

**Novell, Inc.**  
**Consolidated Unaudited Condensed Statements of Income**  
(In thousands, except per share data)

	Fiscal Quarter Ended		Fiscal Year Ended	
	Oct 31, 2001	Oct 31, 2000	Oct 31, 2001	Oct 31, 2000
<b>Net sales</b>	<b>\$ 307,610</b>	<b>\$ 273,324</b>	<b>\$ 1,040,097</b>	<b>\$ 1,161,735</b>
Cost of sales	120,067	79,906	327,935	327,398
<b>Gross profit</b>	<b>187,543</b>	<b>193,418</b>	<b>712,162</b>	<b>834,337</b>
Operating expenses				
Sales and marketing	105,493	133,418	443,828	495,245
Product development	44,321	52,796	191,709	228,002
General and administrative	39,914	26,780	117,261	94,780
Restructuring	49,785	47,892	80,177	47,892
Total operating expenses	239,513	260,886	832,975	865,919
<b>Income (loss) from operations</b>	<b>(51,970)</b>	<b>(67,468)</b>	<b>(120,813)</b>	<b>(31,582)</b>
Other income (expense), net	(52,099)	20,881	(155,953)	102,254
Income (loss) before taxes	(104,069)	(46,587)	(276,766)	70,672
Income tax expense (benefit)	(9,558)	(11,630)	(14,944)	21,202
Net income (loss) before accounting change	(94,511)	(34,957)	(261,822)	49,470
Cumulative effect of accounting change, net of tax	-	-	(11,048)	-
<b>NET INCOME (LOSS)</b>	<b>\$ (94,511)</b>	<b>\$ (34,957)</b>	<b>\$ (272,870)</b>	<b>\$ 49,470</b>
<b>Net income (loss) per share:</b>				
<b>Basic</b>				
Before cumulative effect of accounting change	\$ (0.26)	\$ (0.11)	\$ (0.79)	\$ 0.15
Cumulative effect of accounting change	-	-	(0.03)	-
	<b>\$ (0.26)</b>	<b>\$ (0.11)</b>	<b>\$ (0.82)</b>	<b>\$ 0.15</b>
<b>Diluted</b>				
Before cumulative effect of accounting change	\$ (0.26)	\$ (0.11)	\$ (0.79)	\$ 0.15
Cumulative effect of accounting change	-	-	(0.03)	-
	<b>\$ (0.26)</b>	<b>\$ (0.11)</b>	<b>\$ (0.82)</b>	<b>\$ 0.15</b>
Weighted average shares:				
Basic	361,587	327,473	332,582	326,621
<b>Diluted</b>	<b>361,587</b>	<b>327,473</b>	<b>332,582</b>	<b>334,596</b>

Note: Certain reclassifications, none of which affect net income, have been made to prior period's amounts in order to conform to the current year's presentation.

**Novell, Inc.**  
**Consolidated Unaudited Condensed Balance Sheets**  
(In thousands)

<b>ASSETS</b>	<u>Oct 31, 2001</u>	<u>Oct 31, 2000</u>
Current assets		
Cash and short-term investments	\$ 705,243	\$ 698,193
Receivables, net *	227,044	196,672
Inventories	947	2,621
Prepaid expenses	29,808	26,120
Deferred & refundable income taxes	34,595	60,109
Other current assets	<u>29,729</u>	<u>23,644</u>
Total current assets	1,027,366	1,007,359
Property, plant and equipment, net	496,620	290,104
Long-term investments	114,971	383,583
Other assets	<u>265,049</u>	<u>31,300</u>
Total assets	<u>\$ 1,904,006</u>	<u>\$ 1,712,346</u>
 <b>LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>		
Current liabilities		
Accounts payable	\$ 77,571	\$ 85,050
Accrued compensation	87,382	54,546
Accrued marketing liabilities	13,672	13,632
Other accrued liabilities	150,842	59,644
Income taxes payable	38,175	39,043
Deferred revenue	<u>243,261</u>	<u>203,163</u>
Total current liabilities	610,903	455,078
Minority interests	22,436	12,183
Shareholders' equity	<u>1,270,667</u>	<u>1,245,085</u>
Total liabilities and shareholders' equity	<u>\$ 1,904,006</u>	<u>\$ 1,712,346</u>

\* Receivables, net include trade receivables less allowances. All other non-trade receivables are included in other current assets.

**Novell, Inc.**  
**Proforma Information**  
**Excluding Non-recurring items and Cambridge Results**  
(In thousands, except per share data)

	<b>Novell, Inc. As Reported Q4 2001</b>	<b>Proforma Adjustments</b>	<b>Novell, Inc. Proforma Q4 2001</b>	<b>Cambridge Q4 2001 Results</b>	<b>Novell, Inc. Proforma Q4 2001 excl. Cambridge</b>	<b>Novell, Inc. Proforma Q4 2000</b>
Net sales	\$ 307,610	\$ -	\$ 307,610	\$ 75,468	\$ 232,142	\$ 273,324
Gross profit	187,543	-	187,543	11,789	175,754	193,418
Operating earnings (loss) (a)	(51,970)	54,446	2,476	(14,698)	17,174	(19,576)
Earnings (loss) before tax (b)	(104,069)	113,001	8,932	(15,284)	24,216	1,305
Net earnings (loss) (c)	(94,511)	101,567	7,056	(12,075)	19,131	940
Net earnings (loss) per share (c)	\$ (0.26)	\$ 0.28	\$0.02	\$ (0.03)	\$0.05	\$ 0.02

