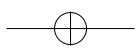
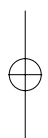
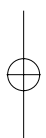
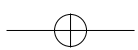




The Economic Impact of IT,  
Software, and The Microsoft Ecosystem on  
**The European Union, Croatia, Norway,  
and Switzerland**

**June 2006**

**Appendix**



# European Union + Norway, Switzerland, Croatia

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$M, Constant)</b>												
IT Hardware	\$151.918	\$146.976	\$127.953	\$114.607	\$118.609	\$128.265	\$137.686	\$149.259	\$159.446	\$166.574	-6.0%	7.0%
Software	\$57.985	\$59.096	\$59.157	\$61.156	\$64.753	\$68.685	\$72.972	\$77.494	\$82.028	\$86.580	2.8%	6.0%
IT Services	\$131.292	\$143.012	\$143.911	\$142.743	\$147.805	\$153.216	\$160.910	\$169.468	\$178.819	\$188.056	3.0%	4.9%
Total IT	\$341.195	\$349.083	\$331.021	\$318.507	\$331.167	\$350.166	\$371.567	\$396.220	\$420.293	\$441.210	-0.7%	5.9%
GDP (US\$B)	\$12.677	\$12.921	\$13.077	\$13.234	\$13.546	\$13.766	\$14.055	\$14.372	\$14.693	\$14.994		
IT/GDP (%)	2.69%	2.70%	2.53%	2.41%	2.44%	2.54%	2.64%	2.76%	2.86%	2.94%		
IT Tax Revenues (US\$M)	\$264.678	\$270.548	\$275.122	\$274.895	\$284.212	\$298.357	\$315.522	\$333.622	\$352.769	\$370.444		
IT Tax Revenues % of GDP	2.09%	2.09%	2.10%	2.08%	2.10%	2.17%	2.24%	2.32%	2.40%	2.47%		
Software-Related Tax Revenues (US\$M)	\$175.239	\$179.895	\$196.552	\$172.656	\$181.530	\$192.671	\$204.459	\$216.947	\$229.848	\$243.820		
<b># of Companies</b>												
IT Hardware	5.562	5.534	5.490	5.355	5.403	5.547	5.672	5.806	5.923	6.008	-0.7%	2.1%
Software	19.316	19.482	19.606	19.806	20.078	20.487	20.870	21.256	21.626	21.988	1.0%	1.8%
IT Services	72.052	74.319	75.132	75.177	75.796	76.778	77.939	79.191	80.537	81.825	1.3%	1.5%
Channels	284.600	287.374	287.724	285.419	289.107	294.615	300.356	306.596	312.389	317.218	0.4%	1.9%
Total # of IT Companies	381.531	386.709	387.952	385.757	390.384	397.427	404.837	412.849	420.475	427.039	0.6%	1.8%
<b># of Employees</b>												
IT Hardware	344.175	340.993	332.472	324.049	328.173	345.583	362.825	383.338	402.234	415.241	-1.2%	4.8%
Software Vendors	227.924	232.272	235.503	238.611	244.473	255.090	266.427	278.174	290.588	303.054	1.8%	4.4%
Services	1.133.283	1.149.905	1.168.428	1.170.654	1.186.148	1.215.320	1.256.489	1.301.859	1.354.135	1.404.889	1.1%	3.4%
Channels	1.003.406	1.022.674	1.029.216	1.021.882	1.040.567	1.093.037	1.145.484	1.204.681	1.263.825	1.311.992	0.9%	4.7%
IT Professionals	4.463.092	4.588.290	4.699.327	4.714.735	4.799.045	4.987.691	5.202.513	5.437.141	5.687.521	5.917.775	1.8%	4.3%
Total # of Employees	7,171,879	7,334,133	7,464,945	7,469,931	7,598,405	7,896,721	8,233,738	8,605,193	8,998,303	9,352,951	1.5%	4.2%
Software-Related Services and Channels	912.333	938.648	1,039,700	1,153,973	1,192,091	1,252,496	1,309,884	1,372,171	1,439,239	1,516,279	6.9%	4.9%
Other Services and Channels	1,224,356	1,233,930	1,157,943	1,038,563	1,034,624	1,055,862	1,092,089	1,134,369	1,178,721	1,200,602	-4.1%	3.0%
Software-Related IT Professionals	2,816,732	2,892,974	3,169,046	2,517,179	2,607,761	2,741,988	2,869,927	3,012,790	3,155,898	3,310,638	-1.9%	4.9%
Other IT Professionals	1,646,360	1,695,316	1,530,281	2,197,556	2,191,284	2,245,703	2,332,586	2,424,351	2,531,623	2,607,137	7.4%	3.5%
Total Software Employees	3,956,989	4,063,894	4,444,249	3,909,763	4,044,324	4,249,574	4,446,238	4,663,134	4,885,725	5,129,971	0.5%	4.9%
Total # of IT Employees	7,171,879	7,334,133	7,464,945	7,469,931	7,598,405	7,896,721	8,233,738	8,605,193	8,998,303	9,352,951	1.5%	4.2%

Source: IDC, 2006.

# European Union

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$M, Constant)</b>												
IT Hardware	\$143.145	\$138.488	\$120.904	\$108.189	\$112.128	\$121.239	\$130.388	\$141.535	\$151.318	\$158.119	-5.9%	7.1%
Software	\$54.382	\$55.425	\$55.516	\$57.414	\$60.801	\$64.501	\$68.527	\$72.783	\$77.043	\$81.324	2.8%	6.0%
IT Services	\$124.469	\$135.622	\$136.442	\$135.116	\$139.904	\$144.979	\$152.220	\$160.293	\$169.150	\$177.887	3.0%	4.9%
Total IT	\$321.996	\$329.535	\$312.862	\$300.719	\$312.833	\$330.718	\$351.135	\$374.610	\$397.511	\$417.330	-0.7%	5.9%
GDP (US\$B)	\$12.077	\$12.310	\$12.461	\$12.615	\$12.912	\$13.118	\$13.391	\$13.693	\$13.999	\$14.286		
IT/GDP (%)	2.67%	2.68%	2.51%	2.38%	2.42%	2.52%	2.62%	2.74%	2.84%	2.92%		
IT Tax Revenues (US\$M)	\$249.653	\$254.968	\$259.128	\$258.984	\$267.765	\$280.878	\$297.143	\$314.163	\$332.236	\$348.793		
IT Tax Revenues % of GDP	2.07%	2.07%	2.08%	2.05%	2.07%	2.14%	2.22%	2.29%	2.37%	2.44%		
Software-Related Tax Revenues (US\$M)	\$167.845	\$171.711	\$186.672	\$160.533	\$168.518	\$178.850	\$189.695	\$201.354	\$213.357	\$226.353		
<b># of Companies</b>												
IT Hardware	4,922	4,899	4,858	4,739	4,787	4,916	5,033	5,156	5,263	5,340	-0.7%	2.2%
Software	18,077	18,221	18,309	18,499	18,748	19,132	19,488	19,848	20,193	20,531	0.9%	1.8%
IT Services	66,871	68,920	69,503	69,512	70,072	70,980	72,046	73,200	74,450	75,644	1.2%	1.5%
Channels	268.465	270.988	271.049	268.824	272.363	277.540	282.996	288.922	294.415	298.976	0.4%	1.9%
Total # of IT Companies	358.336	363.028	363.719	361.574	365.970	372.568	379.563	387.126	394.321	400.491	0.5%	1.8%
<b># of Employees</b>												
IT Hardware	308.338	305.820	297.849	291.476	295.531	311.086	327.361	346.456	363.933	375.792	-1.1%	4.9%
Software Vendors	207.500	211.474	213.731	216.449	221.782	231.428	241.716	252.411	263.700	275.064	1.7%	4.4%
Services	1,012.845	1,021.537	1,031.311	1,031.912	1,045.451	1,070.389	1,106.027	1,145.591	1,191.661	1,236.228	0.8%	3.4%
Channels	899.397	916.678	920.109	915.654	933.373	980.535	1,028.974	1,083.341	1,137.531	1,181.331	0.9%	4.8%
IT Professionals	4,098.496	4,209.508	4,317.197	4,333.147	4,412.053	4,585.816	4,785.325	5,003.204	5,235.867	5,449.163	1.9%	4.3%
Total # of Employees	6,526.576	6,665.017	6,780.196	6,788.638	6,908.189	7,179.254	7,489.403	7,831.003	8,192.692	8,517.578	1.4%	4.3%
<b>Software-Related Services and Channels</b>												
Other Services and Channels	809.917	827.412	907.027	1,010.778	1,042.519	1,096.438	1,145.939	1,201.582	1,261.300	1,330.374	6.5%	5.0%
Software-Related IT Professionals	1,102.325	1,110.803	1,044.392	936.788	936.306	954.487	989.062	1,027.350	1,067.892	1,087.185	-4.0%	3.0%
Other IT Professionals	2,639.157	2,701.638	2,949.539	2,279.443	2,358.756	2,481.649	2,596.685	2,728.561	2,859.339	3,000.871	-2.8%	4.9%
Total Software Employees	1,459.339	1,507.870	1,367.658	2,053.704	2,053.297	2,104.167	2,188.640	2,274.640	2,376.528	2,448.292	8.9%	3.6%
Total # of IT Employees	3,656.574	3,740.524	4,070.297	3,506.670	3,623.057	3,809.515	3,984.340	4,182.554	4,384.339	4,606.308	-0.2%	4.9%
Total # of IT Employees	6,526.576	6,665.017	6,780.196	6,788.638	6,908.189	7,179.254	7,489.403	7,831.003	8,192.692	8,517.578	1.4%	4.3%

Source: IDC, 2006.

# Austria

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$3,957	\$3,752	\$3,194	\$2,556	\$2,550	\$2,715	\$2,954	\$3,221	\$3,454	\$3,611	-10.4%	7.2%
Software	\$1,187	\$1,236	\$1,222	\$1,248	\$1,311	\$1,381	\$1,457	\$1,540	\$1,620	\$1,693	2.5%	5.2%
IT Services	\$2,847	\$3,058	\$3,143	\$3,077	\$3,222	\$3,427	\$3,669	\$3,927	\$4,200	\$4,465	3.1%	6.7%
Total IT	\$7,992	\$8,045	\$7,559	\$6,881	\$7,083	\$7,523	\$8,081	\$8,687	\$9,274	\$9,769	-3.0%	6.6%
<b>Spending (Local Currency)</b>												
IT Hardware	3,186	3,020	2,571	2,058	2,053	2,186	2,379	2,593	2,781	2,908	-10.4%	7.2%
Software	956	995	984	1,005	1,055	1,112	1,173	1,240	1,304	1,363	2.5%	5.2%
IT Services	2,292	2,462	2,531	2,477	2,594	2,759	2,954	3,162	3,381	3,595	3.1%	6.7%
Total IT	6,434	6,477	6,086	5,540	5,702	6,057	6,506	6,995	7,467	7,866	-3.0%	6.6%
<b>Growth (Local Currency)</b>												
IT Hardware		-5.2%	-14.9%	-20.0%	-0.3%	6.5%	8.8%	9.0%	7.2%	4.6%		
Software		4.1%	-1.1%	2.1%	5.0%	5.3%	5.6%	5.6%	5.2%	4.5%		
IT Services		7.4%	2.8%	-2.1%	4.7%	6.4%	7.1%	7.0%	6.9%	6.3%		
Total IT		0.7%	-6.0%	-9.0%	2.9%	6.2%	7.4%	7.5%	6.8%	5.3%		
Average FX (Local Currency)	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24		
GDP (US\$m)	\$279	\$281	\$284	\$288	\$294	\$300	\$306	\$313	\$319	\$325		
IT/GDP (%)	2.87%	2.86%	2.66%	2.39%	2.41%	2.51%	2.64%	2.78%	2.91%	3.00%		
IT Tax Revenues (US\$m)	\$7,604	\$7,788	\$7,665	\$7,583	\$7,845	\$8,258	\$8,782	\$9,382	\$9,976	\$10,538		
IT Tax Revenues (Local Currency)	6,122	6,270	6,171	6,105	6,316	6,648	7,071	7,553	8,032	8,484		
IT Tax Revenues % of GDP	2.73%	2.77%	2.70%	2.66%	2.66%	2.75%	2.87%	3.00%	3.13%	3.24%		
Software-Related Tax Revenues (Local Currency)	4,174	4,227	4,567	3,518	3,763	3,972	4,373	4,696	5,059	5,342		
<b># of Companies</b>												
IT Hardware	233	229	226	212	212	216	222	228	233	236	-2.3%	2.2%
Software Vendors	456	462	461	464	466	476	484	492	500	507	0.5%	1.7%
IT Services	1,777	1,816	1,821	1,809	1,818	1,864	1,904	1,944	1,985	2,023	0.6%	2.2%
Channels	5,007	5,028	5,001	4,881	4,922	5,012	5,122	5,236	5,339	5,420	-0.4%	1.9%
Total # of IT Companies	7,473	7,535	7,509	7,366	7,418	7,568	7,732	7,900	8,057	8,186	-0.2%	2.0%
<b># of Employees</b>												
IT Hardware	7,041	6,828	6,625	6,360	6,355	6,644	7,054	7,500	7,907	8,177	-2.5%	5.2%
Software Vendors	3,886	3,984	3,975	4,000	4,080	4,232	4,397	4,570	4,750	4,910	1.2%	3.8%
Services	21,811	21,941	22,064	21,971	22,386	23,382	24,539	25,746	27,087	28,370	0.7%	4.9%
Channels	16,397	16,494	16,315	15,924	16,038	16,737	17,652	18,634	19,581	20,300	-0.6%	4.8%
IT Professionals	102,181	104,827	106,164	104,826	106,425	110,950	116,358	122,067	128,011	133,213	1.0%	4.6%
Total # of Employees	151,317	154,074	155,143	153,081	155,284	161,945	170,000	178,517	187,336	194,970	0.6%	4.7%
Software-Related Services and Channels	15,171	15,261	16,979	18,452	19,366	20,287	21,718	22,778	24,083	25,114	6.3%	5.3%
Other Services and Channels	23,037	23,174	21,400	19,443	19,058	19,832	20,473	21,602	22,585	23,556	-4.6%	4.3%
Software-Related IT Professionals	66,920	67,317	74,718	51,044	53,640	56,104	61,504	65,137	69,490	72,285	-5.4%	6.1%
Other IT Professionals	35,261	37,510	31,446	53,783	52,785	54,846	54,854	56,930	58,521	60,928	10.6%	2.9%
Total Software Employees	85,977	86,563	95,671	73,496	77,086	80,622	87,619	92,485	98,322	102,309	-2.7%	5.8%
Total # of IT Employees	151,317	154,074	155,143	153,081	155,284	161,945	170,000	178,517	187,336	194,970	0.6%	4.7%

Source: IDC, 2006.

# Belgium

## Spending (US\$m, Constant)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	\$3,764	\$3,772	\$3,052	\$2,699	\$2,809	\$2,947	\$3,130	\$3,392	\$3,567	\$3,722	-7.1%	5.8%
Software	\$1,731	\$1,769	\$1,746	\$1,798	\$1,898	\$2,007	\$2,126	\$2,254	\$2,383	\$2,503	2.3%	5.7%
IT Services	\$3,425	\$3,565	\$3,509	\$3,553	\$3,647	\$3,790	\$4,001	\$4,232	\$4,472	\$4,720	1.6%	5.3%
Total IT	\$8,920	\$9,106	\$8,306	\$8,049	\$8,354	\$8,744	\$9,257	\$9,877	\$10,422	\$10,945	-1.6%	5.6%

## Spending (Local Currency)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	3,031	3,037	2,457	2,173	2,262	2,372	2,520	2,731	2,872	2,997	-7.1%	5.8%
Software	1,394	1,425	1,406	1,448	1,528	1,616	1,711	1,815	1,919	2,016	2.3%	5.7%
IT Services	2,757	2,870	2,825	2,860	2,936	3,051	3,222	3,407	3,600	3,800	1.6%	5.3%
Total IT	7,182	7,332	6,688	6,481	6,726	7,040	7,453	7,953	8,391	8,812	-1.6%	5.6%

## Growth (Local Currency)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	0.2%	0.2%	-19.1%	-11.6%	4.1%	4.9%	6.2%	8.4%	5.2%	4.4%	4.4%	5.2%
Software	2.2%	2.2%	-1.3%	3.0%	5.6%	5.7%	5.9%	6.0%	5.7%	5.1%	5.1%	5.7%
IT Services	4.1%	4.1%	-1.6%	1.3%	2.6%	3.9%	5.6%	5.8%	5.7%	5.5%	5.5%	5.5%
Total IT	2.1%	2.1%	-8.8%	-3.1%	3.8%	4.7%	5.9%	6.7%	5.5%	5.0%	5.5%	5.0%

## Average FX (Local Currency)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
GDP (US\$m)	1,24	1,24	1,24	1,24	1,24	1,24	1,24	1,24	1,24	1,24	1.24	1.24
IT/GDP (%)	337	341	346	349	357	362	370	377	386	394	394	394
IT Tax Revenues (US\$m)	2,656	2,676	2,406	2,311	2,406	2,434	2,509	2,622	2,706	2,788	2.788	2.788
IT Tax Revenues (Local Currency)	\$9,337	\$9,574	\$9,820	\$9,837	\$10,089	\$10,652	\$11,228	\$11,805	\$12,488	\$13,220	\$13,220	\$13,220
IT Tax Revenues % of GDP	7,518	7,708	7,907	7,920	8,123	8,576	9,040	9,505	10,054	10,644	10,644	10,644
Software-Related Tax Revenues (Local Currency)	2,778	2,816	2,846	2,826	2,846	2,946	3,046	3,136	3,246	3,356	3,356	3,356
	4,142	4,296	5,001	5,498	5,685	6,131	6,498	6,931	7,355	7,817	7,817	7,817

## # of Companies

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	137	136	135	130	132	134	136	139	141	143	-0.9%	1.6%
Software Vendors	493	513	525	530	539	548	558	568	578	587	2.3%	1.7%
IT Services	2,417	2,530	2,594	2,604	2,625	2,656	2,701	2,748	2,795	2,841	2.1%	1.6%
Channels	8,536	8,738	8,808	8,719	8,826	8,955	9,114	9,302	9,455	9,595	0.8%	1.7%
Total # of IT Companies	11,583	11,917	12,062	11,983	12,122	12,293	12,509	12,757	12,969	13,166	1.1%	1.7%

## # of Employees

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	7,804	8,486	8,318	7,741	7,868	8,137	8,491	8,988	9,337	9,642	0.2%	4.2%
Software Vendors	5,396	5,745	5,959	6,065	6,200	6,449	6,714	6,998	7,298	7,574	3.5%	4.1%
IT Services	24,153	27,607	28,724	28,941	29,247	30,050	31,225	32,483	33,865	35,272	4.9%	3.8%
Channels	18,799	21,323	21,596	20,806	21,148	21,869	22,791	23,968	24,936	25,821	3.0%	4.1%
IT Professionals	123,750	124,265	127,542	126,934	128,871	133,077	138,481	144,650	150,713	156,542	1.0%	4.0%
Total # of Employees	179,902	187,426	192,139	190,487	193,334	199,582	207,702	217,087	226,149	234,851	1.8%	4.0%

