0.04%
2007	5.17	0.55%	0.04%
2008	5.67	0.55%	0.05%
2009	6.18	0.56%	0.05%
2010	6.73	0.57%	0.05%
2011	7.33	0.57%	0.05%
2012	7.98	0.58%	0.05%
2013	8.69	0.59%	0.05%
2014	9.47	0.60%	0.05%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Panama: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Panama	512	3.89	62.90	0.35	0.03
Colon	1,306	0.65	10.55	0.06	0.00
David	1,434	0.47	7.64	0.04	0.00
La Chorrera	1,459	0.43	6.94	0.04	0.00
Penonome	1,578	0.28	4.51	0.03	0.00
Santiago	1,580	0.28	4.46	0.03	0.00
Bocas del Toro	1,825	0.10	1.54	0.01	0.00
Tocumen	1,835	0.09	1.46	0.01	0.00
Total		**6.18**	**100.00**	**0.56**	**0.05**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.18   PARAGUAY

Security Software (US$ Million): Paraguay 2004 - 2014

Year	Paraguay	% of Region	% of Globe
2004	3.71	0.51%	0.04%
2005	4.00	0.51%	0.04%
2006	4.34	0.51%	0.04%
2007	4.80	0.51%	0.04%
2008	5.17	0.50%	0.04%
2009	5.54	0.50%	0.04%
2010	5.95	0.50%	0.04%
2011	6.38	0.50%	0.04%
2012	6.84	0.50%	0.04%
2013	7.34	0.50%	0.04%
2014	7.87	0.50%	0.04%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Paraguay: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Asuncion	592	3.32	59.85	0.30	0.02
Puerto Stroessner	1,416	0.50	9.03	0.05	0.00
San Lorenzo	1,500	0.36	6.57	0.03	0.00
Pedro Juan Caballero	1,501	0.36	6.57	0.03	0.00
Fernando de la Mora	1,533	0.33	5.91	0.03	0.00
Encarnacion	1,747	0.14	2.55	0.01	0.00
Pilar	1,775	0.12	2.13	0.01	0.00
Concepción	1,776	0.12	2.13	0.01	0.00
Coronel Oviedo	1,810	0.10	1.81	0.01	0.00
Villarrica	1,811	0.10	1.81	0.01	0.00
Caaguazu	1,833	0.09	1.64	0.01	0.00
Total		**5.54**	**100.00**	**0.50**	**0.04**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.19 PERU

Security Software (US$ Million): Peru 2004 - 2014

Year	Peru	% of Region	% of Globe
2004	28.49	3.91%	0.33%
2005	31.23	3.97%	0.33%
2006	34.39	4.02%	0.34%
2007	38.68	4.08%	0.34%
2008	42.35	4.13%	0.34%
2009	46.07	4.18%	0.34%
2010	50.10	4.22%	0.34%
2011	54.49	4.27%	0.34%
2012	59.25	4.32%	0.34%
2013	64.44	4.37%	0.35%
2014	70.08	4.41%	0.35%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Peru: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Lima	117	25.85	56.10	2.34	0.19
Arequipa	591	3.32	7.21	0.30	0.02
Callao	618	3.14	6.82	0.29	0.02
Trujillo	670	2.76	5.98	0.25	0.02
Chiclayo	762	2.22	4.81	0.20	0.02
Piura	883	1.67	3.62	0.15	0.01
Chimbote	909	1.57	3.40	0.14	0.01
Cuzco	958	1.43	3.11	0.13	0.01
Iquitos	973	1.39	3.02	0.13	0.01
Huancayo	1,069	1.12	2.42	0.10	0.01
Sullana	1,203	0.82	1.78	0.07	0.01
Pucallpa	1,217	0.79	1.72	0.07	0.01
Total		**46.07**	**100.00**	**4.18**	**0.34**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.20   SURINAME

Security Software (US$ Million): Suriname 2004 - 2014

Year	Suriname	% of Region	% of Globe
2004	0.48	0.07%	0.01%
2005	0.52	0.07%	0.01%
2006	0.56	0.07%	0.01%
2007	0.62	0.07%	0.01%
2008	0.67	0.07%	0.01%
2009	0.72	0.07%	0.01%
2010	0.78	0.07%	0.01%
2011	0.84	0.07%	0.01%
2012	0.90	0.07%	0.01%
2013	0.97	0.07%	0.01%
2014	1.04	0.07%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Suriname: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Paramaribo	1,314	0.63	87.39	0.06	0.00
Nieuw Nickerie	1,904	0.05	6.72	0.00	0.00
Marienburg	1,993	0.02	3.36	0.00	0.00
Moengo	2,027	0.01	1.68	0.00	0.00
Totness	2,058	0.01	0.84	0.00	0.00
Total		**0.72**	**100.00**	**0.07**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.21   THE FALKLAND ISLANDS

Security Software (US$ Million): The Falkland Islands 2004 - 2014

Year	The Falkland Islands	% of Region	% of Globe
2004	0.01	0.00%	0.00%
2005	0.01	0.00%	0.00%
2006	0.01	0.00%	0.00%
2007	0.01	0.00%	0.00%
2008	0.01	0.00%	0.00%
2009	0.02	0.00%	0.00%
2010	0.02	0.00%	0.00%
2011	0.02	0.00%	0.00%
2012	0.02	0.00%	0.00%
2013	0.02	0.00%	0.00%
2014	0.02	0.00%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

The Falkland Islands: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Stanley	2,019	0.02	100.00	0.00	0.00
Total		**0.02**	**100.00**	**0.00**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.22   URUGUAY

Security Software (US$ Million): Uruguay 2004 - 2014

Year	Uruguay	% of Region	% of Globe
2004	4.89	0.67%	0.06%
2005	5.35	0.68%	0.06%
2006	5.88	0.69%	0.06%
2007	6.60	0.70%	0.06%
2008	7.21	0.70%	0.06%
2009	7.84	0.71%	0.06%
2010	8.51	0.72%	0.06%
2011	9.24	0.72%	0.06%
2012	10.04	0.73%	0.06%
2013	10.90	0.74%	0.06%
2014	11.84	0.75%	0.06%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Uruguay: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Montevideo	380	5.84	74.51	0.53	0.04
Salto	1,487	0.38	4.84	0.03	0.00
Paysandu	1,511	0.35	4.48	0.03	0.00
Las Piedras	1,573	0.29	3.64	0.03	0.00
Rivera	1,593	0.26	3.34	0.02	0.00
Melo	1,674	0.20	2.51	0.02	0.00
Tacuarembo	1,685	0.19	2.39	0.02	0.00
Mercedes	1,707	0.17	2.21	0.02	0.00
Minas	1,715	0.16	2.09	0.01	0.00
Total		**7.84**	**100.00**	**0.71**	**0.06**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

6.23   VENEZUELA

Security Software (US$ Million): Venezuela 2004 - 2014

Year	Venezuela	% of Region	% of Globe
2004	43.12	5.92%	0.50%
2005	47.47	6.03%	0.51%
2006	52.51	6.14%	0.51%
2007	59.31	6.25%	0.52%
2008	65.23	6.36%	0.52%
2009	71.23	6.46%	0.53%
2010	77.74	6.56%	0.53%
2011	84.86	6.65%	0.53%
2012	92.62	6.75%	0.54%
2013	101.09	6.85%	0.54%
2014	110.35	6.95%	0.55%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Venezuela: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Caracas	152	19.02	26.70	1.72	0.14
Maracaibo	312	7.23	10.15	0.66	0.05
Valencia	352	6.42	9.01	0.58	0.05
Maracay	438	4.84	6.80	0.44	0.04
Barquisimeto	499	4.03	5.65	0.37	0.03
Petare	660	2.83	3.97	0.26	0.02
Ciudad Guayana	668	2.77	3.89	0.25	0.02
San Cristobal	827	1.89	2.65	0.17	0.01
La Guaira	852	1.79	2.51	0.16	0.01
Baruta	938	1.48	2.08	0.13	0.01
Ciudad Bolivar	944	1.46	2.04	0.13	0.01
Maturin	964	1.42	1.99	0.13	0.01
Merida	969	1.41	1.98	0.13	0.01
Cumana	975	1.39	1.95	0.13	0.01
Barcelona	1,010	1.29	1.81	0.12	0.01
Others		11.99	16.83	1.09	0.09
Total		**71.23**	**100.00**	**6.46**	**0.53**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7 NORTH AMERICA & THE CARIBBEAN

