

Technology, Media & Telecommunications (TMT) Database

Appendix

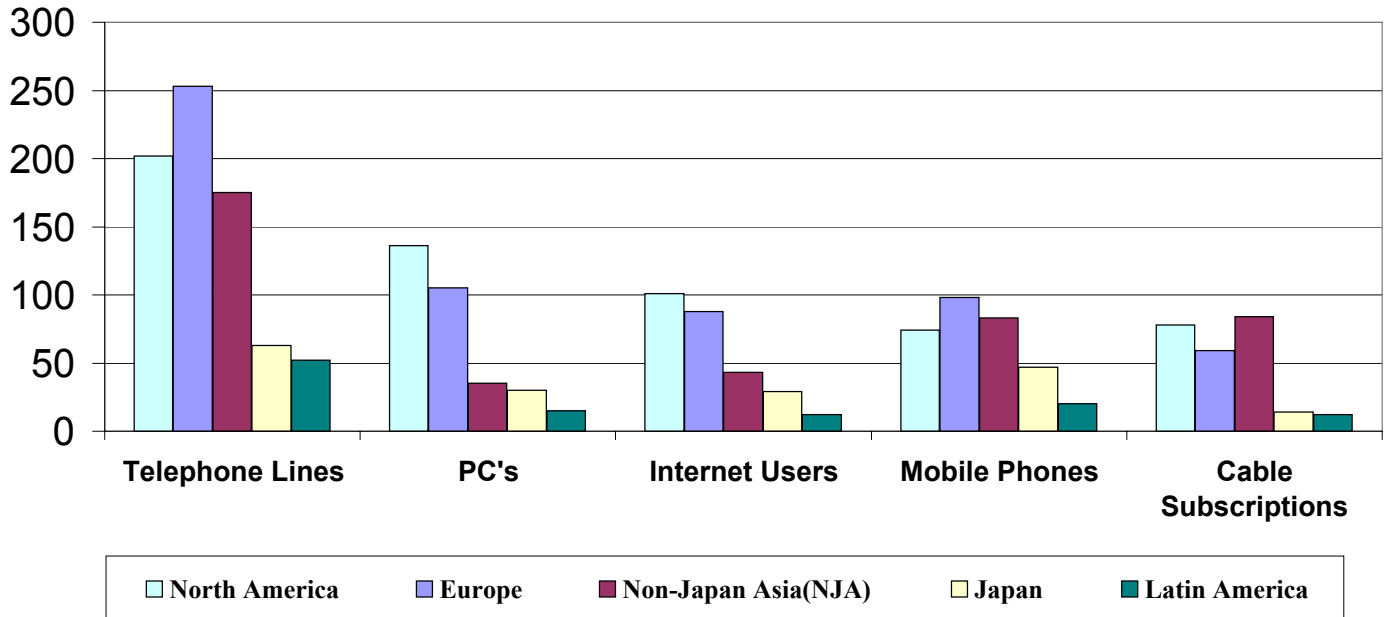
Overview of the Global TMT Markets - Sorted Regionally by Population

Country	Population (MM)	Households (MM)	Land Mass (1000's sq. km)	GNP per Capita (US\$)	Telephone Lines (1000's)	Telephone Line Penetration	PCs (1000's)	PC Penetration	Mobile Subscribers (1000's)	Mobile Phone Penetration	Cable Subscriptions (1000's)	Cable Penetration	Internet Users (1000's)	Internet User Penetration	Credit/Debit Cards (1000's)	Credit/Debit Card Penetration
N. America																
USA	276	101	9,159	29,240	182,456	66%	126,684	46%	69,000	25%	70,000	69%	91,000	33%	737,000	267%
Canada	31	12	9,221	19,170	19,654	63%	9,900	32%	5,456	18%	8,178	68%	9,700	31%	69,000	223%
Total	307	113	18,380	24,205	202,090	66%	136,584	44%	74,456	24%	78,178	69%	100,700	33%	806,000	263%
Weighted Average																
Lat. America																
Brazil	173	40	8,457	4,630	20,000	12%	5,190	3%	7,800	5%	2,700	7%	6,100	4%	86,000	50%
Mexico	100	21	1,909	3,840	10,000	10%	4,100	3%	3,500	4%	1,570	9%	2,800	3%	13,200	13%
Colombia	41	9	1,039	2,470	7,100	17%	1,700	3%	2,000	5%	690	9%	500	1%	9,800	24%
Argentina	37	13	2,737	8,030	7,000	19%	1,600	4%	2,800	8%	5,900	59%	1,200	3%	17,200	46%
Peru	25	5	1,280	2,440	2,700	7%	450	2%	750	3%	353	12%	300	1%	3,200	13%
Venezuela	23	4	882	3,530	2,000	12%	989	4%	2,001	9%	600	13%	300	1%	6,200	27%
Chile	15	3	749	4,990	3,000	20%	720	5%	975	7%	672	17%	600	4%	3,600	24%
Total	414	96	17,053	4,276	51,500	13%	14,749	4%	19,826	5%	12,485	13%	11,800	3%	139,200	34%
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Russia	146	52	16,889	2,260	28,762	20%	5,986	4%	735	1%	11,461	19%	1,000	1%	2,800	2%
Germany	83	36	349	26,570	47,061	57%	25,315	31%	14,110	17%	17,804	53%	18,900	23%	88,000	106%
UK	60	22	242	21,410	33,620	56%	15,780	26%	15,120	25%	3,060	13%	18,800	31%	83,000	138%
France	59	24	550	20,210	33,630	57%	10,034	21%	11,092	19%	1,623	7%	10,700	18%	34,000	58%
Italy	58	23	294	20,090	26,158	45%	10,927	17%	20,590	36%	162	1%	6,600	11%	28,000	48%
South Africa	41	9	1,221	3,310	4,715	12%	1,927	5%	2,296	6%	460	4%	600	1%	22,000	54%
Spain	39	15	499	14,100	16,000	40%	5,600	14%	6,900	17%	460	4%	5,400	14%	38,000	95%
Poland	30	12	304	3,910	8,892	23%	1,716	4%	3,408	0%	3,249	27%	500	1%	3,900	10%
Netherlands	16	7	34	24,780	9,000	59%	5,088	32%	3,408	21%	6,053	86%	5,100	32%	21,000	131%
Belgium	10	4	33	25,380	5,000	50%	2,860	29%	1,730	17%	3,673	92%	2,200	22%	8,600	86%
Czech Republic	10	3	92	5,150	3,640	36%	970	10%	940	9%	771	19%	500	5%	1,800	18%
Hungary	10	4	77	4,510	3,360	34%	590	6%	1,050	11%	1,465	38%	400	4%	2,900	29%
Pontal	10	4	92	10,670	4,130	41%	810	8%	2,200	22%	1,465	38%	400	4%	2,900	29%
Sweden	9	4	412	25,380	7,000	78%	3,300	37%	4,176	46%	1,993	48%	4,600	51%	4,500	50%
Austria	8	3	83	26,830	3,928	49%	1,864	3%	1,993	48%	1,113	37%	1,700	21%	5,900	74%
Switzerland	7	3	40	39,980	5,000	68%	2,954	42%	1,645	23%	2,469	82%	2,000	29%	5,900	84%
Israel	6	2	21	16,180	2,900	48%	1,302	22%	2,154	36%	0	0%	1,100	18%	2,900	48%
Denmark	5	2	42	33,040	3,000	60%	1,885	38%	1,242	60%	1,242	60%	2,600	52%	2,900	58%
Finland	5	2	305	24,280	3,000	60%	1,745	35%	2,860	57%	879	44%	1,900	38%	6,900	138%
Ireland	4	1	212	18,710	1,740	44%	1,900	27%	1,028	26%	684	68%	700	18%	4,400	110%
Norway	4	2	69	34,310	2,640	66%	1,492	37%	1,896	47%	640	32%	2,300	58%	4,700	118%
Total	630	233	21,860	19,298	253,464	40%	105,590	17%	98,006	16%	59,598	24%	88,400	14%	381,700	61%
Weighted Average																
Japan																
Japan	127	42	377	32,350	63,000	50%	30,099	24%	47,000	37%	14,000	29%	29,000	23%	560,000	441%
Non-Asian																
China	1,261	340	9,326	750	87,000	7%	10,000	1%	43,238	2%	61,000	23%	10,000	1%	77,000	6%
India	1,014	195	2,973	440	22,308	2%	2,000	0%	1,584	0.1%	18,400	25%	2,000	0%	4,000	0%
Indonesia	204	48	1,812	640	5,508	3%	1,632	1%	0	0%	0	0%	1,700	1%	6,500	3%
Pakistan	132	21	771	470	2,508	2%	528	0%	132	0%	13	0%	300	0%	—	—
Philippines	75	14	1,280	1,050	2,775	2%	1,125	2%	1,650	2%	615	7%	1,500	2%	3,400	5%
Turkey	63	15	770	3,160	16,002	25%	1,400	2%	3,339	5%	580	4%	1,500	2%	26,500	42%
Thailand	61	13	511	1,050	5,124	8%	1,952	2%	1,952	3%	616	5%	2,100	3%	17,400	29%
South Korea	46	14	99	8,600	19,918	43%	7,000	15%	23,000	50%	1,700	10%	14,000	30%	64,400	140%
Australia	19	7	7,682	20,640	10,000	43%	8,000	29%	6,555	29%	0	0%	7,400	39%	26,000	137%
New Zealand	4	1	268	14,600	1,128	48%	1,128	28%	812	20%	0	0%	1,300	33%	4,900	123%
Singapore	3	1	1	30,170	1,686	56%	1,374	46%	1,038	35%	149	15%	1,100	37%	7,100	237%
Total	2,882	669	25,493	7,415	174,745	6%	35,529	1%	83,300	2%	84,172	20%	42,900	1%	237,200	8%
Weighted Average																
Rest of World (ROW)																
Rest of World (ROW)	1,583	339	50,503	136,519	100,749	9%	100,749	6%	45,717	3%	78,191	21%	31,909	2%	223,812	14%
TOTAL	5,943	1,491	133,666	881,318	423,100	17%	423,100	7%	368,305	41%	326,423	9%	304,709	40%	2,347,912	39%
Growth Rate	14%															
Average Penetration																

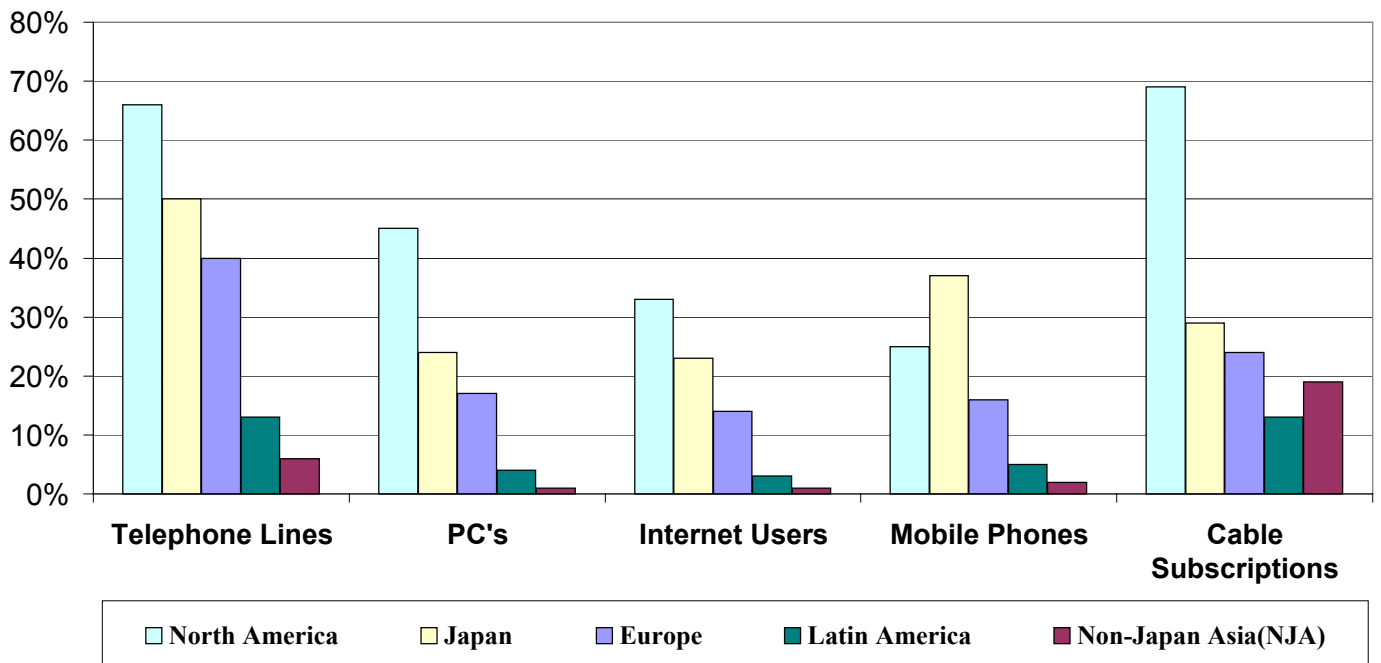
Population figures represent year 2000 data from the US Census Bureau and GNP figures are from the 1999 World Bank's World Development Indicators - GNP per Capita is the adjusted using this data. Telephone lines represent land (business & commercial) lines in use. Sources - World Bank, MSDW estimates. The numbers for Cable Subscriptions represent land (business & commercial) lines in use. Sources - World Bank, MSDW estimates. The numbers for Credit/Debit Cards represent year 1998 data and reflect calendar year 1998 source - World Bank MSDW estimates. Kagan - PC numbers represent the total (business and commercial) PC figures for 1998 (both desktop and laptop sources - World Bank, MSDW estimates. IDC, the Yankee Group, Mobile Phone subscriptions data is for 1998 and is sourced from the World Bank, MSDW estimates. The International Telecommunication Union and IDC - Internet users reflect 2000 estimates representing the number of users accessing the Web (users may share/use multiple devices, users accessing the Web from home and work are counted only once), source - MSDW estimates, IDC, eMarketer, Jupiter Communications. Credit Card figures are from 1998 and include debit cards; source - MSDW estimates, Fulkner & Gray 2000 Global Card Directory, The Nilson Report (DRIMS/Graw Hill). Weighted average penetration does not include ROW figures.

