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22 March 2013

**Mr Fadi Chehadé, President & CEO,
Internet Corporation for Assigned Names and Numbers,
12025 Waterfront Drive, Suite 300
Los Angeles, CA 90094-2536
USA**

Dear Mr. Chehadé

Re: Closed Generic Top-Level Domains (gTLDs) .MOBILE and .PHONE

As the trade association representing the interests of mobile operators worldwide, the GSMA is deeply concerned about the applications by two commercial organisations (Amazon EU S.à r.l. and Dish DBS Corporation) to operate the new gTLD strings .MOBILE and .PHONE on a 'closed' basis.

We believe that the string .MOBILE, in particular, will be closely identified with our mobile wireless community, yet – if operated on a closed basis – would be unavailable to the vast majority of participants in the mobile services industry and members of the mobile wireless community. We believe strongly that this will harm competition in the mobile services marketplace and expose mobile subscribers to the likelihood of confusion and deception in their choice of mobile services and providers. As a result, consumers, our members, and other members of the mobile wireless community will be harmed.

We understand that a similar concern about exclusive ownership of closed generic TLDs was expressed by Australia in its Early Warnings, and is shared by trade associations and corporations in many other industry sectors who are also fearful of the consequences of closed gTLDs in terms of impact on consumers and threat to competition. We too share this concern and would appreciate the opportunity to meet with you to find out how we can best engage with ICANN to ensure that the voice of the mobile industry is heard and that our members and their customers are protected. If your schedule permits, I would be grateful if your office would liaise with mine to determine a suitable time for a face-to-face meeting before the end of the gTLD arbitration process.

Spanning more than 220 countries, the GSMA unites nearly 800 of the world's mobile operators with more than 230 companies in the broader mobile ecosystem, including handset makers, software companies, equipment providers and Internet companies, as well as organisations in industry sectors such as financial services, healthcare, media, transport and utilities.

Yours sincerely,

A handwritten signature in black ink that reads "Anne Bouverot". The signature is written in a cursive, flowing style.

Anne Bouverot
Director General, GSMA