



## INFORMATION

FROM **PIELLE Consulting**

Museum House, 25 Museum Street, London WC1A 1PL

Tel: +44 (0)20 7323 1587 Fax: +44 (0)20 7631 0029

Email: dsl.forum@pierreconsulting.com

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Record Growth SSEA - 1

### **RECORD GROWTH FOR BROADBAND DSL IN 2003 - 27.94 Million Extra Subscribers Deliver 78% Annual Growth - Global Total Reaches Close To 64 Million**

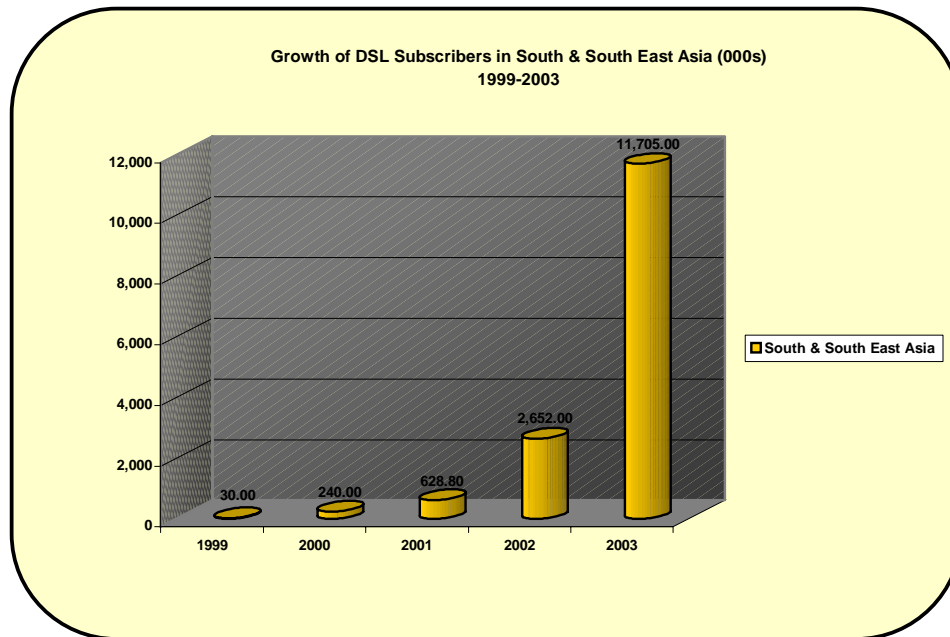
Almost 28 million more homes and businesses got wise to the benefits of broadband DSL in 2003 by subscribing to an always available, high-speed connection over their telephone line. That growth of 77.8% meant that the total number of DSL subscribers around the world reached 63.84 million at the end of 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 a full 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 plus another 690,000 in Hong Kong, pushing Japan into second place with 10.27 million and the USA into third place with 9.12 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	China	10,950,000	5.1
2	Japan	10,272,052	14.4
3	USA	9,119,000	4.8
4	South Korea	6,435,955	27.7
5	Germany	4,500,000	8.4
6	France	3,262,700	9.6
7	Taiwan	2,800,000	21.4
8	Italy	2,280,000	8.3
9	Canada	2,170,243	10.9
10	UK	1,820,230	5.2

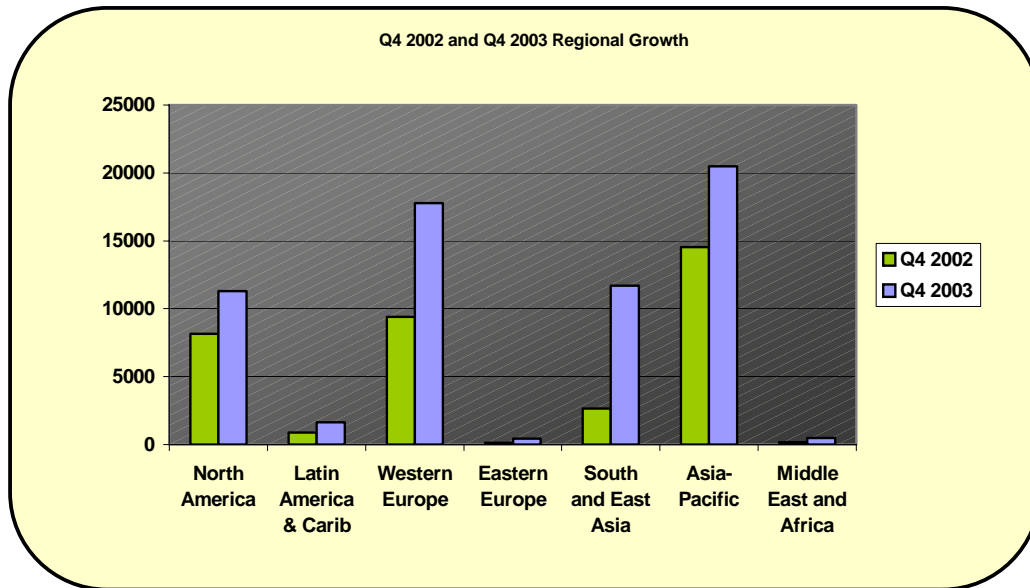
China showed the greatest growth in DSL subscribers in the world in 2003, adding 8.73 million in the year – up 393%. Its development of this market is accelerating, with 60% of its additional subscribers for the year signing up in the last six months.