Technology, Media & Telecommunications (TMT) Regional Sorts

Meta-Regional Sort of Categories based on users/units per region

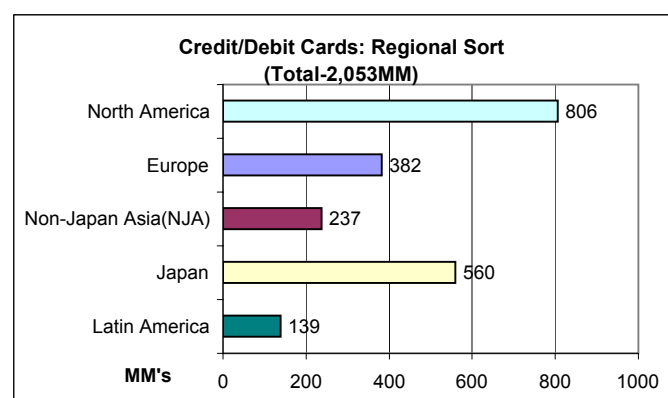
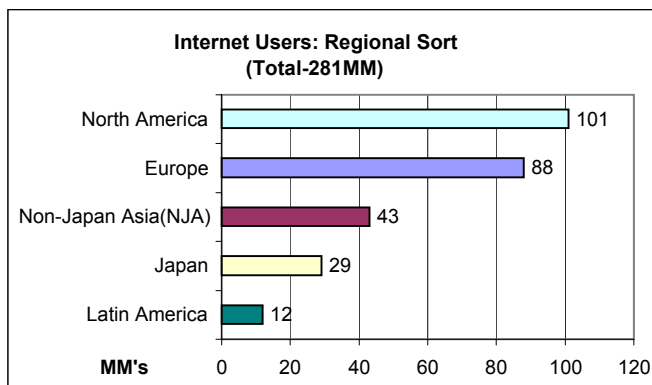
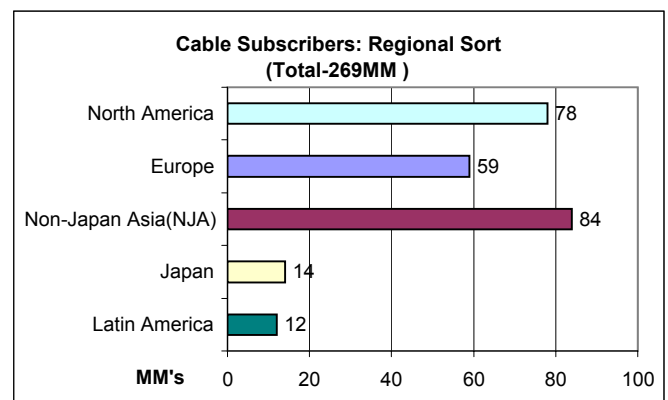
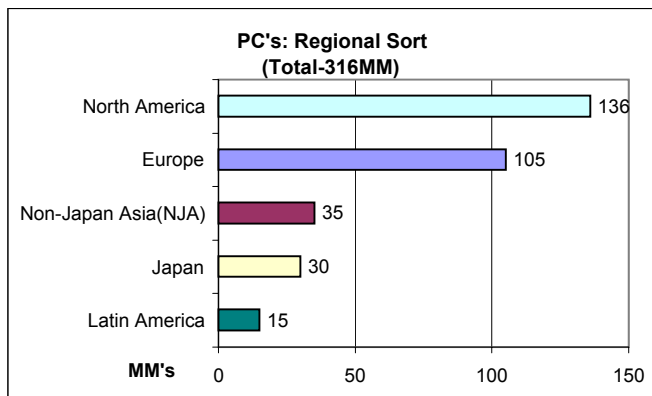
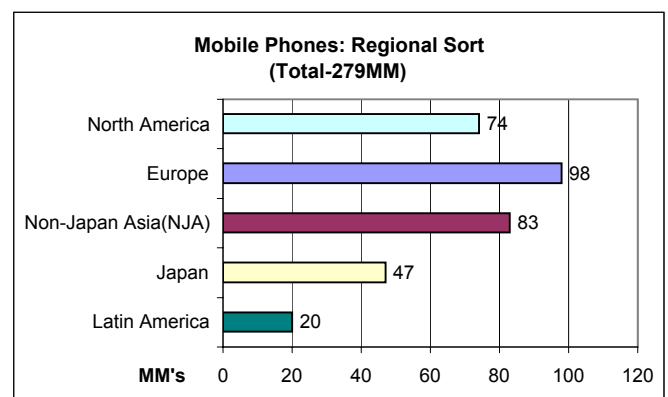
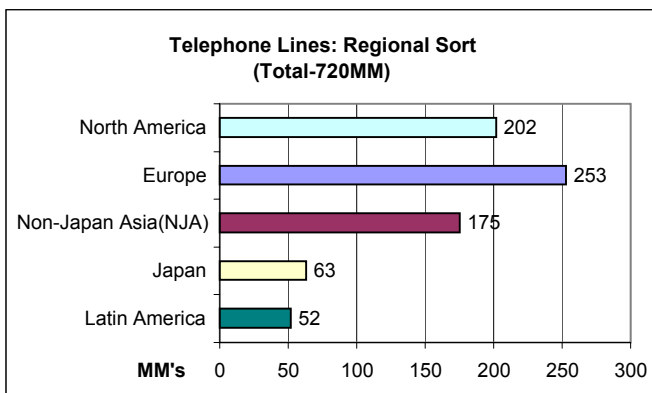
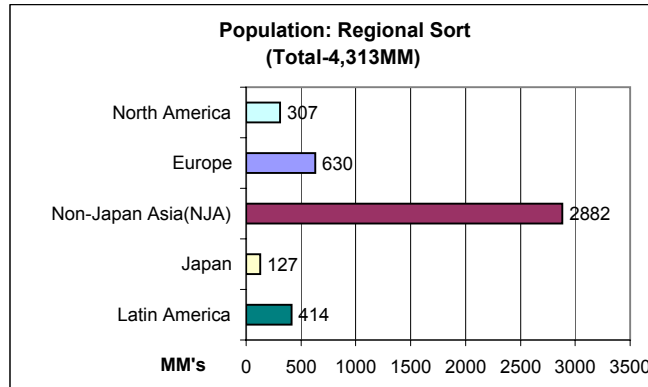


Meta-Regional Sort of Categories based on penetration



Telephone Line, PC, Internet User, & Mobile Phone figures represent business and consumer totals. Unique business and consumer Internet Users *are not* double-counted. Cable Subscription figures equal the total number of business and consumer subscriptions - not subscribers. There are generally multiple subscribers for each subscription.

Technology, Media & Telecommunications (TMT) Regional Sorts

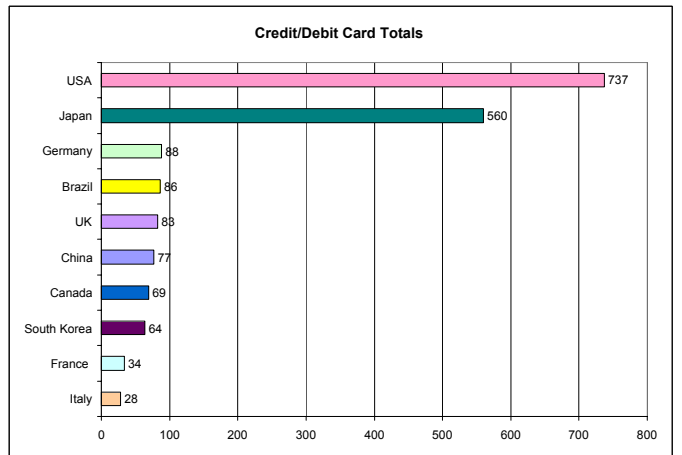
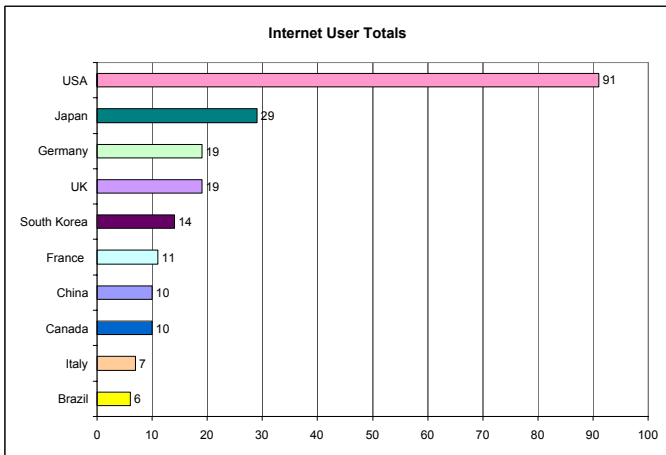
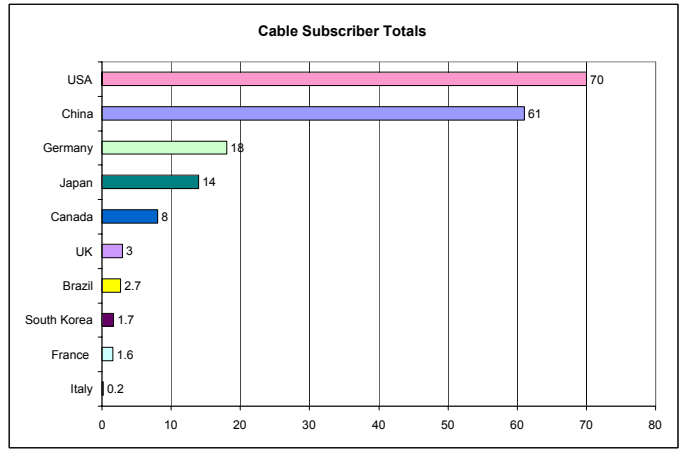
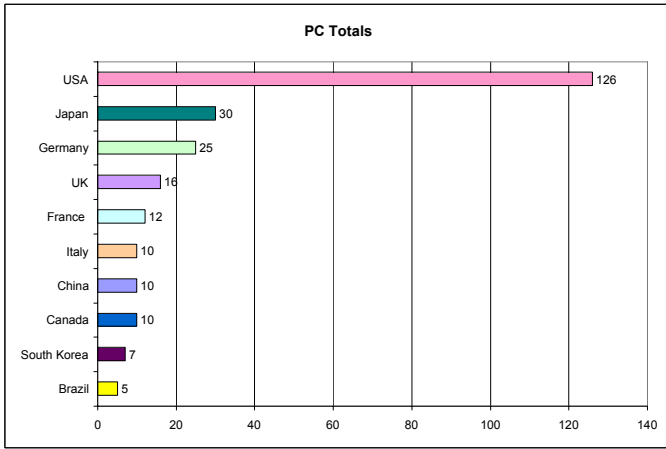
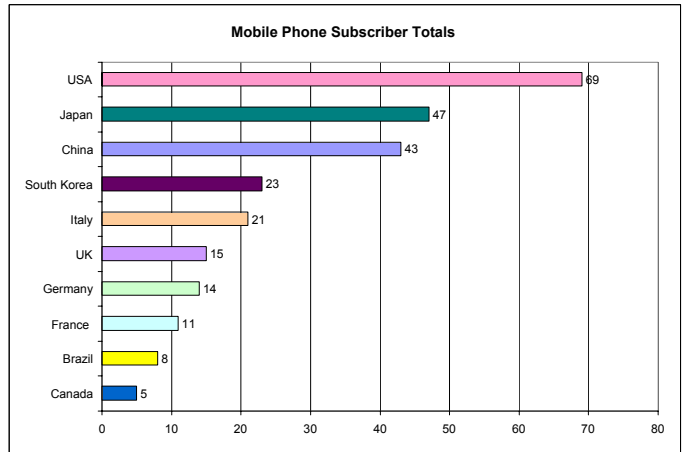
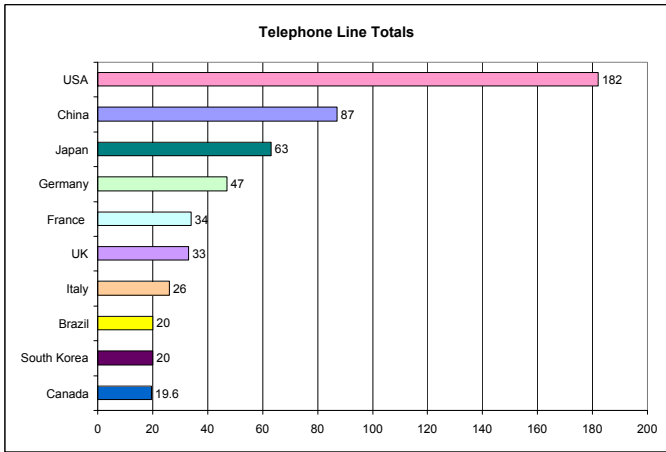


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Technology, Media & Telecommunications (TMT) Penetration Levels (Sorted By Average Penetration)

Country	Tel. Lines	Cable Subs.	PCs	Mobile Phone Subs.	Internet Users	Average Penetration
Sweden	78%	48%	37%	46%	51%	52%
Denmark	60%	60%	38%	36%	52%	49%
Switzerland	67%	82%	42%	23%	29%	49%
Norway	65%	32%	37%	47%	58%	48%
USA	66%	69%	46%	25%	33%	48%
Finland	60%	44%	35%	57%	38%	47%
Netherlands	59%	86%	32%	21%	32%	46%
Canada	63%	68%	32%	18%	32%	43%
Belgium	50%	92%	29%	17%	22%	42%
Singapore	57%	15%	46%	35%	37%	38%
Australia	53%	16%	42%	34%	39%	37%
Ireland	44%	68%	27%	26%	18%	36%
Germany	57%	53%	30%	17%	23%	36%
Japan	50%	29%	24%	37%	23%	32%
Austria	49%	37%	23%	28%	21%	32%
UK	56%	13%	26%	25%	31%	30%
South Korea	43%	10%	15%	50%	30%	30%
New Zealand	48%	0%	28%	20%	33%	26%
Israel	48%	0%	22%	36%	18%	25%
France	57%	7%	21%	19%	18%	24%
Italy	45%	1%	17%	36%	11%	22%
Portugal	41%	20%	8%	22%	8%	20%
Argentina	19%	59%	4%	8%	3%	19%
Hungary	34%	38%	6%	11%	4%	18%
Spain	40%	4%	14%	17%	14%	18%
Czech Republic	36%	19%	10%	9%	5%	16%
Poland	23%	27%	4%	0%	1%	11%
Chile	20%	17%	5%	7%	4%	10%
Russia	20%	19%	4%	1%	1%	9%
Venezuela	12%	15%	4%	9%	1%	8%
Rest of World	9%	21%	6%	3%	2%	8%
Turkey	25%	4%	2%	5%	2%	8%
China	7%	23%	1%	3%	1%	7%
Colombia	17%	9%	3%	5%	1%	7%
Brazil	12%	7%	3%	5%	3%	6%
Mexico	10%	9%	5%	4%	3%	6%
India	2%	25%	0%	0%	0%	5%
Peru	7%	12%	2%	3%	1%	5%
South Africa	12%	0%	3%	6%	1%	4%
Thailand	8%	5%	2%	3%	4%	4%
Philippines	4%	7%	1%	2%	2%	3%
Indonesia	3%	0%	1%	0%	1%	1%
Pakistan	2%	0%	0%	0%	0%	1%