## Software-Related Services and Channels

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
Other Services and Channels	23,060	25,959	23,355	20,430	20,443	20,362	20,325	21,039	21,799	22,497	-3.0%	1.9%
Software-Related IT Professionals	57,312	58,339	68,346	74,805	76,594	80,886	84,012	89,514	93,561	97,567	7.5%	5.0%
Other IT Professionals	66,438	65,926	59,197	52,129	52,277	52,191	52,129	57,152	54,469	58,975	-5.8%	2.4%
Total Software Employees	82,600	87,056	101,269	110,187	112,747	118,892	124,417	131,924	137,861	143,737	8.1%	5.0%
Total # of IT Employees	179,902	187,426	192,139	190,487	193,334	199,582	207,702	217,087	226,149	234,851	1.8%	4.0%

# Cyprus

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$M, Constant)</b>												
IT Hardware	\$69	\$71	\$77	\$81	\$90	\$99	\$111	\$117	\$125	\$134	6.9%	8.2%
Software	\$16	\$20	\$23	\$26	\$30	\$35	\$39	\$44	\$49	\$54	17.3%	12.2%
IT Services	\$25	\$27	\$33	\$39	\$43	\$49	\$53	\$59	\$65	\$72	14.6%	10.7%
Total IT	\$110	\$118	\$133	\$146	\$163	\$183	\$204	\$220	\$239	\$259	10.4%	9.7%
							20%					
<b>Spending (Local Currency)</b>												
IT Hardware	33	34	36	38	43	47	52	55	59	63	6.9%	8.2%
Software	8	9	11	12	14	17	19	21	23	25	17.3%	12.2%
IT Services	12	13	16	18	20	23	25	28	31	34	14.6%	10.7%
Total IT	52	56	63	69	77	86	96	104	113	122	10.4%	9.7%
<b>Growth (Local Currency)</b>												
IT Hardware		2.9%	8.1%	5.5%	11.2%	10.1%	11.9%	5.1%	7.5%	6.7%		
Software		22.4%	15.8%	16.0%	15.1%	16.2%	12.0%	11.8%	10.5%	10.3%		
IT Services		9.5%	21.3%	17.4%	10.5%	12.7%	9.8%	10.8%	10.5%	9.6%		
Total IT		7.2%	12.4%	10.3%	11.7%	11.9%	11.4%	7.9%	8.9%	8.2%		
Average FX (Local Currency)	2.12	2.12	2.12	2.12	2.12	2.12	2.12	2.12	2.12	2.12		
GDP (US\$B)	\$14	\$14	\$15	\$15	\$16	\$16	\$17	\$17	\$18	\$18		
IT/GDP (%)	0.80%	0.82%	0.90%	0.98%	1.05%	1.13%	1.22%	1.27%	1.34%	1.41%		
IT Tax Revenues (US\$M)	\$48	\$58	\$62	\$73	\$86	\$96	\$105	\$119	\$132	\$145		
IT Tax Revenues (Local Currency)	23	28	29	35	41	45	50	56	62	69		
IT Tax Revenues % of GDP	0.35%	0.41%	0.42%	0.49%	0.55%	0.59%	0.63%	0.69%	0.74%	0.79%		
Software-Related Tax Revenues (Local Currency)	10	14	15	20	24	27	30	36	41	46		
<b># of Companies</b>												
IT Hardware	21	21	22	22	23	23	24	24	25	25	2.0%	2.0%
Software	32	33	33	34	35	35	36	37	37	38	2.0%	2.0%
IT Services	77	78	79	79	80	81	82	83	83	84	1.0%	1.0%
Channels	194	196	198	200	202	204	206	208	210	212	1.0%	1.0%
Total # of IT Companies	324	328	332	335	339	343	347	351	356	360	1.2%	1.2%
<b># of Employees</b>												
IT Hardware	186	220	193	180	184	195	214	240	262	276	-0.3%	8.4%
Software Vendors	117	127	124	125	130	136	143	151	159	167	2.8%	5.2%
Services	559	665	671	637	644	677	714	752	789	827	3.6%	5.1%
Channels	1,896	2,318	2,138	2,037	2,083	2,198	2,374	2,600	2,792	2,937	2.4%	7.1%
IT Professionals	2,858	3,493	3,399	3,273	3,344	3,517	3,735	3,987	4,217	4,430	4.0%	5.8%
Total # of Employees	5,615	6,823	6,525	6,253	6,385	6,724	7,180	7,730	8,219	8,637	3.3%	6.2%
Software-Related Services and Channels	853	1,190	1,185	1,212	1,268	1,392	1,496	1,768	1,927	2,074	10.4%	10.3%
Other Services and Channels	1,602	1,792	1,625	1,462	1,459	1,483	1,592	1,584	1,654	1,690	-2.3%	3.0%
Software-Related IT Professionals	1,076	1,511	1,551	1,606	1,684	1,844	1,960	2,188	2,361	2,540	11.8%	8.6%
Other IT Professionals	1,781	1,982	1,847	1,668	1,661	1,674	1,775	1,799	1,856	1,890	-1.7%	2.6%
Total Software Employees	2,046	2,829	2,860	2,943	3,081	3,372	3,599	4,107	4,447	4,782	10.8%	9.2%
Total # of IT Employees	5,615	6,823	6,525	6,253	6,385	6,724	7,180	7,730	8,219	8,637	3.3%	6.2%

Source: IDC, 2006.

# Denmark

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$4,007	\$3,711	\$3,087	\$2,591	\$2,592	\$2,803	\$2,865	\$2,894	\$3,040	\$3,148	-10.3%	4.0%
Software	\$1,318	\$1,346	\$1,368	\$1,409	\$1,500	\$1,593	\$1,693	\$1,792	\$1,889	\$1,983	3.3%	5.7%
IT Services	\$3,530	\$3,685	\$3,704	\$3,749	\$4,068	\$4,370	\$4,649	\$4,927	\$5,198	\$5,461	3.6%	6.1%
Total IT	\$8,856	\$8,742	\$8,159	\$7,749	\$8,160	\$8,766	\$9,207	\$9,613	\$10,127	\$10,592	-2.0%	5.4%
<b>Spending (Local Currency)</b>												
IT Hardware	24,005	22,229	18,495	15,522	15,525	16,791	17,163	17,335	18,210	18,856	-10.3%	4.0%
Software	7,897	8,063	8,195	8,440	8,988	9,544	10,141	10,734	11,314	11,880	3.3%	5.7%
IT Services	21,146	22,076	22,187	22,457	24,366	26,175	27,846	29,513	31,139	32,711	3.6%	6.1%
Total IT	53,049	52,368	48,876	46,419	48,879	52,510	55,150	57,583	60,664	63,446	-2.0%	5.4%
<b>Growth (Local Currency)</b>												
IT Hardware		-7.4%	-16.8%	-16.1%	0.0%	8.2%	2.2%	1.0%	5.0%	3.5%		
Software		2.1%	1.6%	3.0%	6.5%	6.2%	6.3%	5.9%	5.4%	5.0%		
IT Services		4.4%	0.5%	1.2%	8.5%	7.4%	6.4%	6.0%	5.5%	5.0%		
Total IT		-1.3%	-6.7%	-5.0%	5.3%	7.4%	5.0%	4.4%	5.4%	4.6%		
Average FX (Local Currency)	0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17		
GDP (US\$m)	\$235	\$236	\$238	\$239	\$244	\$252	\$260	\$265	\$270	\$275		
IT/GDP (%)	3.77%	3.70%	3.44%	3.24%	3.44%	3.47%	3.55%	3.63%	3.75%	3.85%		
IT Tax Revenues (US\$m)	\$7,814	\$7,793	\$7,874	\$7,915	\$8,206	\$8,784	\$9,247	\$9,670	\$10,227	\$10,768		
IT Tax Revenues (Local Currency)	46,809	46,685	47,166	47,413	49,155	52,620	55,393	57,925	61,261	64,505		
IT Tax Revenues % of GDP	3.30%	3.30%	3.32%	3.31%	3.32%	3.48%	3.56%	3.65%	3.79%	3.91%		
Software-Related Tax Revenues (Local Currency)	20,749	22,193	25,665	29,403	31,702	33,547	36,188	38,956	41,286	43,844		
<b># of Companies</b>												
IT Hardware	235	230	226	215	215	220	221	222	225	227	-2.2%	1.1%
Software	457	460	461	465	468	480	489	498	506	514	0.6%	1.9%
IT Services	2,046	2,073	2,074	2,082	2,100	2,162	2,203	2,243	2,280	2,315	0.7%	2.0%
Channels	5,253	5,237	5,205	5,124	5,193	5,307	5,381	5,445	5,531	5,605	-0.3%	1.5%
Total # of IT Companies	7,991	8,000	7,966	7,886	7,976	8,169	8,294	8,408	8,542	8,661	0.0%	1.7%
<b># of Employees</b>												
IT Hardware	7,048	6,748	6,521	6,311	6,311	6,671	6,774	6,822	7,080	7,268	-2.7%	2.9%
Software Vendors	3,760	3,808	3,839	3,873	3,974	4,146	4,328	4,505	4,688	4,864	1.4%	4.1%
Services	24,717	24,547	24,608	24,698	25,538	26,865	28,066	29,242	30,451	31,603	0.8%	4.4%
Channels	17,300	17,181	16,972	16,673	16,874	17,773	18,253	18,632	19,360	19,961	-0.6%	3.4%
IT Professionals	78,395	78,008	79,458	79,322	81,290	85,386	88,681	91,753	95,459	98,846	0.9%	4.0%
Total # of Employees	131,219	130,292	131,398	130,877	133,987	140,841	146,102	150,954	157,038	162,542	0.5%	3.9%
Software-Related Services and Channels	15,602	16,661	19,150	21,857	23,326	24,265	25,805	27,462	28,633	29,895	10.6%	5.1%
Other Services and Channels	26,415	25,067	22,430	19,514	19,086	20,373	20,514	20,412	21,178	21,669	-7.8%	2.6%
Software-Related IT Professionals	29,109	31,146	36,595	41,907	44,709	46,416	49,406	52,633	54,874	57,307	11.3%	5.1%
Other IT Professionals	49,285	46,861	42,863	38,970	36,581	39,275	39,120	40,585	41,539	41,539	-7.2%	2.6%
Total Software Employees	48,471	51,615	59,584	67,637	72,010	74,827	79,540	84,600	88,195	92,066	10.4%	5.0%
Total # of IT Employees	131,219	130,292	131,398	130,877	133,987	140,841	146,102	150,954	157,038	162,542	0.5%	3.9%

Source: IDC, 2006.

# Finland

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$2,669	\$2,533	\$2,229	\$1,955	\$2,037	\$2,271	\$2,447	\$2,627	\$2,771	\$2,883	-6.5%	7.2%
Software	\$987	\$1,032	\$1,075	\$1,114	\$1,183	\$1,257	\$1,337	\$1,426	\$1,507	\$1,585	4.6%	6.0%
IT Services	\$1,967	\$2,144	\$2,371	\$2,454	\$2,681	\$2,784	\$2,926	\$3,095	\$3,272	\$3,449	8.1%	5.2%
Total IT	\$5,622	\$5,709	\$5,676	\$5,523	\$5,901	\$6,312	\$6,711	\$7,148	\$7,550	\$7,916	1.2%	6.1%
<b>Spending (Local Currency)</b>												
IT Hardware	2,149	2,039	1,795	1,574	1,640	1,828	1,970	2,115	2,231	2,321	-6.5%	7.2%
Software	794	831	866	897	952	1,012	1,077	1,148	1,213	1,276	4.6%	6.0%
IT Services	1,583	1,726	1,909	1,976	2,158	2,241	2,356	2,492	2,634	2,777	8.1%	5.2%
Total IT	4,527	4,596	4,570	4,447	4,751	5,082	5,403	5,755	6,079	6,374	1.2%	6.1%
<b>Growth (Local Currency)</b>												
IT Hardware		-5.1%	-12.0%	-12.3%	4.2%	11.5%	7.8%	7.4%	5.5%	4.0%		
Software		4.6%	4.2%	3.6%	6.2%	6.3%	6.4%	6.6%	5.7%	5.2%		
IT Services		9.0%	10.6%	9.2%	9.2%	5.1%	5.8%	5.8%	5.7%	5.4%		
Total IT		1.5%	-0.6%	-2.7%	6.8%	7.0%	6.3%	6.5%	5.6%	4.9%		
Average FX (Local Currency)	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24		
GDP (US\$m)	\$170	\$172	\$175	\$180	\$186	\$189	\$195	\$200	\$204	\$209		
IT/GDP (%)	3.31%	3.33%	3.24%	3.08%	3.17%	3.33%	3.44%	3.58%	3.78%	3.69%		
IT Tax Revenues (US\$m)	\$5,250	\$5,217	\$5,476	\$5,577	\$5,948	\$6,228	\$6,634	\$7,061	\$7,483	\$7,888		
IT Tax Revenues (Local Currency)	4,227	4,200	4,409	4,491	4,789	4,915	5,341	5,685	6,025	6,351		
IT Tax Revenues % of GDP	3,09%	3,12%	3,09%	3,11%	3,20%	3,29%	3,40%	3,53%	3,66%	3,77%		
Software-Related Tax Revenues (Local Currency)	1,936	2,062	2,428	2,760	2,979	3,147	3,375	3,603	3,823	4,058		
<b># of Companies</b>												
IT Hardware	176	174	174	168	170	176	180	184	187	189	-0.9%	2.1%
Software	312	319	332	336	342	348	355	362	368	374	2.3%	1.8%
IT Services	1,251	1,307	1,370	1,384	1,422	1,438	1,460	1,485	1,510	1,534	3.3%	1.5%
Channels	3,531	3,569	3,675	3,644	3,713	3,798	3,873	3,950	4,016	4,074	1.3%	1.9%
Total # of IT Companies	5,270	5,369	5,551	5,532	5,647	5,760	5,868	5,981	6,081	6,171	1.7%	1.8%
<b># of Employees</b>												
IT Hardware	5,260	5,126	5,152	4,771	4,851	5,241	5,526	5,810	6,049	6,232	-2.0%	5.1%
Software Vendors	2,566	2,660	2,836	2,898	2,969	3,099	3,238	3,388	3,532	3,669	3.7%	4.3%
Services	14,627	15,680	16,888	17,244	17,881	18,362	19,019	19,789	20,636	21,471	5.1%	3.7%
Channels	11,696	11,897	12,464	12,018	12,287	13,053	13,689	14,350	14,949	15,457	1.2%	4.7%
IT Professionals	69,633	70,941	72,305	72,471	74,589	77,770	81,051	84,654	88,243	91,589	1.7%	4.2%
Total # of Employees	103,782	106,304	109,645	109,402	112,577	117,525	122,523	127,991	133,409	138,418	2.1%	4.2%
Software-Related Services and Channels	10,160	11,431	13,708	15,287	15,950	16,790	18,307	19,533	20,384	21,296	11.9%	6.0%
Other Services and Channels	16,163	16,146	15,644	13,975	14,218	14,625	14,401	14,606	15,201	15,632	-3.2%	1.9%
Software-Related IT Professionals	26,875	29,406	33,769	37,859	39,435	41,564	42,967	44,680	46,631	48,739	10.1%	4.3%
Other IT Professionals	42,757	41,535	38,536	34,612	35,154	36,206	38,084	39,974	41,612	42,850	-4.8%	4.0%
Total Software Employees	39,601	43,497	50,313	56,044	58,354	61,453	64,512	67,601	70,547	73,705	10.2%	4.8%
Total # of IT Employees	103,782	106,304	109,645	109,402	112,577	117,525	122,523	127,991	133,409	138,418	2.1%	4.2%

# France

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$21.922	\$21.506	\$19.217	\$17.232	\$17.671	\$19.630	\$20.808	\$22.553	\$24.371	\$25.680	-5.2%	7.8%
Software	\$8.696	\$8.922	\$8.827	\$9.098	\$9.578	\$10.111	\$10.693	\$11.307	\$11.915	\$12.537	2.4%	5.5%
IT Services	\$26.278	\$28.643	\$28.300	\$25.565	\$26.089	\$26.771	\$27.961	\$29.339	\$30.744	\$32.227	-0.2%	4.3%
Total IT	\$56.896	\$59.071	\$56.345	\$51.895	\$53.338	\$56.512	\$59.461	\$63.200	\$67.030	\$70.444	-1.6%	5.7%
<b>Spending (Local Currency)</b>												
IT Hardware	17.650	17.315	15.473	13.874	14.228	15.805	16.753	18.158	19.622	20.676	-5.2%	7.8%
Software	7.001	7.183	7.107	7.325	7.711	8.140	8.609	9.104	9.593	10.094	2.4%	5.5%
IT Services	21.157	23.061	22.785	20.584	21.005	21.554	22.512	23.622	24.753	25.947	-0.2%	4.3%
Total IT	45.809	47.559	45.365	41.782	42.944	45.499	47.874	50.884	53.968	56.717	-1.6%	5.7%
<b>Growth (Local Currency)</b>												
IT Hardware		-1.9%	-10.6%	-10.3%	2.5%	11.1%	6.0%	8.4%	8.1%	5.4%		
Software		2.6%	-1.1%	3.1%	5.3%	5.6%	5.8%	5.7%	5.4%	5.2%		
IT Services		9.0%	-1.2%	-9.7%	2.0%	2.6%	4.4%	4.9%	4.8%	4.8%		
Total IT		3.8%	-4.6%	-7.9%	2.8%	6.0%	5.2%	6.3%	6.1%	5.1%		
Average FX (Local Currency)	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24		
GDP (US\$m)	\$1.921	\$1.960	\$1.986	\$2.004	\$2.045	\$2.073	\$2.113	\$2.164	\$2.213	\$2.251		
IT/GDP (%)	2.96%	3.01%	2.84%	2.59%	2.61%	2.73%	2.81%	2.92%	3.03%	3.13%		
IT Tax Revenues (US\$m)	\$50.167	\$51.148	\$52.080	\$51.567	\$53.358	\$55.928	\$58.677	\$62.169	\$65.805	\$68.997		
IT Tax Revenues (Local Currency)	40.391	41.181	41.931	41.518	42.960	45.029	47.242	50.054	52.982	55.551		
IT Tax Revenues % of GDP	2.61%	2.61%	2.62%	2.57%	2.61%	2.70%	2.78%	2.87%	2.97%	3.07%		
Software-Related Tax Revenues (Local Currency)	25.146	25.898	25.842	25.473	26.796	28.652	30.247	32.342	33.923	35.806		
<b># of Companies</b>												
IT Hardware	365	363	359	348	349	361	367	376	385	391	-1.1%	2.3%
Software	3,001	3,024	3,021	3,049	3,097	3,149	3,203	3,258	3,310	3,362	0.8%	1.7%
IT Services	11,277	11,581	11,567	11,232	11,301	11,390	11,542	11,713	11,881	12,053	0.1%	1.3%
Channels	45,886	46,260	46,032	45,188	45,624	46,567	47,330	48,261	49,169	49,931	-0.1%	1.8%
Total # of IT Companies	60,529	61,228	60,979	59,817	60,371	61,467	62,442	63,608	64,745	65,737	-0.1%	1.7%
<b># of Employees</b>												
IT Hardware	45,429	44,917	43,961	43,053	43,492	46,867	48,835	51,703	54,828	57,037	-1.1%	5.6%
Software Vendors	29,233	29,696	29,633	29,814	30,443	31,629	32,904	34,228	35,607	37,002	1.0%	4.0%
Services	214,584	219,817	219,291	215,053	216,815	220,782	227,650	235,506	243,967	252,791	0.3%	3.1%
Channels	131,808	135,023	133,691	131,681	133,258	140,988	146,554	153,909	161,835	168,186	0.3%	4.8%
IT Professionals	657,657	664,000	688,874	684,755	693,291	718,495	744,392	774,966	807,619	838,226	1.3%	3.9%
Total # of Employees	1,078,711	1,093,453	1,115,450	1,104,356	1,117,299	1,158,761	1,200,335	1,250,312	1,303,856	1,353,242	0.9%	3.9%
Software-Related Services and Channels	124,531	127,568	127,034	179,781	184,641	191,986	203,237	211,998	222,520	236,147	10.3%	5.0%
Other Services and Channels	221,861	227,272	225,948	166,953	165,432	169,784	170,967	177,417	183,282	184,830	-7.1%	2.2%
Software-Related IT Professionals	405,874	415,772	416,212	355,044	365,666	390,814	404,294	427,006	437,566	453,723	-2.6%	4.4%
Other IT Professionals	251,783	248,228	272,662	329,711	327,662	347,625	340,098	347,960	370,053	384,503	6.8%	3.3%
Total Software Employees	559,638	573,036	572,879	564,638	580,749	614,429	640,435	673,231	695,693	726,872	0.9%	4.6%
Total # of IT Employees	1,078,711	1,093,453	1,115,450	1,104,356	1,117,299	1,158,761	1,200,335	1,250,312	1,303,856	1,353,242	0.9%	3.9%

