Exhibit 1: Fixed and Mobile Subscribers (per 1,000 people)

Source: World Bank
Exhibit 2: Telecom Penetration in China

Source: Morgan Stanley Research
Exhibit 3: Broadband Reach (% of households)

- United States: 89%
- Japan: 79%
- Mexico: 34%
- China: 2%

Source: European Telecom Newsletter, June 2003
Exhibit 4: Number of Computers & Mobile Phones in Mexico (in ’000s)

Source: COFETEL. Dirección General de Tarifas e Integración Estadística / ITU
Exhibit 5: Why Users Don’t Purchase Online - Mexico

- I don't know if they will send me the products: 36%
- I am afraid to give out my credit card number: 39%
- I don't have a credit or debit card: 42%
- I like to see what I buy: 55%

Source: Mexican Internet Association, 2004
Exhibit 6: Number of SMS Messages in China  
(billions of messages)

Source: Morgan Stanley Research
## Exhibit 7: Internet Portal Revenue Breakdown – China

### 2003

<table>
<thead>
<tr>
<th>Company</th>
<th>Advertising</th>
<th>Gaming</th>
<th>Messaging</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sina</td>
<td>34%</td>
<td>6%</td>
<td>60%</td>
</tr>
<tr>
<td>Sohu</td>
<td>39%</td>
<td>4%</td>
<td>58%</td>
</tr>
<tr>
<td>NetEast</td>
<td>16%</td>
<td>44%</td>
<td>40%</td>
</tr>
<tr>
<td>Tom</td>
<td>3%</td>
<td>15%</td>
<td>82%</td>
</tr>
</tbody>
</table>

Source: Morgan Stanley Research
Exhibit 8: Cash as Percentage of Private Consumption Expenditure, 1998

Source: Bank of Japan