	<b>Novell, Inc. As Reported Q3 2001</b>	<b>Proforma Adjustments</b>	<b>Novell, Inc. Proforma Q3 2001</b>	<b>Cambridge Q3 2001 Results</b>	<b>Novell, Inc. Proforma Q3 2001 excl. Cambridge</b>
Net sales	\$ 246,697	\$ -	\$ 246,697	\$ 20,306	\$ 226,391
Gross profit	172,908	-	172,908	1,570	171,338
Operating earnings (loss) (a)	(33,574)	34,492	918	(6,496)	7,414
Earnings (loss) before tax (b)	(23,068)	39,492	16,424	(6,196)	22,620
Net earnings (loss) (c)	(19,274)	32,249	12,975	(4,895)	17,870
Net earnings (loss) per share (c)	\$ (0.06)	\$ 0.10	\$ 0.04	\$ (0.01)	\$ 0.05

	<b>Novell, Inc. As Reported FY 2001</b>	<b>Proforma Adjustments</b>	<b>Novell, Inc. Proforma FY 2001</b>	<b>Cambridge Q3 &amp; Q4 2001 Results</b>	<b>Novell, Inc. Proforma FY 2001 excl. Cambridge</b>	<b>Novell, Inc. Proforma FY 2000</b>
Net sales	\$ 1,040,097	\$ -	\$ 1,040,097	\$ 95,775	\$ 944,322	\$ 1,161,735
Gross profit	712,162	-	712,162	13,360	698,802	834,337
Operating earnings (loss) (a)	(120,813)	88,739	(32,074)	(21,194)	(10,880)	16,310
Earnings (loss) before tax (b)	(276,766)	294,341	17,575	(21,480)	39,055	118,564
Net earnings (loss) (c)	(272,870)	286,754	13,884	(16,969)	30,853	85,367
Net earnings (loss) per share (c)	\$ (0.82)	\$ 0.86	\$0.04	\$ (0.05)	\$0.09	\$ 0.25

(a) Q4 2001 excludes restructuring charges of \$49.8 million and integration charges of \$4.7 million.

Fiscal year 2001 excludes restructuring charges of \$80.2 million and integration charges of \$8.7 million.

Q3 excludes restructuring charges of \$30.4 million and integration charges of \$4 million.

Q4 and fiscal year 2000 excludes restructuring charges of \$47.9 million.

(b) Q4 2001 excludes investment write downs of \$58.6 million in addition to the items listed in footnote (a), above.

Fiscal year 2001 excludes investment writedowns of \$205.6 million. in addition to the items listed in footnote (a), above.

Q3 2001 excludes investment write downs of \$5 million in addition to the items listed in footnote (a), above

(c) Q4 2001, fiscal year 2001, Q3 2001, Q4 2000. and fiscal year 2000 exclude the items listed in footnotes (a) and (b), necessary related tax adjustments. Fiscal year 2001 also excludes the Q1 2001 adjustment for above and the cumulative effect of an accounting change of \$11 million.

