



STATE OF THE DOMAIN

January 2002

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SnapNames, the provider of domain name infrastructure technology and authoritative industry data and analysis, employs its patent-pending technology to facilitate an equal-opportunity secondary domain name marketplace.

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State of the Domain

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Comments and Suggestions

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State of the Domain is a monthly publication of SnapNames.com, Inc. To accommodate inclusion of a full set of data the report is typically released three weeks following month-end. At present, this report is limited to covering the .com, .net and .org TLDs, but coverage of additional gTLDs and ccTLDs is planned in the near future. SnapNames compiles data in the public domain in order to present information on registrar market share as well as industry trends. The editors assume that readers are already familiar with the industry and its terminology – for readers who are not, we recommend the www.ICANN.org site as a starting point for definitive historical documents and technical resources. **SnapNames does not warrant the accuracy of information in this document. Please read further disclaimers and information on our methodology within.**

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Message from the Publisher

Thanks to the readers who passed along the good feedback on the Year-End edition. We put considerable effort into getting the stats in shape and presented – it's good to know that you found the effort productive.

Evolution at this publication continues as we take steps toward the coming *Executive* and *Analyst* editions. Also, while we have your attention here, take note that our first **State of the Domain Industry Conference** will be held this summer in San Francisco. The meeting is for industry executives, investment bankers, venture capitalists, research analysts, reporters and others with interests in Internet naming issues to gather for discussion, exploration and business development.

We had nice "Save The Date" cards printed and ready to distribute at the recent Registrars Constituency conference in Dulles, Va., but then learned at the last minute that ICANN had rescheduled the Bucharest meetings directly over our planned date. Nothing if not nimble, we re-set the date for the month following – so block off July 22-23 and plan to join us in the Bay area (see also the event preview on the following page, along with contact information for reserving your place at the conference).

As we go to press on this January edition we have just received a copy of ICANN President Stuart Lynn's ICANN Reform Proposal (<http://www.icann.org/general/lynn-reform-proposal-24feb02.htm>). We expect that this document will generate an enormous amount of debate in the coming weeks. Though only a relative handful of the usual ICANN Conference attendants are planning to journey to Ghana for next month's meeting (March 10-14), our representatives will be there and we look forward to reporting to you in the next issue everything we learn about ICANN reform momentum. Those who do not have much familiarity with the current ICANN structure might enjoy Cameron Powell's article in this issue, which ironically depicts precisely some of the issues to which Stuart Lynn refers in his document with regard to the "bottom up consensus building process."

Happy as we are to e-mail you back issues of *State of the Domain*, remember that the archive is conveniently available to you at www.snapnames.com/stateofthedomain.html as well. And, as always, we're looking actively for your feedback and input, which I encourage you to share the very moment the lightning bolt hits you, at publisher@snapnames.com.

Regards,

Mason Cole
Publisher

SAVE THE DATE!

STATE OF THE DOMAIN INDUSTRY CONFERENCE

- For:**
- Industry Executives
 - Research Analysts
 - Investment Bankers
 - Venture Capitalists
 - General and Trade Press

- Topic Areas:**
- Current Industry Trends and Challenges
 - Registrar and Registry Business Model “Bake Off”
 - Legal, IP and Brand Management Issues
 - Future of the DNS and Naming Systems, Convergence

When: July 22-23, 2002

Where: The Mark Hopkins Inter-Continental Hotel
San Francisco, CA

REQUEST INFORMATION OR RESERVE YOUR CONFERENCE SPACE TODAY

Rachel Weikum at SnapNames

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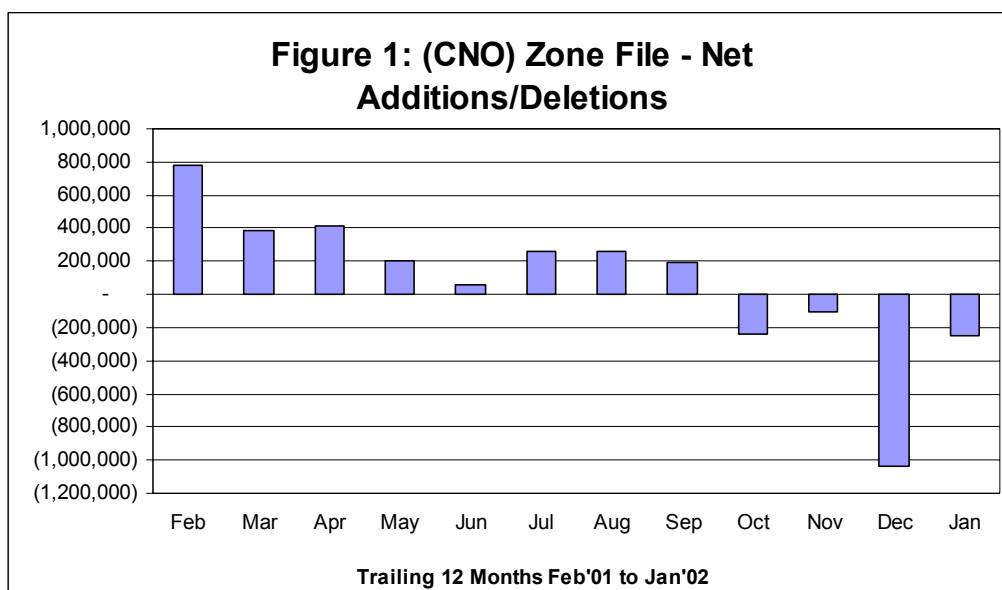
Industry Data Review

January 2002 Market Overview

Ron Wiener

Hair of the Dog that Bit You

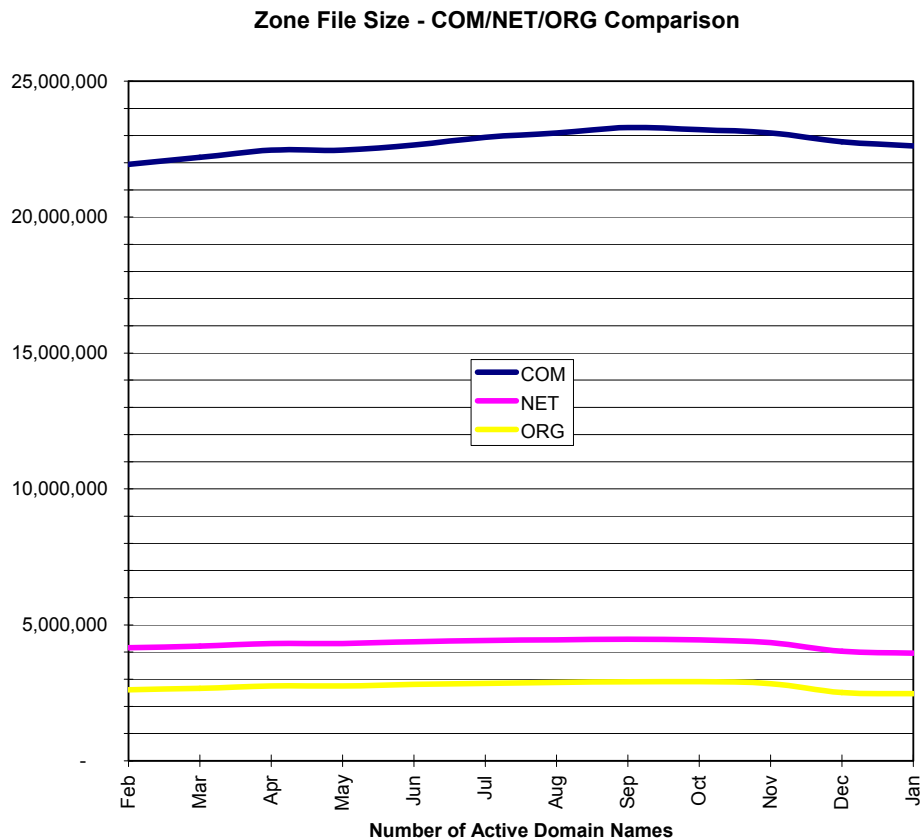
The wildest deletions party in the history of the domain name business appears to be winding down somewhat. The hangover is still pounding but the swelling's gone down and relief should be around the corner in another two or three months. The CNO zone file dropped by only 252,000 names in January, as compared to roughly one million names in December. Mid-point readings on February indicate that there may be pockets of continued partying that may result in yet another shrinkage of a half million names or so out of the February CNO zone file, so it isn't quite business-back-to-normal just yet.



Zone File Shrinkage by TLD - Comparing COM vs. NET vs. ORG

Interestingly, when looking at the breakout of CNO zone file dimensions over the past 12 months, what becomes immediately apparent is that despite massive deletions of "promotional" names, COM had actually grown by 1.4 million names (+6.5%) in 2001, while NET had declined by 1%, and ORG by 2%. Our working theory: NET and ORG took the brunt of the promotional names deletions, since so many of these were free names given away to registrants who held the corresponding COM name and for which NET and ORG were still available (and unlikely to be purchased, hence the registrars' decision to give them away).

Graph 1: Zone File Size Comparisons



January CNO Market Shares

Once again VeriSign Registrar posted the biggest loss (484,000 names) of the group, as it continued to purge large volumes of the previously discussed “promotional” names. Register.com lost another 106,000, which is about its average attrition rate over the past six months. Registrars.com appears to have been the biggest loser in percentage of installed base (-7.3%); however, we believe this is actually due to the names beginning to shift from this registrar accreditation to parent company’s VeriSign Registrar accreditation – as we previously noted would occur in Q1. The other notable loss is the expected continued monthly decline of the CoreNIC consortium, which dropped another 42,000 names (-5.5%) in January. An early entrant in the registrar business that once seemed rather formidable, CoreNIC’s consortium members and their retail customers have been jumping overboard for over a year now.

On the gaining side, GoDaddy once again topped the list, adding 70,000 names (+13.65%), all during the same month that GoDaddy launched its free on-line tax preparation software. However, the largest percentage gainer in January was actually DirectNIC with its addition of 49,000 names (+13.8%). Formerly a Tucows reseller, DirectNIC’s total customer base reportedly runs over 700,000, according to company executives we met with at the Dulles Registrars Conference (including names still under the Tucows accreditation). This makes DirectNIC, in essence, the sixth largest registrar in the world and a serious contender in the industry. Its overall ranking skipped up from #14 to #13 in January, but as the Tucows-registered names expire or roll over to DirectNIC, we should continue to

see a strong and steady rise in its ranking over the coming year. The New Orleans-based full-service registrar/hosting organization employs 42 and boasts one of the highest Alexa rankings (an indication of retail web site traffic) among registrars.

Despite a gain of 28,000 names in January, Joker.com surrendered the #13 position to DirectNIC, dropping to #14. eNom grew its registrations base by nearly 10% this month, adding 56,000 names. Respectable as this is, though, if current trends continue we're still likely to see eNom and GoDaddy swap #8 and #9 positions before the end of the quarter – the gap between them has now narrowed to only 30,000 names. With Registrars.com's customers being absorbed into VeriSign Registrar, CoreNIC will be next to drop rank as GoDaddy does a PacMan-style vertical ascent up the list.

The “dyno movers” this month – registrars who skipped three or more positions in the monthly rankings – were SRSplus (now owned by VeriSign as part of their acquisition of .tv Corporation), moving up five spots with a 51% growth in registrations base (from #66 to #61), and TotalNIC, moving up three spots with a 21% registration base growth (from #52 to #49).

