

October 8, 2013

Ms. Christine Willett  
Vice President, gTLD Operations  
ICANN  
12025 Waterfront Drive, Suite 300  
Los Angeles, CA 90094

Re: Additional Letters of Endorsement, Application ID# 1-1000-62742

Dear Ms. Willett,

Starting Dot is pleased to provide ICANN with the attached additional letters of endorsement of its community-based application for the .IMMO generic Top-Level Domain (gTLD).

Would you please add these letters to Starting Dot's application so they are available for review in connection with the ongoing evaluation and consideration of the application.

These letters, as well as those submitted with the application in May 2012, are also available at [www.immo.com/community/endorsements/](http://www.immo.com/community/endorsements/).

Thank you for your prompt attention to this request.

Sincerely,

A handwritten signature in blue ink, appearing to read "G. Jordan".

Godefroy Jordan  
Executive Chairman

cc: New gTLD Operations ([newgtld@icann.org](mailto:newgtld@icann.org))

Attachments: Letters from CEPI, ANACI, AEGI, Nexity, IMMOFinanz, FH Wien, TU Wien and BTW



To Mr Godefroy Jordan,  
President  
Starting Dot s.a.s.  
3 bis bd de la Saussaye  
F-92200 Neuilly-sur-Seine  
France

**Conseil européen  
des Professions  
immobilières** aisbi

European Council  
of Real Estate  
Professions

Ref : L370113/CIS

20 September 2013

Dear Mr. Jordan,

Subject: Support to STARTING DOT application to ICANN

Created in 1990, the Conseil Européen des Professions Immobilières (CEPI - European Council of Real Estate Professions) is an international non-profit association with headquarters in Brussels, Belgium. CEPI is the main association of real estate (RE) professionals including property agents and property managers in the European Union. It comprises the European Property Agents Group (EPAG) and the Confédération Européenne des Administrateurs de Biens (CEAB).

25 national associations in 17 EU and EFTA countries bring together more than 200,000 real estate professionals. As a unifying body and a European network, CEPI mission is to support European and cross-border property transactions and management at the European and cross-border level, by developing the work and activities of RE professionals with the interests of the consumer in mind.

CEPI officially supports Starting Dot's community application for the .IMMO gTLD and signed an agreement with Starting Dot to collaborate to the development of the .IMMO new top-level domain and participate to the Immo Advisory Policy Committee.

The .IMMO new gTLD will heavily contribute to CEPI and the European Commission's common objective to develop a single real estate market, which requires a uniform label of recognition for both property buyers and professionals, such as the .IMMO gTLD

The .IMMO application by Starting Dot is the only one complying with the rules regulating our professional community. We believe that Starting Dot has thoughtfully considered the various matters related to running the .IMMO domain and that Starting Dot will represent the interests of the community that will use and benefit from this space.

Thanks to the focus and commitment of Starting Dot to limit .IMMO to verifiable and legitimate companies, groups and organizations within the real estate community, consumers and trade participants will know that they are dealing with regulated and professional entities who have earned a place in the .IMMO community.



Our associations and its member national real estate association, believe that the community-based and multi-stakeholder approach promoted by Starting Dot is the most efficient way to manage the .IMMO top-level domain for the benefits of the real-estate community.

Starting Dot is clearly the preferred, and the only acceptable, applicant by the real estate professional community for the .IMMO new TLD.

I want to personally wish you the best of luck in the current process of application

Best regards,

Claudine Speltz  
President



**ANACI**

ASSOCIAZIONE NAZIONALE AMMINISTRATORI CONDOMINIALI ED IMMOBILIARI

Sede Provinciale di Milano

To Mr Godefroy Jordan,  
President  
Starting Dot s.a.s.  
3 bis bd de la Saussaye  
F-92200 Neuilly-sur-Seine  
France

Dear Mr. Jordan,

Our organisation, the Associazione Nazionale Amministratori Condominiali ed Immobiliari (ANACI), formed in 1995 by the merger into a single organization of two older associations existing in Italy (the ANAI, founded in 1970 and the AIACI, founded in 1974), is Italy largest real estate professional association. Its primarily goal is to promote activities of a formative nature in order to get a better qualification of the members in the interest of property owners or tenants (more information on [www.anacimilano.it](http://www.anacimilano.it)).

