

2003 Business IDN Study - Asia Demographics

Study Name: 2003 Business IDN Study - Asia
Date: Fall 2003
Conducted By: Customer Strategy Consulting, Inc.
Methodology: Combination of telephone and web-based survey
Participants: 302 respondents meeting the following criteria:

- Firm has registered or intends to register a domain within the next year
- Decision maker or plays important role

Geography: China and Korea
Breakdown:

Profile		
	China	Korea
Number of Respondents	150	152
Market Focus	Local/National	Local/International/Asia
Avg. Company Revenue	\$120,000-\$1,200,000	\$8,500,000 - \$42,700,000
Industry	Scientific/Technical	Manufacturing
Customer Base	Public	Manufacturers
Registration	Private	Private/Publicly Traded