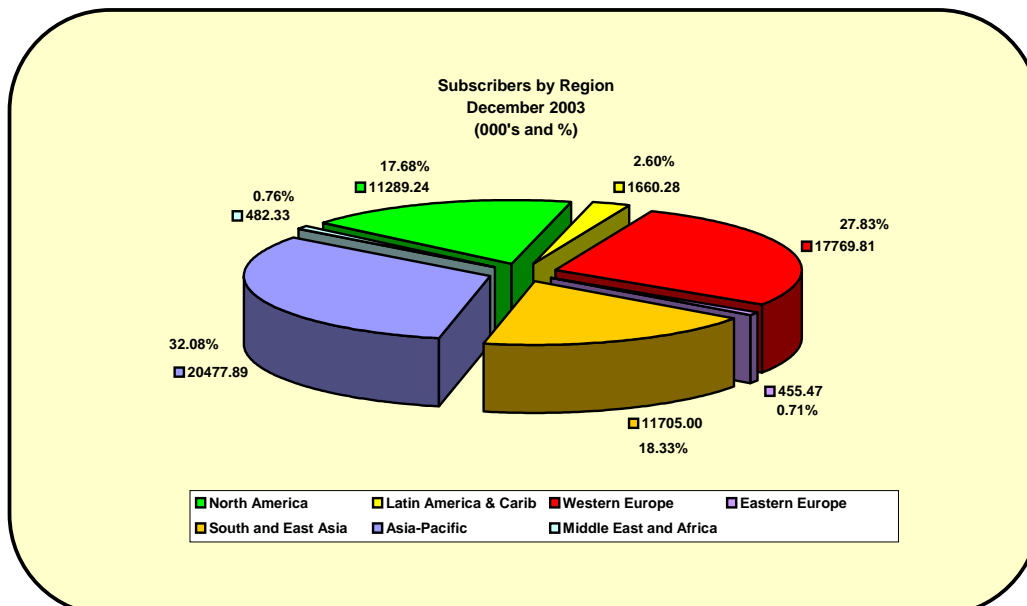
Even though China now has the largest DSL population in the world, it only ranks 27 in market penetration, with 5.1% of its telephone lines currently delivering the benefits of broadband DSL to homes and businesses.

Other countries in South and South-East Asia are also developing their broadband DSL markets. Hong Kong added another 286,000 subscribers, giving it the 15<sup>th</sup> largest DSL population in the world and an 18% penetration of its telephone lines – fast approaching the DSL Forum's 2005 mass-market target of 20%. India now has 45,000 DSL broadband subscribers, growing 50% in the second half of the year, but only 0.11% penetration of its phone lines. Macao, a new entrant to the figures in 2003 with 20,000 subscribers, has already achieved 4.57% phone line penetration.

From December 2002 to December 2003, the region added more DSL subscribers than any other at nine million – a growth of 440%.



South and South-East Asia is the third largest DSL region, after Asia Pacific and Western Europe.



Not even mobile phones experienced such exponential growth as broadband DSL is now 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 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 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.”

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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.

**Media Contacts (Europe & Asia Pacific):**

Carol Friend or Louisa Stanton

PIELLE Consulting

+44 (0)20 7323 1587

[dsl.forum@pelleconsulting.com](mailto:dsl.forum@pelleconsulting.com)

**Media Contacts (North and South America)**

Kristi Kosloske

Hot Off the Presses PR

+1.773.755.2012

[dslforum@hotpresspr.com](mailto:dslforum@hotpresspr.com)