

# *Internet Trends*

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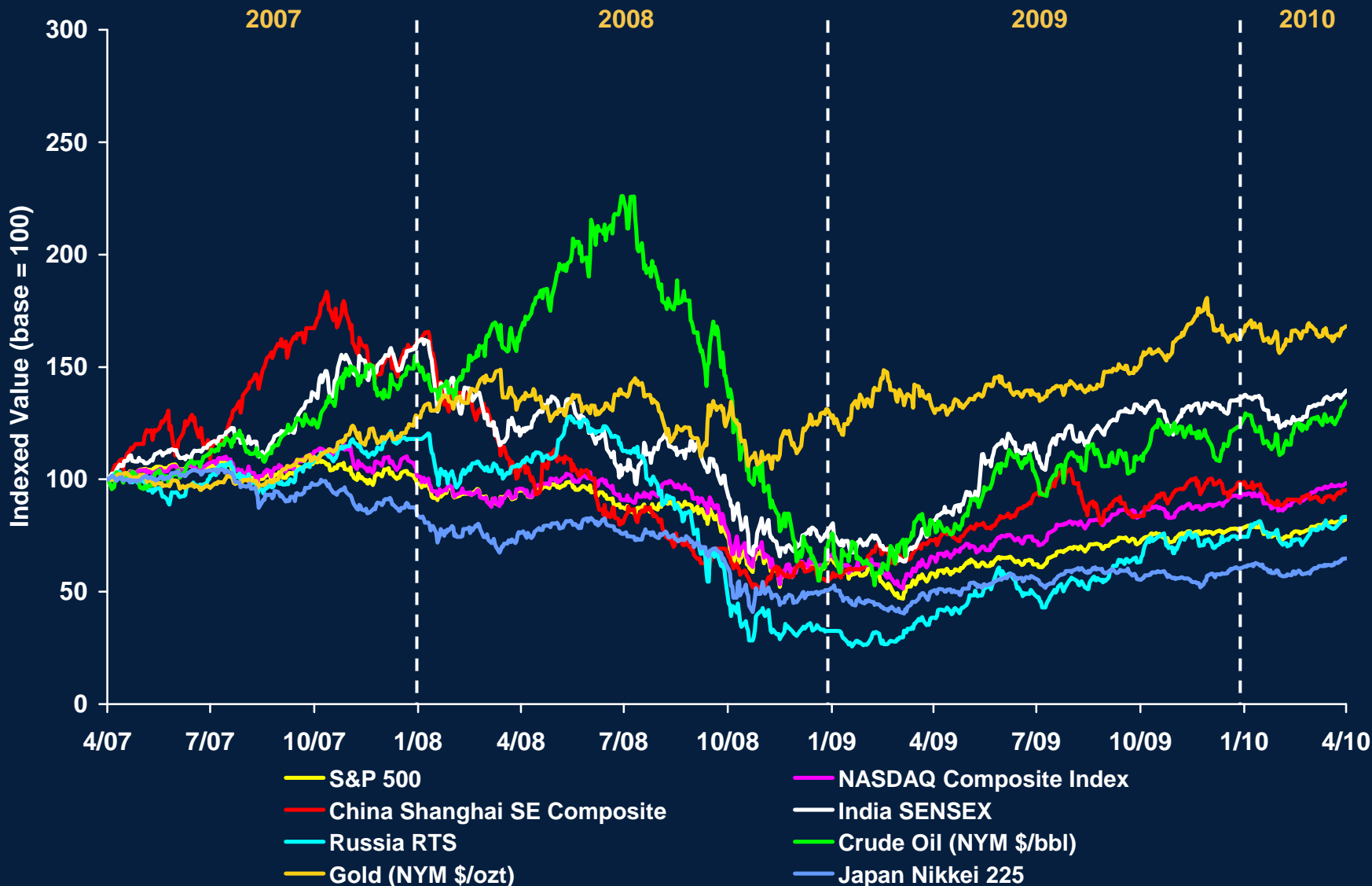
# Internet Trends Outline

- Stock Market Update
- State of the Internet...  
Mobile Will Be Bigger Than Desktop Internet in 5 Years
- Mobile Internet Deep Dive

# *Stock Market Update*

# Stock Market = Often a Leading Indicator of Economic Growth

Russia +225% vs. 36-Month Low / India +120% / China +85% / USA (S&P500) +76%

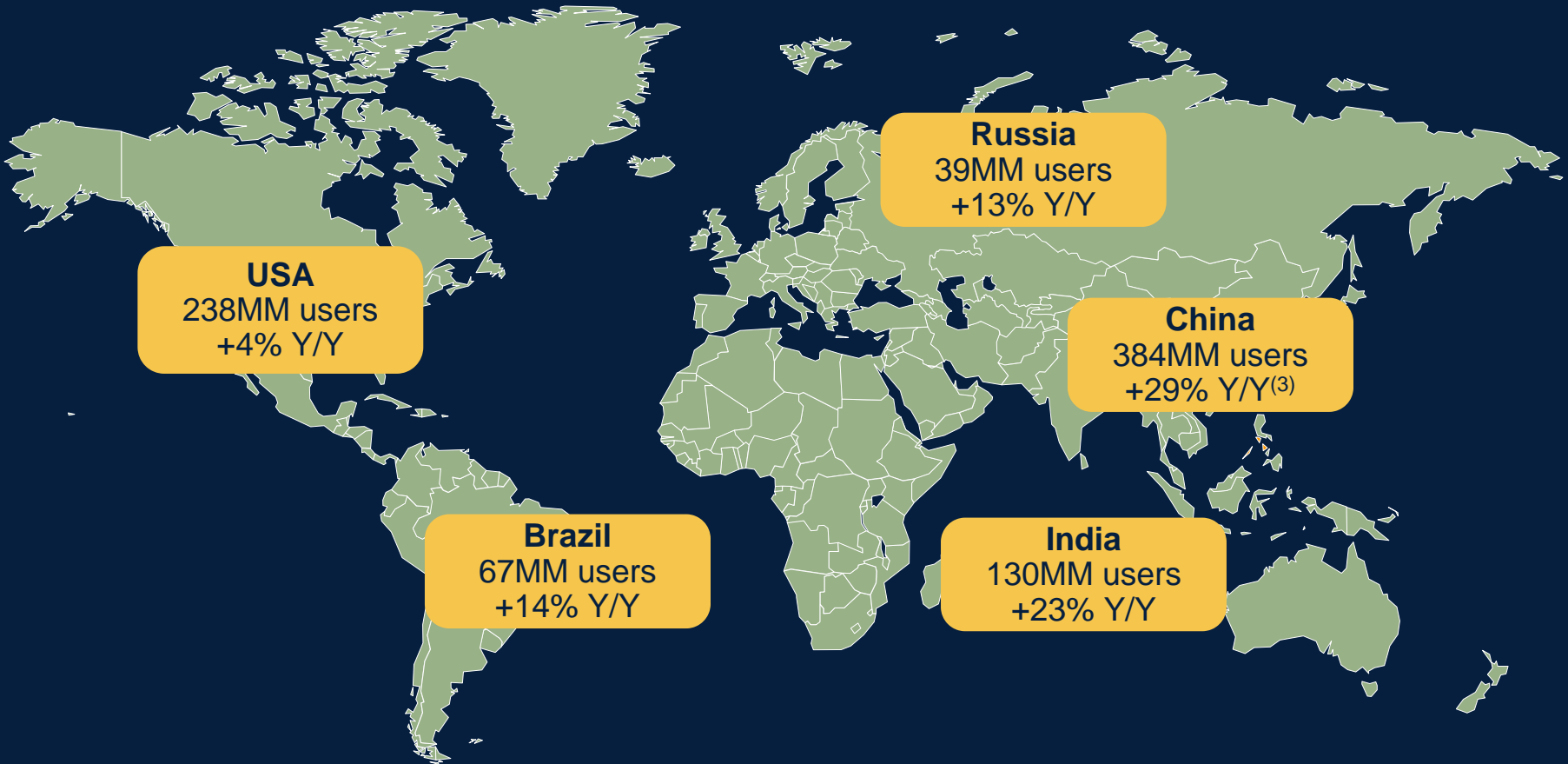


*State of the Internet...Mobile Will Be Bigger  
Than Desktop Internet in 5 Years*

# State of the Internet – Usage Growth Remains Robust – 5 Countries = 48% of Users

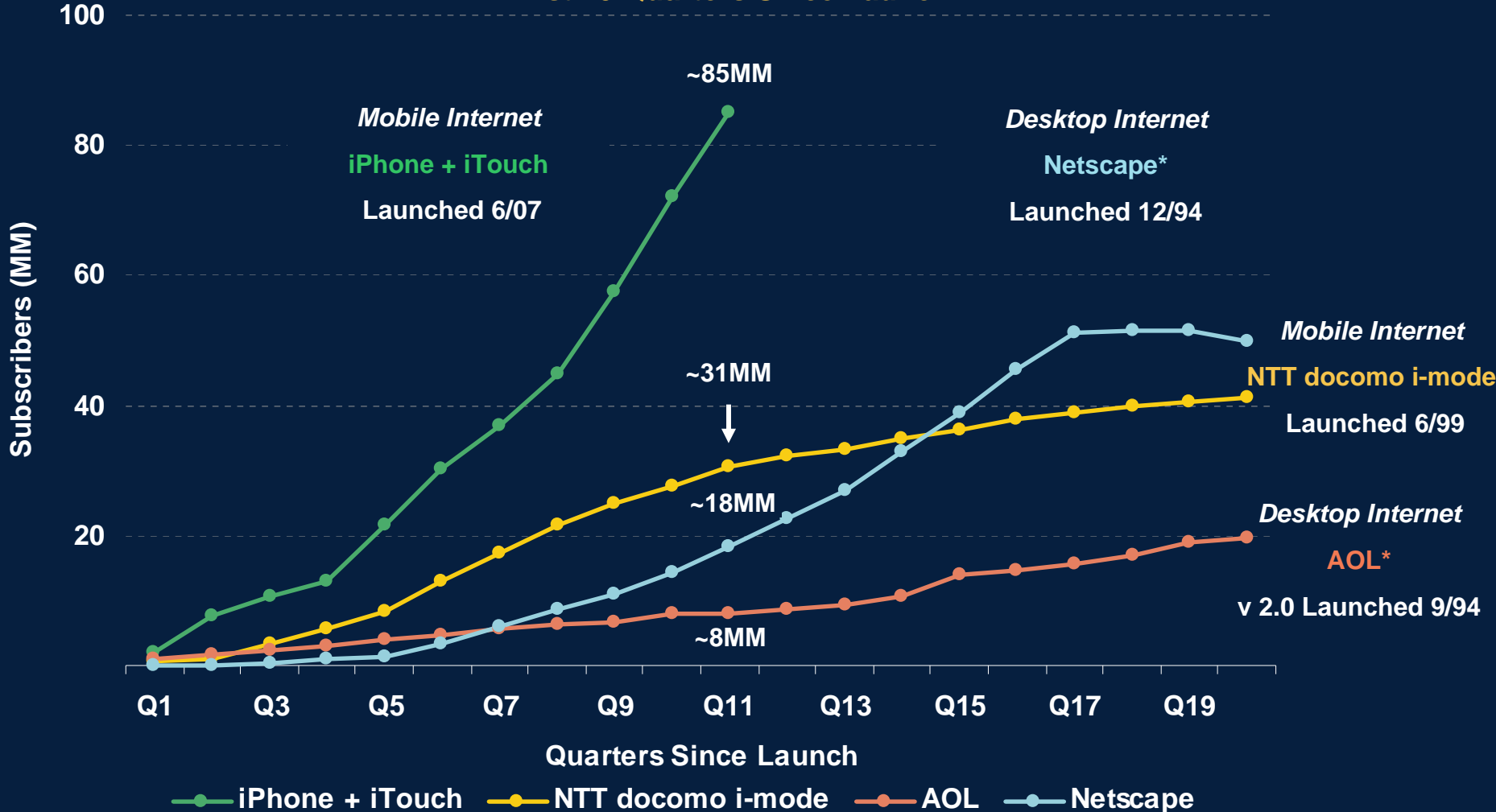
## Global Internet Stats in 2009E

1.8B Users, +13% Y/Y<sup>(1)</sup>; 18.8T Minutes Spent, +21% Y/Y<sup>(2)</sup>



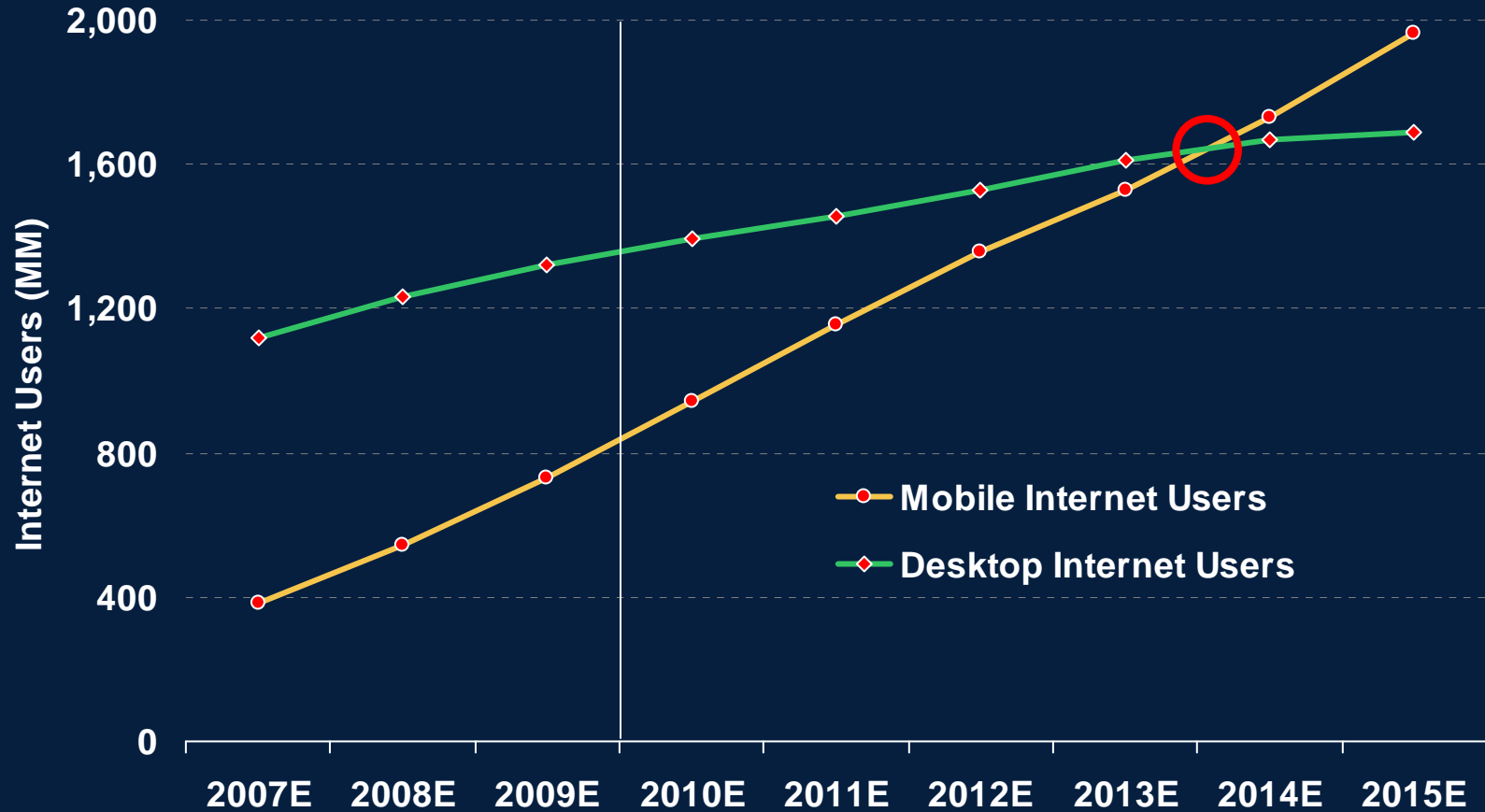
# Mobile Internet Ramping Faster than Desktop Internet Did – Apple Leading Charge

iPhone + iTouch vs. NTT docomo i-mode vs. AOL vs. Netscape Users  
First 20 Quarters Since Launch



# Mobile Users > Desktop Internet Users Within 5 Years

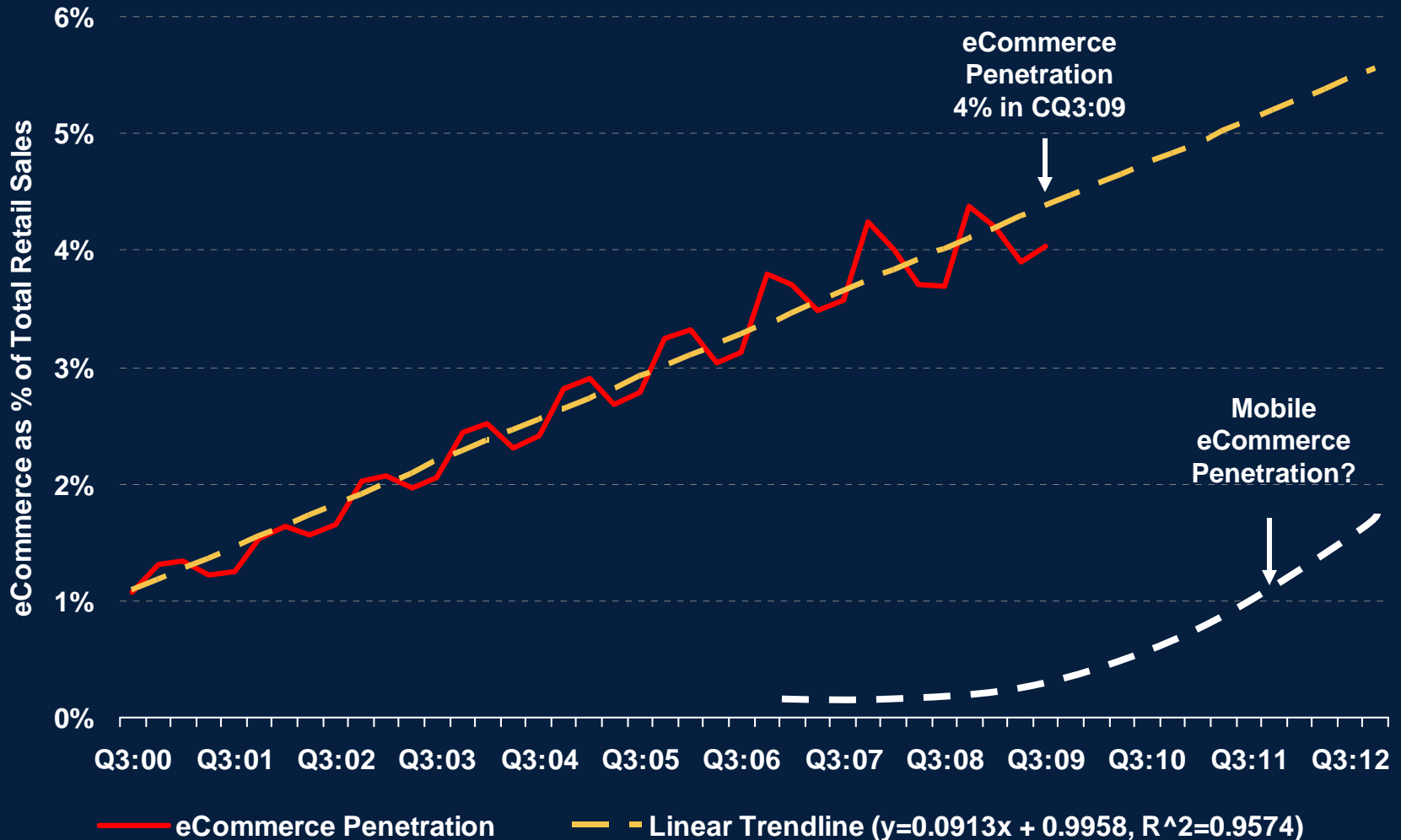
Global Mobile vs. Desktop Internet User Projection, 2007 – 2015E