# Germany

## Spending (US\$m, Constant)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	\$34.313	\$32.803	\$27.607	\$23.062	\$24.013	\$24.871	\$26.266	\$27.864	\$29.566	\$30.561	-8.5%	4.9%
Software	\$14.195	\$14.124	\$13.776	\$14.230	\$14.999	\$15.840	\$16.762	\$17.737	\$18.719	\$19.706	1.4%	5.6%
IT Services	\$26.788	\$28.877	\$28.613	\$28.502	\$28.929	\$29.519	\$30.818	\$32.342	\$33.889	\$35.129	1.9%	4.0%
Total IT	\$75.296	\$75.804	\$69.996	\$65.794	\$67.941	\$70.230	\$73.846	\$77.943	\$82.174	\$85.395	-2.5%	4.7%

## Spending (Local Currency)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	27.626	26.411	22.227	18.568	19.333	20.024	21.148	22.434	23.804	24.605	-8.5%	4.9%
Software	11.429	11.371	11.092	11.457	12.076	12.753	13.496	14.281	15.071	15.866	1.4%	5.6%
IT Services	21.568	23.250	23.037	22.948	23.292	23.767	24.812	26.040	27.285	28.283	1.9%	4.0%
Total IT	60.623	61.032	56.356	52.972	54.702	56.544	59.456	62.754	66.160	68.754	-2.5%	4.7%

## Growth (Local Currency)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	-4.4%	-4.4%	-15.8%	-16.5%	4.1%	3.6%	5.6%	6.1%	6.1%	3.4%	3.4%	3.4%
Software	-0.5%	-0.5%	-2.5%	3.3%	5.4%	5.6%	5.8%	5.8%	5.5%	5.3%	5.5%	5.3%
IT Services	7.8%	7.8%	-0.9%	-0.4%	1.5%	2.0%	4.4%	4.9%	4.8%	3.7%	4.8%	3.7%
Total IT	0.7%	0.7%	-7.7%	-6.0%	3.3%	3.4%	5.1%	5.5%	5.4%	3.9%	5.4%	3.9%

## Average FX (Local Currency)

	1,24	1,24	1,24	1,24	1,24	1,24	1,24	1,24	1,24	1,24	1,24	1,24
GDP (US\$m)	\$2.680	\$2.713	\$2.714	\$2.710	\$2.754	\$2.778	\$2.826	\$2.874	\$2.931	\$2.984	2.86%	2.86%
IT/GDP (%)	2.81%	2.79%	2.58%	2.43%	2.79%	2.53%	2.47%	2.71%	2.80%	2.86%	2.80%	2.71%
IT Tax Revenues (US\$m)	\$53.781	\$54.401	\$55.163	\$55.149	\$56.453	\$58.509	\$61.081	\$63.881	\$66.988	\$69.502	\$66.988	\$69.502
IT Tax Revenues (Local Currency)	43.300	43.800	44.414	44.402	45.452	47.108	49.178	51.432	53.934	55.958	53.934	55.958
IT Tax Revenues % of GDP	2.01%	2.01%	2.03%	2.01%	2.04%	2.11%	2.16%	2.22%	2.29%	2.33%	2.29%	2.33%
Software-Related Tax Revenues (Local Currency)	32.619	32.846	36.014	29.663	30.583	32.183	33.635	35.120	36.705	38.503	36.705	38.503

## # of Companies

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	590	582	573	545	547	553	562	572	582	588	-1.9%	1.5%
Software	4.338	4.331	4.320	4.363	4.434	4.509	4.588	4.668	4.746	4.821	0.5%	1.7%
IT Services	12.766	13.065	13.053	13.038	13.097	13.177	13.351	13.549	13.743	13.894	0.6%	1.2%
Channels	60.855	60.934	60.486	59.449	60.113	60.784	61.752	62.801	63.844	64.615	-0.3%	1.5%
Total # of IT Companies	78.549	78.912	78.432	77.395	78.191	79.023	80.253	81.590	82.915	83.918	-0.1%	1.4%

## # of Employees

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	71.524	69.684	67.476	65.254	66.330	67.990	70.660	73.669	77.044	78.988	-1.9%	3.6%
Software Vendors	41.446	41.322	41.119	41.390	42.285	43.943	45.735	47.597	49.573	51.533	0.5%	4.0%
Software Services	238.260	239.310	238.871	238.686	240.118	243.545	251.046	259.739	269.054	276.437	0.2%	2.9%
Channels	173.549	174.314	171.752	168.558	171.157	175.558	182.207	189.607	197.753	203.397	-0.3%	3.5%
IT Professionals	893.373	905.715	932.247	929.919	941.808	964.321	998.539	1,036.525	1,077.519	1,110.523	1.3%	3.4%
Total # of Employees	1,418.151	1,430.345	1,451.465	1,443.807	1,461.698	1,495.357	1,548.187	1,607.137	1,670.943	1,720.878	0.8%	3.3%

## Software-Related Services and Channels

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
Other Services and Channels	193.424	194.277	212.931	232.195	236.274	244.595	253.168	262.168	271.457	282.162	5.1%	3.6%
Software-Related IT Professionals	218.384	219.347	197.692	175.049	175.001	174.508	180.085	187.178	195.350	197.672	-5.4%	2.5%
Other IT Professionals	655.381	658.271	726.750	530.205	541.061	562.793	583.488	604.753	626.597	653.033	-4.7%	3.8%
Total Software Employees	237.991	247.444	205.498	399.714	400.747	401.528	415.051	431.772	450.922	457.490	13.9%	2.7%
Total Software-Related Services and Channels	890.252	893.870	980.800	803.790	819.620	851.331	882.391	914.518	947.627	986.728	-2.0%	3.8%
Total # of IT Employees	1,418.151	1,430.345	1,451.465	1,443.807	1,461.698	1,495.357	1,548.187	1,607.137	1,670.943	1,720.878	0.8%	3.3%

Source: IDC, 2006.

## Greece

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$1,503	\$1,483	\$1,239	\$1,157	\$1,201	\$1,299	\$1,476	\$1,722	\$1,934	\$2,067	-5.4%	11.5%
Software	\$202	\$210	\$206	\$213	\$227	\$242	\$259	\$277	\$296	\$316	2.9%	6.8%
IT Services	\$711	\$746	\$769	\$731	\$749	\$802	\$861	\$920	\$980	\$1,041	1.3%	6.8%
Total IT	\$2,416	\$2,439	\$2,214	\$2,101	\$2,177	\$2,343	\$2,596	\$2,920	\$3,210	\$3,423	-2.6%	9.5%
<b>Spending (Local Currency)</b>												
IT Hardware	1,210	1,194	998	932	967	1,046	1,188	1,387	1,557	1,664	-5.4%	11.5%
Software	163	169	166	172	183	195	208	223	238	254	2.9%	6.8%
IT Services	572	601	619	589	603	646	693	741	789	838	1.3%	6.8%
Total IT	1,945	1,964	1,783	1,692	1,753	1,886	2,090	2,351	2,584	2,756	-2.6%	9.5%
<b>Growth (Local Currency)</b>												
IT Hardware		-1.3%	-16.5%	-6.6%	3.8%	8.2%	13.6%	16.7%	12.3%	6.9%		
Software		3.6%	-1.5%	3.3%	6.5%	6.4%	7.1%	7.1%	6.7%	6.6%		
IT Services		0.9%	3.1%	-4.9%	2.5%	7.0%	7.3%	6.8%	6.5%	6.3%		
Total IT		0.9%	-9.2%	-5.1%	3.6%	7.6%	10.8%	12.5%	9.9%	6.7%		
Average FX (Local Currency)	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24		
GDP (US\$m)	\$175	\$183	\$190	\$198	\$208	\$215	\$221	\$228	\$234	\$240		
IT/GDP (%)	1.38%	1.33%	1.17%	1.06%	1.17%	1.09%	1.07%	1.28%	1.37%	1.42%		
IT Tax Revenues (US\$m)	\$1,703	\$1,783	\$1,825	\$1,831	\$1,927	\$2,157	\$2,369	\$2,607	\$2,838	\$3,042		
IT Tax Revenues (Local Currency)	1,371	1,435	1,469	1,474	1,552	1,737	1,907	2,099	2,285	2,449		
IT Tax Revenues % of GDP	0.97%	0.98%	0.96%	0.92%	0.93%	1.00%	1.07%	1.14%	1.21%	1.27%		
Software-Related Tax Revenues (Local Currency)	352	384	448	487	523	590	642	684	843	1,040		
<b># of Companies</b>												
IT Hardware	38	38	38	37	37	38	40	42	44	45	-0.7%	4.0%
Software	48	49	50	51	52	53	54	55	56	57	2.0%	1.9%
IT Services	91	93	98	97	98	100	102	104	106	108	1.9%	2.0%
Channels	4,187	4,215	4,296	4,256	4,310	4,404	4,533	4,681	4,806	4,901	0.7%	2.6%
Total # of IT Companies	4,364	4,395	4,482	4,441	4,497	4,595	4,729	4,882	5,012	5,111	0.8%	2.6%
<b># of Employees</b>												
IT Hardware	1,789	1,777	1,777	1,706	1,732	1,831	2,005	2,239	2,445	2,571	-0.8%	8.2%
Software Vendors	1,946	2,002	2,079	2,121	2,176	2,274	2,388	2,507	2,633	2,764	2.8%	4.9%
Services	2,443	2,539	2,737	2,656	2,683	2,815	2,960	3,102	3,254	3,407	2.4%	4.9%
Channels	20,707	20,931	21,578	21,023	21,366	22,501	24,244	26,417	28,401	29,828	0.8%	6.9%
IT Professionals	61,714	62,003	62,914	61,862	62,841	65,955	69,896	74,248	78,557	82,379	0.5%	5.6%
Total # of Employees	88,599	89,252	91,085	89,368	90,798	95,376	101,493	108,513	115,290	120,949	0.6%	5.9%
Software-Related Services and Channels	4,280	4,529	5,411	5,742	5,956	6,088	6,266	6,357	6,736	7,281		
Other Services and Channels	18,870	18,941	18,904	17,937	18,093	19,228	20,938	23,162	24,919	25,954	-1.0%	7.5%
Software-Related IT Professionals	12,753	13,368	15,633	16,750	17,379	18,618	19,819	20,597	26,072	32,739	8.0%	13.5%
Other IT Professionals	48,961	48,635	47,281	45,112	45,462	47,337	50,077	53,651	52,485	49,640	-1.8%	1.8%
Total Software Employees	18,979	19,899	23,122	24,612	25,511	26,980	28,473	29,460	35,441	42,785	7.7%	10.9%
Total # of IT Employees	88,599	89,252	91,085	89,368	90,798	95,376	101,493	108,513	115,290	120,949	0.6%	5.9%

# Ireland

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$1,979	\$1,831	\$1,558	\$1,372	\$1,360	\$1,460	\$1,627	\$1,764	\$1,884	\$1,995	-9.0%	8.0%
Software	\$349	\$364	\$360	\$366	\$391	\$420	\$452	\$490	\$527	\$563	2.9%	7.5%
IT Services	\$698	\$779	\$809	\$842	\$986	\$1,050	\$1,128	\$1,207	\$1,284	\$1,360	9.0%	6.6%
Total IT	\$3,026	\$2,974	\$2,728	\$2,581	\$2,737	\$2,930	\$3,208	\$3,461	\$3,695	\$3,917	-2.5%	7.4%
<b>Spending (Local Currency)</b>												
IT Hardware	1,594	1,474	1,254	1,105	1,095	1,175	1,310	1,420	1,517	1,606	-9.0%	8.0%
Software	281	293	290	295	315	338	364	394	425	453	2.9%	7.5%
IT Services	562	627	652	678	794	845	908	972	1,034	1,095	9.0%	6.6%
Total IT	2,437	2,395	2,196	2,078	2,204	2,359	2,583	2,786	2,975	3,154	-2.5%	7.4%
<b>Growth (Local Currency)</b>												
IT Hardware		-7.5%	-14.9%	-11.9%	-0.9%	7.3%	11.5%	8.4%	6.8%	5.9%		
Software		4.5%	-1.1%	1.6%	6.8%	7.4%	7.7%	8.3%	7.6%	6.7%		
IT Services		11.6%	3.9%	4.1%	17.1%	6.5%	7.5%	7.0%	6.4%	5.9%		
Total IT		-1.7%	-8.3%	-5.4%	6.1%	7.0%	9.5%	7.9%	6.8%	6.0%		
Average FX (Local Currency)	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24		
GDP (US\$m)	\$150	\$159	\$169	\$177	\$185	\$193	\$202	\$212	\$220	\$229		
IT/GDP (%)	2.02%	1.87%	1.61%	1.46%	1.48%	1.52%	1.59%	1.63%	1.68%	1.71%		
IT Tax Revenues (US\$m)	\$2,105	\$2,261	\$2,333	\$2,402	\$2,502	\$2,625	\$2,840	\$3,065	\$3,322	\$3,566		
IT Tax Revenues (Local Currency)	1,695	1,821	1,878	1,934	2,014	2,114	2,287	2,468	2,674	2,871		
IT Tax Revenues % of GDP	1,40%	1,42%	1,38%	1,36%	1,36%	1,36%	1,40%	1,45%	1,51%	1,56%		
Software-Related Tax Revenues (Local Currency)	1,220	1,281	1,413	1,297	1,421	1,402	1,491	1,608	1,752	1,891		
<b># of Companies</b>												
IT Hardware	113	110	108	104	104	106	110	113	115	117	-2.1%	2.4%
Software	227	230	230	231	233	240	246	252	258	263	0.7%	2.5%
IT Services	475	492	494	500	526	536	548	559	570	580	2.6%	2.0%
Channels	1,785	1,795	1,786	1,770	1,806	1,844	1,894	1,939	1,979	2,015	0.3%	2.2%
Total # of IT Companies	2,600	2,627	2,618	2,605	2,669	2,726	2,798	2,863	2,922	2,975	0.7%	2.2%
<b># of Employees</b>												
IT Hardware	3,375	3,230	3,134	3,059	3,048	3,205	3,462	3,666	3,853	4,023	-2.5%	5.7%
Software Vendors	5,605	5,761	5,749	5,777	5,935	6,241	6,575	6,957	7,355	7,725	1.4%	5.4%
Services	6,016	6,093	6,093	6,167	6,093	6,886	7,246	7,599	7,964	8,318	2.3%	4.8%
Channels	5,992	5,953	5,892	5,821	5,920	6,217	6,648	7,025	7,388	7,723	-0.3%	5.5%
IT Professionals	41,117	42,537	45,076	45,082	46,958	49,231	52,101	54,892	57,711	60,372	3.4%	5.2%
Total # of Employees	62,106	63,458	65,944	65,906	68,449	71,780	76,032	80,139	84,271	88,161	2.5%	5.2%
Software-Related Services and Channels	4,312	4,284	4,880	5,477	6,091	5,933	6,400	6,725	7,100	7,463	9.0%	4.1%
Other Services and Channels	7,697	7,646	7,105	6,511	6,417	7,170	7,494	7,899	8,252	8,578	-4.4%	6.0%
Software-Related IT Professionals	27,351	27,173	30,702	25,562	28,206	27,513	28,339	29,827	31,546	33,205	0.8%	3.3%
Other IT Professionals	13,766	15,365	14,374	18,752	21,718	23,762	25,065	25,065	26,165	27,167	8.0%	7.7%
Total Software Employees	37,269	37,217	41,331	36,816	40,232	39,687	41,314	43,509	46,001	48,393	1.9%	3.8%
Total # of IT Employees	62,106	63,458	65,944	65,906	68,449	71,780	76,032	80,139	84,271	88,161	2.5%	5.2%

Source: IDC, 2006.