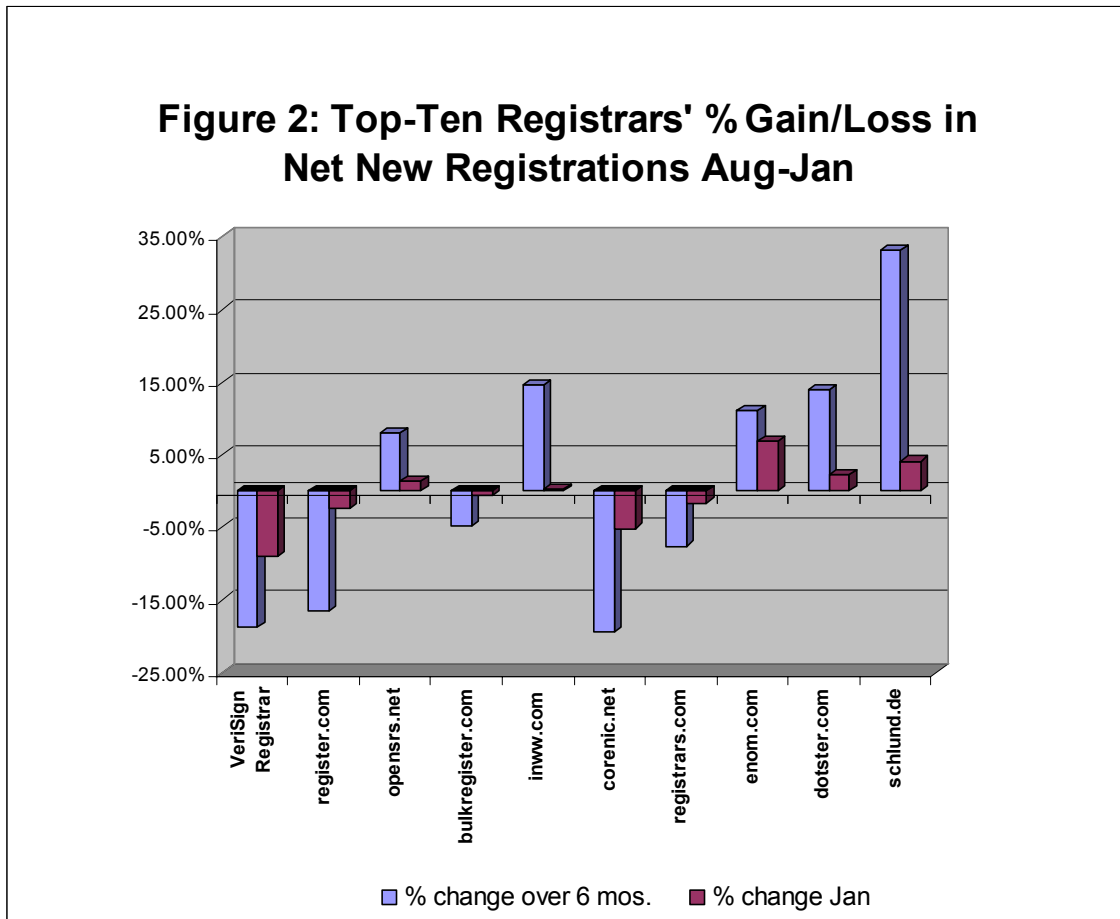
Top Ten CNO Registrars

A graphical view of the top ten registrars (Table 1: *as ranked in August 2001*) illustrates the depth of VeriSign Registrar's and Register.com's losses in absolute registrations against the milder losses of CoreNIC and BulkRegister, and the gains of the other six (see Figure 2). MelbourneIT and OpenSRS are virtually tied for growth in absolute net names over the trailing six months, with MelbourneIT's growth as a percentage of its current customer base (15%) being almost double that of OpenSRS (8%). The leader in percentage growth of customer base, however, is Schlund (33%), despite the fact that it has been bounced out of the top ten in the past couple of months as a result of GoDaddy's fleet-footed ascent.

Table 1: Top Ten Registrars Gain/Loss From August 2001-January 20021

Registrar	August	Sept	Oct	Nov	Dec	Jan	Aggregate	Jan Mkt Shr	% change
VeriSign Registrar	(156,750)	(112,502)	(256,882)	(369,284)	(1,287,888)	(483,670)	(2,666,976)	11,668,445	-18.81%
register.com	16,228	(24,001)	(249,168)	(135,622)	(85,566)	(105,745)	(583,874)	2,937,903	-16.50%
opensrs.net	12,685	20,548	27,582	48,332	35,295	53,363	197,805	2,685,255	7.91%
bulkregister.com	3,647	(24,839)	(12,143)	(11,351)	(11,062)	(25,857)	(81,605)	1,593,440	-4.86%
inwww.com	43,167	32,871	44,162	52,546	4,105	11,558	188,409	1,440,609	14.54%
corenic.net	(13,786)	(16,114)	(26,842)	(25,552)	(44,605)	(41,189)	(168,088)	711,914	-19.40%
registrars.com	7,006	5,741	2,951	(5,823)	(12,379)	(54,683)	(57,187)	690,359	-7.58%
enom.com	31,108	(67,058)	(27,460)	31,260	40,494	55,954	64,298	616,618	11.02%
dotster.com	9,367	7,684	12,594	14,729	10,405	10,054	64,833	521,802	13.90%
schlund.de	17,743	15,841	14,166	45,431	15,234	15,293	123,708	449,383	33.18%
Monthly Total	(29,585)	(161,829)	(471,040)	(355,334)	(1,335,967)	(564,922)	(2,918,677)	449,383	-11.13%

As another point of reference on the top ten players, on January 1, 2001, the top ten represented 91.5% of all registrations. At the end of January, 2002, they represented only 80.8%, reflecting a steady shift to the ever-increasing number of smaller registrars. VeriSign Registrar alone, however, has come down from 53% market share to 40.2% during the same period, indicating that some significant portion of their lost customers are going to peers in the top ten ranks as well. VeriSign has picked up another 3.3% market share, nearly a million additional names, through the acquisition of NameSecure, Registrars.com, SRSplus and NameEngine.

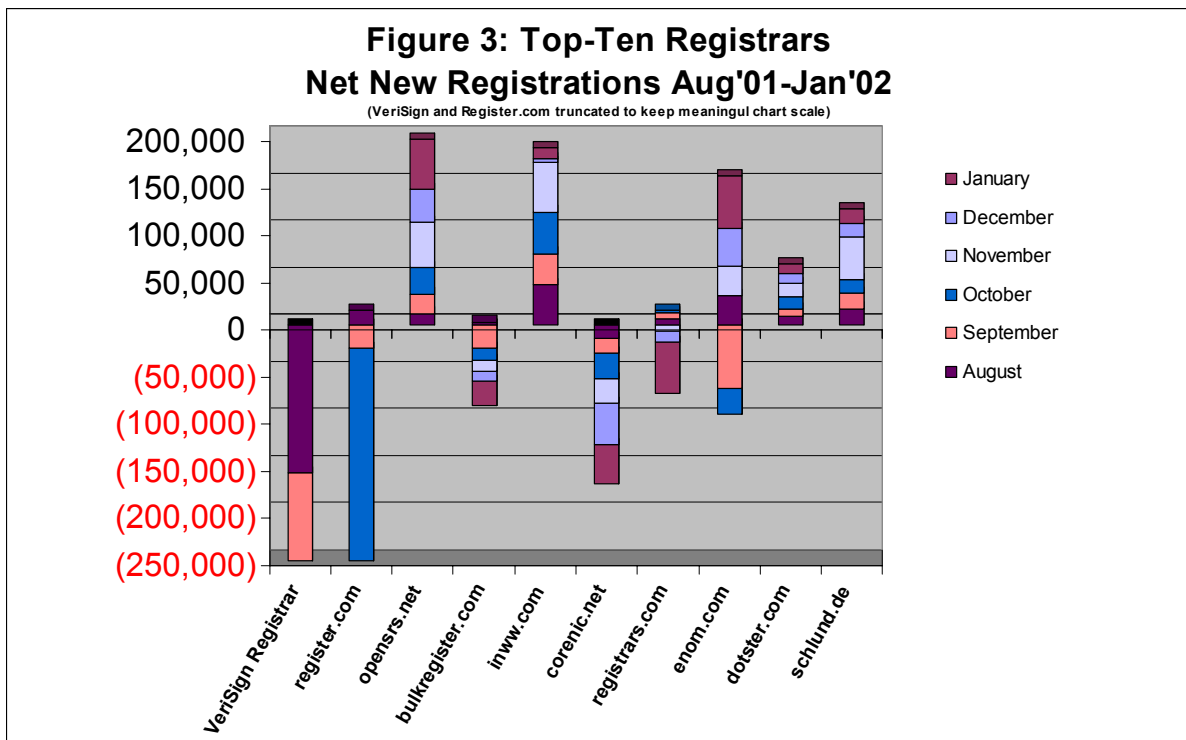


Looking into the top five, where the ranks haven't shifted for as long as we've been publishing *State of the Domain*, OpenSRS (TuCows) has nearly overtaken Register.com, with a narrowing gap of only 253,000 names (less than one point of market share); OpenSRS has gained three times the average number of names that Register.com has been losing over the past six months. BulkRegister and MelbourneIT are similarly situated, with less than 153,000 names between them (only half a point of market share); MelbourneIT has gained three times the average number of names that BulkRegister has lost over the past six months.

At current accretion/erosion rates, we expect the top ten to be ranked as follows by the third quarter of 2002 (fourth quarter at the latest), unless something significant changes:

Table 2: Projected Q3/Q4 Registrar Market Share Rankings

Rank	Present	Q3/Q4 2002 Prediction
1	VeriSign Registrar	VeriSign Registrar
2	Register.com	OpenSRS/TUCOWS
3	OpenSRS/TUCOWS	Register.com
4	BulkRegister	Melbourne IT/INWW
5	Melbourne IT/INWW	BulkRegister
6	CoreNIC	GoDaddy
7	Registrars.com	eNom
8	eNom	Dotster
9	GoDaddy	Schlund.de
10	Dotster	DirectNIC



Please note that VeriSign Registrar and Register.com are truncated in Figure 3 in order to retain meaningful perspective. VeriSign Registrar's actual loss in net new registrations (CNO) over the past six months was -2.67 million, while Register.com's was -584,000.

BIZ and INFO Recap

With only about 45,000 new names added to each of the BIZ and INFO registries in January, there is very little of interest to report in the registrar market share numbers this month. Both registries appear to be in a steady growth state of about 1,500 names per day, or about 5% of the CNO daily registrations.

NAME - Coming Soon

Global Name Registry (GNR) launched the new NAME gTLD in mid-January, after a number of technical delays. We expect to produce zone file statistics on the new registry starting with the next issue of *State of the Domain*. Many industry observers believe that NAME has excellent long-term potential, so we are anxious to see the early results.

US - Coming Soon

NeuStar – which also happens to own 90% of NeuLevel/BIZ – will be launching the newly redelegated US ccTLD in March, vastly expanding its allowable use. One of the more interesting elements of US is the potential for third-level name spaces like .KIDS.US, a child-friendly namespace that was the subject of congressional action last year (.US is a ccTLD and therefore not under ICANN jurisdiction). Other than these unique subordinate namespaces, the potential of the US registry remains unclear, even in this post-Sept 11 period of resurging patriotism. “TLD fatigue” is evident in the BIZ and INFO numbers already, and so there is at least the fundamental question of “How many TLDs is enough?” Some registrars are notable in their absence from the retail action on US, stating that NeuStar’s insistence that the registry “own” all the customer data – quite opposite from the ICANN gTLDs – is untenable.

