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## **DSL Forum Announces Record 78% Growth for 2003 to Nearly 64 Million Global Broadband DSL Subscribers**

### ***Latin America Helps Maintain DSL's Global Broadband Dominance; One Million Subscribers in Brazil Alone***

Fremont, CA – (March 2, 2004) – Almost 28 million more homes and businesses got wise to the benefits of broadband digital subscriber line (DSL) in 2003 by subscribing to an always available, high-speed connection over the telephone line. This growth of 77.8% meant that the total number of DSL subscribers around the world reached 63.84 million to end the year 2003, according to figures prepared by industry analyst firm, Point Topic for the international DSL Forum. Latin America, together with the Caribbean, represented 2.6% of the world's DSL population at the end of 2003. In the year, this region added over 785,000 subscribers, an annual growth of 89%.

DSL Forum's President Tom Starr said: "In the last three months of 2003 more than nine million additional customers signed up to the world's favorite broadband technology - the strongest ever quarterly growth. 16.9% growth in the 4<sup>th</sup> quarter is a level of performance any other sector would have been glad to achieve in a full year. Our DSL market delivered that in just three months."

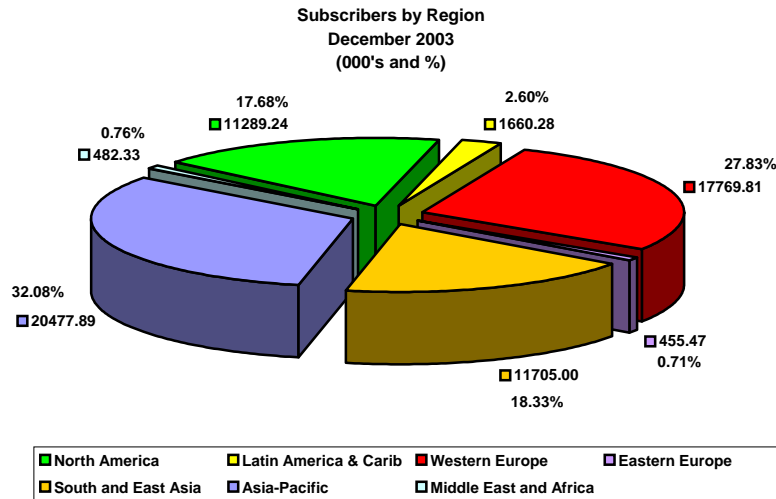
For example, Brazil added close to half a million new subscribers in 2003 – a growth rate of 84.8%, maintaining the lion's share of the region's subscribers at 61%. Brazil showed the tenth largest growth of any established DSL country in the world in the year and is now one of only 12 countries in the world to have exceeded one million DSL subscribers.

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

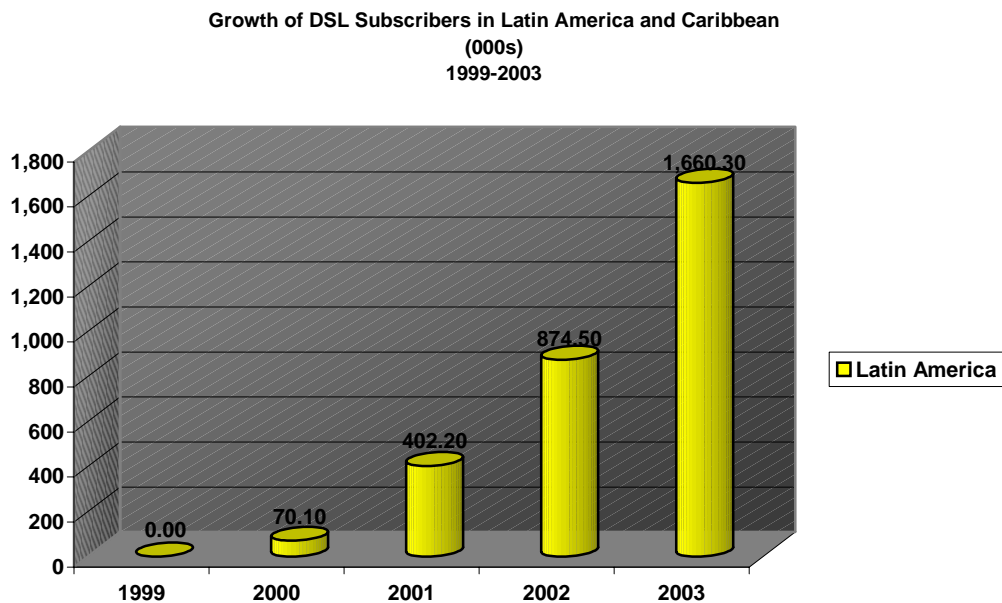
Elsewhere in the region, Argentina, Chile and Mexico each ended the year with more than 100,000 subscribers to broadband DSL services but Chile achieved the highest penetration of phone lines by delivering DSL services in

Latin America at 5.8%, with Peru at 3.8%. These two countries are well on the way to the DSL Forum's mass-market target of 20% by the end of 2005.

In the Caribbean, two territories began commercial deployment of DSL services. St Kitts and Nevis achieved 2.6% penetration with 600 subscribers and St Vincent achieved 2.9% penetration with 800 subscribers signing up to broadband DSL.



The average penetration for the Latin American region at the end of 2003 was 2.1% and for the world was 6.3%.



Elsewhere, neighboring North America hosts more than 11 million of these subscribers – 9.1 million in the USA and 2.1 million in Canada. With this fast-paced growth, even Tim Johnson from the analyst firm Point Topic that specializes in the broadband market, found his prediction for the year-end was exceeded by almost two million

subscribers. In Asia, "China is storming ahead and now has the largest DSL population in the world at 10.95 million, even excluding Hong Kong," Johnson said.

Worldwide, not even mobile phones experienced the exponential growth that DSL is showing. 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 more countries begin commercial deployment of broadband DSL over standard phone lines each quarter, delivering an even wider variety of DSL services to meet next generation requirements, the Forum expects consumers and businesses alike to increasingly recognise that the technology is becoming as essential as electricity.

"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, with at least one country in every region reaching that target. Our technical and marketing teams will be continuing their work - developing guidelines and best practice, and educating end users – to accelerate growth and ensure that DSL maintains its position as the world's leading broadband technology," Tom Starr explains.

#### ***About the DSL Forum***

**DSL Forum** is an international industry consortium of more than 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 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).

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

#### ***About Point Topic***

Point Topic provides in-depth analysis of the business issues concerning broadband access to the Internet, especially DSL. Summary data provided at this press conference will be based on more detailed data that will be published by Point Topic shortly. For details go to: [www.point-topic.com](http://www.point-topic.com).

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