**Novell, Inc.**  
**Consolidated Unaudited Condensed Statements of Income**  
(In thousands, except per share data)

	<b>Q4 2001</b>	<b>%</b>	<b>Q3 2001</b>	<b>%</b>	<b>Change</b>	<b>% Change</b>
<b>Net sales</b>	<b>\$ 307,610</b>	<b>100.0</b>	<b>\$ 246,697</b>	<b>100.0</b>	<b>\$ 60,913</b>	<b>24.7</b>
Cost of sales	<u>120,067</u>	<u>39.0</u>	<u>73,789</u>	<u>29.9</u>	<u>46,278</u>	<u>62.7</u>
<b>Gross profit</b>	<b>187,543</b>	<b>61.0</b>	<b>172,908</b>	<b>70.1</b>	<b>14,635</b>	<b>8.5</b>
Operating expenses						
Sales and marketing	105,493	34.3	100,013	40.5	5,480	5.5
Product development	44,321	14.4	47,976	19.4	(3,655)	(7.6)
General and administrative	39,914	13.0	28,101	11.4	11,813	42.0
Restructuring	<u>49,785</u>	<u>16.2</u>	<u>30,392</u>	<u>12.3</u>	<u>19,393</u>	<u>63.8</u>
Total operating expenses	<u>239,513</u>	<u>77.9</u>	<u>206,482</u>	<u>83.7</u>	<u>33,031</u>	<u>16.0</u>
<b>Income (loss) from operations</b>	<b>(51,970)</b>	<b>(16.9)</b>	<b>(33,574)</b>	<b>(13.6)</b>	<b>(18,396)</b>	<b>(54.8)</b>
Other income (expense), net	<u>(52,099)</u>	<u>(16.9)</u>	<u>10,506</u>	<u>4.3</u>	<u>(62,605)</u>	<u>(595.9)</u>
Income (loss) before taxes	(104,069)	(33.8)	(23,068)	(9.4)	(81,001)	(351.1)
Income tax expense (benefit)	<u>(9,558)</u>	<u>(3.1)</u>	<u>(3,794)</u>	<u>(1.5)</u>	<u>(5,764)</u>	<u>(151.9)</u>
Net income (loss) before accounting change	(94,511)	(30.7)	(19,274)	(7.8)	(75,237)	(390.4)
Cumulative effect of accounting change, net of tax	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>NET INCOME (LOSS)</b>	<b><u>\$ (94,511)</u></b>	<b><u>(30.7)</u></b>	<b><u>\$ (19,274)</u></b>	<b><u>(7.8)</u></b>	<b><u>\$ (75,237)</u></b>	<b><u>(390.4)</u></b>
<b>Net income (loss) per share:</b>						
<b>Basic</b>						
Before cumulative effect of accounting change	\$ (0.26)		\$ (0.06)		\$ (0.20)	(345.7)
Cumulative effect of accounting change	<u>-</u>		<u>-</u>		<u>-</u>	<u>-</u>
	<b><u>\$ (0.26)</u></b>		<b><u>\$ (0.06)</u></b>		<b><u>\$ (0.20)</u></b>	<b><u>(345.7)</u></b>
<b>Diluted</b>						
Before cumulative effect of accounting change	\$ (0.26)		\$ (0.06)		\$ (0.20)	(345.7)
Cumulative effect of accounting change	<u>-</u>		<u>-</u>		<u>-</u>	<u>-</u>
	<b><u>\$ (0.26)</u></b>		<b><u>\$ (0.06)</u></b>		<b><u>\$ (0.20)</u></b>	<b><u>(345.7)</u></b>
Weighted average shares:						
Basic	361,587		328,683			
<b>Diluted</b>	<b><u>361,587</u></b>		<b><u>328,683</u></b>			

Note: Certain reclassifications, none of which affect net income, have been made to prior period's amounts in order to conform to the current year's presentation.

**Novell, Inc.**  
**Consolidated Unaudited Condensed Statements of Income**  
(In thousands, except per share data)

	<u>Q4 2001</u>	<u>%</u>	<u>Q4 2000</u>	<u>%</u>	<u>Change</u>	<u>% Change</u>
<b>Net sales</b>	<b>\$ 307,610</b>	<b>100.0</b>	<b>\$ 273,324</b>	<b>100.0</b>	<b>\$ 34,286</b>	<b>12.5</b>
Cost of sales	<u>120,067</u>	<u>39.0</u>	<u>79,906</u>	<u>29.2</u>	<u>40,161</u>	<u>50.3</u>
<b>Gross profit</b>	<b><u>187,543</u></b>	<b><u>61.0</u></b>	<b><u>193,418</u></b>	<b><u>70.8</u></b>	<b><u>(5,875)</u></b>	<b><u>(3.0)</u></b>
Operating expenses						
Sales and marketing	105,493	34.3	133,418	48.8	(27,925)	(20.9)
Product development	44,321	14.4	52,796	19.3	(8,475)	(16.1)
General and administrative	39,914	13.0	26,780	9.8	13,134	49.0
Restructuring	<u>49,785</u>	<u>16.2</u>	<u>47,892</u>	<u>17.5</u>	<u>1,893</u>	<u>4.0</u>
Total operating expenses	<u>239,513</u>	<u>77.9</u>	<u>260,886</u>	<u>95.4</u>	<u>(21,373)</u>	<u>(8.2)</u>
<b>Income (loss) from operations</b>	<b><u>(51,970)</u></b>	<b><u>(16.9)</u></b>	<b><u>(67,468)</u></b>	<b><u>(24.7)</u></b>	<b><u>15,498</u></b>	<b><u>23.0</u></b>
Other income (expense), net	<u>(52,099)</u>	<u>(16.9)</u>	<u>20,881</u>	<u>7.6</u>	<u>(72,980)</u>	<u>(349.5)</u>
Income (loss) before taxes	(104,069)	(33.8)	(46,587)	(17.0)	(57,482)	(123.4)
Income tax expense (benefit)	<u>(9,558)</u>	<u>(3.1)</u>	<u>(11,630)</u>	<u>(4.3)</u>	<u>2,072</u>	<u>17.8</u>
Net income (loss) before accounting change	(94,511)	(30.7)	(34,957)	(12.8)	(59,554)	(170.4)
Cumulative effect of accounting change, net of tax	-	-	-	-	-	-
<b>NET INCOME (LOSS)</b>	<b><u>\$ (94,511)</u></b>	<b><u>(30.7)</u></b>	<b><u>\$ (34,957)</u></b>	<b><u>(12.8)</u></b>	<b><u>\$ (59,554)</u></b>	<b><u>(170.4)</u></b>
<b>Net income (loss) per share:</b>						
<b>Basic</b>						
Before cumulative effect of accounting change	\$ (0.26)		\$ (0.11)		\$ (0.15)	(144.9)
Cumulative effect of accounting change	-		-		-	-
	<b><u>\$ (0.26)</u></b>		<b><u>\$ (0.11)</u></b>		<b><u>\$ (0.15)</u></b>	<b><u>(144.9)</u></b>
<b>Diluted</b>						
Before cumulative effect of accounting change	\$ (0.26)		\$ (0.11)		\$ (0.15)	(144.9)
Cumulative effect of accounting change	-		-		-	-
	<b><u>\$ (0.26)</u></b>		<b><u>\$ (0.11)</u></b>		<b><u>\$ (0.15)</u></b>	<b><u>(144.9)</u></b>
Weighted average shares:						
Basic	361,587		327,473			
<b>Diluted</b>	<b><u>361,587</u></b>		<b><u>327,473</u></b>			

Note: Certain reclassifications, none of which affect net income, have been made to prior period's amounts in order to conform to the current year's presentation.

