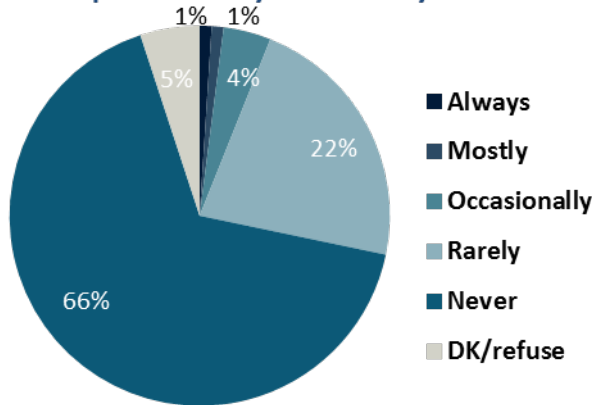


# 2011 Global Software Piracy Study

## Germany

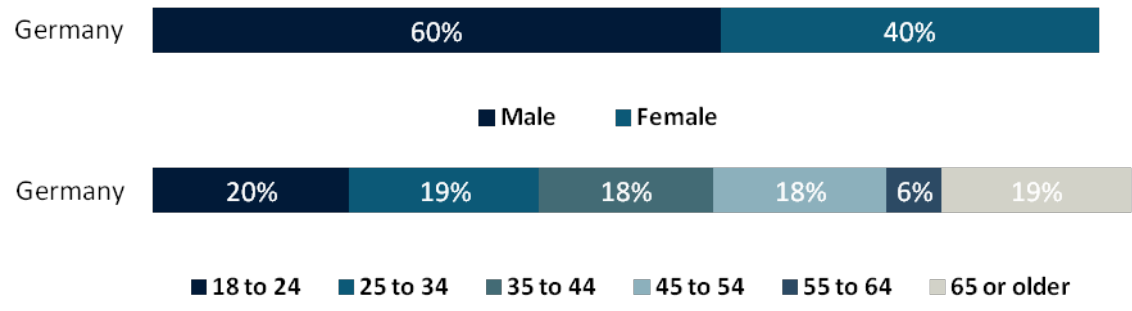
Online survey of 426 computer users in Germany, conducted from February to March 2012

Self Reported Piracy in Germany



“How often do you acquire pirated software or software that is not fully licensed — all of the time, most of the time, occasionally, rarely, or never?”

Demographics of ‘Admitted Pirates’ in Germany



- PC users in Germany who say the “risk of getting caught” is a good reason not to acquire unlicensed software: 32%
- PC users in Germany who say “pirating software is illegal” is a good reason not to acquire unlicensed software: 43%

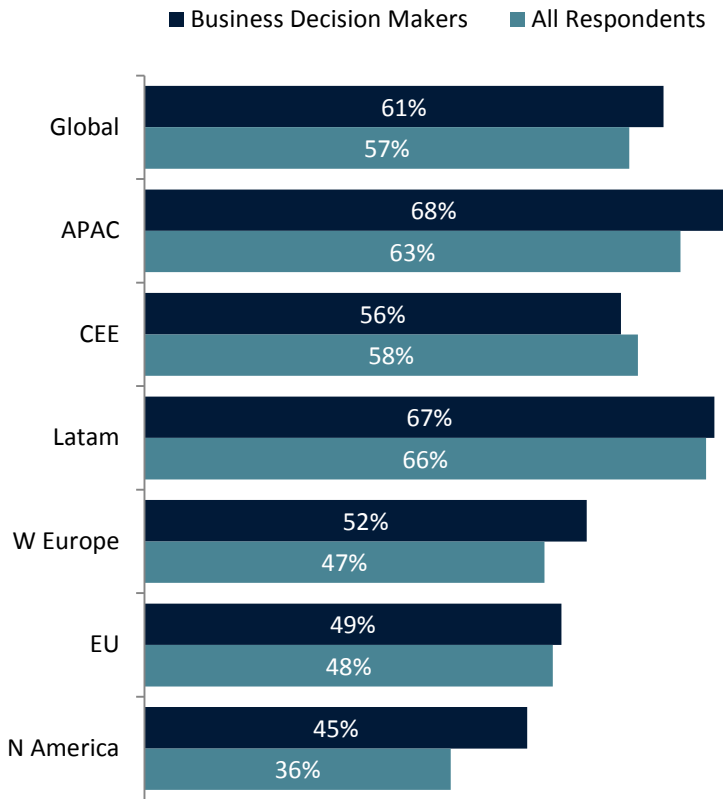
## 2011 Global Software Piracy Rates & Commercial Values

|                | 2011 Piracy Rate | 2011 Commercial Value (M) |
|----------------|------------------|---------------------------|
| Germany        | 26%              | \$2,265                   |
| Western Europe | 32%              | \$13,749                  |
| European Union | 33%              | \$14,433                  |
| Global         | 42%              | \$63,456                  |



# 2011 Global Software Piracy Study

## Self-Reported Piracy by Region



- In many regions, business decision makers (BDMs) are more likely to admit acquiring unlicensed software than other users.
- Globally, BDMs who admit they pirate software most frequently are more than twice as likely to acquire software for one computer and install it on multiple PCs in their office than other users.

### Survey Background

Online and in-person surveys of 14,702 PC users globally conducted February-March 2012

*“Business Decision Maker” is defined as someone who has significant business decision-making authority for their company, multiple departments, or their own department.*

*“How often do you acquire pirated software or software that is not fully licensed — all of the time, most of the time, occasionally, rarely, or never?”*