# Italy

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$13,393	\$13,862	\$12,059	\$10,831	\$10,869	\$11,860	\$13,153	\$14,894	\$16,264	\$17,269	-5.1%	9.7%
Software	\$4,043	\$4,185	\$4,196	\$4,325	\$4,557	\$4,820	\$5,115	\$5,438	\$5,766	\$6,109	3.0%	6.0%
IT Services	\$10,363	\$11,471	\$11,867	\$11,971	\$12,149	\$12,174	\$12,205	\$12,366	\$12,965	\$13,501	4.1%	2.1%
Total IT	\$27,799	\$29,518	\$28,123	\$27,127	\$27,575	\$28,855	\$30,473	\$32,698	\$34,995	\$36,879	-0.2%	6.0%
<b>Spending (Local Currency)</b>												
IT Hardware	10,783	11,161	9,709	8,721	8,751	9,549	10,589	11,992	13,094	13,904	-5.1%	9.7%
Software	3,255	3,369	3,378	3,482	3,669	3,881	4,119	4,379	4,642	4,918	3.0%	6.0%
IT Services	8,343	9,236	9,555	9,638	9,781	9,802	9,827	9,956	10,439	10,870	4.1%	2.1%
Total IT	22,382	23,766	22,642	21,841	22,201	23,232	24,535	26,326	28,175	29,693	-0.2%	6.0%
<b>Growth (Local Currency)</b>												
IT Hardware		3.5%	-13.0%	-10.2%	0.3%	9.1%	10.9%	13.2%	9.2%	6.2%		
Software		3.5%	0.3%	3.1%	5.4%	5.8%	6.1%	6.3%	6.0%	5.9%		
IT Services		10.7%	3.5%	0.9%	1.5%	0.2%	0.3%	1.3%	4.8%	4.1%		
Total IT		6.2%	-4.7%	-3.5%	1.7%	4.6%	5.6%	7.3%	7.0%	5.4%		
Average FX (Local Currency)	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24		
GDP (US\$m)	\$1,621	\$1,648	\$1,655	\$1,661	\$1,677	\$1,679	\$1,699	\$1,723	\$1,750	\$1,776		
IT/GDP (%)	1.71%	1.79%	1.70%	1.63%	1.64%	1.79%	1.79%	1.90%	2.00%	2.08%		
IT Tax Revenues (US\$m)	\$22,923	\$23,670	\$23,699	\$23,380	\$23,608	\$24,481	\$25,500	\$26,696	\$28,203	\$29,508		
IT Tax Revenues (Local Currency)	18,456	19,058	19,081	18,824	19,007	19,711	20,531	21,494	22,707	23,758		
IT Tax Revenues % of GDP	1,41%	1,43%	1,41%	1,41%	1,41%	1,46%	1,50%	1,55%	1,61%	1,66%		
Software-Related Tax Revenues (Local Currency)	13,212	13,721	15,127	10,391	10,855	11,375	12,040	12,593	13,589	14,282		
<b># of Companies</b>												
IT Hardware	387	391	386	374	374	384	397	413	424	432	-0.9%	2.9%
Software	1,326	1,340	1,340	1,352	1,374	1,398	1,424	1,451	1,477	1,503	0.9%	1.8%
IT Services	8,016	8,273	8,302	8,324	8,361	8,366	8,372	8,405	8,527	8,633	1.1%	0.6%
Channels	26,089	26,532	26,424	26,195	26,368	26,798	27,302	27,923	28,504	28,974	0.3%	1.9%
Total # of IT Companies	35,818	36,536	36,452	36,245	36,477	36,946	37,495	38,192	38,932	39,542	0.5%	1.6%
<b># of Employees</b>												
IT Hardware	27,126	27,708	26,987	26,437	26,474	28,164	30,312	33,121	35,405	37,047	-0.6%	7.0%
Software Vendors	12,894	13,171	13,189	13,351	13,638	14,189	14,797	15,451	16,148	16,869	1.4%	4.3%
Services	96,388	100,146	101,874	102,230	102,837	102,990	103,172	104,123	107,910	111,255	1.6%	1.6%
Channels	69,017	71,708	71,122	70,365	70,810	74,115	78,168	83,350	88,158	91,945	0.6%	5.4%
IT Professionals	386,605	398,467	407,358	407,081	411,030	421,561	433,786	449,575	470,040	487,979	1.5%	3.5%
Total # of Employees	592,031	611,200	620,530	619,464	624,789	641,019	660,235	685,620	717,661	745,095	1.4%	3.6%
Software-Related Services and Channels	64,539	67,055	75,093	78,104	81,378	87,002	89,213	90,814	95,710	101,387	6.0%	4.5%
Other Services and Channels	100,867	104,799	97,903	94,491	92,269	90,103	92,127	96,659	100,358	101,813	-2.2%	2.0%
Software-Related IT Professionals	275,745	286,494	321,663	193,496	202,332	207,091	218,645	228,472	246,043	255,016	-7.4%	4.7%
Other IT Professionals	110,860	111,973	85,695	213,585	208,698	214,470	215,141	221,103	232,997	232,963	17.1%	2.2%
Total Software Employees	353,178	366,720	409,945	284,950	297,348	308,282	322,655	334,737	357,902	373,272	-4.2%	4.7%
Total # of IT Employees	592,031	611,200	620,530	619,464	624,789	641,019	660,235	685,620	717,661	745,095	1.4%	3.6%

# Luxembourg

## Spending (US\$m, Constant)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	\$465	\$466	\$377	\$334	\$347	\$364	\$387	\$419	\$441	\$460	-7.1%	5.8%
Software	\$214	\$219	\$216	\$222	\$235	\$248	\$263	\$279	\$295	\$309	2.3%	5.7%
IT Services	\$423	\$441	\$434	\$439	\$451	\$468	\$495	\$523	\$553	\$583	1.6%	5.3%
Total IT	\$1,102	\$1,125	\$1,027	\$995	\$1,033	\$1,081	\$1,144	\$1,221	\$1,288	\$1,353	-1.6%	5.6%

## Spending (Local Currency)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	375	375	304	269	280	293	311	337	355	370	-7.1%	5.8%
Software	172	176	174	179	189	200	212	224	237	249	2.3%	5.7%
IT Services	341	355	349	354	363	377	398	421	445	470	1.6%	5.3%
Total IT	888	906	827	801	831	870	921	983	1,037	1,089	-1.6%	5.6%

## Growth (Local Currency)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	0.2%	0.2%	-19.1%	-11.6%	4.1%	4.9%	6.2%	8.4%	5.2%	4.4%	4.4%	4.4%
Software	2.2%	2.2%	-1.3%	3.0%	5.6%	5.7%	5.9%	6.0%	5.7%	5.1%	5.7%	5.1%
IT Services	4.1%	4.1%	-1.6%	1.3%	2.6%	3.9%	5.6%	5.8%	5.7%	5.5%	5.7%	5.5%
Total IT	2.1%	2.1%	-8.8%	-3.1%	3.8%	4.7%	5.9%	6.7%	5.5%	5.0%	5.5%	5.0%

## Average FX (Local Currency)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
GDP (US\$m)	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24
IT/GDP (%)	\$28	\$29	\$30	\$31	\$32	\$33	\$34	\$36	\$37	\$38	\$38	\$38
IT Tax Revenues (US\$m)	3.87%	3.89%	3.46%	3.26%	3.24%	3.27%	3.34%	3.44%	3.50%	3.54%	3.54%	3.54%
IT Tax Revenues (Local Currency)	\$746	\$770	\$807	\$889	\$976	\$1,039	\$1,121	\$1,155	\$1,245	\$1,338	\$1,338	\$1,338
IT Tax Revenues % of GDP	601	620	650	715	786	836	903	930	1,002	1,077	1,077	1,077
Software-Related Tax Revenues (Local Currency)	2,62%	2,66%	2,72%	2,91%	3,06%	3,14%	3,27%	3,25%	3,38%	3,50%	3,50%	3,50%
Software-Related Tax Revenues % of GDP	333	365	405	472	558	607	654	665	719	776	776	776

## # of Companies

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	11	8	8	8	8	8	8	8	8	8	-7.7%	0.0%
Software	83	53	55	57	61	62	63	64	65	66	-7.4%	1.6%
IT Services	267	178	183	190	199	201	204	208	212	216	-7.1%	1.7%
Channels	304	206	210	215	224	227	231	236	240	244	-7.4%	1.7%
Total # of IT Companies	665	445	456	470	492	498	506	516	525	534	-7.3%	1.7%

## # of Employees

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	218	213	214	216	222	230	240	254	264	273	0.5%	4.2%
Software Vendors	189	207	221	236	256	266	277	289	301	312	7.8%	4.0%
Services	1,252	1,356	1,452	1,570	1,664	1,710	1,777	1,849	1,928	2,008	7.4%	3.8%
Channels	779	810	834	864	904	935	974	1,024	1,065	1,103	3.8%	4.1%
IT Professionals	6,414	6,664	7,041	7,487	7,943	8,202	8,535	8,915	9,289	9,648	5.5%	4.0%
Total # of Employees	8,852	9,249	9,762	10,373	10,989	11,343	11,803	12,331	12,847	13,344	5.6%	4.0%
Software-Related Services and Channels	937	1,063	1,188	1,342	1,526	1,608	1,669	1,721	1,798	1,876	13.0%	4.2%
Other Services and Channels	1,094	1,102	1,098	1,092	1,042	1,037	1,082	1,152	1,195	1,235	-1.2%	3.5%
Software-Related IT Professionals	2,958	3,271	3,659	4,129	4,721	4,985	5,178	5,339	5,580	5,819	12.4%	4.3%
Other IT Professionals	3,456	3,393	3,382	3,358	3,322	3,217	3,357	3,576	3,709	3,829	-1.7%	3.5%
Total Software Employees	4,084	4,541	5,068	5,708	6,503	6,859	7,124	7,348	7,680	8,008	12.3%	4.3%
Total # of IT Employees	8,852	9,249	9,762	10,373	10,989	11,343	11,803	12,331	12,847	13,344	5.6%	4.0%

# Malta

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$34	\$36	\$39	\$42	\$46	\$50	\$55	\$58	\$62	\$67	7.7%	7.8%
Software	\$10	\$10	\$12	\$14	\$16	\$19	\$21	\$23	\$26	\$28	12.5%	12.1%
IT Services	\$13	\$14	\$17	\$20	\$22	\$25	\$27	\$30	\$33	\$36	14.0%	10.6%
Total IT	\$57	\$60	\$68	\$76	\$84	\$93	\$103	\$111	\$121	\$131	10.1%	9.4%
							21%					
<b>Spending (Local Currency)</b>												
IT Hardware	12	13	14	15	16	18	20	20	22	23	7.7%	7.8%
Software	4	4	4	5	6	7	7	8	9	10	12.5%	12.1%
IT Services	5	5	6	7	8	9	10	11	12	13	14.0%	10.6%
Total IT	20	21	24	27	29	33	36	39	43	46	10.1%	9.4%
<b>Growth (Local Currency)</b>												
IT Hardware		5.7%	9.1%	6.6%	9.4%	9.0%	11.2%	5.0%	7.1%	6.8%		
Software		3.6%	15.8%	16.0%	15.1%	16.2%	12.0%	11.8%	10.5%	10.3%		
IT Services		7.4%	21.3%	17.4%	10.5%	12.7%	9.8%	10.2%	10.5%	9.6%		
Total IT		5.7%	13.1%	10.9%	10.8%	11.4%	11.0%	7.7%	8.7%	8.3%		
Average FX (Local Currency)	2.84	2.84	2.84	2.84	2.84	2.84	2.84	2.84	2.84	2.84		
GDP (US\$m)	\$5.3	\$5.3	\$5.4	\$5.3	\$5.3	\$5.4	\$5.4	\$5.5	\$5.6	\$5.6		
IT/GDP (%)	1.07%	1.14%	1.27%	1.43%	1.58%	1.74%	1.90%	2.02%	2.18%	2.35%		
IT Tax Revenues (US\$m)	\$22	\$27	\$29	\$33	\$42	\$46	\$52	\$58	\$64	\$70		
IT Tax Revenues (Local Currency)	8	10	10	12	15	16	18	21	23	25		
IT Tax Revenues % of GDP	0.42%	0.52%	0.55%	0.62%	0.80%	0.85%	0.96%	1.06%	1.15%	1.25%		
Software-Related Tax Revenues (Local Currency)	4	5	5	6	8	9	11	13	14	16		
<b># of Companies</b>												
IT Hardware	10	10	10	10	10	10	11	11	11	11	-1.7%	2.5%
Software Vendors	16	16	16	15	15	16	16	16	16	16	-1.7%	1.0%
IT Services	85	87	88	90	92	94	96	98	100	102	2.0%	2.0%
Channels	348	355	362	369	377	384	392	400	408	416	2.0%	2.0%
Total # of IT Companies	460	468	476	484	494	504	515	524	534	544	1.8%	2.0%
<b># of Employees</b>												
IT Hardware	140	166	148	137	140	151	168	185	197	202	0.1%	7.5%
Software Vendors	64	70	71	72	75	78	83	87	90	93	3.8%	4.4%
Services	237	283	301	302	306	315	326	337	344	352	6.5%	2.8%
Channels	937	1,145	1,089	1,046	1,071	1,134	1,233	1,328	1,394	1,431	3.4%	6.0%
IT Professionals	1,383	1,691	1,714	1,701	1,739	1,814	1,917	2,017	2,085	2,138	5.9%	4.2%
Total # of Employees	2,762	3,355	3,323	3,259	3,331	3,492	3,727	3,954	4,110	4,216	4.8%	4.8%
Software-Related Services and Channels	427	511	524	543	576	634	693	772	823	863	7.7%	8.5%
Other Services and Channels	747	917	866	805	801	815	866	893	915	920	1.8%	2.8%
Software-Related IT Professionals	629	757	803	850	902	987	1,100	1,211	1,280	1,343	9.4%	8.3%
Other IT Professionals	755	934	911	851	837	851	817	806	805	795	2.6%	-1.0%
Total Software Employees	1,121	1,338	1,398	1,465	1,553	1,699	1,876	2,070	2,193	2,300	8.5%	8.2%
Total # of IT Employees	2,762	3,355	3,323	3,259	3,331	3,492	3,727	3,954	4,110	4,216	4.8%	4.8%

# Netherlands

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$8,064	\$7,596	\$6,442	\$5,686	\$5,822	\$6,401	\$6,941	\$7,382	\$7,682	\$7,896	-7,8%	6,3%
Software	\$3,523	\$3,593	\$3,580	\$3,685	\$3,888	\$4,110	\$4,357	\$4,604	\$4,854	\$5,113	2,5%	5,6%
IT Services	\$6,470	\$6,949	\$6,976	\$6,843	\$7,008	\$7,281	\$7,705	\$8,044	\$8,401	\$8,795	2,0%	4,6%
Total IT	\$18,057	\$18,139	\$16,998	\$16,213	\$16,718	\$17,792	\$19,004	\$20,029	\$20,937	\$21,804	-1,9%	5,5%
<b>Spending (Local Currency)</b>												
IT Hardware	6,492	6,116	5,187	4,578	4,688	5,154	5,589	5,943	6,185	6,357	-7,8%	6,3%
Software	2,836	2,893	2,882	2,967	3,130	3,309	3,508	3,706	3,908	4,117	2,5%	5,6%
IT Services	5,210	5,595	5,617	5,510	5,642	5,862	6,204	6,476	6,764	7,081	2,0%	4,6%
Total IT	14,538	14,604	13,686	13,054	13,460	14,325	15,301	16,126	16,857	17,555	-1,9%	5,5%
<b>Growth (Local Currency)</b>												
IT Hardware		-5,8%	-15,2%	-11,7%	2,4%	9,9%	8,4%	6,3%	4,1%	2,8%		
Software		2,0%	-0,4%	2,9%	5,5%	5,7%	6,0%	5,7%	5,4%	5,3%		
IT Services		7,4%	0,4%	-1,9%	2,4%	3,9%	5,8%	4,4%	4,4%	4,7%		
Total IT		0,5%	-6,3%	-4,6%	3,1%	6,4%	6,8%	5,4%	4,5%	4,1%		
Average FX (Local Currency)	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24		
GDP (US\$m)	\$589	\$597	\$598	\$597	\$607	\$614	\$626	\$641	\$655	\$669		
IT/GDP (%)	3,07%	3,04%	2,84%	2,72%	2,84%	2,90%	3,03%	3,12%	3,19%	3,26%		
IT Tax Revenues (US\$m)	\$16,833	\$17,131	\$17,330	\$17,071	\$17,585	\$18,511	\$20,072	\$21,208	\$22,261	\$23,286		
IT Tax Revenues (Local Currency)	13,553	13,793	13,953	13,745	14,158	14,903	16,160	17,075	17,923	18,749		
IT Tax Revenues % of GDP	2,86%	2,87%	2,90%	2,86%	2,90%	3,01%	3,21%	3,31%	3,40%	3,48%		
Software-Related Tax Revenues (Local Currency)	10,708	10,743	11,632	9,433	9,889	10,330	11,050	11,628	12,302	13,060		
<b># of Companies</b>												
IT Hardware	134	133	129	124	124	128	131	133	135	136	-1,9%	1,9%
Software	1,089	1,096	1,096	1,106	1,112	1,137	1,158	1,178	1,197	1,216	0,5%	1,8%
IT Services	2,818	2,881	2,882	2,866	2,866	2,911	2,962	3,001	3,041	3,084	0,4%	1,5%
Channels	14,463	14,485	14,397	14,207	14,349	14,644	14,949	15,198	15,407	15,598	-0,2%	1,7%
Total # of IT Companies	18,504	18,595	18,504	18,303	18,451	18,820	19,200	19,510	19,780	20,034	-0,1%	1,7%
<b># of Employees</b>												
IT Hardware	15,791	15,260	14,796	14,448	14,587	15,602	16,524	17,258	17,784	18,155	-2,0%	4,5%
Software Vendors	12,423	12,574	12,565	12,675	12,954	13,473	14,041	14,597	15,192	15,800	1,1%	4,1%
Services	53,974	54,188	54,292	54,085	54,606	56,093	58,384	60,179	62,186	64,373	0,3%	3,3%
Channels	41,584	41,749	41,242	40,677	41,169	43,442	45,703	47,564	49,138	50,493	-0,3%	4,2%
IT Professionals	241,971	248,861	259,155	258,527	261,980	272,339	284,561	294,842	305,158	315,465	2,0%	3,8%
Total # of Employees	365,744	372,632	382,050	380,412	385,296	400,949	419,213	434,440	449,458	464,286	1,3%	3,8%
Software-Related Services and Channels	48,651	48,844	53,936	54,959	56,568	58,378	60,211	62,075	64,657	67,721	3,8%	3,7%
Other Services and Channels	46,907	47,093	41,598	39,803	39,207	41,157	43,876	45,668	46,667	47,145	-4,4%	3,8%
Software-Related IT Professionals	179,732	180,443	198,911	149,938	154,735	159,730	164,610	169,870	177,236	185,988	-3,7%	3,7%
Other IT Professionals	62,240	68,417	60,244	108,589	107,245	112,609	119,951	124,972	127,922	129,477	14,6%	3,8%
Total Software Employees	240,806	241,861	265,412	217,573	224,257	231,581	238,862	246,542	257,085	269,510	-1,8%	3,7%
Total # of IT Employees	365,744	372,632	382,050	380,412	385,296	400,949	419,213	434,440	449,458	464,286	1,3%	3,8%

Source: IDC, 2006.