**Novell, Inc.**  
**Consolidated Unaudited Condensed Statements of Income**  
(In thousands, except per share data)

	FY ended Oct 31, 2001	%	FY ended Oct 31, 2000	%	Change	% Change
<b>Net sales</b>	<b>\$ 1,040,097</b>	<b>100.0</b>	<b>\$ 1,161,735</b>	<b>100.0</b>	<b>\$ (121,638)</b>	<b>(10.5)</b>
Cost of sales	327,935	31.5	327,398	28.2	537	0.2
<b>Gross profit</b>	<b>712,162</b>	<b>68.5</b>	<b>834,337</b>	<b>71.8</b>	<b>(122,175)</b>	<b>(14.6)</b>
Operating expenses						
Sales and marketing	443,828	42.7	495,245	42.6	(51,417)	(10.4)
Product development	191,709	18.4	228,002	19.6	(36,293)	(15.9)
General and administrative	117,261	11.3	94,780	8.2	22,481	23.7
Restructuring	80,177	7.7	47,892	4.1	32,285	67.4
Total operating expenses	832,975	80.1	865,919	74.5	(32,944)	(3.8)
<b>Income from operations</b>	<b>(120,813)</b>	<b>(11.6)</b>	<b>(31,582)</b>	<b>(2.7)</b>	<b>(89,231)</b>	<b>(282.5)</b>
Other income (expense), net	(155,953)	(15.0)	102,254	8.8	(258,207)	(252.5)
Income (loss) before taxes	(276,766)	(26.6)	70,672	6.1	(347,438)	(491.6)
Income tax expense (benefit)	(14,944)	(1.4)	21,202	1.8	(36,146)	(170.5)
Net income (loss) before accounting change	(261,822)	(25.2)	49,470	4.3	(311,292)	(629.3)
Cumulative effect of accounting change, net o	(11,048)	(1.1)	-	-	(11,048)	-
<b>NET INCOME (LOSS)</b>	<b>\$ (272,870)</b>	<b>(26.2)</b>	<b>\$ 49,470</b>	<b>4.3</b>	<b>\$ (322,340)</b>	<b>(651.6)</b>
<b>Net income (loss) per share:</b>						
<b>Basic</b>						
Before cumulative effect of accounting char	\$ (0.79)		\$ 0.15		\$ (0.94)	(619.8)
Cumulative effect of accounting change	(0.03)		-		(0.03)	-
	<b>\$ (0.82)</b>		<b>\$ 0.15</b>		<b>\$ (0.97)</b>	<b>(641.7)</b>
<b>Diluted</b>						
Before cumulative effect of accounting char	\$ (0.79)		\$ 0.15		\$ (0.94)	(632.5)
Cumulative effect of accounting change	(0.03)		-		(0.03)	-
	<b>\$ (0.82)</b>		<b>\$ 0.15</b>		<b>\$ (0.97)</b>	<b>(654.9)</b>
Weighted average shares:						
Basic	332,582		326,621			
<b>Diluted</b>	<b>332,582</b>		<b>334,596</b>			

Note: Certain reclassifications, none of which affect net income, have been made to prior period's amounts in order to conform to the current year's presentation.

**NOVELL, INC.**  
**Consolidated Unaudited Condensed Income Statements**  
**Fiscal 2001**  
(in thousands, except per share data)