7.1 EXECUTIVE SUMMARY

Market Potential for Security Software in North America & the Caribbean (US$ Million): 2009

Country	Latent Demand US$ Million	% of North America & the Caribbean
The United States	2,970.29	90.05%
Canada	263.79	8.00%
Dominican Republic	18.06	0.55%
Puerto Rico	15.73	0.48%
Cuba	10.80	0.33%
Trinidad and Tobago	4.81	0.15%
Haiti	3.29	0.10%
Jamaica	2.77	0.08%
The Bahamas	1.43	0.04%
Martinique	1.40	0.04%
Barbados	1.15	0.03%
Bermuda	0.94	0.03%
Guadeloupe	0.80	0.02%
The Netherlands Antilles	0.58	0.02%
Aruba	0.47	0.01%
The Cayman Islands	0.40	0.01%
The U.S. Virgin Islands	0.33	0.01%
Antigua and Barbuda	0.25	0.01%
St. Lucia	0.25	0.01%
Greenland	0.23	0.01%
Grenada	0.20	0.01%
St. Vincent and the Grenadines	0.19	0.01%
The British Virgin Islands	0.18	0.01%
St. Kitts and Nevis	0.15	0.00%
Dominica	0.10	0.00%
Other	0.08	0.00%
Total	**3,298.67**	**100.00%**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Market Potential for Security Software in North America & the Caribbean (US$ Million): 2009
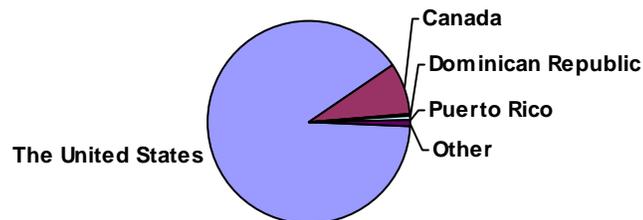
The Market for Security Software in North America & the Caribbean: 2004 - 2014

Year	US$ Million	% of Globe
2004	1,892.85	22.01
2005	2,093.50	22.38
2006	2,338.66	22.83
2007	2,721.08	23.64
2008	3,008.71	24.00
2009	3,298.67	24.32
2010	3,616.96	24.63
2011	3,966.35	24.95
2012	4,349.91	25.27
2013	4,771.00	25.58
2014	5,233.32	25.90

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.2   ANTIGUA AND BARBUDA

Security Software (US$ Million): Antigua and Barbuda 2004 - 2014

Year	Antigua and Barbuda	% of Region	% of Globe
2004	0.17	0.01%	0.00%
2005	0.18	0.01%	0.00%
2006	0.20	0.01%	0.00%
2007	0.22	0.01%	0.00%
2008	0.23	0.01%	0.00%
2009	0.25	0.01%	0.00%
2010	0.26	0.01%	0.00%
2011	0.28	0.01%	0.00%
2012	0.30	0.01%	0.00%
2013	0.32	0.01%	0.00%
2014	0.35	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Antigua and Barbuda: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Saint John's	1,612	0.24	97.30	0.01	0.00
Codrington	2,057	0.01	2.70	0.00	0.00
Total		**0.25**	**100.00**	**0.01**	**0.00**

7.3   ARUBA

Security Software (US$ Million): Aruba 2004 - 2014

Year	Aruba	% of Region	% of Globe
2004	0.33	0.02%	0.00%
2005	0.35	0.02%	0.00%
2006	0.38	0.02%	0.00%
2007	0.41	0.02%	0.00%
2008	0.44	0.01%	0.00%
2009	0.47	0.01%	0.00%
2010	0.50	0.01%	0.00%
2011	0.53	0.01%	0.00%
2012	0.56	0.01%	0.00%
2013	0.59	0.01%	0.00%
2014	0.63	0.01%	0.00%

Aruba: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Oranjestad	1,602	0.25	54.05	0.01	0.00
Sint Nicolaas	1,655	0.21	45.95	0.01	0.00
Total		**0.47**	**100.00**	**0.01**	**0.00**

7.4   BARBADOS

Security Software (US$ Million): Barbados 2004 - 2014

Year	Barbados	% of Region	% of Globe
2004	0.78	0.04%	0.01%
2005	0.84	0.04%	0.01%
2006	0.91	0.04%	0.01%
2007	1.00	0.04%	0.01%
2008	1.08	0.04%	0.01%
2009	1.15	0.03%	0.01%
2010	1.23	0.03%	0.01%
2011	1.32	0.03%	0.01%
2012	1.41	0.03%	0.01%
2013	1.51	0.03%	0.01%
2014	1.62	0.03%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Barbados: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Bridgetown	1,060	1.15	100.00	0.03	0.01
Total		**1.15**	**100.00**	**0.03**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.5   BERMUDA

Security Software (US$ Million): Bermuda 2004 - 2014

Year	Bermuda	% of Region	% of Globe
2004	0.63	0.03%	0.01%
2005	0.68	0.03%	0.01%
2006	0.73	0.03%	0.01%
2007	0.81	0.03%	0.01%
2008	0.88	0.03%	0.01%
2009	0.94	0.03%	0.01%
2010	1.01	0.03%	0.01%
2011	1.08	0.03%	0.01%
2012	1.16	0.03%	0.01%
2013	1.25	0.03%	0.01%
2014	1.34	0.03%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Bermuda: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Hamilton	1,366	0.56	60.00	0.02	0.00
Saint George	1,489	0.38	40.00	0.01	0.00
Total		**0.94**	**100.00**	**0.03**	**0.01**

Source: **Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com**

7.6   CANADA

Security Software (US$ Million): Canada 2004 - 2014

Year	Canada	% of Region	% of Globe
2004	185.22	9.79%	2.15%
2005	197.78	9.45%	2.11%
2006	212.18	9.07%	2.07%
2007	232.36	8.54%	2.02%
2008	248.07	8.24%	1.98%
2009	263.79	8.00%	1.94%
2010	280.54	7.76%	1.91%
2011	298.36	7.52%	1.88%
2012	317.30	7.29%	1.84%
2013	337.45	7.07%	1.81%
2014	358.88	6.86%	1.78%

Source: **Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com**

Canada: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Toronto	25	78.88	29.90	2.39	0.58
Montreal	34	67.24	25.49	2.04	0.50
Vancouver	91	31.79	12.05	0.96	0.23
Ottawa	156	18.85	7.15	0.57	0.14
Calgary	186	14.64	5.55	0.44	0.11
Winnipeg	196	13.70	5.19	0.42	0.10
Edmonton	202	13.21	5.01	0.40	0.10
Hamilton	318	7.07	2.68	0.21	0.05
Regina	498	4.03	1.53	0.12	0.03
Quebec	521	3.80	1.44	0.12	0.03
Halifax	690	2.62	0.99	0.08	0.02
Thunder Bay	699	2.58	0.98	0.08	0.02
Saint John's	764	2.21	0.84	0.07	0.02
Niagara Falls	888	1.66	0.63	0.05	0.01
Victoria	927	1.52	0.58	0.05	0.01
Total		**263.79**	**100.00**	**8.00**	**1.94**

Source: **Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com**

7.7   CUBA

Security Software (US$ Million): Cuba 2004 - 2014

Year	Cuba	% of Region	% of Globe
2004	6.77	0.36%	0.08%
2005	7.40	0.35%	0.08%
2006	8.13	0.35%	0.08%
2007	9.11	0.33%	0.08%
2008	9.95	0.33%	0.08%
2009	10.80	0.33%	0.08%
2010	11.72	0.32%	0.08%
2011	12.71	0.32%	0.08%
2012	13.80	0.32%	0.08%
2013	14.97	0.31%	0.08%
2014	16.24	0.31%	0.08%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Cuba: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Havana	385	5.72	52.92	0.17	0.04
Santiago de Cuba	1,080	1.08	10.02	0.03	0.01
Camagüey	1,236	0.76	7.07	0.02	0.01
Holguin	1,339	0.61	5.60	0.02	0.00
Guantanamo	1,390	0.54	4.96	0.02	0.00
Santa Clara	1,409	0.52	4.83	0.02	0.00
Bayamo	1,530	0.33	3.06	0.01	0.00
Cienfuegos	1,536	0.32	2.98	0.01	0.00
Pinar del Rio	1,549	0.31	2.88	0.01	0.00
Las Tunas	1,553	0.31	2.85	0.01	0.00
Matanzas	1,557	0.31	2.83	0.01	0.00
Total		**10.80**	**100.00**	**0.33**	**0.08**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.8   DOMINICA