# Online Commerce Gaining Share vs. Offline – Online at 4% of USA Retail, Mobile Should Get to Same Level Much Faster

USA eCommerce % Share<sup>(1)</sup> of Total Retail Sales, CQ3:00 – CQ4:12E



# E-Commerce - USA Online Penetration = 4-6% and Rising

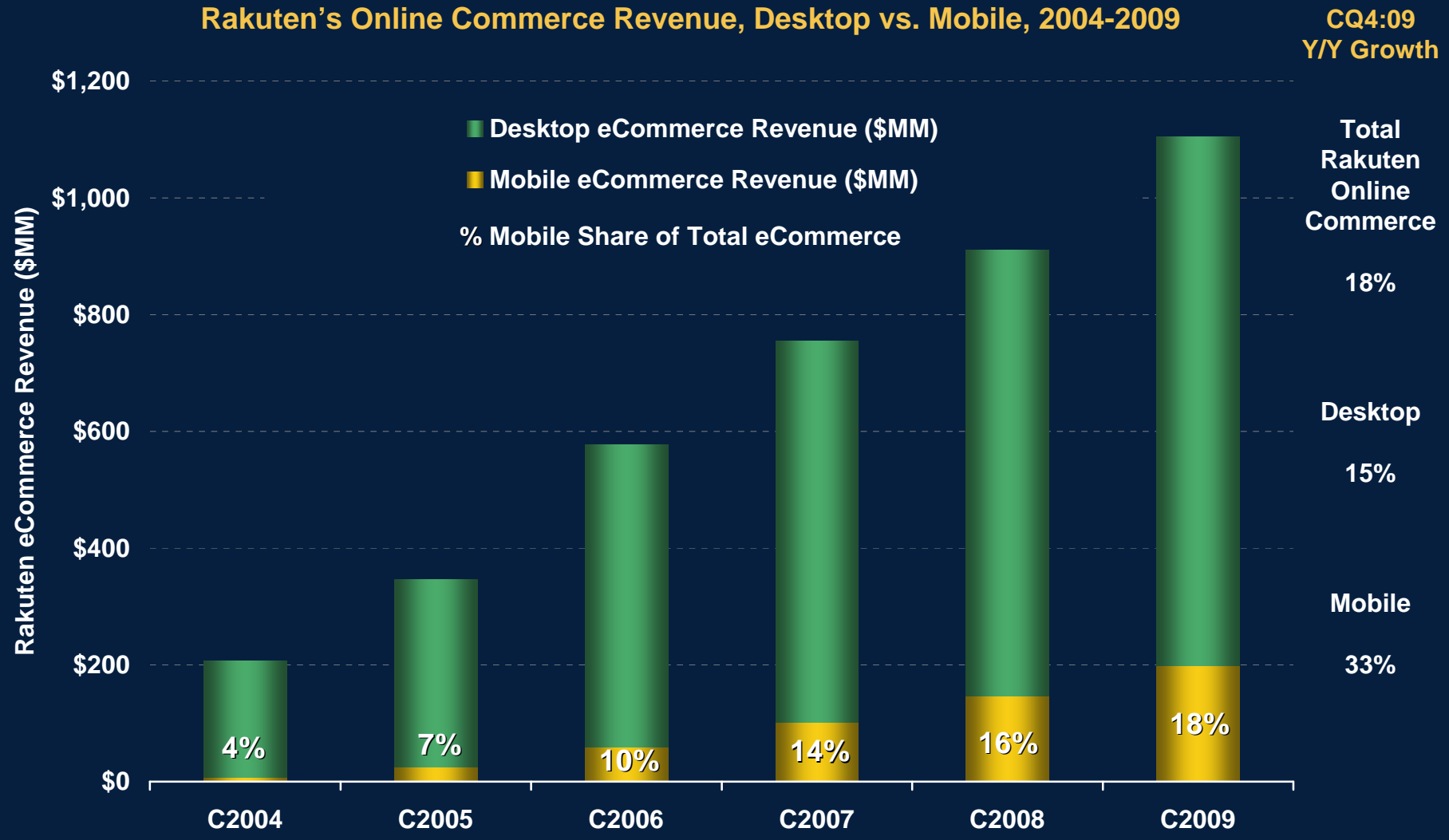
## Categories' Online Penetration of US Retail Market, 2007

>20%	10 - 20%	<10%
Computer products 45%	Toys / video games 19%	Home furnishings 9%
Other event tickets 27%	Baby products 19%	Cosmetics / fragrances 9%
Books 24%	Consumer electronics 18%	Sporting goods / apparel 8%
Music / video 24%	Office supplies 13%	OTC meds / personal care 6%
Gift cards / certificates 21%	Flowers / cards 12%	Appliances / tools 5%
	Jewelry 11%	Pet supplies 4%
	Apparel / footwear 10%	Auto / auto parts 2%
	Movie tickets 10%	Food / beverage / grocery 1%

*Note: (1) Our proprietary adjusted e-Commerce sales & Census Bureau's quarterly total retail sales data suggest ~4% penetration, Forrester claims 6%. Source: The State of Retailing Online 2008 (Forrester Research).*

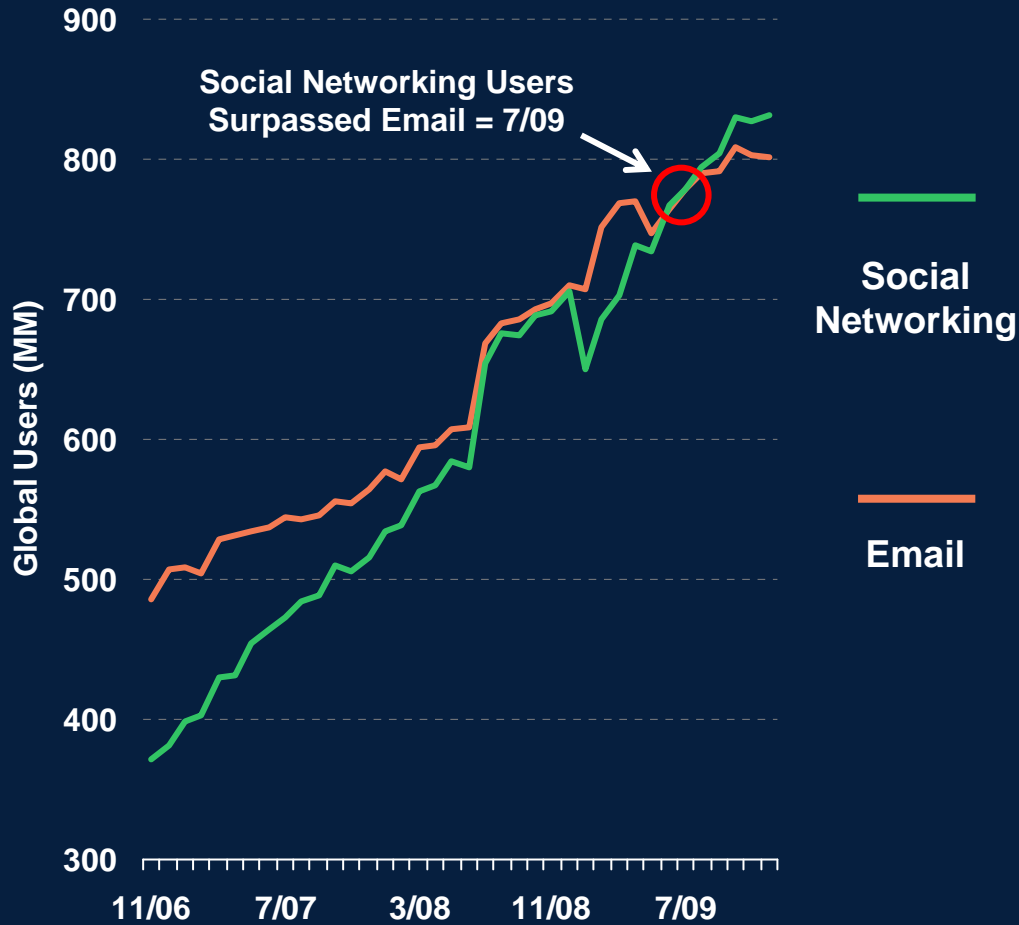
# Mobile Commerce Outlook = Japan Shows Way – 19% (and Rising) of Rakuten’s CQ4:09 Online Commerce Revenue Derived from Mobile

Rakuten’s Online Commerce Revenue, Desktop vs. Mobile, 2004-2009

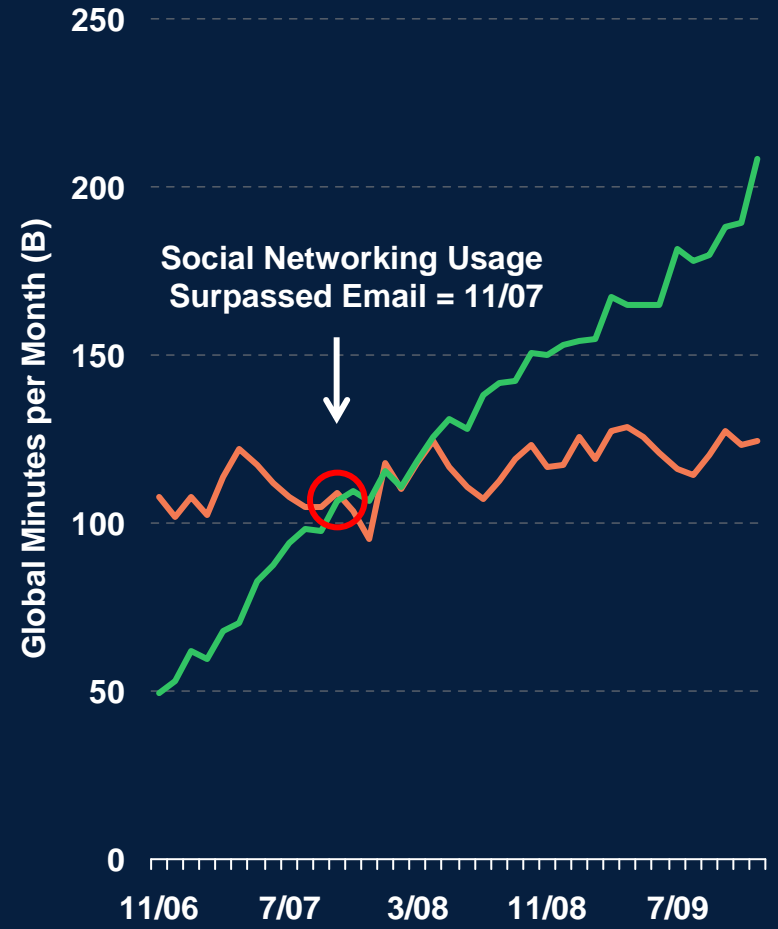


# Communications – Social Networking > Email Usage...

### Global Users, 11/06 – 12/09

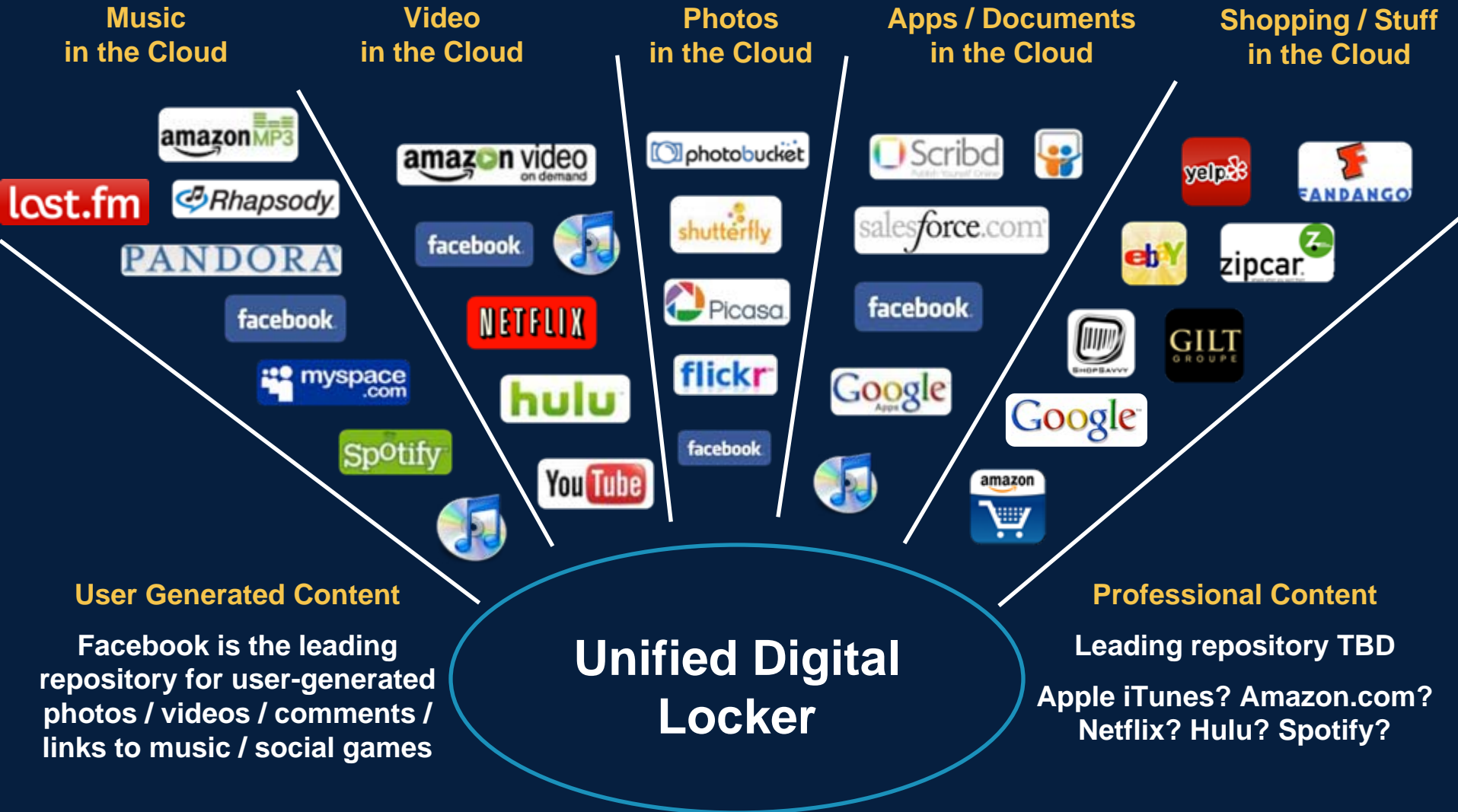


### Global Time Spent, 11/06 – 12/09



# Connectivity = Cloud Computing

## Consumers Expect to Get Their Stuff 24x7 from Palms of Their Hands



# *Mobile Internet Deep Dive*

# Mobile Internet - Overview

- 1. Wealth Creation / Destruction is Material in New Computing Cycles – Now in Early Innings of Mobile Internet Cycle, the 5th Cycle of Last Half Century.**
- 2. Mobile Ramping Faster than Desktop Internet Did and Will Be Bigger Than Most Think – 5 Trends Converging (3G + Social Networking + Video + VoIP + Impressive Mobile Devices).**
- 3. Apple Leading in Mobile Innovation + Impact, for Now – Depth of App Ecosystems + User Experience + Pricing Will Determine Long-Term Winners.**
- 4. Game-Changing Communications / Commerce Platforms (Social Networking + Mobile) Emerging Very Rapidly.**
- 5. Massive Data Growth Driving Carrier / Equipment Transitions.**
- 6. Growth / Monetization Roadmaps Provided by Japan Mobile + Desktop Internet.**

*Wealth Creation / Destruction is Material in New Computing Cycles – Now in Early Innings of Mobile Internet Cycle, the 5th Cycle of Last Half Century*



