

5.10.16 2002 Facsimile and Copier Machine Manufacturer Market Shares (by percentage of products produced)

| <u>Company</u> | <u>Facsimile Machine Market Share (%)</u> | <u>Copier Market Share (%)</u> | Total Facsimile Machine Units Shipped: | 6,014,125 |
|-------------------|---|------------------------------------|--|-----------|
| Brother | 21% | - | Total Copier Units Shipped: | 1,707,448 |
| Hewlett-Packard | 20% | - | | |
| Panasonic Panafax | 19% | | | |
| Sharp | 17% | 13% | | |
| Lexmark | 11% | - | | |
| Canon | 8% | 35% | | |
| Mita | - | 7% | | |
| Xerox | 1% | 9% | | |
| Others | <u>4%</u> | <u>36%</u> | | |
| | 100% | 100% | | |

Source(s): Appliance Magazine, A Portrait of the U.S. Appliance Industry, Sept. 2003, p. P-3.