Security Software (US$ Million): Dominica 2004 - 2014

Year	Dominica	% of Region	% of Globe
2004	0.07	0.00%	0.00%
2005	0.07	0.00%	0.00%
2006	0.08	0.00%	0.00%
2007	0.09	0.00%	0.00%
2008	0.09	0.00%	0.00%
2009	0.10	0.00%	0.00%
2010	0.11	0.00%	0.00%
2011	0.11	0.00%	0.00%
2012	0.12	0.00%	0.00%
2013	0.13	0.00%	0.00%
2014	0.14	0.00%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Dominica: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Roseau	1,865	0.07	64.71	0.00	0.00
Berekua	2,045	0.01	8.82	0.00	0.00
Saint Joseph	2,046	0.01	8.82	0.00	0.00
Marigot	2,047	0.01	8.82	0.00	0.00
Portsmouth	2,048	0.01	8.82	0.00	0.00
Total		**0.10**	**100.00**	**0.00**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.9   DOMINICAN REPUBLIC

Security Software (US$ Million): Dominican Republic 2004 - 2014

Year	Dominican Republic	% of Region	% of Globe
2004	11.26	0.59%	0.13%
2005	12.32	0.59%	0.13%
2006	13.55	0.58%	0.13%
2007	15.21	0.56%	0.13%
2008	16.63	0.55%	0.13%
2009	18.06	0.55%	0.13%
2010	19.62	0.54%	0.13%
2011	21.30	0.54%	0.13%
2012	23.14	0.53%	0.13%
2013	25.13	0.53%	0.13%
2014	27.29	0.52%	0.14%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Dominican Republic: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Santo Domingo	214	11.68	64.68	0.35	0.09
Santiago	732	2.36	13.07	0.07	0.02
La Romana	1,194	0.84	4.63	0.03	0.01
San Pedro de Macoris	1,248	0.75	4.13	0.02	0.01
San Francisco de Macoris	1,279	0.70	3.85	0.02	0.01
La Vega	1,398	0.53	2.94	0.02	0.00
Barahona	1,466	0.41	2.29	0.01	0.00
San Juan	1,467	0.41	2.29	0.01	0.00
Puerto Plata	1,485	0.38	2.11	0.01	0.00
Total		**18.06**	**100.00**	**0.55**	**0.13**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.10   GREENLAND

Security Software (US$ Million): Greenland 2004 - 2014

Year	Greenland	% of Region	% of Globe
2004	0.16	0.01%	0.00%
2005	0.17	0.01%	0.00%
2006	0.18	0.01%	0.00%
2007	0.20	0.01%	0.00%
2008	0.21	0.01%	0.00%
2009	0.23	0.01%	0.00%
2010	0.24	0.01%	0.00%
2011	0.26	0.01%	0.00%
2012	0.27	0.01%	0.00%
2013	0.29	0.01%	0.00%
2014	0.30	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Greenland: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Nuuk	1,866	0.06	28.57	0.00	0.00
Holsteinsborg	1,980	0.03	11.90	0.00	0.00
Jakobshavn	2,002	0.02	9.52	0.00	0.00
Sukkertoppen	2,015	0.02	7.14	0.00	0.00
Egedesminde	2,016	0.02	7.14	0.00	0.00
Julianehab	2,017	0.02	7.14	0.00	0.00
Frederikshab	2,035	0.01	4.76	0.00	0.00
Christianshab	2,036	0.01	4.76	0.00	0.00
Narsarsuaq	2,037	0.01	4.76	0.00	0.00
Uppernavik	2,062	0.01	2.38	0.00	0.00
Thule	2,063	0.01	2.38	0.00	0.00
Scoresbysund	2,064	0.01	2.38	0.00	0.00
Nanortalik	2,065	0.01	2.38	0.00	0.00
Ammassalik	2,066	0.01	2.38	0.00	0.00
Godhavn	2,067	0.01	2.38	0.00	0.00
Total		**0.23**	**100.00**	**0.01**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.11   GRENADA

Security Software (US$ Million): Grenada 2004 - 2014

Year	Grenada	% of Region	% of Globe
2004	0.15	0.01%	0.00%
2005	0.16	0.01%	0.00%
2006	0.17	0.01%	0.00%
2007	0.18	0.01%	0.00%
2008	0.19	0.01%	0.00%
2009	0.20	0.01%	0.00%
2010	0.21	0.01%	0.00%
2011	0.22	0.01%	0.00%
2012	0.24	0.01%	0.00%
2013	0.25	0.01%	0.00%
2014	0.26	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Grenada: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Saint George's	1,717	0.16	80.00	0.00	0.00
Gouyave	1,931	0.04	20.00	0.00	0.00
Total		**0.20**	**100.00**	**0.01**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.12   GUADELOUPE

Security Software (US$ Million): Guadeloupe 2004 - 2014

Year	Guadeloupe	% of Region	% of Globe
2004	0.56	0.03%	0.01%
2005	0.60	0.03%	0.01%
2006	0.64	0.03%	0.01%
2007	0.70	0.03%	0.01%
2008	0.75	0.03%	0.01%
2009	0.80	0.02%	0.01%
2010	0.85	0.02%	0.01%
2011	0.91	0.02%	0.01%
2012	0.97	0.02%	0.01%
2013	1.03	0.02%	0.01%
2014	1.10	0.02%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Guadeloupe: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Les Abymes	1,623	0.24	29.44	0.01	0.00
Pointe-a-Pitre	1,817	0.10	12.15	0.00	0.00
Le Gosier	1,842	0.08	9.81	0.00	0.00
Moule	1,862	0.07	8.41	0.00	0.00
Sainte Anne	1,871	0.06	7.94	0.00	0.00
Morne-a-l'Eau	1,879	0.06	7.48	0.00	0.00
Petit Bourg	1,887	0.06	7.01	0.00	0.00
Basse-Terre	1,895	0.05	6.54	0.00	0.00
Sainte Rose	1,896	0.05	6.54	0.00	0.00
Saint-Claude	1,940	0.04	4.67	0.00	0.00
Total		**0.80**	**100.00**	**0.02**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.13   HAITI

Security Software (US$ Million): Haiti 2004 - 2014

Year	Haiti	% of Region	% of Globe
2004	2.26	0.12%	0.03%
2005	2.42	0.12%	0.03%
2006	2.61	0.11%	0.03%
2007	2.87	0.11%	0.02%
2008	3.08	0.10%	0.02%
2009	3.29	0.10%	0.02%
2010	3.51	0.10%	0.02%
2011	3.75	0.09%	0.02%
2012	4.00	0.09%	0.02%
2013	4.27	0.09%	0.02%
2014	4.56	0.09%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Haiti: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Port-au-Prince	741	2.31	70.39	0.07	0.02
Cap-Haitien	1,526	0.33	10.12	0.01	0.00
Petionville	1,693	0.18	5.51	0.01	0.00
Gonaives	1,702	0.18	5.36	0.01	0.00
Les Cayes	1,703	0.18	5.36	0.01	0.00
Port-de-Paix	1,795	0.11	3.27	0.00	0.00
Total		**3.29**	**100.00**	**0.10**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.14   JAMAICA

Security Software (US$ Million): Jamaica 2004 - 2014

Year	Jamaica	% of Region	% of Globe
2004	2.01	0.11%	0.02%
2005	2.13	0.10%	0.02%
2006	2.27	0.10%	0.02%
2007	2.47	0.09%	0.02%
2008	2.62	0.09%	0.02%
2009	2.77	0.08%	0.02%
2010	2.93	0.08%	0.02%
2011	3.10	0.08%	0.02%
2012	3.28	0.08%	0.02%
2013	3.47	0.07%	0.02%
2014	3.67	0.07%	0.02%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Jamaica: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Kingston	829	1.88	67.83	0.06	0.01
Spanish Town	1,540	0.32	11.50	0.01	0.00
Montego Bay	1,603	0.25	9.04	0.01	0.00
May Pen	1,738	0.15	5.30	0.00	0.00
Mandeville	1,762	0.13	4.52	0.00	0.00
Savanna-la-Mar	1,902	0.05	1.81	0.00	0.00
Total		**2.77**	**100.00**	**0.08**	**0.02**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.15   MARTINIQUE