# Tech Cycles Tend to Last Ten Years

## Entered Next Major Computing Cycle – Mobile Internet – 2 Years Ago

**Mainframe  
Computing  
1960s**



**Mini  
Computing  
1970s**



**Personal  
Computing  
1980s**



**Desktop Internet  
Computing  
1990s**



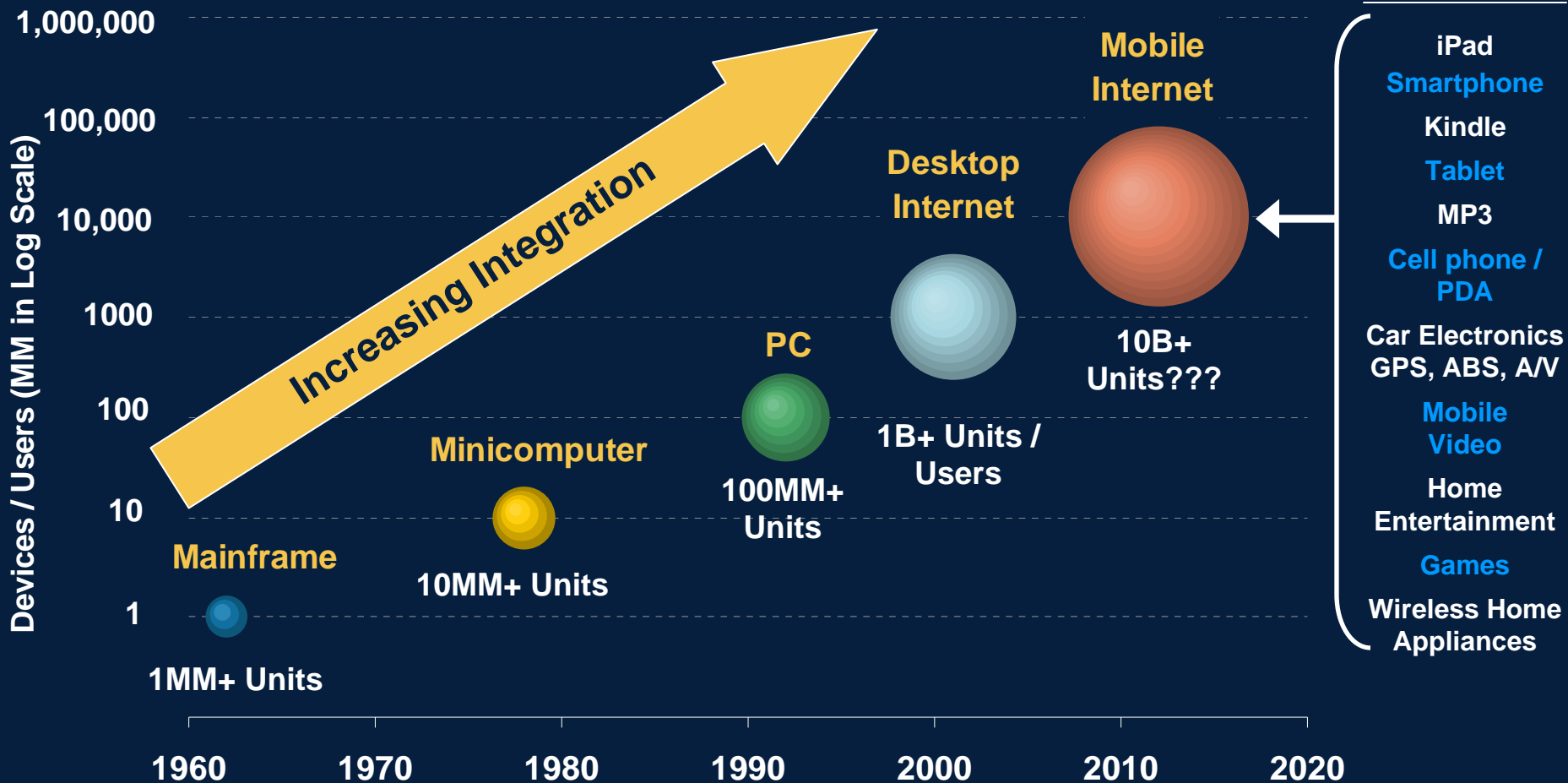
**Mobile Internet  
Computing  
2000s**



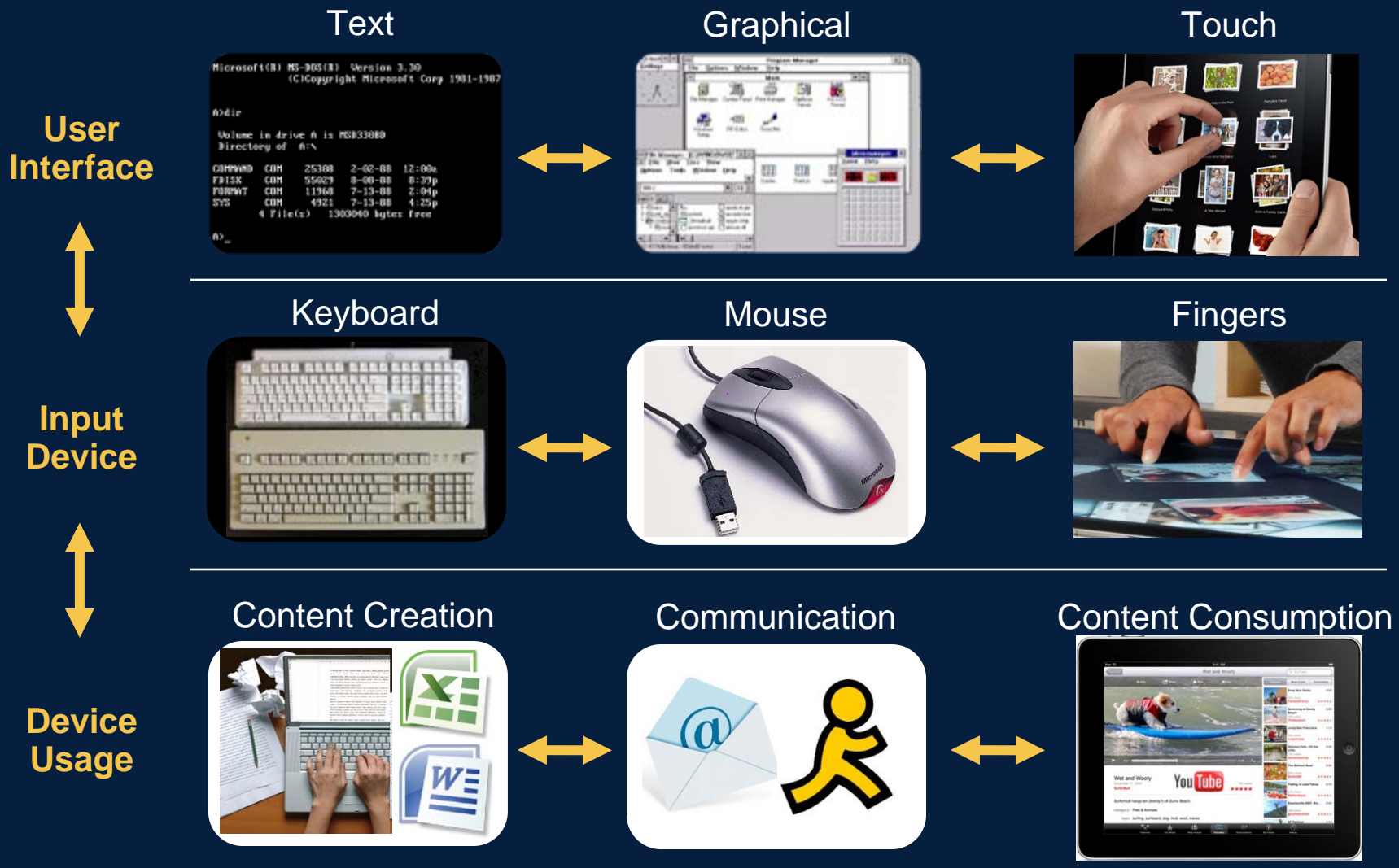
# New Computing Cycle Characteristics

Reduce Usage Friction Via Better Processing Power + Improved User Interface + Smaller Form Factor + Lower Prices + Expanded Services = 10x More Devices

Computing Growth Drivers Over Time, 1960 – 2020E



# User Interface + Device Usage Evolution Over Past 30 Years



# Technology Wealth Creation / Destruction Cycles

New Companies Often Win Big in New Cycles While Incumbents Often Falter

**Mainframe  
Computing  
1960s**

## **New Winners**

IBM  
NCR  
Control Data  
Sperry  
Honeywell  
Burroughs

**Mini  
Computing  
1970s**

## **New Winners**

Digital Equipment  
Data General  
HP  
Prime  
Computervision  
Wang Labs

**Personal  
Computing  
1980s**

## **New Winners**

Microsoft  
Cisco  
Intel  
Apple  
Oracle  
EMC  
Dell  
Compaq

**Desktop Internet  
Computing  
1990s**

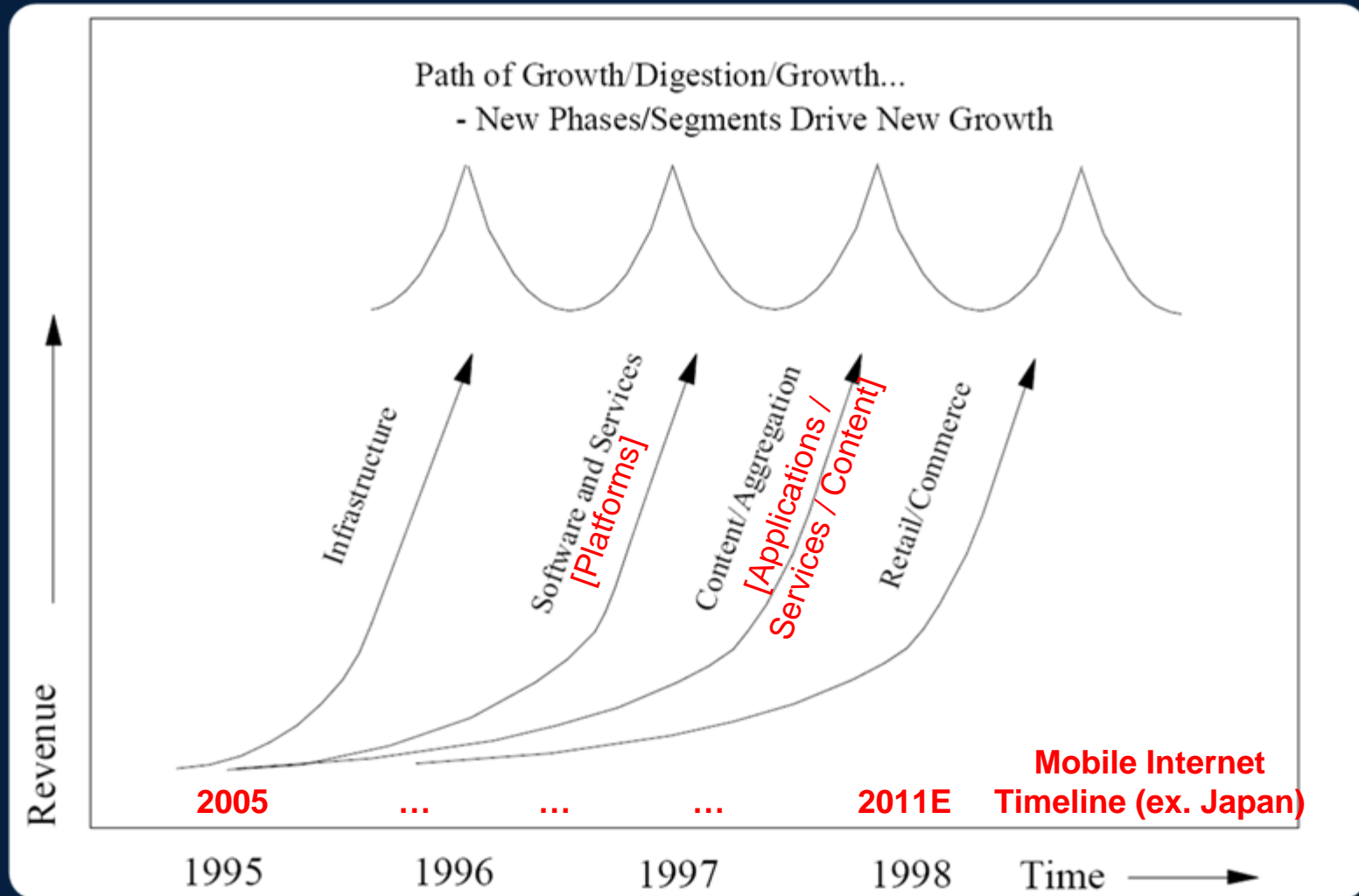
## **New Winners**

Google  
AOL  
eBay  
Yahoo!  
Yahoo! Japan  
Amazon.com  
Tencent  
Alibaba  
Baidu  
Rakuten

**Mobile Internet  
Computing  
2000s**

# Mobile Internet Likely to Follow Timing & Development Patterns of Desktop Internet Market

Timing & Development of Internet Market Segment – From Our 1996 Internet Retailing Report



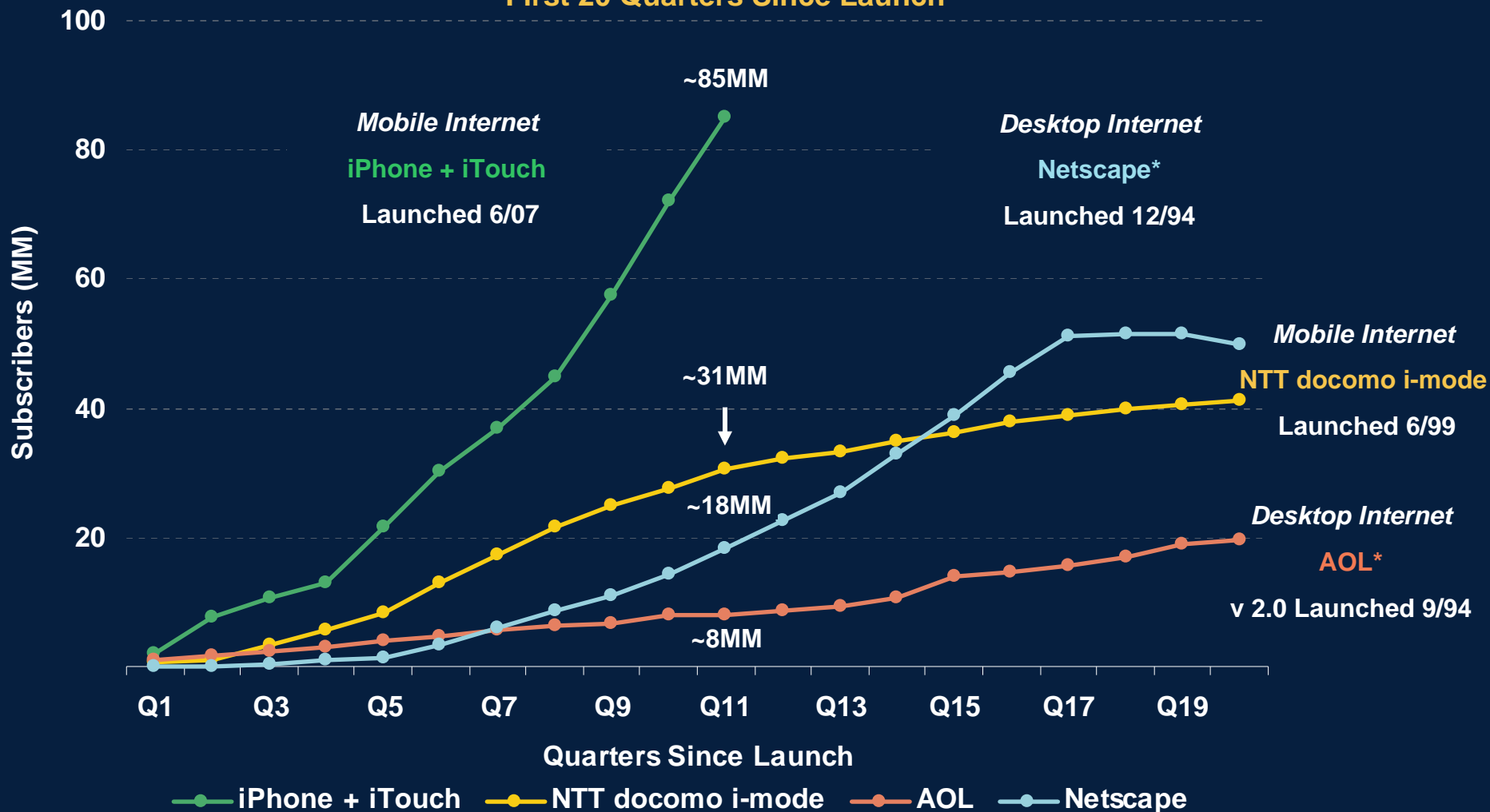
*Mobile Ramping Faster than Desktop Internet Did and Will Be Bigger Than Most Think –  
5 Trends Converging (3G + Social Networking + Video + VoIP + Impressive Mobile Devices)*

*Regarding pace of change, we believe more users will likely connect to the Internet via mobile devices than desktop PCs within 5 years*

# Mobile Internet Outpaces Desktop Internet Adoption

iPhone + iTouch Users = 11x AOL Users 11 Quarters After Launch

iPhone + iTouch vs. NTT docomo i-mode vs. AOL vs. Netscape Users  
First 20 Quarters Since Launch

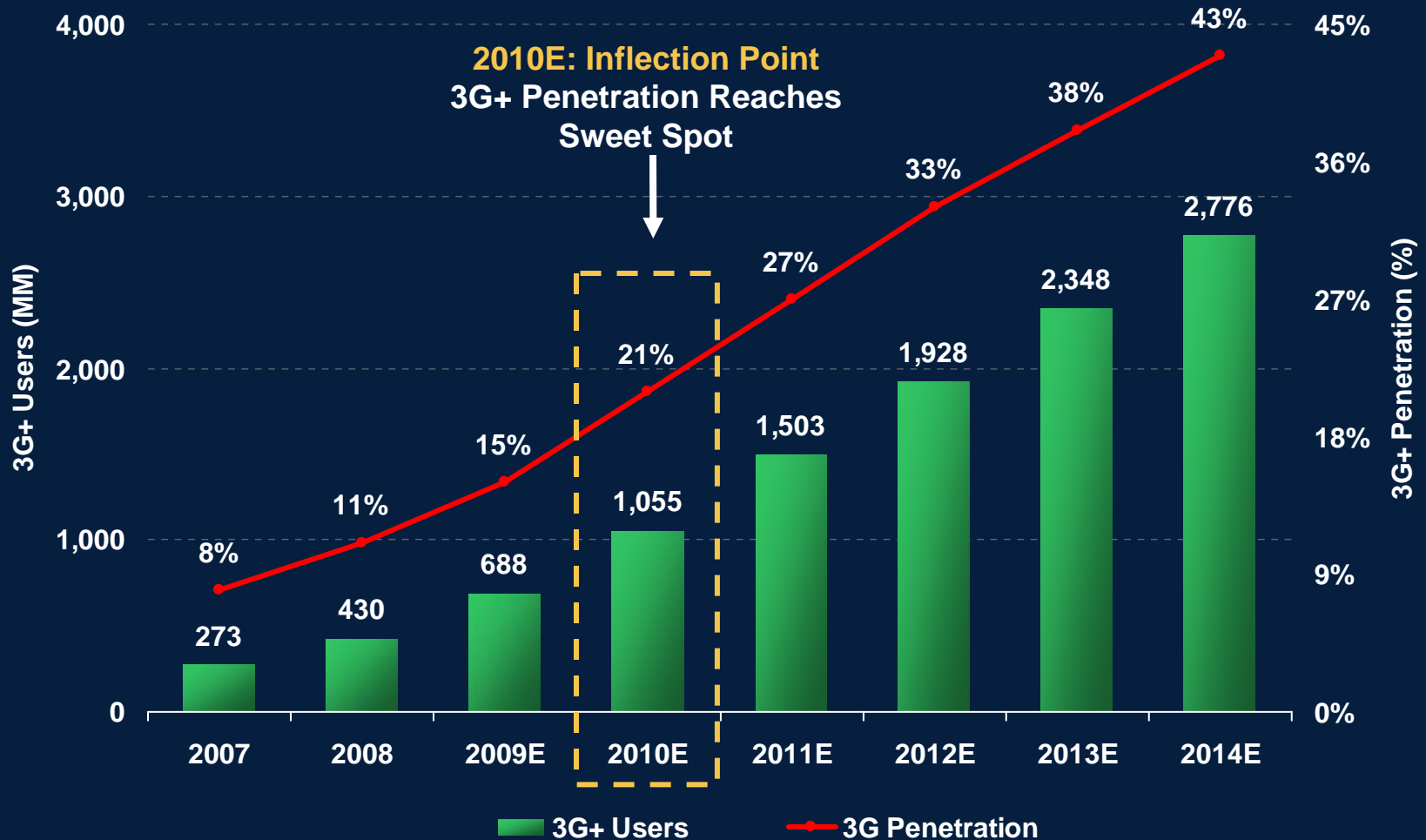


*3G Adoption =  
Hitting Inflection Points*



# Global 3G Subscribers = 2010E 'Mainstream' Inflection Point, Penetration >20%

Global 3G+ Subscribers & Penetration, 2007 – 2014E



# 3G Penetration Inflection Points Vary by Region

W. Europe + N. America = 2007–2008, ROW = 2010E-2014E

## 3G\* Connections & Penetration by Region, 2007 – 2014E

(All connection numbers in 000s)