	Q1 2001	%	Q2 2001	%	Q3 2001	%	Q4 2001	%	Fiscal 2001	%
<b>Net sales</b>	<b>\$ 245,035</b>	<b>100.0</b>	<b>\$ 240,755</b>	<b>100.0</b>	<b>\$ 246,697</b>	<b>100.0</b>	<b>\$ 307,610</b>	<b>100.0</b>	<b>\$ 1,040,097</b>	<b>100.0</b>
Cost of sales	66,954	27.3	67,125	27.9	73,789	29.9	120,067	39.0	327,935	31.5
<b>Gross profit</b>	<b>178,081</b>	<b>72.7</b>	<b>173,630</b>	<b>72.1</b>	<b>172,908</b>	<b>70.1</b>	<b>187,543</b>	<b>61.0</b>	<b>712,162</b>	<b>68.5</b>
Operating expenses										
Sales and marketing	121,419	49.6	116,903	48.6	100,013	40.5	105,493	34.3	443,828	42.7
Product development	46,846	19.1	52,566	21.8	47,976	19.4	44,321	14.4	191,709	18.4
General and administrative	23,100	9.4	26,146	10.9	28,101	11.4	39,914	13.0	117,261	11.3
Restructuring	-	-	-	-	30,392	12.3	49,785	16.2	80,177	7.7
Total operating expenses	191,365	78.1	195,615	81.3	206,482	83.7	239,513	77.9	832,975	80.1
<b>Income (loss) from operations</b>	<b>(13,284)</b>	<b>(5.4)</b>	<b>(21,985)</b>	<b>(9.1)</b>	<b>(33,574)</b>	<b>(13.6)</b>	<b>(51,970)</b>	<b>(16.9)</b>	<b>(120,813)</b>	<b>(11.6)</b>
Other income (expense)										
Investment income	17,287	7.1	(130,633)	(54.3)	8,636	3.5	(49,862)	(16.2)	(154,572)	(14.9)
Other, net	544	0.2	(1,558)	(0.6)	1,870	0.8	(2,237)	(0.7)	(1,381)	(0.1)
Other income, net	17,831	7.3	(132,191)	(54.9)	10,506	4.3	(52,099)	(16.9)	(155,953)	(15.0)
Income before taxes	4,547	1.9	(154,176)	(64.0)	(23,068)	(9.4)	(104,069)	(33.8)	(276,766)	(26.6)
Income taxes	1,273	0.5	(2,865)	(1.2)	(3,794)	(1.5)	(9,558)	(3.1)	(14,944)	(1.4)
Net income (loss) before accounting change	3,274	1.3	(151,311)	(62.8)	(19,274)	(7.8)	(94,511)	(30.7)	(261,822)	(25.2)
Cumulative effect of accounting change, net of tax	(11,048)	(4.5)	-	-	-	-	-	-	(11,048)	(1.1)
<b>NET INCOME (LOSS)</b>	<b>\$ (7,774)</b>	<b>(3.2)</b>	<b>\$ (151,311)</b>	<b>(62.8)</b>	<b>\$ (19,274)</b>	<b>(7.8)</b>	<b>\$ (94,511)</b>	<b>(30.7)</b>	<b>\$ (272,870)</b>	<b>(26.2)</b>
<b>Net income (loss) per share:</b>										
<b>Basic</b>										
Before cumulative effect of accounting change	\$ 0.01		\$ (0.48)		\$ (0.06)		\$ (0.26)		\$ (0.79)	
Cumulative effect of accounting change	(0.03)		-		-		-		(0.03)	
	<b>\$ (0.02)</b>		<b>\$ (0.48)</b>		<b>\$ (0.06)</b>		<b>\$ (0.26)</b>		<b>\$ (0.82)</b>	
<b>Diluted</b>										
Before cumulative effect of accounting change	\$ 0.01		\$ (0.48)		\$ (0.06)		\$ (0.26)		\$ (0.79)	
Cumulative effect of accounting change	(0.03)		-		-		-		(0.03)	
	<b>\$ (0.02)</b>		<b>\$ (0.48)</b>		<b>\$ (0.06)</b>		<b>\$ (0.26)</b>		<b>\$ (0.82)</b>	
<b>Weighted average shares:</b>										
Basic	322,183		317,873		328,683		361,587		332,582	
Diluted	322,183		317,873		328,683		361,587		332,582	

Note: Certain reclassifications, none of which affect net income, have been made to prior period's amounts in order to conform to the current year's presentation.

**Novell, Inc.**  
**Product Category, Business Category & Geography Revenue**  
(In thousands)

	<u>Q4 2001</u>	<u>%</u>	<u>Q3 2001</u>	<u>%</u>	<u>Change</u>	<u>% Change</u>
<b>Revenue by Product Category</b>						
Net Services Software						
Directory-Enabled OS	\$ 101,554	33.0	\$ 103,147	41.7	\$ (1,593)	(1.5)
Management / Collaboration	59,324	19.3	57,165	23.3	2,159	3.8
UNIX / Other	8,643	2.8	9,914	4.0	(1,271)	(12.8)
Total Net Management Services	169,521	55.1	170,226	69.0	(705)	(0.4)
Net Directory Services	10,782	3.5	4,854	2.0	5,928	122.1
Volera Net Content Services	2,187	0.7	2,225	0.9	(38)	(1.7)
<b>Total Net Services Software Revenue</b>	<b>182,490</b>	<b>59.3</b>	<b>177,305</b>	<b>71.9</b>	<b>5,185</b>	<b>2.9</b>
Consulting, Support Services, Education						
Novell Customer Service & Education	49,652	16.2	49,085	19.9	567	1.2
Cambridge IT Services*	50,506	16.4	11,872	4.8	38,634	325.4
Celerant Management Consulting*	24,962	8.1	8,435	3.4	16,527	195.9
<b>Total Consulting, Support Services, Education</b>	<b>125,120</b>	<b>40.7</b>	<b>69,392</b>	<b>28.1</b>	<b>55,728</b>	<b>80.3</b>
<b>Total Net Revenue</b>	<b>\$ 307,610</b>	<b>100.0</b>	<b>\$ 246,697</b>	<b>100.0</b>	<b>\$ 60,913</b>	<b>24.7</b>

\* Between the July 10, 2001 Novell acquisition of Cambridge Technology Partners, and its subsidiary Celerant Consulting, and the July 31, 2001 close of Novell's third fiscal quarter, Cambridge operations contributed \$20.3 million in revenue to Novell's reported results