Security Software (US$ Million): Martinique 2004 - 2014

Year	Martinique	% of Region	% of Globe
2004	0.97	0.05%	0.01%
2005	1.04	0.05%	0.01%
2006	1.12	0.05%	0.01%
2007	1.23	0.05%	0.01%
2008	1.31	0.04%	0.01%
2009	1.40	0.04%	0.01%
2010	1.49	0.04%	0.01%
2011	1.58	0.04%	0.01%
2012	1.69	0.04%	0.01%
2013	1.79	0.04%	0.01%
2014	1.91	0.04%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Martinique: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Fort-de-France	1,247	0.75	53.66	0.02	0.01
Le Lamentin	1,689	0.18	13.17	0.01	0.00
Sainte Marie	1,770	0.12	8.78	0.00	0.00
Schoelcher	1,794	0.11	7.80	0.00	0.00
Le François	1,826	0.10	6.83	0.00	0.00
La Trinité	1,861	0.07	4.88	0.00	0.00
Saint Pierre	1,952	0.03	2.44	0.00	0.00
Ducos	1,953	0.03	2.44	0.00	0.00
Total		**1.40**	**100.00**	**0.04**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.16   PUERTO RICO

Security Software (US$ Million): Puerto Rico 2004 - 2014

Year	Puerto Rico	% of Region	% of Globe
2004	12.23	0.65%	0.14%
2005	12.79	0.61%	0.14%
2006	13.44	0.57%	0.13%
2007	14.41	0.53%	0.13%
2008	15.07	0.50%	0.12%
2009	15.73	0.48%	0.12%
2010	16.42	0.45%	0.11%
2011	17.15	0.43%	0.11%
2012	17.90	0.41%	0.10%
2013	18.69	0.39%	0.10%
2014	19.51	0.37%	0.10%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Puerto Rico: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
San Juan	538	3.62	22.99	0.11	0.03
Bayamon	816	1.93	12.29	0.06	0.01
Ponce	901	1.58	10.07	0.05	0.01
Carolina	906	1.57	9.99	0.05	0.01
Caguas	1,054	1.17	7.43	0.04	0.01
Guaynabo	1,174	0.87	5.56	0.03	0.01
Mayaguez	1,190	0.84	5.35	0.03	0.01
Arecibo	1,191	0.84	5.34	0.03	0.01
Toa Baja	1,227	0.77	4.91	0.02	0.01
Trujillo Alto	1,323	0.62	3.96	0.02	0.00
Aguadilla	1,383	0.54	3.46	0.02	0.00
Cayey	1,462	0.42	2.69	0.01	0.00
Guayama	1,513	0.35	2.23	0.01	0.00
Fajardo	1,539	0.32	2.03	0.01	0.00
Catano	1,583	0.27	1.72	0.01	0.00
Total		**15.73**	**100.00**	**0.48**	**0.12**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.17   ST. KITTS AND NEVIS

Security Software (US$ Million): St. Kitts and Nevis 2004 - 2014

Year	St. Kitts and Nevis	% of Region	% of Globe
2004	0.10	0.01%	0.00%
2005	0.11	0.01%	0.00%
2006	0.12	0.00%	0.00%
2007	0.13	0.00%	0.00%
2008	0.14	0.00%	0.00%
2009	0.15	0.00%	0.00%
2010	0.16	0.00%	0.00%
2011	0.18	0.00%	0.00%
2012	0.19	0.00%	0.00%
2013	0.21	0.00%	0.00%
2014	0.22	0.00%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

St. Kitts and Nevis: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Basseterre	1,741	0.15	95.00	0.00	0.00
Charlestown	2,053	0.01	5.00	0.00	0.00
Total		**0.15**	**100.00**	**0.00**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.18   ST. LUCIA

Security Software (US$ Million): St. Lucia 2004 - 2014

Year	St. Lucia	% of Region	% of Globe
2004	0.16	0.01%	0.00%
2005	0.18	0.01%	0.00%
2006	0.19	0.01%	0.00%
2007	0.21	0.01%	0.00%
2008	0.23	0.01%	0.00%
2009	0.25	0.01%	0.00%
2010	0.27	0.01%	0.00%
2011	0.29	0.01%	0.00%
2012	0.31	0.01%	0.00%
2013	0.33	0.01%	0.00%
2014	0.36	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

St. Lucia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Castries	1,665	0.20	82.81	0.01	0.00
Vieux Fort	1,917	0.04	17.19	0.00	0.00
Total		**0.25**	**100.00**	**0.01**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.19   ST. VINCENT AND THE GRENADINES

Security Software (US$ Million): St. Vincent and the Grenadines 2004 - 2014

Year	St. Vincent and the Grenadines	% of Region	% of Globe
2004	0.13	0.01%	0.00%
2005	0.14	0.01%	0.00%
2006	0.15	0.01%	0.00%
2007	0.16	0.01%	0.00%
2008	0.18	0.01%	0.00%
2009	0.19	0.01%	0.00%
2010	0.20	0.01%	0.00%
2011	0.22	0.01%	0.00%
2012	0.23	0.01%	0.00%
2013	0.25	0.01%	0.00%
2014	0.27	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

St. Vincent and the Grenadines: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Kingstown	1,696	0.18	95.00	0.01	0.00
Georgetown	2,040	0.01	5.00	0.00	0.00
Total		**0.19**	**100.00**	**0.01**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.20   THE BAHAMAS

Security Software (US$ Million): The Bahamas 2004 - 2014

Year	The Bahamas	% of Region	% of Globe
2004	1.00	0.05%	0.01%
2005	1.07	0.05%	0.01%
2006	1.15	0.05%	0.01%
2007	1.26	0.05%	0.01%
2008	1.35	0.04%	0.01%
2009	1.43	0.04%	0.01%
2010	1.53	0.04%	0.01%
2011	1.62	0.04%	0.01%
2012	1.73	0.04%	0.01%
2013	1.84	0.04%	0.01%
2014	1.96	0.04%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

The Bahamas: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Nassau	1,039	1.22	84.91	0.04	0.01
Freeport	1,650	0.22	15.09	0.01	0.00
Total		**1.43**	**100.00**	**0.04**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.21   THE BRITISH VIRGIN ISLANDS

Security Software (US$ Million): The British Virgin Islands 2004 - 2014

Year	The British Virgin Islands	% of Region	% of Globe
2004	0.13	0.01%	0.00%
2005	0.14	0.01%	0.00%
2006	0.14	0.01%	0.00%
2007	0.16	0.01%	0.00%
2008	0.17	0.01%	0.00%
2009	0.18	0.01%	0.00%
2010	0.18	0.01%	0.00%
2011	0.20	0.00%	0.00%
2012	0.21	0.00%	0.00%
2013	0.22	0.00%	0.00%
2014	0.23	0.00%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

The British Virgin Islands: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Road Town	1,705	0.18	100.00	0.01	0.00
Total		**0.18**	**100.00**	**0.01**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.22   THE CAYMAN ISLANDS

Security Software (US$ Million): The Cayman Islands 2004 - 2014

Year	The Cayman Islands	% of Region	% of Globe
2004	0.29	0.02%	0.00%
2005	0.31	0.01%	0.00%
2006	0.33	0.01%	0.00%
2007	0.36	0.01%	0.00%
2008	0.38	0.01%	0.00%
2009	0.40	0.01%	0.00%
2010	0.42	0.01%	0.00%
2011	0.44	0.01%	0.00%
2012	0.47	0.01%	0.00%
2013	0.49	0.01%	0.00%
2014	0.52	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

The Cayman Islands: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
George Town	1,630	0.23	58.33	0.01	0.00
West Bay	1,780	0.12	29.17	0.00	0.00
Savannah	1,956	0.03	8.33	0.00	0.00
Bodden Town	2,014	0.02	4.17	0.00	0.00
Total		**0.40**	**100.00**	**0.01**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.23   THE NETHERLANDS ANTILLES

Security Software (US$ Million): The Netherlands Antilles 2004 - 2014

Year	The Netherlands Antilles	% of Region	% of Globe
2004	0.42	0.02%	0.00%
2005	0.45	0.02%	0.00%
2006	0.47	0.02%	0.00%
2007	0.52	0.02%	0.00%
2008	0.55	0.02%	0.00%
2009	0.58	0.02%	0.00%
2010	0.61	0.02%	0.00%
2011	0.64	0.02%	0.00%
2012	0.68	0.02%	0.00%
2013	0.71	0.01%	0.00%
2014	0.75	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