	2007	2008	2009E	2010E	2011E	2012E	2013E	2014E
<b>Western Europe</b>	79,617	126,724	205,962	299,220	381,422	448,691	499,686	549,615
<b>3G Penetration</b>	17%	25%	39%	54%	67%	77%	85%	92%
<b>Japan</b>	72,690	88,434	101,320	110,823	116,581	120,463	123,217	124,770
<b>3G Penetration</b>	72%	84%	91%	96%	98%	99%	99%	100%
<b>Asia / Pacific (ex. Japan)</b>	50,163	83,514	151,192	295,230	482,981	693,995	918,063	1,135,626
<b>3G Penetration</b>	4%	5%	7%	13%	19%	25%	31%	37%
<b>North America</b>	53,307	83,460	116,575	145,683	177,451	204,835	231,271	260,575
<b>3G Penetration</b>	20%	29%	38%	46%	54%	61%	67%	74%
<b>Eastern Europe</b>	8,785	19,918	40,944	72,321	120,291	139,960	166,288	199,977
<b>3G Penetration</b>	2%	5%	9%	16%	26%	29%	34%	40%
<b>Middle East &amp; Africa</b>	5,781	18,424	50,409	91,085	165,564	239,805	309,251	383,238
<b>3G Penetration</b>	1%	3%	7%	12%	19%	25%	30%	35%
<b>South &amp; Central America</b>	3,126	9,265	21,875	40,448	59,107	80,087	100,027	122,258
<b>3G Penetration</b>	1%	2%	4%	7%	10%	12%	15%	17%
<b>Total</b>	273,469	429,739	688,278	1,054,810	1,503,397	1,927,837	2,347,804	2,776,058
<b>3G Penetration</b>	8%	11%	15%	21%	27%	33%	38%	43%

# 3G Growth Concentrated in Developed Markets – USA Now Leading in Users + Innovation (Surpassed Japan Users in CQ1:09)

Rank	Country	CQ3:09 3G Subs (000)	3G Penetration	CQ3 3G Net Adds	3G Sub Growth		3G Net Adds		% of Global 3G Net Adds	2G + 3G Net Adds (000)	Implied 2G Net Adds (Losses) (000)
					Y/Y	Q/Q	Y/Y Growth	% of 3G Subs			
1	USA	112,090	41%	8,994	50%	9%	11%	8%	22%	3,058	-5,937
2	Japan	97,548	90	2,735	15	3	-17	3	7	1,002	-1,733
3	Korea	35,570	75	1,721	22	5	0	5	4	839	-882
4	Italy	27,817	34	1,044	19	4	-14	4	3	-1,660	-2,705
5	UK	23,674	31	1,964	47	9	8	8	5	269	-1,695
6	Germany	22,260	22	1,851	40	9	18	8	5	147	-1,704
7	Spain	22,014	41	1,822	40	9	-6	8	5	411	-1,411
8	France	15,669	27	1,332	66	9	8	9	3	831	-501
9	Australia	13,678	56	989	37	8	3	7	2	700	-289
10	Indonesia	13,644	10	1,401	61	11	4	10	3	1,639	238
11	Poland	12,300	28	176	66	1	-86	1	0	414	238
12	Taiwan	8,318	33	1,600	92	24	84	19	4	483	-1,117
13	Malaysia	7,222	25	942	131	15	50	13	2	786	-155
14	Brazil	7,084	4	1,354	287	24	60	19	3	5,495	4,141
15	Russia	6,183	3	959	203	18	-9	16	2	6,942	5,984
16	South Africa	5,769	11	355	86	7	-13	6	1	1,181	826
17	Portugal	5,259	35	285	27	6	-18	5	1	155	-130
18	Saudi Arabia	4,991	15	493	46	11	42	10	1	2,698	2,204
19	Canada	4,757	22	447	62	10	-6	9	1	310	-138
20	Sweden	4,683	40	271	30	6	-23	6	1	66	-205
21	Netherlands	4,612	24	479	42	12	84	10	1	278	-201
22	Austria	4,340	40	390	49	10	17	9	1	123	-267
23	Israel	4,279	46	650	61	18	182	15	2	110	-540
24	Romania	4,207	15	292	63	7	33	7	1	456	164
25	Greece	3,245	17	90	101	3	-66	3	0	471	381
26	Egypt	3,229	7	325	86	11	6	10	1	3,809	3,484
27	Hong Kong	2,909	30	132	19	5	-27	5	0	159	26
28	Singapore	2,896	44	157	24	6	-21	5	0	106	-50
29	Philippines	2,870	4	246	46	9	-23	9	1	1,365	1,118
30	China	2,850	0	1,460	--	105	--	51	4	25,187	23,727
Top 30		485,967	20%	34,958	41%	8%	9%	7%	86%	57,827	22,869
Global		528,301	12	40,426	43	8	14	8	100	163,785	123,360

# 3G is Key to Success of Mobile Internet

## But Wireless Options – Across-the-Board – are Growing Rapidly



- **GPS** – 421MM+ chipsets sold in 2008E, **+57% Y/Y**; Cell Phones / PDAs = 60% of GPS shipments.



- **3G** – 485MM global users, **+46% Y/Y** in CQ2, >11% mobile user penetration, rising to 44% by 2013E...Japan / W. Europe / USA already >30% penetration.



- **Wi-Fi** – 319MM chipsets sold in 2008E, **+42%Y/Y** with 862MM installed base; estimate 60% of iPhone / iTouch usage may be on Wi-Fi, providing a crucial (and ~10x faster) offload to stressed 3G networks.



- **Bluetooth** – 1.3B Bluetooth-enabled units shipped in 2008, **+45% Y/Y**; 2B+ Bluetooth devices in use.

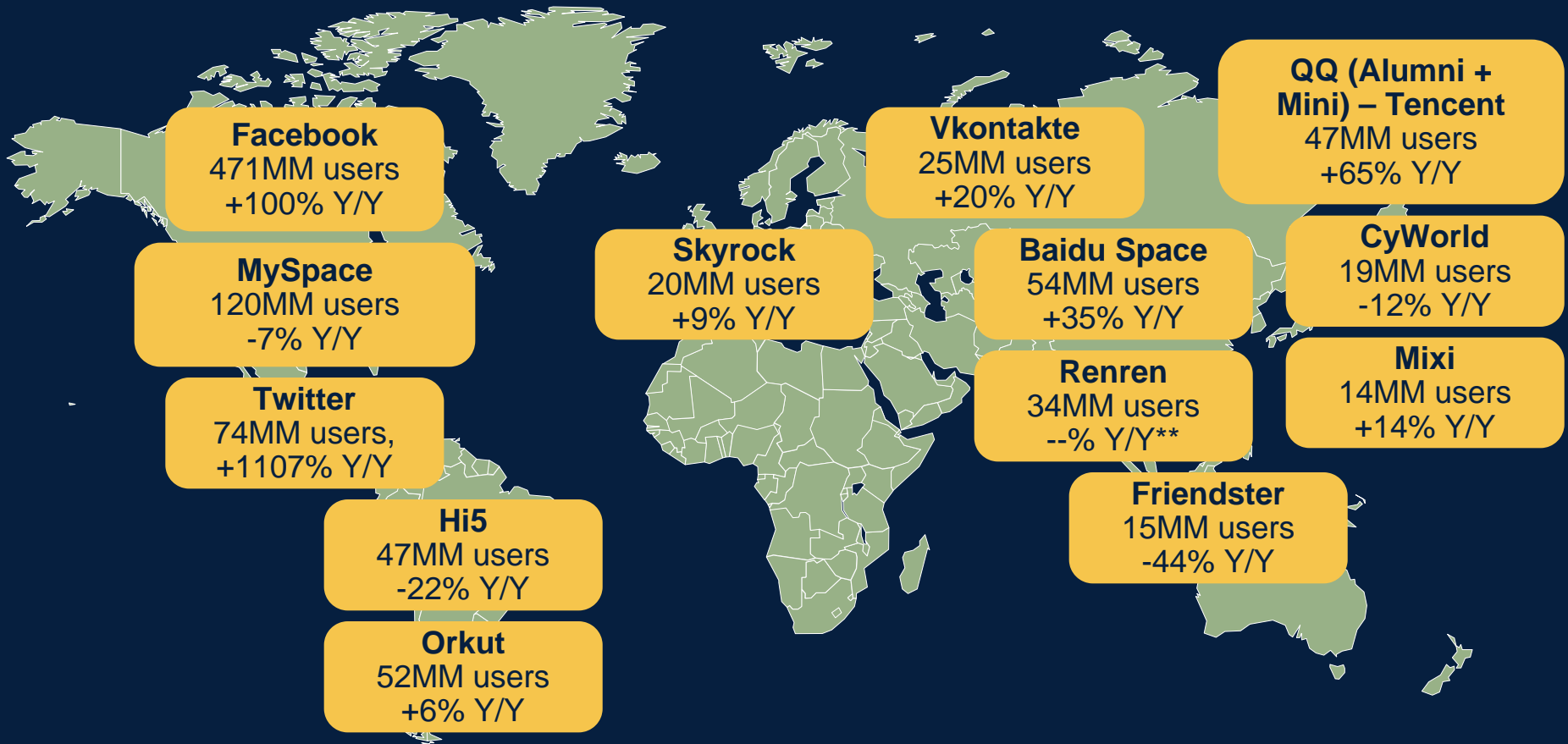
*Social Networking =  
Consumers Want to Connect via  
Wired + Wireless Internet*

# Social Networking –

## Global Phenomenon, Facebook Leading, Though Many Regional Strongholds

### Global Social Networking Web Sites\*

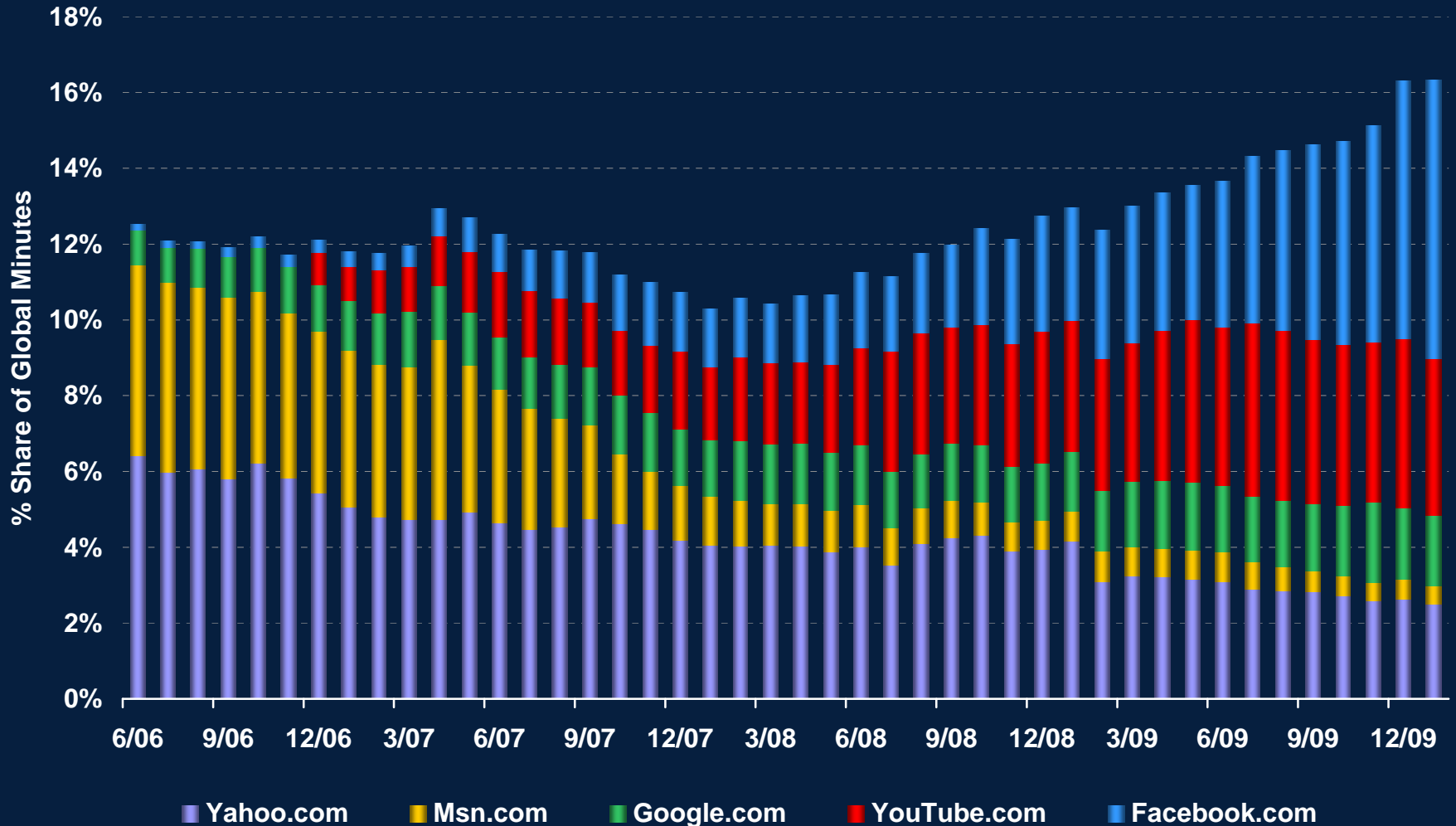
859MM Unique Users, +32% Y/Y; 232B Total Minutes, +50% Y/Y, 1/10



Note: \*Global social networking websites exclude application-based networks such as IM networks. \*\*Renren Y/Y data not available. Usage stats are 'unique visitors', per comScore global 12/09, may differ materially from company-disclosed 'registered accounts' stats. Other notable social networks include Windows Live Profiles, 56.com, Deviantart, Digg, Buzz Media, and Bebo. Source: comScore 1/10, Morgan Stanley Research.

# Facebook (+ YouTube) = Largest Share Gainers of Global Online Usage Over Past 3+ Years

Share of Global Online Time Spent, 6/06 – 1/10



# Facebook = Garnering Rising Share of Communications Unified Communications + Multimedia Creation Tool / Repository in Your Pocket



**Connectivity /  
Presence  
provided by  
Mobile Phone**





# Companies / Brands Leveraging Facebook – Social Influence Marketing With Millions of Fans

Rank	Top 20 Brands / Products	# of Facebook Fans
1	Texas Hold'em Poker (Zynga)	16.5MM
2	Mafia Wars (Zynga)	11.4MM
3	Facebook	8.0MM
4	Starbucks	6.5MM
5	Coca-Cola	5.1MM
6	YouTube (Google)	4.7MM
7	Oreo (Kraft)	4.4MM
8	Skittles (Mars)	4.2MM
9	iTunes (Apple)	3.9MM
10	Nutella (Ferrero)	3.8MM
11	Disney	3.4MM
12	Victoria's Secret (Limited Brands)	3.2MM
13	Pringles (P&G)	3.1MM
14	Kinder Surprise (Ferrero)	2.7MM
15	Adidas Originals (Adidas)	2.7MM
16	Live Messenger (Microsoft)	2.6MM
17	Ferrero Rocher (Ferrero)	2.6MM
18	Red Bull	2.5MM
19	Playfish	2.1MM
20	NBA	2.1MM

# Salesforce.com = Introducing Cloud + Social Networking to Enterprises

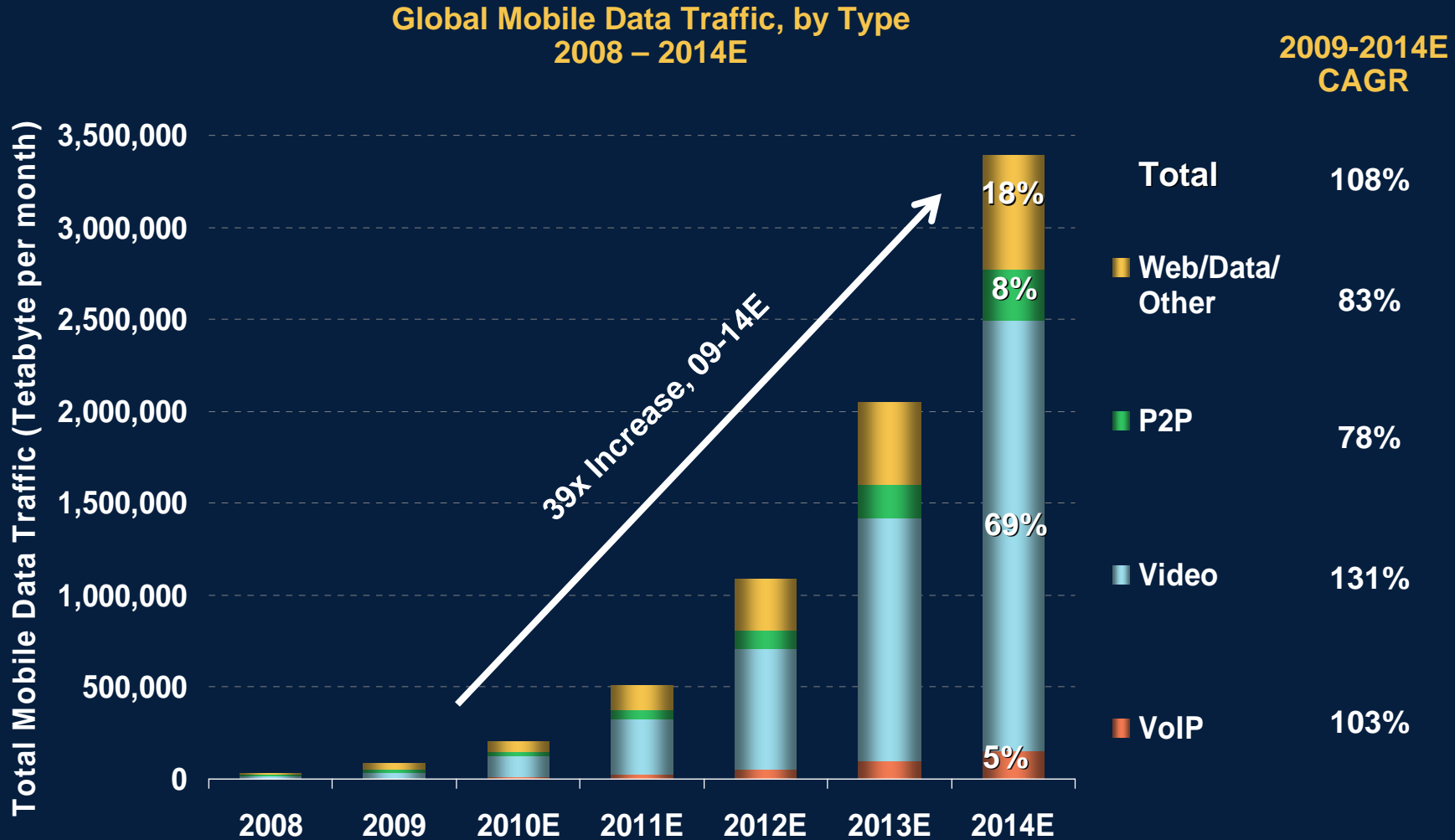
- Founded in 1999 with the goal of “making enterprise software as easy to use as a websites like Amazon.com”; updated goal in 2010 to make enterprise software as easy as Facebook.com.
- Product portfolio includes Sales Cloud (centralized client database & analytics); Service Cloud (custom service application suite); Custom Cloud (platform for customized 3<sup>rd</sup>-party applications); Chatter (social platform for enterprise collaboration);
- 2MM paying subscribers in 1/10, +35% Y/Y; \$1.3B revenue in FY2009, +21% Y/Y.
- 230K 3<sup>rd</sup>-party developers, +85% Y/Y; 145K custom applications, +45% Y/Y; 17B transactions in FQ4:09, +40% Y/Y.