	<u>Q4 2001</u>	<u>%</u>	<u>Q3 2001</u>	<u>%</u>	<u>Change</u>	<u>% Change</u>
<b>Revenue by Business Category</b>						
Large Network Software Site-Licenses*	\$ 179,156	58.2	\$ 167,177	67.8	\$ 11,979	7.2
OEM Royalties	6,102	2.0	8,097	3.3	(1,995)	(24.6)
Packaged Software Licenses	29,741	9.7	32,673	13.2	(2,932)	(9.0)
Consulting & Support Services**	92,611	30.1	38,750	15.7	53,861	139.0
<b>Total Net Revenue</b>	<b>\$ 307,610</b>	<b>100.0</b>	<b>\$ 246,697</b>	<b>100.0</b>	<b>\$ 60,913</b>	<b>24.7</b>

\* Novell's multi-product license programs, Master License Agreement, Corporate License Agreement

\*\* Revenue from IT services, support services and education materials independent of site-licenses

	<u>Q4 2001</u>	<u>%</u>	<u>Q3 2001</u>	<u>%</u>	<u>Change</u>	<u>% Change</u>
<b>Revenue by Geography</b>						
U.S.	\$ 169,937	55.2	\$ 139,518	56.6	\$ 30,419	21.8
Europe, Middle East & Africa	96,931	31.5	74,622	30.2	22,309	29.9
Asia Pacific	23,969	7.8	16,465	6.7	7,504	45.6
Latin America	7,592	2.5	7,102	2.9	490	6.9
Canada	9,181	3.0	8,990	3.6	191	2.1
<b>Total Net Revenue</b>	<b>\$ 307,610</b>	<b>100.0</b>	<b>\$ 246,697</b>	<b>100.0</b>	<b>\$ 60,913</b>	<b>24.7</b>

**Novell, Inc.**  
**Product Category, Business Category & Geography Revenue**  
(In thousands)

	<u>Q4 2001</u>	<u>%</u>	<u>Q4 2000</u>	<u>%</u>	<u>Change</u>	<u>% Change</u>
<b>Revenue by Product Category</b>						
Net Services Software						
Directory-Enabled OS	\$ 101,554	33.0	\$ 111,529	40.8	\$ (9,975)	(8.9)
Management / Collaboration	59,324	19.3	75,392	27.6	(16,068)	(21.3)
UNIX / Other	8,643	2.8	20,818	7.6	(12,175)	(58.5)
Total Net Management Services	169,521	55.1	207,739	76.0	(38,218)	(18.4)
Net Directory Services	10,782	3.5	8,501	3.1	2,281	26.8
Volera Net Content Services	2,187	0.7	2,608	1.0	(421)	(16.1)
<b>Total Net Services Software Revenue</b>	<b>182,490</b>	<b>59.3</b>	<b>218,848</b>	<b>80.1</b>	<b>(36,358)</b>	<b>(16.6)</b>
Consulting, Support Services, Education						
Novell Customer Service & Education	49,652	16.2	54,476	19.9	(4,824)	(8.9)
Cambridge IT Services*	50,506	16.4	-	-	50,506	-
Celerant Management Consulting*	24,962	8.1	-	-	24,962	-
<b>Total Consulting, Support Services, Education</b>	<b>125,120</b>	<b>40.7</b>	<b>54,476</b>	<b>19.9</b>	<b>70,644</b>	<b>129.7</b>
<b>Total Net Revenue</b>	<b>\$ 307,610</b>	<b>100.0</b>	<b>\$ 273,324</b>	<b>100.0</b>	<b>\$ 34,286</b>	<b>12.5</b>

	<u>Q4 2001</u>	<u>%</u>	<u>Q4 2000</u>	<u>%</u>	<u>Change</u>	<u>% Change</u>
<b>Revenue by Business Category</b>						
Large Network Software Site-Licenses*	\$ 179,156	58.2	\$ 175,052	64.0	\$ 4,104	2.3
OEM Royalties **	6,102	2.0	20,732	7.6	(14,630)	(70.6)
Packaged Software Licenses	29,741	9.7	43,511	15.9	(13,770)	(31.6)
Consulting & Support Services**	92,611	30.1	34,029	12.5	58,582	172.2
<b>Total Net Revenue</b>	<b>\$ 307,610</b>	<b>100.0</b>	<b>\$ 273,324</b>	<b>100.0</b>	<b>\$ 34,286</b>	<b>12.5</b>

\* Novell's multi-product license programs, Master License Agreement, Corporate License Agreement

\*\* Revenue from IT services, support services and education materials independent of site-licenses

	<u>Q4 2001</u>	<u>%</u>	<u>Q4 2000</u>	<u>%</u>	<u>Change</u>	<u>Change</u>
<b>Revenue by Geography</b>						
U.S.	\$ 169,937	55.2	\$ 159,793	58.4	\$ 10,144	6.3
Europe, Middle East & Africa	96,931	31.5	69,255	25.3	27,676	40.0
Asia Pacific	23,969	7.8	26,384	9.7	(2,415)	(9.2)
Latin America	7,592	2.5	7,081	2.6	511	7.2
Canada	9,181	3.0	10,811	4.0	(1,630)	(15.1)
<b>Total Net Revenue</b>	<b>\$ 307,610</b>	<b>100.0</b>	<b>\$ 273,324</b>	<b>100.0</b>	<b>\$ 34,286</b>	<b>12.5</b>

