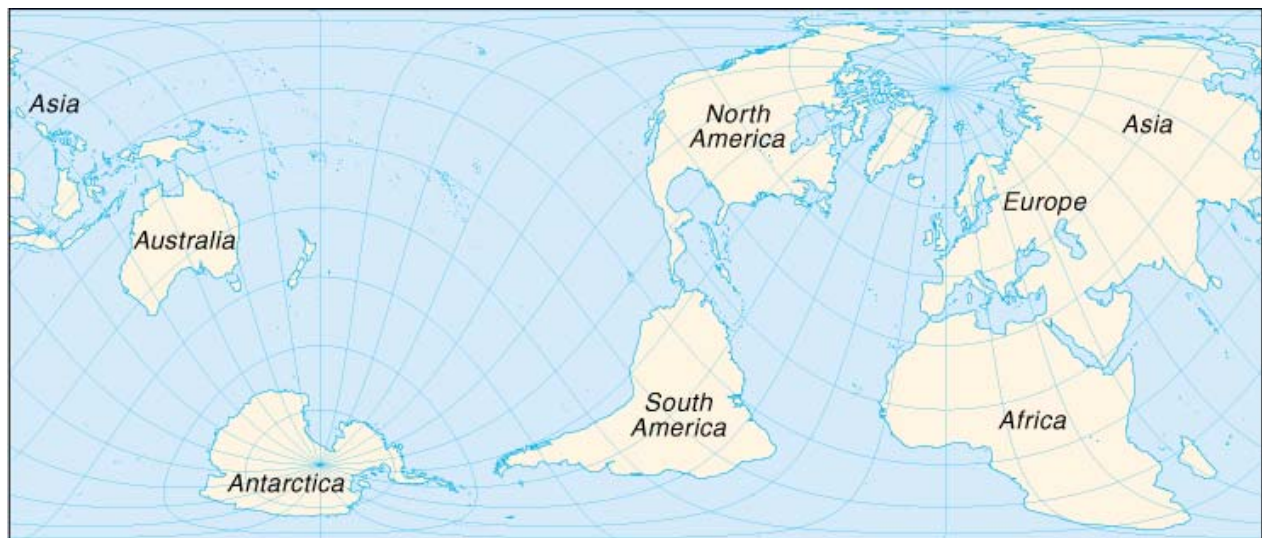

The 2000-2005 World Outlook for Electrical Measuring Devices



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1 INTRODUCTION

1.1 OVERVIEW

The liberalization of markets has led to record levels of international investments. Icon Group's primary mission is to assist international managers to better plan and implement strategies in a global economy. It does so by providing various specialized industry reports, databases, publications and services to its clients. This report is one of many published by Icon Group Ltd. to assist executives and planners in monitoring and analyzing world markets. In addition to industry-specific studies, Icon Group Ltd.'s reports cover human resources management, export strategies, investment strategies, entry & marketing strategies, political and economic risk assessments and legal trends (e.g., intellectual property, licensing, and corruption).

This report covers the world outlook for electrical measuring devices across 235 countries. For each year reported, the estimates are given for the latent demand for the country in question. Icon Group uses a number of proprietary econometric models which project economic changes within each country and across countries. From there, market potential estimates are created. The units used in this report are: US \$ mln.

As shown in the report, the market potential for electrical measuring devices is expected to reach \$67,881.21 million by 2005. The distribution of the world market, however, will not be evenly distributed across regions. Europe will be the largest market with \$24,512.14 million or 36.11 percent, followed by North America & the Caribbean with \$19,105.64 million or 28.15 percent, and then Asia with \$14,691.33 million or 21.64 percent of the world market. In essence, if a firm targets these top 3 regions, they cover come 85.9 percent of the world wide demand for electrical measuring devices.

1.2 MARKET POTENTIAL ESTIMATION METHODOLOGY

Icon Group uses a number of methodologies to create market potential estimates for products and services across markets, whether at the level of a region, country, or city. In this report, two modelling approaches are used. The first involves modelling the economic fundamentals of each market over time. This is based on standard models of economic growth (e.g. focussing on growth of income, or gross domestic product per capita). The second approach is more subtle.

The second approach involves collecting information on the market size or market potential for the particular product or service in question, typically in national currency, and translating these into a common currency. Icon Group uses the U.S. dollar as its common currency across markets. For some categories and markets, basic demand indicators are reported in national statistics, as is mostly the case for the United States and other developed markets. In most of the world's 230 countries, however, few statistics are available. For these, Icon Group uses

econometric models to estimate these markets, and forecast these over time. As true for all forward-looking economic forecasts, certain critical assumptions must be made. Two types of assumptions are made for the models used in this report. The first type covers the socio-economic and global environment. In essence, Icon Group assumes that dynamics seen in the past are likely to continue in the future, without major discontinuous changes. For example, if a city, country or region has not seen civil strife, major recessions, or substantial foreign exchange or currency changes, this is assumed to be the case over the forecast period. Likewise, the worldwide demand is foreseen to progress in a fashion similar to that seen in historical figures, based on aggregated data collected at the national level. The extent to which these assumptions are violated in the future will surely affect the accuracy of the forecasts presented here.

The second type of assumption is of greater importance, especially for those markets where insufficient local information is reported in the public domain, or in markets where there is higher uncertainty. Here, we use cross-country econometric models of demand, often called a cross-sectional pooled time series models with varying parameters. In simple terms, we assume an underlying consumption function that is allowed to vary over time and across geographic markets. Economists have long proposed various consumption functions. These include John Maynard Keynes, Simon Kuznets, Irving Fisher, Franco Modigliani, Albert Ando, Richard Brumberg, and Milton Friedman. Across these, and other authors, the consumption of a product (as opposed to the amount produced) is foreseen to vary depending on a number of local factors and the time frame that one considers (short-, medium- and long-run). In general, the variance of the market potential across markets is foreseen to be a function of variances in income, wealth, interest rates, expected future income, and a variety of exogenous factors, including geography and culture. Icon Group forecasts primarily rely on non-cultural economic factors in modelling cross-market demand, for a given product or service. We also model the market potential using a consumption function which assumes a constant average propensity to consume in the long run (i.e. as incomes rise, average consumption rates do not fall, as earlier argued by Keynes). Once the cross-market model of demand is specified, it is combined with the local economic models described above. As in all econometric exercises, the lack of local market figures in the public domain results in estimation errors. Furthermore, many intervening factors may arise over time that can materially affect the accuracy of the forecasts, including changes in local economic conditions, changes in political regimes, improvements in primary data, and currency fluctuations, among other factors. As the estimates and forecasts reported here are forward-looking and subject to assumption-induced errors, you are asked to read the caveats and disclaimers at the end of this report.

1.3 THE WORLDWIDE MARKET POTENTIAL FOR ELECTRICAL MEASURING DEVICES

Worldwide Market Potential for Electrical measuring devices (US \$ mln): 2000

Region	Latent Demand US \$ mln	% of Globe
Europe	21,348	36.6
North America & the Caribbean	16,066	27.5
Asia	12,591	21.6
Latin America	3,124	5.4
Middle East	3,063	5.2
Africa	1,285	2.2
Oceania	867	1.5
Total	58,344	100.0

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Worldwide Market Potential for Electrical measuring devices (US \$ mln): 2000



World Market for Electrical measuring devices: 1995 - 2005

Year	World Market US \$ mln
1995	55,122.82
1996	57,484.76
1997	58,385.62
1998	57,140.12
1999	57,522.68
2000	58,454.52
2001	60,122.09
2002	61,962.85
2003	63,867.96
2004	65,839.89
2005	67,881.21

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

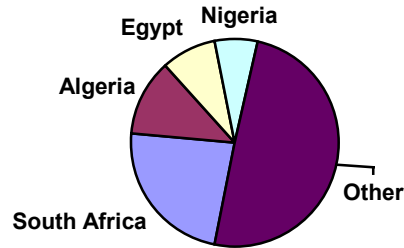
2 AFRICA: ELECTRICAL MEASURING DEVICES

2.1 EXECUTIVE SUMMARY

Market Potential for Electrical measuring devices in Africa (US \$ mln): 2000

Country	Latent Demand US \$ mln	% of Africa
South Africa	301	23.23%
Algeria	156	12.02%
Egypt	112	8.64%
Nigeria	88	6.77%
Libya	79	6.12%
Morocco	69	5.34%
Tunisia	39	3.03%
Cameroon	38	2.95%
Sudan	31	2.36%
Ivory coast	29	2.23%
Angola	27	2.06%
Kenya	27	2.05%
Congo (formerly Zaire)	26	2.01%
Tanzania	19	1.48%
Ghana	19	1.43%
Ethiopia	18	1.38%
Zimbabwe	18	1.35%
Senegal	17	1.28%
Uganda	16	1.24%
Gabon	15	1.14%
Botswana	10	0.79%
Zambia	10	0.75%
Burkina Faso	9	0.69%
Madagascar	9	0.66%
Guinea	8	0.62%
Other	97	8.28%
Total	1,285	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Electrical measuring devices in Africa (US \$ mln): 2000

The Market for Electrical measuring devices in Africa: 1995 - 2005

Year	US \$ mln	% of Globe
1995	1,272.12	2.31
1996	1,307.88	2.28
1997	1,316.08	2.25
1998	1,285.35	2.25
1999	1,284.03	2.23
2000	1,294.39	2.21
2001	1,330.16	2.21
2002	1,371.29	2.21
2003	1,413.84	2.21
2004	1,457.87	2.21
2005	1,503.42	2.21

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.2 ALGERIA

Electrical measuring devices (US \$ mln): Algeria 1995 - 2005

Year	Algeria	% of Region	% of Globe
1995	156	12.24%	0.28%
1996	160	12.20%	0.27%
1997	160	12.15%	0.27%
1998	156	12.10%	0.27%
1999	155	12.05%	0.26%
2000	156	12.02%	0.26%
2001	160	12.05%	0.26%
2002	166	12.10%	0.26%
2003	172	12.15%	0.26%
2004	178	12.19%	0.27%
2005	184	12.24%	0.27%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.3 ANGOLA

Electrical measuring devices (US \$ mln): Angola 1995 - 2005

Year	Angola	% of Region	% of Globe
1995	27	2.13%	0.04%
1996	28	2.11%	0.00%
1997	28	2.10%	0.00%
1998	27	2.09%	0.00%
1999	27	2.07%	0.00%
2000	27	2.06%	0.00%
2001	28	2.07%	0.00%
2002	29	2.09%	0.00%
2003	30	2.10%	0.00%
2004	31	2.11%	0.00%
2005	32	2.13%	0.04%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.4 BENIN

Electrical measuring devices (US \$ mln): Benin 1995 - 2005

Year	Benin	% of Region	% of Globe
1995	6	0.48%	0.00%
1996	6	0.47%	0.00%
1997	6	0.47%	0.00%
1998	6	0.46%	0.00%
1999	6	0.45%	0.01%
2000	6	0.45%	0.00%
2001	6	0.45%	0.00%
2002	6	0.46%	0.01%
2003	7	0.47%	0.00%
2004	7	0.47%	0.00%
2005	7	0.48%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.5 BOTSWANA

Electrical measuring devices (US \$ mln): Botswana 1995 - 2005

Year	Botswana	% of Region	% of Globe
1995	10	0.76%	0.00%
1996	10	0.77%	0.00%
1997	10	0.77%	0.00%
1998	10	0.78%	0.00%
1999	10	0.79%	0.00%
2000	10	0.79%	0.00%
2001	11	0.79%	0.00%
2002	11	0.78%	0.00%
2003	11	0.77%	0.00%
2004	11	0.77%	0.00%
2005	11	0.76%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.6 BURKINA FASO

Electrical measuring devices (US \$ mln): Burkina Faso 1995 - 2005

Year	Burkina Faso	% of Region	% of Globe
1995	9	0.71%	0.00%
1996	9	0.70%	0.00%
1997	9	0.70%	0.00%
1998	9	0.70%	0.00%
1999	9	0.69%	0.01%
2000	9	0.69%	0.00%
2001	9	0.69%	0.00%
2002	10	0.70%	0.00%
2003	10	0.70%	0.00%
2004	10	0.70%	0.00%
2005	11	0.71%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.7 BURUNDI

Electrical measuring devices (US \$ mln): Burundi 1995 - 2005

Year	Burundi	% of Region	% of Globe
1995	3	0.25%	0.00%
1996	3	0.25%	0.00%
1997	3	0.25%	0.00%
1998	3	0.25%	0.00%
1999	3	0.25%	0.00%
2000	3	0.25%	0.00%
2001	3	0.25%	0.00%
2002	4	0.25%	0.00%
2003	4	0.25%	0.00%
2004	4	0.25%	0.00%
2005	4	0.25%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.8 CAMEROON

Electrical measuring devices (US \$ mln): Cameroon 1995 - 2005

Year	Cameroon	% of Region	% of Globe
1995	37	2.89%	0.00%
1996	38	2.90%	0.00%
1997	38	2.92%	0.00%
1998	38	2.93%	0.00%
1999	38	2.94%	0.06%
2000	38	2.95%	0.00%
2001	39	2.94%	0.00%
2002	40	2.93%	0.00%
2003	41	2.92%	0.00%
2004	42	2.90%	0.00%
2005	44	2.89%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.9 CAPE VERDE

Electrical measuring devices (US \$ mln): Cape Verde 1995 - 2005

Year	Cape Verde	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.06%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.10 CENTRAL AFRICAN REPUBLIC

Electrical measuring devices (US \$ mln): Central African Republic 1995 - 2005

Year	Central African Republic	% of Region	% of Globe
1995	4	0.28%	0.00%
1996	4	0.28%	0.00%
1997	4	0.28%	0.00%
1998	4	0.28%	0.00%
1999	4	0.27%	0.00%
2000	4	0.27%	0.00%
2001	4	0.27%	0.00%
2002	4	0.28%	0.00%
2003	4	0.28%	0.00%
2004	4	0.28%	0.00%
2005	4	0.28%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.11 CHAD

Electrical measuring devices (US \$ mln): Chad 1995 - 2005

Year	Chad	% of Region	% of Globe
1995	4	0.29%	0.00%
1996	4	0.28%	0.00%
1997	4	0.28%	0.00%
1998	4	0.28%	0.00%
1999	4	0.28%	0.00%
2000	4	0.28%	0.00%
2001	4	0.28%	0.00%
2002	4	0.28%	0.00%
2003	4	0.28%	0.00%
2004	4	0.28%	0.00%
2005	4	0.28%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.12 COMOROS

