



## **INFORMATION**

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Record Growth AP – 1

### **RECORD GROWTH FOR BROADBAND DSL IN 2003 - 27.94 Million Extra Subscribers Deliver 78% Annual Growth - GLOBAL TOTAL REACHES CLOSE TO 64 MILLION**

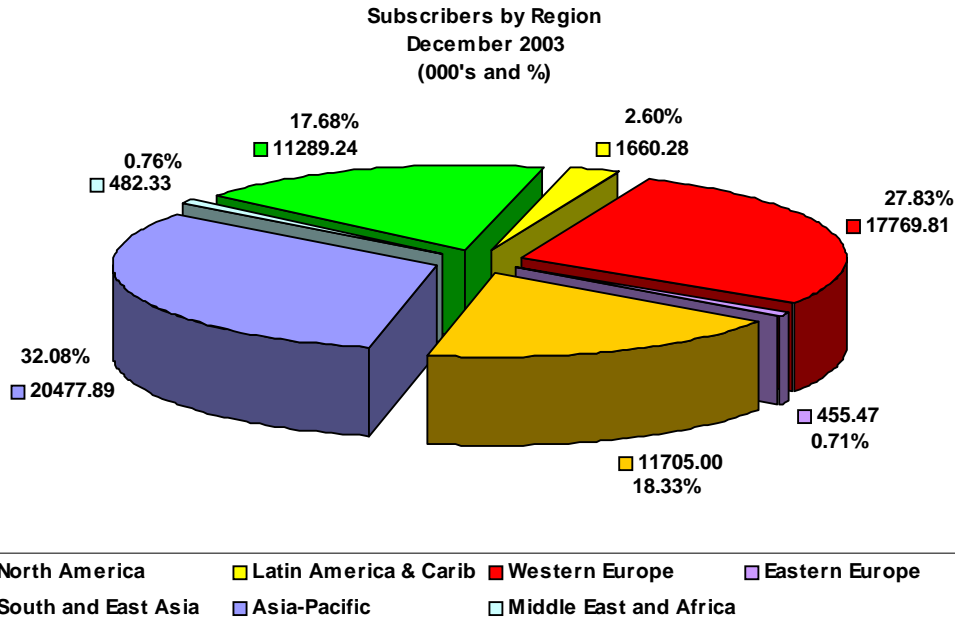
Almost 28 million more homes and businesses got wise to the benefits of broadband DSL in 2003 by subscribing to an always available, high-speed connection over their telephone line. That growth of 77.8% meant that the total number of DSL subscribers around the world reached 63.84 million at the end of December 2003, according to figures prepared by industry analyst firm, Point Topic for the international DSL Forum.

At its meeting in Brussels this week [2-5 March 2004], the DSL Forum's president, Tom Starr said: "In the last three months of 2003 over nine million more customers signed up to the world's favourite broadband technology - the biggest ever quarterly growth. That 16.9% growth in the quarter is a level of performance any other sector would have been glad to achieve in the past year. Our market delivered that in just three months."

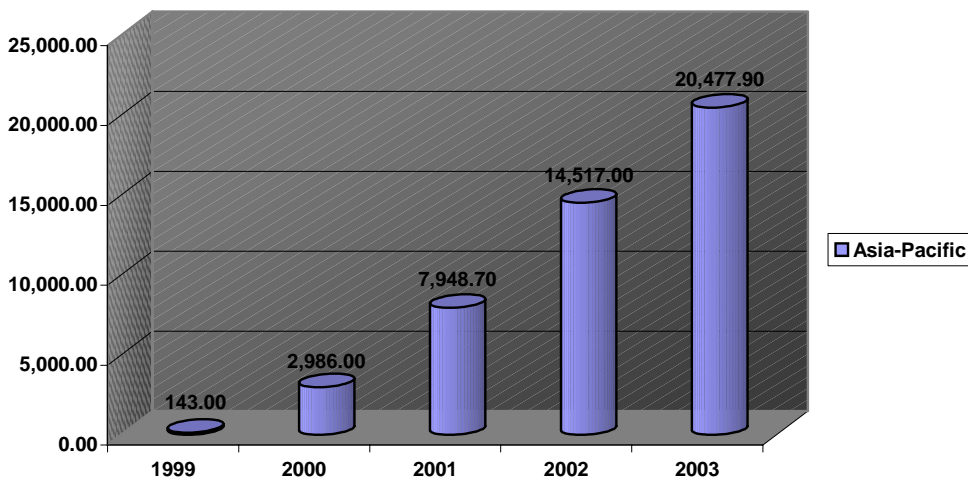
Even Tim Johnson from the analyst firm Point Topic that specialises in the broadband market, found his prediction for the year-end was exceeded by almost two million subscribers. "China is storming ahead and now has the largest DSL population in the world at 10.95 million, even excluding Hong Kong, pushing Japan into second place with 10.27 million, the USA into third place with 9.12 million and South Korea fourth at 6.43 million," he said.

