



INTRODUCTION LETTER FROM THE CHAIRMAN

The DSL Forum has now completed its 6th full year since it was created in 1994. It has been a turbulent year with many ups and downs, but it has been a very successful one. We now are starting to see the first real fruits of our work.

I would like to thank all the members of the DSL Forum and their delegates for the incredible amount of work that has gone into making this happen. I believe that we can be proud of how far we have come and we can say with some pride that the DSL Forum is making a difference.

DSL awareness has risen dramatically all over the world and we now are counting the number of connected customers in millions. There is little doubt that growth will continue in the US and will accelerate further in all other parts of the world.

Regulation definitely has had a role in preparing the market place for DSL. But we also may say - and with some justification, since we are starting to see the shortcomings of current regulation all over - that the growth of DSL has happened despite the continuing regulatory uncertainties. These, together with a good deal of unconventional behavior of the financial markets, and their ways to evaluate market potential and value, have provided us with a good deal of excitement, especially during the latter part of 2000.

The fact that DSL continues to be on the top of the agenda of the telecom sector is a strong sign that the underlying logic for DSL continues to be sound and the outlook for DSL certainly is positive.

The work of DSL Forum is, however, far from complete. During 2000 we have seen that topics like flow through management and autoconfiguration are vital. They will turn into one of the essential tools to overcome the problems we face today with dissatisfied customers. They are dissatisfied, not because DSL does not live up to its promise, but because of the complexity introduced by technology, by the number of players involved in the provision of services and by the competence of those players on the customer care level.

DSL Forum has shown an impressive capability to adapt and improve its way of working over the years. It has accepted and successfully handled many challenges and used them to further enhance its collective competence. Now, DSL Forum continues to be the reference not only in the broadband technology sector but also for similar organizations.

Having had the honor to serve on the Board of Directors of DSL Forum since spring 1995 and as its Chairman and President, I have tried to fulfill my role as part of a magnificent team in managing DSL Forum. I am convinced that it is now time to step down as Chairman and President and make room for somebody else to take over and lead DSL Forum and its membership into a new phase of continuously expanding work. I will continue to serve my full term on the Board of Directors until the Annual Meeting in 2002 to assist the new Chairman in the transition.

I wish to thank everybody with whom I have had the pleasure to work with in my role as chairman of DSL Forum, particularly its members who during several years helped me and all other members of the Board of Directors with their confidence. I hope that our common goals will continue to prevail over individual company objectives, and that DSL Forum will continue to be a well managed but consensus driven and an even more results focused organization.

Hans-Erhard Reiter
Chairman and President, DSL Forum

DSL FORUM ACCOMPLISHMENTS IN 2000

DSL Forum is a non-profit industry association working cooperatively to promote DSL. We have forged a powerful alliance of service providers and companies from virtually every sector of communications, networking and computer industries around the world to focus on developing and promoting end-to-end solutions.

Drawing on the enormous collective expertise of our members and joining forces to develop a focused strategy, we have directed significant resources toward the development of end-to-end solutions to deliver DSL technologies to global mass markets. A similar approach to promoting DSL in the media, analyst community, communications industry and a full range of user audiences, has been ensuring that DSL gets the recognition it deserves as an affordable, secure and continuous high-speed remote access solution and enabler of e-business and interactive multimedia applications.

Membership at the end of 2000 was as follows:

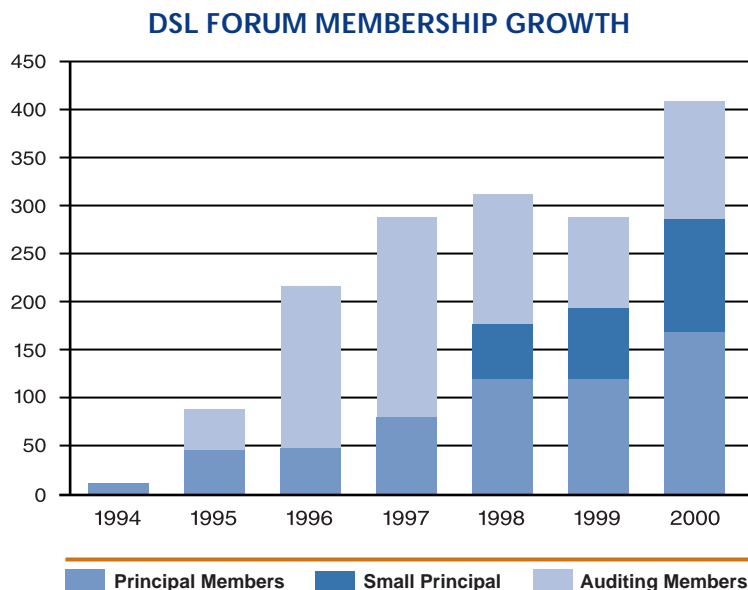
Principal Members	168
Small Company Principal Members	119
Auditing Members	120

Forum meetings, summits, trade show exhibits, interoperability testing events and other activities not only keep participants abreast of industry news and technical developments, but also provide an essential platform for influencing DSL marketing, technical developments, and consumer buying decisions.