*Video =  
Consumers Want to Find + Select + Watch  
Video via Wired + Wireless Internet*

# Video Driving Rapid Growth in Mobile Internet Traffic

## Mobile Data Traffic to Rise 39x by 2014E (108% CAGR)



*VoIP =  
Consumers Want to Chat  
(via Voice + Messaging + Video)  
via Wired + Wireless Internet*

# If VoIP Leader Skype Were a Carrier, it Would be Largest 'Carrier' in World 521MM Users (+41% Y/Y) & 12% of Cross-Border Calling Minutes (34% Video-Enabled)

Rank*	Company	Type	Region	Subscribers (MM)	Y/Y Growth	Blended ARPU (US\$)	Y/Y Growth	Market Cap (\$B)
1	China Mobile	Wireless	China	493	19%	\$11	-10%	\$192
2	Vodafone	Wireless	Europe	303	23	37	3	123
3	Telefonica Moviles / O2	Wireless	Europe / LatAm	206	9	41	-9	137
4	China Telecom	Wireline	China	194	-9	11	4	38
5	America Movil	Wireless	LatAm	194	13	13	4	80
6	Telenor	Wireless	Europe / Asia	172	8	20	-3	24
7	T-Mobile	Wireless	Europe / USA	150	6	37	-3	64
8	China Unicom	Wireless	China	145	10	6	-4	32
9	Orange	Wireless	Europe	129	9	50	0	69
10	Bharti Airtel	Wireless	India	111	43	5	-22	25
11	China Unicom <sup>(1)</sup>	Wireline	China	108	10	9	-18	32
12	MTN Group	Wireless	Africa	108	34	15	-2	28
13	Mobile TeleSystems	Wireless	Europe	101	2	8	-28	20
14	Orascom	Wireless	Africa / Asia	89	12	6	-11	24
15	Verizon Wireless	Wireless	USA	86	6	51	-2	86
16	AT&T Mobility	Wireless	USA	82	9	51	1	155
17	Telkom Indonesia	Wireless	Asia	80	32	3	-13	19
18	Telecom Italia Mobile	Wireless	Europe / LatAm	72	2	37	2	30
19	VimpelCom	Wireless	Russia	61	20	13	7	6
20	NTT docomo	Wireless	Japan	55	2	61	-8	64
21	AT&T <sup>(2)</sup>	Wireline	USA	54	-3	80	-1	155
22	Deutsche Telekom	Wireline	Europe	54	-2	62	0	64
23	BSNL <sup>(3)</sup>	Wireless	India	52	44	3	-35	--
24	Turkcell	Wireless	Europe	49	-4	13	-24	15
25	China Telecom	Wireless	China	47	--	8	--	38
<b>Total</b>				<b>3,195</b>	<b>10%</b>	<b>\$23</b>	<b>2%</b>	<b>\$1,520</b>

**Skype <sup>(5)</sup>**  
**521MM**  
**Registered**  
**Users**  
**(+41% Y/Y)**

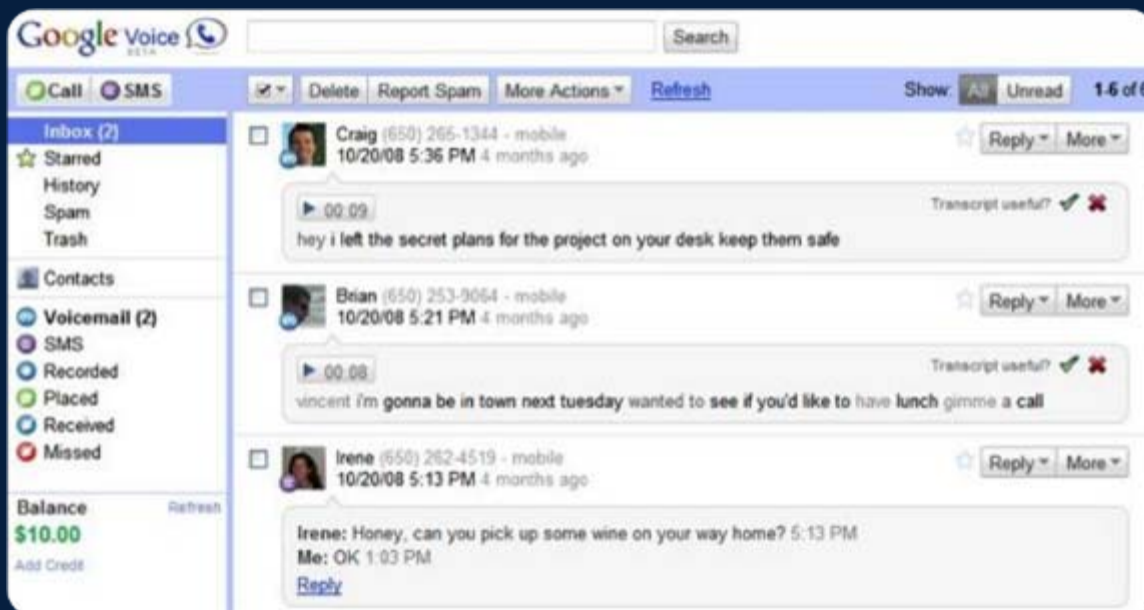
\* Ranking is based on subscribers. Subscribers / ARPU data as of latest quarter (CQ3:09 or CH1:09 for some carriers who report on semi-annual basis). Market Cap as of 11/17/09. Total market value excluding duplicates = \$1,231MM; (1) China Netcom merged with China Unicom in 10/08; (2) AT&T / Verizon / DT's wireline ARPU is revenue per RGU (revenue generating unit) and include business lines; (3) BSNL is owned by the Indian government. (5) Subscriber figure for Skype is registered user amount as of CQ3:09, cross-border calling minutes as of C2009, per Telegeography. Source: Company Reports, Telegeography, Morgan Stanley Research.

# Google Voice

## Putting User in Control of Voice Communications via IP Networks

- Google Voice – Launched in 3/09, gives user a universal address book + single telephone number, to which all calls to user's home / office / cellphone can be forwarded
- Voicemail transcription + SMS + future integration with Gmail + \$0.02 per minute International VoIP call<sup>(1)</sup>
- Google Voice mobile app launched for Android / BlackBerry in 7/09, offers full native contact / dialer / SMS integration

**Universal Address Book / Transcribed Voicemail / SMS on the Web**      **Fully Integrated w/ Android Dialer / Address Book**



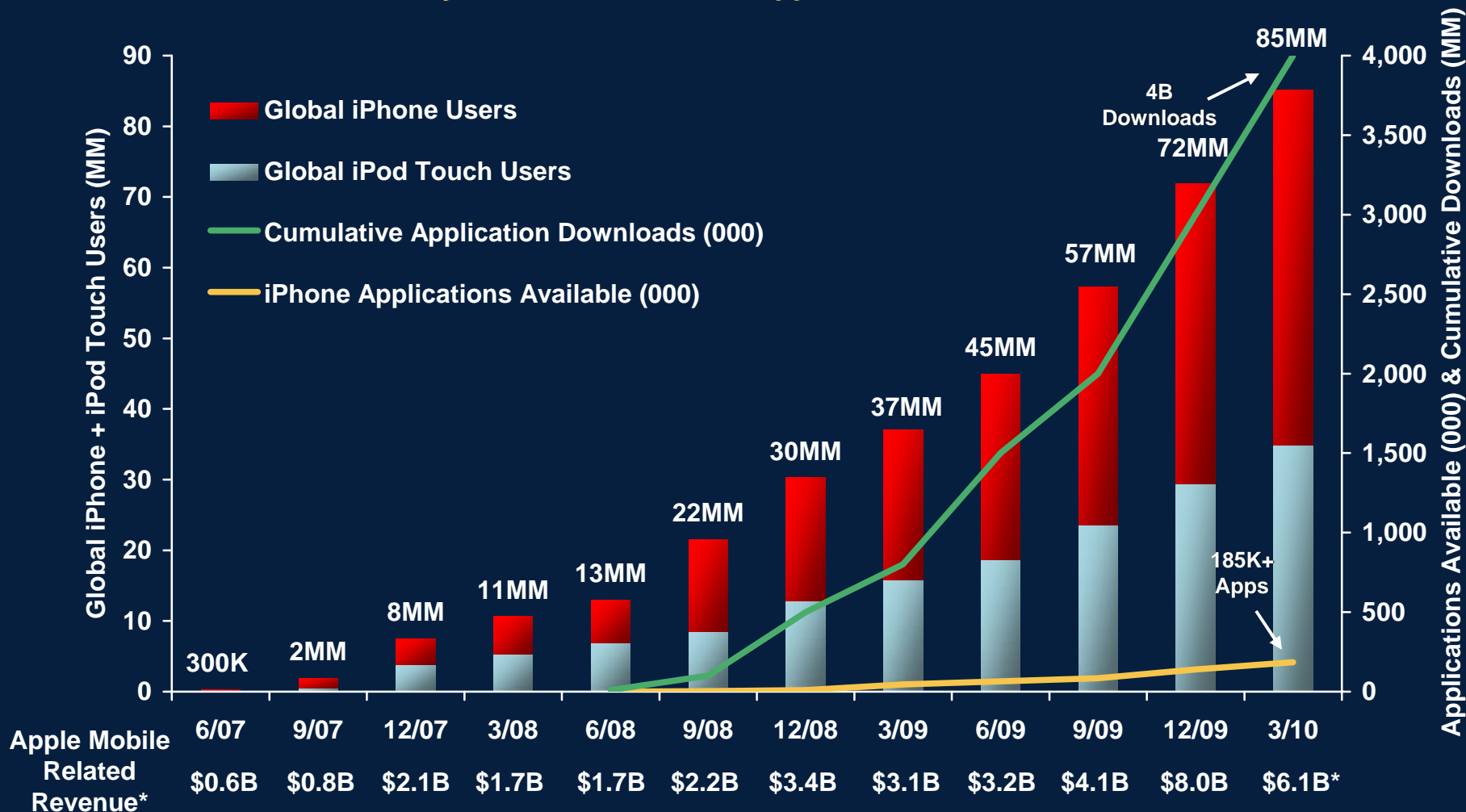
*Impressive Mobile Devices =  
Apple's iPhone + iTouch + App Store Launches Over  
Past ~3 Years Created the Spark for Mobile Internet  
Liftoff as Microsoft's Launch of Windows 3.0 did for  
the PC in 1990 and the Netscape Browser (and its  
IPO) did for the Desktop Internet in 1995*



# Apple iPhone / iPod Touch = Fastest New Tech Device / Ecosystem Ramp in History

Great UI + Developer Tools + Hardware + Distribution + Powerful Connectivity (Wi-Fi + 3G)

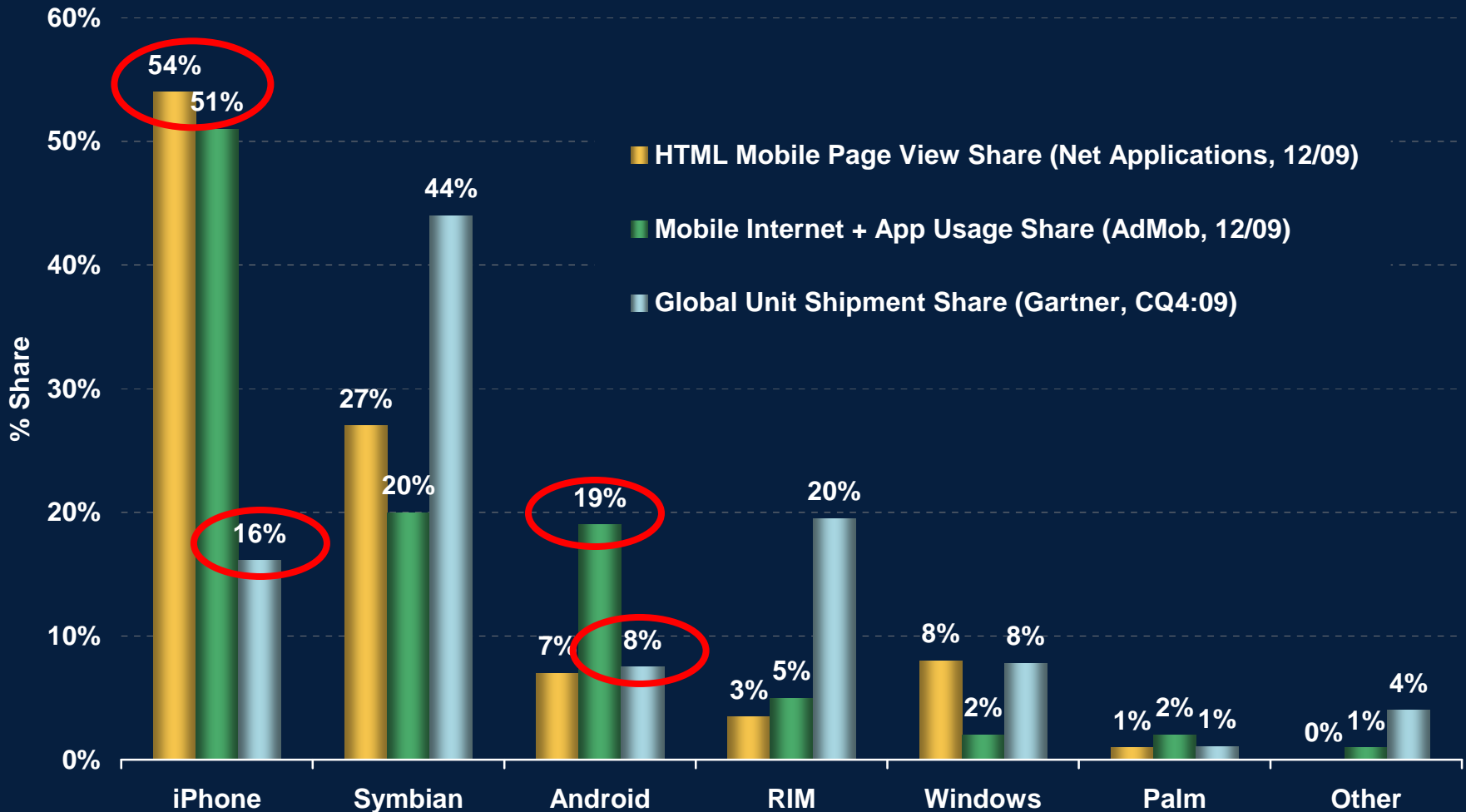
## iPhone / iPod Touch Ecosystem – Subscribers, Apps Available & Downloads, 6/07 – 3/10



*Apple Leading in Mobile Innovation + Impact, for Now  
– Depth of App Ecosystems + User Experience +  
Pricing Will Likely Determine Long-Term Winners*

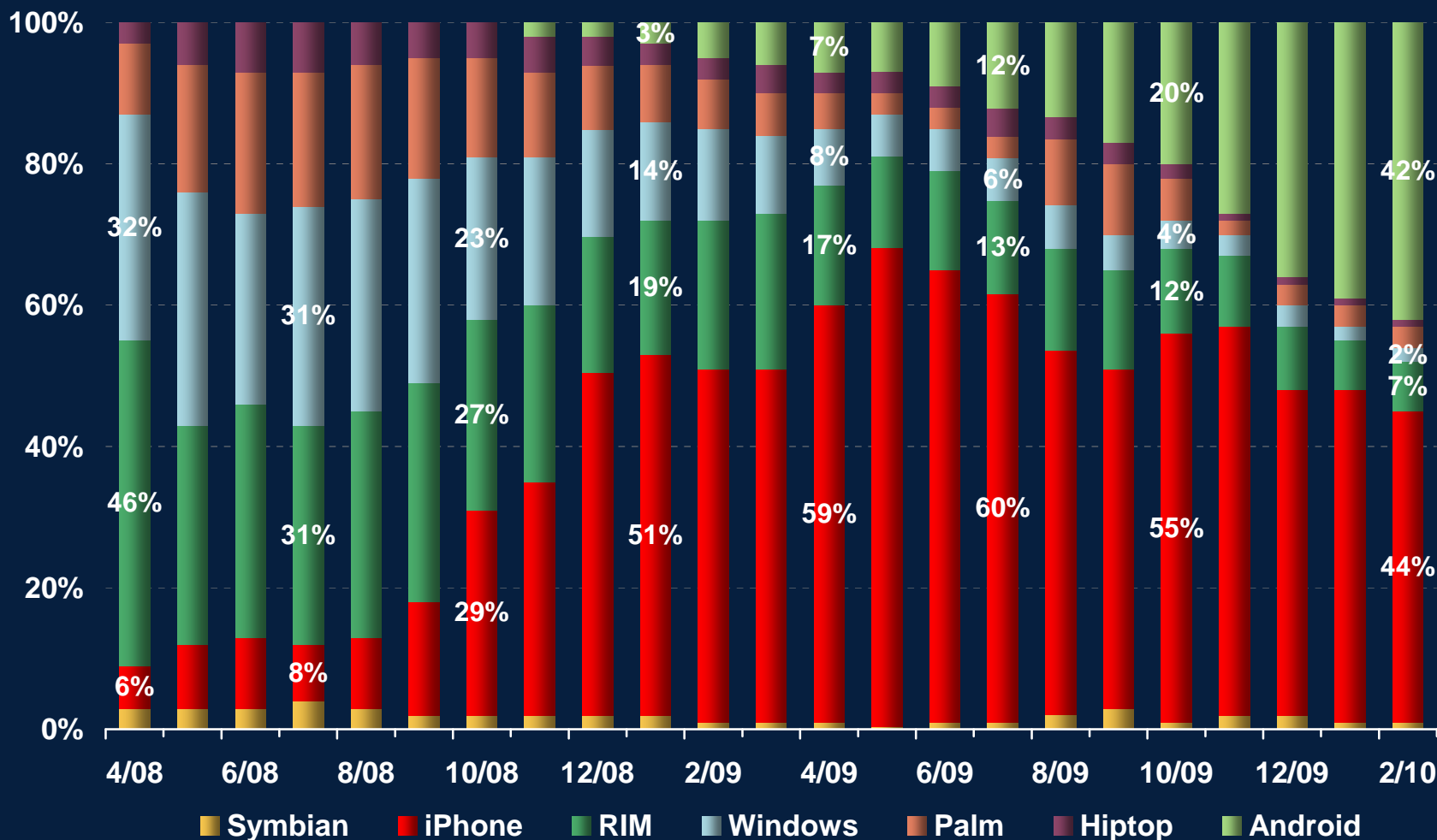
# iPhone + Android Mobile Internet Usage Much Higher than Shipment Share = Implies High Probability of On-Going Share Gains Based on Consumer Voting

Global Smartphone Share of HTML Mobile Page View / Mobile Internet + App Usage / Unit Shipments



# iPhone + Android Gaining USA Mobile Internet Usage Share – While RIM + Windows Mobile + Palm Losing Share

USA Mobile Internet Usage Share by Smartphone Operating System  
4/08 - 2/10



*Game-Changing Communications / Commerce Platforms  
(Social Networking + Mobile) Emerging Very Rapidly*

# Facebook + Apple iPhone / iTouch =

Driving Independent / Overlapping Innovation / Usage in Social Networking + Mobile Platforms

**Facebook**

**Apple iPhone  
/ iTouch**

**471MM users  
+100% Y/Y**

**85MM users  
+130% Y/Y**

**500K+ Apps  
500MM+ Downloads**

**185K+ Apps  
4B+ Downloads**

**Social  
Networking**

**Mobile**

# Facebook = 500MM+ App Downloads

Vibrant Developer / Application Platform Ecosystem = 500K Apps\*, +10x Y/Y

Category	# of Applications	% of Total	Top 100 Apps' Monthly Active Users (MM)	# of Apps w/ 1MM+ MAUs
Games	13,537	23%	418	56
Lifestyle	4,778	8	42	8
Utilities	4,604	8	59	8
Education	2,279	4	66	5
Entertainment	2,015	3	76	11
Business	1,981	3	5	1
Sports	1,431	2	5	0
Just For Fun	400	1	44	10
Friends & Family	61	0	37	3
<b>Overall*</b>	<b>59,427</b>		<b>752</b>	<b>102</b>

Note: Category breakdown per Facebook, one application can belong to multiple categories or belong to no category; Overall\* statistics per AppData, which reports a lower active apps count than Facebook's reported 500,000+ apps "built to date".