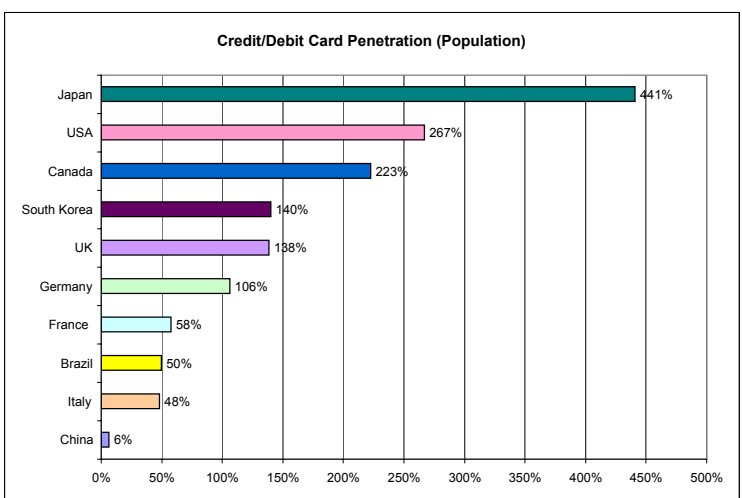
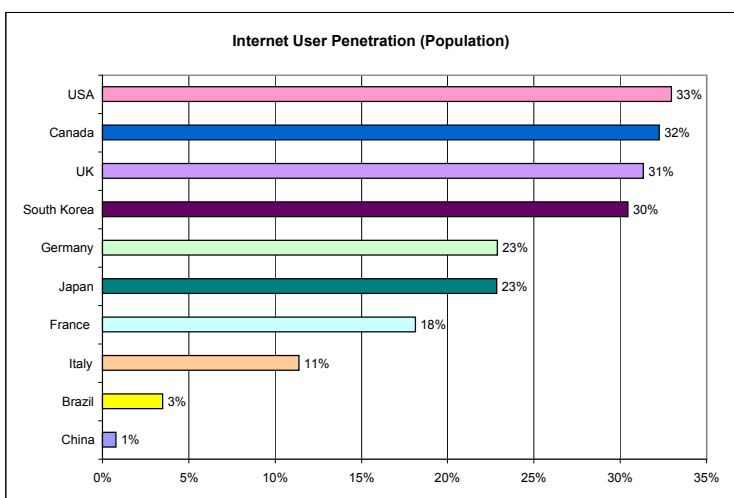
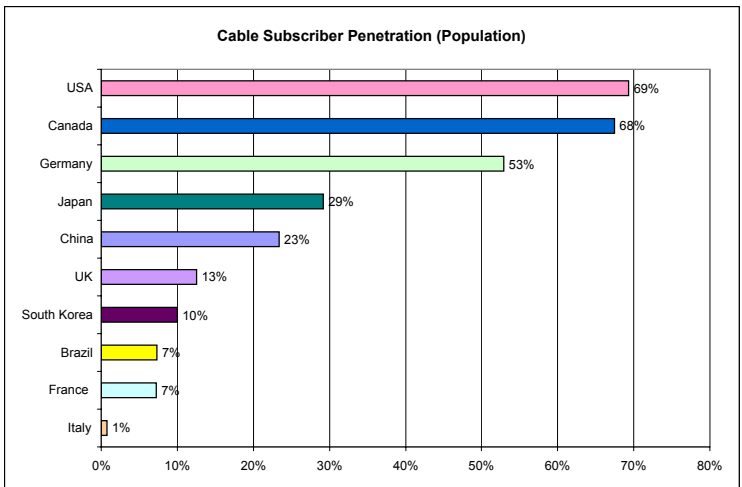
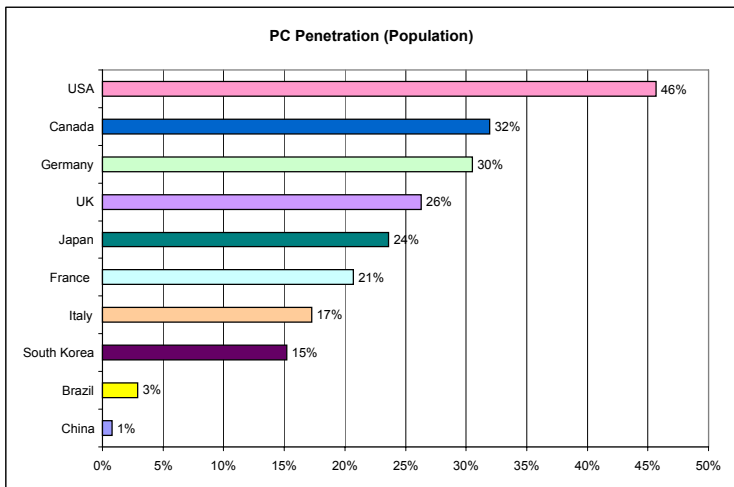
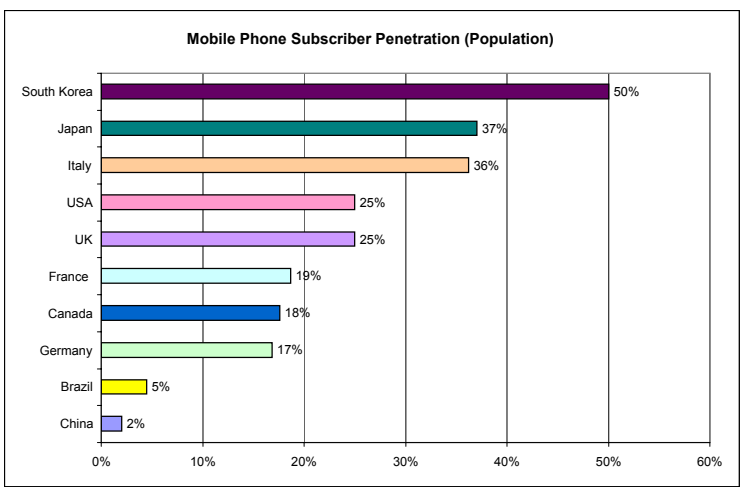
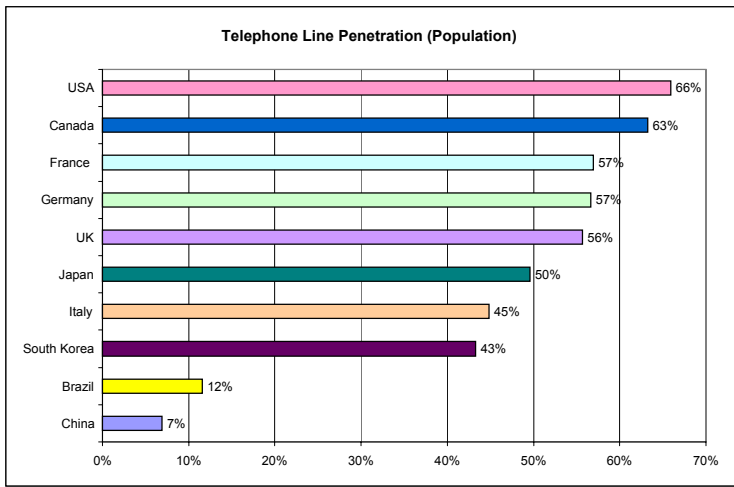
Technology, Media & Telecommunications (TMT) Totals - Top 10 Markets by Country*



*Top Ten markets as ranked by our relative weighting

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Technology, Media & Telecommunications (TMT) Penetration Levels - Top 10 Markets by Country*



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Mexico	100	21	1,909	3,840	10,000	10%	4,700	3%	3,500	4%	1,570	9%	2,800	3%	13,200	13%
Colombia	41	9	1,039	2,470	7,100	17%	1,100	3%	2,000	5%	690	9%	500	1%	9,800	24%
Argentina	37	13	2,737	8,030	7,000	19%	1,600	4%	2,800	8%	5,900	99%	1,200	3%	17,200	46%
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UK	60	22	242	21,410	33,420	56%	15,780	26%	15,120	25%	3,060	13%	18,800	31%	83,000	138%
Russia	146	52	16,889	2,260	28,762	20%	5,986	4%	735	1%	11,461	19%	1,000	1%	2,800	2%
Italy	58	23	294	20,090	26,158	45%	10,034	17%	20,590	36%	162	1%	6,600	11%	28,000	48%
Spain	40	15	499	14,100	16,000	40%	5,088	14%	6,900	17%	460	4%	5,400	14%	38,000	95%
Netherlands	16	7	34	24,780	9,488	59%	5,088	32%	3,408	21%	6,053	86%	5,100	32%	21,000	131%
Poland	39	12	304	3,910	8,892	23%	1,716	4%	0	0%	3,249	27%	500	1%	3,900	10%
Sweden	9	4	412	25,580	7,000	78%	3,300	37%	4,176	46%	1,993	48%	4,600	51%	4,500	50%
Belgium	10	4	33	25,380	5,000	50%	2,860	29%	1,730	17%	3,673	92%	2,200	22%	8,600	86%
Switzerland	7	3	40	39,980	5,000	68%	2,954	42%	1,645	23%	2,469	82%	2,000	29%	5,900	84%
South Africa	41	9	1,221	3,310	4,715	12%	1,927	5%	2,296	6%	598	20%	800	8%	22,000	54%
Portugal	10	4	92	10,670	4,130	41%	1,864	23%	2,256	28%	1,113	37%	1,700	21%	5,900	96%
Austria	8	3	83	26,830	3,928	49%	1,864	23%	2,256	28%	1,113	37%	1,700	21%	5,900	96%
Czech Republic	10	3	92	5,130	3,640	36%	970	10%	940	9%	771	19%	500	5%	1,800	18%
Hungary	10	4	77	4,510	3,360	34%	590	6%	1,050	1%	1,465	38%	400	4%	2,900	29%
Denmark	5	2	42	33,040	3,000	60%	1,885	38%	1,820	36%	1,242	60%	2,600	52%	2,900	58%
Finland	5	2	305	24,280	3,000	60%	1,745	35%	2,860	57%	879	44%	1,900	38%	6,900	138%
Norway	4	2	69	16,180	2,640	48%	1,302	22%	2,154	36%	0	0	1,100	18%	2,900	48%
Ireland	4	1	212	18,710	1,740	44%	1,900	27%	1,028	26%	684	68%	700	18%	4,400	110%
Total	630	233	21,860	19,298	253,464	40%	103,390	17%	98,006	16%	59,398	24%	88,400	14%	381,700	61%
Weighted Average																
Japan	127	42	377	32,350	63,000	50%	30,099	24%	47,000	37%	14,000	29%	29,000	23%	560,000	441%
Asia																
China	1,261	340	9,326	750	87,000	7%	10,000	1%	43,238	2%	61,000	23%	10,000	1%	77,000	6%
India	1,014	195	2,973	440	22,308	2%	2,000	0%	1,584	0.1%	18,400	25%	2,000	0%	4,000	0%
South Korea	46	14	99	8,600	19,918	43%	7,000	15%	23,000	50%	1,700	10%	14,000	30%	64,400	140%
Turkey	63	15	770	3,160	16,002	25%	1,400	2%	3,339	5%	580	4%	1,500	2%	26,500	42%
Australia	19	7	7,682	20,640	10,000	53%	8,000	42%	6,555	29%	1,100	16%	7,400	39%	26,000	137%
Indonesia	204	48	1,812	640	5,508	3%	1,632	1%	0	0%	0	0%	1,700	1%	6,500	3%
Thailand	61	13	511	1,050	5,124	8%	1,342	2%	1,952	3%	616	5%	2,100	3%	17,400	29%
Philippines	75	14	1,280	1,050	2,775	4%	1,225	2%	1,650	2%	615	7%	1,500	2%	3,400	5%
Pakistan	132	21	771	470	2,508	2%	528	0%	132	0%	13	0%	300	0%	--	--
New Zealand	4	1	268	14,600	1,916	48%	1,128	28%	812	20%	0	0%	1,300	33%	4,900	123%
Singapore	3	1	30,170	1,686	1,745	56%	1,374	46%	1,038	35%	149	15%	1,100	37%	7,100	237%
Total	2,882	609	25,493	7,415	174,745	6%	35,529	1%	83,300	2%	84,172	20%	42,900	1%	237,200	8%
Weighted Average																
Rest of World (ROW)	1,583	339	50,503	136,519	136,519	9%	100,749	6%	45,717	3%	78,191	21%	31,909	2%	223,812	14%
TOTAL	5,943	1,491	133,666	881,318	881,318	15%	423,100	7%	368,305	6%	326,423	23%	304,709	40%	2,347,912	9%
Weighted Average Penetration																

Population figures represent year 2000 data from the US Census Bureau and GNP figures are from the 1999 World Bank's World Development Indicators - GNP per Capita is the calculated using this data. Telephone lines represent total (business & commercial) lines in use; source - World Bank. MSWD estimates. The numbers for Cable Subscribers is based on information from The World Bank, cross referenced with Kagan World Media Ltd. and reflects calendar year 1998; source - World Bank MSWD estimates. Kagan, PC numbers represent the raw total (business and commercial) PC figures for 1998, both desktop and laptop; source - World Bank. MSWD estimates. IDC, the Yankee Group, Mobile Phone subscriptions data is for 1998 and is sourced from the World Bank, MSWD estimates. The International Telecommunication Union and IDC, Internet users reflect 2000 estimates representing the number of users accessing the Web (users may share/use multiple devices, users accessing the web from home and work are counted only once); source - MSWD estimates. IDC, eMarketer, Jupiter Communications. Credit Card figures are from 1998 and include debit cards; source - MSWD estimates. Faulkner & Gray 2000 Global Card Directory, The Nelson Report (DRMcGraw Hill). Weighted average penetration does not include ROW figures.