CNOBI Recap

Taking all of COM, NET, ORG, BIZ and INFO into account, the most significant difference between January and December is the addition of new registrars offering BIZ and INFO. This resulted in a slight decrease in market share for many of the larger registrars who were first to offer the new TLDs. Also interesting to note is that – so far – adding registrar market shares in the BIZ and INFO to the overall rankings in CNO space causes no significant changes in the rankings of these registrars.

Registrars by Market Share of Current Registrations: CNO / January 2002

Company	Rank		Market Share		Registrations		Change Net
	Dec	Jan	Dec	Jan	Dec	Jan	
VeriSign Registrar	1	1	41.54%	40.23%	12,152,115	11,668,445	(483,670)
Register.com	2	2	10.40%	10.13%	3,043,648	2,937,903	(105,745)
Tucows	3	3	9.00%	9.26%	2,631,892	2,685,255	53,363
BulkRegister	4	4	5.54%	5.49%	1,619,297	1,593,440	(25,857)
Melbourne IT	5	5	4.88%	4.97%	1,429,051	1,440,609	11,558
CoreNIC	6	6	2.57%	2.45%	753,103	711,914	(41,189)
Registrars.com	7	7	2.55%	2.38%	745,042	690,359	(54,683)
eNom	8	8	1.92%	2.13%	560,664	616,618	55,954
GoDaddy	9	9	1.76%	2.02%	514,914	585,186	70,272
Dotster	10	10	1.75%	1.80%	511,748	521,802	10,054
Schlund.de	11	11	1.48%	1.55%	434,090	449,383	15,293
DotRegistrar	12	12	1.45%	1.54%	425,167	446,152	20,985
DirectNIC.com	14	13	1.20%	1.38%	351,624	400,203	48,579
Joker.com	13	14	1.23%	1.34%	359,202	387,494	28,292
DomainDiscover	15	15	1.14%	1.20%	334,041	348,383	14,342
GANDI	16	16	0.97%	1.01%	283,843	293,477	9,634
EasySpace	17	17	0.93%	0.95%	272,712	276,613	3,901
NameSecure	18	18	0.83%	0.84%	244,081	243,937	(144)
Domain Bank	19	19	0.80%	0.79%	233,383	230,252	(3,131)
ItsYourDomain	20	20	0.70%	0.77%	206,157	222,439	16,282
Stargate	21	21	0.46%	0.51%	135,960	146,810	10,850
DomainPeople	22	22	0.46%	0.47%	134,091	137,430	3,339
OnlineNIC	23	23	0.43%	0.46%	124,469	133,556	9,087
Discount Domain	24	24	0.42%	0.43%	121,880	125,202	3,322
Names4Ever	25	25	0.40%	0.41%	117,297	119,346	2,049
YesNIC	26	26	0.36%	0.39%	105,980	112,885	6,905
AIT Domains.com	27	27	0.34%	0.35%	100,519	101,119	600
IARegistry	29	28	0.27%	0.30%	78,415	87,153	8,738
NamesDirect	28	29	0.28%	0.30%	80,897	86,866	5,969
Paycenter	30	30	0.26%	0.28%	77,140	81,847	4,707
Doregi	31	31	0.26%	0.27%	75,549	78,147	2,598
GKG.net	32	32	0.24%	0.26%	70,303	74,219	3,916
Ascio *	33	33	0.22%	0.23%	64,334	67,477	3,143
Alldomains.com	34	34	0.21%	0.22%	60,951	63,636	2,685
Name7.com.	35	35	0.20%	0.21%	57,478	60,442	2,964
Netpia	36	36	0.19%	0.19%	56,414	54,921	(1,493)
Nordnet	38	37	0.17%	0.19%	48,954	53,687	4,733
EPAG Enter-Price Multimedia AG	39	38	0.16%	0.18%	46,954	51,006	4,052
dotEarth	37	39	0.18%	0.17%	53,231	49,978	(3,253)
SignatureDomains	40	40	0.14%	0.13%	40,292	38,128	(2,164)
AWRegistry	41	41	0.13%	0.13%	37,366	36,533	(833)
Active ISP	42	42	0.12%	0.13%	35,298	36,353	1,055
Tmagnic.net	43	43	0.11%	0.12%	31,591	34,681	3,090
DomainInfo	44	44	0.10%	0.10%	30,514	29,296	(1,218)
PSI-Japan	45	45	0.09%	0.10%	27,707	28,070	363
Parava.net	46	46	0.09%	0.10%	27,485	27,966	481
Interdomain	47	47	0.09%	0.09%	24,941	27,020	2,079
Namescout	48	48	0.08%	0.08%	23,302	24,056	754

Company	Rank		Market Share		Registrations		Change Net
	Dec	Jan	Dec	Jan	Dec	Jan	
TotalNIC	52	49	0.06%	0.08%	18,322	22,150	3,828
Catalog.com	49	50	0.07%	0.08%	20,387	21,997	1,610
Oleane	50	51	0.07%	0.07%	20,185	20,928	743
TotalRegistrations	51	52	0.06%	0.07%	18,595	20,233	1,638
Namebay	53	53	0.05%	0.07%	15,636	18,894	3,258
Domainsite.com	55	54	0.05%	0.05%	14,296	15,148	852
eNameCo	54	55	0.05%	0.05%	14,992	14,796	(196)
NetNames	56	56	0.04%	0.05%	13,007	14,759	1,752
1stDomain.Net	57	57	0.04%	0.04%	12,012	12,495	483
Domain Registry.com	58	58	0.04%	0.04%	11,269	11,180	(89)
Domini. It	59	59	0.03%	0.03%	8,538	8,577	39
Nominate.net	60	60	0.03%	0.03%	7,796	8,312	516
SRSplus	66	61	0.02%	0.03%	5,212	7,873	2,661
WorldNet	61	62	0.02%	0.02%	6,395	6,896	501
RRP Proxy	63	63	0.02%	0.02%	5,599	6,780	1,181
DomainZoo	62	64	0.02%	0.02%	5,783	6,207	424
NameEngine	65	65	0.02%	0.02%	5,370	5,712	342
SecuraGmbH	64	66	0.02%	0.02%	5,399	5,572	173
Omnis.com	67	67	0.02%	0.02%	5,106	5,476	370
Planet Domain	69	68	0.01%	0.02%	4,122	5,110	988
shop4domain.com	68	69	0.01%	0.02%	4,360	4,427	67
ID Registry	70	70	0.01%	0.01%	3,996	4,103	107
Address Creation	72	71	0.01%	0.01%	3,652	4,055	403
Compuserve	71	72	0.01%	0.01%	3,957	3,988	31
Eastcom.com	73	73	0.01%	0.01%	3,318	3,807	489
Directl.com	76	74	0.01%	0.01%	2,118	3,482	1,364
MrDomReg.com	74	75	0.01%	0.01%	2,494	2,683	189
Domaindomain.com	75	76	0.01%	0.01%	2,432	2,446	14
InterAccess	78	77	0.01%	0.01%	1,983	2,317	334
VirtualInternet	77	78	0.01%	0.01%	2,042	2,067	25
123Registration	79	79	0.01%	0.01%	1,779	1,978	199
Nominalia	80	80	0.01%	0.01%	1,732	1,724	(8)
eMarkmonitor	82	81	0.00%	0.01%	1,092	1,659	567
Bluehill.com	83	82	0.00%	0.01%	1,078	1,624	546
Web Express	81	83	0.00%	0.01%	1,381	1,455	74
Globedom	84	84	0.00%	0.00%	1,020	1,330	310
eNetRegistry	85	85	0.00%	0.00%	838	819	(19)
pAsia	87	86	0.00%	0.00%	606	603	(3)
Corporate Domains	88	87	0.00%	0.00%	494	555	61
Registration Technologies	89	88	0.00%	0.00%	192	295	103
#1DomainNamesInternational	91	89	0.00%	0.00%	115	275	160
NameSystem	90	90	0.00%	0.00%	149	149	0
RGNames **	92	91	0.00%	0.00%	22	96	74
000domains	93	92	0.00%	0.00%	11	80	69

Company	Rank		Market Share		Registrations		Change Net
	Dec	Jan	Dec	Jan	Dec	Jan	
<i>InternetOne</i>	86	93	0.00%	0.00%	616	43	(573)
<i>Alice's Registry</i>	95	94	0.00%	0.00%	6	15	9
<i>NameTree</i>	94	95	0.00%	0.00%	10	10	0
<i>Talk.com</i>	96	96	0.00%	0.00%	4	4	0
<i>Namesbeyond.com</i>	97	97	0.00%	0.00%	2	3	1
Totals							
			100%	100%	29,254,606	29,002,881	(251,725)

* = Formerly Speednames, Inc.

** = Formerly Seoulregister.com

Registrars by Market Share of Current Registrations: BIZ / January 2002

Company	Rank		Market Share		Registrations		Change Net
	Dec	Jan	Dec	Jan	Dec	Jan	
VeriSign Registrar	1	1	21.67%	21.52%	105,364	111,929	6,565
Register.com	2	2	11.51%	11.34%	55,991	58,972	2,981
Tucows	3	3	7.80%	7.97%	37,915	41,468	3,553
Melbourne IT	4	4	5.66%	5.77%	27,530	29,986	2,456
Schlund.de	5	5	4.97%	4.84%	24,178	25,153	975
BulkRegister	6	6	3.79%	3.73%	18,417	19,401	984
eNom	8	7	3.50%	3.63%	17,034	18,898	1,864
DotRegistrar	7	8	3.70%	3.57%	18,011	18,571	560
GoDaddy	10	9	2.61%	2.75%	12,681	14,311	1,630
DirectNIC.com	9	10	2.66%	2.68%	12,949	13,957	1,008
CoreNIC	11	11	2.32%	2.32%	11,276	12,047	771
Ascio *	12	12	2.27%	2.24%	11,050	11,657	607
Joker.com	13	13	2.08%	2.12%	10,108	11,036	928
SRSplus	14	14	2.05%	1.97%	9,956	10,250	294
Registrars.com	15	15	2.01%	1.90%	9,752	9,884	132
Dotster	16	16	1.83%	1.81%	8,885	9,429	544
VirtualInternet	17	17	1.61%	1.52%	7,821	7,912	91
YesNIC	18	18	1.46%	1.43%	7,086	7,445	359
DomainDiscover	19	19	1.30%	1.36%	6,330	7,084	754
Name7.com.	20	20	1.08%	1.06%	5,274	5,521	247
DomainDiscount24	23	21	0.70%	1.03%	3,424	5,375	1,951
DomainPeople	21	22	0.84%	0.82%	4,106	4,264	158
Domain Bank	22	23	0.78%	0.78%	3,808	4,034	226
Corporate Domains	24	24	0.70%	0.66%	3,408	3,408	0
DomainInfo	25	25	0.66%	0.65%	3,202	3,387	185
EasySpace	27	26	0.62%	0.64%	2,998	3,346	348
Alldomains.com	26	27	0.65%	0.63%	3,178	3,287	109
NetNames	28	28	0.60%	0.59%	2,939	3,067	128
ItsYourDomain	31	29	0.46%	0.56%	2,260	2,938	678
Netpia	29	30	0.58%	0.56%	2,798	2,893	95
1stDomain.Net	30	31	0.50%	0.47%	2,452	2,452	0
Namebay	32	32	0.42%	0.41%	2,036	2,136	100
Namescout	33	33	0.41%	0.40%	2,014	2,071	57
Nominalia	35	34	0.39%	0.39%	1,875	2,016	141
Discount Domain	34	35	0.39%	0.39%	1,890	2,005	115
OnlineNIC	40	36	0.35%	0.37%	1,693	1,943	250
TotalRegistrations	36	37	0.37%	0.37%	1,802	1,937	135
Nordnet	37	38	0.37%	0.35%	1,777	1,835	58
eNameCo	38	39	0.36%	0.35%	1,748	1,802	54
SecuraGmbH	39	40	0.35%	0.33%	1,696	1,725	29
NameSecure	41	41	0.29%	0.31%	1,422	1,604	182
Doregi	42	42	0.28%	0.28%	1,383	1,473	90
NameEngine	43	43	0.28%	0.26%	1,351	1,351	0
Names4Ever	44	44	0.23%	0.25%	1,136	1,280	144
000domains	46	45	0.23%	0.24%	1,100	1,260	160
eMarkmonitor	45	46	0.23%	0.24%	1,122	1,223	101
BookMyName	47	47	0.20%	0.20%	996	1,017	21
Directl.com	48	48	0.17%	0.17%	835	884	49
IARegistry	50	49	0.15%	0.15%	751	793	42
123Registration	49	50	0.16%	0.15%	757	789	32
Parava.net	52	51	0.13%	0.14%	632	720	88

