

The domains that define the Internet are powered by **VERISIGN** 

# Domain Name Industry Drivers

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Senior Vice President of Marketing and Channels

March 13<sup>th</sup>, 2018

# Globally, Internet Users Expected to Grow Over the Next 3 Years

Expected new internet users next 3 years (2016-2019)\*

| Region                  | 2016  | 2019  | 3 Yr<br>Increase | 3 Yr<br>CAGR |
|-------------------------|-------|-------|------------------|--------------|
| APAC                    | 1,758 | 2,154 | 396              | 7%           |
| Middle East<br>& Africa | 296   | 365   | 69               | 7%           |
| Latin<br>America        | 345   | 386   | 41               | 4%           |
| Europe                  | 572   | 608   | 36               | 2%           |
| North<br>America        | 297   | 312   | 15               | 2%           |
| Total                   | 3,268 | 3,825 | 557              | 5%           |

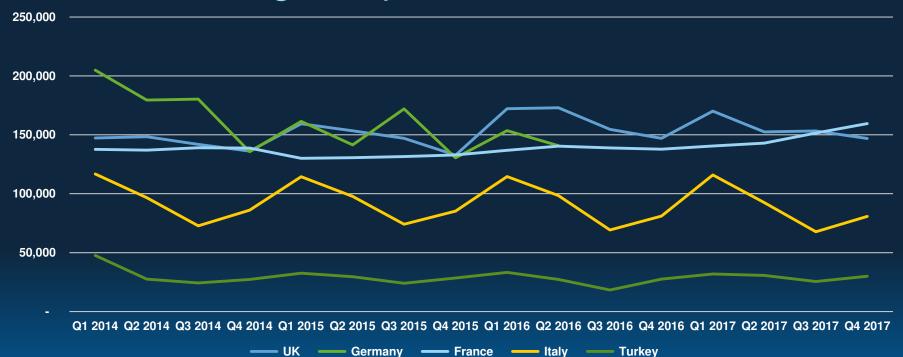
\*Countries with new users in excess of 5M Source: eMarketer, 2017

European users expected to increase by twice as much as US

Significant increases expected throughout Africa

India, China, and Indonesia expected to show largest increase in IUs

## Strong European Business Starts



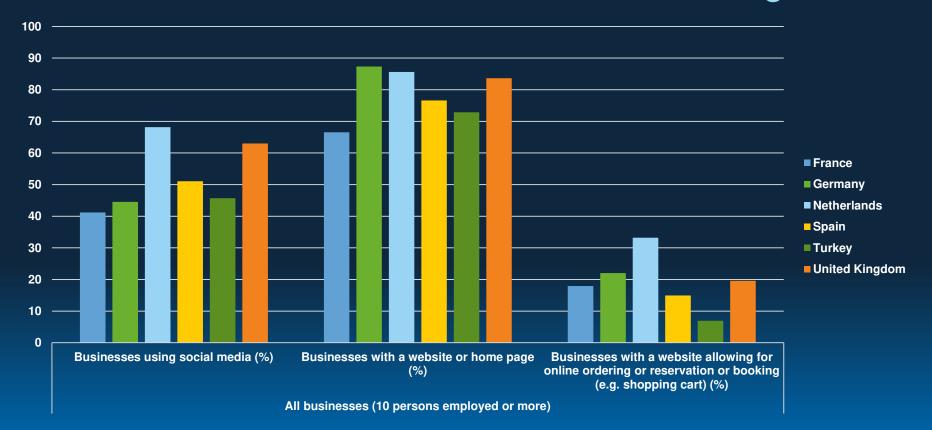
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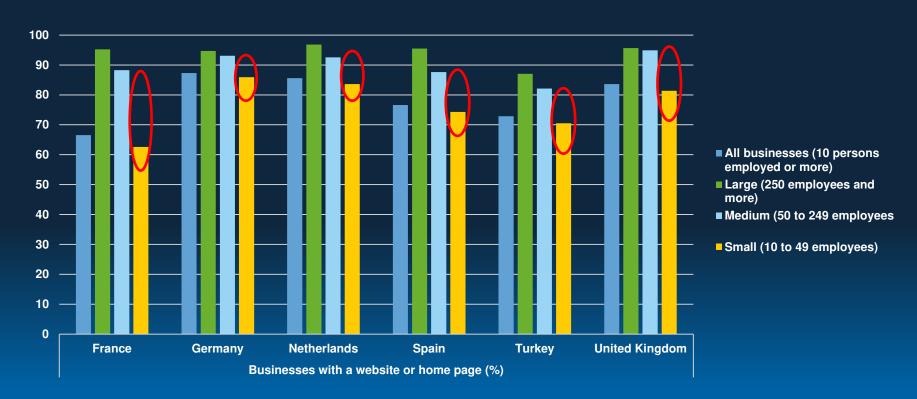
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## Demand for Websites Remains Strong