Source: Facebook, AppData as of 1/10, Morgan Stanley Research.

# Apple iPhone / iTouch = 4B+ App Downloads (+4x) – (~47 per User) – Games + Entertainment + Books Lead

Category	# of Apps	% of Total	# of Paid Apps	Paid as % of Category Total
Games	26,434	18%	17,935	68%
Entertainment	21,181	14	15,481	73
Books	20,931	14	19,159	92
Travel	9,300	6	8,118	87
Utilities	8,964	6	6,296	70
Education	9,437	6	7,766	82
Lifestyle	8,593	6	6,055	70
Reference	5,692	4	4,681	82
Music	4,933	3	2,705	55
Sports	5,486	4	4,332	79
Navigation	3,395	2	2,712	80
Productivity	3,478	2	2,513	72
Business	3,278	2	1,662	51
News	3,629	2	2,354	65
Health & Fitness	3,020	2	2,347	78
Social Networking	2,542	2	1,285	51
Photography	2,417	2	1,698	70
Finance	2,008	1	1,261	63
Medical	1,799	1	1,366	76
Weather	622	0	490	79
<b>Total</b>	<b>147,139</b>		<b>110,216</b>	<b>75%</b>

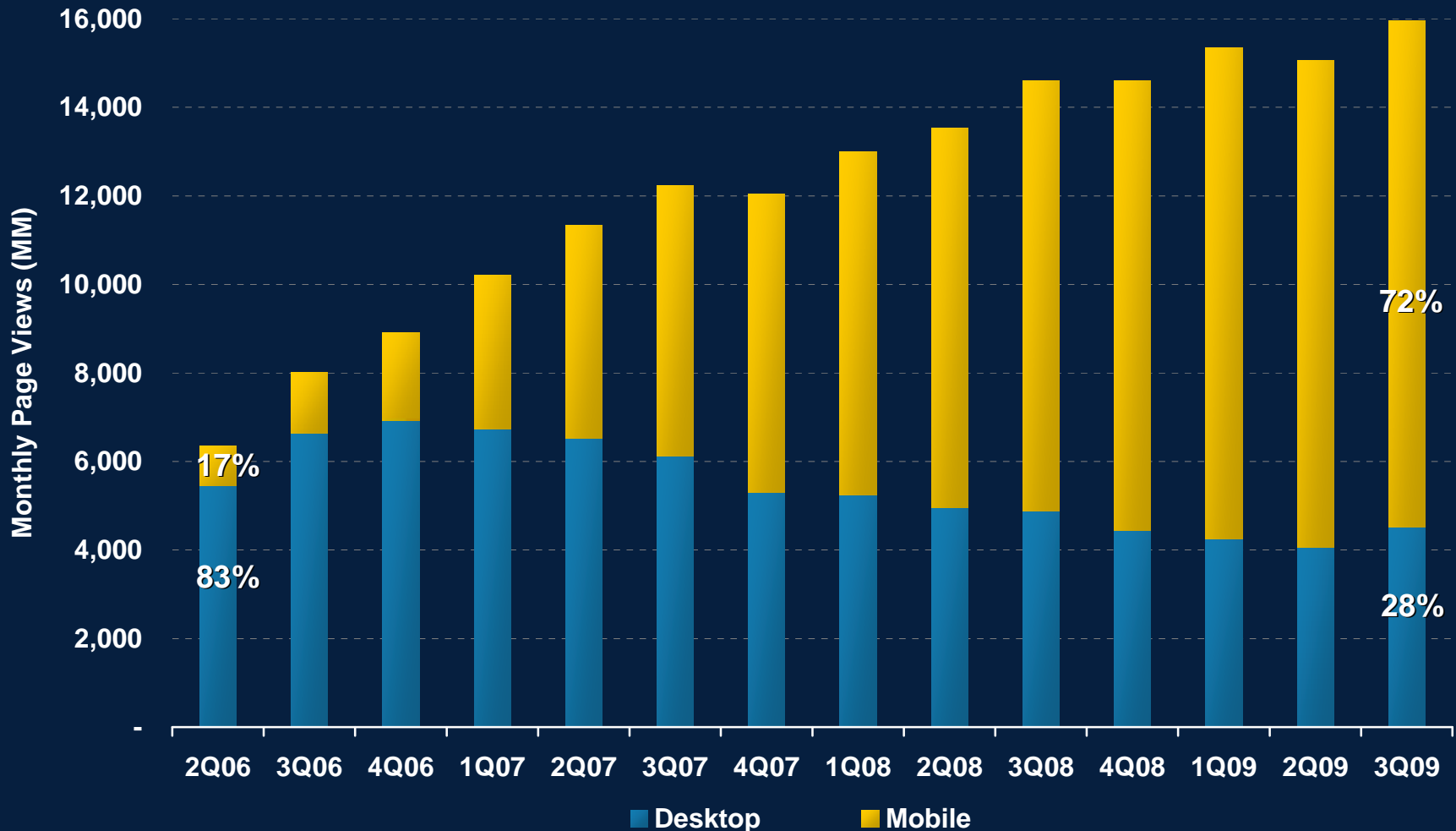


# Apple iPhone / iTouch – Facebook is Most Downloaded of Top *Free* Apps

	Name	Category	Description
	Facebook	Social Networking	Mobile front-end of the online site, allows users to chat / send messages / share photos + interests
	Google Earth	Travel	Users can view aerial maps of any available city / area, using touch screen to zoom in /out
	Pandora Radio	Music	Creates customized interent radio stations that stream music based on songs / artists users like
	Tap Tap Revenge	Games	Rhythmic music game in which user taps and shakes screen to create certain beats of a song- includes online play
	Shazam	Music	Application identifies artist / song title / album for songs playing on other audio devices
	PAC-MAN Lite	Games	3D remake of the classic game utilizes touch screen controls
	Backgrounds	Entertainment	Large selection of iPhone backgrounds that can be uploaded into your phone background library
	Touch Hockey: FS5	Games	Interactive air hockey game that allows users to play solo or online against friends
	Labyrinth Lite Edition	Games	Users employ sensitive tilt controls to move ball to the end of the puzzle in this remake of the classic wooden puzzle game
	Flashlight.	Utilities	Fills screen with bright white light to use as flash light

# Japan Social Networking Trends Show Importance of Mobile – Mixi Mobile Page Views = 72% vs. 17% 3 Years Ago

Mixi's (Japan's Leading Social Network) Monthly Page Views, Mobile vs. PC, CQ2:06 – CQ3:09



# Amazon.com Revolutionizing Commerce – With Constant Product Improvements

## Amazon.com in 1995



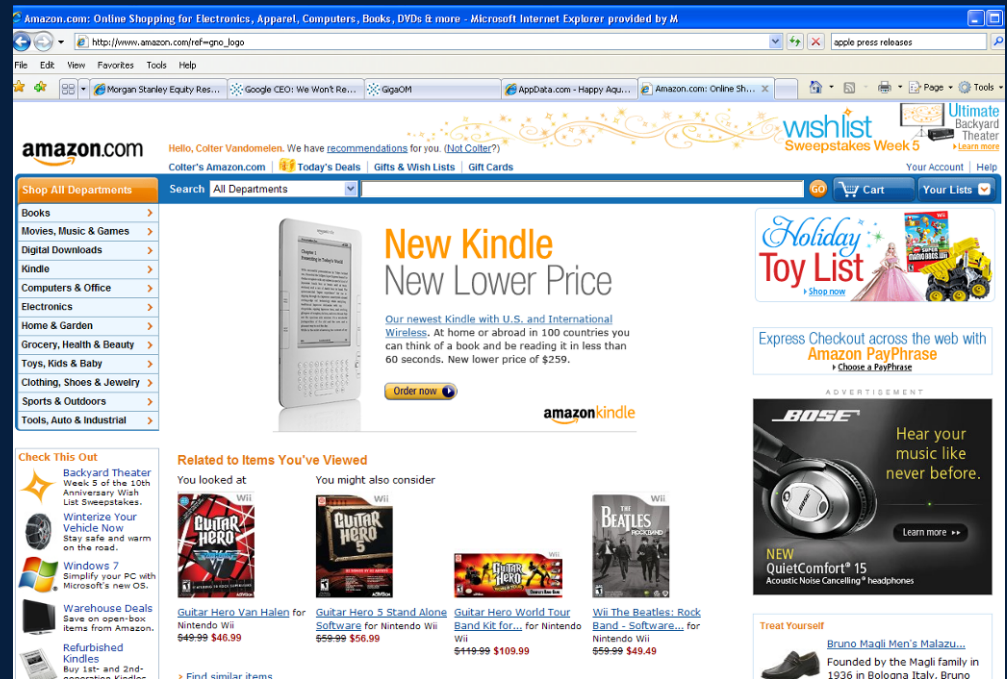
## Amazon.com in 2009

Search Suggestion

1-Click Purchase

Same Day Shipping...

...Or Free Shipping



Mobile Barcode Scan

Customer Review

Recommendation Engine

3rd-Party Selling

# Mobile Revolutionizing Commerce – With Constant Product Improvements

- **Location-Based Services** – Enable real-time physical retail / service opportunities
- **Transparent Pricing** – Instant local + online price comparison could disrupt retailers
- **Deep Discounts** – Invitation-only time-based selective sales gaining traction
- **Immediate Gratification** – OTA (over-the-air) instant digital product + content delivery

**Location-Based Services**  
**Priceline.com iPhone App**

Finds hotel deals  
in your area



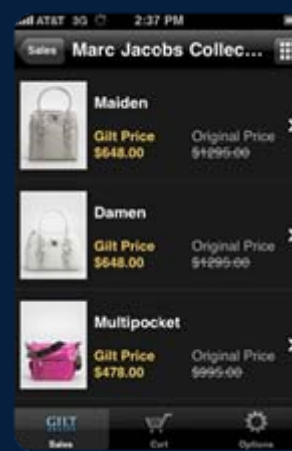
**Transparent Pricing**  
**ShopSavvy Android App**

Comparison shopping  
among online + local stores



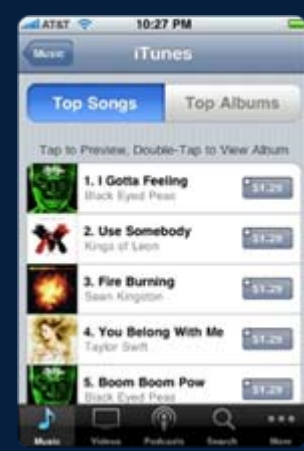
**Deep Discounts**  
**Gilt iPhone App**

Designer handbags  
Up to 70% Off



**Immediate Gratification**  
**iTunes Store on iPhone**

Music / video / apps  
delivered wirelessly



# Location-Based Services – Zipcar Combines Mobile Internet + GPS to Disrupt Car Rental Business

- Free app allows users to find Zipcars / reserve Zipcars / unlock Zipcar and drive away on iPhone (25% of Zipcar members are also iPhone users, per Zipcar survey).
- App engages GPS and Google Maps to display available Zipcars near current location / near any location you search, making results more relevant.
- Make reservations online while on-the-go (uses payment information from Zipcar.com member profile) / unlock car using iPhone + 3G / Wi-Fi.

## Find the Zipcar Closest to You



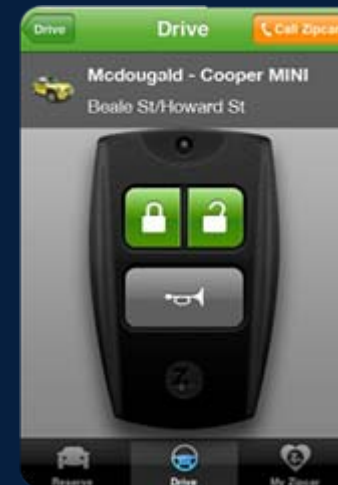
## Sort Zipcars Based on Time Availability / Model



## Review / Reserve the Zipcar You Want at the Right Price



## Unlock the Zipcar Using Your iPhone

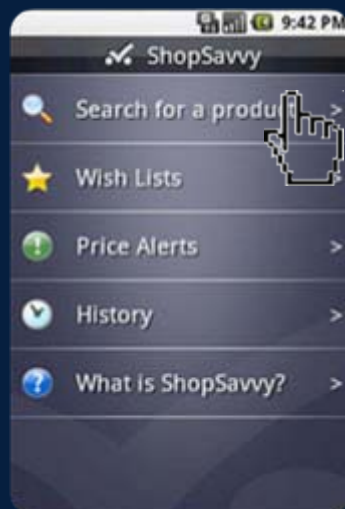




# Transparent Pricing - Likely to Disrupt Retail

- ShopSavvy app allows mobile users to scan product barcodes (using mobile digital camera) and retrieve best pricing information from web + local stores in <30 seconds.
- For web results, user can go to site or email link to friends...for local results (via GPS / cellular tower geo-locating), user can see store locations / get directions / call stores.
- Additional functions include price alerts (notifies user when price is cheaper / hit user's preset price target) / wish lists / search history.

## Step 1: Tap Search



## Step 2: Scan Barcode



## Step 3: See Results

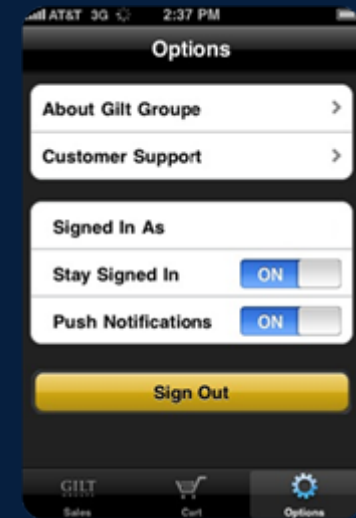
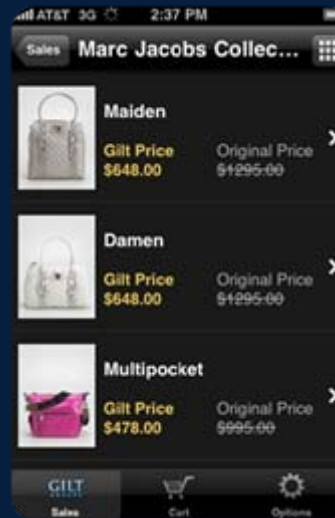


## Step 4: Click to Buy



# Deep Discounts – Invitation-Only Time-Based Selective Sales Gaining Traction

- Gilt offers online ‘flash’ sales of designer apparel at deep discount prices for limited time frame.
- Launched in 2007, 1.2MM unique visitors in USA in 12/09, up 78% Y/Y, per Compete.
- Provides brands with more control over quantity / time-frame / pricing in online invite-only settings vs. offline discount chain stores.
- Incentives help drive viral growth – \$25 credit when referral makes first purchase.
- Mobile application pushes the latest deal to the palm of consumers in real-time.



# Immediate Gratification – OTA (Over-the-Air) Instant Digital Product + Content Delivery

**Print Books**  
Physical Distribution  
circa 200AD



**eBook on Phone / Kindle**  
Wireless Delivery in 60 sec  
circa 2007



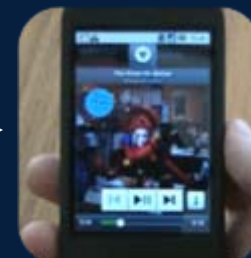
**Analog  
Cassette**  
circa 1970s



**Physical  
Audio CD**  
circa 1990s



**Digital Audio  
Streaming on  
Mobile Phones**  
circa 2008



**Nintendo GameBoy**  
Physical Cartridge  
circa 1989



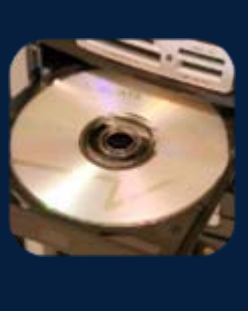
**Digital Games Purchase**  
Over 3G / Wi-Fi  
circa 2008



**Analog  
VHS**  
circa 1970s



**Physical  
VCD / DVD**  
circa 1990s



**Digital Video  
Streaming on  
Mobile Phones**  
circa 2008



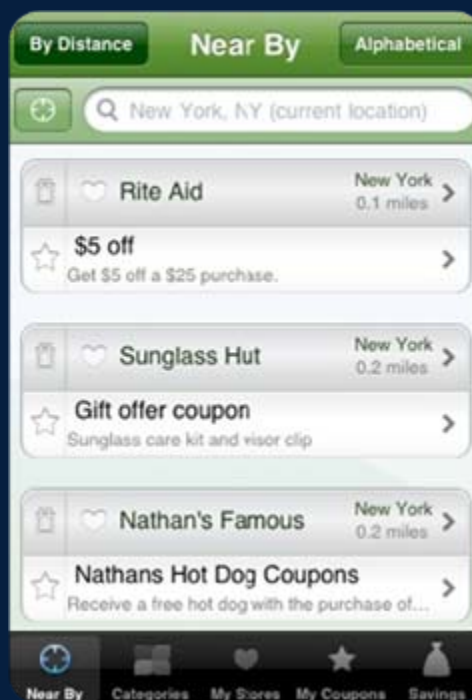


# Mobile Coupons – Potential to Generate Retail Store Traffic / Sales

**Coupon Sherpa –**  
Discounts Granted by  
Scanning Barcodes on  
Smartphones While at  
Store Checkout



**mobiQpons –**  
Coupons Displayed on  
Smartphones Based on  
Proximity to Stores



**Yowza!! –**  
Coupons Shared  
with Friends



# Branded Mobile Apps – Could Drive Incremental Store Traffic / Purchases

**Chipotle iPhone App –**  
Locate, Order and Pay for Tacos  
/ Burritos on Smartphone...and  
Skip the Line When You Pick Up



**Starbucks Card on iPhone –**  
Management of Starbucks Credits +  
Barcode Scanning for Easy  
Checkout (Limited Availability\*)



# Mobile Push Notification –

## Enables Effortless Monitoring of Real-Time Transaction Process

**eBay iPhone App –**  
Manage Transactions on  
Smartphones



**eBay iPhone App –**  
'Auction Ending Soon' Reminder  
Pushed to Smartphones



# Lockerz – Social Rewards Program

- Free invitation-only social network / eCommerce / content discovery site where members earn reward points they can redeem for free products (including consumer electronics / apparel) and events...by logging in / watching 'promotional' videos / playing games / completing surveys / inviting friends.
- 8MM registered users as of 1/10 (still in beta); 150MM+ page views per month.
- Targets 14-25 year olds; launched in private beta in 3/09, expected to open to public in CH1:10E; backed by Liberty Media.