Overview of the Global TMT Markets - Sorted Regionally by PCs

Country	Population (M)	Households (M)	Land Mass (000s sq. km)	GNP per Capita (US\$)	Telephone Lines (000s)	Telephone Line Penetration	PCs (000s)	PC Penetration	Mobile Subscribers (000s)	Mobile Phone Penetration	Cable Subscriptions (000s)	Cable Penetration	Internet Users (000s)	Internet User Penetration	Credit/Debit Cards (000s)	Credit/Debit Card Penetration
N. America																
USA	276	101	9,159	29,240	182,436	66%	126,684	46%	69,000	25%	70,000	69%	91,000	33%	737,000	267%
Canada	31	12	9,221	19,170	19,654	65%	9,900	32%	5,456	18%	8,178	68%	9,700	31%	69,000	223%
Total	307	113	18,380	24,205	202,090	66%	136,584	44%	74,456	24%	78,178	69%	100,700	33%	806,000	263%
Weighted Average																
Brazil	173	40	8,457	4,630	20,000	12%	5,190	3%	7,800	5%	2,700	7%	6,100	4%	86,000	50%
Mexico	100	21	1,909	3,440	10,000	10%	4,700	5%	3,500	4%	1,570	9%	2,800	3%	13,200	13%
Argentina	37	13	2,737	8,030	7,000	19%	1,600	4%	2,800	8%	5,900	59%	1,200	3%	17,200	46%
Colombia	41	9	1,039	2,470	7,100	17%	1,100	3%	2,000	5%	690	9%	500	1%	9,800	24%
Venezuela	23	4	882	3,530	2,700	12%	989	4%	2,001	9%	600	15%	300	1%	6,200	27%
Chile	15	3	749	4,990	3,000	20%	720	5%	975	7%	672	17%	600	4%	3,600	24%
Peru	25	5	1,280	2,440	1,700	7%	450	2%	750	3%	353	12%	300	1%	3,600	13%
Total	414	96	17,053	4,276	51,500	13%	14,749	4%	19,826	5%	12,485	13%	11,800	3%	139,200	34%
Weighted Average																
Europe																
Germany	83	36	349	26,570	47,061	57%	25,315	31%	14,110	17%	17,804	53%	18,900	23%	88,000	106%
UK	60	22	242	21,410	33,420	56%	15,780	26%	15,120	25%	3,060	13%	18,800	31%	83,000	138%
France	59	24	550	24,210	33,630	57%	12,272	21%	11,092	19%	1,623	7%	10,700	18%	34,000	58%
Italy	58	23	294	20,090	26,158	45%	10,034	17%	20,500	36%	1,62	1%	6,600	11%	28,000	48%
Russia	146	52	16,889	2,260	28,762	20%	5,986	4%	735	1%	11,461	19%	1,000	1%	2,800	2%
Spain	40	15	499	14,100	16,000	40%	5,600	14%	6,900	17%	460	4%	5,400	14%	38,000	95%
Netherlands	16	7	34	24,780	9,488	59%	5,088	32%	3,408	21%	6,053	86%	5,100	32%	21,000	131%
Sweden	9	4	412	25,580	7,000	68%	3,300	37%	4,176	46%	1,993	48%	4,600	51%	4,500	50%
Switzerland	7	3	40	39,980	5,000	68%	2,954	42%	1,645	82%	2,469	82%	2,000	29%	5,900	84%
Belgium	10	4	33	25,380	5,000	50%	2,860	29%	1,730	17%	3,673	92%	2,200	22%	8,600	86%
South Africa	41	9	1,221	3,310	4,715	12%	1,927	5%	2,296	6%	684	68%	700	18%	22,000	54%
Ireland	4	1	212	18,710	1,740	44%	1,900	27%	1,028	26%	1,242	60%	2,600	52%	4,400	110%
Denmark	5	2	42	33,040	3,000	60%	1,885	38%	1,820	36%	1,242	60%	2,600	52%	2,900	58%
Austria	8	3	83	26,830	3,928	69%	1,864	23%	2,256	28%	1,113	37%	1,700	21%	5,900	74%
Finland	5	2	305	24,280	3,000	60%	1,745	35%	2,860	57%	879	44%	1,900	38%	6,900	138%
Poland	39	12	304	3,910	8,892	23%	1,716	4%	0	0%	3,249	27%	2,300	58%	3,900	10%
Norway	4	2	69	34,310	2,640	66%	1,492	37%	1,896	4%	640	32%	2,300	58%	4,700	118%
Israel	6	2	21	16,180	2,900	48%	1,302	22%	2,154	36%	0	0%	1,100	18%	2,900	48%
Czech Republic	10	3	92	5,150	3,640	36%	970	10%	940	7%	598	20%	500	5%	1,800	18%
Portugal	10	4	92	10,670	4,130	41%	810	8%	2,200	22%	598	20%	800	8%	9,600	96%
Hungary	10	4	77	4,510	3,360	34%	590	6%	1,050	11%	1,465	38%	400	4%	2,900	29%
Total	630	233	21,860	19,298	253,464	40%	105,390	17%	98,006	16%	59,398	24%	88,400	14%	381,700	61%
Weighted Average																
Japan																
Japan	127	42	377	32,350	63,000	50%	30,099	24%	47,000	37%	14,000	29%	29,000	23%	560,000	441%
Non-Japan Asia																
China	1,261	340	9,326	750	87,000	7%	10,000	1%	43,238	2%	61,000	23%	10,000	1%	77,000	6%
Australia	19	7	7,682	20,640	10,000	53%	8,000	42%	6,555	29%	1,100	16%	7,400	39%	26,000	137%
South Korea	46	14	99	8,600	19,918	43%	7,000	15%	23,000	50%	1,700	10%	14,000	30%	64,000	140%
India	1,014	195	2,973	440	22,308	2%	2,000	0%	1,584	0.1%	18,400	25%	2,000	0%	4,000	0%
Indonesia	204	48	1,812	640	5,508	3%	1,632	1%	0	0%	0	0%	1,700	1%	6,500	3%
Turkey	63	15	770	3,160	16,002	25%	1,400	2%	3,339	5%	580	4%	1,500	2%	26,500	42%
Singapore	3	1	1	30,170	1,686	56%	1,374	46%	1,038	35%	149	15%	1,100	37%	7,100	237%
Thailand	61	13	511	1,050	5,124	8%	1,342	2%	1,952	5%	616	5%	2,100	3%	17,400	29%
New Zealand	4	1	268	14,600	1,916	48%	812	28%	812	20%	0	0%	1,300	33%	4,900	123%
Philippines	75	14	1,280	1,050	2,775	4%	1,125	2%	1,650	2%	615	7%	1,500	2%	3,400	5%
Pakistan	132	21	771	470	2,508	2%	528	0%	132	0%	13	0%	300	0%	--	--
Total	2,882	669	25,493	7,415	174,745	2%	35,529	1%	83,300	2%	84,172	20%	42,900	1%	237,200	8%
Weighted Average																
Rest of World (ROD)																
Rest of World (ROD)	1,583	339	50,503	136,519	136,519	9%	100,749	6%	45,717	3%	78,191	21%	31,909	2%	223,812	14%
TOTAL	5,943	1,491	133,666	881,318	881,318	50%	423,100	7%	368,305	41%	326,423	9%	304,709	40%	2,347,912	9%
Growth Rate	1.4%		1.7%		50%	15%										
Average Weighted Penetration																

Population figures represent year 2000 data from the US Census Bureau and GNP figures are from the 1999 World Bank's World Development Indicators - GNP per Capita is the calculated using this data. Telephone lines represent total (business & commercial) lines in use; source - World Bank. MSW estimates. The numbers for Cable Subscribers is based on information from The World Bank. Credit cards referred with Kagan World Media Ltd. and reflects calendar year 1998; source - World Bank. MSW estimates. Kagan, PC numbers represent the raw total (business and commercial) PC figures for 1998, both desktop and laptop; source - World Bank. MSW estimates. IDC, the Yankee Group, Mobile Phone subscriptions data is for 1998 and is sourced from the World Bank. MSW estimates. The International Telecommunication Union and IDC - Internet users reflect 2000 estimates representing the number of users accessing the Web (users may share/use multiple devices, users accessing the web from home and work are counted only once); source - MSW estimates. IDC, eMarketer - Jupiter Communications. Credit Card figures are from 1998 and include debit cards; source - MSW estimates. Faulkner & Gray 2000 Global Card Directory, The Nilson Report (DRI/McGraw Hill). Weighted average penetration does not include ROW figures.

Overview of the Global TMT Markets - Sorted Regionally by Mobile Phone Subscriptions

Country	Population (M)	Households (M)	Land Mass (000s sq. km)	GNP per Capita (US\$)	Telephone Lines (000s)	Telephone Line Penetration	PCs (000s)	PC Penetration	Mobile Subscribers (000s)	Mobile Phone Penetration	Cable Subscriptions (000s)	Cable Penetration	Internet Users (000s)	Internet User Penetration	Credit/Debit Cards (000s)	Credit/Debit Card Penetration
N. America	276	101	9,159	29,240	182,436	66%	126,684	46%	69,000	25%	70,000	69%	91,000	33%	737,000	267%
USA	31	12	9,221	19,170	19,654	65%	9,900	32%	5,456	18%	8,178	68%	9,700	31%	69,000	223%
Canada	307	113	18,380	202,090	202,090	66%	136,584	44%	74,456	24%	78,178	69%	100,700	33%	806,000	263%
Weighted Average				24,205												
Lat. America	173	40	8,457	4,630	20,000	12%	5,190	3%	7,800	5%	2,700	7%	6,100	4%	86,000	50%
Brazil	100	21	1,909	3,840	10,000	10%	4,700	5%	3,500	4%	1,570	9%	2,800	3%	13,200	13%
Mexico	37	13	2,737	8,030	7,000	19%	1,600	4%	2,800	8%	5,900	59%	1,200	3%	17,200	46%
Argentina	23	4	882	3,530	2,700	12%	989	4%	2,001	9%	600	15%	300	1%	6,200	27%
Venezuela	41	9	1,039	2,470	7,100	17%	1,100	3%	2,000	7%	690	9%	500	1%	9,800	24%
Colombia	15	3	749	4,990	3,000	20%	720	5%	975	7%	672	17%	600	4%	3,600	24%
Chile	25	5	1,280	2,440	1,700	7%	450	2%	750	3%	353	12%	300	1%	3,200	13%
Peru	414	96	17,053	51,500	51,500	13%	14,749	4%	19,826	5%	12,485	13%	11,800	3%	139,200	34%
Weighted Average				4,276												
Europe	58	23	294	20,090	26,158	45%	10,034	17%	20,590	36%	162	1%	6,600	1%	28,000	48%
Italy	60	22	242	21,410	33,420	56%	15,780	26%	15,120	25%	3,060	13%	18,800	31%	83,000	138%
UK	83	34	26,570	47,061	25,315	57%	23,315	31%	14,110	17%	17,804	53%	18,900	23%	88,000	106%
Germany	59	24	550	24,210	33,630	57%	12,272	21%	11,092	19%	1,623	7%	10,700	18%	34,000	58%
France	40	15	499	14,100	16,000	40%	5,600	14%	6,900	17%	460	4%	5,400	14%	38,000	95%
Spain	9	4	412	25,580	7,000	78%	3,000	37%	4,176	46%	1,993	48%	4,600	51%	4,500	50%
Netherlands	16	7	34	24,780	9,488	59%	5,088	32%	3,408	21%	605	86%	5,100	32%	21,000	131%
Finland	5	2	305	24,280	3,000	60%	1,745	35%	2,860	57%	879	44%	1,900	38%	6,900	138%
South Africa	41	9	1,221	3,310	4,715	12%	1,927	5%	2,296	6%			600	1%	22,000	54%
Austria	8	3	83	26,830	3,928	49%	1,864	23%	2,256	28%	1,113	37%	1,700	21%	5,900	74%
Portugal	10	4	92	10,670	4,130	41%	810	8%	2,200	22%	598	20%	800	8%	9,600	96%
Israel	6	2	21	16,180	2,900	48%	1,302	22%	2,154	36%	0	0	1,100	18%	2,900	48%
Norway	4	2	69	34,310	2,640	66%	1,896	37%	1,896	47%	640	32%	2,300	58%	4,700	118%
Denmark	5	2	42	33,040	3,000	60%	1,885	38%	1,820	36%	1,242	60%	2,600	52%	2,900	58%
Belgium	10	4	33	25,380	5,000	50%	2,860	29%	1,730	17%	3,673	92%	2,200	22%	8,600	86%
Switzerland	7	3	40	39,980	5,000	68%	1,645	42%	1,645	23%	2,469	82%	2,000	29%	5,900	84%
Hungary	10	4	77	4,510	3,360	34%	590	6%	1,050	11%	1,465	38%	400	4%	4,900	29%
Ireland	4	1	212	18,710	1,740	44%	1,028	26%	684	26%	684	68%	700	18%	4,000	110%
Czech Republic	10	3	92	5,150	3,640	36%	970	10%	940	9%	771	19%	500	5%	1,800	18%
Russia	146	52	16,889	2,260	28,762	20%	5,986	4%	735	1%	11,461	19%	1,000	1%	2,800	2%
Poland	39	12	304	3,910	8,892	23%	1,716	4%	0	0%	3,249	27%	500	1%	3,900	10%
Total	630	233	21,860	19,298	253,464	40%	105,390	17%	98,006	16%	59,398	24%	88,400	14%	381,700	61%
Weighted Average																
Japan	127	42	377	32,350	63,000	50%	30,999	24%	47,000	37%	14,000	29%	29,000	23%	560,000	441%
Non-Japan Asia	1,261	340	9,326	750	87,000	7%	10,000	1%	43,238	2%	61,000	23%	10,000	1%	77,000	6%
China	46	14	99	8,600	19,918	43%	7,000	15%	23,000	50%	1,700	10%	14,000	30%	64,400	140%
Australia	19	7	7,682	20,640	10,000	53%	8,000	42%	6,555	29%	1,100	16%	7,400	39%	26,000	137%
Turkey	63	15	770	3,160	16,002	25%	1,400	2%	3,339	5%	580	4%	1,500	2%	26,500	42%
Thailand	61	13	511	1,050	5,124	8%	1,342	2%	1,952	3%	616	5%	2,100	3%	17,400	29%
Philippines	75	14	1,280	1,050	2,775	4%	1,125	2%	1,650	2%	615	7%	1,500	2%	3,400	5%
India	1,014	195	2,973	440	22,308	2%	2,000	0%	1,584	0.1%	18,400	25%	2,000	0%	4,000	0%
Singapore	3	1	1	10,170	1,686	56%	1,374	46%	1,038	35%	149	15%	1,100	37%	7,100	237%
New Zealand	4	1	268	14,600	1,916	48%	1,128	28%	812	20%	0	0%	1,300	33%	4,900	123%
Pakistan	132	21	771	2,508	2%	528	0%	132	0%	0	0	0	300	0%	--	--
Indonesia	204	48	1,812	640	5,508	3%	1,632	1%	0	0%	0	0%	1,700	1%	6,500	3%
Total	2,882	669	25,493	7,415	174,745	6%	35,529	1%	83,300	2%	84,172	20%	42,900	1%	237,200	8%
Weighted Average																
Rest of World (ROW)	1,583	339	50,503	136,519	100,749	9%	100,749	6%	45,717	3%	78,191	21%	31,909	2%	223,812	14%
TOTAL	5,943	1,491	133,666	881,318	423,100	14%	423,100	7%	368,305	6%	326,423	9%	304,709	40%	2,347,912	9%
Weighted Average	1.4%			1.7%	50%	15%	14%	7%	41%	6%	9%	23%	5%	9%	40%	40%

Population figures represent year 2000 data from the US Census Bureau and GNP figures are from the 1999 World Bank's World Development Indicators - GNP per Capita is the calculated using the data. Telephone lines represent total (business & commercial) lines in use; source - World Bank. MSDW estimates. The numbers for Cable Subscribers is based on information from The World Bank. Costs referenced with Kagan World Media Ltd. and reflects calendar year 1998; source - World Bank MSDW estimates. Kagan. PC numbers represent the raw data (business and commercial) PC figures for 1998, both desktop and laptop; source - World Bank, MSDW estimates. IDC, the Yankee Group. Mobile Phone subscriptions data is for 1999 and is sourced from the World Bank. MSDW estimates. The International Telecommunication Union and IDC. Internet users reflect 2000 estimates representing the number of users accessing the Web (users may share/use multiple devices, users accessing the web from home and work are counted only once); source - MSDW estimates. IDC, eMarketer, Jupiter Communications. Credit Card figures are from 1999 and include debit cards; source - MSDW estimates. Faulkner & Gray 2000 Global Card Directory. The Nelson Report (DR/McGraw Hill). Weighted average penetration does not include ROW figures.

