

Annex 11

ESTIMATED VOLUME OF SALES OF LASER SCANNING MICROSCOPES IN THE UNITED KINGDOM BY PRINCIPAL SUPPLIERS¹ (2001-2003)

Estimated Total Volume of Sales by Sector in UK in 2003

2003	CLSM	MPR	MPLSM
	Number of Unit (estimate)	Number of Unit (estimate)	Number of Unit (estimate)
Bio-Rad UK	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
CZ Jena	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
Leica	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
Nikon	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
Olympus	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
TOTAL	34	0	4

Estimated Total Volume of Sales by Sector in UK in 2002

2002	CLSM	MPR	MPLSM
	Number of Unit (estimate)	Number of Unit (estimate)	Number of Unit (estimate)
Bio-Rad UK	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
CZ Jena	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
Leica	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
Nikon	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
Olympus	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
TOTAL	31	1	3

Estimated Total Volume of Sales by Sector in UK in 2001

2001	CLSM	MPR	MPLSM
	Number of Unit (estimate)	Number of Unit (estimate)	Number of Unit (estimate)
Bio-Rad UK	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
CZ Jena	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
Leica	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
Nikon	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
Olympus	[CONFIDENTIAL]	[CONFIDENTIAL]	[CONFIDENTIAL]
TOTAL	35	3	5

Note - CZ Jena and Leica's CLSM systems are considered to be inherently MPR and are therefore excluded from the MPR table.

¹ Any discrepancy between the data in these tables and the information contained in the tables containing public procurement contract that have been let is due to a blend of: (i) the incompleteness of the Tenders Electronic Daily database; and (ii) the fact that sales of competitors of Bio-Rad UK are best estimates only.