## Opportunity To Grow SMB Adoption

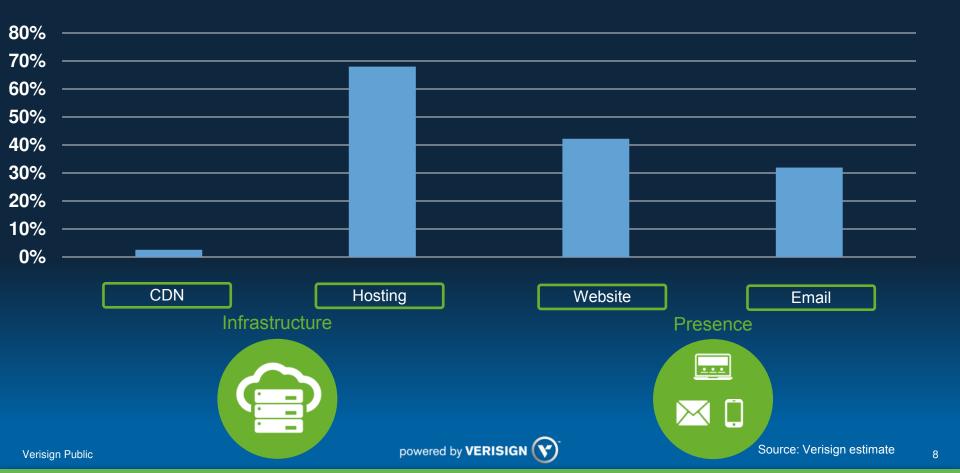


# **Utility of Domain Names**

# Domain Names are the Common Denominator for Many Services

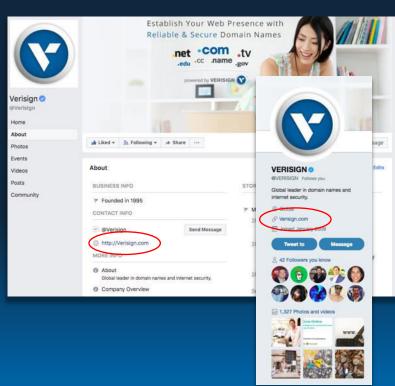


## Attached Services on New Developed Domains



## Domain Name Part of Presence In Many Forums

#### Social Media Online Searches



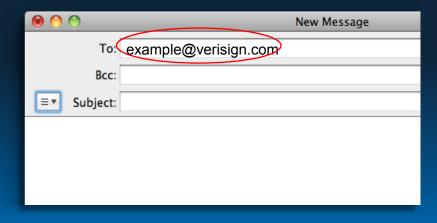
Verisign Public

Verisign, Inc. Is A Leader In Domain Names And Internet Security ...

www.verisign.com/ ▼

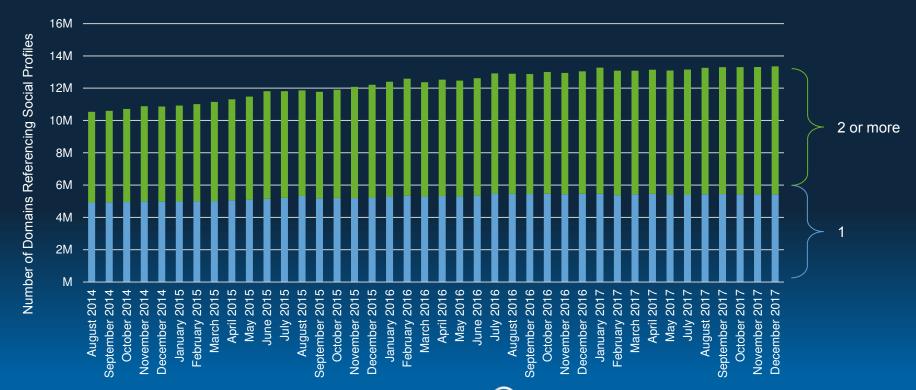
Establish your Web presence with Verisign's secure and reliable domain names. The domains that define the Internet are Powered by Verisign, Inc.