<b>Global Ranking</b>	<b>Country</b>	<b>DSL Subscribers 31 December 2003</b>	<b>DSL per 100 phone lines 31 December 2003</b>
1	<b>China</b>	<b>10,950,000</b>	<b>5.1</b>
2	<b>Japan</b>	<b>10,272,052</b>	<b>14.4</b>
3	<b>USA</b>	<b>9,119,000</b>	<b>4.8</b>
4	<b>South Korea</b>	<b>6,435,955</b>	<b>27.7</b>
5	<b>Germany</b>	<b>4,500,000</b>	<b>8.4</b>
6	<b>France</b>	<b>3,262,700</b>	<b>9.6</b>
7	<b>Taiwan</b>	<b>2,800,000</b>	<b>21.4</b>
8	<b>Italy</b>	<b>2,280,000</b>	<b>8.3</b>
9	<b>Canada</b>	<b>2,170,243</b>	<b>10.9</b>
10	<b>UK</b>	<b>1,820,230</b>	<b>5.2</b>

Regionally, Asia-Pacific remains the largest DSL region in the world with over 20 million subscribers – over 32% market share.



**Growth of DSL Subscribers in Asia-Pacific (000s)  
1999-2003**



## Record Growth AP – 3

Driving the region's growth in 2003 was, again, Japan that showed the second largest growth in the world with an additional 4.6 million DSL subscribers – a growth rate of 82%. Taiwan – the eighth largest growth country in the world in the year - added 775,460 DSL subscribers, an annual increase of over 38%. Australia added nearly another 300,000 subscribers in the year to achieve a growth rate of 173% and is now approaching the half million milestone.

Asia-Pacific includes the only two countries in the world to have reached mass-market status of over 20% penetration of phone lines by DSL services – South Korea at 27.7% and Taiwan at 21.4%. Singapore is also in the top 10 countries for DSL penetration of phone lines at 12.6%. The international DSL Forum has set a target of the end of 2005 for a global mass market of at least 20% and Asia-Pacific is certainly leading the way.

<b>Global Ranking 31 December 2003</b>	<b>Country</b>	<b>DSL Subscribers 31 December 2003</b>	<b>Telephone lines 2001/02 (ITU)</b>	<b>DSL per 100 phone lines 31 December 2003</b>
1	South Korea	6,435,955	23,257,000	27.7
2	Taiwan	2,800,000	13,099,416	21.4
3	Hong Kong	690,000	3,842,943	18.0
4	Belgium	789,677	5,132,427	15.4
5	Japan	10,272,052	71,149,000	14.4
6	Denmark	473,481	3,739,247	12.7
7	Singapore	242,000	1,927,200	12.6
8	Israel	380,000	3,100,000	12.3
9	Finland	336,600	2,850,000	11.8
10	Canada	2,170,243	19,962,072	10.9

Not even mobile phones experienced the exponential growth of DSL at a global level. The growth figures in 2003, which outstrip those of the heyday of mobile phone sales, indicate that DSL will continue to extend its lead as the world's number one broadband technology in 2004. As an even wider variety of DSL services become available to meet next generation requirements, the Forum expects consumers and businesses alike to increasingly recognise that broadband DSL is becoming as essential as electricity.

Tom Starr explains: “We are confident that the industry is well on the way to achieving the DSL Forum’s global target of 200 million DSL subscribers – 20% of all phone lines – by the end of 2005. Our technical and marketing teams will continue their work - developing guidelines and best practice, and educating end users – to accelerate growth and to ensure that DSL maintains its position as the world’s leading broadband technology.”

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***About the DSL Forum***

**The DSL Forum** is an international industry consortium of over 200 leading service providers, equipment manufacturers and other interested parties, focused on developing the full potential of broadband DSL to meet the needs of the mass market. With the established goal of 200 million customers by year-end 2005, DSL Forum works to streamline processes, develop specifications and share best practices that set the stage for effective deployments, and explosive global DSL growth. By developing new standards and embracing new applications, DSL Forum is tailoring DSL to meet the needs of the next generation of multi-media services and the online community. Established in 1994, more information about the DSL Forum is available from its industry site [www.dslforum.org](http://www.dslforum.org). Information tailored to end-users is available on [www.dsllife.com](http://www.dsllife.com).

DSL – more than a phone line – it’s a global solution.

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