Electrical measuring devices (US \$ mln): Comoros 1995 - 2005

Year	Comoros	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.06%	0.00%
2003	1	0.06%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.13 CONGO (FORMERLY ZAIRE)

Electrical measuring devices (US \$ mln): Congo (formerly Zaire) 1995 - 2005

Year	Congo (formerly Zaire)	% of Region	% of Globe
1995	23	1.78%	0.00%
1996	24	1.83%	0.00%
1997	25	1.87%	0.00%
1998	25	1.92%	0.00%
1999	25	1.97%	0.00%
2000	26	2.01%	0.00%
2001	26	1.98%	0.00%
2002	26	1.93%	0.00%
2003	27	1.88%	0.00%
2004	27	1.83%	0.00%
2005	27	1.78%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.14 DJIBOUTI

Electrical measuring devices (US \$ mln): Djibouti 1995 - 2005

Year	Djibouti	% of Region	% of Globe
1995	1	0.10%	0.00%
1996	1	0.10%	0.00%
1997	1	0.10%	0.00%
1998	1	0.10%	0.00%
1999	1	0.11%	0.00%
2000	1	0.11%	0.00%
2001	1	0.11%	0.00%
2002	1	0.10%	0.00%
2003	2	0.10%	0.00%
2004	2	0.10%	0.00%
2005	2	0.10%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.15 EGYPT

Electrical measuring devices (US \$ mln): Egypt 1995 - 2005

Year	Egypt	% of Region	% of Globe
1995	113	8.91%	0.20%
1996	116	8.85%	0.20%
1997	116	8.79%	0.19%
1998	112	8.74%	0.19%
1999	112	8.68%	0.19%
2000	112	8.64%	0.19%
2001	116	8.68%	0.19%
2002	120	8.74%	0.19%
2003	124	8.79%	0.19%
2004	129	8.85%	0.19%
2005	134	8.90%	0.19%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.16 EQUATORIAL GUINEA

Electrical measuring devices (US \$ mln): Equatorial Guinea 1995 - 2005

Year	Equatorial Guinea	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.03%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.17 ERITREA

Electrical measuring devices (US \$ mln): Eritrea 1995 - 2005

Year	Eritrea	% of Region	% of Globe
1995	1	0.09%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.09%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.18 ETHIOPIA

Electrical measuring devices (US \$ mln): Ethiopia 1995 - 2005

Year	Ethiopia	% of Region	% of Globe
1995	18	1.38%	0.00%
1996	18	1.38%	0.00%
1997	18	1.38%	0.00%
1998	18	1.38%	0.00%
1999	18	1.38%	0.00%
2000	18	1.38%	0.00%
2001	18	1.38%	0.00%
2002	19	1.38%	0.03%
2003	20	1.38%	0.00%
2004	20	1.38%	0.00%
2005	21	1.38%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.19 GABON

Electrical measuring devices (US \$ mln): Gabon 1995 - 2005

Year	Gabon	% of Region	% of Globe
1995	14	1.12%	0.02%
1996	15	1.13%	0.00%
1997	15	1.13%	0.00%
1998	15	1.13%	0.00%
1999	15	1.14%	0.00%
2000	15	1.14%	0.00%
2001	15	1.14%	0.00%
2002	16	1.13%	0.00%
2003	16	1.13%	0.00%
2004	16	1.13%	0.00%
2005	17	1.12%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.20 GHANA

Electrical measuring devices (US \$ mln): Ghana 1995 - 2005

Year	Ghana	% of Region	% of Globe
1995	19	1.51%	0.00%
1996	20	1.50%	0.00%
1997	20	1.48%	0.00%
1998	19	1.46%	0.00%
1999	19	1.45%	0.00%
2000	19	1.43%	0.00%
2001	19	1.45%	0.00%
2002	20	1.46%	0.00%
2003	21	1.48%	0.00%
2004	22	1.50%	0.00%
2005	23	1.51%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.21 GUINEA

Electrical measuring devices (US \$ mln): Guinea 1995 - 2005

Year	Guinea	% of Region	% of Globe
1995	8	0.64%	0.00%
1996	8	0.63%	0.00%
1997	8	0.63%	0.00%
1998	8	0.63%	0.00%
1999	8	0.62%	0.00%
2000	8	0.62%	0.00%
2001	8	0.62%	0.00%
2002	9	0.63%	0.00%
2003	9	0.63%	0.00%
2004	9	0.63%	0.00%
2005	10	0.64%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.22 GUINEA-BISSAU

Electrical measuring devices (US \$ mln): Guinea-Bissau 1995 - 2005

Year	Guinea-Bissau	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.23 IVORY COAST

Electrical measuring devices (US \$ mln): Ivory coast 1995 - 2005

Year	Ivory coast	% of Region	% of Globe
1995	30	2.36%	0.00%
1996	31	2.33%	0.00%
1997	30	2.30%	0.00%
1998	29	2.28%	0.00%
1999	29	2.25%	0.00%
2000	29	2.23%	0.00%
2001	30	2.25%	0.00%
2002	31	2.28%	0.00%
2003	33	2.30%	0.00%
2004	34	2.33%	0.00%
2005	35	2.35%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.24 KENYA

Electrical measuring devices (US \$ mln): Kenya 1995 - 2005

Year	Kenya	% of Region	% of Globe
1995	28	2.17%	0.05%
1996	28	2.14%	0.00%
1997	28	2.12%	0.00%
1998	27	2.10%	0.00%
1999	27	2.07%	0.00%
2000	27	2.05%	0.00%
2001	28	2.07%	0.00%
2002	29	2.10%	0.00%
2003	30	2.12%	0.00%
2004	31	2.14%	0.00%
2005	33	2.17%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.25 LESOTHO

Electrical measuring devices (US \$ mln): Lesotho 1995 - 2005

Year	Lesotho	% of Region	% of Globe
1995	3	0.25%	0.00%
1996	3	0.24%	0.00%
1997	3	0.23%	0.00%
1998	3	0.22%	0.00%
1999	3	0.21%	0.00%
2000	3	0.21%	0.00%
2001	3	0.21%	0.00%
2002	3	0.22%	0.00%
2003	3	0.23%	0.00%
2004	4	0.24%	0.00%
2005	4	0.25%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.26 LIBERIA

Electrical measuring devices (US \$ mln): Liberia 1995 - 2005

Year	Liberia	% of Region	% of Globe
1995	3	0.23%	0.00%
1996	3	0.24%	0.00%
1997	3	0.24%	0.00%
1998	3	0.24%	0.00%
1999	3	0.25%	0.00%
2000	3	0.25%	0.00%
2001	3	0.25%	0.00%
2002	3	0.24%	0.00%
2003	3	0.24%	0.00%
2004	4	0.24%	0.00%
2005	4	0.23%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.27 LIBYA

Electrical measuring devices (US \$ mln): Libya 1995 - 2005

Year	Libya	% of Region	% of Globe
1995	73	5.70%	0.13%
1996	76	5.79%	0.13%
1997	77	5.87%	0.13%
1998	77	5.96%	0.13%
1999	78	6.05%	0.13%
2000	79	6.12%	0.13%
2001	81	6.05%	0.13%
2002	82	5.97%	0.13%
2003	83	5.88%	0.13%
2004	85	5.79%	0.12%
2005	86	5.71%	0.12%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.28 MADAGASCAR

Electrical measuring devices (US \$ mln): Madagascar 1995 - 2005

Year	Madagascar	% of Region	% of Globe
1995	8	0.66%	0.00%
1996	9	0.66%	0.00%
1997	9	0.66%	0.00%
1998	9	0.66%	0.00%
1999	8	0.66%	0.00%
2000	9	0.66%	0.00%
2001	9	0.66%	0.00%
2002	9	0.66%	0.01%
2003	9	0.66%	0.00%
2004	10	0.66%	0.00%
2005	10	0.66%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.29 MALAWI

Electrical measuring devices (US \$ mln): Malawi 1995 - 2005

Year	Malawi	% of Region	% of Globe
1995	6	0.47%	0.00%
1996	6	0.46%	0.00%
1997	6	0.45%	0.00%
1998	6	0.44%	0.00%
1999	6	0.42%	0.00%
2000	5	0.42%	0.00%
2001	6	0.42%	0.00%
2002	6	0.44%	0.00%
2003	6	0.45%	0.00%
2004	7	0.46%	0.00%
2005	7	0.47%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.30 MALI

Electrical measuring devices (US \$ mln): Mali 1995 - 2005

Year	Mali	% of Region	% of Globe
1995	8	0.59%	0.00%
1996	8	0.59%	0.00%
1997	8	0.59%	0.00%
1998	8	0.59%	0.00%
1999	8	0.59%	0.00%
2000	8	0.59%	0.00%
2001	8	0.59%	0.00%
2002	8	0.59%	0.00%
2003	8	0.59%	0.00%
2004	9	0.59%	0.01%
2005	9	0.59%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.31 MAURITANIA

Electrical measuring devices (US \$ mln): Mauritania 1995 - 2005

Year	Mauritania	% of Region	% of Globe
1995	3	0.24%	0.00%
1996	3	0.24%	0.00%
1997	3	0.24%	0.00%
1998	3	0.24%	0.00%
1999	3	0.24%	0.00%
2000	3	0.24%	0.00%
2001	3	0.24%	0.00%
2002	3	0.24%	0.00%
2003	3	0.24%	0.00%
2004	4	0.24%	0.00%
2005	4	0.24%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.32 MAURITIUS

Electrical measuring devices (US \$ mln): Mauritius 1995 - 2005

Year	Mauritius	% of Region	% of Globe
1995	7	0.55%	0.01%
1996	7	0.55%	0.00%
1997	7	0.55%	0.00%
1998	7	0.55%	0.00%
1999	7	0.55%	0.00%
2000	7	0.55%	0.00%
2001	7	0.55%	0.00%
2002	8	0.55%	0.00%
2003	8	0.55%	0.00%
2004	8	0.55%	0.00%
2005	8	0.55%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.33 MOROCCO

Electrical measuring devices (US \$ mln): Morocco 1995 - 2005

Year	Morocco	% of Region	% of Globe
1995	60	4.75%	0.10%
1996	64	4.87%	0.11%
1997	66	4.99%	0.11%
1998	66	5.11%	0.11%
1999	67	5.24%	0.11%
2000	69	5.34%	0.11%
2001	70	5.25%	0.11%
2002	70	5.12%	0.11%
2003	71	5.00%	0.11%
2004	71	4.88%	0.10%
2005	72	4.77%	0.10%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.34 MOZAMBIQUE

Electrical measuring devices (US \$ mln): Mozambique 1995 - 2005

Year	Mozambique	% of Region	% of Globe
1995	4	0.33%	0.00%
1996	4	0.33%	0.00%
1997	5	0.34%	0.00%
1998	4	0.34%	0.00%
1999	5	0.35%	0.00%
2000	5	0.36%	0.00%
2001	5	0.35%	0.00%
2002	5	0.34%	0.00%
2003	5	0.34%	0.00%
2004	5	0.33%	0.00%
2005	5	0.33%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.35 NAMIBIA

Electrical measuring devices (US \$ mln): Namibia 1995 - 2005

Year	Namibia	% of Region	% of Globe
1995	5	0.41%	0.00%
1996	5	0.40%	0.00%
1997	5	0.40%	0.00%
1998	5	0.39%	0.00%
1999	5	0.39%	0.00%
2000	5	0.38%	0.00%
2001	5	0.38%	0.00%
2002	5	0.39%	0.00%
2003	6	0.40%	0.00%
2004	6	0.40%	0.00%
2005	6	0.41%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.36 NIGER

Electrical measuring devices (US \$ mln): Niger 1995 - 2005

Year	Niger	% of Region	% of Globe
1995	8	0.60%	0.01%
1996	8	0.59%	0.00%
1997	8	0.58%	0.00%
1998	7	0.57%	0.00%
1999	7	0.56%	0.00%
2000	7	0.55%	0.00%
2001	8	0.56%	0.00%
2002	8	0.57%	0.00%
2003	8	0.58%	0.01%
2004	9	0.59%	0.00%
2005	9	0.60%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.37 NIGERIA

Electrical measuring devices (US \$ mln): Nigeria 1995 - 2005

Year	Nigeria	% of Region	% of Globe
1995	86	6.76%	0.15%
1996	88	6.76%	0.15%
1997	89	6.77%	0.15%
1998	87	6.77%	0.15%
1999	87	6.77%	0.15%
2000	88	6.77%	0.15%
2001	90	6.77%	0.14%
2002	93	6.77%	0.14%
2003	96	6.77%	0.14%
2004	99	6.76%	0.14%
2005	102	6.76%	0.14%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.38 REPUBLIC OF CONGO

Electrical measuring devices (US \$ mln): Republic of Congo 1995 - 2005

Year	Republic of Congo	% of Region	% of Globe
1995	7	0.54%	0.00%
1996	7	0.54%	0.00%
1997	7	0.53%	0.00%
1998	7	0.53%	0.00%
1999	7	0.53%	0.00%
2000	7	0.53%	0.00%
2001	7	0.53%	0.01%
2002	7	0.53%	0.00%
2003	8	0.53%	0.00%
2004	8	0.54%	0.00%
2005	8	0.54%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.39 RWANDA

Electrical measuring devices (US \$ mln): Rwanda 1995 - 2005

Year	Rwanda	% of Region	% of Globe
1995	6	0.44%	0.00%
1996	6	0.45%	0.00%
1997	6	0.46%	0.00%
1998	6	0.47%	0.00%
1999	6	0.48%	0.00%
2000	6	0.48%	0.00%
2001	6	0.48%	0.01%
2002	6	0.47%	0.00%
2003	7	0.46%	0.01%
2004	7	0.45%	0.01%
2005	7	0.44%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.40 SAO TOME E PRINCIPE

Electrical measuring devices (US \$ mln): Sao Tome E Principe 1995 - 2005

Year	Sao Tome E Principe	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.41 SENEGAL

Electrical measuring devices (US \$ mln): Senegal 1995 - 2005

Year	Senegal	% of Region	% of Globe
1995	17	1.34%	0.03%
1996	17	1.33%	0.00%
1997	17	1.31%	0.00%
1998	17	1.30%	0.00%
1999	17	1.29%	0.00%
2000	17	1.28%	0.00%
2001	17	1.29%	0.00%
2002	18	1.30%	0.00%
2003	19	1.31%	0.02%
2004	19	1.33%	0.00%
2005	20	1.34%	0.02%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.42 SIERRA LEONE