Overview of the Global TMT Markets - Sorted Regionally by Cable Subscriptions

Country	Population (M)	Households (M)	Land Mass (000s sq. km)	GNP per Capita (\$US)	Telephone Lines (000s)	Telephone Line Penetration	PCs (000s)	PC Penetration	Mobile Subscribers (000s)	Mobile Phone Penetration	Cable Subscriptions (000s)	Cable Penetration	Internet Users (000s)	Internet User Penetration	Credit/Debit Cards (000s)	Credit/Debit Card Penetration
N. America																
USA	276	101	9,159	29,240	182,436	66%	126,684	46%	69,000	25%	70,000	69%	91,000	33%	737,000	267%
Canada	31	12	9,221	19,170	19,654	63%	9,900	32%	5,456	18%	8,178	68%	100,700	31%	69,000	223%
Total	307	113	18,380	48,410	202,090	66%	136,584	44%	74,456	24%	78,178	69%	100,700	33%	806,000	263%
Weighted Average																
Argentina	37	13	2,737	8,030	7,000	19%	1,600	4%	2,800	8%	5,900	59%	1,200	3%	17,200	46%
Brazil	173	40	8,457	26,570	20,000	12%	5,190	3%	7,800	5%	2,700	7%	6,100	4%	86,000	50%
Mexico	100	21	1,909	3,840	10,000	10%	4,700	5%	3,500	4%	1,570	9%	2,800	3%	13,200	13%
Colombia	41	9	1,039	2,470	7,100	17%	1,100	3%	2,000	5%	690	9%	500	1%	9,800	24%
Chile	15	3	749	4,990	3,000	20%	720	5%	975	7%	672	17%	600	4%	3,600	24%
Venezuela	23	4	882	3,530	2,700	12%	989	4%	2,001	9%	600	15%	300	1%	6,200	27%
Peru	25	5	1,280	2,440	1,700	7%	450	2%	750	3%	353	12%	300	1%	3,200	13%
Total	414	96	17,053	51,500	14,749	13%	19,826	4%	19,826	5%	12,485	13%	11,800	3%	139,200	34%
Weighted Average																
South Africa	41	9	1,221	3,310	4,715	12%	1,927	5%	2,296	6%	17,804	53%	600	1%	22,000	54%
Germany	83	36	349	26,570	47,061	57%	25,315	31%	14,110	17%	17,804	19%	18,900	23%	88,000	106%
Russia	146	52	16,889	2,260	28,762	20%	5,986	4%	735	1%	11,461	19%	1,000	1%	2,800	2%
Netherlands	16	7	34	24,780	9,488	59%	5,088	32%	3,408	21%	6,053	86%	5,100	32%	21,000	131%
Belgium	10	4	33	25,380	5,000	50%	2,860	29%	1,730	17%	3,673	93%	2,200	22%	8,600	86%
Poland	39	12	304	3,910	8,892	23%	1,716	4%	0	0%	3,249	27%	500	1%	3,900	10%
UK	60	22	242	21,410	33,420	56%	15,780	26%	15,120	25%	3,060	13%	18,800	31%	83,000	138%
Switzerland	7	3	40	39,980	5,000	68%	2,954	42%	1,645	23%	2,469	82%	2,600	29%	5,900	84%
Sweden	9	4	412	25,580	7,000	78%	4,176	46%	4,176	46%	1,993	48%	4,000	51%	4,500	50%
France	59	24	550	24,210	33,630	57%	12,272	21%	11,092	19%	1,623	7%	10,700	18%	34,000	58%
Hungary	10	4	77	4,510	3,360	34%	590	6%	1,050	11%	1,465	38%	400	4%	2,900	29%
Denmark	5	2	42	33,040	3,000	60%	1,824	38%	1,242	36%	1,242	60%	2,600	52%	2,900	58%
Austria	8	3	83	26,830	3,928	49%	1,113	23%	2,256	28%	1,113	37%	1,700	21%	5,900	74%
Norway	4	2	305	24,280	3,000	60%	1,745	35%	2,860	57%	879	44%	1,900	38%	6,900	138%
Finland	5	2	92	5,150	3,640	36%	970	10%	940	9%	771	19%	500	5%	1,800	18%
Czech Republic	10	3	212	18,710	1,740	44%	1,900	27%	1,028	26%	684	68%	700	18%	4,400	110%
Ireland	4	1	69	34,310	2,640	66%	1,492	37%	1,896	47%	640	32%	2,300	58%	4,700	118%
Norway	4	2	92	10,670	4,130	41%	810	8%	2,200	22%	598	20%	800	8%	9,600	96%
Portugal	10	4	499	14,100	16,000	40%	5,600	15%	6,900	17%	460	4%	5,400	14%	38,000	95%
Spain	40	15	294	20,090	26,158	45%	10,034	17%	20,590	36%	162	1%	6,600	11%	28,000	48%
Italy	58	23	21	16,180	2,900	48%	1,302	22%	2,154	36%	0	0%	1,100	18%	2,900	48%
Israel	6	2	21,860	253,464			105,390		98,006		59,398		88,400		381,700	
Total	630	233	21,860	19,298	253,464	40%	105,390	17%	98,006	16%	59,398	24%	88,400	14%	381,700	61%
Weighted Average																
Japan	127	42	377	32,350	63,000	50%	30,099	24%	47,000	37%	14,000	29%	29,000	23%	560,000	441%
Non-Asian																
China	1,261	340	9,326	750	87,000	7%	10,000	1%	43,238	2%	61,000	23%	10,000	1%	77,000	6%
India	1,014	195	2,973	440	22,308	2%	2,000	0%	1,584	0.1%	18,400	25%	2,000	0%	4,000	0%
South Korea	46	14	99	8,600	19,918	43%	7,000	15%	23,000	50%	1,700	10%	14,000	30%	64,400	140%
Australia	19	7	7,682	20,640	10,000	53%	8,000	42%	6,555	29%	1,100	10%	7,400	39%	26,000	137%
Thailand	61	13	511	1,050	5,124	8%	1,342	2%	1,952	3%	616	5%	2,100	3%	17,400	29%
Philippines	75	14	1,280	1,050	2,775	8%	1,125	2%	1,650	3%	615	7%	1,500	2%	3,400	5%
Turkey	63	15	770	3,160	16,002	25%	1,400	2%	3,339	5%	580	4%	1,500	2%	26,500	42%
Singapore	3	1	30,170	1,686	1,686	56%	1,374	46%	1,038	35%	149	15%	1,100	37%	7,100	237%
Pakistan	132	21	771	2,508	2,508	2%	132	0%	132	0%	0	0%	300	0%	--	--
Indonesia	204	48	1,812	640	5,508	3%	1,632	1%	1,700	0%	0	0%	1,700	1%	6,500	3%
New Zealand	4	1	268	14,600	1,916	48%	1,128	28%	812	20%	0	0%	1,300	33%	4,900	123%
Total	2,882	669	25,493	7,415	174,745	6%	35,529	1%	83,300	2%	84,172	20%	42,900	1%	237,200	8%
Weighted Average																
Rest of World (ROD)	1,583	339	50,503	136,519	136,519	9%	100,749	6%	45,717	3%	78,191	21%	31,909	2%	223,812	14%
TOTAL	5,943	1,491	133,666	423,100	423,100	7%	368,305	41%	368,305	6%	326,423	23%	304,709	40%	2,347,912	40%
Growth Rate	1.4%			1.7%	50%	15%	14%	7%	41%	6%	9%	23%	40%	5%	9%	40%
Average Weighted Penetration																

Population figures represent year 2000 data from the US Census Bureau and GNP figures are from the 1999 World Bank's World Development Indicators - GNP per Capita is the calculated using this data. Telephone lines represent total (business & commercial) lines in use; source - World Bank. MSW estimates. The numbers for Cable Subscribers is based on information from The World Bank. Cross referenced with Kagan World Media Ltd. and reflects calendar year 1998; source - World Bank. MSW estimates. Kagan, PC numbers represent the raw total (business and commercial) PC figures for 1998, both desktop and laptop; source - World Bank. MSW estimates. IDC, the Yankee Group, Mobile Phone subscriptions data is for 1998 and is sourced from the World Bank. MSW estimates. The International Telecommunication Union and IDC, Internet users reflect 2000 estimates representing the number of users accessing the Web (users may share/use multiple devices, users accessing the web from home and work are counted only once); source - MSW estimates. IDC, eMarketer - Jupiter Communications. Credit Card figures are from 1998 and include debit cards; source - MSW estimates. Faulkner & Gray 2000 Global Card Directory, The Nilson Report (DRI/McGraw Hill). Weighted average penetration does not include ROW figures.

Overview of the Global TMT Markets - Sorted Regionally by Internet Users

Country	Population (M)	Households (M)	Land Mass (000's sq. km)	GNP per Capita (US\$)	Telephone Lines (000's)	Telephone Line Penetration	PCs (000's)	PC Penetration	Mobile Subscribers (000's)	Mobile Phone Penetration	Cable Subscriptions (000's)	Cable Penetration	Internet Users (000's)	Internet User Penetration	Credit/Debit Cards (000's)	Credit/Debit Card Penetration
N. America																
USA	276	101	9,159	29,240	182,486	66%	126,684	46%	69,000	25%	70,000	69%	91,000	33%	737,000	267%
Canada	31	12	9,221	19,170	19,654	63%	9,900	32%	5,456	18%	8,178	68%	9,700	31%	69,000	223%
Total	307	113	18,380	48,410	202,090	66%	136,584	44%	74,456	24%	78,178	69%	100,700	33%	806,000	263%
Weighted Average																
Latin America																
Brazil	173	40	8,457	4,630	20,000	12%	5,190	3%	7,800	5%	2,700	7%	6,100	4%	86,000	50%
Mexico	100	21	1,909	3,840	10,000	10%	4,700	5%	3,500	4%	1,570	9%	2,800	3%	13,200	13%
Argentina	37	13	2,737	8,030	7,000	19%	2,800	4%	2,800	8%	5,900	59%	1,200	3%	17,200	46%
Chile	15	3	749	4,990	3,000	20%	720	5%	975	7%	672	17%	600	4%	3,600	24%
Colombia	41	9	1,039	2,470	7,100	17%	2,000	3%	2,000	3%	690	9%	500	1%	9,800	24%
Peru	25	5	1,280	2,440	1,700	7%	450	2%	750	3%	353	12%	300	1%	3,200	13%
Venezuela	23	4	882	3,530	2,200	12%	989	4%	2,001	9%	600	15%	300	1%	6,200	27%
Total	414	96	17,063	51,500	147,490	13%	124,885	4%	19,826	5%	12,485	13%	11,800	3%	139,200	34%
Weighted Average																
Europe																
Germany	83	36	349	26,570	47,061	57%	25,315	31%	14,110	17%	17,804	53%	18,900	23%	88,000	106%
UK	60	22	242	21,410	33,420	56%	15,780	26%	15,120	25%	3,060	13%	18,800	31%	83,000	138%
France	59	24	550	24,210	33,630	57%	12,772	21%	11,092	19%	1,623	7%	10,700	18%	34,000	58%
Italy	58	23	294	20,090	26,158	45%	10,334	17%	20,590	36%	1,62	1%	6,600	11%	28,000	48%
Spain	40	15	499	14,100	16,000	40%	5,600	14%	6,900	17%	460	4%	5,400	14%	38,000	95%
Netherlands	16	7	34	24,780	9,488	59%	5,088	32%	3,408	21%	6,053	40%	5,100	32%	21,000	131%
Sweden	9	4	412	25,580	7,000	78%	3,300	37%	4,176	46%	1,993	8%	4,600	51%	4,500	50%
Denmark	5	2	42	33,040	3,000	60%	1,885	38%	1,820	36%	1,242	60%	2,600	52%	2,900	58%
Norway	4	2	69	34,310	2,640	66%	1,492	37%	1,896	47%	640	32%	2,300	58%	4,700	118%
Belgium	10	4	33	25,380	5,000	50%	2,860	29%	1,730	17%	3,673	92%	2,200	22%	8,600	86%
Switzerland	7	3	40	39,980	5,000	68%	2,954	42%	1,645	23%	2,469	82%	1,900	29%	5,900	84%
Finland	5	2	305	24,280	3,000	60%	1,745	35%	2,860	57%	1,113	44%	1,900	38%	6,900	138%
Austria	8	3	83	26,830	3,928	49%	1,864	23%	2,256	28%	1,113	37%	1,700	21%	5,900	74%
Israel	6	2	21	16,180	2,900	48%	1,302	22%	2,154	36%	0	0	1,100	18%	2,900	48%
Russia	146	52	16,889	2,260	28,762	20%	5,386	4%	735	1%	11,461	19%	1,000	1%	2,800	2%
Portugal	10	4	92	10,670	4,130	41%	810	8%	2,200	22%	598	20%	800	8%	9,600	96%
Ireland	4	1	121	18,710	1,740	44%	1,907	27%	1,028	26%	684	68%	700	18%	4,400	110%
South Africa	41	9	2,121	3,310	4,715	12%	1,927	5%	2,296	6%	600	1%	600	1%	22,000	54%
Poland	39	12	304	3,910	8,892	23%	1,716	4%	0	0%	3,249	27%	500	1%	3,900	10%
Czech Republic	10	3	92	5,150	3,640	36%	940	10%	940	9%	771	19%	500	5%	1,800	18%
Hungary	10	4	77	4,510	3,360	34%	590	6%	1,050	11%	1,465	38%	400	4%	2,900	29%
Total	630	233	21,860	19,298	253,464	40%	105,390	17%	98,006	16%	59,308	24%	88,400	14%	381,700	61%
Weighted Average																
Japan																
Japan	127	42	377	32,350	63,000	50%	30,099	24%	47,000	37%	14,000	29%	29,000	23%	560,000	441%
Non-Japan Asia																
South Korea	46	14	99	8,600	19,918	43%	7,000	15%	23,000	50%	1,700	10%	14,000	30%	64,400	140%
China	1,261	340	9,326	750	87,000	7%	10,000	1%	43,238	2%	61,000	23%	10,000	1%	77,000	6%
Australia	19	7	7,682	20,640	10,000	53%	8,000	42%	6,555	29%	1,100	16%	7,400	39%	26,000	137%
Thailand	61	13	511	1,050	5,124	8%	1,342	2%	1,952	3%	616	5%	2,100	3%	17,400	29%
India	1,014	195	2,973	440	22,308	2%	2,000	0%	1,584	0.1%	18,400	25%	2,000	0%	4,000	0%
Indonesia	204	48	1,812	640	5,508	3%	1,632	1%	0	0%	0	0%	1,700	1%	6,500	3%
Philippines	75	14	1,280	1,050	2,775	4%	1,125	2%	1,650	2%	615	7%	1,500	2%	3,400	5%
Turkey	63	15	770	3,160	16,002	25%	1,400	2%	3,339	5%	580	4%	1,500	2%	26,500	42%
New Zealand	4	1	268	14,600	1,916	48%	812	28%	812	20%	0	0%	1,300	33%	4,900	123%
Singapore	3	1	30,170	1,686	56%	35%	1,038	46%	1,038	35%	149	15%	1,100	37%	7,100	237%
Pakistan	132	21	771	470	2,508	2%	528	0%	132	0%	13	0%	300	0%	--	--
Total	2,882	669	25,493	17,415	174,745	6%	35,529	1%	83,300	2%	84,172	20%	42,900	1%	237,200	8%
Weighted Average																
Rest of World (ROW)																
Rest of World (ROW)	1,583	339	50,503	136,519	136,519	9%	100,749	6%	45,717	3%	78,191	21%	31,909	2%	223,812	14%
TOTAL	5,943	1,491	133,666	881,318	881,318	15%	423,100	7%	368,305	6%	326,423	23%	304,709	5%	2,347,912	40%
Weighted Penetration																

Population figures represent year 2000 data from the US Census Bureau and GNP figures are from the 1999 World Bank's World Development Indicators - GNP per Capita is the calculated using this data. Telephone lines represent total (business & commercial) lines in use; source - World Bank, MSWD estimates. The numbers for Cable Subscribers is based on information from The World Bank, cross referenced with Kagan World Media Ltd. and reflects calendar year 1998; source - World Bank MSWD estimates. Kagan, PC numbers represent the raw total (business and commercial) PC figures for 1998. Desktop and laptop; source - World Bank, MSWD estimates. IDC, the Yankee Group, Mobile Phone subscriptions data is for 1998 and is sourced from the World Bank, MSWD estimates. The International Telecommunication Union and IDC, Internet users reflect 2000 estimates representing the number of users accessing the Web (users may share/use multiple devices, users accessing the web from home and work are counted only once); source - MSWD estimates, IDC, eMarketer, Jupiter Communications. Credit Card figures are from 1998 and include debit cards; source - MSWD estimates. Falkner & Gray 2000 Global Card Directory, The Nilson Report (DRI/McGraw Hill). Weighted average penetration does not include ROW figures.