We are please to confirm you our support and endorsement to Starting Dot's application for the .IMMO top-level domain, and share your forward-looking vision for this innovative name space.

The .IMMO application by Starting Dot is the only one complying with the rules regulating our professional community. We believe that Starting Dot has thoughtfully considered the various matters related to running the .IMMO domain and that Starting Dot will represent the interests of the community that will use and benefit from this space.

Thanks to the focus and commitment of Starting Dot to limit .IMMO to verifiable and legitimate companies, groups and organizations within the real estate community, consumers and trade participants will know that they are dealing with regulated and professional entities who have earned a place in the .IMMO community.

Our associations and its members, along with the CEPI and all the major national associations in Continental Europe which are officially supporting Starting Dot's .IMMO application, believe that the community-based and multi-stakeholder approach promoted by Starting Dot is the most efficient way to manage the .IMMO top-level domain for the benefits of the real-estate community.

Starting Dot is clearly the preferred, and the only acceptable, applicant by the real estate professional community for the .IMMO new TLD.

We would like to thank both ICANN and Starting Dot for creating a secure, regulated portion of the internet where professionals of our community will be as easily recognized on the internet as in the real world.

I want to personally wish you the best of luck in the current process of application

Best Regards,

Leonardo Caruso  
Délégué Anaci auprès du CEPI



Madrid, Sept. 30, 2013

To Mr Godefroy Jordan,  
President  
Starting Dot s.a.s.  
3 bis bd de la Saussaye  
F-92200 Neuilly-sur-Seine  
France

Dear Mr. Jordan,

Our organisation, the Asociación Empresarial de Gestión Inmobiliaria (AEGI), is Spain leading professional trade association for the property sector. Its main objective is to unite all Spanish businesses active in the field of consultancy, management, marketing and real estate brokerage. Founded in 1998, the AEGI was officially approved by the Spanish Ministry of Labour as a national employer association in 1999 (more information on [www.aegi.es](http://www.aegi.es)).

We are please to confirm you our support and endorsement to Starting Dot's application for the .IMMO top-level domain, and share your forward-looking vision for this innovative name space.

The .IMMO application by Starting Dot is the only one complying with the rules regulating our professional community. We believe that Starting Dot has thoughtfully considered the various matters related to running the .IMMO domain and that Starting Dot will represent the interests of the community that will use and benefit from this space.

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I want to personally wish you the best of luck in the current process of application.

Best Regards,



ASOCIACIÓN EMPRESARIAL DE GESTIÓN INMOBILIARIA  
Javier Martínez de los Santos  
(CEO AEGI)  
Maldonado, 52, 1.º B - 28006 Madrid  
Teléfono 91 444 88 10

Inscrita en el Ministerio de Trabajo y Asuntos Sociales, con referencia UMF/Mro, expediente 7465



Direction marketing et relation client

1 terrasse Bellini - TSA 48200  
92919 Paris La Défense Cedex

T +33 (0)1 71 12 14 83

Mr Godefroy Jordan  
STARTING DOT  
3 bis bd de la Saussaye  
F-92200 Neuilly-sur-Seine

Paris la Défense,  
March 23, 2012

Mr President,

Our company is happy to confirm its support to your initiative to develop a new generic top-level domain .IMMO dedicated to the real estate professionals.

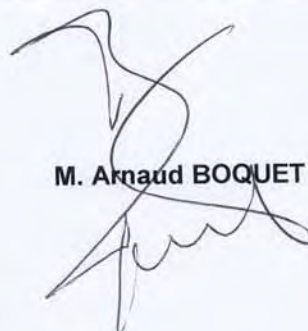
You can rely on our entire commitment to support the new top-level domain .IMMO developed by Starting Dot in the context of ICANN new gTLDs program.

We consider with attention you project which contributes to pursue our common objectives to defend the interests of real estate professionals.

You can rest assured that our company will look forward to continuing to work with you in your effort to apply and to receive from ICANN the delegation of the .IMMO top level domain.

I want to personally wish you the best of luck in the current process of application.

Best Regards,



**M. Arnaud BOQUET**



**IMMOFINANZ**  
G R O U P

To whom it may concern

ICANN (Internet Corporation for Assigned Names and Numbers)

Mr President,

Following up on our discussions, IMMOFINANZ AG is happy to confirm its full support to your initiative to apply to ICANN for license of the .IMMO (dot-immo) generic top-level domain dedicated to the community of real estate professionals in Europe

You can rely on our entire commitment to support the new top level domain .IMMO developed by ERESNET GmbH and Starting DOT in the context of ICANN new gTLDs program.