Electrical measuring devices (US \$ mln): Sierra Leone 1995 - 2005

Year	Sierra Leone	% of Region	% of Globe
1995	3	0.25%	0.00%
1996	3	0.26%	0.00%
1997	4	0.26%	0.00%
1998	3	0.27%	0.00%
1999	4	0.27%	0.00%
2000	4	0.28%	0.00%
2001	4	0.27%	0.00%
2002	4	0.27%	0.00%
2003	4	0.26%	0.00%
2004	4	0.26%	0.00%
2005	4	0.25%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.43 SOMALIA

Electrical measuring devices (US \$ mln): Somalia 1995 - 2005

Year	Somalia	% of Region	% of Globe
1995	4	0.29%	0.00%
1996	4	0.30%	0.00%
1997	4	0.30%	0.00%
1998	4	0.30%	0.00%
1999	4	0.30%	0.00%
2000	4	0.30%	0.00%
2001	4	0.30%	0.00%
2002	4	0.30%	0.00%
2003	4	0.30%	0.00%
2004	4	0.30%	0.00%
2005	4	0.29%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.44 SOUTH AFRICA

Electrical measuring devices (US \$ mln): South Africa 1995 - 2005

Year	South Africa	% of Region	% of Globe
1995	300	23.56%	0.54%
1996	307	23.49%	0.53%
1997	308	23.43%	0.52%
1998	300	23.36%	0.52%
1999	299	23.29%	0.51%
2000	301	23.23%	0.51%
2001	310	23.28%	0.51%
2002	320	23.35%	0.51%
2003	331	23.42%	0.51%
2004	342	23.49%	0.52%
2005	354	23.55%	0.52%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.45 SUDAN

Electrical measuring devices (US \$ mln): Sudan 1995 - 2005

Year	Sudan	% of Region	% of Globe
1995	28	2.21%	0.00%
1996	29	2.25%	0.05%
1997	30	2.28%	0.05%
1998	30	2.31%	0.00%
1999	30	2.34%	0.00%
2000	31	2.36%	0.00%
2001	31	2.34%	0.00%
2002	32	2.31%	0.00%
2003	32	2.28%	0.05%
2004	33	2.25%	0.00%
2005	33	2.22%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.46 SWAZILAND

Electrical measuring devices (US \$ mln): Swaziland 1995 - 2005

Year	Swaziland	% of Region	% of Globe
1995	3	0.19%	0.00%
1996	3	0.19%	0.00%
1997	3	0.19%	0.00%
1998	3	0.19%	0.00%
1999	3	0.19%	0.00%
2000	3	0.19%	0.00%
2001	3	0.19%	0.00%
2002	3	0.19%	0.00%
2003	3	0.19%	0.00%
2004	3	0.19%	0.00%
2005	3	0.19%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.47 TANZANIA

Electrical measuring devices (US \$ mln): Tanzania 1995 - 2005

Year	Tanzania	% of Region	% of Globe
1995	19	1.48%	0.00%
1996	19	1.48%	0.00%
1997	20	1.48%	0.00%
1998	19	1.48%	0.00%
1999	19	1.48%	0.00%
2000	19	1.48%	0.00%
2001	20	1.48%	0.00%
2002	20	1.48%	0.00%
2003	21	1.48%	0.03%
2004	22	1.48%	0.00%
2005	22	1.48%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.48 THE GAMBIA

Electrical measuring devices (US \$ mln): The Gambia 1995 - 2005

Year	The Gambia	% of Region	% of Globe
1995	1	0.06%	0.00%
1996	1	0.00%	0.00%
1997	1	0.06%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.07%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.49 TOGO

Electrical measuring devices (US \$ mln): Togo 1995 - 2005

Year	Togo	% of Region	% of Globe
1995	5	0.36%	0.00%
1996	5	0.35%	0.00%
1997	5	0.35%	0.00%
1998	4	0.34%	0.00%
1999	4	0.34%	0.00%
2000	4	0.33%	0.00%
2001	5	0.34%	0.00%
2002	5	0.34%	0.00%
2003	5	0.35%	0.00%
2004	5	0.35%	0.00%
2005	5	0.36%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.50 TUNISIA

Electrical measuring devices (US \$ mln): Tunisia 1995 - 2005

Year	Tunisia	% of Region	% of Globe
1995	40	3.15%	0.00%
1996	41	3.12%	0.00%
1997	41	3.10%	0.00%
1998	40	3.07%	0.00%
1999	39	3.05%	0.00%
2000	39	3.03%	0.06%
2001	41	3.05%	0.06%
2002	42	3.07%	0.00%
2003	44	3.10%	0.06%
2004	46	3.12%	0.00%
2005	47	3.15%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.51 UGANDA

Electrical measuring devices (US \$ mln): Uganda 1995 - 2005

Year	Uganda	% of Region	% of Globe
1995	17	1.35%	0.00%
1996	17	1.33%	0.00%
1997	17	1.30%	0.00%
1998	17	1.28%	0.02%
1999	16	1.26%	0.00%
2000	16	1.24%	0.00%
2001	17	1.26%	0.00%
2002	18	1.28%	0.00%
2003	18	1.30%	0.00%
2004	19	1.32%	0.00%
2005	20	1.35%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.52 ZAMBIA

Electrical measuring devices (US \$ mln): Zambia 1995 - 2005

Year	Zambia	% of Region	% of Globe
1995	9	0.71%	0.00%
1996	9	0.72%	0.01%
1997	10	0.73%	0.00%
1998	10	0.74%	0.00%
1999	10	0.75%	0.00%
2000	10	0.75%	0.00%
2001	10	0.75%	0.00%
2002	10	0.74%	0.01%
2003	10	0.73%	0.01%
2004	11	0.72%	0.00%
2005	11	0.71%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.53 ZIMBABWE

Electrical measuring devices (US \$ mln): Zimbabwe 1995 - 2005

Year	Zimbabwe	% of Region	% of Globe
1995	16	1.24%	0.00%
1996	17	1.27%	0.02%
1997	17	1.29%	0.00%
1998	17	1.31%	0.00%
1999	17	1.33%	0.00%
2000	18	1.35%	0.00%
2001	18	1.33%	0.00%
2002	18	1.31%	0.00%
2003	18	1.29%	0.00%
2004	19	1.27%	0.00%
2005	19	1.25%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

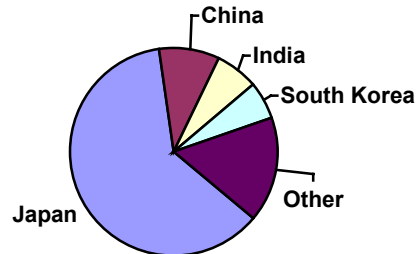
3 ASIA: ELECTRICAL MEASURING DEVICES

3.1 EXECUTIVE SUMMARY

Market Potential for Electrical measuring devices in Asia (US \$ mln): 2000

Country	Latent Demand US \$ mln	% of Asia
Japan	7,756	61.59%
China	1,215	9.64%
India	839	6.66%
South Korea	711	5.64%
Taiwan	501	3.97%
Indonesia	324	2.57%
Thailand	271	2.15%
Hong Kong	199	1.58%
Malaysia	147	1.16%
Philippines	142	1.12%
Singapore	111	0.88%
Burma	97	0.77%
North Korea	79	0.62%
Bangladesh	62	0.49%
Vietnam	45	0.35%
Sri Lanka	21	0.17%
Brunei	21	0.16%
Papua New Guinea	10	0.00%
Mongolia	10	0.00%
Nepal	10	0.00%
Cambodia	7	0.00%
Macau	7	0.00%
Laos	3	0.02%
Seychelles	1	0.00%
Bhutan	1	0.00%
Other	0	0.46%
Total	12,591	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Electrical measuring devices in Asia (US \$ mln): 2000

The Market for Electrical measuring devices in Asia: 1995 - 2005

Year	US \$ mln	% of Globe
1995	12,433.52	22.56
1996	12,765.56	22.21
1997	12,830.69	21.98
1998	12,519.01	21.91
1999	12,496.01	21.72
2000	12,590.59	21.54
2001	12,944.73	21.53
2002	13,355.44	21.55
2003	13,782.89	21.58
2004	14,227.91	21.61
2005	14,691.33	21.64

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.2 BANGLADESH

Electrical measuring devices (US \$ mln): Bangladesh 1995 - 2005

Year	Bangladesh	% of Region	% of Globe
1995	64	0.51%	0.11%
1996	65	0.50%	0.11%
1997	65	0.50%	0.11%
1998	63	0.50%	0.10%
1999	62	0.49%	0.10%
2000	62	0.49%	0.10%
2001	64	0.49%	0.10%
2002	67	0.50%	0.10%
2003	70	0.50%	0.10%
2004	72	0.50%	0.11%
2005	75	0.51%	0.11%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.3 BHUTAN

Electrical measuring devices (US \$ mln): Bhutan 1995 - 2005

Year	Bhutan	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.4 BRUNEI

Electrical measuring devices (US \$ mln): Brunei 1995 - 2005

Year	Brunei	% of Region	% of Globe
1995	20	0.16%	0.00%
1996	21	0.16%	0.00%
1997	21	0.16%	0.00%
1998	20	0.16%	0.00%
1999	20	0.16%	0.00%
2000	21	0.16%	0.00%
2001	21	0.16%	0.00%
2002	22	0.16%	0.00%
2003	22	0.16%	0.00%
2004	23	0.16%	0.00%
2005	24	0.16%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.5 BURMA

Electrical measuring devices (US \$ mln): Burma 1995 - 2005

Year	Burma	% of Region	% of Globe
1995	104	0.83%	0.18%
1996	105	0.82%	0.18%
1997	104	0.80%	0.17%
1998	100	0.79%	0.17%
1999	98	0.78%	0.16%
2000	97	0.77%	0.16%
2001	101	0.78%	0.16%
2002	106	0.79%	0.17%
2003	111	0.80%	0.17%
2004	117	0.81%	0.17%
2005	122	0.83%	0.18%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.6 CAMBODIA

Electrical measuring devices (US \$ mln): Cambodia 1995 - 2005

Year	Cambodia	% of Region	% of Globe
1995	8	0.06%	0.00%
1996	8	0.00%	0.00%
1997	8	0.00%	0.00%
1998	7	0.00%	0.00%
1999	7	0.00%	0.00%
2000	7	0.00%	0.00%
2001	7	0.00%	0.00%
2002	8	0.00%	0.00%
2003	8	0.00%	0.00%
2004	9	0.00%	0.00%
2005	9	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.7 CHINA

Electrical measuring devices (US \$ mln): China 1995 - 2005

Year	China	% of Region	% of Globe
1995	1,368	11.00%	2.48%
1996	1,367	10.70%	2.37%
1997	1,336	10.41%	2.28%
1998	1,269	10.13%	2.22%
1999	1,232	9.85%	2.14%
2000	1,215	9.64%	2.07%
2001	1,275	9.84%	2.12%
2002	1,352	10.12%	2.18%
2003	1,433	10.39%	2.24%
2004	1,519	10.67%	2.30%
2005	1,611	10.96%	2.37%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.8 HONG KONG

Electrical measuring devices (US \$ mln): Hong Kong 1995 - 2005

Year	Hong Kong	% of Region	% of Globe
1995	207	1.66%	0.37%
1996	210	1.64%	0.36%
1997	209	1.63%	0.35%
1998	202	1.61%	0.35%
1999	199	1.59%	0.34%
2000	199	1.58%	0.34%
2001	207	1.59%	0.34%
2002	215	1.61%	0.34%
2003	225	1.62%	0.35%
2004	234	1.64%	0.35%
2005	244	1.66%	0.35%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.9 INDIA

Electrical measuring devices (US \$ mln): India 1995 - 2005

Year	India	% of Region	% of Globe
1995	877	7.05%	1.59%
1996	890	6.97%	1.54%
1997	884	6.89%	1.51%
1998	853	6.81%	1.49%
1999	841	6.72%	1.46%
2000	839	6.66%	1.43%
2001	870	6.72%	1.44%
2002	909	6.80%	1.46%
2003	949	6.88%	1.48%
2004	991	6.96%	1.50%
2005	1,035	7.04%	1.52%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.10 INDONESIA

Electrical measuring devices (US \$ mln): Indonesia 1995 - 2005

Year	Indonesia	% of Region	% of Globe
1995	350	2.81%	0.63%
1996	352	2.76%	0.61%
1997	348	2.71%	0.59%
1998	333	2.66%	0.58%
1999	326	2.61%	0.56%
2000	324	2.57%	0.55%
2001	338	2.61%	0.56%
2002	355	2.65%	0.57%
2003	373	2.70%	0.58%
2004	392	2.75%	0.59%
2005	412	2.80%	0.60%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.11 JAPAN

Electrical measuring devices (US \$ mln): Japan 1995 - 2005

Year	Japan	% of Region	% of Globe
1995	7,196	57.87%	13.05%
1996	7,492	58.68%	13.03%
1997	7,631	59.47%	13.07%
1998	7,541	60.23%	13.19%
1999	7,625	61.01%	13.25%
2000	7,756	61.59%	13.26%
2001	7,901	61.03%	13.14%
2002	8,051	60.28%	12.99%
2003	8,205	59.52%	12.84%
2004	8,360	58.76%	12.69%
2005	8,519	57.98%	12.55%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.12 LAOS

Electrical measuring devices (US \$ mln): Laos 1995 - 2005

Year	Laos	% of Region	% of Globe
1995	4	0.00%	0.00%
1996	4	0.00%	0.00%
1997	4	0.02%	0.00%
1998	3	0.00%	0.00%
1999	3	0.00%	0.00%
2000	3	0.02%	0.00%
2001	3	0.00%	0.00%
2002	4	0.00%	0.00%
2003	4	0.00%	0.00%
2004	4	0.00%	0.00%
2005	4	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.13 MACAU

Electrical measuring devices (US \$ mln): Macau 1995 - 2005

Year	Macau	% of Region	% of Globe
1995	7	0.00%	0.00%
1996	7	0.00%	0.00%
1997	7	0.00%	0.00%
1998	7	0.00%	0.01%
1999	7	0.05%	0.00%
2000	7	0.00%	0.01%
2001	7	0.00%	0.00%
2002	7	0.00%	0.00%
2003	8	0.00%	0.00%
2004	8	0.00%	0.00%
2005	8	0.05%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.14 MALAYSIA