# Norway

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$M, Constant)</b>												
IT Hardware	\$2,913	\$2,817	\$2,369	\$2,187	\$2,244	\$2,457	\$2,408	\$2,532	\$2,667	\$2,760	-6.3%	4.2%
Software	\$1,015	\$1,037	\$1,026	\$1,057	\$1,131	\$1,211	\$1,298	\$1,389	\$1,476	\$1,559	2.7%	6.6%
IT Services	\$2,277	\$2,501	\$2,413	\$2,500	\$2,637	\$2,829	\$3,024	\$3,228	\$3,434	\$3,633	3.7%	6.6%
Total IT	\$6,206	\$6,354	\$5,807	\$5,744	\$6,013	\$6,497	\$6,731	\$7,148	\$7,577	\$7,951	-0.8%	5.7%
<b>Spending (Local Currency)</b>												
IT Hardware	19,644	18,995	15,973	14,748	15,132	16,567	16,241	17,072	17,986	18,611	-6.3%	4.2%
Software	6,847	6,991	6,916	7,127	7,630	8,167	8,755	9,365	9,951	10,512	2.7%	6.6%
IT Services	15,358	16,863	16,273	16,862	17,786	19,076	20,392	21,768	23,160	24,496	3.7%	6.6%
Total IT	41,849	42,850	39,162	38,737	40,548	43,809	45,388	48,204	51,097	53,619	-0.8%	5.7%
<b>Growth (Local Currency)</b>												
IT Hardware	-3.3%	-15.9%	-1.1%	-7.7%	2.6%	9.5%	-2.0%	5.1%	5.4%	3.5%		
Software	2.1%	1.1%	-1.1%	3.1%	7.1%	7.0%	7.2%	7.0%	6.3%	5.6%		
IT Services	9.8%	3.5%	-3.5%	3.6%	5.5%	7.3%	6.9%	6.7%	6.4%	5.8%		
Total IT	2.4%	-8.6%	-1.1%	-1.1%	4.7%	8.0%	3.6%	6.2%	6.0%	4.9%		
Average FX (Local Currency)	0.15	0.15	0.15	0.15	0.15	0.15	0.15	0.15	0.15	0.15		
GDP (US\$B)	\$225	\$231	\$233	\$236	\$242	\$249	\$256	\$261	\$267	\$273		
IT/GDP (%)	2.76%	2.75%	2.44%	2.49%	2.61%	2.63%	2.73%	2.84%	2.91%	2.84%		
IT Tax Revenues (US\$M)	\$3,749	\$4,016	\$4,109	\$4,134	\$4,358	\$4,842	\$5,075	\$5,407	\$5,754	\$6,091		
IT Tax Revenues (Local Currency)	25,284	27,080	27,711	27,878	29,391	32,649	34,225	36,459	38,799	41,075		
IT Tax Revenues % of GDP	1.67%	1.74%	1.76%	1.75%	1.80%	1.95%	1.99%	2.07%	2.16%	2.23%		
Software-Related Tax Revenues (Local Currency)	12,438	13,874	15,901	17,252	18,706	21,035	23,391	25,201	26,968	28,934		
<b># of Companies</b>												
IT Hardware	192	190	188	184	185	190	189	192	195	197	-0.9%	1.3%
Software	337	341	352	355	363	371	379	387	394	401	1.9%	2.0%
IT Services	1,807	1,896	2,001	2,023	2,056	2,101	2,144	2,187	2,229	2,268	3.3%	2.0%
Channels	4,323	4,403	4,511	4,497	4,562	4,673	4,721	4,808	4,894	4,965	1.4%	1.7%
Total # of IT Companies	6,659	6,830	7,052	7,059	7,166	7,335	7,433	7,574	7,712	7,831	1.9%	1.8%
<b># of Employees</b>												
IT Hardware	5,693	5,599	5,469	5,217	5,271	5,621	5,544	5,742	5,973	6,129	-1.9%	3.1%
Software Vendors	2,790	2,837	2,979	3,034	3,120	3,274	3,439	3,607	3,776	3,936	2.8%	4.8%
Services	21,098,227	24,760	25,298	25,852	27,164	28,476	29,821	31,251	32,603	34,071	4.7%	4.7%
Channels	14,255	14,675	15,250	14,951	15,195	16,104	16,289	16,952	17,682	18,261	1.6%	3.7%
IT Professionals	54,674	57,452	57,006	57,413	58,648	61,781	64,037	66,945	70,031	72,799	1.8%	4.4%
Total # of Employees	98,510	103,315	105,464	105,913	108,086	113,944	117,785	123,067	128,713	133,728	2.3%	4.3%
Software-Related Services and Channels	14,330	15,818	19,044	20,704	21,736	23,224	25,513	26,965	28,371	29,893	11.0%	6.6%
Other Services and Channels	21,023	21,609	20,966	19,545	19,311	20,044	19,252	19,808	20,562	20,971	-2.1%	1.7%
Software-Related IT Professionals	23,265	25,456	28,408	30,883	32,471	34,679	38,129	40,314	42,407	44,671	8.7%	6.6%
Other IT Professionals	31,409	31,995	28,598	26,530	26,177	27,102	25,908	26,631	27,624	28,128	-4.5%	1.4%
Total Software Employees	40,385	44,112	50,431	54,621	57,327	61,177	67,082	70,886	74,554	78,500	9.2%	6.5%
Total # of IT Employees	98,510	103,315	105,464	105,913	108,086	113,944	117,785	123,067	128,713	133,728	2.3%	4.3%

# Portugal

## Spending (US\$m, Constant)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	\$1,864	\$1,922	\$1,603	\$1,443	\$1,503	\$1,645	\$1,904	\$2,169	\$2,401	\$2,539	-5.2%	11.1%
Software	\$344	\$356	\$355	\$366	\$388	\$411	\$439	\$470	\$499	\$529	3.1%	6.4%
IT Services	\$732	\$797	\$856	\$866	\$888	\$917	\$957	\$998	\$1,044	\$1,095	5.0%	4.3%
Total IT	\$2,940	\$3,075	\$2,814	\$2,674	\$2,779	\$2,974	\$3,300	\$3,637	\$3,944	\$4,163	-1.4%	8.4%

## Spending (Local Currency)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	1,501	1,548	1,291	1,162	1,210	1,325	1,533	1,746	1,933	2,044	-5.2%	11.1%
Software	277	287	286	294	312	331	354	378	402	426	3.1%	6.4%
IT Services	589	642	689	697	715	739	770	804	840	882	5.0%	4.3%
Total IT	2,367	2,476	2,266	2,153	2,237	2,394	2,657	2,928	3,175	3,352	-1.4%	8.4%

## Growth (Local Currency)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	3.1%	3.1%	-16.6%	-10.0%	4.1%	9.5%	15.8%	13.9%	10.7%	5.7%		
Software	3.6%	3.6%	-0.5%	3.1%	6.1%	6.0%	6.8%	6.9%	6.4%	6.0%		
IT Services	8.9%	8.9%	7.4%	1.2%	2.5%	3.3%	4.3%	4.4%	4.5%	4.9%		
Total IT	4.6%	4.6%	-8.5%	-5.0%	3.9%	7.0%	11.0%	10.2%	8.5%	5.6%		

## Average FX (Local Currency)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24		

## GDP (US\$m)

	\$171	\$175	\$175	\$173	\$175	\$176	\$177	\$179	\$183	\$187		
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## IT/GDP (%)

	1.72%	1.76%	1.60%	1.54%	1.58%	1.60%	1.58%	2.03%	2.16%	2.23%		
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## IT Tax Revenues (US\$m)

	\$1,322	\$1,349	\$1,339	\$1,315	\$1,351	\$1,410	\$1,510	\$1,612	\$1,722	\$1,821		
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## IT Tax Revenues (Local Currency)

	1,064	1,086	1,078	1,059	1,088	1,135	1,216	1,298	1,386	1,466		
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## IT Tax Revenues % of GDP

	0.77%	0.77%	0.76%	0.76%	0.77%	0.80%	0.85%	0.90%	0.94%	0.97%		
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## Software-Related Tax Revenues (Local Currency)

	600	605	693	564	588	633	647	669	715	757		
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## # of Companies

IT Hardware	253	255	251	243	246	253	265	276	285	290	-0.7%	3.3%
Software Vendors	74	75	75	76	76	78	80	82	84	86	0.7%	2.5%
IT Services	1,170	1,201	1,210	1,214	1,223	1,235	1,251	1,267	1,284	1,303	1.1%	1.3%
Channels	6,013	6,103	6,075	6,025	6,102	6,223	6,403	6,575	6,724	6,837	0.4%	2.3%
Total # of IT Companies	7,510	7,634	7,611	7,558	7,647	7,789	7,999	8,200	8,377	8,516	0.5%	2.2%

## # of Employees

IT Hardware	4,156	4,235	4,094	4,012	4,078	4,348	4,827	5,296	5,721	5,967	-0.5%	7.9%
Software Vendors	1,167	1,193	1,192	1,203	1,232	1,284	1,345	1,410	1,477	1,544	1.4%	4.6%
Services	2,880	2,963	3,073	3,084	3,115	3,187	3,282	3,382	3,497	3,626	2.0%	3.1%
Channels	7,875	8,101	8,027	7,944	8,078	8,505	9,200	9,882	10,520	10,964	0.6%	6.3%
IT Professionals	66,739	69,666	69,783	69,748	70,846	73,506	77,278	81,079	84,923	88,373	1.5%	4.5%
Total # of Employees	82,818	86,158	86,169	85,991	87,349	90,830	95,932	101,049	106,138	110,474	1.3%	4.8%

## Software-Related Services and Channels

Other Services and Channels	2,969	3,054	3,568	3,738	3,849	4,145	4,987	5,902	6,095	6,357	6.7%	10.6%
Software-Related IT Professionals	7,786	8,010	7,532	7,290	7,344	7,547	7,495	7,362	7,922	8,233	-1.5%	2.3%
Other IT Professionals	34,740	35,737	41,418	33,212	34,253	36,754	36,213	36,077	38,023	39,650	-0.4%	3.0%
Total Software Employees	31,999	33,929	28,365	36,536	36,536	41,065	41,065	45,002	46,900	48,723	3.4%	5.9%
Total # of IT Employees	38,877	39,984	46,177	38,154	39,334	42,183	42,545	43,389	45,944	47,551	0.3%	3.9%
Total # of IT Employees	82,818	86,158	86,169	85,991	87,349	90,830	95,932	101,049	106,138	110,474	1.3%	4.8%

# Spain

## Spending (US\$m, Constant)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	\$7,158	\$6,886	\$6,757	\$7,044	\$8,382	\$9,191	\$10,394	\$11,371	\$12,174	\$12,174	-0.4%	11.6%
Software	\$2,031	\$2,129	\$2,194	\$2,362	\$2,547	\$2,726	\$2,919	\$3,102	\$3,295	\$3,295	3.8%	6.9%
IT Services	\$4,387	\$5,149	\$5,497	\$5,904	\$6,308	\$6,965	\$7,599	\$8,263	\$8,970	\$8,970	7.7%	8.6%
Total IT	\$13,576	\$14,164	\$14,448	\$15,310	\$17,237	\$18,882	\$20,912	\$22,736	\$24,389	\$24,389	3.1%	9.8%

## Spending (Local Currency)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	5,763	5,544	5,440	5,671	6,749	7,400	8,368	9,155	9,802	9,802	-0.4%	11.6%
Software	1,635	1,709	1,714	1,902	2,051	2,195	2,350	2,497	2,653	2,653	3.8%	6.9%
IT Services	3,532	3,882	4,146	4,426	5,079	5,608	6,118	6,653	7,182	7,182	7.7%	8.6%
Total IT	10,931	11,354	11,633	12,327	13,878	15,202	16,837	18,305	19,636	19,636	3.1%	9.8%

## Growth (Local Currency)

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	0.0%	-3.8%	-1.9%	4.2%	19.0%	9.6%	13.1%	9.4%	7.1%	7.1%	7.1%	7.1%
Software	4.5%	0.3%	3.1%	7.6%	7.8%	7.0%	7.1%	6.3%	6.2%	6.2%	6.2%	6.2%
IT Services	9.9%	6.8%	6.8%	7.4%	6.8%	10.4%	9.1%	8.7%	8.0%	8.0%	8.0%	8.0%
Total IT	3.9%	0.4%	2.0%	6.0%	12.6%	9.5%	10.8%	8.7%	7.3%	7.3%	7.3%	7.3%

## Average FX (Local Currency)

	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24	1.24
GDP (US\$m)	\$922	\$954	\$980	\$1,009	\$1,041	\$1,075	\$1,105	\$1,132	\$1,158	\$1,181	\$1,181	\$1,181
IT/GDP (%)	1.47%	1.48%	1.45%	1.43%	1.47%	1.60%	1.71%	1.85%	1.96%	2.07%	2.07%	2.07%
IT Tax Revenues (US\$m)	\$10,386	\$10,806	\$11,070	\$11,199	\$11,557	\$12,204	\$12,956	\$13,821	\$14,729	\$15,611	\$15,611	\$15,611
IT Tax Revenues (Local Currency)	8,362	8,700	8,913	9,017	9,305	9,825	10,431	11,128	11,859	12,569	12,569	12,569
IT Tax Revenues % of GDP	1.13%	1.13%	1.13%	1.11%	1.11%	1.14%	1.17%	1.22%	1.32%	1.32%	1.32%	1.32%
Software-Related Tax Revenues (Local Currency)	6,222	6,348	6,601	6,849	7,125	7,405	7,877	8,306	8,838	9,266	9,266	9,266

## # of Companies

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	202	202	201	200	201	212	218	227	233	238	-0.1%	3.4%
Software	630	639	639	645	655	675	689	704	717	730	1.0%	2.2%
IT Services	1,985	2,044	2,058	2,100	2,131	2,189	2,257	2,319	2,380	2,437	1.8%	2.7%
Channels	12,078	12,235	12,242	12,323	12,553	13,005	13,360	13,764	14,105	14,404	1.0%	2.8%
Total # of IT Companies	14,895	15,120	15,140	15,268	15,540	16,081	16,524	17,014	17,435	17,809	1.1%	2.8%

## # of Employees

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
IT Hardware	15,488	15,488	15,370	15,312	15,572	17,644	18,835	20,561	22,011	23,177	0.1%	8.3%
Software Vendors	7,921	8,141	8,146	8,221	8,472	8,936	9,376	9,841	10,303	10,784	1.7%	4.9%
Services	18,751	19,221	19,482	19,877	20,466	21,446	23,009	24,475	26,080	27,636	2.2%	6.2%
Channels	37,189	38,120	38,167	38,263	39,114	43,039	45,834	49,392	52,593	55,382	1.3%	7.2%
IT Professionals	298,010	313,500	324,617	328,441	337,434	360,033	383,332	408,269	433,161	456,733	3.2%	6.2%
Total # of Employees	377,359	394,470	405,782	410,114	421,058	451,098	480,386	512,538	544,148	573,712	2.8%	6.4%

## Software-Related Services and Channels

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
Other Services and Channels	33,919	34,769	34,203	35,520	35,813	34,431	36,820	39,864	41,019	41,167	1.4%	2.8%
Software-Related IT Professionals	204,025	209,135	218,840	152,945	161,032	167,798	184,147	205,897	213,524	223,760	-5.7%	6.8%
Other IT Professionals	93,985	104,365	105,777	175,496	176,402	192,235	199,185	202,372	219,637	232,973	17.0%	5.7%
Total Software Employees	233,967	239,848	250,432	183,786	193,271	206,788	225,546	249,742	261,481	276,395	-4.7%	7.4%
Total # of IT Employees	377,359	394,470	405,782	410,114	421,058	451,098	480,386	512,538	544,148	573,712	2.8%	6.4%

# Sweden

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$6.124	\$5.855	\$5.030	\$3.939	\$4.058	\$4.301	\$4.494	\$4.743	\$4.942	\$5.208	-9.8%	5.1%
Software	\$1.949	\$2.034	\$2.090	\$2.164	\$2.295	\$2.438	\$2.591	\$2.750	\$2.907	\$3.061	4.2%	5.9%
IT Services	\$5.328	\$5.744	\$5.600	\$5.600	\$5.724	\$5.953	\$6.253	\$6.561	\$6.895	\$7.262	1.8%	4.9%
Total IT	\$13.401	\$13.633	\$12.719	\$11.703	\$12.077	\$12.692	\$13.338	\$14.054	\$14.744	\$15.530	-2.6%	5.2%
<b>Spending (Local Currency)</b>												
IT Hardware	45.011	43.031	36.967	28.954	29.828	31.611	33.031	34.859	36.322	38.278	-9.8%	5.1%
Software	14.323	14.953	15.359	15.904	16.866	17.921	19.042	20.210	21.365	22.496	4.2%	5.9%
IT Services	39.160	42.214	41.159	41.160	42.068	43.753	45.962	48.225	50.678	53.372	1.8%	4.9%
Total IT	98.494	100.198	93.485	86.018	88.761	93.285	98.035	103.294	108.365	114.146	-2.6%	5.2%
<b>Growth (Local Currency)</b>												
IT Hardware		-4.4%	-14.1%	-21.7%	3.0%	6.0%	4.5%	5.5%	4.2%	5.4%		
Software		4.4%	2.7%	3.6%	6.0%	6.3%	6.3%	6.1%	5.7%	5.3%		
IT Services		7.8%	-2.5%	0.0%	2.2%	4.0%	5.0%	4.9%	5.1%	5.3%		
Total IT		1.7%	-6.7%	-8.0%	3.2%	5.1%	5.1%	5.4%	4.9%	5.3%		
Average FX (Local Currency)	0.14	0.14	0.14	0.14	0.14	0.14	0.14	0.14	0.14	0.14		
GDP (US\$m)	\$328	\$332	\$339	\$345	\$356	\$365	\$377	\$387	\$395	\$404		
IT/GDP (%)	4.08%	4.11%	3.76%	3.39%	3.76%	3.47%	3.54%	3.63%	3.73%	3.85%		
IT Tax Revenues (US\$m)	\$15.702	\$15.249	\$16.140	\$15.833	\$16.633	\$17.492	\$18.541	\$19.568	\$20.677	\$21.836		
IT Tax Revenues (Local Currency)	115.404	112.074	118.627	116.369	122.248	128.560	136.272	143.822	151.975	160.492		
IT Tax Revenues % of GDP	4.79%	4.59%	4.77%	4.59%	4.67%	4.79%	4.92%	5.06%	5.23%	5.41%		
Software-Related Tax Revenues (Local Currency)	54.228	56.685	67.657	79.648	85.166	91.889	98.402	104.208	111.092	117.259		
<b># of Companies</b>												
IT Hardware	471	468	471	440	444	452	458	466	472	480	-1.5%	1.6%
Software	821	866	901	911	928	945	963	981	998	1,014	3.1%	1.8%
IT Services	3,851	4,081	4,328	4,328	4,357	4,409	4,476	4,542	4,611	4,685	3.1%	1.5%
Channels	9,964	10,271	10,686	10,442	10,557	10,730	10,897	11,078	11,241	11,421	1.5%	1.6%
Total # of IT Companies	15,107	15,686	16,386	16,121	16,286	16,536	16,794	17,067	17,322	17,600	1.9%	1.6%
<b># of Employees</b>												
IT Hardware	12,616	10,789	10,906	9,488	9,603	10,005	10,320	10,720	11,058	11,505	-6.6%	3.7%
Software Vendors	9,499	10,336	11,006	11,240	11,512	12,016	12,542	13,081	13,641	14,183	4.9%	4.3%
Services	45,087	31,713	34,785	34,786	35,093	36,077	37,352	38,639	40,113	41,712	-6.1%	3.5%
Channels	47,795	44,844	47,743	44,221	44,833	46,603	48,220	50,087	51,845	53,926	-1.6%	3.8%
IT Professionals	132,067	138,659	143,043	140,237	142,211	147,264	152,727	158,509	164,569	171,139	1.9%	3.8%
Total # of Employees	247,064	236,341	247,483	239,972	243,252	251,965	261,161	271,036	281,226	292,465	-0.4%	3.8%
Software-Related Services and Channels	34,711	30,312	37,281	43,320	44,651	47,482	49,669	51,679	54,057	56,190	6.5%	4.7%
Other Services and Channels	58,171	46,245	45,247	35,687	35,275	35,198	35,903	37,047	37,901	39,448	-11.8%	2.3%
Software-Related IT Professionals	52,535	58,965	69,337	82,312	85,059	90,579	94,942	98,893	103,613	107,694	12.8%	4.8%
Other IT Professionals	79,532	79,694	73,706	57,925	57,152	56,685	59,616	60,956	63,445	63,445	-7.9%	2.1%
Total Software Employees	96,746	99,613	117,624	136,872	141,222	150,077	157,153	163,653	171,311	178,067	9.9%	4.7%
Total # of IT Employees	247,064	236,341	247,483	239,972	243,252	251,965	261,161	271,036	281,226	292,465	-0.4%	3.8%

Source: IDC, 2006.