The Netherlands Antilles: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Willemstad	1,382	0.54	94.70	0.02	0.00
Philipsburg	1,986	0.03	4.55	0.00	0.00
Kralendijk	2,069	0.00	0.76	0.00	0.00
Total		**0.58**	**100.00**	**0.02**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.24   THE U.S. VIRGIN ISLANDS

Security Software (US$ Million): The U.S. Virgin Islands 2004 - 2014

Year	The U.S. Virgin Islands	% of Region	% of Globe
2004	0.23	0.01%	0.00%
2005	0.25	0.01%	0.00%
2006	0.26	0.01%	0.00%
2007	0.29	0.01%	0.00%
2008	0.31	0.01%	0.00%
2009	0.33	0.01%	0.00%
2010	0.34	0.01%	0.00%
2011	0.37	0.01%	0.00%
2012	0.39	0.01%	0.00%
2013	0.41	0.01%	0.00%
2014	0.44	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

The U.S. Virgin Islands: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Charlotte Amalie	1,684	0.19	57.58	0.01	0.00
Road Town	1,933	0.04	12.12	0.00	0.00
Frederiksted	1,934	0.04	12.12	0.00	0.00
Christiansted	1,972	0.03	9.09	0.00	0.00
Cruz Bay	2,007	0.02	6.06	0.00	0.00
Spanish Town	2,038	0.01	3.03	0.00	0.00
Total		**0.33**	**100.00**	**0.01**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.25   THE UNITED STATES

Security Software (US$ Million): The United States 2004 - 2014

Year	The United States	% of Region	% of Globe
2004	1,663.62	87.89%	19.35%
2005	1,848.46	88.30%	19.76%
2006	2,075.49	88.75%	20.26%
2007	2,432.53	89.40%	21.13%
2008	2,700.27	89.75%	21.54%
2009	2,970.29	90.05%	21.90%
2010	3,267.32	90.33%	22.25%
2011	3,594.05	90.61%	22.61%
2012	3,953.46	90.89%	22.96%
2013	4,348.80	91.15%	23.32%
2014	4,783.68	91.41%	23.67%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

The United States: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
New York	1	675.69	22.75	20.48	4.98
Los Angeles	3	244.60	8.23	7.42	1.80
Chicago	4	224.84	7.57	6.82	1.66
Houston	11	130.87	4.41	3.97	0.96
Philadelphia	15	116.01	3.91	3.52	0.86
Dallas	20	82.87	2.79	2.51	0.61
San Jose	21	81.92	2.76	2.48	0.60
San Francisco	23	80.64	2.71	2.44	0.59
San Diego	26	78.47	2.64	2.38	0.58
Detroit	27	75.21	2.53	2.28	0.55
Phoenix	28	74.76	2.52	2.27	0.55
San Antonio	36	62.57	2.11	1.90	0.46
Indianapolis	46	53.36	1.80	1.62	0.39
Baltimore	49	49.82	1.68	1.51	0.37
Washington D.C.	51	48.53	1.63	1.47	0.36
Others		890.12	29.97	26.98	6.56
Total		**2970.29**	**100.00**	**90.05**	**21.90**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

7.26 TRINIDAD AND TOBAGO

Security Software (US$ Million): Trinidad and Tobago 2004 - 2014

Year	Trinidad and Tobago	% of Region	% of Globe
2004	3.14	0.17%	0.04%
2005	3.40	0.16%	0.04%
2006	3.71	0.16%	0.04%
2007	4.12	0.15%	0.04%
2008	4.46	0.15%	0.04%
2009	4.81	0.15%	0.04%
2010	5.18	0.14%	0.04%
2011	5.59	0.14%	0.04%
2012	6.02	0.14%	0.03%
2013	6.49	0.14%	0.03%
2014	6.99	0.13%	0.03%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Trinidad and Tobago: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Port-of-Spain	767	2.20	45.67	0.07	0.02
San Fernando	1,009	1.29	26.77	0.04	0.01
Arima	1,075	1.10	22.83	0.03	0.01
Scarborough	1,635	0.23	4.72	0.01	0.00
Total		**4.81**	**100.00**	**0.15**	**0.04**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8 OCEANA

8.1 EXECUTIVE SUMMARY

Market Potential for Security Software in Oceana (US$ Million): 2009

Country	Latent Demand US$ Million	% of Oceana
Australia	159.76	85.16%
New Zealand	23.35	12.45%
Fiji	1.06	0.56%
French Polynesia	0.96	0.51%
New Caledonia	0.65	0.35%
Guam	0.52	0.28%
Western Samoa	0.26	0.14%
The Northern Mariana Island	0.19	0.10%
Tonga	0.18	0.09%
Solomon Islands	0.17	0.09%
Vanuatu	0.16	0.08%
American Samoa	0.11	0.06%
Micronesia Federation	0.06	0.03%
Kiribati	0.05	0.03%
Cook Islands	0.04	0.02%
Palau	0.03	0.01%
Marshall Islands	0.02	0.01%
Wallis and Futuna	0.01	0.01%
Nauru	0.01	0.01%
Norfolk Island	0.01	0.01%
Pacific Islands Trust	0.01	0.00%
Christmas Island	0.01	0.00%
Tuvalu	0.00	0.00%
Niue	0.00	0.00%
Tokelau	0.00	0.00%
Other	0.00	0.00%
Total	**187.60**	**100.00%**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Market Potential for Security Software in Oceana (US$ Million): 2009
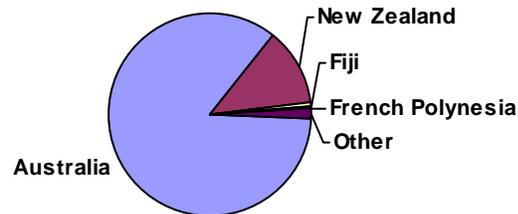
The Market for Security Software in Oceana: 2004 - 2014

Year	US$ Million	% of Globe
2004	127.75	1.49
2005	137.26	1.47
2006	148.19	1.45
2007	163.32	1.42
2008	175.43	1.40
2009	187.60	1.38
2010	200.61	1.37
2011	214.52	1.35
2012	229.40	1.33
2013	245.31	1.32
2014	262.32	1.30

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.2   AMERICAN SAMOA

Security Software (US$ Million): American Samoa 2004 - 2014

Year	American Samoa	% of Region	% of Globe
2004	0.07	0.06%	0.00%
2005	0.08	0.06%	0.00%
2006	0.08	0.06%	0.00%
2007	0.09	0.06%	0.00%
2008	0.10	0.06%	0.00%
2009	0.11	0.06%	0.00%
2010	0.11	0.06%	0.00%
2011	0.12	0.06%	0.00%
2012	0.13	0.06%	0.00%
2013	0.14	0.06%	0.00%
2014	0.14	0.06%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

American Samoa: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Pago Pago	1,947	0.04	33.33	0.02	0.00
Leone	1,996	0.02	22.22	0.01	0.00
Fagatogo	1,997	0.02	22.22	0.01	0.00
Vaitogi	2,030	0.01	11.11	0.01	0.00
Utulei	2,031	0.01	11.11	0.01	0.00
Total		**0.11**	**100.00**	**0.06**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.3   AUSTRALIA

Security Software (US$ Million): Australia 2004 - 2014

Year	Australia	% of Region	% of Globe
2004	108.41	84.86%	1.26%
2005	116.57	84.92%	1.25%
2006	125.94	84.99%	1.23%
2007	138.90	85.05%	1.21%
2008	149.31	85.11%	1.19%
2009	159.76	85.16%	1.18%
2010	170.94	85.21%	1.16%
2011	182.91	85.26%	1.15%
2012	195.71	85.32%	1.14%
2013	209.41	85.37%	1.12%
2014	224.07	85.42%	1.11%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Australia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Sydney	54	46.84	29.32	24.97	0.35
Melbourne	56	46.20	28.92	24.63	0.34
Brisbane	103	29.17	18.26	15.55	0.22
Perth	184	14.72	9.21	7.85	0.11
Adelaide	301	7.51	4.70	4.00	0.06
Canberra	429	5.04	3.15	2.69	0.04
Newcastle	727	2.38	1.49	1.27	0.02
Gold Coast	729	2.37	1.49	1.27	0.02
Hobart	889	1.65	1.03	0.88	0.01
Wollongong	1,055	1.17	0.73	0.62	0.01
Townsville	1,086	1.05	0.66	0.56	0.01
Darwin	1,171	0.88	0.55	0.47	0.01
Geelong	1,224	0.78	0.49	0.41	0.01
Total		**159.76**	**100.00**	**85.16**	**1.18**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.4   CHRISTMAS ISLAND