Electrical measuring devices (US \$ mln): Malaysia 1995 - 2005

Year	Malaysia	% of Region	% of Globe
1995	165	1.32%	0.29%
1996	164	1.28%	0.28%
1997	161	1.25%	0.27%
1998	153	1.22%	0.26%
1999	149	1.18%	0.25%
2000	147	1.16%	0.25%
2001	154	1.18%	0.25%
2002	163	1.22%	0.26%
2003	173	1.25%	0.27%
2004	183	1.28%	0.27%
2005	194	1.31%	0.28%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.15 MALDIVES

Electrical measuring devices (US \$ mln): Maldives 1995 - 2005

Year	Maldives	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.16 MONGOLIA

Electrical measuring devices (US \$ mln): Mongolia 1995 - 2005

Year	Mongolia	% of Region	% of Globe
1995	11	0.00%	0.00%
1996	11	0.00%	0.00%
1997	11	0.00%	0.00%
1998	10	0.00%	0.00%
1999	10	0.08%	0.00%
2000	10	0.00%	0.00%
2001	11	0.00%	0.00%
2002	11	0.00%	0.00%
2003	12	0.00%	0.00%
2004	12	0.08%	0.00%
2005	13	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.17 NEPAL

Electrical measuring devices (US \$ mln): Nepal 1995 - 2005

Year	Nepal	% of Region	% of Globe
1995	9	0.00%	0.00%
1996	10	0.00%	0.00%
1997	10	0.00%	0.00%
1998	10	0.07%	0.00%
1999	10	0.00%	0.00%
2000	10	0.00%	0.01%
2001	10	0.00%	0.00%
2002	10	0.00%	0.00%
2003	11	0.00%	0.00%
2004	11	0.07%	0.00%
2005	11	0.00%	0.01%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.18 NORTH KOREA

Electrical measuring devices (US \$ mln): North Korea 1995 - 2005

Year	North Korea	% of Region	% of Globe
1995	70	0.56%	0.12%
1996	73	0.57%	0.12%
1997	75	0.58%	0.12%
1998	75	0.60%	0.13%
1999	77	0.61%	0.13%
2000	79	0.62%	0.13%
2001	80	0.61%	0.13%
2002	80	0.60%	0.12%
2003	81	0.58%	0.12%
2004	82	0.57%	0.12%
2005	83	0.56%	0.12%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.19 PAPUA NEW GUINEA

Electrical measuring devices (US \$ mln): Papua New Guinea 1995 - 2005

Year	Papua New Guinea	% of Region	% of Globe
1995	9	0.00%	0.00%
1996	10	0.00%	0.00%
1997	10	0.07%	0.00%
1998	10	0.00%	0.01%
1999	10	0.00%	0.00%
2000	10	0.00%	0.00%
2001	10	0.00%	0.00%
2002	10	0.00%	0.00%
2003	11	0.00%	0.00%
2004	11	0.00%	0.00%
2005	11	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.20 PHILIPPINES

Electrical measuring devices (US \$ mln): Philippines 1995 - 2005

Year	Philippines	% of Region	% of Globe
1995	147	1.17%	0.26%
1996	149	1.16%	0.25%
1997	149	1.15%	0.25%
1998	144	1.14%	0.25%
1999	142	1.13%	0.24%
2000	142	1.12%	0.24%
2001	147	1.13%	0.24%
2002	153	1.14%	0.24%
2003	160	1.15%	0.24%
2004	166	1.16%	0.25%
2005	173	1.17%	0.25%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.21 SEYCHELLES

Electrical measuring devices (US \$ mln): Seychelles 1995 - 2005

Year	Seychelles	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.22 SINGAPORE

Electrical measuring devices (US \$ mln): Singapore 1995 - 2005

Year	Singapore	% of Region	% of Globe
1995	123	0.98%	0.22%
1996	123	0.96%	0.21%
1997	121	0.94%	0.20%
1998	115	0.92%	0.20%
1999	112	0.90%	0.19%
2000	111	0.88%	0.19%
2001	116	0.89%	0.19%
2002	123	0.92%	0.19%
2003	130	0.94%	0.20%
2004	137	0.96%	0.20%
2005	145	0.98%	0.21%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.23 SOUTH KOREA

Electrical measuring devices (US \$ mln): South Korea 1995 - 2005

Year	South Korea	% of Region	% of Globe
1995	797	6.41%	1.44%
1996	797	6.24%	1.38%
1997	780	6.07%	1.33%
1998	741	5.92%	1.29%
1999	720	5.76%	1.25%
2000	711	5.64%	1.21%
2001	746	5.76%	1.24%
2002	790	5.91%	1.27%
2003	836	6.06%	1.30%
2004	886	6.22%	1.34%
2005	938	6.38%	1.38%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.24 SRI LANKA

Electrical measuring devices (US \$ mln): Sri Lanka 1995 - 2005

Year	Sri Lanka	% of Region	% of Globe
1995	22	0.17%	0.04%
1996	23	0.17%	0.03%
1997	22	0.17%	0.00%
1998	22	0.17%	0.00%
1999	21	0.17%	0.00%
2000	21	0.17%	0.00%
2001	22	0.17%	0.00%
2002	23	0.17%	0.00%
2003	24	0.17%	0.00%
2004	25	0.17%	0.00%
2005	26	0.17%	0.03%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.25 TAIWAN

Electrical measuring devices (US \$ mln): Taiwan 1995 - 2005

Year	Taiwan	% of Region	% of Globe
1995	527	4.24%	0.95%
1996	534	4.18%	0.92%
1997	530	4.13%	0.90%
1998	510	4.07%	0.89%
1999	502	4.01%	0.87%
2000	501	3.97%	0.85%
2001	520	4.01%	0.86%
2002	544	4.07%	0.87%
2003	569	4.12%	0.89%
2004	595	4.18%	0.90%
2005	622	4.23%	0.91%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.26 THAILAND

Electrical measuring devices (US \$ mln): Thailand 1995 - 2005

Year	Thailand	% of Region	% of Globe
1995	298	2.39%	0.54%
1996	299	2.34%	0.52%
1997	294	2.29%	0.50%
1998	281	2.24%	0.49%
1999	274	2.19%	0.47%
2000	271	2.15%	0.46%
2001	284	2.19%	0.47%
2002	299	2.24%	0.48%
2003	316	2.28%	0.49%
2004	333	2.33%	0.50%
2005	351	2.38%	0.51%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.27 VIETNAM

Electrical measuring devices (US \$ mln): Vietnam 1995 - 2005

Year	Vietnam	% of Region	% of Globe
1995	50	0.40%	0.00%
1996	50	0.39%	0.00%
1997	49	0.38%	0.00%
1998	47	0.37%	0.00%
1999	45	0.36%	0.00%
2000	45	0.35%	0.00%
2001	47	0.36%	0.00%
2002	50	0.37%	0.00%
2003	53	0.38%	0.08%
2004	56	0.39%	0.08%
2005	59	0.40%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4 EUROPE: ELECTRICAL MEASURING DEVICES

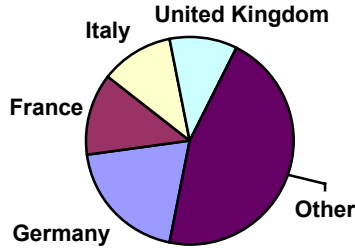
4.1 EXECUTIVE SUMMARY

Market Potential for Electrical measuring devices in Europe (US \$ mln): 2000

Country	Latent Demand US \$ mln	% of Europe
Germany	4,186	19.60%
France	2,746	12.85%
Italy	2,439	11.42%
United Kingdom	2,251	10.54%
Russia	1,998	9.35%
Spain	1,205	5.64%
Netherlands	664	3.10%
Ukraine	565	2.64%
Switzerland	562	2.63%
Sweden	513	2.40%
Belgium	449	2.10%
Norway	445	2.08%
Poland	391	1.83%
Austria	375	1.75%
Finland	310	1.44%
Denmark	291	1.36%
Portugal	203	0.94%
Greece	198	0.92%
Romania	182	0.85%
Czech Republic	173	0.81%
Kazakhstan	151	0.70%
Belarus	141	0.65%
Hungary	124	0.58%
Ireland	99	0.46%
Slovakia	76	0.35%
Other	608	3.01%
Total	21,348	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Electrical measuring devices in Europe (US \$ mln): 2000



The Market for Electrical measuring devices in Europe: 1995 - 2005

Year	US \$ mln	% of Globe
1995	20,732.98	37.61
1996	21,373.60	37.18
1997	21,564.17	36.93
1998	21,114.08	36.95
1999	21,146.96	36.76
2000	21,358.76	36.54
2001	21,908.19	36.44
2002	22,529.36	36.36
2003	23,169.98	36.28
2004	23,830.68	36.19
2005	24,512.14	36.11

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.2 ALBANIA

Electrical measuring devices (US \$ mln): Albania 1995 - 2005

Year	Albania	% of Region	% of Globe
1995	11	0.00%	0.00%
1996	11	0.05%	0.00%
1997	11	0.00%	0.00%
1998	10	0.00%	0.00%
1999	10	0.00%	0.00%
2000	10	0.00%	0.00%
2001	11	0.00%	0.00%
2002	11	0.00%	0.00%
2003	12	0.00%	0.00%
2004	12	0.00%	0.00%
2005	13	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.3 ANDORRA

Electrical measuring devices (US \$ mln): Andorra 1995 - 2005

Year	Andorra	% of Region	% of Globe
1995	2	0.00%	0.00%
1996	2	0.00%	0.00%
1997	2	0.00%	0.00%
1998	2	0.00%	0.00%
1999	2	0.00%	0.00%
2000	2	0.00%	0.00%
2001	2	0.00%	0.00%
2002	2	0.00%	0.00%
2003	2	0.00%	0.00%
2004	2	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.4 AUSTRIA

Electrical measuring devices (US \$ mln): Austria 1995 - 2005

Year	Austria	% of Region	% of Globe
1995	366	1.76%	0.66%
1996	376	1.76%	0.65%
1997	379	1.75%	0.64%
1998	371	1.75%	0.64%
1999	371	1.75%	0.64%
2000	375	1.75%	0.64%
2001	385	1.75%	0.63%
2002	396	1.75%	0.63%
2003	408	1.75%	0.63%
2004	420	1.76%	0.63%
2005	432	1.76%	0.63%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.5 BELARUS

Electrical measuring devices (US \$ mln): Belarus 1995 - 2005

Year	Belarus	% of Region	% of Globe
1995	119	0.57%	0.21%
1996	127	0.59%	0.22%
1997	131	0.60%	0.22%
1998	132	0.62%	0.23%
1999	136	0.64%	0.23%
2000	141	0.65%	0.24%
2001	141	0.64%	0.23%
2002	141	0.62%	0.22%
2003	142	0.61%	0.22%
2004	142	0.59%	0.21%
2005	142	0.57%	0.20%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.6 BELGIUM

Electrical measuring devices (US \$ mln): Belgium 1995 - 2005

Year	Belgium	% of Region	% of Globe
1995	437	2.10%	0.79%
1996	451	2.10%	0.78%
1997	454	2.10%	0.77%
1998	445	2.10%	0.77%
1999	445	2.10%	0.77%
2000	449	2.10%	0.76%
2001	461	2.10%	0.76%
2002	474	2.10%	0.76%
2003	488	2.10%	0.76%
2004	502	2.10%	0.76%
2005	517	2.10%	0.76%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.7 BOSNIA AND HERZEGOVINA

Electrical measuring devices (US \$ mln): Bosnia and Herzegovina 1995 - 2005

Year	Bosnia and Herzegovina	% of Region	% of Globe
1995	27	0.12%	0.00%
1996	28	0.12%	0.00%
1997	28	0.13%	0.00%
1998	28	0.13%	0.00%
1999	28	0.13%	0.00%
2000	29	0.13%	0.00%
2001	29	0.13%	0.00%
2002	30	0.13%	0.00%
2003	30	0.13%	0.00%
2004	31	0.12%	0.00%
2005	31	0.12%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.8 BULGARIA

Electrical measuring devices (US \$ mln): Bulgaria 1995 - 2005

Year	Bulgaria	% of Region	% of Globe
1995	74	0.35%	0.13%
1996	76	0.35%	0.13%
1997	76	0.35%	0.13%
1998	75	0.35%	0.13%
1999	75	0.35%	0.12%
2000	75	0.35%	0.12%
2001	77	0.35%	0.12%
2002	80	0.35%	0.12%
2003	82	0.35%	0.12%
2004	84	0.35%	0.12%
2005	87	0.35%	0.12%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.9 CROATIA

Electrical measuring devices (US \$ mln): Croatia 1995 - 2005

Year	Croatia	% of Region	% of Globe
1995	68	0.32%	0.12%
1996	70	0.32%	0.12%
1997	71	0.32%	0.12%
1998	69	0.32%	0.12%
1999	70	0.33%	0.12%
2000	71	0.33%	0.12%
2001	72	0.33%	0.12%
2002	74	0.32%	0.11%
2003	76	0.32%	0.11%
2004	78	0.32%	0.11%
2005	80	0.32%	0.11%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.10 CYPRUS

Electrical measuring devices (US \$ mln): Cyprus 1995 - 2005

Year	Cyprus	% of Region	% of Globe
1995	15	0.00%	0.00%
1996	15	0.00%	0.00%
1997	15	0.00%	0.00%
1998	15	0.07%	0.00%
1999	15	0.07%	0.00%
2000	15	0.00%	0.00%
2001	16	0.07%	0.00%
2002	16	0.00%	0.00%
2003	17	0.00%	0.00%
2004	17	0.00%	0.00%
2005	18	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.11 CZECH REPUBLIC

Electrical measuring devices (US \$ mln): Czech Republic 1995 - 2005

Year	Czech Republic	% of Region	% of Globe
1995	180	0.86%	0.32%
1996	183	0.85%	0.31%
1997	182	0.84%	0.31%
1998	176	0.83%	0.30%
1999	174	0.82%	0.30%
2000	173	0.81%	0.29%
2001	180	0.82%	0.29%
2002	187	0.83%	0.30%
2003	195	0.84%	0.30%
2004	204	0.85%	0.30%
2005	212	0.86%	0.31%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.12 DENMARK

Electrical measuring devices (US \$ mln): Denmark 1995 - 2005

Year	Denmark	% of Region	% of Globe
1995	289	1.39%	0.52%
1996	296	1.38%	0.51%
1997	298	1.38%	0.50%
1998	290	1.37%	0.50%
1999	289	1.36%	0.50%
2000	291	1.36%	0.49%
2001	300	1.36%	0.49%
2002	310	1.37%	0.49%
2003	320	1.38%	0.50%
2004	330	1.38%	0.50%
2005	341	1.39%	0.50%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.13 ESTONIA