#### **Business Tools and Apps**

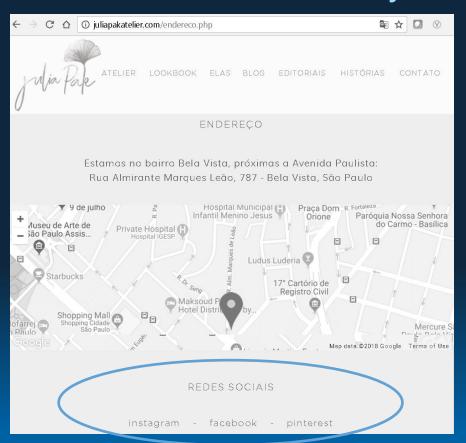


# Referencing Social Profiles From Domain Names Increasingly Popular

Overall More Domain Names are Referencing More Social Profiles



## Julia Pak Case Study

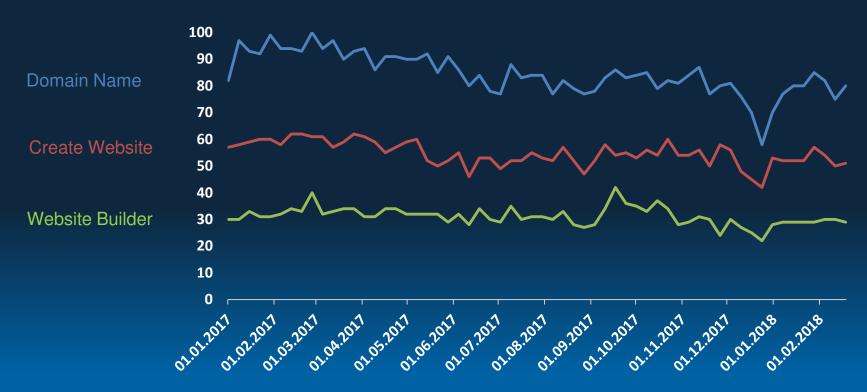


# **Domain Name Awareness**

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### "Domain Name" is Searched Most Often

According to Google Trends data, "Domain Name" is searched for more often than either "Build Website" or "Business Email"



## Searches Connecting Websites and Domain Names

According to Google Trends data, these are the most common searches for these concepts

#### **Domain Name**

search domain name
domain search
buy domain name
website
website domain name
buy domain
domain name server
free domain
free domain name
what is domain
what is domain name
domain registration
domain name registration

#### Website Builder

website builder free
free website
best website builder
wix
wix website builder
wix website
web builder
godaddy
godaddy website builder
wordpress website
godaddy website
wordpress

#### Website - Domain

website domain name
website name
domain name
domain for website
free domain website
free domain
website hosting domain
website hosting
domain hosting
google website
web domain
google domain

### Similar Value for Keywords Related to Domain Names and Websites

| Keyword                  | Search Volume Range | Competition | Top of page bid (low) | Top of page bid (high) |
|--------------------------|---------------------|-------------|-----------------------|------------------------|
| website builder          | 10000 - 100000      | High        | 11.96                 | 31.66                  |
| domain name              | 10000 - 100000      | High        | 10.83                 | 57.05                  |
| create a website         | 10000 - 100000      | High        | 8.83                  | 24.72                  |
| domains                  | 10000 - 100000      | High        | 10                    | 124.2                  |
| buy domain               | 10000 - 100000      | Medium      | 12.72                 | 114.77                 |
| buy domain name          | 10000 - 100000      | Medium      | 11.5                  | 104.86                 |
| domain name search       | 10000 - 100000      | High        | 8.35                  | 62.54                  |
| web hosting              | 10000 - 100000      | High        | 13.25                 | 58.98                  |
| domain registration      | 10000 - 100000      | High        | 12.03                 | 50                     |
| best website builder     | 10000 - 100000      | High        | 10.42                 | 39.76                  |
| domain name registration | 10000 - 100000      | High        | 9.7                   | 36.43                  |
| website design           | 10000 - 100000      | High        | 8.1                   | 23.2                   |
| make your own website    | 10000 - 100000      | High        | 6.64                  | 21.02                  |
| how to make a website    | 10000 - 100000      | High        | 6.54                  | 19.4                   |
| website maker            | 10000 - 100000      | High        | 7.25                  | 18.33                  |
| web design               | 10000 - 100000      | Medium      | 7.44                  | 17.82                  |

Using suggested bids as an indicator for what clicks are worth, "domain name" searches are high volume and carry a similar value to other hosting related searches



### At 95%, .Com Has Strong Awareness Across The Globe





.com

.net

Source: ICANN Global Consumer Research -See http://newqtlds.icann.org/en/reviews/cct/phase2-qlobal-consumer-survey-23jun16en.pdf

### •com

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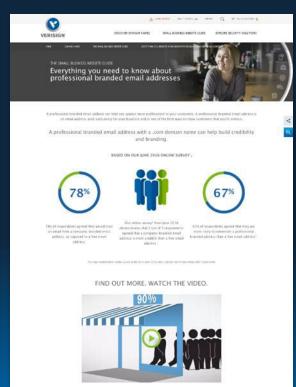
## **United Kingdom**











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# **Developing Markets**

| Vietnam                            | Indonesia                               | Brazil                             | Mexico                             |
|------------------------------------|---|------------------------------------|------------------------------------|
| "Go Pro with .net"                 | "Answer your WHY with .net"             | "You Think. The<br>World Sees It." | "Think Big. Get a<br>.com"         |
| Tròng 'prō'hơn<br>với tèn miền net | powered by VERISIGN ®  JAWAB DENGAN NET | Você pensa. O mundo vê. • COM      | Piénsalo en grande. Obtén un .com. |

## China

•com

**.**net

•CC

.com gives you the confidence to Succeed .com 是您成功的底气

With .net, your business is no longer limited to ONE location...

