

# AFM 2006 Buyer Analysis

## E.U.

AUSTRIA
BELGIUM
DENMARK
FINLAND
FRANCE
GERMANY
GREECE
ITALY
LUXEMBOURG
NETHERLANDS
PORTUGAL
SPAIN
SWEDEN
UNITED KINGDOM
<b>TOTAL FOR E.U.</b>

INDIVIDUALS			
2005	2006	Change	% of Total
3	3	0%	0.19%
31	23	-26%	1.46%
22	16	-27%	1.02%
1	2	100%	0.13%
91	83	-9%	5.28%
83	87	5%	5.53%
16	16	0%	1.02%
45	55	22%	3.50%
4	4	0%	0.25%
39	32	-18%	2.03%
16	12	-25%	0.76%
41	43	5%	2.73%
21	25	19%	1.59%
61	62	2%	3.94%
<b>474</b>	<b>463</b>	<b>-2%</b>	<b>29.43%</b>

COMPANIES			
2005	2006	Change	% of Total
2	2	0%	0.30%
15	12	-20%	1.77%
9	5	-44%	0.74%
1	1	0%	0.15%
42	35	-17%	5.17%
38	41	8%	6.06%
6	7	17%	1.03%
20	24	20%	3.55%
1	1	0%	0.15%
16	14	-13%	2.07%
8	5	-38%	0.74%
20	22	10%	3.25%
10	11	10%	1.62%
28	28	0%	4.14%
<b>216</b>	<b>208</b>	<b>-4%</b>	<b>30.72%</b>

## EUROPE - OTHER

BULGARIA
CROATIA
CYPRUS
CZECH REPUBLIC
HUNGARY
ICELAND
LITHUANIA
MONACO
NORWAY
POLAND
ROMANIA
RUSSIA
SERBIA
SLOVAKIA
SLOVENIA
SWITZERLAND
TURKEY
UKRAINE
<b>TOTAL FOR EUROPE - OTHER</b>

5	8	60%	0.51%
7	8	14%	0.51%
1	0	-100%	0.00%
14	11	-21%	0.70%
9	5	-44%	0.32%
8	8	0%	0.51%
0	2		0.13%
1	2	100%	0.13%
9	10	11%	0.64%
20	16	-20%	1.02%
7	8	14%	0.51%
23	20	-13%	1.27%
2	0	-100%	0.00%
3	5	67%	0.32%
6	4	-33%	0.25%
14	16	14%	1.02%
25	36	44%	2.29%
5	9	80%	0.57%
<b>159</b>	<b>168</b>	<b>6%</b>	<b>10.68%</b>

2	3	50%	0.44%
4	5	25%	0.74%
1	0	-100%	0.00%
7	5	-29%	0.74%
6	2	-67%	0.30%
3	4	33%	0.59%
0	0		0.00%
1	1	0%	0.15%
6	4	-33%	0.59%
9	9	0%	1.33%
3	5	67%	0.74%
10	10	0%	1.48%
1	0	-100%	0.00%
2	2	0%	0.30%
3	3	0%	0.44%
7	7	0%	1.03%
15	18	20%	2.66%
2	5	150%	0.74%
<b>82</b>	<b>83</b>	<b>1%</b>	<b>12.26%</b>

## ASIA

CHINA
HONG KONG
INDIA
INDONESIA
JAPAN
KOREA
MALAYSIA
PHILIPPINES
SINGAPORE
SRI LANKA
TAIWAN
THAILAND
<b>TOTAL FOR ASIA</b>

13	13	0%	0.83%
15	21	40%	1.34%
10	9	-10%	0.57%
9	10	11%	0.64%
227	220	-3%	13.99%
68	64	-6%	4.07%
5	11	120%	0.70%
11	6	-45%	0.38%
19	11	-42%	0.70%
1	1	0%	0.06%
20	15	-25%	0.95%
28	13	-54%	0.83%
<b>426</b>	<b>394</b>	<b>-8%</b>	<b>25.05%</b>