Company	Rank		Market Share		Registrations		Change Net
	Dec	Jan	Dec	Jan	Dec	Jan	
#1DomainNamesInternational	51	52	0.14%	0.13%	692	695	3
Catalog.com	53	53	0.12%	0.13%	589	660	71
RegistrarsAsia	56	54	0.08%	0.11%	386	575	189
AIT Domains.com	54	55	0.09%	0.10%	454	521	67
Cronon	57	56	0.07%	0.10%	345	496	151
Bluehill.com	55	57	0.08%	0.08%	390	414	24
SignatureDomains	59	58	0.07%	0.07%	336	361	25
RGNames **	58	59	0.07%	0.07%	343	343	0
Interdomain	60	60	0.07%	0.06%	327	336	9
dotEarth	61	61	0.07%	0.06%	320	327	7
PSI-Japan	62	62	0.06%	0.06%	309	319	10
Nominate.net	63	63	0.06%	0.06%	294	304	10
DomainRG	64	64	0.06%	0.06%	292	292	0
ChinaDNS	66	65	0.05%	0.06%	234	290	56
Galcomm	65	66	0.05%	0.05%	261	264	3
007Names	67	67	0.05%	0.04%	229	234	5
ID Registry	68	68	0.02%	0.02%	110	112	2
PhillipineRegistry	69	69	0.02%	0.02%	81	85	4
Address Creation	70	70	0.01%	0.01%	39	66	27
AWRegistry	71	71	0.01%	0.01%	34	43	9
DomainZoo	74	73	0.00%	0.00%	2	17	15
Omnis.com	73	74	0.00%	0.00%	6	13	7
Harleyzo-USA	74	77	0.00%	0.00%	2	1	(1)
GlobedomDatenkommunikations	76	72	0.00%	0.01%	0	28	28
RegistryRegistrar	72	75	0.00%	0.00%	7	8	1
TransPac	76	76	0.00%	0.00%	0	3	3
TOTALS			100%	100%	486,279	520,033	33,754

* = Formerly Speednames, Inc.

** = Formerly Seoulregister.com

Registrars by Market Share of Current Registrations: INFO / January 2002

Company	Rank		Market Share		Registrations		Change Net
	Dec	Jan	Dec	Jan	Dec	Jan	
<i>Schlund.de</i>	1	1	14.21%	13.74%	94,334	97,756	3,422
<i>VeriSign Registrar</i>	2	2	8.54%	8.92%	56,706	63,446	6,740
<i>Tucows</i>	3	3	8.17%	8.33%	54,215	59,242	5,027
<i>Register.com</i>	4	4	8.12%	8.05%	53,908	57,247	3,339
<i>Ascio *</i>	5	5	4.67%	4.50%	31,002	32,004	1,002
<i>CoreNIC</i>	6	6	4.40%	4.38%	29,226	31,168	1,942
<i>Melbourne IT</i>	7	7	4.00%	4.12%	26,537	29,332	2,795
<i>DirectNIC.com</i>	8	8	3.82%	3.72%	25,333	26,485	1,152
<i>Joker.com</i>	9	9	3.66%	3.64%	24,332	25,881	1,549
<i>BulkRegister</i>	10	10	3.19%	3.18%	21,166	22,663	1,497
<i>eNom</i>	12	11	2.87%	3.12%	19,035	22,166	3,131
<i>Registrars.com</i>	11	12	3.17%	2.99%	21,015	21,284	269
<i>GoDaddy</i>	13	13	1.94%	2.03%	12,860	14,413	1,553
<i>NamesDirect</i>	14	14	1.91%	1.78%	12,671	12,671	0
<i>NameZero.com, Inc.</i>	15	15	1.81%	1.69%	12,015	12,013	(2)
<i>EPAG Enter-Price Multimedia AG</i>	16	16	1.68%	1.63%	11,173	11,601	428
<i>DomainDiscount24</i>	23	17	1.01%	1.32%	6,735	9,424	2,689
<i>DomainPeople</i>	17	18	1.32%	1.26%	8,763	8,976	213
<i>Domain Bank, Inc.</i>	18	19	1.26%	1.24%	8,336	8,792	456
<i>SRSplus</i>	19	20	1.21%	1.18%	8,004	8,400	396
<i>Dotster</i>	21	21	1.06%	1.16%	7,045	8,229	1,184
<i>NameSecure</i>	20	22	1.17%	1.11%	7,740	7,903	163
<i>VirtualInternet</i>	22	23	1.05%	0.99%	7,003	7,069	66
<i>EasySpace</i>	24	24	0.88%	0.88%	5,864	6,268	404
<i>DomainDiscover</i>	26	25	0.84%	0.85%	5,587	6,038	451
<i>TotalRegistrations</i>	25	26	0.87%	0.85%	5,758	6,029	271
<i>ItsYourDomain</i>	31	27	0.60%	0.73%	4003	5,180	1,177
<i>GANDI</i>	33	28	0.58%	0.70%	3,870	4,967	1,097
<i>YesNIC</i>	28	29	0.67%	0.65%	4,429	4,603	174
<i>Alldomains.com</i>	27	30	0.67%	0.64%	4,453	4,579	126
<i>DomainInfo</i>	29	31	0.62%	0.61%	4,132	4,366	234
<i>SecuraGmbH</i>	30	32	0.61%	0.59%	4,019	4,183	164
<i>dotEarth</i>	32	33	0.59%	0.56%	3,915	3,965	50
<i>1stDomain.Net</i>	34	34	0.58%	0.54%	3,833	3,847	14
<i>Discount Domain</i>	35	35	0.54%	0.54%	3,565	3,832	267
<i>DotRegistrar</i>	40	36	0.48%	0.52%	3,158	3,679	521
<i>Globedom</i>	36	37	0.52%	0.50%	3,477	3,574	97
<i>Netbenefit PLC</i>	39	38	0.48%	0.49%	3,194	3,483	289
<i>Nordnet</i>	37	39	0.50%	0.48%	3,294	3,431	137
<i>Name7.com.</i>	38	40	0.49%	0.47%	3,240	3,364	124
<i>eNameCo</i>	41	41	0.45%	0.41%	2,963	2,937	(26)
<i>Namebay</i>	42	42	0.37%	0.36%	2,460	2,584	124
<i>Nominalia</i>	43	43	0.33%	0.33%	2,182	2,333	151
<i>Parava.net</i>	44	44	0.31%	0.30%	2,047	2,131	84
<i>Namescout</i>	51	45	0.19%	0.29%	1,284	2,037	753
<i>NameEngine</i>	45	46	0.29%	0.27%	1,909	1,918	9
<i>OnlineNIC</i>	46	47	0.24%	0.25%	1,625	1,786	161
<i>eMarkmonitor</i>	49	48	0.20%	0.23%	1,359	1,634	275

Company	Rank		Market Share		Registrations		Change Net
	Dec	Jan	Dec	Jan	Dec	Jan	
<i>Registration Technologies</i>	47	49	0.24%	0.23%	1,613	1,623	10
<i>Names4Ever</i>	48	50	0.22%	0.22%	1,458	1,581	123
<i>Netpia</i>	50	51	0.19%	0.19%	1,294	1,347	53
<i>Doregi</i>	53	52	0.17%	0.18%	1,115	1,301	186
<i>#1DomainNamesInternational</i>	52	53	0.19%	0.18%	1,268	1,279	11
<i>DomainZoo</i>	54	54	0.16%	0.15%	1,041	1,049	8
<i>ID Registry</i>	55	55	0.15%	0.14%	995	998	3
<i>000domains</i>	57	56	0.12%	0.14%	812	993	181
<i>Cronon</i>	69	57	0.06%	0.13%	371	958	587
<i>DirectI.com</i>	56	58	0.12%	0.12%	817	851	34
<i>AIT Domains.com</i>	58	59	0.12%	0.12%	789	844	55
<i>RGNames **</i>	59	60	0.12%	0.11%	771	778	7
<i>SignatureDomains</i>	60	61	0.11%	0.11%	737	757	20
<i>PSI-Japan</i>	61	62	0.11%	0.10%	706	728	22
<i>123Registration</i>	62	63	0.08%	0.08%	555	562	7
<i>AAAQ.com, Inc.</i>	63	64	0.08%	0.08%	552	552	0
<i>Bluehill.com</i>	64	65	0.08%	0.08%	524	547	23
<i>Interdomain</i>	65	66	0.07%	0.07%	496	511	15
<i>RegistrarsAsia</i>	66	67	0.07%	0.07%	477	499	22
<i>007Names</i>	67	68	0.06%	0.06%	413	415	2
<i>Catalog.com</i>	70	69	0.05%	0.06%	317	413	96
<i>Nominate.net</i>	68	70	0.06%	0.05%	372	377	5
<i>Galcomm</i>	71	71	0.04%	0.04%	241	259	18
<i>BestRegistrars</i>	74	72	0.03%	0.03%	212	242	30
<i>Alice's Registry</i>	72	73	0.04%	0.03%	238	238	0
<i>AWRegistry</i>	76	74	0.03%	0.03%	199	230	31
<i>Corporate Domains, Inc.</i>	75	75	0.03%	0.03%	207	214	7
<i>Address Creation</i>	77	76	0.02%	0.02%	106	136	30
<i>BookMyName</i>	81	77	0.01%	0.01%	57	91	34
<i>SiteName Ltd.</i>	78	78	0.01%	0.01%	84	84	0
<i>Omnis.com</i>	79	79	0.01%	0.01%	62	79	17
<i>DomainPro, Inc.</i>	80	80	0.01%	0.01%	60	60	0
<i>MISC ^</i>	73	81	0.03%	0.01%	225	42	(183)
<i>DomainRegistry.com, Inc.</i>	82	82	0.00%	0.00%	0	26	26
TOTALS			100%	100%	663,958	711,577	47,619

* = Formerly Speednames, Inc.