We will also consider with attention your invitation to participate to the future sunrise sales.

You can rest assured that our association will look forward to continuing to work with you in your effort to apply and to receive from ICANN the delegation of the « .IMMO » top level domain.

I want to personally wish you the best of luck in the current process of application.

Organisation : IMMOFINANZ AG

Name : Daniel Riedl

Title : Member to the Executive Board

Date : 29.03.2012.



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Mag. Daniel Riedl

Member of the Executive Board

Mr President,

Following up on our discussions, our University of Applied Sciences Vienna / Department of Real Estate is happy to confirm its full support to your initiative to apply to ICANN for license of the .IMMO (dot-immo) generic top-level domain dedicated to the community of real estate professionals in Europe

You can rely on our entire commitment to support the new top level domain .IMMO developed by ERESNET GmbH and Starting DOT in the context of ICANN new gTLDs program. We are in close cooperation with ERESNET GmbH since the beginning of our department in 2001, the cooperation is an absolutely gain not only for our students but also in the field of the department's research in Real Estate.

We will also consider with attention your invitation to participate to the future sunrise sales.

You can rest assured that our association will look forward to continuing to work with you in your effort to apply and to receive from ICANN the delegation of the « .IMMO » top level domain.

I want to personally wish you the best of luck in the current process of application.

Organisation : University of Applied Sciences Vienna / Departement of Real Estate

Name : Otto Bammer FRICS (Departement Chair)

Title : FH-Prof.Dr.

Date : 2012-04-02



Otto Bammer



Starting Dot SAS  
attn. Godefroy Jordan, CEO  
3 bis, boulevard de la Saussaye,  
92200 Neuilly-sur-Seine  
France

SachbearbeiterIn  
Marlina Patemostro

Nebenstelle  
41705

Datum  
April 2, 2012

Dear M. Jordan,

the European market is doubtless a challenge to the real estate sector. Changes in respect of the legal background, a competitive environment and the structure of the market in Austria and Europe are to be expected in the future. To recognise these and to use them actively means utilizing one's opportunities based on the gained know-how and background knowledge. Vienna University of Technology has been offering study programs in the field of real estate and guiding over 600 graduates in this area at the Continuing Education Center (CEC). It is one of the key assets of the MSc program to link up science and practice in a mutual relationship.

The CEC at Vienna University of Technology is happy to confirm its full support to your initiative to apply to ICANN for licensing the .IMMO (dot-immo) generic top-level domain dedicated to the community of real estate professionals in Europe. You can rely on our commitment to support the novel top level domain .IMMO developed by ERESNET GmbH and Starting DOT in the context of ICANN new gTLDs program.

Furthermore, you can be assured that our institution is looking forward to collaborate with you in your effort to apply and to receive from ICANN the delegation of the « .IMMO » top level domain.

We wish you the best of luck in the ongoing application procedure.



Prof. Dr. Bob Martens FRICS  
Dean of Academic Affairs in Continuing Education



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gewerblichen Bauträger OÖ  
ZVR 441585026

Breitwiesergutstr. 10, 4020 Linz  
t +43 (732) 890050  
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Vorstand:

Philipp Kaufmann  
Christoph Traunmüller  
Franz Prenninger  
Andreas Ortner

ERESNET GmbH  
Mariahilfer Str. 33  
1060 Wien

*.IMMO*

Linz, 27. March 2012

Dear Sirs,

Following up on our discussions, BTV OÖ is happy to confirm its full support to your initiative to apply to ICANN for license of the .IMMO (dot-immo) generic top-level domain dedicated to the community of real estate professionals in Europe

You can rely on our entire commitment to support the new top level domain .IMMO developed by ERESNET GmbH and Starting DOT in the context of ICANN new gTLDs program.

We will also consider with attention your invitation to participate to the future sunrise sales.

You can rest assured that our association will look forward to continuing to work with you in your effort to apply and to receive from ICANN the delegation of the « .IMMO » top level domain.

I want to personally wish you the best of luck in the current process of application.

Yours faithfully,



Philipp Kaufmann  
President