My .cc Defined by Me







## **United States**

.net

•com

"Keep Dreaming Up"

"With a .com, You can Become Anything"



Verisign Public



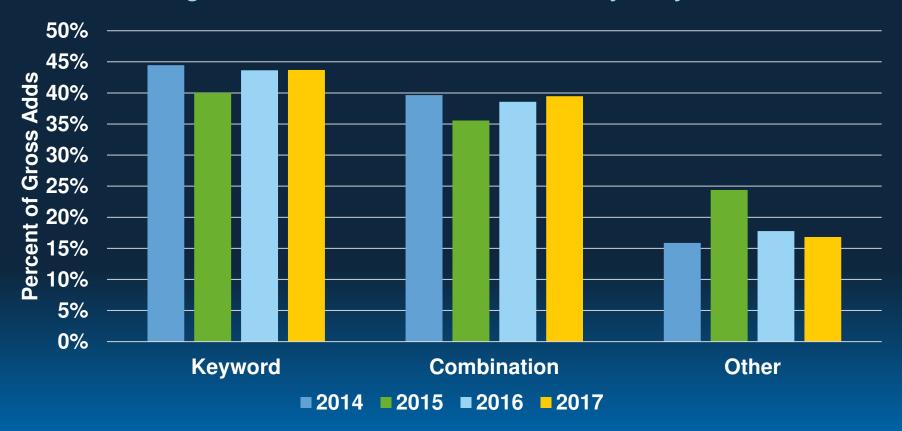




# **Domain Name Selection**

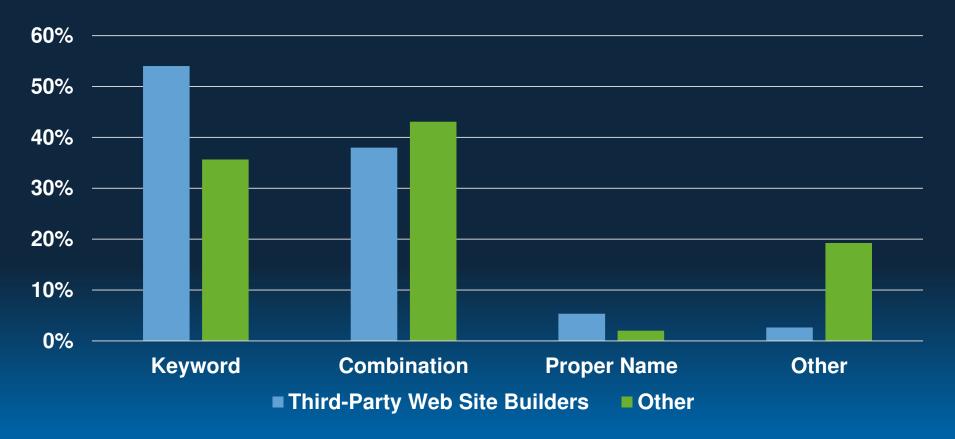
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## New Registrations in .com Consistently Keyword Rich

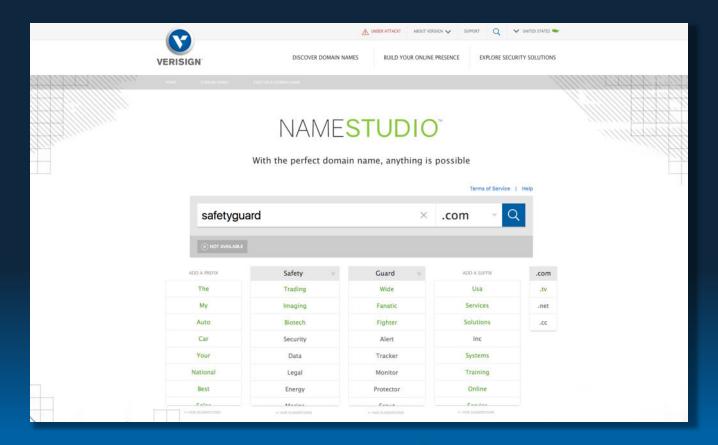


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## Sites with Value Added Services More Likely Keyword Rich



## Discover Domains with Desirable Words



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# In Summary

**Demand for Domains Remains Strong** 

**Utility of and Importance of Domain Names is Increasing** 

**Continued Strength of Keyword Domain Names** 

# powered by

