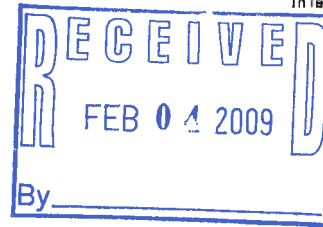


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Cologne, 2009/02/04

**Questions from potential applicants for new gTLDs**

Dear Mr Twomey

we write this letter on behalf of the German Internet Industry. eco is the German ISP and Internet Industry Association with about 430 members from different Internet Industry sectors. The eco association represents over 200 ISPs and Registrars forming the backbones of the German Internet. Our aim is to enhance the Internet economy and make the Internet a destination for business by advancing the commercial use of it and we – furthermore – represent the interests of the German Internet economy in politics, legislative procedures and international committees.

We would like to point out that we do appreciate the development for the creation of new gTLDs within ICANN. According to its own accord ICANN has spent more than three years and numerous meetings, conferences and millions of dollars on the policy development process (PDP05) for new generic Top-Level-Domains. This led to the publication of a Draft Applicant Guide Book in October 2008. At the same time, thanks to increased media coverage of the issue, more and more companies have become aware of the opportunities in new generic Top-Level Domains.

Over the past weeks and months, eco has received a number of inquiries submitted by potential applicants for company TLDs. The inquirers asked questions, which we think only ICANN is in the position to answer reliably and validly. At the same time we are convinced that these questions and the answers to them are relevant for the German Internet Industry as a whole.

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Many German enterprises are uncertain about the parameters that have been announced by the Draft Applicant Guide Book published in October 2008. On the background of the experience with the previous two rounds, the ongoing discussions and the permanent delays in the PDP05, these companies have difficulties placing investments in business plans, which are needed regards the acquisition of a Top-Level Domain. Several issues are of particular interest in this context:

- Is there any possibility that ICANN might call off or delay the announced next application round to 2010 or later for any reason?
- Will the number of delegated TLDs in the announced round be limited? If so, what might be the criteria for this limitation?
- Will it be possible for enterprises to obtain their own .company TLD in the upcoming round as long as they fulfil the application criteria and no objections or competing applications will be filed?
- From the point of view of ICANN, are there – in general - any arguments against the delegation of such company TLDs?

We would be very grateful to receive some profound information about the topics mentioned above.

Kind Regards

Harald A. Summa  
- CEO

cc: Kurt Pitz