Security Software (US$ Million): Christmas Island 2004 - 2014

Year	Christmas Island	% of Region	% of Globe
2004	0.01	0.00%	0.00%
2005	0.01	0.00%	0.00%
2006	0.01	0.00%	0.00%
2007	0.01	0.00%	0.00%
2008	0.01	0.00%	0.00%
2009	0.01	0.00%	0.00%
2010	0.01	0.00%	0.00%
2011	0.01	0.00%	0.00%
2012	0.01	0.00%	0.00%
2013	0.01	0.00%	0.00%
2014	0.01	0.00%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Christmas Island: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
The Settlement	2,052	0.01	100.00	0.00	0.00
Total		**0.01**	**100.00**	**0.00**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.5   COOK ISLANDS

Security Software (US$ Million): Cook Islands 2004 - 2014

Year	Cook Islands	% of Region	% of Globe
2004	0.03	0.02%	0.00%
2005	0.03	0.02%	0.00%
2006	0.03	0.02%	0.00%
2007	0.03	0.02%	0.00%
2008	0.04	0.02%	0.00%
2009	0.04	0.02%	0.00%
2010	0.04	0.02%	0.00%
2011	0.04	0.02%	0.00%
2012	0.04	0.02%	0.00%
2013	0.05	0.02%	0.00%
2014	0.05	0.02%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Cook Islands: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Avarua	1,939	0.04	100.00	0.02	0.00
Total		**0.04**	**100.00**	**0.02**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.6   FIJI

Security Software (US$ Million): Fiji 2004 - 2014

Year	Fiji	% of Region	% of Globe
2004	0.72	0.56%	0.01%
2005	0.77	0.56%	0.01%
2006	0.84	0.56%	0.01%
2007	0.92	0.56%	0.01%
2008	0.99	0.56%	0.01%
2009	1.06	0.56%	0.01%
2010	1.13	0.56%	0.01%
2011	1.21	0.56%	0.01%
2012	1.29	0.56%	0.01%
2013	1.38	0.56%	0.01%
2014	1.48	0.56%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Fiji: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Suva	1,127	0.96	90.91	0.51	0.01
Nadi	1,821	0.10	9.09	0.05	0.00
Total		**1.06**	**100.00**	**0.56**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.7   FRENCH POLYNESIA

Security Software (US$ Million): French Polynesia 2004 - 2014

Year	French Polynesia	% of Region	% of Globe
2004	0.63	0.49%	0.01%
2005	0.68	0.50%	0.01%
2006	0.74	0.50%	0.01%
2007	0.82	0.51%	0.01%
2008	0.89	0.51%	0.01%
2009	0.96	0.51%	0.01%
2010	1.03	0.51%	0.01%
2011	1.11	0.52%	0.01%
2012	1.19	0.52%	0.01%
2013	1.28	0.52%	0.01%
2014	1.38	0.53%	0.01%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

French Polynesia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Papeete	1,417	0.50	52.17	0.27	0.00
Mahina	1,662	0.21	21.74	0.11	0.00
Papara	1,764	0.13	13.04	0.07	0.00
Mataiea	1,873	0.06	6.52	0.03	0.00
Afareaitu	1,924	0.04	4.35	0.02	0.00
Teahupoo	2,004	0.02	2.17	0.01	0.00
Total		**0.96**	**100.00**	**0.51**	**0.01**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.8   GUAM

Security Software (US$ Million): Guam 2004 - 2014

Year	Guam	% of Region	% of Globe
2004	0.36	0.28%	0.00%
2005	0.39	0.28%	0.00%
2006	0.42	0.28%	0.00%
2007	0.46	0.28%	0.00%
2008	0.49	0.28%	0.00%
2009	0.52	0.28%	0.00%
2010	0.55	0.28%	0.00%
2011	0.59	0.27%	0.00%
2012	0.63	0.27%	0.00%
2013	0.67	0.27%	0.00%
2014	0.71	0.27%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Guam: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Dededo	1,598	0.26	49.80	0.14	0.00
Tamuning	1,750	0.14	26.17	0.07	0.00
Santa Rita	1,819	0.10	18.61	0.05	0.00
Talofofo	2,009	0.02	3.63	0.01	0.00
Agana	2,041	0.01	1.79	0.00	0.00
Total		**0.52**	**100.00**	**0.28**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.9   KIRIBATI

Security Software (US$ Million): Kiribati 2004 - 2014

Year	Kiribati	% of Region	% of Globe
2004	0.04	0.03%	0.00%
2005	0.04	0.03%	0.00%
2006	0.04	0.03%	0.00%
2007	0.04	0.03%	0.00%
2008	0.05	0.03%	0.00%
2009	0.05	0.03%	0.00%
2010	0.05	0.03%	0.00%
2011	0.05	0.03%	0.00%
2012	0.06	0.02%	0.00%
2013	0.06	0.02%	0.00%
2014	0.06	0.02%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Kiribati: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Tarawa	1,903	0.05	100.00	0.03	0.00
Total		**0.05**	**100.00**	**0.03**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.10   MARSHALL ISLANDS

Security Software (US$ Million): Marshall Islands 2004 - 2014

Year	Marshall Islands	% of Region	% of Globe
2004	0.02	0.01%	0.00%
2005	0.02	0.01%	0.00%
2006	0.02	0.01%	0.00%
2007	0.02	0.01%	0.00%
2008	0.02	0.01%	0.00%
2009	0.02	0.01%	0.00%
2010	0.03	0.01%	0.00%
2011	0.03	0.01%	0.00%
2012	0.03	0.01%	0.00%
2013	0.03	0.01%	0.00%
2014	0.03	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Marshall Islands: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Majuro	1,995	0.02	100.00	0.01	0.00
Total		**0.02**	**100.00**	**0.01**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.11   MICRONESIA FEDERATION

Security Software (US$ Million): Micronesia Federation 2004 - 2014

Year	Micronesia Federation	% of Region	% of Globe
2004	0.04	0.03%	0.00%
2005	0.04	0.03%	0.00%
2006	0.05	0.03%	0.00%
2007	0.05	0.03%	0.00%
2008	0.05	0.03%	0.00%
2009	0.06	0.03%	0.00%
2010	0.06	0.03%	0.00%
2011	0.06	0.03%	0.00%
2012	0.07	0.03%	0.00%
2013	0.07	0.03%	0.00%
2014	0.07	0.03%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Micronesia Federation: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Palikir	1,884	0.06	100.00	0.03	0.00
Total		**0.06**	**100.00**	**0.03**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.12   NAURU

Security Software (US$ Million): Nauru 2004 - 2014

Year	Nauru	% of Region	% of Globe
2004	0.01	0.01%	0.00%
2005	0.01	0.01%	0.00%
2006	0.01	0.01%	0.00%
2007	0.01	0.01%	0.00%
2008	0.01	0.01%	0.00%
2009	0.01	0.01%	0.00%
2010	0.01	0.01%	0.00%
2011	0.01	0.01%	0.00%
2012	0.02	0.01%	0.00%
2013	0.02	0.01%	0.00%
2014	0.02	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Nauru: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Yaren	2,026	0.01	100.00	0.01	0.00
Total		**0.01**	**100.00**	**0.01**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.13   NEW CALEDONIA

Security Software (US$ Million): New Caledonia 2004 - 2014

Year	New Caledonia	% of Region	% of Globe
2004	0.46	0.36%	0.01%
2005	0.49	0.36%	0.01%
2006	0.52	0.35%	0.01%
2007	0.58	0.35%	0.00%
2008	0.61	0.35%	0.00%
2009	0.65	0.35%	0.00%
2010	0.70	0.35%	0.00%
2011	0.74	0.35%	0.00%
2012	0.79	0.34%	0.00%
2013	0.84	0.34%	0.00%
2014	0.90	0.34%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

New Caledonia: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Noumea	1,414	0.50	76.74	0.27	0.00
Dumbea	1,910	0.05	6.98	0.02	0.00
Bourail	1,967	0.03	4.65	0.02	0.00
Canala	1,968	0.03	4.65	0.02	0.00
Thio	1,999	0.02	3.49	0.01	0.00
Hienghene	2,020	0.02	2.33	0.01	0.00
Houailu	2,054	0.01	1.16	0.00	0.00
Total		**0.65**	**100.00**	**0.35**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.14   NEW ZEALAND