**Novell, Inc.**  
**Product Category, Business Category & Geography Revenue**  
(In thousands)

	FY Ended Oct. 31, 2001	%	FY Ended Oct. 31, 2000	%	Change	%
<b>Revenue by Product Category</b>						
Net Services Software						
Directory-Enabled OS	\$ 423,379	40.7	\$ 501,177	43.1	\$ (77,798)	(15.5)
Management / Collaboration	245,440	23.6	274,578	23.7	(29,138)	(10.6)
UNIX / Other	38,679	3.7	138,522	11.9	(99,843)	(72.1)
Total Net Management Services	<u>707,498</u>	<u>68.0</u>	<u>914,277</u>	<u>78.7</u>	<u>(206,779)</u>	<u>(22.6)</u>
Net Directory Services	31,251	3.0	27,686	2.4	3,565	12.9
Volera Net Content Services	8,120	0.8	7,009	0.6	1,111	15.9
<b>Total Net Services Software Revenue</b>	<b>746,869</b>	<b>71.8</b>	<b>948,972</b>	<b>81.7</b>	<b>(202,103)</b>	<b>(21.3)</b>
Consulting, Support Services, Education						
Novell Customer Service & Education	197,453	19.0	212,763	18.3	(15,310)	(7.2)
Cambridge IT Services*	62,378	6.0	-	-	62,378	-
Celerant Management Consulting*	33,397	3.2	-	-	33,397	-
<b>Total Consulting, Support Services, Education</b>	<b>293,228</b>	<b>28.2</b>	<b>212,763</b>	<b>18.3</b>	<b>80,465</b>	<b>37.8</b>
<b>Total Net Revenue</b>	<b><u>\$ 1,040,097</u></b>	<b><u>100.0</u></b>	<b><u>\$ 1,161,735</u></b>	<b><u>100.0</u></b>	<b><u>\$ (121,638)</u></b>	<b><u>(10.5)</u></b>

\* Between the July 10, 2001 Novell acquisition of Cambridge Technology Partners, and its subsidiary Celerant Consulting, and the July 31, 2001 close of Novell's third fiscal quarter, Cambridge operations contributed \$20.3 million in revenue to Novell's reported results

	FY Ended Oct. 31, 2001	%	FY Ended Oct. 31, 2000	%	Change	%
<b>Revenue by Business Category</b>						
Large Network Software Site-Licenses*	\$ 684,431	65.8	\$ 670,636	57.7	\$ 13,795	2.1
OEM Royalties **	45,849	4.4	114,710	9.9	(68,861)	(60.0)
Packaged Software Licenses	143,237	13.8	231,644	19.9	(88,407)	(38.2)
Consulting & Support Services**	166,580	16.0	144,745	12.5	21,835	15.1
<b>Total Net Revenue</b>	<b><u>\$ 1,040,097</u></b>	<b><u>100.0</u></b>	<b><u>\$ 1,161,735</u></b>	<b><u>100.0</u></b>	<b><u>\$ (121,638)</u></b>	<b><u>(10.5)</u></b>

\* Novell's multi-product license programs, Master License Agreement, Corporate License Agreement

\*\* Revenue from IT services, support services and education materials independent of site-licenses

	FY Ended Oct. 31, 2001	%	FY Ended Oct. 31, 2000	%	Change	%
<b>Revenue by Geography</b>						
U.S.	\$ 580,903	55.9	\$ 662,863	57.1	\$ (81,960)	(12.4)
Europe, Middle East & Africa	312,875	30.1	322,575	27.8	(9,700)	(3.0)
Asia Pacific	82,356	7.9	99,244	8.5	(16,888)	(17.0)
Latin America	27,490	2.6	32,772	2.8	(5,282)	(16.1)
Canada	36,473	3.5	44,281	3.8	(7,808)	(17.6)
<b>Total Net Revenue</b>	<b><u>\$ 1,040,097</u></b>	<b><u>100.0</u></b>	<b><u>\$ 1,161,735</u></b>	<b><u>100.0</u></b>	<b><u>\$ (121,638)</u></b>	<b><u>(10.5)</u></b>