The screenshot displays the Lockerz website interface. At the top, there is a navigation bar with the Lockerz logo and a user profile section for 'Hello Les Barton' with links for 'Settings' and 'Sign Out'. Below the navigation bar is a green 'ELECTRONICS' category header. The main content area is a grid of product cards. Each card features an image of the product, the Lockerz logo, the product name, the point cost (PTZ), and a button for redemption status (e.g., 'REDEEM NOW' or 'MORE SOON').

Product	PTZ	Status
Desktop Backgrounds - The Z List	15	REDEEM NOW
Desktop Backgrounds - Logo Color	15	REDEEM NOW
Samsung 40" Class/1080P/120Hz/LCD HDTV	3000	MORE SOON
MacBook Air, 13-inch, Aluminum	2500	MORE SOON
MacBook Pro 13-inch - Aluminum	1500	MORE SOON
MacBook 13-inch	1000	MORE SOON
HP Mini 110-10250X	800	MORE SOON
New iPod Touch 64GB	800	MORE SOON
Dell Inspiron Mini 10 inch - Obsidian Black	750	MORE SOON
Dell Inspiron Mini 10 inch - Sunrise	750	MORE SOON
New iPod Touch 32GB	700	MORE SOON
Go - Black	675	MORE SOON

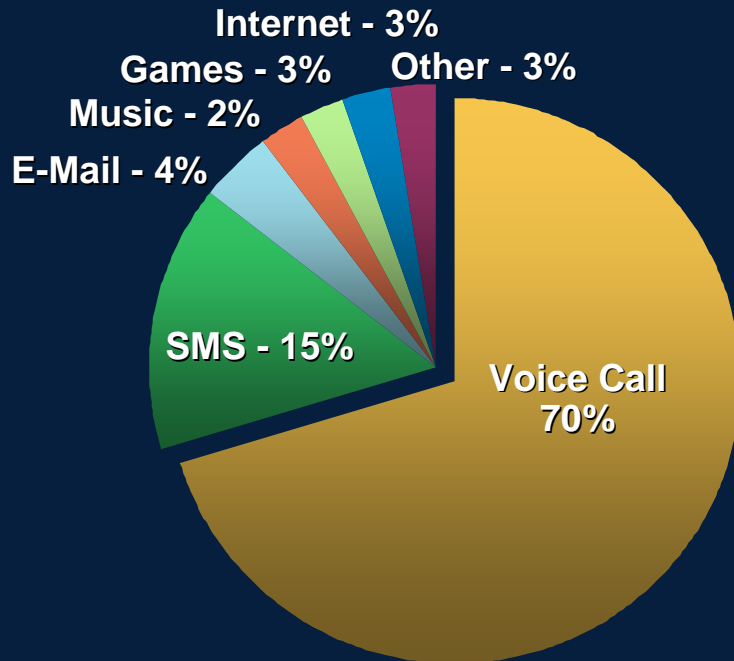
At the bottom of the page, there is a footer with the text 'ALL THAT AND MORE' and a navigation menu including 'Feedback', 'About', 'Privacy', 'Terms', 'FAQ', 'Jobs', and 'Contact'. The footer also displays 'DAILIES' and 'PTZ 123'.

*Massive Data Growth Driving  
Carrier / Equipment Transitions*

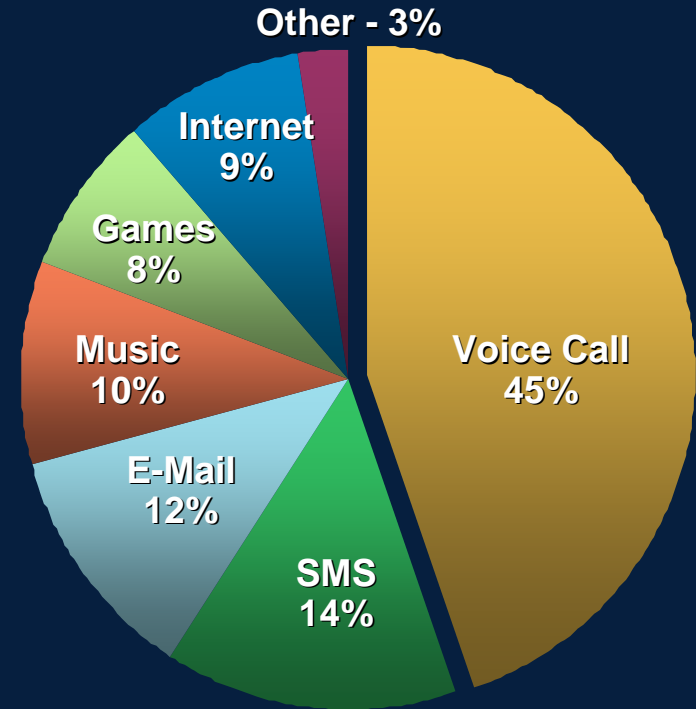
# Increasingly, Mobile Phone Usage is About Data, Not Voice = Average Cell Phone = 70% Voice...iPhone = 45% Voice

## Daily Usage Breakdown, % of Time Spent on Each Activity

**Average US Cell Phone User  
40 Minutes Per Day**



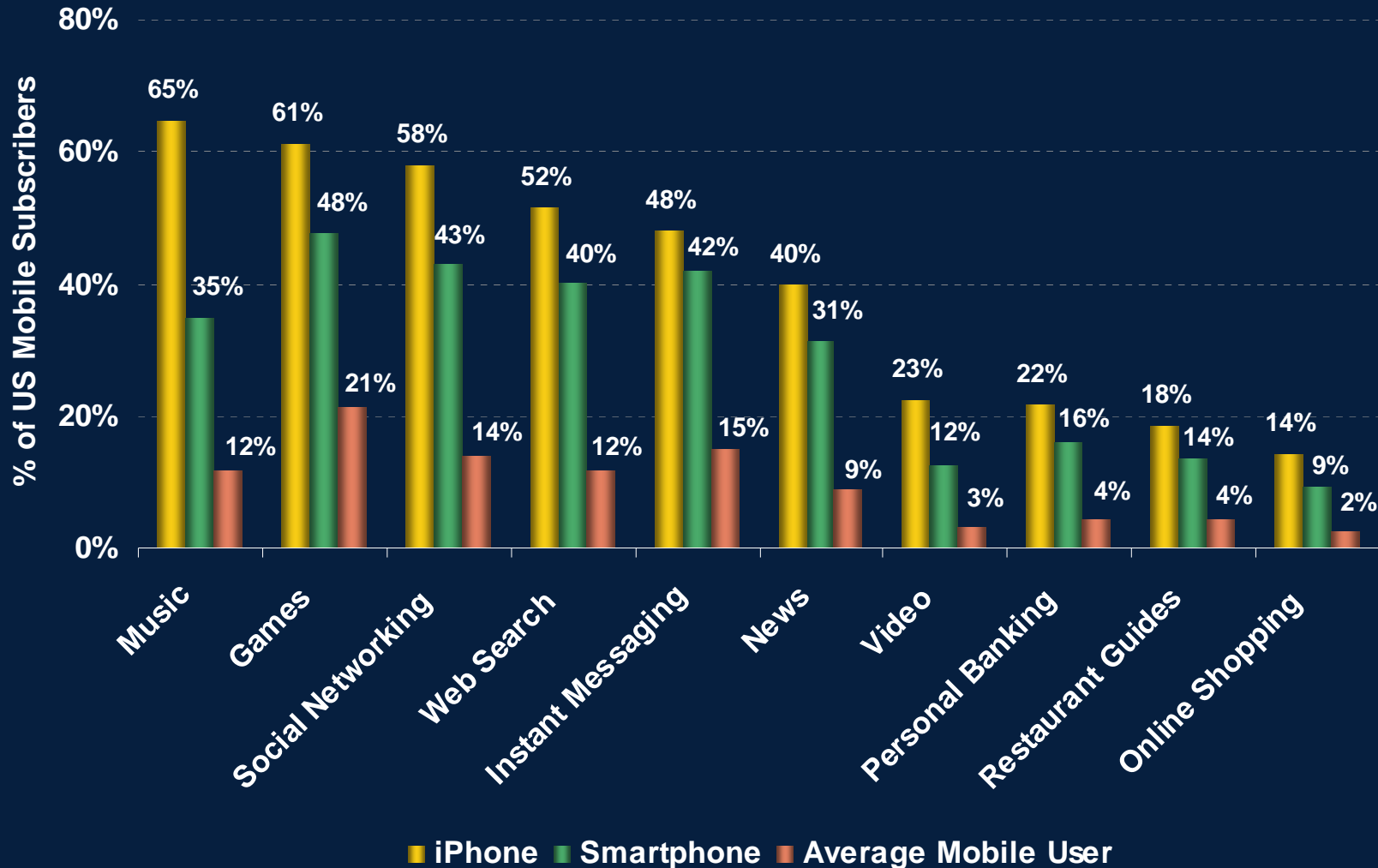
**iPhone User  
60 Minutes Per Day**



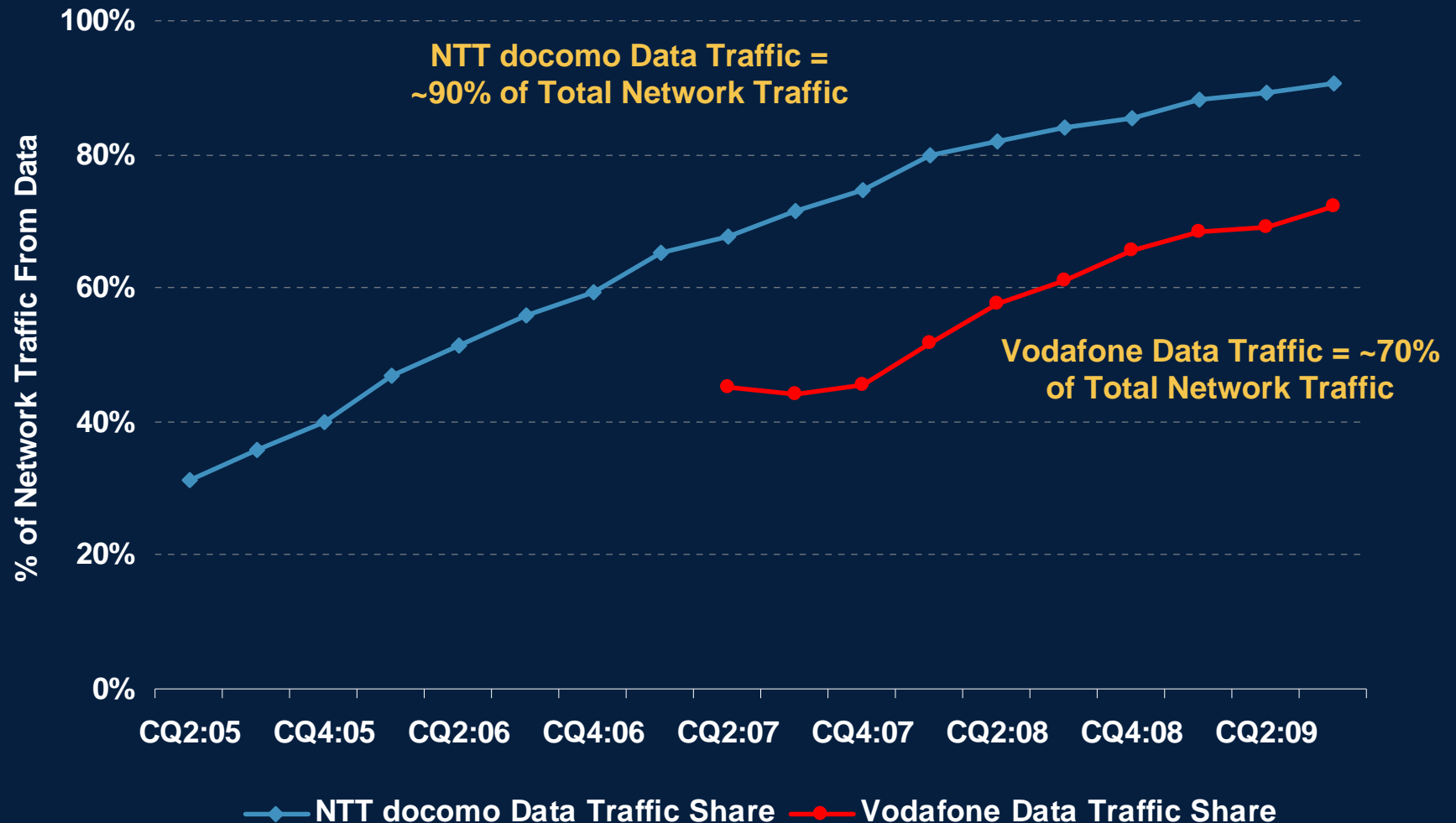
*Note: CTIA estimates average voice call time per day is 27 minutes, assuming 70% of total time spent is on voice call, per iSuppli, total average time spent on cell phone is approx. 40 minutes per day. iPhone time spent per day is our estimates. Source: iSuppli ConsumerTrak survey, 10/08, Morgan Stanley Research.*

# iPhone Users Use Data / Internet Far More than Average Mobile Users

## Mobile Content Consumption



# Data = Increasingly Dominating Network Traffic Share for Wireless Carriers in Developed Markets



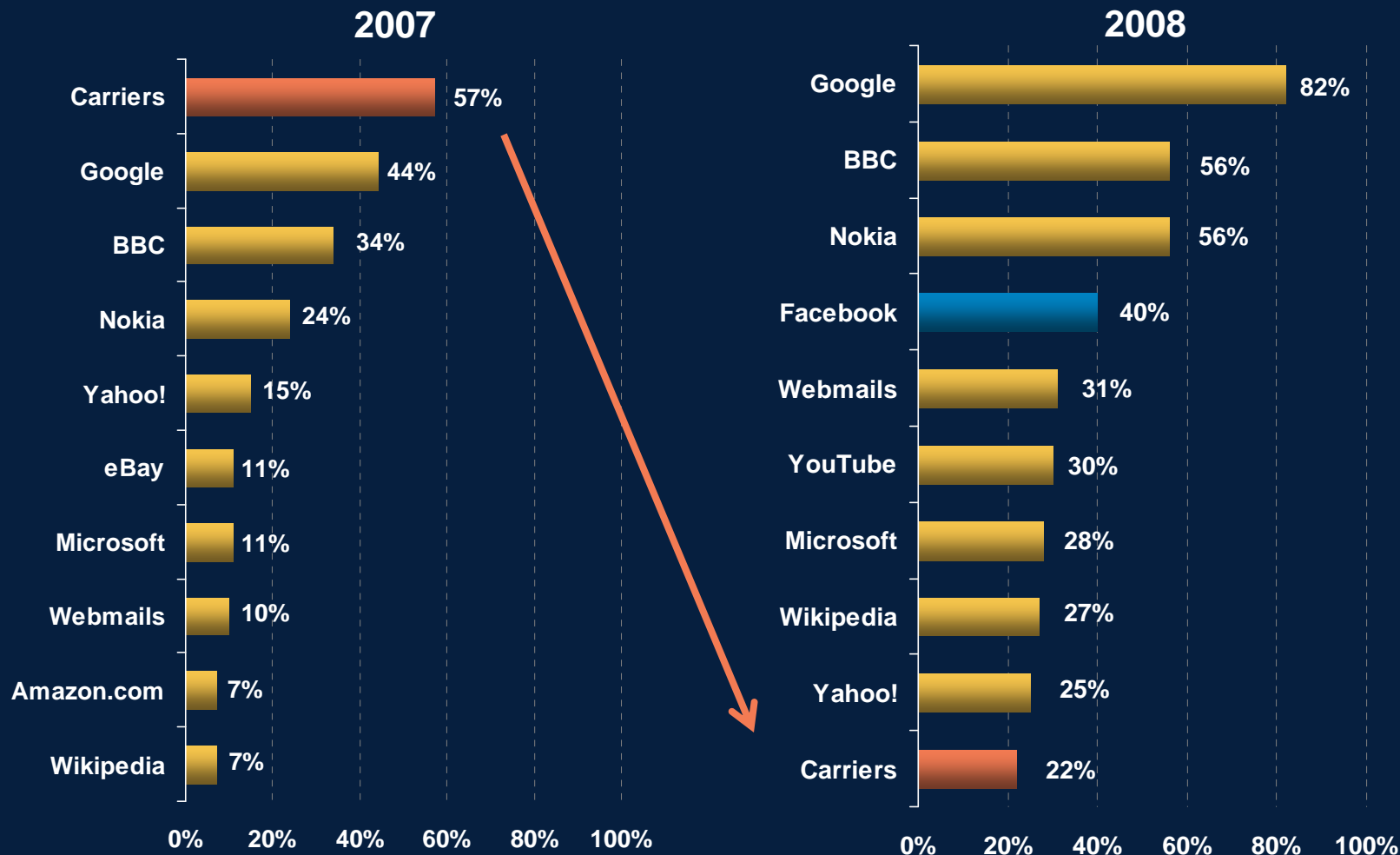


*Growth / Monetization Roadmaps Provided from  
Japan Mobile + Desktop Internet*

When Consumers are Empowered by the Internet,  
Usage Changes Can Occur Very Quickly

# Carrier 'Walled Gardens' Collapsed Extremely Rapidly – UK Mobile Users Are Fleeing from Carriers' Portal Sites

## Mobile Web Sites' Share of UK Mobile Internet Users



*Advertising Dollars Ultimately Follow Eyeballs*

# \$46 in Annualized Ad Revenue per Internet User vs. \$28 in 2005 vs. \$0 in 1994

	1995E	2005E	2009E
<b>Global Internet Ad Revenue</b>	<b>\$55MM</b>	<b>\$18B</b>	<b>\$54B</b>
<b>Ad Revenue per User</b>	<b>\$9</b>	<b>\$28</b>	<b>\$46</b>
<b>Global Internet Users</b>	<b>6MM</b>	<b>644MM</b>	<b>1.2B</b>

*Source: Global online ad revenue per Juniper Communications (1995), ZenithOptimedia (2005 & 2009). Internet users per MS estimate (1995) and comScore (2005 & 2009). We note that comScore reports a lower global Internet user # than International Telecommunications Union.*

*New Business Models are Often Created During  
Technology Changes*

# China (Owing in Part to Tencent's Success) Shows 'Virtual Goods' Can be Big Business – \$2.2B in 2009E Revenue & \$24 Annual ARPU

