



## INFORMATION

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Record Growth WE - 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. Western Europe delivered an additional 8.3 million DSL subscribers in the year – second only to South and East Asia as the largest growing region.

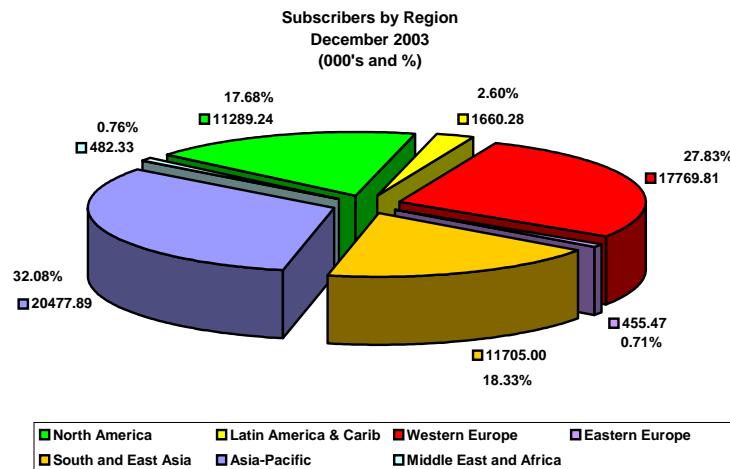
At its meeting in Brussels this week [2-5 March 2004], the DSL Forum's president, Tom Starr said: "In the last three months of 2003 over nine million more customers signed up to the world's favourite broadband technology - the biggest ever quarterly growth. That 16.9% growth in the quarter is a level 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, even excluding Hong Kong, pushing Japan into second place with 10.27 million. Four Western European countries are now in the global top ten – Germany, France, Italy and the UK," he said.

Global Ranking	Country	DSL Subscribers 31 December 2003	DSL per 100 phone lines 31 December 2003
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

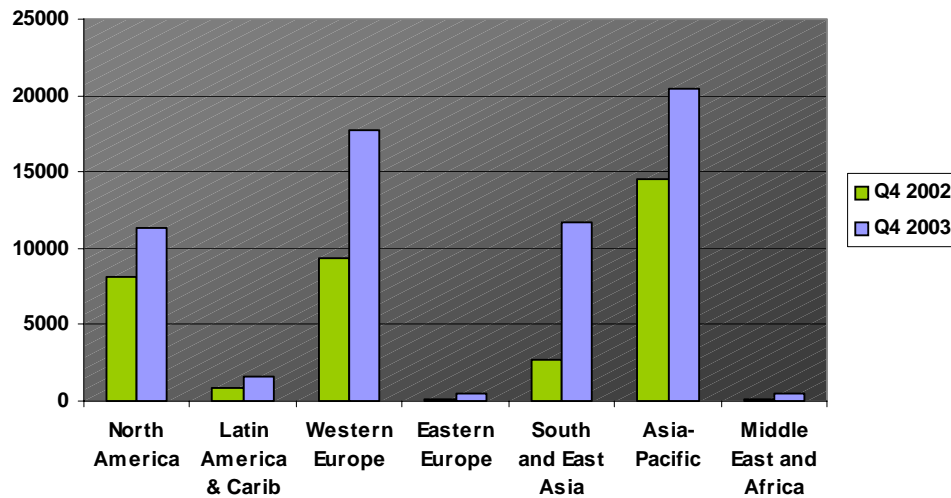
- Germany, at number five with 4.5 million subscribers (the highest in Western Europe), has added over a million subscribers in the year, representing a growth rate of 40%.
- France moved up two places over 2003 to number six, adding 1.8 million subscribers. With a growth rate of 139%, this made it the 10<sup>th</sup> fastest growing country over the period.
- Italy has moved up from 10<sup>th</sup> to 8<sup>th</sup> place over the year, growing from 700,000 DSL subscribers to 2.28 million in the year – a growth rate of over 2000%
- A new entrant to the top 10 countries in 2003, is the UK, moving up from 13<sup>th</sup> place in the global rankings to 10<sup>th</sup> place.

DSL broadband is now delivered by over 6% of the world's phone lines – up from 3.94% at the end of 2002. Asia-Pacific still represents the largest portion of the global DSL market, with Western Europe beginning to close the gap. There are now 64 countries worldwide providing broadband services via DSL, Greece and Malta being Western Europe's new entrants to the market in 2003.



From December 2002 to December 2003, the region added more than 8 million subscribers, a growth rate of 89%. This rate was second only to South and East Asia

Q4 2002 and Q4 2003 Regional Growth



Western European markets are also gaining ground on the Asia Pacific region in terms of penetration figures. Taiwan and South Korea have both now reached the DSL Forum's 2005 target of 20% of phone lines delivering DSL broadband. Close behind is Belgium with a 15.7% penetration, the highest in Europe and the 5th highest in the world. Denmark and Finland have now exceeded the halfway mark of 10% penetration of DSL, and France, Spain, Sweden, Germany and Italy in particular are fast approaching this.

Global Ranking 31 December 2003	Country	DSL Subscribers 31 December 2003	Telephone lines 2001/02 (ITU)	DSL per 100 phone lines 31 December 2003
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

Worldwide, not even mobile phones experienced the exponential growth of DSL. 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.

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