Overview of the Global TMT Markets - Sorted Regionally by Credit/Debit Cards

Country	Population (MM)	Households (MM)	Land Mass (000s sq. km)	GNP per Capita (US\$)	Telephone Lines (000s)	Telephone Line Penetration	PCs (000s)	PC Penetration	Mobile Subscribers (000s)	Mobile Penetration	Cable Subscriptions (000s)	Cable Penetration	Internet Users (000s)	Internet Penetration	Credit/Debit Cards (000s)	Credit/Debit Card Penetration
N. America																
USA	276	101	9,159	29,240	182,436	66%	126,684	46%	69,000	25%	70,000	69%	91,000	33%	737,000	267%
Canada	31	12	9,221	19,170	19,654	65%	9,500	32%	5,456	18%	8,178	68%	9,700	31%	69,000	223%
Total	307	113	18,380	48,410	202,090	66%	136,584	44%	74,456	24%	78,178	69%	100,700	33%	806,000	263%
Weighted Average																
Lat. America																
Brazil	173	40	8,457	4,630	20,000	12%	5,190	3%	7,800	5%	2,700	7%	6,100	4%	86,000	50%
Argentina	37	13	2,737	8,030	7,000	19%	1,600	4%	2,800	8%	5,900	59%	1,200	3%	17,200	46%
Mexico	100	21	1,909	3,840	10,000	10%	4,700	5%	3,500	4%	1,570	9%	2,800	3%	13,200	13%
Colombia	41	9	1,039	2,470	7,100	17%	1,100	3%	2,000	5%	690	9%	500	1%	9,800	24%
Venezuela	23	4	882	3,530	2,700	12%	989	4%	2,001	9%	600	15%	300	1%	6,200	27%
Chile	15	3	719	4,990	3,000	20%	720	5%	975	7%	672	17%	600	4%	3,600	24%
Peru	25	5	1,280	2,440	1,700	7%	450	2%	750	3%	353	12%	300	1%	3,200	13%
Total	414	96	17,053	51,500	51,500	13%	14,749	4%	19,826	5%	12,485	13%	11,800	3%	139,200	34%
Weighted Average																
Europe																
Germany	83	36	349	26,570	47,061	57%	25,315	31%	14,110	17%	17,804	53%	18,900	23%	88,000	106%
UK	60	22	242	21,410	33,420	56%	15,780	26%	15,120	25%	3,060	13%	18,800	31%	83,000	138%
Spain	40	15	499	14,100	16,000	40%	5,600	14%	6,900	19%	460	4%	5,400	14%	38,000	95%
France	59	24	550	24,210	33,630	57%	12,272	21%	11,092	17%	1,623	7%	10,700	18%	34,000	58%
Italy	58	23	294	20,090	26,158	45%	10,034	17%	20,590	36%	162	1%	6,600	11%	28,000	48%
South Africa	41	9	1,221	3,310	4,715	12%	1,927	5%	2,296	6%	5	0%	600	1%	22,000	54%
Netherlands	16	7	34	24,780	9,488	59%	5,088	32%	3,408	21%	6,053	86%	5,100	32%	21,000	131%
Portugal	10	4	92	10,670	4,130	41%	810	8%	2,200	22%	598	20%	800	8%	9,600	96%
Belgium	10	4	33	25,380	5,000	50%	2,860	29%	1,730	17%	3,673	92%	2,200	22%	8,600	86%
Finland	5	2	305	24,280	3,000	60%	1,745	35%	2,860	28%	879	44%	1,900	38%	6,900	138%
Austria	8	3	268	30,300	3,928	49%	1,864	23%	2,256	28%	1,113	37%	1,700	21%	5,900	74%
Switzerland	7	3	40	39,980	5,000	68%	2,954	42%	1,645	23%	2,469	82%	2,000	29%	5,900	84%
Norway	4	2	69	34,310	2,640	69%	1,492	37%	1,896	47%	640	32%	2,300	58%	4,700	118%
Sweden	9	4	412	25,580	7,000	78%	3,300	37%	4,176	46%	1,993	48%	4,600	51%	4,500	50%
Ireland	4	1	212	18,710	1,740	44%	1,900	27%	1,028	26%	684	68%	700	18%	4,400	110%
Poland	39	12	304	3,910	8,892	23%	1,716	4%	0	0%	3,249	27%	500	1%	3,900	10%
Hungary	10	4	77	4,510	3,360	34%	590	6%	1,050	11%	1,465	38%	400	4%	2,900	29%
Israel	6	2	21	16,180	2,900	48%	1,302	22%	2,154	36%	0	0	1,100	18%	2,900	48%
Denmark	5	2	42	33,040	3,000	60%	1,885	38%	1,820	36%	1,242	60%	2,600	52%	2,900	58%
Russia	146	52	16,889	2,260	28,762	20%	5,986	4%	735	1%	11,461	19%	1,000	1%	2,800	2%
Czech Republic	10	3	92	5,150	3,640	36%	970	10%	940	9%	771	19%	500	5%	1,800	18%
Total	630	233	21,860	19,298	253,464	40%	105,390	17%	98,006	16%	59,398	24%	88,400	14%	381,700	61%
Weighted Average																
Japan																
Japan	127	42	377	32,350	63,000	50%	30,099	24%	47,000	37%	14,000	29%	29,000	23%	560,000	441%
Non-Japan																
China	1,261	340	9,326	750	87,000	7%	10,000	1%	43,238	2%	61,000	23%	10,000	1%	77,000	6%
South Korea	46	14	99	8,600	19,918	43%	7,000	15%	23,000	50%	1,700	10%	14,000	30%	64,400	140%
Turkey	63	15	770	3,160	16,000	25%	1,400	2%	3,339	5%	580	4%	1,500	2%	26,500	42%
Australia	19	7	7,682	20,640	10,000	53%	8,000	42%	6,555	29%	1,100	16%	7,400	39%	26,000	137%
Thailand	61	13	511	1,050	5,124	8%	1,342	2%	1,952	3%	616	5%	2,100	3%	17,400	29%
Singapore	3	1	30,170	1,686	1,686	56%	1,374	46%	1,038	35%	149	15%	1,100	37%	7,100	237%
Indonesia	204	48	1,812	640	5,508	3%	1,632	1%	0	0%	0	0%	1,700	1%	6,500	3%
New Zealand	4	1	268	14,600	1,916	48%	1,128	28%	812	20%	0	0%	1,300	33%	4,900	123%
India	1,014	195	2,973	440	22,308	2%	2,000	0%	1,584	0.1%	18,400	25%	2,000	0%	4,000	0%
Philippines	75	14	1,280	1,050	2,775	4%	1,125	2%	615	7%	615	7%	1,500	2%	3,400	5%
Pakistan	132	21	771	470	2,508	2%	528	0%	132	0%	13	0%	300	0%	--	--
Total	2,882	669	25,493	7,415	174,745	6%	35,529	1%	83,300	2%	84,172	20%	42,900	1%	237,200	8%
Weighted Average																
Rest of World (ROW)																
ROW	1,583	339	50,503	136,519	136,519	9%	100,749	6%	45,717	3%	78,191	21%	31,909	2%	223,812	14%
TOTAL	5,943	1,491	133,666	881,318	881,318	1.4%	423,100	14%	368,305	41%	326,423	9%	304,709	40%	2,347,912	9%
Average Weighted Penetration																
Non-Japan																
Asia																
Europe																
Japan																
Rest of World (ROW)																

Population figures represent year 2000 data from the US Census Bureau and GNP figures are from the 1999 World Bank's World Development Indicators - GNP per Capita is the calculated using the data. Telephone lines represent total (business & commercial) lines in use; source - World Bank. MSDW estimates. The numbers for Cable Subscribers is based on information from The World Bank. Costs referenced with Kagan World Media Ltd. and reflects calendar year 1998; source - World Bank MSDW estimates. Kagan. PC numbers represent the raw data (business and commercial) PC figures for 1998, both desktop and laptop; source - World Bank, MSDW estimates. IDC, the Yankee Group. Mobile Phone subscriptions data is for 1999 and is sourced from the World Bank. MSDW estimates. The International Telecommunication Union and IDC. Internet users reflect 2000 estimates representing the number of users accessing the Web (users may share/use multiple devices, users are counted only once); source - MSDW estimates. IDC, cMarket, Jupiter Communications. Credit Card figures are from 1999 and include debit cards; source - MSDW estimates. Faulkner & Gray 2000 Global Card Directory. The Nelson Report (DR/McGraw Hill). Weighted average penetration does not include ROW figures.

Technology, Media & Telecommunications (TMT) Database - Countries Sorted by Relative Weight

Below is our list of 42 countries ranked by our relative weighting, equally considering 8 factors (Population, GNP per Capita, Telephone Lines, Cable Subscribers, PCs, Mobile Phone Subscribers, Internet Users, and Credit/Debit Cards). We have included both credit and debit cards within this category.

Description of Relative Weighting: We calculated each country's relative share of the global market in each category, and rank ordered them based on summing up these relative shares. The weightings were derived by adding up each country's market shares in each segment. For example, a 10% share of world telephone lines plus a 15% share of world cable subscribers plus a 7% share of world internet users produces a weighting of 0.32.

In addition we have listed (and ranked) the countries based on an arithmetic average rank, and a median rank (which does not consider the highest and lowest rankings). For these two columns, absolute rank (relative to the TMT universe) is listed above the actual rank. For example, a relative weighting of .25 shared by a number of countries give each one the same absolute ranking.

Rank Relative to 41 Countries	Country/ Population	GNP per Capita	Tel. Lines	Actual Number
USA	6	\$29,240	182MM	1
Pop. - 276MM				

In this sort we place the rank (relative to the 42 TMT countries) above the respective absolute values.

	Country/ Population	GNP per Capita	Tel. Lines	Cable Subs.	PCs	Mobile Phone Subs.	Internet Users	Credit/Debit Cards	AVERAGE RANK	MEDIAN RANK	RANK & RELATIVE WEIGHTING
1	USA Pop. - 276MM	6 \$29,240	1 182MM	1 70MM	1 127MM	1 69MM	1 91MM	1 737MM	1 1.71	1 1	1 1.86
2	Japan Pop. - 127MM	4 \$32,350	3 63MM	5 14MM	2 30MM	2 47MM	2 29MM	2 560MM	2 2.86	2 2	2 0.80
3	China Pop. - 1261MM	39 \$750	2 87MM	2 61MM	6 10MM	3 43MM	7 10MM	6 77MM	6 9.29	4 6	3 0.60
4	Germany Pop. - 83MM	8 \$26,570	4 47MM	4 18MM	3 25MM	7 14MM	3 19MM	3 88MM	3 4.57	3 4	4 0.41
5	UK Pop. - 60MM	14 \$21,410	6 33MM	13 3MM	4 16MM	6 15MM	4 19MM	5 83MM	4 7.29	4 6	5 0.30
6	South Korea Pop. - 46MM	23 \$8,600	12 20MM	17 1.7MM	10 7.2MM	4 23MM	5 14MM	8 64MM	8 11.14	8 10	6 0.22
7	France Pop. - 59MM	13 \$24,210	5 34MM	18 1.6MM	5 12MM	8 11MM	6 11MM	10 34MM	5 9.14	6 8	6 0.22
8	Canada Pop. - 31MM	17 \$19,170	10 20MM	7 8MM	8 9.9MM	12 5.0MM	8 10MM	7 69MM	7 9.86	6 8	8 0.21
9	Italy Pop. - 58MM	16 \$20,090	8 26MM	36 .162MM	7 10MM	5 21MM	10 6.6MM	11 28MM	10 13.29	8 10	9 0.20
10	Brazil Pop. - 173MM	27 \$4,630	11 20MM	14 2.7MM	13 5.0MM	9 7.8MM	11 6.1MM	4 86MM	9 12.57	10 11	10 0.15
11	Australia Pop. - 19MM	15 \$20,640	15 10MM	21 1.1MM	9 8MM	11 6.6MM	9 7.4MM	13 26MM	10 13.29	12 13	11 0.14
12	Netherlands Pop. - 16MM	11 \$24,780	17 9MM	8 6.0MM	14 5.0MM	15 3.4MM	13 5MM	15 21MM	10 13.29	13 14	12 0.13
13	India Pop. - 1014MM	42 \$440	9 22MM	3 18.4MM	19 2MM	31 1.6MM	20 2MM	32 4MM	21 22.29	17 20	12 0.13

Technology, Media & Telecommunications (TMT) Database - Countries Sorted by Relative Weight

Below is our list of 42 countries ranked by our relative weighting, equally considering 8 factors (Population, GNP per Capita, Telephone Lines, Cable Subscribers, PCs, Mobile Phone Subscribers, Internet Users, and Credit/Debit Cards). We have included both credit and debit cards within this category.

Description of Relative Weighting: We calculated each country's relative share of the global market in each category, and rank ordered them based on summing up these relative shares. The weightings were derived by adding up each country's market shares in each segment. For example, a 10% share of world telephone lines plus a 15% share of world cable subscribers plus a 7% share of world internet users produces a weighting of 0.32.

In addition we have listed (and ranked) the countries based on an arithmetic average rank, and a median rank (which does not consider the highest and lowest rankings). For these two columns, absolute rank (relative to the TMT universe) is listed above the actual rank. For example, a relative weighting of .25 shared by a number of countries give each one the same absolute ranking.

Rank Relative to 41 Countries		Actual Number	
Country/ Population	GNP per Capita	Tel. Lines	
USA	6	1	
Pop. - 276MM	\$29,240	182MM	

In this sort we place the rank (relative to the 42 TMT countries) above the respective absolute values.