Security Software (US$ Million): New Zealand 2004 - 2014

Year	New Zealand	% of Region	% of Globe
2004	16.27	12.73%	0.19%
2005	17.40	12.67%	0.19%
2006	18.69	12.61%	0.18%
2007	20.50	12.55%	0.18%
2008	21.92	12.50%	0.17%
2009	23.35	12.45%	0.17%
2010	24.87	12.40%	0.17%
2011	26.48	12.34%	0.17%
2012	28.20	12.29%	0.16%
2013	30.04	12.24%	0.16%
2014	31.99	12.19%	0.16%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

New Zealand: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Auckland	259	8.87	38.01	4.73	0.07
Wellington	636	2.99	12.80	1.59	0.02
Christchurch	648	2.91	12.46	1.55	0.02
Hamilton	965	1.41	6.06	0.75	0.01
Napier-Hastings	1,100	1.01	4.32	0.54	0.01
Dunedin	1,107	0.99	4.25	0.53	0.01
Waitemata	1,161	0.90	3.87	0.48	0.01
Tauranga	1,256	0.74	3.15	0.39	0.01
Palmerston North	1,300	0.66	2.83	0.35	0.00
Rotorua	1,433	0.47	2.03	0.25	0.00
Nelson	1,445	0.45	1.94	0.24	0.00
Invercargill	1,449	0.44	1.89	0.24	0.00
New Plymouth	1,451	0.44	1.87	0.23	0.00
Whangarei	1,479	0.39	1.69	0.21	0.00
Wanganui	1,497	0.37	1.57	0.20	0.00
Others		0.29	1.25	0.16	0.00
Total		**23.35**	**100.00**	**12.45**	**0.17**

8.15 NIUE

Security Software (US$ Million): Niue 2004 - 2014

Year	Niue	% of Region	% of Globe
2004	0.00	0.00%	0.00%
2005	0.00	0.00%	0.00%
2006	0.00	0.00%	0.00%
2007	0.00	0.00%	0.00%
2008	0.00	0.00%	0.00%
2009	0.00	0.00%	0.00%
2010	0.00	0.00%	0.00%
2011	0.00	0.00%	0.00%
2012	0.00	0.00%	0.00%
2013	0.00	0.00%	0.00%
2014	0.00	0.00%	0.00%

Niue: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Alofi	2,076	0.00	100.00	0.00	0.00
Total		**0.00**	**100.00**	**0.00**	**0.00**

8.16   NORFOLK ISLAND

Security Software (US$ Million): Norfolk Island 2004 - 2014

Year	Norfolk Island	% of Region	% of Globe
2004	0.01	0.01%	0.00%
2005	0.01	0.01%	0.00%
2006	0.01	0.01%	0.00%
2007	0.01	0.01%	0.00%
2008	0.01	0.01%	0.00%
2009	0.01	0.01%	0.00%
2010	0.01	0.01%	0.00%
2011	0.01	0.01%	0.00%
2012	0.01	0.01%	0.00%
2013	0.01	0.01%	0.00%
2014	0.02	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Norfolk Island: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Kingston	2,034	0.01	100.00	0.01	0.00
Total		**0.01**	**100.00**	**0.01**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.17   PALAU

Security Software (US$ Million): Palau 2004 - 2014

Year	Palau	% of Region	% of Globe
2004	0.02	0.01%	0.00%
2005	0.02	0.01%	0.00%
2006	0.02	0.01%	0.00%
2007	0.02	0.01%	0.00%
2008	0.02	0.01%	0.00%
2009	0.03	0.01%	0.00%
2010	0.03	0.01%	0.00%
2011	0.03	0.01%	0.00%
2012	0.03	0.01%	0.00%
2013	0.04	0.01%	0.00%
2014	0.04	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Palau: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Koror	1,987	0.03	100.00	0.01	0.00
Total		0.03	100.00	0.01	0.00

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.18   SOLOMON ISLANDS

Security Software (US$ Million): Solomon Islands 2004 - 2014

Year	Solomon Islands	% of Region	% of Globe
2004	0.11	0.09%	0.00%
2005	0.12	0.09%	0.00%
2006	0.13	0.09%	0.00%
2007	0.14	0.09%	0.00%
2008	0.16	0.09%	0.00%
2009	0.17	0.09%	0.00%
2010	0.18	0.09%	0.00%
2011	0.19	0.09%	0.00%
2012	0.21	0.09%	0.00%
2013	0.22	0.09%	0.00%
2014	0.24	0.09%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Solomon Islands: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Honiara	1,710	0.17	100.00	0.09	0.00
Total		0.17	100.00	0.09	0.00

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.19   THE NORTHERN MARIANA ISLAND

Security Software (US$ Million): The Northern Mariana Island 2004 - 2014

Year	The Northern Mariana Island	% of Region	% of Globe
2004	0.13	0.10%	0.00%
2005	0.14	0.10%	0.00%
2006	0.15	0.10%	0.00%
2007	0.16	0.10%	0.00%
2008	0.18	0.10%	0.00%
2009	0.19	0.10%	0.00%
2010	0.20	0.10%	0.00%
2011	0.21	0.10%	0.00%
2012	0.23	0.10%	0.00%
2013	0.24	0.10%	0.00%
2014	0.26	0.10%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

The Northern Mariana Island: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Saipan	1,688	0.19	100.00	0.10	0.00
Total		**0.19**	**100.00**	**0.10**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.20   TOKELAU

Security Software (US$ Million): Tokelau 2004 - 2014

Year	Tokelau	% of Region	% of Globe
2004	0.00	0.00%	0.00%
2005	0.00	0.00%	0.00%
2006	0.00	0.00%	0.00%
2007	0.00	0.00%	0.00%
2008	0.00	0.00%	0.00%
2009	0.00	0.00%	0.00%
2010	0.00	0.00%	0.00%
2011	0.00	0.00%	0.00%
2012	0.00	0.00%	0.00%
2013	0.00	0.00%	0.00%
2014	0.00	0.00%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Tokelau: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Tokelau	2,077	0.00	100.00	0.00	0.00
Total		**0.00**	**100.00**	**0.00**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.21   TONGA

Security Software (US$ Million): Tonga 2004 - 2014

Year	Tonga	% of Region	% of Globe
2004	0.14	0.11%	0.00%
2005	0.15	0.11%	0.00%
2006	0.15	0.10%	0.00%
2007	0.16	0.10%	0.00%
2008	0.17	0.10%	0.00%
2009	0.18	0.09%	0.00%
2010	0.18	0.09%	0.00%
2011	0.19	0.09%	0.00%
2012	0.20	0.09%	0.00%
2013	0.21	0.08%	0.00%
2014	0.22	0.08%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Tonga: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Nuku'alofa	1,699	0.18	100.00	0.09	0.00
Total		**0.18**	**100.00**	**0.09**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.22   TUVALU

Security Software (US$ Million): Tuvalu 2004 - 2014

Year	Tuvalu	% of Region	% of Globe
2004	0.00	0.00%	0.00%
2005	0.00	0.00%	0.00%
2006	0.00	0.00%	0.00%
2007	0.00	0.00%	0.00%
2008	0.00	0.00%	0.00%
2009	0.00	0.00%	0.00%
2010	0.00	0.00%	0.00%
2011	0.00	0.00%	0.00%
2012	0.00	0.00%	0.00%
2013	0.00	0.00%	0.00%
2014	0.00	0.00%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Tuvalu: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Funafuti	2,072	0.00	100.00	0.00	0.00
Total		0.00	100.00	0.00	0.00

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.23   VANUATU

Security Software (US$ Million): Vanuatu 2004 - 2014

Year	Vanuatu	% of Region	% of Globe
2004	0.10	0.08%	0.00%
2005	0.11	0.08%	0.00%
2006	0.12	0.08%	0.00%
2007	0.13	0.08%	0.00%
2008	0.14	0.08%	0.00%
2009	0.16	0.08%	0.00%
2010	0.17	0.08%	0.00%
2011	0.18	0.09%	0.00%
2012	0.20	0.09%	0.00%
2013	0.22	0.09%	0.00%
2014	0.23	0.09%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Vanuatu: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Port Vila	1,723	0.16	100.00	0.08	0.00
Total		**0.16**	**100.00**	**0.08**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.24   WALLIS AND FUTUNA