Electrical measuring devices (US \$ mln): Estonia 1995 - 2005

Year	Estonia	% of Region	% of Globe
1995	23	0.11%	0.00%
1996	24	0.11%	0.00%
1997	24	0.10%	0.04%
1998	23	0.10%	0.00%
1999	22	0.10%	0.00%
2000	22	0.10%	0.00%
2001	23	0.10%	0.00%
2002	24	0.10%	0.00%
2003	25	0.10%	0.00%
2004	26	0.11%	0.00%
2005	28	0.11%	0.04%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.14 FINLAND

Electrical measuring devices (US \$ mln): Finland 1995 - 2005

Year	Finland	% of Region	% of Globe
1995	321	1.54%	0.58%
1996	327	1.52%	0.56%
1997	325	1.50%	0.55%
1998	314	1.48%	0.54%
1999	310	1.46%	0.53%
2000	310	1.44%	0.52%
2001	321	1.46%	0.53%
2002	335	1.48%	0.53%
2003	349	1.50%	0.54%
2004	364	1.52%	0.55%
2005	379	1.54%	0.55%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.15 FRANCE

Electrical measuring devices (US \$ mln): France 1995 - 2005

Year	France	% of Region	% of Globe
1995	2,679	12.92%	4.86%
1996	2,760	12.91%	4.80%
1997	2,781	12.89%	4.76%
1998	2,721	12.88%	4.76%
1999	2,722	12.86%	4.73%
2000	2,746	12.85%	4.69%
2001	2,819	12.86%	4.68%
2002	2,903	12.88%	4.68%
2003	2,988	12.89%	4.67%
2004	3,077	12.90%	4.67%
2005	3,167	12.92%	4.66%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.16 GEORGIA

Electrical measuring devices (US \$ mln): Georgia 1995 - 2005

Year	Georgia	% of Region	% of Globe
1995	48	0.23%	0.00%
1996	51	0.23%	0.00%
1997	53	0.24%	0.09%
1998	53	0.25%	0.00%
1999	55	0.25%	0.00%
2000	57	0.26%	0.00%
2001	57	0.25%	0.00%
2002	57	0.25%	0.00%
2003	57	0.24%	0.00%
2004	57	0.23%	0.00%
2005	57	0.23%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.17 GERMANY

Electrical measuring devices (US \$ mln): Germany 1995 - 2005

Year	Germany	% of Region	% of Globe
1995	4,026	19.41%	7.30%
1996	4,160	19.46%	7.23%
1997	4,205	19.50%	7.20%
1998	4,125	19.53%	7.21%
1999	4,139	19.57%	7.19%
2000	4,186	19.60%	7.16%
2001	4,289	19.57%	7.13%
2002	4,402	19.53%	7.10%
2003	4,519	19.50%	7.07%
2004	4,639	19.46%	7.04%
2005	4,762	19.42%	7.01%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.18 GREECE

Electrical measuring devices (US \$ mln): Greece 1995 - 2005

Year	Greece	% of Region	% of Globe
1995	190	0.91%	0.34%
1996	196	0.91%	0.34%
1997	199	0.92%	0.34%
1998	195	0.92%	0.34%
1999	196	0.92%	0.34%
2000	198	0.92%	0.33%
2001	203	0.92%	0.33%
2002	208	0.92%	0.33%
2003	213	0.92%	0.33%
2004	219	0.91%	0.33%
2005	225	0.91%	0.33%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.19 HUNGARY

Electrical measuring devices (US \$ mln): Hungary 1995 - 2005

Year	Hungary	% of Region	% of Globe
1995	139	0.67%	0.25%
1996	139	0.65%	0.24%
1997	136	0.63%	0.23%
1998	130	0.61%	0.22%
1999	126	0.59%	0.21%
2000	124	0.58%	0.21%
2001	130	0.59%	0.21%
2002	138	0.61%	0.22%
2003	146	0.63%	0.22%
2004	155	0.65%	0.23%
2005	164	0.66%	0.24%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.20 ICELAND

Electrical measuring devices (US \$ mln): Iceland 1995 - 2005

Year	Iceland	% of Region	% of Globe
1995	15	0.00%	0.00%
1996	15	0.00%	0.00%
1997	15	0.00%	0.00%
1998	15	0.00%	0.00%
1999	15	0.00%	0.00%
2000	15	0.00%	0.00%
2001	15	0.00%	0.00%
2002	16	0.00%	0.00%
2003	17	0.00%	0.00%
2004	17	0.00%	0.00%
2005	18	0.07%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.21 IRELAND

Electrical measuring devices (US \$ mln): Ireland 1995 - 2005

Year	Ireland	% of Region	% of Globe
1995	106	0.51%	0.19%
1996	107	0.50%	0.18%
1997	106	0.49%	0.18%
1998	102	0.48%	0.17%
1999	100	0.47%	0.17%
2000	99	0.46%	0.16%
2001	103	0.47%	0.17%
2002	108	0.48%	0.17%
2003	114	0.49%	0.17%
2004	119	0.50%	0.18%
2005	125	0.51%	0.18%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.22 ITALY

Electrical measuring devices (US \$ mln): Italy 1995 - 2005

Year	Italy	% of Region	% of Globe
1995	2,426	11.69%	4.40%
1996	2,488	11.64%	4.32%
1997	2,498	11.58%	4.27%
1998	2,433	11.52%	4.25%
1999	2,425	11.46%	4.21%
2000	2,439	11.42%	4.17%
2001	2,512	11.46%	4.17%
2002	2,596	11.52%	4.18%
2003	2,683	11.57%	4.20%
2004	2,773	11.63%	4.21%
2005	2,866	11.69%	4.22%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.23 KAZAKHSTAN

Electrical measuring devices (US \$ mln): Kazakhstan 1995 - 2005

Year	Kazakhstan	% of Region	% of Globe
1995	130	0.62%	0.23%
1996	137	0.64%	0.23%
1997	142	0.65%	0.24%
1998	143	0.67%	0.24%
1999	147	0.69%	0.25%
2000	151	0.70%	0.25%
2001	152	0.69%	0.25%
2002	153	0.67%	0.24%
2003	153	0.66%	0.23%
2004	153	0.64%	0.23%
2005	154	0.62%	0.22%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.24 LATVIA

Electrical measuring devices (US \$ mln): Latvia 1995 - 2005

Year	Latvia	% of Region	% of Globe
1995	36	0.17%	0.00%
1996	38	0.17%	0.00%
1997	39	0.17%	0.00%
1998	38	0.18%	0.00%
1999	39	0.18%	0.00%
2000	40	0.18%	0.00%
2001	40	0.18%	0.00%
2002	41	0.18%	0.00%
2003	41	0.17%	0.00%
2004	42	0.17%	0.06%
2005	43	0.17%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.25 LIECHTENSTEIN

Electrical measuring devices (US \$ mln): Liechtenstein 1995 - 2005

Year	Liechtenstein	% of Region	% of Globe
1995	2	0.00%	0.00%
1996	2	0.00%	0.00%
1997	2	0.00%	0.00%
1998	2	0.00%	0.00%
1999	2	0.00%	0.00%
2000	2	0.00%	0.00%
2001	2	0.00%	0.00%
2002	2	0.00%	0.00%
2003	2	0.00%	0.00%
2004	2	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.26 LITHUANIA

Electrical measuring devices (US \$ mln): Lithuania 1995 - 2005

Year	Lithuania	% of Region	% of Globe
1995	48	0.22%	0.00%
1996	49	0.23%	0.00%
1997	50	0.23%	0.00%
1998	49	0.23%	0.00%
1999	50	0.23%	0.00%
2000	51	0.23%	0.00%
2001	52	0.23%	0.00%
2002	53	0.23%	0.00%
2003	54	0.23%	0.00%
2004	55	0.23%	0.00%
2005	56	0.23%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.27 LUXEMBOURG

Electrical measuring devices (US \$ mln): Luxembourg 1995 - 2005

Year	Luxembourg	% of Region	% of Globe
1995	27	0.13%	0.00%
1996	28	0.13%	0.00%
1997	28	0.12%	0.00%
1998	27	0.12%	0.00%
1999	27	0.12%	0.04%
2000	28	0.12%	0.00%
2001	28	0.12%	0.00%
2002	29	0.12%	0.00%
2003	30	0.12%	0.00%
2004	31	0.13%	0.00%
2005	32	0.13%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.28 MACEDONIA

Electrical measuring devices (US \$ mln): Macedonia 1995 - 2005

Year	Macedonia	% of Region	% of Globe
1995	16	0.00%	0.00%
1996	16	0.00%	0.00%
1997	16	0.00%	0.00%
1998	16	0.00%	0.00%
1999	16	0.00%	0.00%
2000	16	0.00%	0.00%
2001	16	0.00%	0.00%
2002	17	0.00%	0.00%
2003	18	0.00%	0.02%
2004	18	0.00%	0.00%
2005	19	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.29 MALTA

Electrical measuring devices (US \$ mln): Malta 1995 - 2005

Year	Malta	% of Region	% of Globe
1995	7	0.00%	0.00%
1996	7	0.00%	0.00%
1997	7	0.00%	0.00%
1998	7	0.03%	0.00%
1999	7	0.03%	0.00%
2000	7	0.00%	0.00%
2001	7	0.00%	0.00%
2002	7	0.00%	0.00%
2003	7	0.00%	0.00%
2004	8	0.00%	0.00%
2005	8	0.00%	0.01%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.30 MOLDOVA

Electrical measuring devices (US \$ mln): Moldova 1995 - 2005

Year	Moldova	% of Region	% of Globe
1995	36	0.17%	0.00%
1996	38	0.17%	0.00%
1997	39	0.18%	0.00%
1998	39	0.18%	0.00%
1999	40	0.18%	0.00%
2000	40	0.18%	0.00%
2001	41	0.18%	0.06%
2002	42	0.18%	0.00%
2003	42	0.18%	0.00%
2004	43	0.17%	0.00%
2005	43	0.17%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.31 MONACO

Electrical measuring devices (US \$ mln): Monaco 1995 - 2005

Year	Monaco	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.32 NETHERLANDS

Electrical measuring devices (US \$ mln): Netherlands 1995 - 2005

Year	Netherlands	% of Region	% of Globe
1995	650	3.13%	1.17%
1996	669	3.12%	1.16%
1997	674	3.12%	1.15%
1998	659	3.11%	1.15%
1999	658	3.11%	1.14%
2000	664	3.10%	1.13%
2001	682	3.11%	1.13%
2002	703	3.11%	1.13%
2003	724	3.12%	1.13%
2004	745	3.12%	1.13%
2005	768	3.13%	1.13%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.33 NORWAY

Electrical measuring devices (US \$ mln): Norway 1995 - 2005

Year	Norway	% of Region	% of Globe
1995	456	2.19%	0.82%
1996	465	2.17%	0.80%
1997	463	2.14%	0.79%
1998	449	2.12%	0.78%
1999	444	2.09%	0.77%
2000	445	2.08%	0.76%
2001	460	2.09%	0.76%
2002	478	2.12%	0.77%
2003	497	2.14%	0.77%
2004	517	2.17%	0.78%
2005	538	2.19%	0.79%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.34 POLAND

Electrical measuring devices (US \$ mln): Poland 1995 - 2005

Year	Poland	% of Region	% of Globe
1995	416	2.00%	0.75%
1996	420	1.96%	0.73%
1997	416	1.93%	0.71%
1998	400	1.89%	0.70%
1999	393	1.85%	0.68%
2000	391	1.83%	0.66%
2001	407	1.85%	0.67%
2002	426	1.89%	0.68%
2003	447	1.92%	0.69%
2004	468	1.96%	0.71%
2005	490	1.99%	0.72%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.35 PORTUGAL

Electrical measuring devices (US \$ mln): Portugal 1995 - 2005

Year	Portugal	% of Region	% of Globe
1995	200	0.96%	0.36%
1996	205	0.95%	0.35%
1997	206	0.95%	0.35%
1998	201	0.95%	0.35%
1999	201	0.95%	0.34%
2000	203	0.94%	0.34%
2001	208	0.95%	0.34%
2002	215	0.95%	0.34%
2003	222	0.95%	0.34%
2004	229	0.95%	0.34%
2005	236	0.96%	0.34%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.36 ROMANIA

Electrical measuring devices (US \$ mln): Romania 1995 - 2005

Year	Romania	% of Region	% of Globe
1995	190	0.91%	0.34%
1996	193	0.90%	0.33%
1997	192	0.88%	0.32%
1998	185	0.87%	0.32%
1999	182	0.86%	0.31%
2000	182	0.85%	0.31%
2001	189	0.86%	0.31%
2002	197	0.87%	0.31%
2003	206	0.88%	0.32%
2004	215	0.90%	0.32%
2005	224	0.91%	0.33%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.37 RUSSIA

Electrical measuring devices (US \$ mln): Russia 1995 - 2005

Year	Russia	% of Region	% of Globe
1995	1,782	8.59%	3.23%
1996	1,871	8.75%	3.25%
1997	1,921	8.91%	3.29%
1998	1,914	9.06%	3.35%
1999	1,952	9.22%	3.39%
2000	1,998	9.35%	3.41%
2001	2,023	9.23%	3.36%
2002	2,045	9.07%	3.30%
2003	2,067	8.92%	3.23%
2004	2,089	8.76%	3.17%
2005	2,112	8.61%	3.11%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.38 SERBIA AND MONTENEGRO

Electrical measuring devices (US \$ mln): Serbia and Montenegro 1995 - 2005

Year	Serbia and Montenegro	% of Region	% of Globe
1995	74	0.35%	0.13%
1996	75	0.35%	0.13%
1997	75	0.34%	0.12%
1998	73	0.34%	0.12%
1999	73	0.34%	0.12%
2000	73	0.34%	0.12%
2001	75	0.34%	0.12%
2002	78	0.34%	0.12%
2003	81	0.34%	0.12%
2004	84	0.35%	0.12%
2005	87	0.35%	0.12%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.39 SLOVAKIA

Electrical measuring devices (US \$ mln): Slovakia 1995 - 2005

Year	Slovakia	% of Region	% of Globe
1995	80	0.38%	0.14%
1996	81	0.38%	0.14%
1997	81	0.37%	0.13%
1998	78	0.36%	0.13%
1999	76	0.36%	0.13%
2000	76	0.35%	0.13%
2001	79	0.36%	0.13%
2002	83	0.36%	0.13%
2003	87	0.37%	0.13%
2004	90	0.37%	0.13%
2005	95	0.38%	0.13%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.40 SLOVENIA