# Switzerland

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$5,613	\$5,389	\$4,364	\$3,877	\$3,859	\$4,153	\$4,444	\$4,715	\$4,956	\$5,170	-8.9%	6.0%
Software	\$2,515	\$2,558	\$2,531	\$2,582	\$2,709	\$3,004	\$3,004	\$3,165	\$3,335	\$3,506	1.9%	5.3%
IT Services	\$4,470	\$4,796	\$4,948	\$4,982	\$5,096	\$5,456	\$5,710	\$5,710	\$5,968	\$6,240	3.3%	4.1%
Total IT	\$12,598	\$12,743	\$11,843	\$11,441	\$11,664	\$12,223	\$12,905	\$13,590	\$14,259	\$14,916	-1.9%	5.0%
<b>Spending (Local Currency)</b>												
IT Hardware	6,977	6,698	5,424	4,819	4,796	5,161	5,523	5,860	6,160	6,425	-8.9%	6.0%
Software	3,126	3,179	3,146	3,209	3,367	3,540	3,734	3,934	4,144	4,358	1.9%	5.3%
IT Services	5,555	5,961	6,150	6,192	6,334	6,491	6,781	7,096	7,417	7,756	3.3%	4.1%
Total IT	15,658	15,837	14,719	14,219	14,496	15,191	16,039	16,891	17,722	18,539	-1.9%	5.0%
<b>Growth (Local Currency)</b>												
IT Hardware		-4.0%	-19.0%	-11.2%	-0.5%	7.6%	7.0%	6.1%	5.1%	4.3%		
Software		1.7%	-1.0%	2.0%	4.9%	5.1%	5.5%	5.4%	5.3%	5.1%		
IT Services		7.3%	3.2%	0.7%	2.3%	2.5%	4.5%	4.6%	4.5%	4.6%		
Total IT		1.1%	-7.1%	-3.4%	1.9%	4.8%	5.6%	5.3%	4.9%	4.6%		
Average FX (Local Currency)	0.80	0.80	0.80	0.80	0.80	0.80	0.80	0.80	0.80	0.80		
GDP (US\$m)	\$348	\$352	\$353	\$352	\$359	\$366	\$373	\$381	\$388	\$395		
IT/GDP (%)	3,62%	3,62%	3,36%	3,25%	3,36%	3,25%	3,46%	3,25%	3,67%	3,78%		
IT Tax Revenues (US\$m)	\$11,158	\$11,433	\$11,707	\$11,579	\$11,878	\$12,406	\$13,049	\$13,771	\$14,470	\$15,225		
IT Tax Revenues (Local Currency)	13,868	14,210	14,550	14,391	14,762	15,420	16,218	17,116	17,984	18,922		
IT Tax Revenues % of GDP	3,20%	3,20%	3,25%	3,29%	3,32%	3,29%	3,49%	3,62%	3,73%	3,85%		
Software-Related Tax Revenues (Local Currency)	8,186	8,731	10,155	10,941	11,575	12,129	12,645	13,288	13,979	14,778		
<b># of Companies</b>												
IT Hardware	403	399	397	384	383	392	400	407	413	418	-1.3%	1.8%
Software	832	839	861	866	879	893	908	923	938	952	1.4%	1.6%
IT Services	3,289	3,409	3,530	3,557	3,561	3,587	3,635	3,686	3,736	3,787	2.0%	1.2%
Channels	10,542	10,632	10,797	10,679	10,742	10,914	11,104	11,285	11,455	11,614	0.5%	1.6%
Total # of IT Companies	15,066	15,279	15,585	15,466	15,565	15,786	16,047	16,301	16,542	16,771	0.8%	1.5%
<b># of Employees</b>												
IT Hardware	11,978	11,738	11,591	10,815	10,795	11,370	11,929	12,438	12,915	13,332	-2.6%	4.3%
Software Vendors	6,892	6,986	7,280	7,367	7,512	7,782	8,081	8,384	8,720	9,057	2.2%	3.8%
Services	38,651	40,908	43,227	43,406	43,802	44,562	45,958	47,453	49,063	50,743	3.2%	3.0%
Channels	34,962	35,441	36,323	34,981	35,143	36,641	38,233	39,748	41,252	42,653	0.1%	3.9%
IT Professionals	123,421	127,588	129,461	128,460	129,757	133,667	138,617	143,615	148,881	154,116	1.3%	3.5%
Total # of Employees	215,904	222,661	227,882	225,029	227,009	234,022	242,818	251,638	260,831	269,901	1.3%	3.5%
Software-Related Services and Channels	35,777	38,667	46,056	49,531	51,497	53,179	54,645	56,351	58,433	60,716	9.5%	3.3%
Other Services and Channels	37,836	37,682	33,494	28,856	27,448	28,024	29,546	30,850	31,882	32,680	-7.7%	3.6%
Software-Related IT Professionals	63,534	68,350	79,207	85,668	89,321	92,444	95,049	98,066	101,795	105,879	8.9%	3.5%
Other IT Professionals	59,887	59,238	50,254	42,792	40,436	41,223	43,568	45,549	47,086	48,237	-9.4%	3.6%
Total Software Employees	106,203	114,003	132,542	142,566	148,330	153,404	157,776	162,801	168,948	175,652	8.7%	3.4%
Total # of IT Employees	215,904	222,661	227,882	225,029	227,009	234,022	242,818	251,638	260,831	269,901	1.3%	3.5%

Source: IDC, 2006.

# United Kingdom

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$27,428	\$25,728	\$22,720	\$21,642	\$22,359	\$23,571	\$25,457	\$27,691	\$29,194	\$29,901	-5.0%	6.0%
Software	\$12,283	\$12,418	\$12,648	\$13,036	\$13,769	\$14,585	\$15,476	\$16,405	\$17,334	\$18,283	2.9%	5.8%
IT Services	\$28,367	\$31,572	\$31,731	\$32,329	\$33,672	\$35,204	\$36,998	\$39,046	\$41,211	\$43,448	4.4%	5.2%
Total IT	\$68,078	\$69,718	\$67,099	\$67,007	\$69,799	\$73,360	\$77,930	\$83,141	\$87,739	\$91,633	0.6%	5.6%
<b>Spending (Local Currency)</b>												
IT Hardware	14,977	14,049	12,406	11,818	12,209	12,871	13,901	15,121	15,941	16,328	-5.0%	6.0%
Software	6,707	6,781	6,906	7,118	7,518	7,964	8,451	8,958	9,465	9,984	2.9%	5.8%
IT Services	15,490	17,240	17,327	17,653	18,387	19,223	20,203	21,321	22,504	23,725	4.4%	5.2%
Total IT	37,174	38,070	36,640	36,590	38,114	40,059	42,554	45,400	47,910	50,036	0.6%	5.6%
<b>Growth (Local Currency)</b>												
IT Hardware		-6.2%	-11.7%	-4.7%	3.3%	5.4%	8.0%	8.8%	5.4%	2.4%		
Software		1.1%	1.9%	3.1%	5.6%	5.9%	6.1%	6.0%	5.7%	5.5%		
IT Services		11.3%	0.5%	1.9%	4.2%	4.5%	5.1%	5.5%	5.5%	4.4%		
Total IT		2.4%	-3.8%	-0.1%	4.2%	5.1%	6.2%	6.7%	5.5%	4.4%		
Average FX (Local Currency)	1.83	1.83	1.83	1.83	1.83	1.83	1.83	1.83	1.83	1.83		
GDP (US\$m)	\$1,948	\$1,991	\$2,031	\$2,082	\$2,148	\$2,185	\$2,224	\$2,278	\$2,328	\$2,377		
IT/GDP (%)	3.50%	3.50%	3.30%	3.22%	3.30%	3.36%	3.50%	3.65%	3.77%	3.86%		
IT Tax Revenues (US\$m)	\$40,918	\$42,590	\$42,786	\$43,295	\$45,118	\$47,489	\$50,930	\$54,216	\$57,344	\$60,237		
IT Tax Revenues (Local Currency)	22,343	23,256	23,364	23,641	24,637	25,932	27,811	29,605	31,313	32,892		
IT Tax Revenues % of GDP	2.14%	2.10%	2.11%	2.08%	2.10%	2.08%	2.29%	2.38%	2.46%	2.53%		
Software-Related Tax Revenues (Local Currency)	17,183	17,672	19,383	15,540	16,408	17,500	18,570	19,657	20,819	22,260		
<b># of Companies</b>												
IT Hardware	655	643	635	626	626	636	651	668	679	684	-1.1%	1.8%
Software	4,127	4,141	4,149	4,187	4,211	4,311	4,390	4,469	4,545	4,620	0.5%	1.9%
IT Services	12,725	13,156	13,163	13,237	13,292	13,741	13,741	13,969	14,201	14,432	1.1%	1.7%
Channels	45,653	45,823	45,641	45,585	46,167	46,903	47,826	48,826	49,637	50,269	0.3%	1.7%
Total # of IT Companies	63,160	63,763	63,588	63,635	64,296	65,384	66,608	67,932	69,062	70,005	0.4%	1.7%
<b># of Employees</b>												
IT Hardware	61,301	59,102	57,720	57,172	57,929	60,128	63,494	67,395	70,138	71,413	-1.4%	4.3%
Software Vendors	59,016	59,408	59,959	60,511	61,871	64,439	67,194	70,018	72,992	75,990	1.2%	4.2%
Services	224,773	228,111	228,685	229,977	233,800	241,245	249,852	259,530	270,327	281,331	1.0%	3.8%
Channels	177,764	180,404	178,972	178,308	181,118	187,901	197,160	207,613	216,174	222,068	0.5%	4.2%
IT Professionals	669,453	696,828	696,501	698,410	710,772	736,336	767,160	801,119	834,511	864,815	1.5%	4.0%
Total # of Employees	1,192,307	1,223,853	1,221,837	1,224,378	1,245,490	1,290,049	1,344,860	1,405,675	1,464,142	1,515,617	1.1%	4.0%
Software-Related Services and Channels	201,031	204,016	223,404	225,111	231,976	238,874	246,055	260,685	271,870	286,518	3.6%	4.3%
Other Services and Channels	201,506	204,499	184,253	183,174	182,942	190,272	200,957	206,458	214,631	216,881	-2.4%	3.5%
Software-Related IT Professionals	504,085	511,571	561,365	585,074	597,385	622,187	635,072	647,058	666,348	692,224	-5.8%	4.4%
Other IT Professionals	165,369	185,257	185,136	183,336	184,149	187,901	197,160	207,613	216,174	222,068	1.7%	3.5%
Total Software Employees	764,131	774,995	844,728	870,696	881,232	915,000	932,232	954,671	982,519	1,014,292	-2.5%	4.3%
Total # of IT Employees	1,192,307	1,223,853	1,221,837	1,224,378	1,245,490	1,290,049	1,344,860	1,405,675	1,464,142	1,515,617	1.1%	4.0%

Source: IDC, 2006.

## Croatia

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$246	\$281	\$316	\$354	\$378	\$417	\$445	\$477	\$505	\$525	11.3%	6.8%
Software	\$72	\$85	\$76	\$104	\$112	\$125	\$142	\$157	\$174	\$191	11.5%	11.3%
IT Services	\$76	\$93	\$108	\$145	\$168	\$186	\$210	\$238	\$267	\$296	21.8%	12.1%
Total IT	\$394	\$450	\$509	\$603	\$657	\$728	\$797	\$872	\$946	\$1,012	13.6%	9.0%
						18%						
<b>Spending (Local Currency)</b>												
IT Hardware	1,544	1,767	1,982	2,225	2,373	2,618	2,796	2,994	3,171	3,294	11.3%	6.8%
Software	454	478	531	651	701	788	890	987	1,094	1,197	11.5%	11.3%
IT Services	478	583	681	908	1,053	1,167	1,318	1,491	1,674	1,860	21.8%	12.1%
Total IT	2,477	2,828	3,194	3,784	4,127	4,573	5,004	5,472	5,938	6,351	13.6%	9.0%
<b>Growth (Local Currency)</b>												
IT Hardware		14.4%	12.2%	12.3%	6.7%	10.3%	6.8%	7.1%	5.9%	3.9%		
Software		5.2%	11.2%	22.5%	7.7%	12.3%	13.0%	10.9%	10.8%	9.5%		
IT Services		21.9%	16.8%	33.3%	16.0%	10.8%	12.9%	13.1%	12.3%	11.1%		
Total IT		14.2%	12.9%	18.5%	9.1%	10.8%	9.4%	9.4%	8.5%	7.0%		
Average FX (Local Currency)	0.16	0.16	0.16	0.16	0.16	0.16	0.16	0.16	0.16	0.16		
GDP (US\$m)	\$27	\$29	\$30	\$31	\$33	\$34	\$35	\$37	\$38	\$40		
IT/GDP (%)	1.44%	1.57%	1.69%	1.92%	2.02%	2.15%	2.26%	2.37%	2.48%	2.55%		
IT Tax Revenues (US\$m)	\$117	\$130	\$177	\$199	\$211	\$231	\$256	\$281	\$309	\$335		
IT Tax Revenues (Local Currency)	736	817	1,112	1,247	1,326	1,453	1,606	1,767	1,939	2,105		
IT Tax Revenues % of GDP	0.43%	0.45%	0.59%	0.63%	0.65%	0.68%	0.73%	0.77%	0.81%	0.84%		
Software-Related Tax Revenues (Local Currency)	388	408	592	672	791	882	1,015	1,130	1,262	1,380		
<b># of Companies</b>												
IT Hardware	45	46	47	48	48	49	50	51	52	53	1.6%	2.0%
Software	70	81	84	86	88	91	95	98	101	104	5.9%	3.4%
IT Services	85	94	98	105	107	110	114	118	122	126	5.9%	3.3%
Channels	1,270	1,351	1,367	1,419	1,440	1,488	1,535	1,581	1,625	1,663	3.2%	2.9%
Total # of IT Companies	1,470	1,572	1,596	1,658	1,683	1,738	1,794	1,848	1,900	1,946	3.4%	2.9%
<b># of Employees</b>												
IT Hardware	495	499	503	509	510	515	518	522	525	527	0.7%	0.7%
Software Vendors	1,060	1,152	1,254	1,360	1,427	1,550	1,671	1,781	1,896	2,004	7.7%	7.0%
Services	940	1,048	1,143	1,334	1,389	1,479	1,594	1,720	1,846	1,969	10.3%	7.2%
Channels	5,575	5,764	5,961	6,364	6,518	7,012	7,466	7,940	8,426	8,833	4.0%	6.3%
IT Professionals	8,405	8,702	9,197	9,842	10,182	10,979	11,880	12,817	13,830	14,782	4.9%	7.7%
Total # of Employees	16,475	17,165	18,058	19,409	20,026	21,535	23,129	24,780	26,523	28,115	5.0%	7.0%
Software-Related Services and Channels	2,203	2,265	2,473	2,726	3,106	3,253	3,628	3,956	4,330	4,686	9.0%	8.6%
Other Services and Channels	4,312	4,547	4,631	4,972	4,801	5,238	5,432	5,704	5,942	6,116	2.7%	5.0%
Software-Related IT Professionals	3,976	3,723	4,278	4,634	5,422	6,093	6,884	7,469	8,157	8,667	8.1%	9.8%
Other IT Professionals	4,429	4,979	4,919	5,208	4,979	4,886	4,996	5,348	5,673	6,115	1.8%	5.1%
Total Software Employees	7,240	7,140	8,005	8,720	9,955	10,896	12,183	13,206	14,383	15,357	8.3%	9.1%
Total # of IT Employees	16,475	17,165	18,058	19,409	20,026	21,535	23,129	24,780	26,523	28,115	5.0%	7.0%