	Country/ Population	GNP per Capita	Tel. Lines	Cable Subs.	PCs	Mobile Phone Subs.	Internet Users	Credit/Debit Cards	AVERAGE RANK	MEDIAN RANK	RANK & RELATIVE WEIGHTING
14	Spain Pop. - 40MM	21 \$14,100	13 16MM	34 .460MM	12 5.6MM	10 6.9MM	12 5.4MM	9 38MM	13 15.86	11 12	14 0.12
15	Russia Pop. - 146MM	36 \$2,260	7 29MM	6 11.5MM	11 6.0MM	39 .735MM	31 1MM	40 2.8MM	25 24.29	32 31	15 0.11
16	Switzerland Pop. - 7MM	1 \$39,980	24 5MM	15 2.5MM	17 3.0MM	30 1.6MM	21 2MM	26 5.9MM	17 19.00	18 21	15 0.11
17	Sweden Pop. - 9MM	9 \$25,580	20 7MM	16 2.0MM	16 3.3MM	13 4.2MM	14 4.6MM	30 4.5MM	14 16.71	14 15	17 0.10
18	Belgium Pop. - 10MM	10 \$25,380	25 5MM	11 3.7MM	18 2.9MM	28 1.7MM	18 2.2MM	21 8.6MM	16 18.57	16 18	18 0.09
19	Denmark Pop. - 5MM	3 \$33,040	31 3MM	20 1.2MM	22 1.9MM	27 1.8MM	16 2.6MM	37 2.9MM	21 22.29	20 22	18 0.09
20	Mexico Pop. - 100MM	30 \$3,840	16 10MM	9 5.9MM	15 4.7MM	14 3.5MM	15 2.8MM	18 13.2MM	24 23.71	29 28	20 0.08
21	Norway Pop. - 4MM	2 \$34,310	37 2.6MM	28 .64MM	28 1.5MM	25 1.9MM	17 2.3MM	29 4.7MM	19 21.14	20 22	20 0.08
22	Austria Pop. - 8MM	7 \$26,830	28 4MM	22 1.1MM	21 1.9MM	20 2.3MM	23 1.7MM	27 5.9MM	18 20.43	18 21	22 0.07
23	Finland Pop. - 5MM	12 \$24,280	32 3MM	23 .879MM	25 1.7MM	17 2.9MM	22 1.9MM	23 6.9MM	20 22.00	22 23	22 0.07
24	Argentina Pop. - 37MM	24 \$8,030	21 7MM	10 5.9MM	26 1.6MM	18 2.8MM	28 1.2MM	17 17.2MM	15 18.00	15 16	22 0.07
25	Singapore Pop. - 3MM	5 \$30,170	40 1.7MM	37 .15MM	30 1.4MM	34 1.0MM	29 1.1MM	22 7.1MM	31 28.14	31 30	22 0.07
26	Turkey Pop. - 63MM	33 \$3,160	14 16MM	33 .58M	29 1.4MM	16 3.3MM	26 1.5MM	12 26.5MM	23 23.29	24 26	26 0.06

Technology, Media & Telecommunications (TMT) Database - Countries Sorted by Relative Weight

Below is our list of 42 countries ranked by our relative weighting, equally considering 8 factors (Population, GNP per Capita, Telephone Lines, Cable Subscribers, PCs, Mobile Phone Subscribers, Internet Users, and Credit/Debit Cards). We have included both credit and debit cards within this category.

Description of Relative Weighting: We calculated each country's relative share of the global market in each category, and rank ordered them based on summing up these relative shares. The weightings were derived by adding up each country's market shares in each segment. For example, a 10% share of world telephone lines plus a 15% share of world cable subscribers plus a 7% share of world internet users produces a weighting of 0.32.

In addition we have listed (and ranked) the countries based on an arithmetic average rank, and a median rank (which does not consider the highest and lowest rankings). For these two columns, absolute rank (relative to the TMT universe) is listed above the actual rank. For example, a relative weighting of .25 shared by a number of countries give each one the same absolute ranking.

Rank Relative to 41 Countries	Country/ Population	GNP per Capita	Tel. Lines	Actual Number
	USA	6	1	
	Pop. - 276MM	\$29,240	182MM	

In this sort we place the rank (relative to the 42 TMT countries) above the respective absolute values.

	Country/ Population	GNP per Capita	Tel. Lines	Cable Subs.	PCs	Mobile Phone Subs.	Internet Users	Credit/Debit Cards	AVERAGE RANK	MEDIAN RANK	RANK & RELATIVE WEIGHTING
27	Ireland Pop. - 4MM	18 \$18,710	41 1.7MM	26 .68MM	23 1.9MM	33 1.0MM	33 .7MM	31 4.4MM	32 29.29	32 31	27 0.05
28	Israel Pop. - 6MM	19 \$16,180	34 2.9MM	40 -	32 1.3MM	21 2.2MM	30 1.1MM	38 2.9MM	33 30.43	34 32	27 0.05
29	Portugal Pop. - 10MM	22 \$10,670	27 4.1MM	31 .60MM	38 .81MM	22 2.2MM	32 .8MM	20 9.6MM	29 27.43	27 27	29 0.04
30	Poland Pop. - 39MM	29 \$3,910	18 8.9MM	12 3.2MM	24 1.7MM	41 -	36 .5MM	33 3.9MM	29 27.43	30 29	29 0.04
31	New Zealand 4MM	20 \$14,600	39 1.9MM	41 -	35 1.1MM	37 .81MM	27 1.3MM	28 4.9MM	36 32.29	39 35	29 0.04
32	South Africa Pop. - 41MM	32 \$3,310	26 4.8MM	39 -	20 1.9MM	19 2.3MM	35 .6MM	14 22MM	27 26.71	24 26	29 0.04
33	Thailand Pop. - 61MM	37 \$1,050	23 5.1MM	29 .62MM	31 1.3MM	26 1.9MM	19 2.1MM	16 17.4MM	26 25.86	24 26	29 0.04
34	Colombia Pop. - 41MM	34 \$2,470	19 7.1MM	25 .69MM	33 1.1MM	23 2.0MM	38 .5MM	19 9.8MM	28 27.29	23 25	34 0.03
35	Hungary Pop. - 10MM	28 \$4,510	30 3.4MM	19 1.5MM	40 .59MM	32 1.1MM	39 .4MM	39 2.9MM	38 32.43	34 32	34 0.03
36	Venezuela 23MM	31 \$3,530	36 2.7MM	32 .60MM	36 .99MM	24 2.0MM	40 .3MM	25 6.2MM	35 32.00	34 32	34 0.03
37	Czech Republic 10MM	25 \$5,150	29 3.6MM	24 .77MM	37 .97MM	36 .94MM	37 .5MM	41 1.8MM	40 32.71	40 36	34 0.03
38	Chile Pop. - 15MM	26 \$4,990	33 3MM	27 .67MM	39 .72MM	35 .98MM	34 .6MM	34 3.6MM	39 32.57	37 34	38 0.02
39	Philippines 75MM	38 \$1,050	35 2.8MM	30 .62MM	34 1.1MM	29 1.7MM	25 1.5MM	35 3.4MM	36 32.29	37 34	38 0.02

Technology, Media & Telecommunications (TMT) Database - Countries Sorted by Relative Weight

Below is our list of 42 countries ranked by our relative weighting, equally considering 8 factors (Population, GNP per Capita, Telephone Lines, Cable Subscribers, PCs, Mobile Phone Subscribers, Internet Users, and Credit/Debit Cards). We have included both credit and debit cards within this category.

Description of Relative Weighting: We calculated each country's relative share of the global market in each category, and rank ordered them based on summing up these relative shares. The weightings were derived by adding up each country's market shares in each segment. For example, a 10% share of world telephone lines plus a 15% share of world cable subscribers plus a 7% share of world Internet users produces a weighting of 0.32.

In addition we have listed (and ranked) the countries based on an arithmetic average rank, and a median rank (which does not consider the highest and lowest rankings). For these two columns, absolute rank (relative to the TMT universe) is listed above the actual rank. For example, a relative weighting of .25 shared by a number of countries give each one the same absolute ranking.

Rank Relative to 41 Countries	Country/ Population	GNP per Capita	Tel. Lines	Actual Number
	USA	6	1	
	Pop - 276MM	\$29,240	182MM	

In this sort we place the rank (relative to the 42 TMT countries) above the respective absolute values.

	Country/ Population	GNP per Capita	Tel. Lines	Cable Subs.	PCs	Mobile Phone Subs.	Internet Users	Credit/Debit Cards	AVERAGE RANK	MEDIAN RANK	RANK & RELATIVE WEIGHTING
40	Indonesia	40	22	42	27	42	24	24	34	27	38
	204MM	\$640	5.5MM	-	1.6MM	-	1.7MM	6.5MM	31.57	27	0.02
41	Peru	35	42	35	42	38	41	36	41	41	41
	25MM	\$2,440	1.7MM	.35MM	.45MM	.75MM	.3MM	3.2MM	38.43	38	0.01
42	Pakistan	41	38	38	41	40	42	42	42	42	41
	132MM	\$470	2.5MM	.01MM	.53MM	.13MM	.3MM	-	40.29	41	0.01

Population figures represent year 2000 data from the US Census Bureau and GNP figures are from the 1999 World Bank's World Development Indicators - GNP per Capita is the calculated using this data. Telephone lines represent total (business & commercial) lines in use; source - World Bank, MSDW estimates. The numbers for Cable Subscribers is based on information from The World Bank, cross referenced with Kagan World Media Ltd. and reflects calendar year 1998; source - World Bank MSDW estimates, Kagan. PC numbers represent the raw total (business and commercial) PC figures for 1998, both desktop and laptop; source - World Bank, MSDW estimates, IDC, the Yankee Group. Mobile Phone subscriptions data is for 1998 and is sourced from the World Bank, MSDW estimates, The International Telecommunication Union and IDC. Internet users reflect 2000 estimates representing the number of users accessing the Web (users may share/use multiple devices, users accessing the web from home and work are counted only once); source - MSDW estimates, IDC, eMarketer, Jupiter Communications. Credit Card figures are from 1998 and include debit cards; source - MSDW estimates, Faulkner & Gray 2000 Global Card Directory, The Nilson Report (DRI/McGraw Hill).

The Handheld Device market is in a state of flux as the many form factors of wireless devices (mobile phones, pagers, handheld assistants, music/video players, etc.) converge. For this report we broadly use the term Handheld Device to encompass organizers such as the Palm products, Casio's Cassiopeia, HP's Jordana, and 'smart phones' such as the Kyocera PDA/cell phone hybrid.

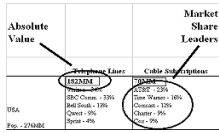
Credit/Debit Card figures are only reported on a regional basis - countries in a given region will have the same market share.

Technology, Media & Telecommunications (TMT) Database - Leading Market Share by Country & Category

Below is our list of the top 25 countries ranked by our relative weighting, equally considering 7 factors (GNP per Capita, Telephone Lines, Cable Subscribers, PCs, Mobile Phone Subscribers, Internet Users, and Credit/Debit Cards). We have included both credit and debit cards within this category. In certain markets, like the UK, debit cards are widely used in ecommerce transactions. In other markets, like Germany and France, they are not. There is no single rule of thumb across all countries for whether they are an indicator of ecommerce potential. Erring on the conservative side, we have included debit cards for now.

Methodology: We calculated each country's relative share of the global market in each category, and rank ordered them based on summing up these relative shares. The weightings were derived by adding up each country's market shares in each segment. For example, a 10% share of world telephone lines plus a 15% share of world cable subscribers plus a 7% share of world Internet users produces a weighting of 0.32.

In this sort we list the market share leaders -- by country and category -- in addition to highlighting the respective market totals.



In this sort we place a box around the absolute values for the respective categories in the top 25 TMT countries (based on our relative weighting). Where available, the leading market share leaders are listed with their market share percentages.