Security Software (US$ Million): Wallis and Futuna 2004 - 2014

Year	Wallis and Futuna	% of Region	% of Globe
2004	0.01	0.01%	0.00%
2005	0.01	0.01%	0.00%
2006	0.01	0.01%	0.00%
2007	0.01	0.01%	0.00%
2008	0.01	0.01%	0.00%
2009	0.01	0.01%	0.00%
2010	0.01	0.01%	0.00%
2011	0.01	0.01%	0.00%
2012	0.02	0.01%	0.00%
2013	0.02	0.01%	0.00%
2014	0.02	0.01%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Wallis and Futuna: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Mata-Utu	2,025	0.01	100.00	0.01	0.00
Total		**0.01**	**100.00**	**0.01**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

8.25   WESTERN SAMOA

Security Software (US$ Million): Western Samoa 2004 - 2014

Year	Western Samoa	% of Region	% of Globe
2004	0.17	0.13%	0.00%
2005	0.18	0.13%	0.00%
2006	0.20	0.13%	0.00%
2007	0.22	0.13%	0.00%
2008	0.24	0.14%	0.00%
2009	0.26	0.14%	0.00%
2010	0.28	0.14%	0.00%
2011	0.30	0.14%	0.00%
2012	0.32	0.14%	0.00%
2013	0.34	0.14%	0.00%
2014	0.37	0.14%	0.00%

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

Western Samoa: Security Software in 2009, US$ Million

City	World Rank	US $ mln	%Country	%Region	%World
Apia	1,600	0.26	100.00	0.14	0.00
Total		**0.26**	**100.00**	**0.14**	**0.00**

Source: Philip M. Parker, INSEAD, copyright 2008, www.icongrouponline.com

9   DISCLAIMERS, WARRANTEES, AND USER AGREEMENT PROVISIONS

9.1   DISCLAIMERS & SAFE HARBOR

Summary Disclaimer. This publication ("Report") does not constitute legal, valuation, tax, or financial consulting advice. Nor is it a statement on the performance, management capability or future potential (good or bad) of the company(ies), industry(ies), product(s), region(s), city(ies) or country(ies) discussed. It is offered as an information service to clients, associates, and academicians. Those interested in specific guidance for legal, strategic, and/or financial or accounting matters should seek competent professional assistance from their own advisors.

Information was furnished to Icon Group International, Inc. ("Icon Group"), and its subsidiaries, by its internal researchers and/or extracted from public filings, or sources available within the public domain, including other information providers (e.g. EDGAR filings, national organizations and international organizations). Icon Group does not promise or warrant that we will obtain information from any particular independent source. Published regularly by Icon Group, this and similar reports provide analysis on cities, countries, industries, and/or foreign and domestic companies which may or may not be publicly traded. Icon Group reports are used by various companies and persons including consulting firms, investment officers, pension fund managers, registered representatives, and other financial service professionals. Any commentary, observations or discussion by Icon Group about a country, city, region, industry or company does not constitute a recommendation to buy or sell company shares or make investment decisions. Further, the financial condition or outlook for each industry, city, country, or company may change after the date of the publication, and Icon Group does not warrant, promise or represent that it will provide report users with notice of that change, nor will Icon Group promise updates on the information presented.

Safe Harbor for Forward-Looking Statements. Icon Group reports, including the present report, make numerous forward-looking statements which should be treated as such. Forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Reform Act of 1995, and similar local laws. Forward-looking statements involve known and unknown risks and uncertainties, which may cause a company's, city's, country's or industry's actual results or outlook in future periods to differ materially from those forecasted. These risks and uncertainties include, among other things, product price volatility, exchange rate volatility, regulation volatility, product demand volatility, data inaccuracies, computer- or software-generated calculation inaccuracies, market competition, changes in management style, changes in corporate strategy, and risks inherent in international and corporate operations. Forward-looking statements can be identified in statements by the fact that they do not relate strictly to historical or current facts. They use words such as "anticipate," "estimate," "expect," "project," "intend," "plan," "feel", "think", "hear," "guess," "forecast," "believe," and other words and terms of similar meaning in connection with any discussion of future operating, economic or financial performance. This equally applies to all statements relating to an industry, city, country, region, economic variable or company financial situation. Icon Group recommends that the reader follow the advice of Nancy M. Smith, Director of SEC's Office of Investor Education and Assistance, who has been quoted to say, "Never, ever, make an investment based solely on what you read in an online newsletter or Internet bulletin board, especially if the investment involves a small, thinly-traded company that isn't well known … Assume that the information about these companies is not trustworthy unless you can prove otherwise through your own independent research." Similar recommendations apply to decisions relating to industry studies, product category studies, corporate strategies discussions and country evaluations. In the case of Icon Group reports, many factors can affect the actual outcome of the period discussed, including exchange rate volatility, changes in accounting standards, the lack of oversight or comparability in accounting standards, changes in economic conditions, changes in competition, changes in the global economy, changes in source data quality, changes in reported data quality, changes in methodology and similar factors.

Information Accuracy. Although the statements in this report are derived from or based upon various information sources and/or econometric models that Icon Group believes to be reliable, we do not guarantee their accuracy, reliability, quality, and any such information, or resulting analyses, may be incomplete, rounded, inaccurate or condensed. All estimates included in this report are subject to change without notice. This report is for informational purposes only and is not

intended as a recommendation to invest in a city, country, industry or product area, or an offer or solicitation with respect to the purchase or sale of a security, stock, or financial instrument. This report does not take into account the investment objectives, financial situation or particular needs of any particular person or legal entity. With respect to any specific company, city, country, region, or industry that might be discussed in this report, investors should obtain individual financial advice based on their own particular circumstances before making an investment decision on the basis of the information in this report. Investing in either U.S. or non-U.S. securities or markets entails inherent risks. In addition, exchange rate movements may have an effect on the reliability of the estimates provided in this report. Icon Group is not a registered Investment Adviser or a Broker/Dealer.

9.2   ICON   GROUP   INTERNATIONAL,   INC.   USER AGREEMENT PROVISIONS

Ownership. User agrees that Icon Group International, Inc. ("Icon Group") and its subsidiaries retain all rights, title and interests, including copyright and other proprietary rights, in this report and all material, including but not limited to text, images, and other multimedia data, provided or made available as part of this report ("Report").

Restrictions on Use. User agrees that it will not copy nor license, sell, transfer, make available or otherwise distribute the Report to any entity or person, except that User may (a) make available to its employees electronic copies of Report, (b) allow its employees to store, manipulate, and reformat Report, and (c) allow its employees to make paper copies of Report, provided that such electronic and paper copies are used solely internally and are not distributed to any third parties. In all cases the User agrees to fully inform and distribute to other internal users all discussions covering the methodology of this Report and the disclaimers and caveats associated with this Report. User shall use its best efforts to stop any unauthorized copying or distribution immediately after such unauthorized use becomes known. The provisions of this paragraph are for the benefit of Icon Group and its information resellers, each of which shall have the right to enforce its rights hereunder directly and on its own behalf.

No Warranty. The Report is provided on an "AS IS" basis. ICON GROUP DISCLAIMS ANY AND ALL WARRANTIES, INCLUDING BUT NOT LIMITED TO THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, RELATING TO THIS AGREEMENT, PERFORMANCE UNDER THIS AGREEMENT, THE REPORT. Icon Group makes no warranties regarding the completeness, accuracy or availability of the Report.

Limitation of Liability. In no event shall Icon Group, its employees or its agent, resellers and distributors be liable to User or any other person or entity for any direct, indirect, special, exemplary, punitive, or consequential damages, including lost profits, based on breach of warranty, contract, negligence, strict liability or otherwise, arising from the use of the report or under this Agreement or any performance under this Agreement, whether or not they or it had any knowledge, actual or constructive, that such damages might be incurred.

Indemnification. User shall indemnify and hold harmless Icon Group and its resellers, distributors and information providers against any claim, damages, loss, liability or expense arising out of User's use of the Report in any way contrary to this Agreement.

Sources: This report was prepared from a variety of sources including excerpts from documents and official reports or databases published by the World Bank, the U.S. Department of Commerce, the U.S. State Department, various national agencies, the International Monetary Fund, the Central Intelligence Agency, and Icon Group International, Inc.

E N D