**Novell, Inc.**  
**Product Category, Business Category & Geography Revenue**  
**Fiscal 2001**  
**(In thousands)**

	<u>Q1 2001</u>	<u>%</u>	<u>Q2 2001</u>	<u>%</u>	<u>Q3 2001</u>	<u>%</u>	<u>Q4 2001</u>	<u>%</u>	<u>FY 2001</u>	<u>%</u>
<b>Revenue by Product Category</b>										
Net Services Software										
Directory-Enabled OS	\$ 113,529	46.3	\$ 105,149	43.7	\$ 103,147	41.7	\$ 101,554	33.0	\$ 423,379	40.7
Management / Collaboration	64,062	26.1	64,889	26.9	57,165	23.3	59,324	19.3	245,440	23.6
UNIX / Other	9,269	3.8	10,853	4.5	9,914	4.0	8,643	2.8	38,679	3.7
Total Net Management Services	<u>186,860</u>	<u>76.2</u>	<u>180,891</u>	<u>75.1</u>	<u>170,226</u>	<u>69.0</u>	<u>169,521</u>	<u>55.1</u>	<u>707,498</u>	<u>68.0</u>
Net Directory Services	7,632	3.1	7,983	3.3	4,854	2.0	10,782	3.5	31,251	3.0
Volera Net Content Services	1,858	0.8	1,850	0.8	2,225	0.9	2,187	0.7	8,120	0.8
<b>Total Net Services Software Revenue</b>	<b>196,350</b>	<b>80.1</b>	<b>190,724</b>	<b>79.2</b>	<b>177,305</b>	<b>71.9</b>	<b>182,490</b>	<b>59.3</b>	<b>746,869</b>	<b>71.8</b>
Consulting, Support Services, Education										
Novell Customer Service & Education	48,685	19.9	50,031	20.8	49,085	19.9	49,652	16.2	197,453	19.0
Cambridge IT Services*	-	-	-	-	11,872	4.8	50,506	16.4	62,378	6.0
Celerant Management Consulting*	-	-	-	-	8,435	3.4	24,962	8.1	33,397	3.2
<b>Total Consulting, Support Services, Education</b>	<b>48,685</b>	<b>19.9</b>	<b>50,031</b>	<b>20.8</b>	<b>69,392</b>	<b>28.1</b>	<b>125,120</b>	<b>40.7</b>	<b>293,228</b>	<b>28.2</b>
<b>Total Net Revenue</b>	<b><u>\$ 245,035</u></b>	<b><u>100.0</u></b>	<b><u>\$ 240,755</u></b>	<b><u>100.0</u></b>	<b><u>\$ 246,697</u></b>	<b><u>100.0</u></b>	<b><u>\$ 307,610</u></b>	<b><u>100.0</u></b>	<b><u>\$ 1,040,097</u></b>	<b><u>100.0</u></b>

\* Between the July 10, 2001 Novell acquisition of Cambridge Technology Partners, and its subsidiary Celerant Consulting, and the July 31, 2001 close of Novell's third fiscal quarter, Cambridge operations contributed \$20.3 million in revenue to Novell's reported results

	<u>Q1 2001</u>	<u>%</u>	<u>Q2 2001</u>	<u>%</u>	<u>Q3 2001</u>	<u>%</u>	<u>Q4 2001</u>	<u>%</u>	<u>FY 2001</u>	<u>%</u>
<b>Revenue by Business Category</b>										
Large Network Software Site-Licenses*	\$ 165,188	67.4	\$ 172,910	71.8	\$ 167,178	67.8	\$ 179,156	58.2	\$ 684,432	65.8
OEM Royalties **	16,056	6.6	15,595	6.5	8,096	3.3	6,102	2.0	45,849	4.4
Packaged Software Licenses	45,071	18.4	35,750	14.8	32,673	13.2	29,741	9.7	\$ 143,235	13.8
Consulting & Support Services**	18,720	7.6	16,500	6.9	38,750	15.7	92,611	30.1	166,581	16.0
<b>Total Net Revenue</b>	<b><u>\$ 245,035</u></b>	<b><u>100.0</u></b>	<b><u>\$ 240,755</u></b>	<b><u>100.0</u></b>	<b><u>\$ 246,697</u></b>	<b><u>100.0</u></b>	<b><u>\$ 307,610</u></b>	<b><u>100.0</u></b>	<b><u>\$ 1,040,097</u></b>	<b><u>100.0</u></b>

\* Novell's multi-product license programs, Master License Agreement, Corporate License Agreement

\*\* Revenue from IT services, support services and education materials independent of site-licenses

	<u>Q1 2001</u>	<u>%</u>	<u>Q2 2001</u>	<u>%</u>	<u>Q3 2001</u>	<u>%</u>	<u>Q4 2001</u>	<u>%</u>	<u>FY 2001</u>	<u>%</u>
<b>Revenue by Geography</b>										
U.S.	\$ 138,668	56.6	\$ 132,780	55.2	\$ 139,518	56.6	\$ 169,937	55.2	\$ 580,903	55.9
Europe, Middle East & Africa	70,275	28.7	71,047	29.5	74,622	30.2	96,931	31.5	312,875	30.1
Asia Pacific	20,641	8.4	21,281	8.8	16,465	6.7	23,969	7.8	82,356	7.9
Latin America	6,454	2.6	6,342	2.6	7,102	2.9	7,592	2.5	27,490	2.6
Canada	8,997	3.7	9,305	3.9	8,990	3.6	9,181	3.0	36,473	3.5
<b>Total Net Revenue</b>	<b><u>\$ 245,035</u></b>	<b><u>100.0</u></b>	<b><u>\$ 240,755</u></b>	<b><u>100.0</u></b>	<b><u>\$ 246,697</u></b>	<b><u>100.0</u></b>	<b><u>\$ 307,610</u></b>	<b><u>100.0</u></b>	<b><u>\$ 1,040,097</u></b>	<b><u>100.0</u></b>