## Registration market

- New gTLDs are not significantly fueling growth
- For ccTLDs simple and easy growth is over
  - Cost control high on agenda
- Registration market is mature
  - Commodity pricing
  - Concentration (registrar, registry)

% GROWTH Q2/2015		REGISTRATIONS	
MEDIAN	COMBINED	(million)	
1.3%	-0.7%	134.5	ccTLD
-0.4%	0.2%	1.3	ccTLD IDN
-0.8%	0.2%	151.1	Legacy gTLD
9.6%	31.6%	5.9	New gTLD
	0.2%	293.8	Total

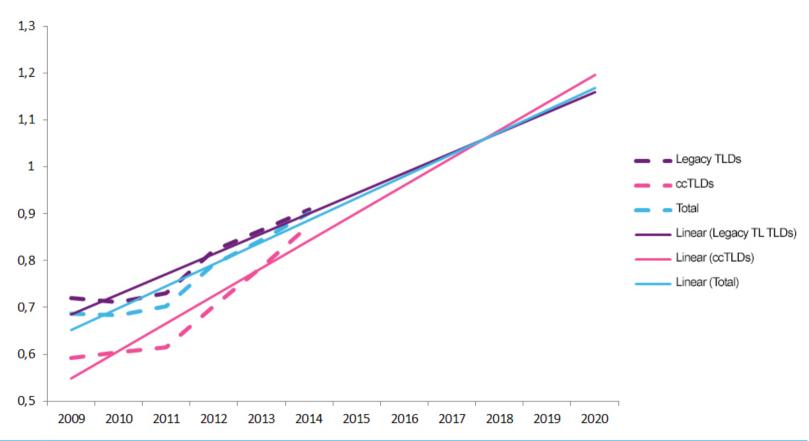
Legacy gTLDs = biz, com, info, mobi, net, org, aero, asia, cat, jobs, museum, name, post, pro, tel, travel.

New gTLDs figures/growth can vary depending on the way zone files are calculated

Market share chart: ccTLDs include ccTLD IDNs. Legacy gTLDs include sTLDs (some have 4 month data lag)

## 2017: a turnaround?

## Change in Deletion / Creation ratio per TLD segment







## Reasons for slowdown

- Growth opportunities no longer in online presence:
  - Cloud services
  - Connected devices
  - Big Data...
- Registrars pursue growth opportunities either in international development, extra services or acquisitions
- Online presence growth is now fueled by non registrar actors (web-builders, ...)