** = Formerly Seoulregister.com

^ = Unidentified Registrar

ALL Active gTLDs

Registrars by Market Share of Current Registrations: CNOBI / January 2002

Company	Rank		Market Share		Registrations		Change Net
	Dec	Jan	Dec	Jan	Dec	Jan	
VeriSign Registrar	1	1	40.50%	39.17%	12,314,185	11,843,820	(470,365)
Register.com	2	2	10.37%	10.10%	3,153,547	3,054,122	(99,425)
Tucows	3	3	8.96%	9.21%	2,724,022	2,785,965	61,943
BulkRegister	4	4	5.46%	5.41%	1,658,880	1,635,504	(23,376)
Melbourne IT	5	5	4.88%	4.96%	1,483,118	1,499,927	16,809
CoreNIC	6	6	2.61%	2.50%	793,605	755,129	(38,476)
Registrars.com	7	7	2.55%	2.39%	775,809	721,527	(54,282)
eNom	8	8	1.96%	2.18%	596,733	657,682	60,949
GoDaddy	10	9	1.78%	2.03%	540,455	613,910	73,455
Schlund.de	9	10	1.82%	1.89%	552,602	572,292	19,690
Dotster	11	11	1.74%	1.78%	527,678	539,460	11,782
DotRegistrar	12	12	1.47%	1.55%	446,336	468,402	22,066
DirectNIC.com	14	13	1.28%	1.46%	389,906	440,645	50,739
Joker.com	13	14	1.29%	1.40%	393,642	424,411	30,769
DomainDiscover	15	15	1.14%	1.20%	345,958	361,505	15,547
GANDI	16	16	0.95%	0.99%	287,713	298,444	10,731
EasySpace	17	17	0.93%	0.95%	281,574	286,227	4,653
NameSecure	18	18	0.83%	0.84%	253,243	253,444	201
Domain Bank	19	19	0.81%	0.80%	245,527	243,078	(2,449)
ItsYourDomain	20	20	0.70%	0.76%	212,420	230,557	18,137
DomainPeople	21	21	0.48%	0.50%	146,960	150,670	3,710
Stargate	22	22	0.45%	0.49%	135,960	146,810	10,850
OnlineNIC	23	23	0.42%	0.45%	127,787	137,285	9,498
Discount Domain	24	24	0.42%	0.43%	127,335	131,039	3,704
YesNIC	26	25	0.39%	0.41%	117,495	124,933	7,438
Names4Ever	25	26	0.39%	0.40%	119,891	122,207	2,316
Ascio *	27	27	0.35%	0.37%	106,386	111,138	4,752
AIT Domains.com	28	28	0.33%	0.34%	101,762	102,484	722
NamesDirect	29	29	0.31%	0.33%	93,568	99,537	5,969
IARegistry	30	30	0.26%	0.29%	79,166	87,946	8,780
Paycenter	32	31	0.25%	0.27%	77,140	81,847	4,707
Doregi	31	32	0.26%	0.27%	78,047	80,921	2,874
GKG.net	33	33	0.23%	0.25%	70,303	74,219	3,916
Alldomains.com	34	34	0.23%	0.24%	68,582	71,502	2,920
Name7.com.	35	35	0.22%	0.23%	65,992	69,327	3,335
EPAG Enter-Price Multimedia AG	37	36	0.19%	0.21%	58,127	62,607	4,480
Netpia	36	37	0.20%	0.20%	60,506	59,161	(1,345)
Nordnet	39	38	0.18%	0.19%	54,025	58,953	4,928
dotEarth	38	39	0.19%	0.18%	57,466	54,270	(3,196)
SignatureDomains	40	40	0.14%	0.13%	41,365	39,246	(2,119)
DomainInfo	41	41	0.12%	0.12%	37,848	37,049	(799)
AWRegistry	42	42	0.12%	0.12%	37,599	36,806	(793)
Active ISP	43	43	0.12%	0.12%	35,298	36,353	1,055
Tmagnic.net	44	44	0.10%	0.11%	31,591	34,681	3,090
Parava.net	45	45	0.10%	0.10%	30,164	30,817	653
PSI-Japan	46	46	0.09%	0.10%	28,722	29,117	395
TotalRegistrations	48	47	0.09%	0.09%	26,155	28,199	2,044

Company	Rank		Market Share		Registrations		Change Net
	Dec	Jan	Dec	Jan	Dec	Jan	
Namescout	47	48	0.09%	0.09%	26,600	28,164	1,564
Interdomain	49	49	0.08%	0.09%	25,764	27,867	2,103
SRSplus	50	50	0.08%	0.09%	23,172	26,523	3,351
Namebay	53	51	0.07%	0.08%	20,132	23,614	3,482
Catalog.com	51	52	0.07%	0.08%	21,293	23,070	1,777
TotalNIC	55	53	0.06%	0.07%	18,322	22,150	3,828
Oleane	52	54	0.07%	0.07%	20,185	20,928	743
eNameCo	54	55	0.06%	0.06%	19,703	19,535	(168)
1stDomain.Net	56	56	0.06%	0.06%	18,297	18,794	497
NetNames	58	57	0.05%	0.06%	15,946	17,826	1,880
VirtualInternet	57	58	0.06%	0.06%	16,866	17,048	182
Domainsite.com	59	59	0.05%	0.05%	14,296	15,148	852
DomainDiscount24	63	60	0.03%	0.05%	10,159	14,799	4,640
NameZero.com, Inc.	60	61	0.04%	0.04%	12,015	12,013	(2)
SecuraGmbH	62	62	0.04%	0.04%	11,114	11,480	366
Domain Registry.com	61	63	0.04%	0.04%	11,269	11,180	(89)
Nominate.net	66	64	0.03%	0.03%	8,462	8,993	531
NameEngine	64	65	0.03%	0.03%	8,630	8,981	351
Domini. It	65	66	0.03%	0.03%	8,538	8,577	39
DomainZoo	67	67	0.02%	0.02%	6,826	7,273	447
WorldNet	68	68	0.02%	0.02%	6,395	6,896	501
RRP Proxy	70	69	0.02%	0.02%	5,599	6,780	1,181
Nominalia	69	70	0.02%	0.02%	5,789	6,073	284
Omnis.com	71	71	0.02%	0.02%	5,174	5,568	394
Directl.com	79	72	0.01%	0.02%	3,770	5,217	1,447
ID Registry	72	73	0.02%	0.02%	5,101	5,213	112
Planet Domain	75	74	0.01%	0.02%	4,122	5,110	988
Globedom	73	75	0.01%	0.02%	4,497	4,932	435
eMarkmonitor	80	76	0.01%	0.01%	3,573	4,516	943
shop4domain.com	74	77	0.01%	0.01%	4,360	4,427	67
Address Creation	78	78	0.01%	0.01%	3,797	4,257	460
Corporate Domains	76	79	0.01%	0.01%	4,109	4,177	68
Compuserve	77	80	0.01%	0.01%	3,957	3,988	31
Eastcom.com	81	81	0.01%	0.01%	3,318	3,807	489
Netbenefit PLC	82	82	0.01%	0.01%	3,194	3,483	289
123Registration	83	83	0.01%	0.01%	3,091	3,329	238
MrDomReg.com	84	84	0.01%	0.01%	2,494	2,683	189
Bluehill.com	87	85	0.01%	0.01%	1,992	2,585	593
Domaindomain.com	85	86	0.01%	0.01%	2,432	2,446	14
000domains	89	87	0.01%	0.01%	1,923	2,333	410
InterAccess	88	88	0.01%	0.01%	1,983	2,317	334
#1DomainNamesInternational	86	89	0.01%	0.01%	2,075	2,249	174
Registration Technologies	90	90	0.01%	0.01%	1,805	1,918	113
Web Express	91	91	0.00%	0.00%	1,381	1,455	74
Cronon	96	92	0.00%	0.00%	716	1,454	738
RGNames **	92	93	0.00%	0.00%	1,136	1,217	81
BookMyName	93	94	0.00%	0.00%	1,053	1,108	55
RegistrarsAsia	94	95	0.00%	0.00%	863	1,074	211
eNetRegistry	95	96	0.00%	0.00%	838	819	(19)
007Names	97	97	0.00%	0.00%	642	649	7
pAsia	99	98	0.00%	0.00%	606	603	(3)

Company	Rank		Market Share		Registrations		Change Net
	Dec	Jan	Dec	Jan	Dec	Jan	
AAAQ.com, Inc.	100	99	0.00%	0.00%	552	552	0
Galcomm	101	100	0.00%	0.00%	502	523	21
DomainRG	102	101	0.00%	0.00%	292	292	0
ChinaDNS	104	102	0.00%	0.00%	234	290	56
Alice's Registry	103	103	0.00%	0.00%	244	253	9
BestRegistrars	106	104	0.00%	0.00%	212	242	30
NameSystem	107	105	0.00%	0.00%	149	149	0
PhillipineRegistry	109	106	0.00%	0.00%	81	85	4
SiteName Ltd.	108	107	0.00%	0.00%	84	84	0
DomainPro, Inc.	110	108	0.00%	0.00%	60	60	0
InternetOne	98	109	0.00%	0.00%	616	43	(573)
MISC	105	110	0.00%	0.00%	225	42	(183)
DomainRegistry.com, Inc.	115	111	0.00%	0.00%	0	26	26
NameTree	111	112	0.00%	0.00%	10	10	0
RegistryRegistrar	112	113	0.00%	0.00%	7	8	1
Talk.com	113	114	0.00%	0.00%	4	4	0
Namesbeyond.com	115	115	0.00%	0.00%	2	3	1
TransPac	115	115	0.00%	0.00%	0	3	3
Harleyzo-USA	114	117	0.00%	0.00%	2	1	(1)
TOTALS			100%	100%	30,404,843	30,234,491	(170,352)

* = Formerly Speednames, Inc.

** = Formerly Seoulregister.com

^ = Unidentified Registrar

**Registrar Mkt Share Gains & Losses:
 January 2002
 As a % of December CNO Total**

Company	% Change	Actual
GoDaddy	0.24%	70,272
eNom	0.19%	55,954
Tucows	0.18%	53,363
DirectNIC.com	0.17%	48,579
Joker.com	0.10%	28,292
DotRegistrar	0.07%	20,985
ItsYourDomain	0.06%	16,282
Schlund.de	0.05%	15,293
DomainDiscover	0.05%	14,342
Melbourne IT	0.04%	11,558
Stargate	0.04%	10,850
Dotster	0.03%	10,054
GANDI	0.03%	9,634
OnlineNIC	0.03%	9,087
IARegistry	0.03%	8,738
YesNIC	0.02%	6,905
NamesDirect	0.02%	5,969
Nordnet	0.02%	4,733
Paycenter	0.02%	4,707
EPAG Enter-Price Multimedi	0.01%	4,052
GKG.net	0.01%	3,916
EasySpace	0.01%	3,901
TotalNIC	0.01%	3,828
DomainPeople	0.01%	3,339
Discount Domain	0.01%	3,322
Namebay	0.01%	3,258
Ascio *	0.01%	3,143
Tmagnic.net	0.01%	3,090
Name7.com.	0.01%	2,964
Alldomains.com	0.01%	2,685
SRSplus	0.01%	2,661
Doregi	0.01%	2,598
Interdomain	0.01%	2,079
Names4Ever	0.01%	2,049
NetNames	0.01%	1,752
TotalRegistrations	0.01%	1,638
Catalog.com	0.01%	1,610
Directl.com	0.00%	1,364
RRP Proxy	0.00%	1,181
Active ISP	0.00%	1,055
Planet Domain	0.00%	988
Domainsite.com	0.00%	852
Namescout	0.00%	754
Oleane	0.00%	743
AIT Domains.com	0.00%	600
eMarkmonitor	0.00%	567
Bluehill.com	0.00%	546
Nominate.net	0.00%	516
WorldNet	0.00%	501
Eastcom.com	0.00%	489
1stDomain.Net	0.00%	483