6	8	33%	1.18%
10	8	-20%	1.18%
7	8	14%	1.18%
5	6	20%	0.89%
54	59	9%	8.71%
25	26	4%	3.84%
2	5	150%	0.74%
5	3	-40%	0.44%
11	6	-45%	0.89%
1	1	0%	0.15%
8	8	0%	1.18%
10	6	-40%	0.89%
<b>144</b>	<b>144</b>	<b>0%</b>	<b>21.27%</b>

	INDIVIDUALS				COMPANIES			
	2005	2006	Change	% of Total	2005	2006	Change	% of Total
<b>OCEANIA</b>								
AUSTRALIA	41	46	12%	2.92%	21	20	-5%	2.95%
NEW ZEALAND	3	2	-33%	0.13%	3	2	-33%	0.30%
<b>TOTAL FOR OCEANIA</b>	<b>44</b>	<b>48</b>	<b>9%</b>	<b>3.05%</b>	<b>24</b>	<b>22</b>	<b>-8%</b>	<b>3.25%</b>
<b>LATIN/SOUTH AMERICA</b>								
ARGENTINA	20	23	15%	1.46%	9	12	33%	1.77%
BRAZIL	47	44	-6%	2.80%	18	21	17%	3.10%
CHILE	5	3	-40%	0.19%	3	2	-33%	0.30%
COLOMBIA	8	6	-25%	0.38%	7	4	-43%	0.59%
ECUADOR	1	1	0%	0.06%	1	1	0%	0.15%
MEXICO	23	36	57%	2.29%	10	13	30%	1.92%
PERU	2	3	50%	0.19%	2	3	50%	0.44%
PUERTO RICO	0	0		0.00%	0	0		0.00%
TRINIDAD & TOBAGO	1	1	0%	0.06%	1	1	0%	0.15%
URUGUAY	3	4	33%	0.25%	1	1	0%	0.15%
VENEZUELA	2	2	0%	0.13%	1	1	0%	0.15%
WEST INDIES	0	0		0.00%	0	0		0.00%
<b>TOTAL FOR LATIN/SOUTH</b>	<b>112</b>	<b>123</b>	<b>10%</b>	<b>7.82%</b>	<b>53</b>	<b>59</b>	<b>11%</b>	<b>8.71%</b>
<b>MIDDLE EAST</b>								
ISRAEL	14	12	-14%	0.76%	7	7	0%	1.03%
KUWAIT	3	2	-33%	0.13%	1	1	0%	0.15%
LEBANON	9	10	11%	0.64%	5	6	20%	0.89%
UNITED ARAB EMIRATES	9	6	-33%	0.38%	3	2	-33%	0.30%
<b>TOTAL FOR MIDDLE EAST</b>	<b>35</b>	<b>30</b>	<b>-14%</b>	<b>1.91%</b>	<b>16</b>	<b>16</b>	<b>0%</b>	<b>2.36%</b>
<b>AFRICA</b>								
SOUTH AFRICA	19	23	21%	1.46%	4	6	50%	0.89%
<b>TOTAL FOR AFRICA</b>	<b>19</b>	<b>23</b>	<b>21%</b>	<b>1.46%</b>	<b>4</b>	<b>6</b>	<b>50%</b>	<b>0.89%</b>
<b>NORTH AMERICA</b>								
CANADA	39	37	-5%	2.35%	20	13	-35%	1.92%
USA	277	287	4%	18.25%	126	126	0%	18.61%
<b>TOTAL FOR NORTH AMERICA</b>	<b>316</b>	<b>324</b>	<b>3%</b>	<b>20.60%</b>	<b>146</b>	<b>139</b>	<b>-5%</b>	<b>20.53%</b>
<b>TOTAL ALL TERRITORIES</b>	<b>1585</b>	<b>1573</b>	<b>-1%</b>	<b>100.00%</b>	<b>685</b>	<b>677</b>	<b>-1%</b>	<b>100.00%</b>