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**COMPAQ INTRODUCES TWO SIX-POUND, NOTEBOOK-SIZED COMPUTERS WITH
FULL PC FUNCTIONALITY**

-- Fit in Briefcase with Room to Spare --

NEW YORK, NY, Oct. 16, 1989 -- Compaq Computer Corporation (NYSE: CPQ) today introduced the COMPAQ LTE/286 and COMPAQ LTE, the first notebook-sized computers to offer full PC functionality in a package measuring just 8 1/2 by 11 inches.

Weighing only 6 pounds with battery and measuring less than 2 inches high, the COMPAQ LTE/286 and COMPAQ LTE offer more than 3 1/2 hours of battery life.

These "go-anywhere" computers are designed for business professionals who travel frequently -- such as sales and service representatives, executives, field personnel and journalists.

The COMPAQ LTE/286 and COMPAQ LTE are the first PCs of this size to provide: a high speed 40- or 20-megabyte fixed disk drive; a 3 1/2-inch, 1.44-megabyte diskette drive; an 80-key keyboard with standard key spacing and 101-key compatibility; and an optional 2400-baud modem.

Compaq also announced today that it has reduced the suggested resale prices of the COMPAQ PORTABLE 386. The COMPAQ PORTABLE 386 Model 40 has been reduced from \$7,999 (U.S.) to \$6,999 (U.S.); Model 110 from \$9,999 (U.S.) to \$7,999 (U.S.). In addition, Compaq announced today the discontinuation of the COMPAQ PORTABLE II, a product the company introduced in February, 1986.

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The small size and light weight of the COMPAQ LTE/286 and COMPAQ LTE were achieved with fixed disk drives and diskette drives measuring only 3/4 of an inch high and an Electroluminescent (EL) backlit supertwist display which is just one quarter (1/4) of an inch thick -- components on the leading edge of technology.

The COMPAQ LTE/286 is the first laptop this small and light to incorporate a 12 MHz 80C286 microprocessor and still achieve more than 3 1/2 hours of battery life, a result of Compaq's pioneering efforts in the design of state-of-the-art power management and battery technology.

The 12 MHz 80C286-based COMPAQ LTE/286 Model 1, Model 20 and Model 40 have suggested U.S. resale prices of \$3,899, \$4,499 and \$4,999, respectively. The COMPAQ LTE Model 1 and Model 20, based on the 9.54 MHz 80C86 microprocessor, have suggested U.S. resale prices of \$2,399 and \$2,999, respectively.

With standard 3 1/2-inch, 1.44 megabyte diskette drives -- an industry first in this size PC -- the COMPAQ LTE/286 and COMPAQ LTE offer compatibility with off-the-shelf software applications and easy data file transfer with other PCs.

The COMPAQ LTE/286 is designed for professionals who travel frequently yet require a 12 MHz 286-based PC for a wide variety of demanding applications, such as spreadsheets, cost analyses and account profiles. The COMPAQ LTE will appeal to users who require a laptop for basic productivity applications such as word processing and electronic mail, inventory tracking and customer databases.

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Speaking at a New York press conference, Rod Canion, President and Chief Executive Officer of Compaq Computer Corporation, said, "Today, we are introducing two new computers so light and compact that they redefine portability in personal computing. The COMPAQ LTE/286 and COMPAQ LTE offer users, for whom size and weight are paramount, the ability to take their computing applications anywhere.

"With the introduction in October 1988 of the COMPAQ SLT/286, Compaq delivered an unmatched combination of features never before available in battery-powered laptops. The COMPAQ SLT/286 now accounts for approximately 40 percent of the battery-powered laptops sold through U.S. dealers according to StoreBoard.

"Further advances in design and miniaturization have allowed us to provide users, once again, with a personal computer whose capabilities and ruggedness are unprecedented in products of its size. Because of the new levels of portability, functionality and price/performance the COMPAQ LTE/286 and COMPAQ LTE bring to the market, we expect these products to open new opportunities for portable PC use."