# Czech republic

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$994	\$938	\$987	\$1,035	\$1,225	\$1,288	\$1,424	\$1,542	\$1,654	\$1,746	5,4%	7,3%
Software	\$317	\$365	\$418	\$477	\$542	\$614	\$692	\$767	\$851	\$916	14,4%	11,1%
IT Services	\$570	\$689	\$768	\$898	\$997	\$1,098	\$1,200	\$1,320	\$1,458	\$1,586	15,0%	9,7%
Total IT	\$1,881	\$1,993	\$2,173	\$2,409	\$2,764	\$3,000	\$3,316	\$3,630	\$3,963	\$4,248	10,1%	9,0%
<b>Spending (Local Currency)</b>												
IT Hardware	25,575	24,139	25,403	26,617	31,510	33,140	36,622	39,680	42,541	44,913	5,4%	7,3%
Software	8,144	9,390	10,755	12,264	13,946	15,804	17,804	19,738	21,886	23,568	14,4%	11,1%
IT Services	14,666	17,729	19,754	23,094	25,644	28,243	30,874	33,955	37,517	40,803	15,0%	9,7%
Total IT	48,385	51,258	55,912	61,975	71,100	77,188	85,300	93,372	101,945	109,284	10,1%	9,0%
<b>Growth (Local Currency)</b>												
IT Hardware	-5,6%	-5,6%	5,2%	4,8%	18,4%	5,2%	10,5%	8,4%	7,2%	5,6%		
Software	15,3%	14,5%	14,5%	14,0%	13,7%	13,3%	12,7%	10,9%	10,9%	7,7%		
IT Services	20,9%	11,4%	11,4%	16,9%	11,0%	10,1%	9,3%	10,0%	10,5%	8,8%		
Total IT	5,9%	9,1%	9,1%	10,8%	14,7%	8,6%	10,5%	9,5%	9,2%	7,2%		
Average FX (Local Currency)	0,04	0,04	0,04	0,04	0,04	0,04	0,04	0,04	0,04	0,04		
GDP (US\$m)	\$96	\$98	\$100	\$103	\$108	\$113	\$118	\$123	\$128	\$133		
IT/GDP (%)	1,97%	2,03%	2,18%	2,34%	2,57%	2,66%	2,81%	2,95%	3,09%	3,20%		
IT Tax Revenues (US\$m)	\$557	\$633	\$682	\$748	\$823	\$903	\$1,008	\$1,120	\$1,242	\$1,358		
IT Tax Revenues (Local Currency)	14,326	16,282	17,556	21,183	23,234	25,938	28,816	31,952	34,936	37,936		
IT Tax Revenues % of GDP	0,58%	0,64%	0,68%	0,73%	0,76%	0,80%	0,85%	0,91%	0,97%	1,02%		
Software-Related Tax Revenues (Local Currency)	7,153	8,218	9,893	11,758	13,456	15,492	17,514	19,766	22,437	24,879		
<b># of Companies</b>												
IT Hardware	150	155	155	156	159	161	166	170	174	177	1,5%	2,2%
Software	46	48	50	52	54	57	59	61	63	64	4,1%	3,5%
IT Services	1,098	1,161	1,211	1,272	1,309	1,349	1,387	1,429	1,474	1,513	4,5%	2,9%
Channels	4,283	4,474	4,596	4,735	4,877	5,010	5,172	5,321	5,469	5,587	3,3%	2,8%
Total # of IT Companies	5,577	5,838	6,012	6,215	6,399	6,577	6,784	6,981	7,180	7,341	3,5%	2,8%
<b># of Employees</b>												
IT Hardware	8,131	10,670	9,179	9,234	9,508	9,852	10,576	11,194	11,799	12,292	4,0%	5,3%
Software Vendors	1,986	2,310	2,578	2,687	2,834	3,098	3,372	3,628	3,924	4,150	9,3%	7,9%
Services	5,120	6,385	6,843	7,422	7,885	8,337	8,881	9,501	10,249	10,922	11,0%	7,0%
Channels	28,765	31,624	34,032	35,289	36,581	38,577	41,465	44,129	46,976	49,313	6,2%	6,2%
IT Professionals	48,673	53,511	57,585	60,594	63,137	67,601	72,595	77,634	83,430	88,310	6,7%	6,9%
Total # of Employees	92,675	104,500	110,217	115,226	119,845	127,465	136,889	146,086	156,378	164,987	6,6%	6,6%
Software-Related Services and Channels	12,954	14,992	17,697	20,068	21,703	24,069	26,157	28,301	30,900	32,975	13,8%	8,7%
Other Services and Channels	20,931	23,017	23,178	22,643	22,663	22,845	24,189	25,329	26,325	27,260	2,0%	3,8%
Software-Related IT Professionals	23,620	26,651	31,485	35,882	38,905	43,657	47,496	51,578	56,683	60,785	13,3%	9,3%
Other IT Professionals	25,053	26,860	26,100	24,712	24,232	23,944	25,099	26,056	26,747	27,525	-0,8%	2,6%
Total Software Employees	38,560	43,953	51,760	58,637	63,442	70,824	77,025	83,506	91,507	97,910	13,3%	9,1%
Total # of IT Employees	92,675	104,500	110,217	115,226	119,845	127,465	136,889	146,086	156,378	164,987	6,6%	6,6%

# Estonia

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$82	\$90	\$96	\$110	\$151	\$170	\$176	\$187	\$188	\$207	16.4%	6.6%
Software	\$26	\$30	\$35	\$38	\$45	\$49	\$53	\$58	\$62	\$67	15.3%	8.3%
IT Services	\$31	\$36	\$41	\$49	\$56	\$63	\$71	\$81	\$91	\$104	15.8%	13.2%
Total IT	\$139	\$156	\$172	\$196	\$252	\$282	\$300	\$325	\$342	\$379	16.1%	8.5%
<b>Spending (Local Currency)</b>												
IT Hardware	1,034	1,129	1,212	1,381	1,898	2,144	2,219	2,356	2,375	2,614	16.4%	6.6%
Software	322	378	436	474	569	621	669	728	785	848	15.3%	8.3%
IT Services	391	452	516	611	705	793	895	1,014	1,151	1,308	15.8%	13.2%
Total IT	1,748	1,959	2,164	2,466	3,173	3,558	3,783	4,098	4,310	4,771	16.1%	8.5%
<b>Growth (Local Currency)</b>												
IT Hardware		9.2%	7.4%	13.9%	37.5%	13.0%	3.5%	6.2%	0.8%	10.1%		
Software		17.2%	15.5%	8.6%	20.2%	9.0%	7.8%	8.7%	7.8%	8.1%		
IT Services		15.6%	14.0%	18.5%	15.3%	12.5%	12.8%	13.4%	13.5%	13.6%		
Total IT		12.1%	10.5%	13.9%	28.7%	12.2%	6.3%	8.3%	5.2%	10.7%		
<b>Average FX (Local Currency)</b>												
GDP (US\$m)	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.08	0.08		
IT/GDP (%)	\$9	\$9	\$10	\$10	\$11	\$12	\$13	\$14	\$15	\$16		
IT Tax Revenues (US\$m)	1.62%	1.71%	1.76%	1.88%	2.24%	2.30%	2.28%	2.31%	2.28%	2.34%		
IT Tax Revenues (Local Currency)	\$49	\$54	\$61	\$69	\$78	\$86	\$93	\$101	\$109	\$120		
IT Tax Revenues % of GDP	620	678	774	865	977	1,081	1,171	1,275	1,378	1,515		
Software-Related Tax Revenues (Local Currency)	0.58%	0.59%	0.63%	0.66%	0.69%	0.70%	0.71%	0.72%	0.73%	0.74%		
	20	369	438	473	505	583	651	722	820	951		
<b># of Companies</b>												
IT Hardware	31	31	30	31	32	33	33	34	34	35	0.8%	1.8%
Software Vendors	45	47	49	50	51	52	53	54	55	56	3.2%	1.9%
IT Services	105	109	123	130	135	140	145	151	157	163	6.5%	3.8%
Channels	324	331	407	424	440	455	465	478	488	503	8.0%	2.7%
Total # of IT Companies	505	518	609	635	658	680	696	717	734	757	6.8%	2.8%
<b># of Employees</b>												
IT Hardware	671	671	678	744	756	766	769	774	775	783	3.0%	0.7%
Software Vendors	340	359	388	411	419	430	440	451	462	473	5.4%	2.5%
IT Services	1,077	1,120	1,421	1,605	1,714	1,821	1,937	2,067	2,207	2,357	12.3%	6.6%
Channels	2,070	2,141	2,530	2,774	2,867	2,954	3,000	3,061	3,097	3,178	8.5%	2.1%
IT Professionals	5,432	5,621	5,218	5,752	5,922	6,093	6,237	6,401	6,549	6,734	2.2%	2.6%
Total # of Employees	9,590	9,912	10,235	11,286	11,678	12,064	12,383	12,754	13,090	13,525	5.0%	3.0%
<b>Software-Related Services and Channels</b>												
Other Services and Channels	1,235	1,351	1,726	1,849	1,821	2,119	2,264	2,396	2,612	2,808	10.2%	9.1%
Software-Related IT Professionals	1,912	1,910	2,225	2,530	2,760	2,656	2,673	2,732	2,692	2,727	9.6%	-0.2%
Other IT Professionals	2,550	2,786	2,714	2,886	2,790	2,872	3,035	3,172	3,415	3,795	2.3%	6.3%
Total Software Employees	2,882	2,835	2,504	2,866	3,132	2,866	3,132	3,229	3,134	3,229	2.1%	-1.3%
Total # of IT Employees	4,125	4,496	4,828	5,147	5,030	5,421	5,739	6,019	6,490	7,076	5.1%	7.1%
	9,590	9,912	10,235	11,286	11,678	12,064	12,383	12,754	13,090	13,525	5.0%	3.0%

# Hungary

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$690	\$708	\$789	\$924	\$950	\$1,020	\$1,090	\$1,159	\$1,225	\$1,225	7,6%	5,8%
Software	\$299	\$326	\$415	\$474	\$513	\$553	\$601	\$654	\$712	\$712	12,2%	8,5%
IT Services	\$512	\$490	\$626	\$732	\$791	\$858	\$935	\$1,022	\$1,118	\$1,118	9,4%	8,8%
Total IT	\$1,500	\$1,506	\$1,829	\$2,130	\$2,254	\$2,431	\$2,626	\$2,835	\$3,055	\$3,055	9,2%	7,5%
<b>Spending (Local Currency)</b>												
IT Hardware	139,979	140,017	143,693	187,457	192,823	207,016	221,233	235,102	248,672	248,672	7,6%	5,8%
Software	60,644	66,068	74,847	96,194	104,090	112,210	121,903	132,809	144,444	144,444	12,2%	8,5%
IT Services	103,831	99,431	108,960	148,524	160,473	174,029	189,730	207,350	226,815	226,815	9,4%	8,8%
Total IT	304,454	305,517	327,500	432,175	457,385	493,254	532,866	575,261	619,932	619,932	9,2%	7,5%
<b>Growth (Local Currency)</b>												
IT Hardware	0,0%	2,6%	11,4%	17,1%	2,9%	7,4%	6,9%	6,3%	8,9%	8,9%	5,8%	5,8%
Software	8,9%	13,3%	12,5%	14,3%	8,2%	7,8%	8,6%	8,9%	8,9%	8,9%	8,9%	8,9%
IT Services	-4,2%	9,6%	16,5%	17,0%	8,0%	8,4%	9,0%	9,3%	9,3%	9,4%	9,4%	9,4%
Total IT	0,3%	7,2%	13,3%	16,4%	5,8%	7,8%	8,0%	8,0%	8,0%	7,8%	7,8%	7,8%
Average FX (Local Currency)	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
GDP (US\$m)	\$86	\$90	\$93	\$96	\$101	\$105	\$110	\$114	\$119	\$123	\$123	\$123
IT/GDP (%)	1,75%	1,68%	1,73%	1,90%	2,12%	2,15%	2,22%	2,38%	2,38%	2,47%	2,47%	2,47%
IT Tax Revenues (US\$m)	\$861	\$1,002	\$1,100	\$1,304	\$1,419	\$1,549	\$1,699	\$1,869	\$1,869	\$2,059	\$2,059	\$2,059
IT Tax Revenues (Local Currency)	174,775	203,422	223,197	264,619	287,964	314,325	344,825	379,355	379,355	417,906	417,906	417,906
IT Tax Revenues % of GDP	1,00%	1,12%	1,24%	1,30%	1,35%	1,41%	1,49%	1,57%	1,57%	1,67%	1,67%	1,67%
Software-Related Tax Revenues (Local Currency)	84,509	100,533	116,606	148,374	175,033	191,577	212,423	237,486	237,486	266,338	266,338	266,338
<b># of Companies</b>												
IT Hardware	139	142	142	147	151	152	155	158	161	164	2,1%	1,7%
Software	78	81	84	87	90	92	94	96	99	102	3,6%	2,5%
IT Services	858	895	916	933	959	982	1,007	1,034	1,063	1,093	2,8%	2,7%
Channels	3,697	3,821	3,898	4,018	4,140	4,215	4,314	4,418	4,524	4,629	2,9%	2,3%
Total # of IT Companies	4,772	4,939	5,040	5,185	5,340	5,441	5,570	5,706	5,847	5,988	2,9%	2,3%
<b># of Employees</b>												
IT Hardware	5,393	6,413	6,313	6,753	7,028	7,169	7,538	7,900	8,271	8,629	6,8%	4,2%
Software Vendors	2,536	2,700	2,789	2,998	3,129	3,309	3,490	3,701	3,949	4,208	5,4%	6,1%
Services	5,470	5,806	6,108	6,333	6,566	6,833	7,136	7,461	7,810	8,192	4,7%	6,4%
Channels	23,899	24,401	24,669	26,252	27,316	28,266	29,783	31,378	33,121	34,883	3,4%	5,0%
IT Professionals	55,104	57,363	59,199	62,445	64,923	68,130	71,963	76,233	81,139	86,297	4,2%	5,9%
Total # of Employees	92,402	96,683	99,078	104,781	108,962	113,810	120,120	127,022	134,834	142,959	4,2%	5,6%
Software-Related Services and Channels	8,671	9,276	10,241	15,684	16,386	18,511	19,577	20,883	22,458	24,154	17,2%	8,1%
Other Services and Channels	20,698	20,931	20,536	16,901	17,496	16,691	17,552	18,305	19,017	19,671	-4,1%	2,4%
Software-Related IT Professionals	26,026	27,842	30,105	30,056	31,398	35,827	37,943	40,624	43,935	47,563	4,8%	8,7%
Other IT Professionals	29,078	29,521	29,094	32,389	33,525	34,020	35,609	37,204	38,734	38,734	3,6%	2,9%
Total Software Employees	37,233	39,818	43,135	48,738	50,913	57,647	61,010	65,208	70,341	75,925	8,1%	8,3%
Total # of IT Employees	92,402	96,683	99,078	104,781	108,962	113,810	120,120	127,022	134,834	142,959	4,2%	5,6%

Source: IDC, 2006.

# Latvia

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$82	\$93	\$101	\$114	\$131	\$154	\$169	\$181	\$196	\$203	12,3%	9,2%
Software	\$26	\$29	\$34	\$38	\$46	\$51	\$55	\$60	\$66	\$59	15,5%	5,1%
IT Services	\$35	\$41	\$48	\$56	\$67	\$76	\$85	\$97	\$110	\$109	17,9%	10,3%
Total IT	\$143	\$162	\$182	\$208	\$244	\$281	\$309	\$338	\$372	\$372	14,3%	8,8%
<b>Spending (Local Currency)</b>												
IT Hardware	44	50	54	61	70	83	90	97	105	109	12,3%	9,2%
Software	14	15	18	20	25	27	30	32	35	32	15,5%	5,1%
IT Services	19	22	25	30	36	41	46	52	59	59	17,9%	10,3%
Total IT	77	87	98	111	131	150	165	181	199	199	14,3%	8,8%
<b>Growth (Local Currency)</b>												
IT Hardware		12,6%	9,2%	12,4%	15,0%	17,9%	9,4%	7,7%	8,1%	3,6%		
Software		9,8%	17,5%	12,0%	23,1%	10,8%	7,7%	9,1%	9,4%	-9,8%		
IT Services		17,9%	16,1%	18,4%	19,2%	12,8%	12,8%	13,2%	13,4%	-0,2%		
Total IT		13,4%	12,4%	13,9%	17,6%	15,1%	10,0%	9,4%	9,8%	0,1%		
Average FX (Local Currency)	1,87	1,87	1,87	1,87	1,87	1,87	1,87	1,87	1,87	1,87		
GDP (US\$m)	\$10	\$11	\$12	\$13	\$14	\$15	\$16	\$17	\$18	\$20		
IT/GDP (%)	1,41%	1,48%	1,56%	1,66%	1,80%	1,89%	1,93%	1,97%	2,02%	1,87%		
IT Tax Revenues (US\$m)	\$41	\$46	\$53	\$63	\$72	\$82	\$90	\$100	\$111	\$125		
IT Tax Revenues (Local Currency)	22	25	29	34	38	44	48	54	60	67		
IT Tax Revenues % of GDP	0,41%	0,42%	0,46%	0,51%	0,53%	0,55%	0,56%	0,58%	0,61%	0,63%		
Software-Related Tax Revenues (Local Currency)	10	11	13	15	17	22	25	28	32	37		
<b># of Companies</b>												
IT Hardware	46	46	48	50	53	56	58	59	60	61	3,6%	2,9%
Software	50	53	55	57	59	61	62	64	66	68	4,2%	2,9%
IT Services	111	115	126	133	139	144	150	156	162	169	5,8%	4,0%
Channels	337	344	382	399	415	433	446	459	473	486	5,3%	3,2%
Total # of IT Companies	544	558	611	639	666	694	716	738	761	784	5,2%	3,3%
<b># of Employees</b>												
IT Hardware	908	945	1,054	1,162	1,182	1,203	1,214	1,223	1,233	1,241	6,8%	1,0%
Software Vendors	453	471	476	516	530	547	560	575	591	607	4,0%	2,8%
Services	1,652	1,751	2,052	2,316	2,476	2,634	2,802	2,987	3,188	3,401	10,6%	6,6%
Channels	3,382	3,599	4,252	4,695	4,869	5,057	5,180	5,297	5,422	5,534	9,5%	2,6%
IT Professionals	7,858	8,211	8,511	9,448	9,756	10,078	10,344	10,625	10,921	11,212	5,6%	2,8%
Total # of Employees	14,253	14,977	16,345	18,137	18,813	19,519	20,100	20,707	21,355	21,995	7,2%	3,2%
Software-Related Services and Channels	1,818	2,020	2,477	2,707	2,686	3,264	3,417	3,716	3,898	4,210	10,2%	9,4%
Other Services and Channels	3,216	3,330	3,827	4,304	4,659	4,427	4,565	4,568	4,712	4,725	9,7%	0,3%
Software-Related IT Professionals	2,839	3,101	3,345	3,648	3,568	4,276	4,594	4,766	4,944	5,461	5,9%	8,9%
Other IT Professionals	5,019	5,110	5,166	5,800	5,110	5,800	5,750	5,859	5,977	5,751	5,4%	-1,5%
Total Software Employees	5,110	5,592	6,298	6,871	6,784	8,087	8,570	9,058	9,433	10,278	7,3%	8,7%
Total # of IT Employees	14,253	14,977	16,345	18,137	18,813	19,519	20,100	20,707	21,355	21,995	7,2%	3,2%

Source: IDC, 2006.