Company	% Change	Actual
<i>Parava.net</i>	0.00%	481
<i>DomainZoo</i>	0.00%	424
<i>Address Creation</i>	0.00%	403
<i>Omnis.com</i>	0.00%	370
<i>PSI-Japan</i>	0.00%	363
<i>NameEngine</i>	0.00%	342
<i>InterAccess</i>	0.00%	334
<i>Globedom</i>	0.00%	310
<i>123Registration</i>	0.00%	199
<i>MrDomReg.com</i>	0.00%	189
<i>SecuraGmbH</i>	0.00%	173
<i>#1DomainNamesInternation:</i>	0.00%	160
<i>ID Registry</i>	0.00%	107
<i>Registration Technologies</i>	0.00%	103
<i>RGNames **</i>	0.00%	74
<i>Web Express</i>	0.00%	74
<i>000domains</i>	0.00%	69
<i>shop4domain.com</i>	0.00%	67
<i>Corporate Domains</i>	0.00%	61
<i>Domini. It</i>	0.00%	39
<i>Compuserve</i>	0.00%	31
<i>VirtuallInternet</i>	0.00%	25
<i>Domaindomain.com</i>	0.00%	14
<i>Alice's Registry</i>	0.00%	9
<i>NamesBeyond</i>	0.00%	1
<i>NameSystem</i>	0.00%	0
<i>NameTree</i>	0.00%	0
<i>Talk.com</i>	0.00%	0
<i>pAsia</i>	0.00%	(3)
<i>Nominalia</i>	0.00%	(8)
<i>eNetRegistry</i>	0.00%	(19)
<i>Domain Registry.com</i>	0.00%	(89)
<i>NameSecure</i>	0.00%	(144)
<i>eNameCo</i>	0.00%	(196)
<i>InternetOne</i>	0.00%	(573)
<i>AWRegistry</i>	0.00%	(833)
<i>DomainInfo</i>	0.00%	(1,218)
<i>Netpia</i>	-0.01%	(1,493)
<i>SignatureDomains</i>	-0.01%	(2,164)
<i>Domain Bank</i>	-0.01%	(3,131)
<i>dotEarth</i>	-0.01%	(3,253)
<i>BulkRegister</i>	-0.09%	(25,857)
<i>CoreNIC</i>	-0.14%	(41,189)
<i>Registrars.com</i>	-0.19%	(54,683)
<i>Register.com</i>	-0.36%	(105,745)
<i>VeriSign Registrar</i>	-1.67%	(483,670)
Total		(251,800)

* = Formerly Speednames, Inc.

** = Formerly Seoulregister.com

Total Registrations Per gTLD: December 2001

CNO, INFO, BIZ

gTLD	As of 12/31/01	As of 1/31/02	Change
COM	22,768,844	22,610,316	158,528
NET	4,028,473	3,953,210	75,263
ORG	2,515,074	2,468,091	46,983
CNO Total	29,312,391	29,031,617	280,774
INFO	668,282	711,758	43,476
BIZ	472,433	520,274	47,841
TOTALS	30,453,106	30,263,649	189,457

Technical Note: There is sometimes a discrepancy between the total number of names in the zone files (above) and the total number of names reported in the registrar market share section. The reason for this difference is that the registrar totals require about a week of compilation time, and during that time additional names are added or deleted. While zone file statistics are a one-time snapshot on the day quoted, registrar totals are more a moving target, and thus the gap in the two sets of figures. Slow Whois server response time can also lengthen compilation time, making the gap more acute than normal.

Monthly Report

Anatomy of an ICANN Constituency's Consideration of a New Registry Service

by Cameron Powell

Some readers, probably the usual disgruntled minority of the well-informed, may understand this curious animal that is "the ICANN community," and the symbiotic organisms that are its constituencies. For those who do not, and are no longer content to be grunted, we can only hope to enlighten more than to further confuse. To illustrate how the ICANN consensus development process works, we'll take as an example ICANN's consideration of a matter that is not the longest-running matter it's ever considered (that award might go to the requirement to escrow whois data, or perhaps to the transfer AUTO ACK issue), but is certainly one of the most entertaining. Because that matter is VeriSign Global Registry Services' proposed new registry service known as the Wait Listing Service (WLS), it also happens to be a matter we have followed very closely and know something about.

In order to get a sense of how ICANN as a whole considers and debates matters of policy and of whether registries may allow new services, we've chosen to examine the consideration of the WLS by one portion of ICANN's structure, the Registrars Constituency (part of the DNSO, or Domain Name Supporting Organization), not because it has greater power than other constituencies, but because its debates are both uniquely transparent and livelier than your grandfather's distillery.

The balancing act ICANN must perform in reviewing new registry service offerings is little appreciated by most observers. While many people hold it as a matter of faith that VeriSign is a monopoly (a significantly more complex argument than most realize), few recognize the careful line ICANN walks in interacting with all the registries: many argue that ICANN, too, must avoid antitrust liability, whether in the way it sets prices or how it influences the manner in which registries run their businesses.¹ The means by which ICANN deals with registries are largely reliant on the sophistication of ICANN's own small staff, because the rules that govern ICANN's handling of new registry services are not (and were purposely never intended to be) models of clarity.

"Registry services" are defined in section 9 of the ".com Registry Agreement" of May 25, 2001²:

"Registry Services" means services provided as an integral part of the Registry TLD, including all subdomains . . . and such other services required by ICANN through the establishment of Consensus Policies as set forth in Definition 1 of this Agreement.

¹ See, for example, A. Michael Froomkin & Mark A. Lemley, "ICANN and Antitrust," www.icannwatch.org (Draft).

² See <http://www.icann.org/tlds/agreements/verisign/registry-agmt-com-25may01.htm>

When is a service an “integral part” of a registry TLD? As is typical of legal agreements, which are often ambiguously worded precisely in order to allow adjustment to new circumstances, the Registry Agreement doesn’t say. Section 22(A) does, however, set forth the standard for permitting (and pricing) new registry service offerings:

22. Price for Registry Services.

A. The price(s) to ICANN-accredited registrars for entering *initial and renewal domain name registrations into the Registry Database* and for transferring a domain name registration from one ICANN-accredited registrar to another will be as set forth in Section 5 of the Registry-Registrar Agreement (attached as Appendix F). These prices shall be increased through an amendment to this Agreement as approved by ICANN and Registry operator, such approval not to be unreasonably withheld, to reflect reasonably demonstrated increases in the net costs of providing Registry Services arising from (i) new or revised ICANN specifications or policies adopted after the Effective Date, or (ii) legislation specifically applicable to the provision of Registry Services adopted after the Effective Date, to ensure that Registry Operator recovers such costs and a reasonable profit thereon; provided that such increases exceed any reductions in costs arising from (i) or (ii) above.

(Emphasis added).

Already things get confusing. The idea of a wait listing service was obviously not anticipated by the above provision, which narrowly purports to govern only to the price for “initial and renewal domain name registrations” and only where such registrations are being “entered . . . into the Registry Database.” Under the WLS, the price for entering a domain name into the “Registry Database” remains the same \$6 wholesale to registrars; what is completely new is the ability of VeriSign and the registrars to charge an additional amount for a waiting service, including the increased certainty and convenience of having the first right of refusal on a particular domain name. Does the WLS fall under section 22’s language? We express no opinion on the legal interpretation of this provision.

Section 22(B), regarding price revisions by the registry operator, does little to clear up the confusion: it purports to govern only “revisions” of prices already “charged to registrars under the Registry-Registrar Agreement” (RRA). But of course no registrar is being charged anything for the WLS or a similar service under the RRA, nor, of course, could there be any “revision” to a price that’s not being charged. So does 22(B) apply?

B. Registry Operator may, at its option and with thirty days written notice to ICANN and to all ICANN-accredited registrars, *revise the prices charged to registrars under the Registry-Registrar Agreement*, provided that (i) the same price shall be charged for services charged to all ICANN-accredited registrars (provided that volume adjustments may be made if the same opportunities to qualify for those adjustments is available to all ICANN-accredited registrars) and (ii) the prices shall not exceed those set forth in Appendix G.

(Emphasis added).

In any event, the scuttlebutt in the industry does seem to indicate agreement that *if* the above sections were to apply to the WLS, then the relevant standard (in 22(A)) for approval of the WLS would be a typically subjective legal one that provides little guidance to laypersons unfamiliar with the case law:

These prices shall be increased through an amendment to this Agreement as approved by ICANN and Registry operator, *such approval not to be unreasonably withheld.*

There aren't many things that are clear about all this. It is clear, however, that the decision to offer a registry service is up to the registry and ICANN. It is noteworthy that neither of them is required under the relevant agreements to seek or get consensus from any of ICANN's constituencies, though VeriSign Global Registry Services did quite reasonably ask for comment on the WLS from its customers, the registrars. Perhaps not surprisingly, some have confused the resulting interactive dialogue between supplier and customer as in some way being an ICANN process requirement.

Indeed, with VeriSign and other registry operators intending to bring out more services with the goal of maintaining a vibrant economy in the industry, there is great interest from the suppliers (registries), resellers (registrars), ICANN, and many other affected constituents in seeing how the community's processes will ultimately define themselves. What you're witnessing is a jet engine being built in flight, for the introduction of a new registry service – other than an all-new gTLD – has never actually occurred before.

So. What is ICANN, for now?

ICANN, Comprised Of . . .

According to www.icann.org, "The Internet Corporation for Assigned Names and Numbers (ICANN) is the non-profit corporation that was formed to assume responsibility for the IP address space allocation, protocol parameter assignment, domain name system management, and root server system management functions previously performed under U.S. Government contract by IANA and other entities."³

³ <http://www.icann.org/general/abouticann.htm>. All citations from www.icann.org are quoted with permission of ICANN, and are © 2001-2 ICANN.

As ICANN's organizational chart (editor's note: at publication time, we are one day into ICANN President Stuart Lynn's proposal to revamp the organization's structure⁴; things will get, as they say, curiouser and curiouser) illustrates on page 35, contains a Board of Directors comprised of 19 members, including nine At-Large Directors and nine selected by ICANN's three Supporting Organizations. Five of the current At-Large Directors were elected by Internet users worldwide. Beneath the Board of Directors there are the three Supporting Organizations.⁵

Three Supporting Organizations, Comprised Of . . .

As ICANN's own website explains it:

The ICANN Bylaws provide for three Supporting Organizations (SOs) to assist, review and develop recommendations on Internet policy and structure within three specialized areas. (See [Bylaws, Article VI](#).) The SOs help to promote the development of Internet policy and encourage diverse and international participation in the technical management of the Internet. Each SO names three Directors to the ICANN Board.