Electrical measuring devices (US \$ mln): Slovenia 1995 - 2005

Year	Slovenia	% of Region	% of Globe
1995	57	0.27%	0.10%
1996	58	0.27%	0.10%
1997	58	0.26%	0.00%
1998	56	0.26%	0.00%
1999	56	0.26%	0.00%
2000	56	0.26%	0.00%
2001	58	0.26%	0.09%
2002	60	0.26%	0.00%
2003	62	0.26%	0.00%
2004	65	0.27%	0.00%
2005	68	0.27%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.41 SPAIN

Electrical measuring devices (US \$ mln): Spain 1995 - 2005

Year	Spain	% of Region	% of Globe
1995	1,193	5.75%	2.16%
1996	1,225	5.73%	2.13%
1997	1,231	5.70%	2.10%
1998	1,200	5.68%	2.10%
1999	1,197	5.66%	2.08%
2000	1,205	5.64%	2.06%
2001	1,240	5.66%	2.06%
2002	1,281	5.68%	2.06%
2003	1,322	5.70%	2.07%
2004	1,365	5.72%	2.07%
2005	1,410	5.75%	2.07%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.42 SWEDEN

Electrical measuring devices (US \$ mln): Sweden 1995 - 2005

Year	Sweden	% of Region	% of Globe
1995	514	2.47%	0.93%
1996	526	2.46%	0.91%
1997	528	2.44%	0.90%
1998	513	2.43%	0.89%
1999	511	2.41%	0.88%
2000	513	2.40%	0.87%
2001	529	2.41%	0.87%
2002	548	2.43%	0.88%
2003	567	2.44%	0.88%
2004	587	2.46%	0.89%
2005	607	2.47%	0.89%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.43 SWITZERLAND

Electrical measuring devices (US \$ mln): Switzerland 1995 - 2005

Year	Switzerland	% of Region	% of Globe
1995	533	2.57%	0.96%
1996	553	2.58%	0.96%
1997	560	2.59%	0.95%
1998	551	2.61%	0.96%
1999	555	2.62%	0.96%
2000	562	2.63%	0.96%
2001	575	2.62%	0.95%
2002	588	2.61%	0.94%
2003	602	2.59%	0.94%
2004	616	2.58%	0.93%
2005	631	2.57%	0.92%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.44 UKRAINE

Electrical measuring devices (US \$ mln): Ukraine 1995 - 2005

Year	Ukraine	% of Region	% of Globe
1995	504	2.43%	0.91%
1996	529	2.47%	0.92%
1997	543	2.51%	0.93%
1998	541	2.56%	0.94%
1999	552	2.60%	0.95%
2000	565	2.64%	0.96%
2001	572	2.61%	0.95%
2002	578	2.56%	0.93%
2003	585	2.52%	0.91%
2004	591	2.47%	0.89%
2005	597	2.43%	0.87%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.45 UNITED KINGDOM

Electrical measuring devices (US \$ mln): United Kingdom 1995 - 2005

Year	United Kingdom	% of Region	% of Globe
1995	2,212	10.67%	4.01%
1996	2,275	10.64%	3.95%
1997	2,290	10.61%	3.92%
1998	2,236	10.59%	3.91%
1999	2,234	10.56%	3.88%
2000	2,251	10.54%	3.85%
2001	2,314	10.56%	3.84%
2002	2,386	10.58%	3.85%
2003	2,460	10.61%	3.85%
2004	2,536	10.64%	3.85%
2005	2,615	10.66%	3.85%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5 LATIN AMERICA: ELECTRICAL MEASURING DEVICES

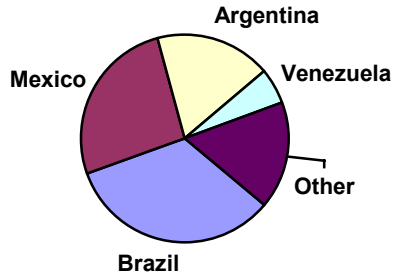
5.1 EXECUTIVE SUMMARY

Market Potential for Electrical measuring devices in Latin America (US \$ mln):
2000

Country	Latent Demand US \$ mln	% of Latin America
Brazil	1,045	33.43%
Mexico	826	26.43%
Argentina	556	17.78%
Venezuela	181	5.79%
Colombia	127	4.05%
Chile	88	2.80%
Peru	83	2.65%
Guatemala	35	1.10%
Ecuador	31	0.98%
Panama	28	0.89%
Uruguay	27	0.85%
Paraguay	19	0.60%
El Salvador	17	0.53%
Costa Rica	17	0.53%
Bolivia	16	0.50%
Honduras	15	0.49%
Nicaragua	8	0.27%
Suriname	4	0.12%
Belize	1	0.03%
Guyana	1	0.00%
Total	3,124	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

**Market Potential for Electrical measuring devices in Latin America (US \$ mln):
2000**



The Market for Electrical measuring devices in Latin America: 1995 - 2005

Year	US \$ mln	% of Globe
1995	2,989.40	5.42
1996	3,090.64	5.38
1997	3,127.54	5.36
1998	3,071.76	5.38
1999	3,086.91	5.37
2000	3,126.06	5.35
2001	3,198.32	5.32
2002	3,278.32	5.29
2003	3,361.15	5.26
2004	3,446.92	5.24
2005	3,535.75	5.21

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.2 ARGENTINA

Electrical measuring devices (US \$ mln): Argentina 1995 - 2005

Year	Argentina	% of Region	% of Globe
1995	494	16.53%	0.89%
1996	519	16.80%	0.90%
1997	534	17.06%	0.91%
1998	532	17.32%	0.93%
1999	543	17.58%	0.94%
2000	556	17.78%	0.95%
2001	563	17.59%	0.93%
2002	569	17.34%	0.91%
2003	574	17.08%	0.89%
2004	580	16.83%	0.88%
2005	586	16.57%	0.86%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.3 BELIZE

Electrical measuring devices (US \$ mln): Belize 1995 - 2005

Year	Belize	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.03%	0.00%
2001	1	0.03%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.4 BOLIVIA

Electrical measuring devices (US \$ mln): Bolivia 1995 - 2005

Year	Bolivia	% of Region	% of Globe
1995	16	0.52%	0.00%
1996	16	0.52%	0.00%
1997	16	0.51%	0.00%
1998	16	0.51%	0.00%
1999	16	0.50%	0.00%
2000	16	0.50%	0.02%
2001	16	0.50%	0.00%
2002	17	0.51%	0.00%
2003	17	0.51%	0.00%
2004	18	0.52%	0.00%
2005	19	0.52%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.5 BRAZIL

Electrical measuring devices (US \$ mln): Brazil 1995 - 2005

Year	Brazil	% of Region	% of Globe
1995	1,064	35.60%	1.93%
1996	1,086	35.14%	1.88%
1997	1,085	34.69%	1.85%
1998	1,052	34.24%	1.84%
1999	1,043	33.78%	1.81%
2000	1,045	33.43%	1.78%
2001	1,080	33.77%	1.79%
2002	1,122	34.21%	1.81%
2003	1,165	34.66%	1.82%
2004	1,210	35.10%	1.83%
2005	1,256	35.53%	1.85%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.6 CHILE

Electrical measuring devices (US \$ mln): Chile 1995 - 2005

Year	Chile	% of Region	% of Globe
1995	96	3.21%	0.17%
1996	97	3.12%	0.16%
1997	95	3.03%	0.16%
1998	91	2.95%	0.15%
1999	89	2.86%	0.15%
2000	88	2.80%	0.15%
2001	92	2.86%	0.15%
2002	97	2.94%	0.15%
2003	102	3.03%	0.15%
2004	107	3.11%	0.16%
2005	113	3.20%	0.16%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.7 COLOMBIA

Electrical measuring devices (US \$ mln): Colombia 1995 - 2005

Year	Colombia	% of Region	% of Globe
1995	132	4.42%	0.23%
1996	134	4.34%	0.23%
1997	133	4.26%	0.22%
1998	129	4.19%	0.22%
1999	127	4.11%	0.22%
2000	127	4.05%	0.21%
2001	132	4.11%	0.21%
2002	137	4.18%	0.22%
2003	143	4.26%	0.22%
2004	150	4.33%	0.22%
2005	156	4.41%	0.22%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.8 COSTA RICA

Electrical measuring devices (US \$ mln): Costa Rica 1995 - 2005

Year	Costa Rica	% of Region	% of Globe
1995	16	0.54%	0.00%
1996	17	0.54%	0.00%
1997	17	0.54%	0.00%
1998	17	0.54%	0.00%
1999	17	0.53%	0.00%
2000	17	0.53%	0.00%
2001	17	0.53%	0.00%
2002	18	0.54%	0.00%
2003	18	0.54%	0.00%
2004	19	0.54%	0.00%
2005	19	0.54%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.9 ECUADOR

Electrical measuring devices (US \$ mln): Ecuador 1995 - 2005

Year	Ecuador	% of Region	% of Globe
1995	30	1.00%	0.00%
1996	31	0.99%	0.00%
1997	31	0.99%	0.00%
1998	30	0.98%	0.00%
1999	30	0.98%	0.00%
2000	31	0.98%	0.00%
2001	32	0.98%	0.00%
2002	32	0.98%	0.05%
2003	33	0.99%	0.00%
2004	34	0.99%	0.00%
2005	35	0.99%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.10 EL SALVADOR

Electrical measuring devices (US \$ mln): El Salvador 1995 - 2005

Year	El Salvador	% of Region	% of Globe
1995	18	0.59%	0.00%
1996	18	0.58%	0.00%
1997	18	0.57%	0.00%
1998	17	0.55%	0.00%
1999	17	0.54%	0.00%
2000	17	0.53%	0.00%
2001	17	0.54%	0.00%
2002	18	0.55%	0.00%
2003	19	0.56%	0.00%
2004	20	0.58%	0.00%
2005	21	0.59%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.11 GUATEMALA

Electrical measuring devices (US \$ mln): Guatemala 1995 - 2005

Year	Guatemala	% of Region	% of Globe
1995	36	1.19%	0.00%
1996	36	1.17%	0.00%
1997	36	1.15%	0.00%
1998	35	1.14%	0.00%
1999	35	1.12%	0.06%
2000	35	1.10%	0.00%
2001	36	1.12%	0.00%
2002	37	1.13%	0.00%
2003	39	1.15%	0.00%
2004	41	1.17%	0.00%
2005	42	1.19%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.12 GUYANA

Electrical measuring devices (US \$ mln): Guyana 1995 - 2005

Year	Guyana	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.13 HONDURAS

Electrical measuring devices (US \$ mln): Honduras 1995 - 2005

Year	Honduras	% of Region	% of Globe
1995	16	0.52%	0.02%
1996	16	0.51%	0.00%
1997	16	0.50%	0.02%
1998	15	0.50%	0.02%
1999	15	0.49%	0.00%
2000	15	0.49%	0.00%
2001	16	0.49%	0.02%
2002	17	0.50%	0.02%
2003	17	0.50%	0.00%
2004	18	0.51%	0.02%
2005	18	0.52%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.14 MEXICO

Electrical measuring devices (US \$ mln): Mexico 1995 - 2005

Year	Mexico	% of Region	% of Globe
1995	720	24.08%	1.30%
1996	760	24.57%	1.32%
1997	784	25.07%	1.34%
1998	785	25.55%	1.37%
1999	804	26.05%	1.39%
2000	826	26.43%	1.41%
2001	834	26.06%	1.38%
2002	839	25.58%	1.35%
2003	844	25.10%	1.32%
2004	849	24.62%	1.28%
2005	854	24.15%	1.25%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.15 NICARAGUA

Electrical measuring devices (US \$ mln): Nicaragua 1995 - 2005

Year	Nicaragua	% of Region	% of Globe
1995	9	0.28%	0.00%
1996	9	0.28%	0.00%
1997	9	0.28%	0.00%
1998	9	0.27%	0.00%
1999	8	0.27%	0.00%
2000	8	0.27%	0.00%
2001	9	0.27%	0.00%
2002	9	0.27%	0.00%
2003	9	0.28%	0.00%
2004	10	0.28%	0.00%
2005	10	0.28%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.16 PANAMA

Electrical measuring devices (US \$ mln): Panama 1995 - 2005

Year	Panama	% of Region	% of Globe
1995	28	0.92%	0.00%
1996	28	0.91%	0.00%
1997	29	0.91%	0.00%
1998	28	0.90%	0.00%
1999	28	0.90%	0.04%
2000	28	0.89%	0.00%
2001	29	0.90%	0.00%
2002	30	0.90%	0.00%
2003	31	0.91%	0.00%
2004	32	0.91%	0.00%
2005	33	0.92%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.17 PARAGUAY

Electrical measuring devices (US \$ mln): Paraguay 1995 - 2005

Year	Paraguay	% of Region	% of Globe
1995	19	0.64%	0.00%
1996	20	0.63%	0.00%
1997	20	0.63%	0.00%
1998	19	0.62%	0.00%
1999	19	0.61%	0.00%
2000	19	0.60%	0.00%
2001	20	0.61%	0.00%
2002	20	0.62%	0.00%
2003	21	0.63%	0.00%
2004	22	0.63%	0.00%
2005	23	0.64%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.18 PERU

Electrical measuring devices (US \$ mln): Peru 1995 - 2005

Year	Peru	% of Region	% of Globe
1995	89	2.96%	0.16%
1996	90	2.89%	0.15%
1997	89	2.83%	0.15%
1998	85	2.76%	0.14%
1999	83	2.70%	0.14%
2000	83	2.65%	0.14%
2001	86	2.70%	0.14%
2002	91	2.76%	0.14%
2003	95	2.82%	0.14%
2004	100	2.88%	0.15%
2005	104	2.95%	0.15%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.19 SURINAME

Electrical measuring devices (US \$ mln): Suriname 1995 - 2005

Year	Suriname	% of Region	% of Globe
1995	4	0.12%	0.00%
1996	4	0.12%	0.00%
1997	4	0.12%	0.00%
1998	4	0.12%	0.00%
1999	4	0.12%	0.00%
2000	4	0.12%	0.00%
2001	4	0.12%	0.00%
2002	4	0.12%	0.00%
2003	4	0.12%	0.00%
2004	4	0.12%	0.00%
2005	4	0.12%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.20 URUGUAY

Electrical measuring devices (US \$ mln): Uruguay 1995 - 2005

Year	Uruguay	% of Region	% of Globe
1995	24	0.80%	0.04%
1996	25	0.81%	0.00%
1997	26	0.82%	0.00%
1998	26	0.83%	0.00%
1999	26	0.84%	0.00%
2000	27	0.85%	0.00%
2001	27	0.84%	0.00%
2002	27	0.83%	0.00%
2003	28	0.82%	0.00%
2004	28	0.81%	0.00%
2005	29	0.80%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.21 VENEZUELA

