

Part 15 Devices

Summary Table -- Consumer Data

Current Installed Base

Number of US Households (Millions) 107

| Product | Penetration | Number per HHD | Total Installed Base (millions) |
|--------------------------------|-------------|----------------|---------------------------------|
| Cordless Phones | 81.0% | 1.50 | 130.01 |
| Garage Door Openers | 40.8% | 1.29 | 56.26 |
| Wireless Routers | NA | NA | 1.14 |
| Remote control toys | 19.5% | 2.61 | 54.57 |
| Toy walkie-talkies (not FRS) | 15.1% | 1.85 | 29.81 |
| Baby monitors | 10.5% | 1.38 | 15.52 |
| Home security systems | 18.0% | 1.10 | 21.21 |
| Keyless entry systems for cars | 26.5% | 1.40 | 39.71 |

Approximate total installed base of Part 15 devices* (mill)

348.23

*Based only on the products captured in the table.

This is more than one per U.S. citizen.

Expected Value of Market in 2002

| Product | Projected Revenue (mill) |
|----------------------|--------------------------|
| Cordless Phones | \$ 1,653 |
| Vehicle Security | \$ 265 |
| Wireless Networking* | \$ 271 |
| Total | \$ 2,189 |

*Just includes sales to consumers.

Part 15 Device Data

Compiled by The Consumer Electronics Association

FastFacts Product:Cordless Telephones

Description: Factory sales of cordless telephones including

Units: Thousands of Units

Dollars: Millions of Dollars

| Year | Units | Dollars | Avg. Price | HH % |
|------|--------|---------|------------|--------|
| 1980 | 500 | \$54 | \$108.00 | 0.00% |
| 1981 | 1,150 | \$125 | \$108.70 | 2.00% |
| 1982 | 2,200 | \$200 | \$90.91 | 4.00% |
| 1983 | 4,700 | \$400 | \$85.11 | 7.00% |
| 1984 | 6,300 | \$460 | \$73.02 | 9.00% |
| 1985 | 4,000 | \$280 | \$70.00 | 11.00% |
| 1986 | 4,100 | \$295 | \$71.95 | 14.00% |
| 1987 | 6,400 | \$435 | \$67.97 | 16.00% |
| 1988 | 8,200 | \$681 | \$83.05 | 18.00% |
| 1989 | 10,000 | \$830 | \$83.00 | 23.00% |
| 1990 | 10,148 | \$842 | \$82.97 | 28.00% |
| 1991 | 13,232 | \$1,125 | \$85.02 | 36.00% |
| 1992 | 14,944 | \$1,091 | \$73.01 | 45.00% |
| 1993 | 16,183 | \$1,046 | \$64.64 | 46.00% |
| 1994 | 16,772 | \$1,106 | \$65.94 | 51.00% |
| 1995 | 19,510 | \$1,141 | \$58.48 | 55.00% |
| 1996 | 20,555 | \$1,176 | \$57.21 | 64.00% |
| 1997 | 28,156 | \$1,672 | \$59.38 | 68.00% |
| 1998 | 31,261 | \$1,745 | \$55.82 | 73.00% |
| 1999 | 39,654 | \$1,808 | \$45.59 | 78.00% |
| 2000 | 35,090 | \$1,307 | \$37.25 | 80.00% |
| 2001 | 35,932 | \$1,358 | \$37.79 | 81.00% |

Source: eBrain Market Research

FastFacts Product:Aftermarket Vehicle Security

Description: Aftermarket factory sales of vehicle security devices, keyless entry systems, and vehicle tracking systems sold separately from a vehicle.

Dollars: Millions of Dollars

| Year | Dollars |
|------|---------|
| 1990 | \$100 |
| 1991 | \$110 |
| 1992 | \$126 |
| 1993 | \$131 |
| 1994 | \$161 |
| 1995 | \$142 |
| 1996 | \$165 |
| 1997 | \$210 |
| 1998 | \$213 |
| 1999 | \$205 |
| 2000 | \$218 |
| 2001 | \$266 |

Source: eBrain Market Research

Wireless Networking

| Quarter | Unit Vol. | Dollars |
|---------|-----------|--------------|
| 1QTR00 | 11,094 | \$1,741,697 |
| 2QTR00 | 13,309 | \$2,055,892 |
| 3QTR00 | 21,655 | \$2,974,424 |
| 4QTR00 | 29,196 | \$4,062,196 |
| 1QTR01 | 59,790 | \$7,635,231 |
| 2QTR01 | 70,257 | \$10,668,660 |
| 3QTR01 | 112,581 | \$18,768,350 |
| 4QTR01 | 200,463 | \$32,741,250 |
| 1QTR02 | 275,395 | \$42,609,220 |
| 2QTR02 | 320,625 | \$46,701,920 |

Source: NPD Techworld
Represents just sales through retail.

US Hardware Units & Revs

| | <u>2001</u> | <u>2006</u> |
|---|-------------|-------------|
| Total WLAN Hardware Units (in thousands) | 6,249 | 37,479 |
| WLAN Hardware Revs (in millions) | \$1,252 | \$2,360 |

Source: Instat
Represents all sales, including B2B and B2C.

Market Facts IMR 2002 Ownership Survey

| | Incidence % | Ave. No. Owned |
|--------------------------------|-------------|-------------------|
| Garage Door Openers | 40.76 | 1.29 |
| remotes for GDO's | 38.36 | 1.93 |
| Remote control toys | 19.54 | 2.61 |
| Toy walkie-talkies (not FRS) | 15.06 | 1.85 |
| Baby monitors | 10.51 | 1.38 |
| Home security systems | 18.02 | 1.1 |
| Keyless entry systems for cars | 26.51 | 1.4 |

Source: Market Facts/IMR

Part 15 Manufacturer Listing

Cordless Phones

AT&T
General Electric
Panasonic
Uniden
Vtech
Advance American Telephones
Conair
Siemens
Sony Electronics
Southwestern Bell
Thomson Consumer Electronics
Northwestern Bell

Garage Door Openers

Allstar
Carper
Chamberlain/Liftmaster
Clicker
Genie
Hedloff
Linear
Moore-o-Matic
Multicode
Sky-Link
Stanley
Tec-Key

Wireless Networking

Linksys
Dlink
Motorola
Toshiba
Belkin
Netgear
Proxim
Siemens
SOHOware
U.S. Robotics

Remote Control Toys

Tyco
Megatech
Wow Wee
Spin Master Toys
Hasbro Toy
Toymax
Jasman
Mattel

Equity Marketing, Inc.
Trendmasters
Manley
FastLane
Nikko
Toy Zone

Baby Monitors

Fisher Price
Graco
Safety 1st
Evenflo
The First Years
Unisar, Inc.
Philips Consumer Electronics

Vehicle Security

Code Alarm, Inc.
Crime Guard
Bridgwater
Brant Car Alarms
Cobra
Directed Electronics, Inc.

Walkie Talkie

DSI Toys
Manley
MGA Entertainment
KIDdesigns, Inc.
P A Distrobution
Toys R Us

Viper
Harrison Electronic Systems
Powerlock Car Alarms

Wireless Headphones

Sony
Advent
Sennheiser
Acoustic Research
Jensen

Binney & Smith
Columbia Telecommunications Group

Wireless Speakers

Advent
RCA
Sony
Emerson