The three SOs are:

⁴ See <http://www.icann.org/general/lynn-reform-proposal-24feb02.htm>

⁵ There are also a number of committees represented:

Advisory Committees

- [At Large Membership Study Committee](#)
- [Governmental Advisory Committee](#)
- [DNS Root Server System Advisory Committee](#)

Committees of the Board of Directors

- [Audit Committee](#)
- [Committee on Conflicts of Interest](#)
- [Committee on Reconsideration](#)
- [Executive Committee](#)
- [Executive Search Committee](#)
- [Finance Committee](#)
- [Meetings Committee](#)

Other Committees and Task Forces

- [Independent Review Panel Nominating Committee](#)
- [Internationalized Domain Names \(IDN\) Committee](#)
- [New TLD Evaluation Process Planning Task Force](#)

See <http://www.icann.org/committees/>

1. The [Address Supporting Organization](#) (ASO) is concerned with the system of IP addresses, such as 128.9.128.127, that uniquely identify the Internet's networked computers.
2. The [Domain Name Supporting Organization](#) (DNSO) is concerned with the domain name system (DNS), the system of names commonly used to identify Internet locations and resources. The DNS translates heirarchically-structured, easy-to-remember names (like www.icann.org) into IP addresses that have been assigned to specific computers.
3. The [Protocol Supporting Organization](#) (PSO) is concerned with the assignment of unique parameters for Internet protocols, the technical standards that let computers exchange information and manage communications over the Internet.

See <http://www.icann.org/general/support-orgs.htm>. Because the Registrars Constituency is a part of the Domain Name Supporting Organization (DNSO), one of three Supporting Organizations with a voice in ICANN, we will focus on the DNSO.

The DNSO, Comprised Of . . .

Even in the DNSO, there are numerous voices ICANN considers in making its policies. They are:

- The Business Constituency
- The Non-Commercial Constituency
- ccTLD Registries Constituency
- gTLD Registries Constituency
- ISPs Constituency
- Registrars Constituency
- Intellectual Property Constituency

In the case of the discussion of the WLS, each of these constituencies has had an opportunity to offer its point of view. The views of the registrars as a whole, and the subset of RC members in particular, are not yet formulated. Once they are, ICANN will consider each particular point of view, the number and size of registrars adhering to it, and the validity of the rationales and arguments underlying each point of view.

The Registrars, Comprised Of . . .

There are over 160 ICANN-accredited registrars, of which about 100 are operational. There are over 50 registrar members of the Registrars Constituency (RC). In other words, while the registrars do not speak as one body, the subset of members in the RC does meet more regularly and typically speaks with a more (or less) unified voice. There are no ICANN by-laws that would appear to indicate that the other 110 registrars who are not members of the RC have a lesser capability to influence or contribute to the industry's debates. Ultimately, the difference between RC registrars and independent registrars is that the former pay \$750 for membership and are able to vote on matters put to the RC for voting. It is not clear what motivates the independents to remain independent and not, as one wit put it, to pay "the RC's poll tax."

In spite of the often conflicting commercial or political objectives of its members, the RC's goal is to reach "consensus" on key issues before the group. Any consensus reached by the group is then offered as opinion to the rest of the DNSO, or to ICANN itself, or to VeriSign. There is no

requirement that the DNSO, ICANN, or VeriSign do anything with the opinions expressed, though the RC's opinions are often sought because they are a rich source of knowledge about the industry, the technology, and the customers.

What are registrars as a group? Do they constitute a trade association? Is a formal group of competitors like the Registrars Constituency subject to laws that might be of less concern to individual companies? In moving toward its consideration of the WLS, the RC recently got some answers.

Laws Against Trusts of Buyers or Sellers

The recent meeting of the Registrars Constituency on February 15-16, 2002, which had as an agenda item VeriSign Registry's Wait Listing Service initiative, got off to a rousing early morning start with, of all things, a stimulating discussion of antitrust liability. Perhaps ironically in the minds of some participants, the discussion centered not around the centralized databases run by VeriSign, NeuStar, Afiliat, or Global Name Registry, among other gTLD registries and over 200 operational ccTLD registries. Rather, the primer, conducted by antitrust attorney Veronica Kane, of the Washington law firm of Wilmer, Cutler & Pickering, addressed the potential *monopsony* (or cartel of buyers) that was the registrars themselves.

Price discussions among registrars since the Montevideo meeting in September 2001 had been a major impetus for the antitrust primer. In the months since September, attorneys in the industry had become increasingly concerned over announcements by registrars, in front of fellow registrars, regarding the prices they would charge for the Wait Listing Service, or even urging boycotts.

Hence Ms. Kane's invigorating discussion about jail time at the Grey Bar Motel, liability for treble (triple) damages, and even payment of a plaintiff's attorneys' fees and costs, which in antitrust litigation can run into many millions of dollars by themselves.

Being or becoming a monopoly was not illegal, Ms. Kane explained; what was illegal was "dirty conduct" in either becoming a monopoly or in maintaining a monopoly. For example, dirty conduct was a monopoly engaging in action that would not make sense aside from the negative effect on competition. So forcing customers to choose the monopoly or nothing at all, or insisting on exclusivity with a customer, was dirty conduct. A monopoly selling goods more cheaply through its own retailer was not engaging in dirty conduct, because other retailers could always adjust their own "quality-adjusted" price by improving their terms of service. But how else but through concerted action were buyers to deal with an entity, like VeriSign, that was (or was believed to be) the exclusive provider of a service? Can competitor-buyers not discuss their views publicly and pressure an alleged monopoly to change its pricing? Well, no, according to Ms. Kane.

She then outlined what seemed to some present to be the definition of being between a rock and a hard place: it would be illegal, she said, for buyers to respond to even an actual or perceived vendor-monopoly by discussing "anything that touches on price," on terms of service, or on agreeing not to deal with each other or a vendor who needs to deal with the buyers. "Trying to drive vendors' price down is illegal because it would create a monopsony" under both U.S. and European antitrust laws, Ms. Kane explained. (Ms. Kane conceded a lack of familiarity with the laws of other jurisdictions, but made clear that registrars who conducted business in the U.S. and Europe were subject to the laws of both.)

In any meeting of trade associations (“walking conspiracies,” lawyers call them), Ms. Kane explained, each participant such as Nike or Adidas (if an athletic apparel trade association) showed up with an anti-trust lawyer in tow. There are actually lawyers who can be rented out to show up at trade association meetings in order to sit, listen, and keep the participants away from collusive behavior and out of legal *extremis*. The lawyers’ jobs in such cases is to make sure the word “price” is never mentioned in the presence of competitors. And if the word “price” (or code words for price involving terms of service or timing of product launches) *is* mentioned, Ms. Kane said, the legal advice all such executives received was to stand up, “turn over a pitcher of water on the table,” and leave the room.

On Representation: The View on WLS of the Drafting Committee of the Registrars Constituency

As the discussion then made a segue to consideration of the RC’s views on the Wait Listing Service, observers were treated to a stark illustration of the complexities of *representation*. The RC had previously submitted a document to VeriSign that claimed registrars representing 90% of all domain registrations opposed the WLS. Can the RC speak for all registrars? Can a committee of RC members speak even for the entire RC? Let’s watch.

In starting the discussion on the WLS, RC CTO Rick Wesson asked the assembled registrars to raise their hands if they would be “negatively affected” by the WLS. Three raised their hands.

“Not many registrars are going to be affected,” Mr. Wesson concluded, if perhaps too sweepingly. “What I’ve seen in the hallways is that a number of organizations are seriously interested in offering this product.”

VeriSign Registrar’s representative, Bruce Beckwith, then went on record as objecting to the recent statement of position on the WLS, by some portion of the Registrars Constituency, on grounds that (1) his registrar, among others, was not consulted on whether he agreed with the statement, which had been drafted by four members of the RC, and there were “several issues in the [RC] letter that were not addressed accurately,” (2) the drafting committee had failed to answer VGRS’ questions, asked of each constituency submitting comments, regarding whether the constituency had made an attempt to, in Mr. Beckwith’s words, “consult the body” of the other members, including those less informed, and (3) if he had been consulted, he would, among other things, have objected to the inclusion in that document of a concerted objection by the registrars (or at least the four members of the drafting committee) regarding the proposed WLS price.

Referring to the earlier show of hands by three registrar representatives, Mr. Beckwith added that he was troubled that someone in the RC had submitted a document that expressed so many seemingly strenuous objections to the WLS whereas “only three in this room” appeared to be strongly against other registrars being able to offer the WLS, at least insofar as the three actually believed they would be negatively affected. Mr. Beckwith suggested that any future statement drawn up by a drafting subcommittee of the RC not purport to be agreed to by registrars who had not actually agreed to it. “Certainly the votes have changed over time,” Mr. Wesson replied, and he agreed with Mr. Beckwith’s suggestion about how to handle the next RC submission.

WLS Discussion

Nearly forty registrars were allowed to present their views on the WLS during the session that followed the antitrust discussion.⁶ Well over a dozen registrars were joining the complex discussion of the WLS (which had begun in late summer of 2001) for the first time, though only four would later abstain from a later “straw poll” that asked whether they supported or opposed the WLS “based on current knowledge.”

Unfortunately, VeriSign Registry’s responses to the public’s questions had been sent late the day before, while most registrars were still in transit to the conference. (See “VeriSign GRS Responses to Domain Name Wait Listing Service Questions,” http://verisign-grs.com/wls_responses.pdf). Not surprisingly, very few of the registrars present at the early morning WLS meeting had had an opportunity to clarify their then-current understandings and, at times, their misconceptions about the WLS. Unavoidably, many of the same questions or concerns that had been answered in previous discussions were raised again. Perhaps most remarkable, for anyone who had ever read the postings the registrars put on their listservs, was the tenor of the discussion; it was remarkably cordial and upbeat.

The comments by those present may be roughly summarized as falling into several categories. MelbourneIT, Neteka (Canada), NameScout, BulkRegister, NameBay (Monaco), and VeriSign Registrar, among others, expressed the desire to come to a conclusion on the WLS expeditiously and to be allowed to offer a new revenue-generating service to their customers as quickly as possible.

Representatives from NetNames (U.S./U.K.) and MarkMonitor (U.S.) expressed a concern that trademark owners might feel forced to order WLS wait-listing subscriptions on domain names they already hold, in order to prevent the names from falling into the hands of speculators if the names should inadvertently be allowed to expire. Tom Turcan of Virtual Internet (U.K.) expressed a seemingly related concern that the WLS might be difficult to explain to his intellectual property-owning customers who relied on his registrar to effect renewals, and might view the WLS as an unnecessary “insurance policy” on their own names. (Note: VGRS had addressed this on pages 5 and 14 of the “VeriSign GRS Responses” document).

A handful of registrars indicated they opposed or had concerns about the WLS based on the proposed wholesale price.

A number of registrar representatives, including those from Joker and Registration Technologies (U.S.), appeared to object to the registry, as an alleged monopoly, offering a service that would compete with what Registration Technologies’ Jim Archer called today’s “thriving market segment” of about a dozen registrars who take orders from several dozen professional domain buyers for fast access to deleting names. BulkRegister also expressed reservations based on antitrust concerns, though VP of Marketing Tom D’Allewa, representing the company, stated he was in the end supportive of the new registry offering.

Bob Connelly of PSI Japan, John Kane of Corporate Domains (U.S.), and Nezih Erkman of 000Domains (U.S.), abstained or deferred discussion based on lack of knowledge or indecision.

⁶ As always, SnapNames reminds *State of the Domain* readers that it publicly supports and has economic interests in VGRS’ Waiting List Service.

A few registrar representatives made unique points. Tucows' Ross Wm. Rader stated that Tucows views' (against the WLS) were well-known, and that he was most concerned with the process the proposal had gone through. Mr. Rader claimed that other alternatives weren't fairly considered because they had not "come from the single source supplier," apparently a reference to VeriSign Registry. (Note: in point of fact, several proposals were all considered by VeriSign in the fall of 2001, only after which VeriSign chose the WLS model for its primary proposal, while expressing interest in some elements of some of the other proposals for possible future implementation).