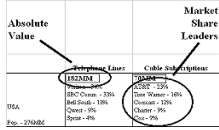
	Telephone Lines	Cable Subscriptions	PCs	Mobile Phone Subscriptions	Mobile Handset	Internet Service Providers (ISP)	Handheld Devices	DSL	Credit Cards
1 USA Pop. - 276MM	182MM Verizon - 34% SBC Comm. - 33% Bell South - 13% Qwest - 9% Sprint - 4%	70MM AT&T - 23% Time Warner - 16% Comcast - 12% Charter - 9% Cox - 9%	127MM Dell - 20% Compaq - 17% HP - 11% Gateway - 9% IBM - 6%	69MM Verizon - 24% SBC - 15% AT&T - 12% GTE - 9% Sprint - 8%		91MM users AOL - 43% EarthLink - 8% Juno - 6% MSN - 5% HP - 4% Prodigy - 5%			Visa - 54% Master Card - 34% Discover - 8% AMEX - 5%
2 Japan Pop. - 127MM	63MM NTT - 99%	14MM Jupiter-Titus - 21%	30MM NEC - 22% Fujitsu - 21% IBM - 10% Toshiba - 7% Sony - 7%	47MM NTT DoCoMo - 59% Jphone - 16% DDI Cellular - 11% IDO - 7% Tu-Ka - 7%		47MM Panasonic - 33% NEC - 16% Mitsubishi - 15% Toshiba - 9% Kyocera - 8%			
3 China Pop. 1261MM	87MM China Telecom - 100%	61MM Shanghai Cable Beijing Cable Guangdong Cable	10MM Legend - 22% IBM - 6% Founder - 6% HP - 6% Great Wall - 4%	43MM China Mobile HK - 63% China Unicom - 18% Others - 19%		10MM users ChinaNet - 50% China Unicom - 2% Qualcomm - 2% GBNet - 2%			Visa - 53% Master Card - 30% JCB - 14% AMEX - 2%
4 Germany Pop. - 83MM	47MM Deutsche Telecom - 82% Mannesmann - 7% Mobilcom - 3% COLT - 1% Viag Interkom - 1%	18MM Deutsche Telecom - 29% Tele Columbus - 8% Bosch - 6% PrimaCom - 4% EWT, TSS - 4%	25MM Fujitsu Siemens - 27% Vobis - 14% Compaq - 10% IBM - 6% Dell - 5%	14MM Mannesmann - 41% T-Mobile - 40% E-Plus - 14% Viag Interkom - 5%		19MM users T-Online - 45% AOL - 22% Freenet - 13% Lycos - 11% Arcor - 10%			Visa - 70% Master Card - 28% AMEX - 3%
5 UK Pop. - 60MM	33MM BT - 75% Cable & Wireless - 9% NTL - 6% Telewest - 3%	3MM Telewest - 34% Cable & Wireless - 30% NTL - 29% Diamond - 4% Other - 2%	16MM Compaq - 19% Dell - 14% Packard Bell/NEC - 7% IBM - 6% Toshiba - 6%	15MM Vodafone - 31% BTCellnet - 25% Orange - 24% One 2 One - 20%		19MM users Freeerve - 39% BT - 33% AOL - 18% Xstream - 10%			Visa - 70% Master Card - 28% AMEX - 3%
6 South Korea Pop. - 46MM	20MM	2MM Daacom SK Telecom KEPCO Korea Telecom Korea Wireless Cable	7MM	23MM Telefonica Moviles Telecom Italia Portugal Telecom BellSouth TIW & BCI		14MM users Nokia - 30% Motorola - 26% Qualcom - 11% Samsung - 7% Siemens - 4%			Visa - 70% Master Card - 28% AMEX - 3%
7 France Pop. - 59MM	34MM France Telecom - 96% Cegetel - 2% GTS-Omnicom - 1%	1.6MM France Telecom - 28% Lyonnaise - 27% NC Numerical - 24% Videopole - 5% Est Videocom - 4%	12MM Compaq - 17% Packard Bell/NEC - 14% IBM - 9% HP - 9% Dell - 8%	11MM France Telecom Mobil - 47% SFR - 37% Bouygues Telecom - 16%		11MM users Nokia - 30% Motorola - 14% Siemens - 10% Ericsson 10% Phillips - 7%			Visa - 70% Master Card - 28% AMEX - 3%
8 Canada Pop. - 31MM	19MM Bell Canada - 69% TELUS - 25% Manitoba - 4% AT&T Canada - 2%	8MM Rogers - 26% Shaw - 22% Videotron - 18% Cogeco - 10%	10MM IBM Dell Compaq IPC HP	5MM Rogers Wireless - 31% Bell Mobile - 28% TELUS Mobility - 16% Microcell Telecom - 10% Clearnet Comm - 9%		10MM users Motorola - 36% Nokia - 34% Qualcom - 11% Ericsson - 11% Samsung - 6%			Visa - 56% Master Card - 39% AMEX - 5%
9 Italy Pop. - 58MM	26MM Telecom Italia - 93% Infostarda - 5% Albacom - 1% Wind - 1%	1.62MM Stream - 99% Infostarda - 1%	10MM Compaq - 16% IBM - 12% HP - 9% Olivetti - 8% Fujitsu Siemens - 6%	21MM TIM - 54% Omnitel - 36% WIND - 10% Blu - 1%		7MM users Seat 'in.it' - 37% Motorola - 14% Siemens - 10% Ericsson 10% Phillips - 7%			Visa - 70% Master Card - 28% AMEX - 3%
10 Brazil Pop. - 173MM	20MM Telefonica	3MM GloboCabo - 64% Tevecap - 15% C-Band - 4% TVA - 3% Canbras - 3%	5MM Compaq Itautec Metron IBM HP	8MM Telefonica Moviles Telecom Italia Portugal Telecom BellSouth TIW & BCI		6MM users Nokia - 40% Motorola - 30% Ericsson - 15% Qualcom - 11% Samsung - 6%			Visa - 77% Master Card - 20% Diners - 1%
11 Australia Pop. - 19MM	10MM Telstra - 93% Optus - 3% Other - 4%	1MM Foxtel - 50% Optus - 17% Austar - 33%	2MM Compaq - 14% IBM - 11% HP - 8% Dell - 7% Toshiba - 5%	5MM Telstra - 48% Optus - 34% Vodafone - 19%		7MM users Telstra - 29% FreeOnline - 16% Unet - 14% Optus - 6% Global Freeway - 4%			Visa - 53% Master Card - 30% JCB - 14% AMEX - 2%
12 Netherlands Pop. - 16MM	9MM KPN Telecom - 86%	6MM Castel/Palle Kabelcom - 23% Casema - 18% United Telekabel - 15% UPC - 9%	3MM Compaq - 30% Dell - 12% IBM - 9% HP - 8% Vobis - 6%	3MM KPN Mobile - 48% Libertel - 31% Dutchtone - 8% Telfort - 8% Ben - 5%		5MM users Nokia - 30% Motorola - 14% Siemens - 10% Ericsson 10% Phillips - 7%			Visa - 70% Master Card - 28% AMEX - 3%
13 India Pop. - 1014MM	22MM BSNL - 84% MTNL - 16%	18MM SINcable INCable Net	3MM HCL - 8% Compaq - 8% Zenith - 6% HP - 5% IBM - 4%	1MM BPL - 19% Bharti - 14% Spice Telecom - 11% Hutchinson - 9% Essar - 9%		2MM users Nokia - 34% Motorola - 26% Qualcomm - 11% Samsung - 7% Siemens - 4%			Visa - 70% Master Card - 28% AMEX - 3%
14 Spain Pop. - 40MM	16MM Telefonica - 93% Retrovision - 5% Uni2 - 1% Euskaltel - 1%	1.50MM ONO - 26% Reteccal - 21% CTC - 14% Other - 40%	6MM Compaq 13% IBM - 13% HP - 10% Dell - 7% Toshiba - 6%	7MM Telefonica Moviles - 57% Airtel - 30% Amena - 13%		5MM users Terra Networks - 30% Retevision Jazztel Lince Arrakis			Visa - 70% Master Card - 28% AMEX - 3%
15 Russia Pop. - 146MM	29MM	12MM St. Petersburg - 24% Other - 76%	6MM Formosa Aquarius HP R&K Compaq	7MM		1MM users Nokia - 27% Motorola - 18% Ericsson - 15% Acatel - 13% Siemens - 8%			Visa - 70% Master Card - 28% AMEX - 3%

Technology, Media & Telecommunications (TMT) Database - Leading Market Share by Country & Category

Below is our list of the top 25 countries ranked by our relative weighting, equally considering 7 factors (GNP per Capita, Telephone Lines, Cable Subscribers, PCs, Mobile Phone Subscribers, Internet Users, and Credit/Debit Cards). We have included both credit and debit cards within this category. In certain markets, like the UK, debit cards are widely used in ecommerce transactions. In other markets, like Germany and France, they are not. There is no single rule of thumb across all countries for whether they are an indicator of ecommerce potential. Erring on the conservative side, we have included debit cards for now.

Methodology: We calculated each country's relative share of the global market in each category, and rank ordered them based on summing up these relative shares. The weightings were derived by adding up each country's market shares in each segment. For example, a 10% share of world telephone lines plus a 15% share of world cable subscribers plus a 7% share of world internet users producing a weighting of 0.32.

In this sort we list the market share leaders -- by country and category -- in addition to highlighting the respective market totals.



In this sort we place a box around the absolute values for the respective categories in the top 25 TMT countries (based on our relative weighting). Where available, the leading market share leaders are listed with their market share percentages.

	Telephone Lines	Cable Subscriptions	PCs	Mobile Phone Subscriptions	Mobile Handset	Internet Service Providers (ISP)	Handheld Devices	DSL	Credit Cards
16 Switzerland Pop. - 7MM	5MM Swisscom - 92% Sunrise - 4% DiAx - 2%	2.5MM Cablecom Hldgs. - 48% Balcab - 3% 022 Telegeneve - 3% Service d'Electricite - 2% Other - 44%	3MM Compaq - 27% IBM - 9% HP - 8% Fujitsu Siemens - 7% Apple - 5%	2MM Swisscom - 68% Orange 16% diAx - 16%	Nokia - 30% Motorola - 14% Siemens - 10% Ericsson 10% Phillips - 7%	2MM users Swisscom - 33% NTL Sunrise diAx Datacom	Palm - 43% Psion - 15% HP - 8% PMCG - 1% Compaq - 0.4%	Swisscom	Visa - 70% Master Card - 28% AMEX - 3%
17 Sweden Pop. - 9MM	7MM Telia - 84% Tele2 - 10% Telenordia - 2%	2MM Telia Kabel TV - 61% Sweden Online - 8% Stjern TV - 7% Kabelvision - 6% Scandinavian Cable - 1%	3MM Compaq - 19% Dell - 16% Fujitsu Siemens - 13% IBM - 13% HP - 7%	4MM Telia Mobitel - 52% Comviq - 31% Europolitan - 16%	Nokia - 30% Motorola - 14% Siemens - 10% Ericsson 10% Phillips - 7%	5MM users Telia - 40% Tele2 Spray Utfors Scandinavia Online	Palm - 36% Psion - 23% HP - 6% PMCG - 2% Casio - 1%	Telia Bredbandsbolaget	Visa - 70% Master Card - 28% AMEX - 3%
18 Belgium Pop. - 10MM	5MM Belacom - 92%	4MM A.L.E. - 8% Gaswest - 8% Interelectra - 7% Brutele - 7% Teveoost - 7%	3MM Compaq Dell NEC Fujitsu Siemens Apple	2MM Proximus - 64% Mobistar - 30% KPN Orange - 5%	Nokia - 30% Motorola - 14% Siemens - 10% Ericsson 10% Phillips - 7%	2MM users Belgacom - 30% Wanadoo - 5% Planet Internet World Online BT Belgium	Palm - 18% Psion - 21% PMCG - 8% HP - 4% Compaq - 2%	Belgacom	Visa - 70% Master Card - 28% AMEX - 3%
19 Denmark Pop. - 5MM	3MM TeleDanmark - 84% Tele2 - 10% Telenordia - 2%	1MM TeleDanmark - 61% Telia Stofa - 12% Other - 28%	2MM Compaq - 28% IBM - 21% Fujitsu Siemens - 10% Dell - 5% HP - 5%	2MM Tele Danmark Mobil - 49% Sonofon - 28% Mobilix - 14% Telia - 9%	Nokia - 30% Motorola - 14% Siemens - 10% Ericsson 10% Phillips - 7%	3MM users TeleDanmark Get2Net CyberCity Image	Palm - 36% Psion - 15% HP - 5% PMCG - 2% Compaq - 2%	TeleDanmark Tele2 Dansk Internet Adgang	Visa - 70% Master Card - 28% AMEX - 3%
20 Mexico Pop. - 100MM	10MM	1.6 MM MVS Multivision - 30% Cablevision - 18% Megaicable - 15% CableMas - 10% Cablevision(Monterrey) - 5%	5MM Compaq Acer HP Alaska IBM	3MM	Nokia - 40% Motorola - 30% Ericsson - 15% Qualcom - 11% Samsung - 6%	3MM users Telmer Terra Networks		Telefonos de Mexico	Visa - 77% Master Card - 20% AMEX - 2% Diners - 1%
21 Norway Pop. - 4MM	3MM Telenor - 92% Tele2 Norge - 6%	1MM Janco Multicom 42% Telenor Avidi - 33% Bjaere Kabel - 4% Norske - 1% ABB - 1%	2MM Compaq - 25% IBM - 14% Dell - 8% Fujitsu Siemens - 7% Cinet - 7%	2MM Telenor - 75% NetCom Asa (Telia) - 25%	Nokia - 30% Motorola - 14% Siemens - 10% Ericsson 10% Phillips - 7%	2MM users Telenor Tele2 Norge Telia Norge UPC	Palm - 36% HP - 11% Psion - 11% PMCG - 3% Compaq - 1%	Telenor UPC	Visa - 70% Master Card - 28% AMEX - 3%
22 Austria Pop. - 8MM	4MM Telekom Austria - 90% UTA - 5% Priority Telecom - 2%	1MM Telekabel - 39% LIWEST - 8% Telesystem - 3% Kabelsignal - 3%	2MM Fujitsu Siemens - 17% Compaq - 17% IBM - 12% Vobis - 8% Actebis - 7%	2MM Mobilkom Austria - 53% max.mobil - 36% Connect Austria - 12%	Nokia - 30% Motorola - 14% Siemens - 10% Ericsson 10% Phillips - 7%	2MM users A-Online UTA Magnet At-net SufEU	Palm - 21% Psion - 18% PMCG - 5% HP - 5% Compaq - 3%	A-Online Telekom Austria	Visa - 70% Master Card - 28% AMEX - 3%
23 Finland Pop. - 5MM	3MM Finnnet Group - 59% Sonera - 35% Telia - 4%	1MM Sonera - 15% Helsinki Televisio - 22% Tampereen Tietoverkko - 7% Oulun Puhelin - 6% Turun - 6%	2MM Compaq - 20% IBM - 13% Fujitsu Siemens - 13% HP - 10% Osborne - 5%	3MM Sonera - 63% Radiolinja1 - 36% Telia - 2%	Nokia - 30% Motorola - 14% Siemens - 10% Ericsson 10% Phillips - 7%	2MM users Sonera - 36% Saunalahti Oyj Kolumbus RSL Com Finland	Psion - 20% Palm - 10% HP - 3% PMCG - 1% Compaq - 1%	Sonera Elisa	Visa - 70% Master Card - 28% AMEX - 3%
24 Argentina Pop. - 37MM	7MM Telecom Argentina	6MM MultiCanal S.A. - 31% CableVision S.A. - 30% Independent Operators - 22% Supercanal Holdings - 9% La Red Intercable - 7%	2MM Compaq Daihatsu IBM HP Acer	3MM Interserver - 26% Others - 74%	Nokia - 40% Motorola - 30% Ericsson - 15% Qualcom - 11% Samsung - 6%	1MM users Advance Arnet Ciudad Internet		Telecom Argentina	Visa - 77% Master Card - 20% AMEX - 2% Diners - 1%
25 Singapore Pop. - 3MM	2MM SingTel - 100%	.2MM Singapore Cable - 100%	1MM Compaq - 16% HP - 14% IBM - 11% Dell - 11% Acer - 10%	1MM Singapore Telecom - 58% MobileOne - 34% StarHub - 8%	Samsung - 37% LG - 19% Motorola - 17% Nokia - 8% Hyundai - 7%	1MM users	Palm - 59% Casio - 17% Sharp - 9% IBM - 3% Phillips - 3%	SingNet - 100%	Visa - 53% Master Card - 30% JCB - 14% AMEX - 2%

Population figures represent year 2000 data from the US Census Bureau and GNP figures are from the 1999 World Bank's World Development Indicators - GNP per Capita is the calculated using this data. Telephone lines represent total (business & commercial) lines in use; source - World Bank, MSDW estimates. The numbers for Cable Subscribers is based on information from The World Bank, cross referenced with Kagan World Media Ltd. and reflects calendar year 1998; source - World Bank MSDW estimates. Kagan. PC numbers represent the raw total (business and commercial) PC figures for 1998, both desktop and laptop; source - World Bank, MSDW estimates, IDC, the Yankee Group. Mobile Phone subscriptions data is for 1998 and is sourced from the World Bank, MSDW estimates. The International Telecommunication Union and IDC. Internet users reflect 2000 estimates representing the number of users accessing the Web (users may share/use multiple devices, users accessing the web from home and work are counted only once); source - MSDW estimates, IDC, eMarketer, Jupiter Communications. Credit Card figures are from 1998 and include debit cards; source - MSDW estimates, Faulkner & Gray 2000 Global Card Directory, The Nilson Report (DRIMcGraw Hill). Weighted average penetration does not include ROW figures.

The Handheld Device market is in a state of flux as the many form factors of wireless devices (mobile phones, pagers, handheld assistants, music/video players, etc.) converge. For this report we broadly use the term Handheld Device to encompass organizers such as the Palm products, Casio's Cassiopeia, HP's Jornada, and 'smart phones' such as the Kyocera PDA/cell phone hybrid.

Credit/Debit Card figures are only reported on a regional basis - countries in a given region will have the same market share.

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