

2003 Registrar Profile Study – Global Demographics

Study Name: 2003 Registrar Profile Study - Global
 Date: April 2003
 Conducted By: Markitecture
 Methodology: 55 Telephone Interviews lasting approximately 25 to 35 minutes.
 Participants: Executives within Registrars in US, Europe and Asia in firms of varying sizes

Geography: Global
 Breakdown:

| Profile by Country | | | |
|---------------------------------------|--------------|-----------|----------------------|
| | Total | US | International |
| Number | 55 | 26 | 29 |
| Average years in Business | 7.6 | 9.2 | 6.1 |
| Median years in business | 4.6 | 4.5 | 4.4 |
| Average employees | 123 | 128 | 120 |
| Median employees | 18 | 13 | 35 |
| Average domains sold (past 12 months) | 105,500 | 123,300 | 92,900 |
| Median domains sold (past 12 months) | 40,500 | 110,000 | 17,500 |
| Average domains managed | 5,077,000 | 1,223,000 | 8,406,000 |
| Median domains managed | 183,000 | 85,000 | 198,000 |

| Profile by Rank | | | |
|---------------------------------------|--------------|---------------|-------------|
| | Total | Top 34 | Rest |
| Number | 55 | 21 | 34 |
| Average years in Business | 7.6 | 10.4 | 5.8 |
| Median years in business | 4.6 | 5.5 | 3.8 |
| Average employees | 123 | 115 | 128 |
| Median employees | 18 | 55 | 9.7 |
| Average domains sold (past 12 months) | 105,500 | 175,300 | 62,800 |
| Median domains sold (past 12 months) | 40,500 | 127,500 | 17,500 |
| Average domains managed | 5,077,000 | 11,172,000 | 308,000 |
| Median domains managed | 183,000 | 515,000 | 55,000 |