Joker's Siegfried Langenbach (Germany) was of the belief that "the new service does not require a monopoly" for its operation, though he did not elaborate, and added that there was "no reason for increasing the monopoly". David Wascher of Info Avenue Registry (U.S.) complained that the WLS still had not solved the registry's technical problems caused by the very high load of queries on the registry by registrars trying to acquire names immediately upon their deletion. (Note "VeriSign GRS Responses" (pages 6-7) had stated that VGRS had "solved the load problem.") Mr. Wascher also urged a stricter policy requiring registrars to delete all names by no later than 45 days after their expiration.

U.S.-based eNom's Paul Stahura stated that all registrars "have equal access to the registry to get these deleting names," and complained that the WLS would ruin that equal access. He did not specify how. Gandi's representative claimed the WLS would provide "no benefit to the customer," though there was no indication of the methodology by which Gandi had polled its customers.

The Role of the Registrars Constituency

MelbourneIT's Bruce Tonkin, sitting at the head table occupied by the RC's Executive Committee, made some closing remarks to point out what the RC was and was not called upon to do when a registry wanted to offer a new service. Absent better notes from the meeting, *State of the Domain* quotes from a more recent email posting by Mr. Tonkin to the registrars that well expresses the points he made:

I do not believe that it is the role of the registrars constituency to collectively approve or disapprove of the service. It is the role of registrars constituency to collect feedback and express any concerns with the operation of the service, and request quality improvements that address those concerns.

* * *

We do support the right of a registry operator to be able to introduce a new service, and we encourage registry operators to innovate.

"We [the registrars] are not here to approve the WLS," Mr. Tonkin added at the meeting itself. "But the product may fail if they [VeriSign Registry] don't listen to customers," a.k.a. the registrars.

The Unrepresented

Finally, a group of registrars, including at least one not present at the meeting, DomainSite.com, drafted for the meeting a detailed letter of their own position, which *State of the Domain* obtained permission to quote in significant part:

[A] change is necessary to restore a level playing field for all end-users, and to bring fair, equitable and practical access to all potential registrants. In this context, we offer our *conditional* support for the modified WLS proposal (as published on January 29, 2002), on a proof-of-concept, *one-year trial basis* intended to provide all concerned more information on its viability as a long-term solution. We do this for the following reasons, among others:

- The WLS price is based on a price that customers in the market have shown they will pay – not for name registration itself, but for a service that provides the convenience and peace of mind of allowing customers to be first in line to register any of the one million names that do delete each month. Because it is a value-added service, it does not raise the price of a registration itself, which remains \$6+. Moreover, we feel that no price is realistically capable of making all parties in a retail industry happy, and therefore price is insufficient basis on which to oppose a trial solution to today’s unfair customer experience.
 - Nevertheless, for market comparables, we recognize that speculators today pay \$40 to \$80 per deleting name, and that SnapNames has had significant success at \$69. A wait-listing service that would cost customers over \$35 and that would be followed by the standard registration fees of the registrars at the end of the paid-up waiting period does not appear patently unreasonable on a trial basis.
 - We also have concerns that if we as buyers of a service use price as the basis for objection to a vendor’s service, in front of our fellow competitors, even if we are not naming a specific alternative price, doing so could raise serious antitrust concerns.
- While we do not generally favor even such limited centralizations of service offerings, the unfair, confusing, and exclusionary experiences of mainstream and IP customers today (who, even if they had access to registrars’ batch-processing pools, will eventually witness success rates of 100% divided by 96 registrars as their end-game, once all registrars become involved) is strong grounds for the involvement of the central architecture of VGRS on a trial basis.
- The WLS does not preclude other business models, such as auctions, brokerage of sales, or registrars competing (even if solely on behalf of speculators) for names customers do not choose to wait-list. All of these models may thrive and even replace WLS subscriptions as the means by which domain names change hands.
 - The competing proposal of holding auctions on deleting names has been considered for several months and is still capable of implementation despite the WLS.
- VGRS represents that it has solved the registry load problem.

- Trademark owners will have no greater reason to order WLS subscriptions on their own name as compared to today, where, if a trademark owner loses a name to inadvertent expiration, the trademark owner already has no chance to beat registrars serving speculators in the batch-processing pool. Whether before or after WLS, the risk and inconvenience of failing to renew are the same: a dispute with the speculator who got the name upon its deletion. We do recommend delete policies to address the general problem, but there is no new effect created by WLS itself.

At the close of the session, Mr. Wesson conducted a straw poll in which, because registrars were not asked to vote by name, it was difficult to trace who had voted for what. Indeed, MelbourneIT's Bruce Tonkin would later state, "I don't think the right question was asked to make a formal vote meaningful on the WLS topic." It was possible, however, to determine that a majority of registrars present at that time still did not support the WLS "based on current information," a handful chose to abstain for the same reason, and registrars representing a majority of customers supported the WLS "based on current knowledge."

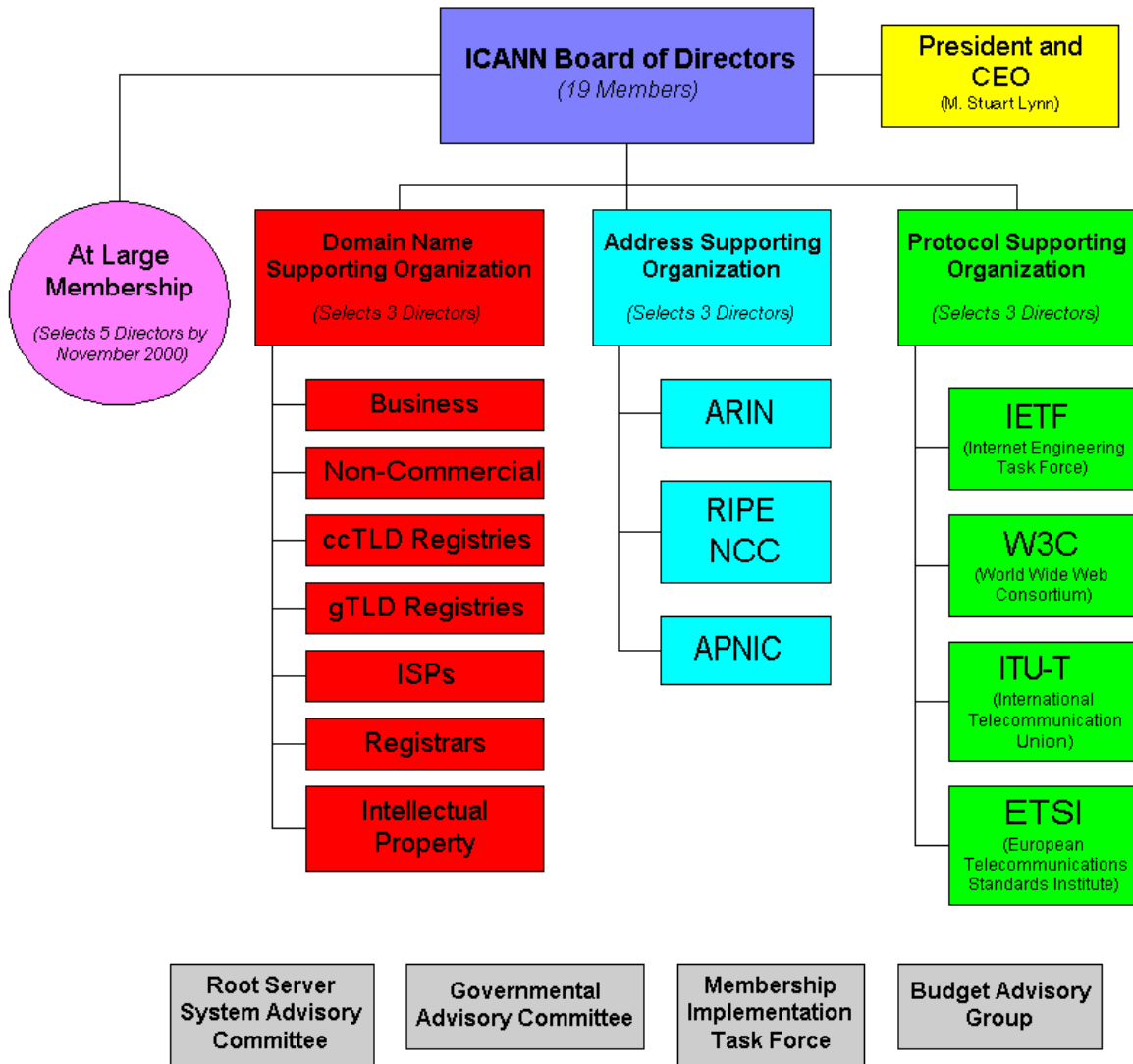
As the vote did not include a letter supporting the WLS from five absent registrars, and opinions on the WLS became surprisingly fluid over the course of the next day and a half of the meetings (several have already announced they will be changing their vote to one in support of the WLS), we expect further volatility in RC opinions on the WLS.

As of this date of publication, with almost two weeks remaining in the registrars' comment period, nearly two dozen registrars (including three of the top five) representing over 60% market share of names under registration, have come out publicly in favor of the WLS one-year trial.

Of course, the Registrars Constituency represents but a portion of all registrars, and but one of many constituencies that will be considered by ICANN and VeriSign in arriving at a decision on the WLS (as noted above, though there is no requirement that a "consensus" be reached before ICANN and VeriSign may proceed, both entities have expressed considerable interest in receiving substantive feedback on the WLS proposal in order to improve it for any eventual offering). Other DNSO constituencies, such as the Business and IP Constituencies, have not formally or at least publicly tendered a position on the WLS, but some interested parties are known to have communicated their views to ICANN or VGRS privately.

VeriSign is expected to announce how it will proceed with the WLS on or about March 8, 2002.

ICANN Organizational Chart



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Methodologies and Statistical Accuracy

SnapNames' domain name industry data is generated using domain names listed in the .com, .net, and .org zone files. Only *active* domain names appear in the zone file, although a domain name does not have to be attached to a web site to be considered active. It is possible that a registrar could have domain names that are on hold, or domain names that do not have name servers listed, thus causing our report-generating process not to "credit" the Registrar with such domain names. Overall industry reports are run monthly from zone files produced on the first day of each month. Because some domain names may be transferred, expire, or expire and be re-registered by another registrar while the report is being produced, it is possible for those names not to be included in the report.

Daily reports are the result of the difference between two zone files monitored 24 hours apart. A domain name appears on or disappears from a zone file if:

- It was just registered and is being placed into the zone file.
- Its status is being changed from Registrar or Registry "hold" to "Active".
- It is being placed on hold in the normal process of expiration.
- It is being placed on hold because of a dispute.
- Its name servers are being permanently dissociated from the domain.
- Name server changes are made during the cycle when the zone file is generated.

Oftentimes, registrars will report larger numbers of current registrations and larger percentages of market share than the numbers shown in this report. This is because many registrars were resellers for Network Solutions or some other ICANN-accredited registrar prior to themselves becoming ICANN-accredited. In order to avoid double-counting, in the compilations you'll find in this report each registration is to the actual registrar of record in the zone file, regardless of the reseller that technically sold the name and manages the customer.

The above information is accurate to the best of SnapNames' knowledge and within reasonable margins of error. SnapNames is not liable for any reliance on this information. Persons with corrections or other comments are encouraged to bring them to SnapNames' attention. Please forward comments to publisher@snapnames.com.



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