Additional key features of the COMPAQ LTE/286 AND COMPAQ LTE laptop computers contributing to their unprecedented functionality are: 40- and 20-megabyte fixed disk drives with 1:1 interleave, less than 29 ms. access times and disk caching software; a removable 1 1/2-pound Internal Enhanced NiCad Battery Pack providing more than 3 1/2 hours of continuous use; power conservation features; an optional COMPAQ External Fast Charger/AC Adapter that fully recharges the system's Enhanced

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NiCad battery pack in only 1 1/2 hours and accepts whatever line voltage it is connected to for international travel; and support for the Lotus/Intel/Microsoft (LIM) Expanded Memory Specification (EMS) Version 4.0, providing access to memory beyond the MS-DOS limitation of 640-Kbytes when a user adds memory beyond the standard 640 Kbytes.

To extend battery operating life, the COMPAQ Power Conservation Utility (PWRCON) allows a user to change the automatic period of inactivity before the fixed disk drive, display, diskette drive and optional modem are put in low power mode. Power conservation also alerts the user to low battery states.

Additional key options include: the External Storage Module which houses a 5 1/4-inch diskette drive in 1.2-megabyte or 360-Kbyte capacity or a 40-megabyte tape drive; the Automobile Adapter to power and recharge the system via any 12-volt cigarette lighter; and the External Numeric Keypad.

The COMPAQ LTE/286 incorporates a 12-MHz 80C286 micro-processor, can be expanded up to 2.6 Megabytes of RAM and can support an optional 12-MHz 80C287 Coprocessor. The COMPAQ LTE incorporates a 9.54-MHz 80C86 microprocessor and has an Expanded Memory Upgrade Board option to bring the total RAM to 1 MB. All models of the COMPAQ LTE/286 and COMPAQ LTE come standard with 640-Kbytes of RAM, 3 1/2-inch 1.44-Megabyte Diskette Drive, Enhanced NiCad Battery Pack, EL Backlit Supertwist LCD Display with 640 x 200 resolution, AC Adapter (recharges the battery in 8 to 10 hrs.), Real-time Clock/Calendar, Slipcase, serial (9-pin)

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and parallel (25-pin) interfaces, external CGA monitor interface, interfaces for the optional External Storage Module and optional External Numeric Keypad, 80-key Keyboard, Power Conservation, Disk Caching, Power-on Password, CEMMP and One-Year Worldwide Limited Warranty. Options include: a 20-Megabyte Fixed Disk Drive; 2400-Baud Internal Modem; External Storage Module; External Numeric Keypad; External 5 1/4-inch 1.2-megabyte or 360-Kbyte Diskette Drive; External 40-Megabyte Tape Drive; External Fast Charger/AC Adapter; Automobile Adapter; Extra (1 1/2 lb.) Battery Pack(s); Carrying Case; MS-DOS Version 3.31 or 4.01; and COMPAQ LTE/286 and COMPAQ LTE Technical Reference Guide. Options unique to the COMPAQ LTE/286 include a 1-Megabyte Memory Board, 2-Megabyte Memory Board, 40-Megabyte Fixed Disk Drive and the 12-MHz 80C287 Coprocessor.

Shipments of the COMPAQ LTE/286, COMPAQ LTE and most options have already begun to Authorized COMPAQ Computer Dealers worldwide.

Compaq Computer Corporation is a world leader in the manufacture of desktop, portable and laptop computers.

The Company is also a leading supplier of 386 microprocessor-based business PCs with the COMPAQ DESKPRO 386/33, COMPAQ DESKPRO 386/25, COMPAQ DESKPRO 386/20e, COMPAQ DESKPRO 386s and COMPAQ PORTABLE 386. Other COMPAQ products include the 12 MHz 286 microprocessor-based COMPAQ SLT/286 laptop, COMPAQ DESKPRO 286e, COMPAQ DESKPRO 286 and COMPAQ PORTABLE III.

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