Electrical measuring devices (US \$ mln): Venezuela 1995 - 2005

Year	Venezuela	% of Region	% of Globe
1995	176	5.88%	0.31%
1996	181	5.87%	0.31%
1997	183	5.85%	0.31%
1998	179	5.83%	0.31%
1999	179	5.81%	0.31%
2000	181	5.79%	0.31%
2001	186	5.81%	0.30%
2002	191	5.83%	0.30%
2003	197	5.85%	0.30%
2004	202	5.86%	0.30%
2005	208	5.88%	0.30%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6 NORTH AMERICA & THE CARIBBEAN: ELECTRICAL MEASURING DEVICES

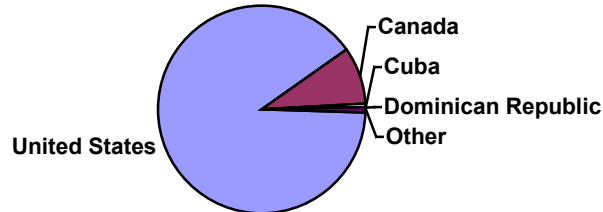
6.1 EXECUTIVE SUMMARY

Market Potential for Electrical measuring devices in North America & the Caribbean (US \$ mln): 2000

Country	Latent Demand US \$ mln	% of North America & the Caribbean
United States	14,477	89.71%
Canada	1,448	8.97%
Cuba	63	0.39%
Dominican Republic	21	0.13%
Trinidad and Tobago	12	0.00%
Jamaica	9	0.00%
Bahamas	8	0.00%
Haiti	7	0.00%
Martinique	5	0.00%
Barbados	4	0.00%
Netherlands Antilles	4	0.00%
Bermuda	4	0.00%
St. Lucia	1	0.00%
Antigua and Barbuda	1	0.00%
Grenada	1	0.00%
St. Vincent and the Grenadines	0	0.00%
St. Kitts and Nevis	0	0.00%
Dominica	0	0.00%
Total	16,066	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Electrical measuring devices in North America & the Caribbean (US \$ mln): 2000



**The Market for Electrical measuring devices in North America & the Caribbean:
1995 - 2005**

Year	US \$ mln	% of Globe
1995	13,860.55	25.14
1996	14,995.75	26.09
1997	15,561.36	26.65
1998	15,247.58	26.68
1999	15,600.06	27.12
2000	16,136.26	27.60
2001	16,691.25	27.76
2002	17,264.51	27.86
2003	17,857.54	27.96
2004	18,471.01	28.05
2005	19,105.64	28.15

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.2 ANTIGUA AND BARBUDA

Electrical measuring devices (US \$ mln): Antigua and Barbuda 1995 - 2005

Year	Antigua and Barbuda	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.3 BAHAMAS

Electrical measuring devices (US \$ mln): Bahamas 1995 - 2005

Year	Bahamas	% of Region	% of Globe
1995	8	0.00%	0.00%
1996	8	0.00%	0.00%
1997	8	0.00%	0.00%
1998	8	0.00%	0.01%
1999	8	0.00%	0.00%
2000	8	0.00%	0.00%
2001	8	0.00%	0.00%
2002	9	0.00%	0.00%
2003	9	0.00%	0.00%
2004	9	0.00%	0.00%
2005	9	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.4 BARBADOS

Electrical measuring devices (US \$ mln): Barbados 1995 - 2005

Year	Barbados	% of Region	% of Globe
1995	4	0.00%	0.00%
1996	4	0.00%	0.00%
1997	4	0.00%	0.00%
1998	4	0.00%	0.00%
1999	4	0.00%	0.00%
2000	4	0.00%	0.00%
2001	4	0.00%	0.00%
2002	4	0.00%	0.00%
2003	5	0.02%	0.00%
2004	5	0.00%	0.00%
2005	5	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.5 BERMUDA

Electrical measuring devices (US \$ mln): Bermuda 1995 - 2005

Year	Bermuda	% of Region	% of Globe
1995	4	0.00%	0.00%
1996	4	0.00%	0.00%
1997	4	0.00%	0.00%
1998	4	0.02%	0.00%
1999	4	0.02%	0.00%
2000	4	0.00%	0.00%
2001	4	0.00%	0.00%
2002	4	0.00%	0.00%
2003	4	0.00%	0.00%
2004	4	0.00%	0.00%
2005	4	0.02%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.6 CANADA

Electrical measuring devices (US \$ mln): Canada 1995 - 2005

Year	Canada	% of Region	% of Globe
1995	1,402	10.11%	2.54%
1996	1,447	9.64%	2.51%
1997	1,460	9.38%	2.50%
1998	1,430	9.38%	2.50%
1999	1,433	9.18%	2.49%
2000	1,448	8.97%	2.47%
2001	1,485	8.89%	2.46%
2002	1,526	8.84%	2.46%
2003	1,569	8.78%	2.45%
2004	1,613	8.73%	2.44%
2005	1,658	8.67%	2.44%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.7 CUBA

Electrical measuring devices (US \$ mln): Cuba 1995 - 2005

Year	Cuba	% of Region	% of Globe
1995	62	0.44%	0.11%
1996	64	0.42%	0.11%
1997	64	0.41%	0.11%
1998	63	0.41%	0.11%
1999	63	0.40%	0.10%
2000	63	0.39%	0.10%
2001	65	0.39%	0.10%
2002	67	0.38%	0.10%
2003	69	0.38%	0.10%
2004	71	0.38%	0.10%
2005	73	0.38%	0.10%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.8 DOMINICA

Electrical measuring devices (US \$ mln): Dominica 1995 - 2005

Year	Dominica	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.9 DOMINICAN REPUBLIC

Electrical measuring devices (US \$ mln): Dominican Republic 1995 - 2005

Year	Dominican Republic	% of Region	% of Globe
1995	21	0.15%	0.03%
1996	22	0.14%	0.00%
1997	22	0.13%	0.00%
1998	21	0.13%	0.00%
1999	21	0.13%	0.00%
2000	21	0.13%	0.03%
2001	22	0.13%	0.00%
2002	23	0.13%	0.00%
2003	23	0.13%	0.03%
2004	24	0.13%	0.00%
2005	25	0.13%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.10 GRENADA

Electrical measuring devices (US \$ mln): Grenada 1995 - 2005

Year	Grenada	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.11 HAITI

Electrical measuring devices (US \$ mln): Haiti 1995 - 2005

Year	Haiti	% of Region	% of Globe
1995	7	0.00%	0.00%
1996	7	0.00%	0.00%
1997	7	0.00%	0.00%
1998	7	0.00%	0.00%
1999	7	0.00%	0.00%
2000	7	0.00%	0.00%
2001	7	0.00%	0.01%
2002	8	0.00%	0.00%
2003	8	0.00%	0.01%
2004	8	0.00%	0.00%
2005	9	0.04%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.12 JAMAICA

Electrical measuring devices (US \$ mln): Jamaica 1995 - 2005

Year	Jamaica	% of Region	% of Globe
1995	8	0.00%	0.00%
1996	8	0.00%	0.00%
1997	9	0.00%	0.00%
1998	8	0.00%	0.00%
1999	8	0.00%	0.00%
2000	9	0.00%	0.00%
2001	9	0.00%	0.00%
2002	9	0.00%	0.00%
2003	9	0.00%	0.00%
2004	9	0.00%	0.00%
2005	10	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.13 MARTINIQUE

Electrical measuring devices (US \$ mln): Martinique 1995 - 2005

Year	Martinique	% of Region	% of Globe
1995	5	0.00%	0.00%
1996	5	0.03%	0.00%
1997	5	0.00%	0.00%
1998	5	0.00%	0.00%
1999	5	0.00%	0.00%
2000	5	0.00%	0.00%
2001	5	0.00%	0.00%
2002	6	0.00%	0.00%
2003	6	0.00%	0.00%
2004	6	0.03%	0.00%
2005	6	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.14 NETHERLANDS ANTILLES

Electrical measuring devices (US \$ mln): Netherlands Antilles 1995 - 2005

Year	Netherlands Antilles	% of Region	% of Globe
1995	4	0.00%	0.00%
1996	4	0.02%	0.00%
1997	4	0.00%	0.00%
1998	4	0.00%	0.00%
1999	4	0.00%	0.00%
2000	4	0.00%	0.00%
2001	4	0.02%	0.00%
2002	4	0.00%	0.00%
2003	4	0.00%	0.00%
2004	5	0.00%	0.00%
2005	5	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.15 ST. KITTS AND NEVIS

Electrical measuring devices (US \$ mln): St. Kitts and Nevis 1995 - 2005

Year	St. Kitts and Nevis	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.16 ST. LUCIA

Electrical measuring devices (US \$ mln): St. Lucia 1995 - 2005

Year	St. Lucia	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.17 ST. VINCENT AND THE GRENADINES

Electrical measuring devices (US \$ mln): St. Vincent and the Grenadines 1995 - 2005

Year	St. Vincent and the Grenadines	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.18 TRINIDAD AND TOBAGO

Electrical measuring devices (US \$ mln): Trinidad and Tobago 1995 - 2005

Year	Trinidad and Tobago	% of Region	% of Globe
1995	12	0.00%	0.00%
1996	12	0.00%	0.00%
1997	12	0.00%	0.00%
1998	12	0.00%	0.00%
1999	12	0.00%	0.00%
2000	12	0.00%	0.00%
2001	12	0.00%	0.00%
2002	13	0.00%	0.00%
2003	13	0.00%	0.00%
2004	13	0.00%	0.02%
2005	14	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.19 UNITED STATES

Electrical measuring devices (US \$ mln): United States 1995 - 2005

Year	United States	% of Region	% of Globe
1995	12,250	88.38%	22.22%
1996	13,336	88.92%	23.19%
1997	13,886	89.23%	23.78%
1998	13,607	89.24%	23.81%
1999	13,957	89.46%	24.26%
2000	14,477	89.71%	24.76%
2001	14,989	89.80%	24.93%
2002	15,514	89.86%	25.03%
2003	16,058	89.92%	25.14%
2004	16,620	89.97%	25.24%
2005	17,202	90.03%	25.34%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7 OCEANA: ELECTRICAL MEASURING DEVICES

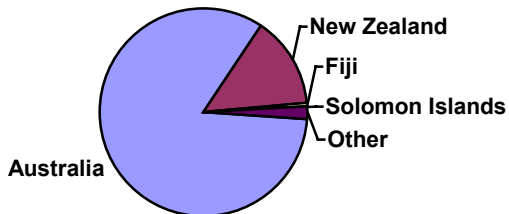
7.1 EXECUTIVE SUMMARY

Market Potential for Electrical measuring devices in Oceana (US \$ mln): 2000

Country	Latent Demand US \$ mln	% of Oceana
Australia	733	83.26%
New Zealand	127	14.37%
Fiji	4	0.40%
Solomon Islands	1	0.00%
American Samoa	1	0.00%
Nauru	0	0.00%
Vanuatu	0	0.00%
Tonga	0	0.00%
Micronesia Federation	0	0.00%
Palau	0	0.00%
Marshall Islands	0	0.00%
Kiribati	0	0.00%
Tuvalu	0	0.00%
Total	867	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Electrical measuring devices in Oceana (US \$ mln): 2000



The Market for Electrical measuring devices in Oceania: 1995 - 2005

Year	US \$ mln	% of Globe
1995	882.57	1.60
1996	903.70	1.57
1997	905.66	1.55
1998	880.92	1.54
1999	876.25	1.52
2000	880.44	1.51
2001	907.63	1.51
2002	939.58	1.52
2003	972.67	1.52
2004	1,006.94	1.53
2005	1,042.44	1.54

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.2 AMERICAN SAMOA

Electrical measuring devices (US \$ mln): American Samoa 1995 - 2005

Year	American Samoa	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.06%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.3 AUSTRALIA

Electrical measuring devices (US \$ mln): Australia 1995 - 2005

Year	Australia	% of Region	% of Globe
1995	731	82.78%	1.32%
1996	749	82.89%	1.30%
1997	752	82.99%	1.28%
1998	732	83.08%	1.28%
1999	729	83.18%	1.26%
2000	733	83.26%	1.25%
2001	755	83.19%	1.25%
2002	781	83.09%	1.26%
2003	807	82.99%	1.26%
2004	835	82.90%	1.26%
2005	863	82.80%	1.27%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.4 FIJI

Electrical measuring devices (US \$ mln): Fiji 1995 - 2005

Year	Fiji	% of Region	% of Globe
1995	3	0.39%	0.00%
1996	4	0.39%	0.00%
1997	4	0.39%	0.00%
1998	4	0.40%	0.00%
1999	4	0.40%	0.00%
2000	4	0.40%	0.00%
2001	4	0.40%	0.00%
2002	4	0.40%	0.00%
2003	4	0.39%	0.00%
2004	4	0.39%	0.00%
2005	4	0.39%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.5 KIRIBATI

Electrical measuring devices (US \$ mln): Kiribati 1995 - 2005

Year	Kiribati	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.6 MARSHALL ISLANDS

Electrical measuring devices (US \$ mln): Marshall Islands 1995 - 2005

Year	Marshall Islands	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.01%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.7 MICRONESIA FEDERATION

Electrical measuring devices (US \$ mln): Micronesia Federation 1995 - 2005

Year	Micronesia Federation	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.02%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.02%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.8 NAURU

Electrical measuring devices (US \$ mln): Nauru 1995 - 2005

Year	Nauru	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.05%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.05%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.9 NEW ZEALAND

Electrical measuring devices (US \$ mln): New Zealand 1995 - 2005

Year	New Zealand	% of Region	% of Globe
1995	132	14.99%	0.24%
1996	134	14.86%	0.23%
1997	133	14.73%	0.22%
1998	129	14.60%	0.22%
1999	127	14.47%	0.22%
2000	127	14.37%	0.21%
2001	131	14.47%	0.21%
2002	137	14.59%	0.22%
2003	143	14.72%	0.22%
2004	150	14.85%	0.22%
2005	156	14.97%	0.23%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.10 PALAU

Electrical measuring devices (US \$ mln): Palau 1995 - 2005

Year	Palau	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.02%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.02%	0.00%
2005	0	0.02%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.11 SOLOMON ISLANDS

Electrical measuring devices (US \$ mln): Solomon Islands 1995 - 2005

Year	Solomon Islands	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.12 TONGA