# Lithuania

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$78	\$94	\$111	\$141	\$173	\$211	\$240	\$261	\$280	\$309	22.2%	12.3%
Software	\$25	\$29	\$33	\$38	\$50	\$57	\$62	\$69	\$76	\$83	18.9%	10.8%
IT Services	\$31	\$36	\$42	\$49	\$62	\$70	\$79	\$90	\$102	\$116	18.6%	13.4%
Total IT	\$134	\$159	\$186	\$229	\$285	\$338	\$381	\$420	\$458	\$508	20.8%	12.3%
<b>Spending (Local Currency)</b>												
IT Hardware	216	261	309	392	481	586	666	726	779	860	22.2%	12.3%
Software	69	80	92	106	139	159	174	192	211	232	18.9%	10.8%
IT Services	87	101	116	138	171	194	220	249	283	321	18.6%	13.4%
Total IT	372	442	517	636	791	939	1,060	1,168	1,273	1,413	20.8%	12.3%
<b>Growth (Local Currency)</b>												
IT Hardware		21.0%	18.2%	27.2%	22.6%	21.7%	13.8%	9.0%	7.2%	10.4%		
Software		14.6%	15.8%	14.5%	31.5%	14.3%	9.4%	10.5%	10.0%	9.7%		
IT Services		16.6%	14.9%	18.6%	24.6%	13.3%	13.2%	13.4%	13.5%	13.5%		
Total IT		18.8%	17.0%	23.0%	24.5%	18.6%	12.9%	10.1%	9.0%	11.0%		
Average FX (Local Currency)	0.36	0.36	0.36	0.36	0.36	0.36	0.36	0.36	0.36	0.36		
GDP (US\$m)	\$17	\$18	\$19	\$21	\$22	\$24	\$26	\$27	\$29	\$31		
IT/GDP (%)	0.80%	0.89%	0.98%	1.09%	1.27%	1.40%	1.49%	1.55%	1.59%	1.65%		
IT Tax Revenues (US\$m)	\$49	\$56	\$61	\$75	\$84	\$94	\$104	\$113	\$123	\$135		
IT Tax Revenues (Local Currency)	136	156	170	210	232	260	288	314	341	375		
IT Tax Revenues % of GDP	0.29%	0.32%	0.32%	0.36%	0.37%	0.39%	0.40%	0.42%	0.43%	0.44%		
Software-Related Tax Revenues (Local Currency)	57	65	70	79	84	105	120	139	162	186		
<b># of Companies</b>												
IT Hardware	46	46	45	49	53	56	58	60	61	63	3.6%	3.5%
Software	46	49	51	53	56	58	60	62	64	66	5.0%	3.3%
IT Services	115	120	124	131	136	141	147	153	159	165	4.3%	3.9%
Channels	644	657	674	716	756	795	824	851	876	905	4.1%	3.7%
Total # of IT Companies	851	872	894	949	1,001	1,050	1,089	1,126	1,160	1,199	4.1%	3.7%
<b># of Employees</b>												
IT Hardware	1,131	1,131	1,106	1,321	1,353	1,382	1,401	1,414	1,424	1,439	4.6%	1.2%
Software Vendors	409	434	457	503	528	551	567	585	603	621	6.6%	3.3%
Services	1,630	1,728	1,858	2,100	2,244	2,393	2,510	2,722	2,906	3,102	8.3%	6.7%
Channels	7,304	7,553	7,841	9,117	9,586	10,031	10,352	10,615	10,855	11,151	7.0%	3.1%
IT Professionals	5,910	6,234	6,496	7,368	7,674	7,968	8,211	8,450	8,687	8,943	6.7%	3.1%
Total # of Employees	16,384	17,080	17,757	20,409	21,385	22,325	23,082	23,786	24,475	25,256	6.9%	3.4%
Software-Related Services and Channels	3,238	3,290	3,369	3,578	3,582	4,238	4,535	5,016	5,575	6,048	2.6%	11.0%
Other Services and Channels	5,696	5,991	6,330	7,639	8,248	8,186	8,368	8,321	8,186	8,205	9.7%	-0.1%
Software-Related IT Professionals	2,142	2,210	2,257	2,350	2,324	2,718	2,886	3,178	3,519	3,795	2.1%	10.3%
Other IT Professionals	3,768	4,024	4,239	5,018	5,250	5,350	5,272	5,168	5,148	5,148	9.2%	-0.8%
Total Software Employees	5,789	5,934	6,082	6,431	6,434	7,507	7,987	8,779	9,698	10,463	2.7%	10.2%
Total # of IT Employees	16,384	17,080	17,757	20,409	21,385	22,325	23,082	23,786	24,475	25,256	6.9%	3.4%

# Poland

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$2,046	\$1,947	\$1,890	\$1,995	\$2,383	\$2,986	\$3,205	\$3,423	\$3,775	\$4,079	3.9%	11.3%
Software	\$458	\$513	\$602	\$680	\$773	\$880	\$1,003	\$1,139	\$1,277	\$1,395	14.0%	12.5%
IT Services	\$701	\$726	\$819	\$998	\$1,283	\$1,470	\$1,688	\$1,940	\$2,236	\$2,580	16.3%	15.0%
Total IT	\$3,204	\$3,185	\$3,311	\$3,673	\$4,439	\$5,337	\$5,897	\$6,503	\$7,288	\$8,054	8.5%	12.7%
<b>Spending (Local Currency)</b>												
IT Hardware	7,471	7,109	6,904	7,288	8,703	10,907	11,707	12,503	13,788	14,896	3.9%	11.3%
Software	1,673	1,872	2,197	2,484	2,822	3,215	3,664	4,160	4,663	5,093	14.0%	12.5%
IT Services	2,558	2,652	2,991	3,643	4,686	5,369	6,166	7,087	8,167	9,424	16.3%	15.0%
Total IT	11,702	11,634	12,093	13,415	16,212	19,492	21,537	23,750	26,619	29,414	8.5%	12.7%
<b>Growth (Local Currency)</b>												
IT Hardware	-4.8%	-4.8%	-2.9%	5.6%	19.4%	25.3%	7.3%	6.8%	10.3%	8.0%		
Software	11.9%	11.9%	17.4%	13.0%	13.6%	13.9%	14.0%	13.5%	12.1%	9.2%		
IT Services	3.7%	3.7%	12.8%	21.8%	28.6%	14.6%	14.8%	14.9%	15.2%	15.4%		
Total IT	-0.6%	-0.6%	3.9%	10.9%	20.8%	20.2%	10.5%	10.3%	12.1%	10.5%		
Average FX (Local Currency)	0.27	0.27	0.27	0.27	0.27	0.27	0.27	0.27	0.27	0.27		
GDP (US\$m)	\$225	\$228	\$231	\$240	\$252	\$260	\$271	\$282	\$294	\$306		
IT/GDP (%)	1.42%	1.40%	1.43%	1.53%	1.76%	2.05%	2.18%	2.30%	2.48%	2.63%		
IT Tax Revenues (US\$m)	\$1,038	\$1,099	\$1,165	\$1,325	\$1,475	\$1,685	\$1,866	\$2,078	\$2,343	\$2,621		
IT Tax Revenues (Local Currency)	3,790	4,012	4,253	4,839	6,154	8,386	9,591	11,244	13,156	15,173		
IT Tax Revenues % of GDP	0.46%	0.48%	0.50%	0.55%	0.58%	0.65%	0.69%	0.74%	0.80%	0.86%		
Software-Related Tax Revenues (Local Currency)	1,313	1,514	1,870	2,238	2,474	2,720	3,104	3,620	4,131	4,660		
<b># of Companies</b>												
IT Hardware	340	343	341	347	362	390	399	407	420	430	1.6%	3.5%
Software	125	131	137	142	148	154	160	166	172	177	4.3%	3.6%
IT Services	1,258	1,334	1,376	1,466	1,524	1,591	1,662	1,736	1,815	1,899	4.9%	4.5%
Channels	7,253	7,504	7,616	7,906	8,236	8,698	9,000	9,304	9,648	9,955	3.2%	3.9%
Total # of IT Companies	8,976	9,312	9,470	9,861	10,270	10,833	11,221	11,613	12,055	12,461	3.4%	3.9%
<b># of Employees</b>												
IT Hardware	3,201	3,300	3,276	3,386	3,585	4,221	4,438	4,649	5,007	5,309	2.9%	8.2%
Software Vendors	1,368	1,410	1,452	1,566	1,651	1,812	1,989	2,177	2,375	2,539	4.8%	9.0%
Services	4,249	5,110	5,263	5,952	6,266	6,906	7,623	8,420	9,382	10,465	10.2%	10.8%
Channels	42,777	44,100	45,423	48,238	50,973	58,429	62,583	66,864	72,700	78,013	4.5%	8.9%
IT Professionals	118,767	123,000	125,460	137,452	144,943	161,717	176,514	192,438	211,646	230,803	5.1%	9.8%
Total # of Employees	170,361	176,920	180,875	196,594	207,418	233,085	253,147	274,548	301,110	327,129	5.0%	9.5%
Software-Related Services and Channels	13,559	15,499	18,649	20,980	22,007	25,129	26,776	30,070	33,192	36,070	12.9%	10.4%
Other Services and Channels	33,466	33,711	32,037	33,210	35,232	40,206	43,430	45,214	48,890	52,408	1.3%	8.3%
Software-Related IT Professionals	34,245	38,740	46,161	53,216	55,727	58,906	67,322	76,865	85,586	94,091	12.9%	11.0%
Other IT Professionals	84,521	84,260	79,299	84,236	89,216	102,811	109,192	115,573	126,060	136,712	1.4%	8.9%
Total Software Employees	49,172	55,649	66,263	75,762	79,386	85,847	96,087	109,112	121,153	132,699	12.7%	10.8%
Total # of IT Employees	170,361	176,920	180,875	196,594	207,418	233,085	253,147	274,548	301,110	327,129	5.0%	9.5%

# Slovakia

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$248	\$322	\$346	\$367	\$454	\$473	\$529	\$577	\$619	\$644	16.3%	7.2%
Software	\$89	\$102	\$114	\$128	\$141	\$159	\$177	\$196	\$219	\$257	12.2%	12.7%
IT Services	\$137	\$151	\$175	\$218	\$259	\$289	\$323	\$358	\$391	\$425	17.2%	10.4%
Total IT	\$474	\$574	\$635	\$712	\$854	\$921	\$1,028	\$1,131	\$1,229	\$1,327	15.8%	9.2%
<b>Spending (Local Currency)</b>												
IT Hardware	8,015	10,393	11,173	11,842	14,674	15,288	17,080	18,632	19,993	20,808	16.3%	7.2%
Software	2,878	3,281	3,672	4,117	4,563	5,126	5,706	6,341	7,070	8,314	12.2%	12.7%
IT Services	4,424	4,864	5,661	7,049	8,350	9,342	10,422	11,546	12,630	13,721	17.2%	10.4%
Total IT	15,318	18,538	20,506	23,009	27,587	29,755	33,208	36,519	39,693	42,843	15.8%	9.2%
<b>Growth (Local Currency)</b>												
IT Hardware		29.7%	7.5%	6.0%	23.9%	4.2%	11.7%	9.1%	7.3%	4.1%		
Software		14.0%	11.9%	12.1%	10.8%	12.3%	11.3%	11.1%	11.5%	17.6%		
IT Services		9.9%	16.4%	24.5%	18.5%	11.9%	11.6%	10.8%	9.4%	8.6%		
Total IT		21.0%	10.6%	12.2%	19.9%	7.9%	11.6%	10.0%	8.7%	7.9%		
Average FX (Local Currency)	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03		
GDP (US\$m)	\$34	\$36	\$37	\$39	\$41	\$43	\$46	\$48	\$51	\$53		
IT/GDP (%)	1,38%	1,61%	1,70%	1,83%	2,08%	2,13%	2,25%	2,34%	2,42%	2,49%		
IT Tax Revenues (US\$m)	\$212	\$255	\$275	\$310	\$362	\$392	\$443	\$494	\$548	\$594		
IT Tax Revenues (Local Currency)	6,846	8,238	8,887	9,999	11,688	12,659	14,304	15,954	17,703	19,175		
IT Tax Revenues % of GDP	0,62%	0,72%	0,74%	0,79%	0,88%	0,90%	0,97%	1,02%	1,08%	1,12%		
Software-Related Tax Revenues (Local Currency)	3,525	4,275	4,889	5,456	6,155	6,978	7,864	8,886	10,124	11,490		
<b># of Companies</b>												
IT Hardware	98	100	102	109	110	111	115	118	121	122	2.9%	2.1%
Software Vendors	75	79	82	85	88	91	94	97	100	105	4.1%	3.6%
IT Services	119	128	133	138	143	148	153	158	162	166	4.7%	3.0%
Channels	1,185	1,245	1,284	1,348	1,386	1,423	1,472	1,517	1,559	1,603	4.0%	3.0%
Total # of IT Companies	1,477	1,552	1,601	1,680	1,727	1,773	1,834	1,890	1,942	1,996	4.0%	2.9%
<b># of Employees</b>												
IT Hardware	1,945	2,013	2,127	2,474	2,549	2,624	2,839	3,019	3,173	3,264	7.0%	5.1%
Software Vendors	1,895	2,076	2,252	2,423	2,632	2,859	3,086	3,326	3,593	4,036	8.6%	8.9%
Services	2,132	2,385	2,589	2,837	3,098	3,356	3,628	3,902	4,159	4,410	9.8%	7.3%
Channels	6,865	7,425	7,930	8,978	9,461	9,948	10,757	11,497	12,186	12,842	8.3%	6.3%
IT Professionals	15,942	17,241	18,612	20,532	22,133	23,756	25,672	27,568	29,421	31,566	8.5%	7.4%
Total # of Employees	28,779	31,140	33,510	37,244	39,873	42,543	45,982	49,312	52,532	56,118	8.5%	7.1%
Software-Related Services and Channels	3,303	3,571	4,139	4,564	4,727	5,348	5,767	6,262	6,839	7,766	9.4%	10.4%
Other Services and Channels	5,694	6,239	6,380	7,251	7,832	7,956	8,618	9,137	9,506	9,486	8.3%	3.9%
Software-Related IT Professionals	7,152	7,818	8,971	9,950	10,140	11,334	12,215	13,301	14,603	16,221	9.1%	9.9%
Other IT Professionals	8,790	9,423	9,641	10,582	11,993	12,422	13,457	14,267	14,818	15,345	8.1%	5.1%
Total Software Employees	12,350	13,465	15,361	16,936	17,499	19,541	21,067	22,888	25,036	28,023	9.1%	9.9%
Total # of IT Employees	28,779	31,140	33,510	37,244	39,873	42,543	45,982	49,312	52,532	56,118	8.5%	7.1%

# Slovenia

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	00-04 CAGR	04-09 CAGR
<b>Spending (US\$m, Constant)</b>												
IT Hardware	\$210	\$231	\$247	\$261	\$317	\$336	\$360	\$369	\$379	\$392	10.9%	4.3%
Software	\$66	\$72	\$82	\$93	\$102	\$113	\$125	\$138	\$151	\$166	11.7%	10.2%
IT Services	\$101	\$119	\$132	\$145	\$218	\$231	\$244	\$259	\$269	\$285	21.2%	5.5%
Total IT	\$376	\$422	\$461	\$499	\$637	\$680	\$728	\$765	\$800	\$843	14.1%	5.8%
							19%					
<b>Spending (Local Currency)</b>												
IT Hardware	41,039	45,183	48,318	51,043	62,027	65,634	70,336	72,112	74,162	76,617	10.9%	4.3%
Software	12,844	14,154	16,073	18,109	20,006	22,084	24,342	26,915	29,588	32,511	11.7%	10.2%
IT Services	19,717	23,247	25,745	28,354	42,573	45,161	47,648	50,539	52,684	55,711	21.2%	5.5%
Total IT	73,600	82,584	90,136	97,506	124,606	132,879	142,326	149,566	156,434	164,838	14.1%	5.8%
<b>Growth (Local Currency)</b>												
IT Hardware		10.1%	6.9%	5.6%	21.5%	5.8%	7.2%	2.5%	2.8%	3.3%		
Software		10.2%	13.6%	12.7%	10.5%	10.4%	10.2%	10.6%	9.9%	9.9%		
IT Services		17.9%	10.7%	10.1%	50.1%	6.1%	5.5%	6.1%	4.2%	5.7%		
Total IT		12.2%	9.1%	8.2%	27.8%	6.6%	7.1%	5.1%	4.6%	5.4%		
Average FX (Local Currency)	0.01	0.01	0.01	0.01	0.01	0.01	0.01	0.01	0.01	0.01		
GDP (US\$m)	\$29	\$29	\$30	\$31	\$32	\$34	\$35	\$37	\$38	\$39		
IT/GDP (%)	1.32%	1.44%	1.52%	1.60%	1.96%	2.01%	2.07%	2.09%	2.11%	2.14%		
IT Tax Revenues (US\$m)	\$184	\$207	\$231	\$253	\$284	\$309	\$343	\$364	\$384	\$407		
IT Tax Revenues (Local Currency)	35,901	40,384	45,095	49,460	55,451	60,382	67,041	71,120	75,056	79,643		
IT Tax Revenues % of GDP	0.64%	0.70%	0.87%	0.81%	0.76%	0.91%	1.00%	1.00%	1.01%	1.04%		
Software-Related Tax Revenues (Local Currency)	20,283	22,872	26,174	29,847	33,399	36,866	40,448	44,332	48,028	51,203		
<b># of Companies</b>												
IT Hardware	41	42	43	44	46	47	48	48	48	48	2.9%	0.9%
Software	82	86	97	101	104	107	110	113	116	119	6.1%	2.7%
IT Services	113	123	130	134	139	142	144	147	149	152	5.3%	1.8%
Channels	596	630	668	686	707	722	738	751	763	777	4.4%	1.9%
Total # of IT Companies	832	881	938	965	996	1,018	1,040	1,059	1,076	1,096	4.6%	1.9%
<b># of Employees</b>												
IT Hardware	666	700	724	744	793	816	845	856	868	882	4.5%	2.2%
Software Vendors	1,384	1,508	1,677	1,773	1,857	1,992	2,135	2,293	2,464	2,647	7.6%	7.3%
Services	1,002	1,189	1,285	1,383	1,515	1,640	1,710	1,840	1,964	2,090	10.9%	4.0%
Channels	3,250	3,520	3,838	4,082	4,492	4,705	4,950	5,118	5,292	5,495	8.4%	4.1%
IT Professionals	7,490	8,202	8,926	9,479	10,193	10,715	11,259	11,788	12,289	12,888	8.0%	4.8%
Total # of Employees	13,792	15,119	16,450	17,461	18,850	19,807	20,829	21,765	22,677	23,752	8.1%	4.7%
Software-Related Services and Channels	1,628	1,812	2,046	2,292	2,493	2,690	2,837	3,086	3,320	3,551	11.2%	7.3%
Other Services and Channels	2,624	2,897	3,077	3,173	3,514	3,594	3,753	3,742	3,736	3,784	7.6%	1.5%
Software-Related IT Professionals	3,481	3,815	4,233	4,716	5,112	5,395	5,500	5,927	6,308	6,527	10.1%	5.0%
Other IT Professionals	4,009	4,387	4,693	4,763	5,081	5,081	5,320	5,861	5,981	6,361	6.1%	4.6%
Total Software Employees	6,493	7,136	7,957	8,781	9,461	10,078	10,472	11,306	12,092	12,725	9.9%	6.1%
Total # of IT Employees	13,792	15,119	16,450	17,461	18,850	19,807	20,829	21,765	22,677	23,752	8.1%	4.7%

Source: IDC, 2006.

# Notes

# Notes

