

# RIGID DISK DRIVES

## 1997 ESTIMATED MARKET SHARES

Sales revenues  
in millions of  
U.S. Dollars

	<u>Captive</u>	<u>Distributor</u>	<u>OEM/Integrator</u>	<u>Total</u>
<b><u>U.S. Manufacturers</u></b>				
IBM	4,434.6	298.0	2,858.8	7,591.4
Iomega	--	194.4	34.8	229.2
JTS	--	110.8	31.2	142.0
Quantum	--	1,483.5	3,437.6	4,921.1
Seagate Technology	--	2,809.0	4,475.9	7,284.9
SyQuest Technology	--	60.4	6.3	66.7
Western Digital	--	1,478.9	2,757.4	4,236.3
Other U.S.	--	71.3	23.4	94.7
<b>U.S. Total</b>	<b>4,434.6</b>	<b>6,506.3</b>	<b>13,625.4</b>	<b>24,566.3</b>
<b><u>Non-U.S. Manufacturers</u></b>				
Fujitsu	487.0	--	1,779.8	2,266.8
Hitachi	60.4	94.8	261.1	416.3
Maxtor	--	478.4	943.2	1,421.6
Micropolis	--	112.6	113.2	225.8
NEC	217.5	--	59.2	276.7
Samsung Electronics	73.1	509.7	148.2	731.0
Toshiba	1,042.1	124.5	646.6	1,813.2
Other Non-U.S.	--	16.7	1.9	18.6
<b>Non-U.S. Total</b>	<b>1,880.1</b>	<b>1,336.7</b>	<b>3,953.2</b>	<b>7,170.0</b>
<b>WORLDWIDE TOTAL</b>	<b>6,314.7</b>	<b>7,843.0</b>	<b>17,578.6</b>	<b>31,736.3</b>