## Virtual Goods Sales in China, 2006E – 2013E

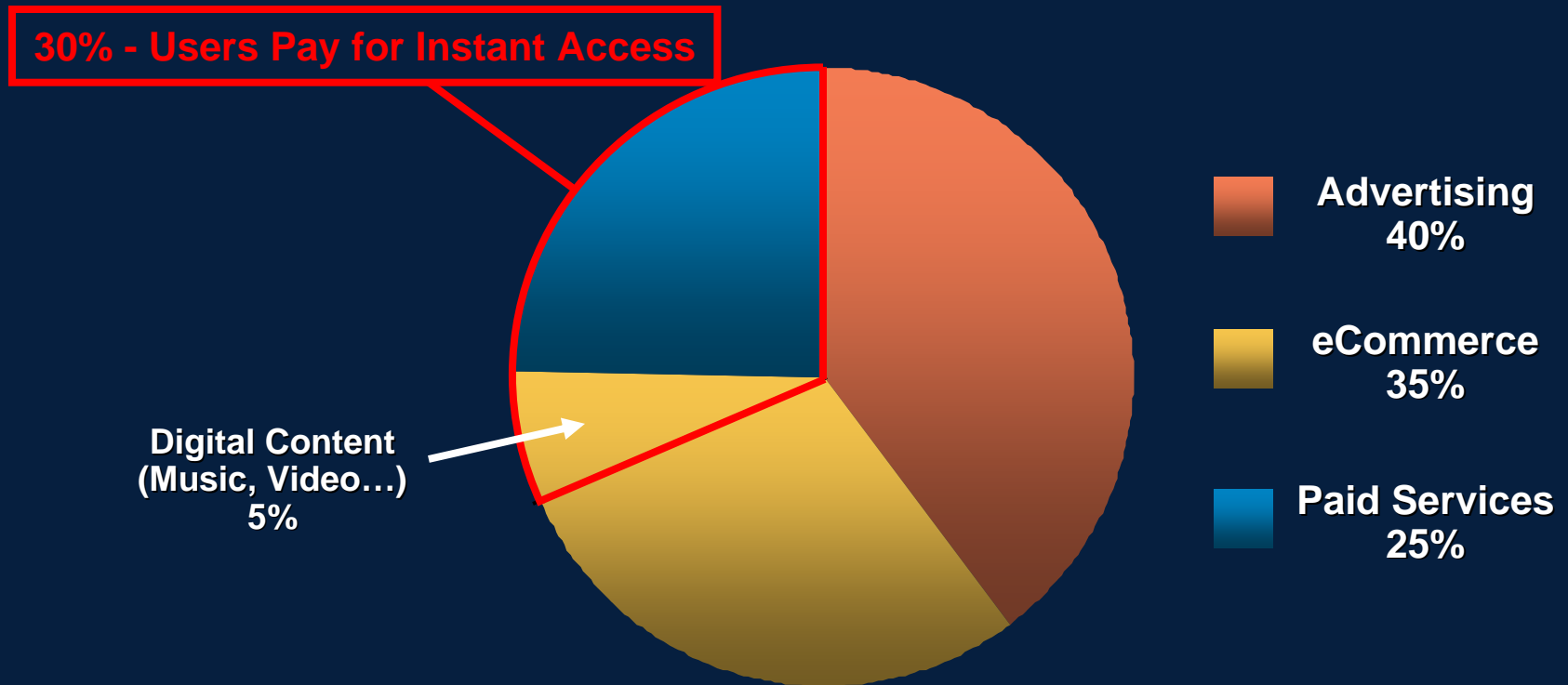
	2006E	2007E	2008E	2009E	2010E	2011E	2012E	2013E
<b>Total virtual item sales (\$MM)</b>	\$547	\$889	\$1,464	\$2,207	\$3,132	\$4,307	\$5,763	\$7,359
<i>Y/Y Growth</i>	--	62%	65%	51%	42%	38%	34%	28%
<b>Game virtual item sales (\$MM)</b>	\$296	\$490	\$841	\$1,288	\$1,858	\$2,564	\$3,418	\$4,439
<i>Y/Y Growth</i>	--	66%	72%	53%	44%	38%	33%	30%
Paying gamers (MM)	18	26	37	46	55	64	74	84
<i>Y/Y Growth</i>	--	44%	43%	25%	20%	17%	15%	14%
ARPU (US\$ per Month)	\$1	\$2	\$2	\$2	\$3	\$3	\$4	\$4
<i>Y/Y Growth</i>	--	15%	20%	23%	20%	18%	16%	14%
<b>Non-game virtual item sales (\$MM)</b>	\$252	\$399	\$623	\$918	\$1,274	\$1,743	\$2,346	\$2,920
<i>Y/Y Growth</i>	--	58%	56%	47%	39%	37%	35%	25%

*In-Place Billing Systems (with likes of Carriers + iTunes)  
Should Create Better Monetization Opportunities than  
Experienced on Desktop Internet*



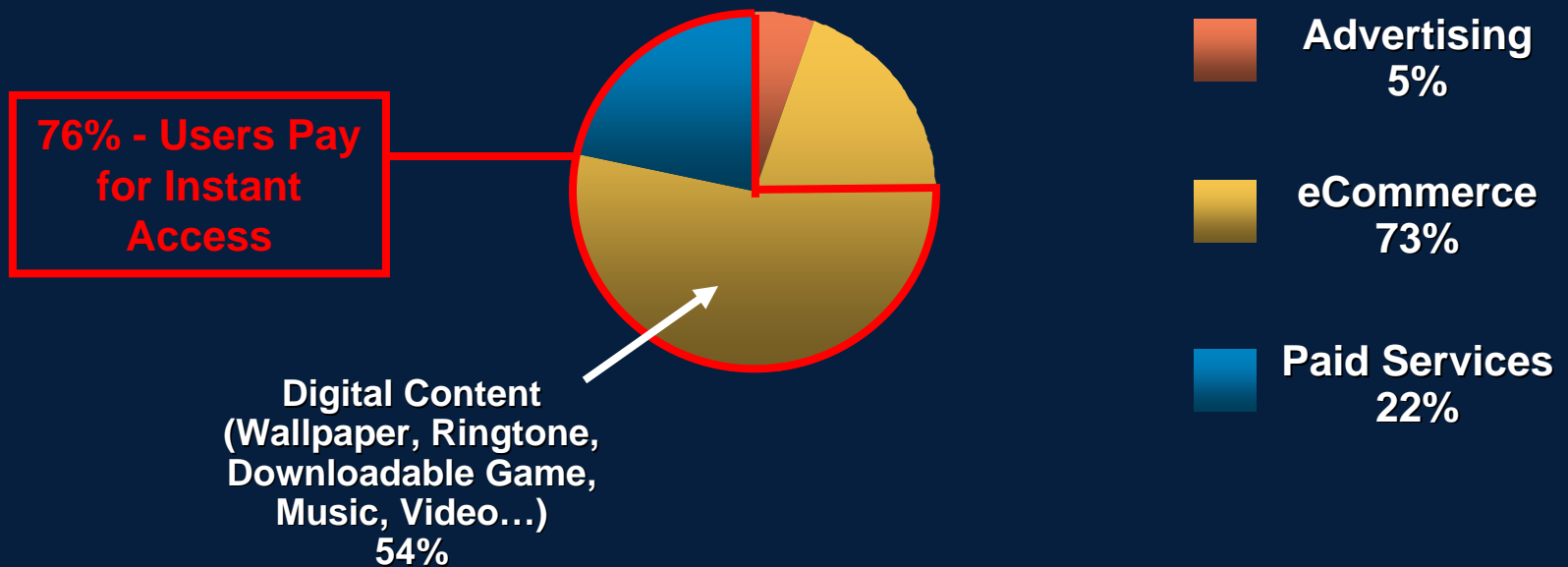
# Advertising + eCommerce (Vendor + Advertiser Paid) = Dominate Desktop Internet Revenue...

Revenue Mix for Top 50 Global Internet  
(ex. Data Access) Companies  
2008E – \$91B



# ...While Premium Content Revenue (User Paid) = Dominate Mobile Internet Revenue

Revenue Mix (ex. Data Access) for Global Mobile Internet  
2008E – \$37B



# Why Are Users Willing to Pay So Much More for Content on Mobile Devices than on Desktop PCs?

## Users Are Willing to Pay for Content On Mobile Internet Owing to...

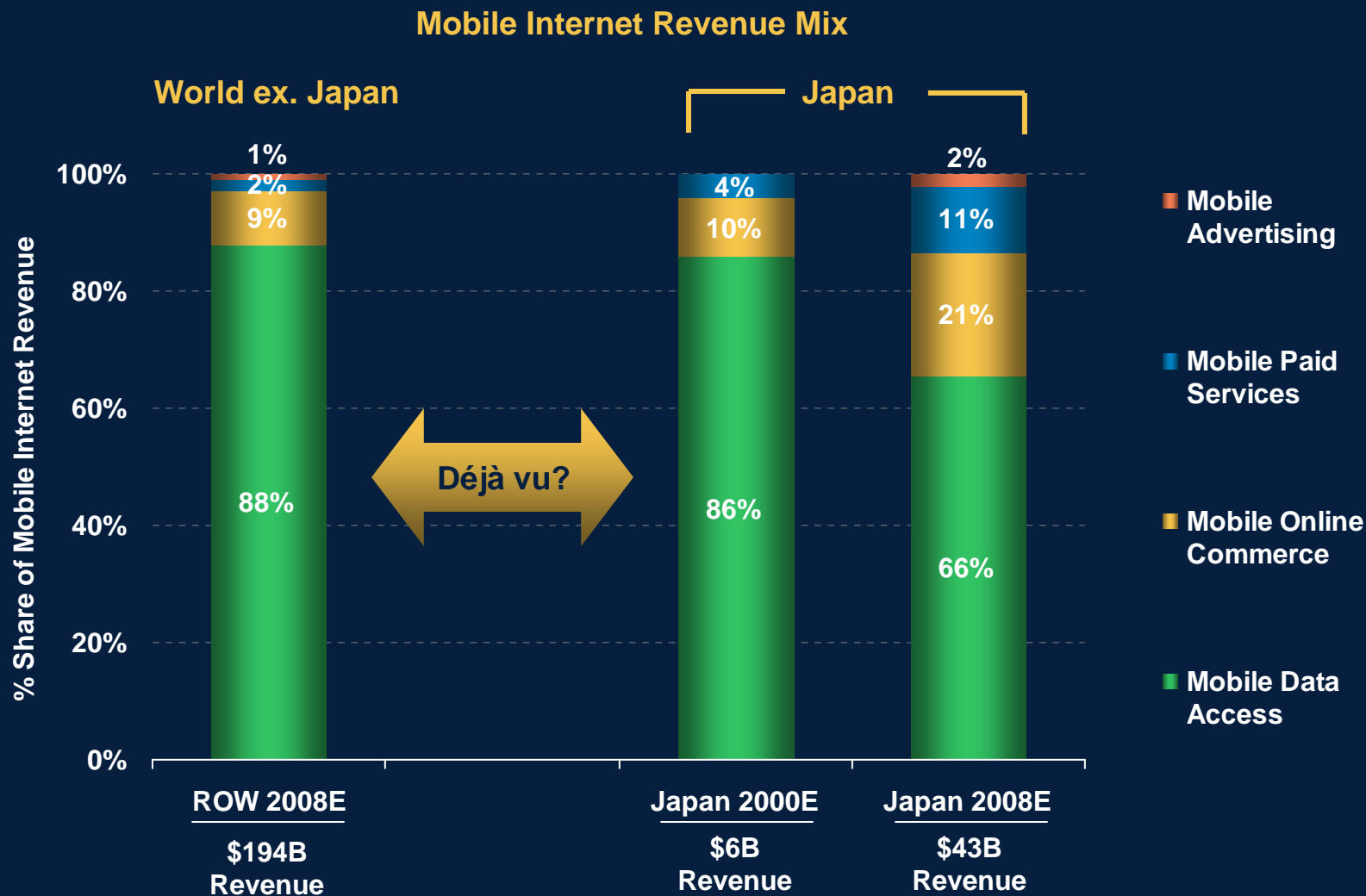
- **Easy-to-Use / Secure Payment Systems**
  - ‘Embedded’ systems (like carrier billing + iTunes) allow real-time payments;
- **Small Price Tags** – Most content / subscriptions carry sub-\$5 price tags
- **Walled Gardens Reduce Piracy** – Content exists in proprietary environments, difficult to get pirated content onto mobile devices
- **Established Store Fronts** – Carrier decks / iTunes store allow easy discovery / purchase
- **Personalization** – More important on mobiles than desktops

## Users are LESS Willing to Pay for Content On Desktop Internet Owing to...

- **Difficult-to-Use / Fragmented Payment Mechanisms That Are More Susceptible to Security Issues** – Too many payment options for vendors / consumers + widespread fraud
- **Often Expensive + Cumbersome to Purchase Legal Content** – \$15+ per movie / DRM protection limits usage
- **Open Internet + Piracy** – Most content in digital formats is available for free (newspaper / pictures) or for illegal download (music / video / applications)
- **Lack of Centralized / Large-Scale Marketplace for Legal Content Discovery / Purchase** – Few players beyond iTunes + Amazon.com

*Rapid Mobile Internet Growth in Japan Over Past Decade Sheds Light on How Internet Monetization May Develop in Rest of World (ROW)*

# ROW's Mobile Internet Revenue Mix in 2008 = Japan's in 2000 – Data Access = 66% in Japan vs. 88% in ROW in 2008



*Rapid Ramp of Mobile Internet Usage Will be a Boon to Consumers and Some Companies Will Likely Win Big (Potentially Very Big) While Many Will Wonder What Just Happened*

# Disclosure Section

*Morgan Stanley is currently acting as exclusive financial advisor to AdMob, Inc ("AdMob") in relation to their acquisition by Google Inc, as announced on November 9, 2009. The proposed transaction is subject to customary closing conditions. AdMob has agreed to pay fees to Morgan Stanley for its services that are subject to the consummation of the proposed transaction. Please refer to the notes at the end of the report.*

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*MTN does a sizable and growing portion of its business, and has assets and investments, in Iran and Sudan, which are generally subject to comprehensive sanctions programs administered by the U.S. Department of the Treasury's Office of Foreign Assets Control ("OFAC") and by other countries and multi-national bodies. MTN also does business in Syria, which is subject to certain blocking restrictions administered by OFAC and to other sanctions administered by the U.S. Departments of Commerce and State.*

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(as of March 31, 2010)

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	Count	% of Total	Count	% of Total IBC	% of Rating Category
Overweight/Buy	1042	41%	325	43%	31%
Equal-weight/Hold	1095	43%	348	46%	32%
Not-Rated/Hold	15	1%	4	1%	27%
Underweight/Sell	373	15%	87	11%	23%
Total	2,525		764		

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# Disclosure Section *(continued)*

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Overweight (O). The stock's total return is expected to exceed the average total return of the analyst's industry (or industry team's) coverage universe, on a risk-adjusted basis, over the next 12-18 months.

Equal-weight (E). The stock's total return is expected to be in line with the average total return of the analyst's industry (or industry team's) coverage universe, on a risk-adjusted basis, over the next 12-18 months.

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Attractive (A): The analyst expects the performance of his or her industry coverage universe over the next 12-18 months to be attractive vs. the relevant broad market benchmark, as indicated below.

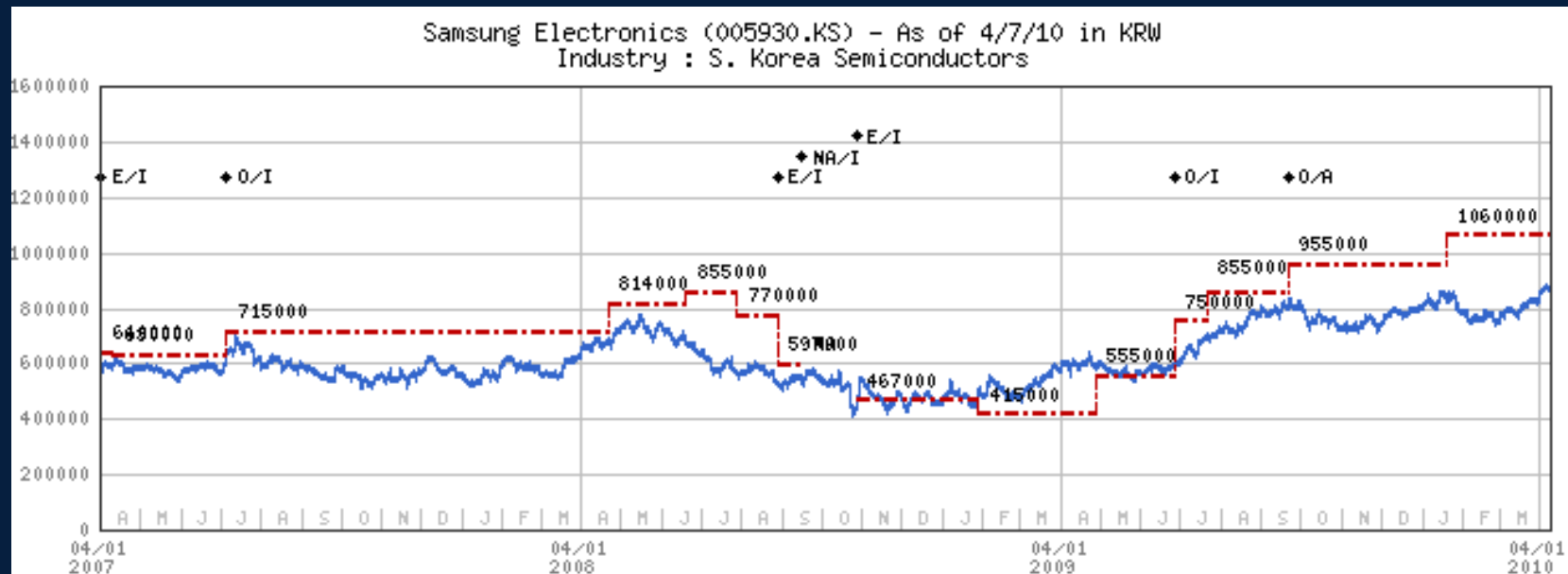
In-Line (I): The analyst expects the performance of his or her industry coverage universe over the next 12-18 months to be in line with the relevant broad market benchmark, as indicated below.

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Benchmarks for each region are as follows: North America - S&P 500; Latin America - relevant MSCI country index or MSCI Latin America Index; Europe - MSCI Europe; Japan - TOPIX; Asia - relevant MSCI country index.

# Disclosure Section (continued)

Stock Price, Price Target and Rating History (See Rating Definitions)



Stock Rating History: 4/1/07 : E/I; 7/6/07 : O/I; 8/28/08 : E/I; 9/16/08 : NA/I; 10/27/08 : E/I; 6/26/09 : O/I;

9/21/09 : O/A

Price Target History: 6/23/06 : 640000; 4/10/07 : 630000; 7/6/07 : 715000; 4/21/08 : 814000; 6/20/08 : 855000;

7/28/08 : 770000; 8/28/08 : 597000; 9/16/08 : NA; 10/27/08 : 467000; 1/28/09 : 415000; 4/27/09 : 555000;

6/26/09 : 750000; 7/21/09 : 855000; 9/21/09 : 955000; 1/19/10 : 1060000

Source: Morgan Stanley Research

Date Format : MM/DD/YY

Price Target - -

No Price Target Assigned (NA)

Stock Price (Not Covered by Current Analyst) — Stock Price (Covered by Current Analyst) ■

Stock and Industry Ratings (abbreviations below) appear as ♦ Stock Rating/Industry View

Stock Ratings: Overweight (O) Equal-weight (E) Underweight (U) Not-Rated (NR) More Volatile (V) No Rating Available (NA)

Industry View: Attractive (A) In-line (I) Cautious (C) No Rating (NR)

# Disclosure Section (continued)

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