Electrical measuring devices (US \$ mln): Tonga 1995 - 2005

Year	Tonga	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.03%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.13 TUVALU

Electrical measuring devices (US \$ mln): Tuvalu 1995 - 2005

Year	Tuvalu	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.14 VANUATU

Electrical measuring devices (US \$ mln): Vanuatu 1995 - 2005

Year	Vanuatu	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.05%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8 THE MIDDLE EAST: ELECTRICAL MEASURING DEVICES

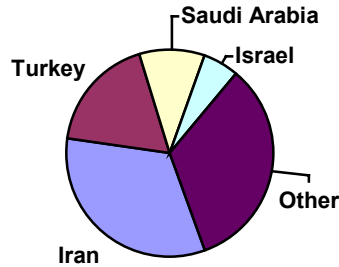
8.1 EXECUTIVE SUMMARY

**Market Potential for Electrical measuring devices in the Middle East (US \$ mln):
2000**

Country	Latent Demand US \$ mln	% of the Middle East
Iran	1,005	32.74%
Turkey	554	18.04%
Saudi Arabia	319	10.39%
Israel	165	5.38%
Uzbekistan	156	5.07%
Pakistan	144	4.70%
Iraq	117	3.82%
United Arab Emirates	92	3.01%
Syrian Arab Republic	86	2.79%
Azerbaijan	68	2.21%
Kuwait	62	2.02%
Armenia	38	1.24%
Oman	37	1.21%
Tajikistan	37	1.19%
Kyrgyzstan	35	1.14%
Turkmenistan	34	1.11%
Yemen	31	0.99%
Qatar	23	0.73%
Jordan	23	0.73%
Lebanon	16	0.50%
Afghanistan	11	0.36%
Bahrain	11	0.35%
Total	3,063	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

**Market Potential for Electrical measuring devices in the Middle East (US \$ mln):
2000**



The Market for Electrical measuring devices in the Middle East: 1995 - 2005

Year	US \$ mln	% of Globe
1995	2,951.68	5.35
1996	3,047.64	5.30
1997	3,080.11	5.28
1998	3,021.42	5.29
1999	3,032.47	5.27
2000	3,068.02	5.25
2001	3,141.81	5.23
2002	3,224.35	5.20
2003	3,309.89	5.18
2004	3,398.56	5.16
2005	3,490.49	5.14

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.2 AFGHANISTAN

Electrical measuring devices (US \$ mln): Afghanistan 1995 - 2005

Year	Afghanistan	% of Region	% of Globe
1995	10	0.34%	0.00%
1996	11	0.34%	0.01%
1997	11	0.35%	0.00%
1998	11	0.35%	0.00%
1999	11	0.35%	0.00%
2000	11	0.36%	0.00%
2001	11	0.35%	0.00%
2002	11	0.35%	0.00%
2003	12	0.35%	0.00%
2004	12	0.34%	0.00%
2005	12	0.34%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.3 ARMENIA

Electrical measuring devices (US \$ mln): Armenia 1995 - 2005

Year	Armenia	% of Region	% of Globe
1995	40	1.35%	0.00%
1996	40	1.32%	0.00%
1997	40	1.30%	0.00%
1998	39	1.28%	0.06%
1999	38	1.26%	0.00%
2000	38	1.24%	0.00%
2001	40	1.26%	0.00%
2002	41	1.28%	0.00%
2003	43	1.30%	0.00%
2004	45	1.32%	0.00%
2005	47	1.34%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.4 AZERBAIJAN

Electrical measuring devices (US \$ mln): Azerbaijan 1995 - 2005

Year	Azerbaijan	% of Region	% of Globe
1995	54	1.84%	0.00%
1996	58	1.91%	0.10%
1997	61	1.99%	0.10%
1998	63	2.06%	0.10%
1999	65	2.15%	0.11%
2000	68	2.21%	0.11%
2001	68	2.15%	0.11%
2002	67	2.07%	0.10%
2003	66	1.99%	0.10%
2004	65	1.92%	0.00%
2005	65	1.85%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.5 BAHRAIN

Electrical measuring devices (US \$ mln): Bahrain 1995 - 2005

Year	Bahrain	% of Region	% of Globe
1995	10	0.33%	0.00%
1996	10	0.33%	0.00%
1997	10	0.34%	0.00%
1998	10	0.34%	0.00%
1999	11	0.34%	0.00%
2000	11	0.35%	0.00%
2001	11	0.34%	0.00%
2002	11	0.34%	0.00%
2003	11	0.34%	0.00%
2004	11	0.33%	0.00%
2005	12	0.33%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.6 IRAN

Electrical measuring devices (US \$ mln): Iran 1995 - 2005

Year	Iran	% of Region	% of Globe
1995	911	30.85%	1.65%
1996	953	31.26%	1.65%
1997	975	31.66%	1.67%
1998	969	32.05%	1.69%
1999	984	32.45%	1.71%
2000	1,005	32.74%	1.71%
2001	1,020	32.46%	1.69%
2002	1,034	32.07%	1.66%
2003	1,049	31.69%	1.64%
2004	1,064	31.30%	1.61%
2005	1,079	30.91%	1.58%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.7 IRAQ

Electrical measuring devices (US \$ mln): Iraq 1995 - 2005

Year	Iraq	% of Region	% of Globe
1995	108	3.66%	0.19%
1996	113	3.70%	0.19%
1997	115	3.73%	0.19%
1998	114	3.77%	0.19%
1999	115	3.80%	0.20%
2000	117	3.82%	0.20%
2001	120	3.80%	0.19%
2002	122	3.77%	0.19%
2003	124	3.73%	0.19%
2004	126	3.70%	0.19%
2005	128	3.67%	0.18%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.8 ISRAEL

Electrical measuring devices (US \$ mln): Israel 1995 - 2005

Year	Israel	% of Region	% of Globe
1995	177	6.00%	0.32%
1996	179	5.86%	0.31%
1997	177	5.73%	0.30%
1998	170	5.61%	0.29%
1999	166	5.48%	0.28%
2000	165	5.38%	0.28%
2001	172	5.48%	0.28%
2002	181	5.60%	0.29%
2003	190	5.72%	0.29%
2004	199	5.85%	0.30%
2005	209	5.98%	0.30%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.9 JORDAN

Electrical measuring devices (US \$ mln): Jordan 1995 - 2005

Year	Jordan	% of Region	% of Globe
1995	24	0.81%	0.00%
1996	24	0.79%	0.00%
1997	24	0.77%	0.00%
1998	23	0.76%	0.04%
1999	23	0.74%	0.00%
2000	23	0.73%	0.00%
2001	23	0.74%	0.00%
2002	25	0.76%	0.00%
2003	26	0.77%	0.00%
2004	27	0.79%	0.00%
2005	28	0.80%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.10 KUWAIT

Electrical measuring devices (US \$ mln): Kuwait 1995 - 2005

Year	Kuwait	% of Region	% of Globe
1995	62	2.08%	0.11%
1996	63	2.07%	0.10%
1997	64	2.06%	0.10%
1998	62	2.04%	0.10%
1999	62	2.03%	0.10%
2000	62	2.02%	0.10%
2001	64	2.03%	0.10%
2002	66	2.04%	0.10%
2003	68	2.06%	0.10%
2004	70	2.07%	0.10%
2005	73	2.08%	0.10%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.11 KYRGYZSTAN

Electrical measuring devices (US \$ mln): Kyrgyzstan 1995 - 2005

Year	Kyrgyzstan	% of Region	% of Globe
1995	31	1.04%	0.00%
1996	32	1.06%	0.05%
1997	33	1.08%	0.00%
1998	33	1.10%	0.00%
1999	34	1.12%	0.05%
2000	35	1.14%	0.00%
2001	35	1.12%	0.00%
2002	36	1.10%	0.00%
2003	36	1.08%	0.00%
2004	36	1.06%	0.00%
2005	36	1.04%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.12 LEBANON

Electrical measuring devices (US \$ mln): Lebanon 1995 - 2005

Year	Lebanon	% of Region	% of Globe
1995	16	0.55%	0.00%
1996	17	0.54%	0.00%
1997	16	0.53%	0.00%
1998	16	0.52%	0.00%
1999	16	0.51%	0.00%
2000	16	0.50%	0.00%
2001	16	0.51%	0.00%
2002	17	0.52%	0.00%
2003	18	0.53%	0.02%
2004	19	0.54%	0.00%
2005	19	0.55%	0.02%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.13 OMAN

Electrical measuring devices (US \$ mln): Oman 1995 - 2005

Year	Oman	% of Region	% of Globe
1995	37	1.26%	0.00%
1996	38	1.25%	0.00%
1997	38	1.24%	0.00%
1998	37	1.23%	0.00%
1999	37	1.22%	0.00%
2000	37	1.21%	0.00%
2001	38	1.22%	0.00%
2002	40	1.23%	0.00%
2003	41	1.24%	0.00%
2004	43	1.25%	0.00%
2005	44	1.26%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.14 PAKISTAN

Electrical measuring devices (US \$ mln): Pakistan 1995 - 2005

Year	Pakistan	% of Region	% of Globe
1995	149	5.03%	0.26%
1996	151	4.96%	0.26%
1997	151	4.89%	0.25%
1998	146	4.82%	0.25%
1999	144	4.75%	0.25%
2000	144	4.70%	0.24%
2001	149	4.75%	0.24%
2002	156	4.82%	0.25%
2003	162	4.89%	0.25%
2004	169	4.95%	0.25%
2005	175	5.02%	0.25%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.15 QATAR

Electrical measuring devices (US \$ mln): Qatar 1995 - 2005

Year	Qatar	% of Region	% of Globe
1995	21	0.70%	0.00%
1996	22	0.70%	0.03%
1997	22	0.71%	0.00%
1998	22	0.72%	0.00%
1999	22	0.73%	0.00%
2000	23	0.73%	0.03%
2001	23	0.73%	0.00%
2002	23	0.72%	0.00%
2003	24	0.71%	0.03%
2004	24	0.71%	0.00%
2005	25	0.70%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.16 SAUDI ARABIA

Electrical measuring devices (US \$ mln): Saudi Arabia 1995 - 2005

Year	Saudi Arabia	% of Region	% of Globe
1995	294	9.95%	0.53%
1996	306	10.05%	0.53%
1997	313	10.14%	0.53%
1998	309	10.24%	0.54%
1999	313	10.33%	0.54%
2000	319	10.39%	0.54%
2001	325	10.33%	0.54%
2002	330	10.24%	0.53%
2003	336	10.15%	0.52%
2004	342	10.06%	0.51%
2005	348	9.97%	0.51%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.17 SYRIAN ARAB REPUBLIC

Electrical measuring devices (US \$ mln): Syrian Arab Republic 1995 - 2005

Year	Syrian Arab Republic	% of Region	% of Globe
1995	88	2.97%	0.15%
1996	89	2.93%	0.15%
1997	89	2.89%	0.15%
1998	86	2.86%	0.15%
1999	86	2.82%	0.14%
2000	86	2.79%	0.14%
2001	89	2.82%	0.14%
2002	92	2.86%	0.14%
2003	96	2.89%	0.15%
2004	100	2.93%	0.15%
2005	104	2.96%	0.15%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.18 TAJIKISTAN

Electrical measuring devices (US \$ mln): Tajikistan 1995 - 2005

Year	Tajikistan	% of Region	% of Globe
1995	31	1.03%	0.00%
1996	33	1.06%	0.00%
1997	34	1.10%	0.00%
1998	34	1.13%	0.00%
1999	35	1.16%	0.00%
2000	37	1.19%	0.00%
2001	37	1.16%	0.00%
2002	37	1.13%	0.00%
2003	36	1.10%	0.00%
2004	36	1.07%	0.00%
2005	36	1.03%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.19 TURKEY

Electrical measuring devices (US \$ mln): Turkey 1995 - 2005

Year	Turkey	% of Region	% of Globe
1995	591	20.01%	1.07%
1996	597	19.58%	1.03%
1997	590	19.16%	1.01%
1998	567	18.76%	0.99%
1999	557	18.35%	0.96%
2000	554	18.04%	0.94%
2001	576	18.34%	0.95%
2002	604	18.74%	0.97%
2003	634	19.14%	0.99%
2004	664	19.54%	1.00%
2005	697	19.95%	1.02%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.20 TURKMENISTAN

Electrical measuring devices (US \$ mln): Turkmenistan 1995 - 2005

Year	Turkmenistan	% of Region	% of Globe
1995	29	0.98%	0.05%
1996	31	1.01%	0.00%
1997	32	1.03%	0.00%
1998	32	1.06%	0.00%
1999	33	1.09%	0.05%
2000	34	1.11%	0.00%
2001	34	1.09%	0.00%
2002	34	1.06%	0.00%
2003	34	1.03%	0.00%
2004	34	1.01%	0.00%
2005	34	0.98%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.21 UNITED ARAB EMIRATES

Electrical measuring devices (US \$ mln): United Arab Emirates 1995 - 2005

Year	United Arab Emirates	% of Region	% of Globe
1995	92	3.12%	0.16%
1996	95	3.10%	0.16%
1997	95	3.07%	0.16%
1998	92	3.05%	0.16%
1999	92	3.03%	0.15%
2000	92	3.01%	0.15%
2001	95	3.03%	0.15%
2002	99	3.05%	0.15%
2003	102	3.07%	0.15%
2004	105	3.09%	0.15%
2005	109	3.12%	0.16%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.22 UZBEKISTAN

Electrical measuring devices (US \$ mln): Uzbekistan 1995 - 2005

Year	Uzbekistan	% of Region	% of Globe
1995	142	4.82%	0.25%
1996	149	4.87%	0.25%
1997	152	4.93%	0.26%
1998	151	4.98%	0.26%
1999	153	5.03%	0.26%
2000	156	5.07%	0.26%
2001	158	5.03%	0.26%
2002	161	4.98%	0.25%
2003	163	4.93%	0.25%
2004	166	4.88%	0.25%
2005	169	4.83%	0.24%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.23 YEMEN

Electrical measuring devices (US \$ mln): Yemen 1995 - 2005

Year	Yemen	% of Region	% of Globe
1995	31	1.03%	0.00%
1996	31	1.02%	0.05%
1997	31	1.02%	0.00%
1998	31	1.01%	0.00%
1999	30	1.00%	0.00%
2000	31	0.99%	0.00%
2001	31	1.00%	0.00%
2002	33	1.01%	0.00%
2003	34	1.01%	0.00%
2004	35	1.02%	0.05%
2005	36	1.03%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

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