Membership is now at 407, which is a 67% increase over 1999. We also have added new members among service providers as the market continues to mature and deployment momentum grows with providers deploying commercial services and the application and user markets realize its tremendous potential. Service Providers have joined the Forum in greater numbers than ever before, demonstrating market maturation. Deployment momentum has grown as market potential begins to be realized. Ten auditing members upgraded their membership to Principal or Small Company Principal status in 1999. Voting members increased from 186 to 287 from 1999 to 2000.

DSL Forum has a balanced demography of membership represented by Service Providers, Equipment Suppliers and Technology Providers. This balance leads to confidence that the Forum's work represents a broad and international industry consensus.

Figure 1 shows the development of the total number of members since the creation of the DSL Forum.



DSL FORUM ORGANIZATION

By drawing upon the tremendous collective expertise of our members and joining forces to develop a focused strategy, DSL Forum can direct significant resources toward the development of end-to-end solutions.

Membership Classes of DSL Forum:

Principal Members

(full rights and membership fee)

Small Company Principal Members

(full rights and reduced fee)

Auditing Members

(no voting rights, no right to nominate Officers, admission to Plenary Meeting only, full information, reduced fee)

Associate Member *New 2000*

(for non-profit and educational institutions, provides no right to vote, but will have all other rights associated with a Principal membership.)

Each year, members elect new officers to the DSL Forum Board of Directors to lead the effort to promote DSL. Board members themselves serve on several internal Board sub-committees to focus on specific areas of management.

Finance & Audit

Membership & Nominations

Technical Management

Marketing Management

As in previous years, the Board of Directors elected at the Annual Meeting in March held a full-day strategy meeting where they discussed the issues ahead of the Forum and mapped out our activity plan to be ready to efficiently drive our work. Among matters related to the technical and marketing work were such initiatives as:

- Recognition Program - Circle of Excellence, Ambassador posting on the Tradeshow Calendar, Summit Speaker Gifts.
- Targeted membership drives, including the creation of the Service Provider Action Council, and personal guest invitations to identified key players.

The work of DSL Forum is performed under two main committees, which were headed by the following chairpersons:

Technical Committee

Chair: Gavin Young

Vice Chair: Frank van der Putten

Marketing Committee

Chair: Nabil Gebrael

Vice Chair: Jay Fausch

The Technical Committee is subdivided into a series of sub-committees or working groups that focus on specific areas to facilitate and expedite the technical work of the Forum.

The Technical Committee structure for 2000:

Architecture and Transport

Autoconfiguration

Operations & Network Management

Support to the Emerging DSLs study group (inc. VDSL)

Testing & Interoperability

Voice over DSL (VoDSL)

The Marketing Committee also is subdivided into task-oriented groups, which focus on increasing awareness of DSL, and providing true Marketing expertise in the area of identifying and prioritizing DSL development needs. In 2000, these working groups were:

MarCom –

Ambassador Program

Public Relations

Tradeshows

Web Site

Deployment Council

E-Commerce

Mindshare

Summit & Best Practices

In November 2000, Voce Communications became the Forum's new public relations consultant for the Americas. They and Pielle Consulting, responsible for public relations work on behalf of the Forum in the European and Asia/Pacific regions, continued their high impact activities throughout 2000. In May 2000 the Board retained the services of Laurie Gonzalez as Marketing Director to provide support in all areas of strategic planning, marketing communications and public relations.

MARKETING

2000 was a successful year for the DSL Forum Marketing Committee. Participants and volunteers in the Marketing Committee have grown by more than 50%. Participation between the meetings is incredible; with the fourth quarter as an example - there were 45 conference calls in between our quarterly meetings. This is an indication of the valuable work the Marketing Committee is engaged in, and to the commitment from the DSL marketing community to the initiatives that we are working on. Here are some of the highlights of 2000.

In May 2000, we hired Laurie Gonzalez as the Marketing Director for DSL Forum. She has been instrumental by helping set the strategy for the Marketing Committee and driving all of the marketing initiatives. She initiated a reorganization of the Marketing Committee into two distinct tracks, MarCom and classical Marketing.

MarCom:

- Tradeshows and Events
- Ambassador Program
- Web
- Public Relations

Marketing:

- Deployment Council
- Mindshare
- E-Commerce
- Summit & Best Practices

After encouragement from the technical side of the house, the Marketing Committee adopted the contribution system to help organize our activities. All relevant marketing documents are submitted as contributions. Two of our first contributions matured into white papers, the first on Voice over DSL, and the second on Internet Security.

We also followed through with two vehicles to improve member communications; 1) online Working Group Charts that define each working groups leadership, goals, and current action plan or contributions, and 2) an online Conference Call Calendar, which facilitates the ability for members to call in and stay abreast of the progress of multiple working groups, and become involved between meetings for ultimate effectiveness.

Tradeshows

We conducted two major interoperability shows (CES2000, and SUPERCOMM2000). In both shows, we had more participants than we could accommodate. At SUPERCOMM, we had more than 20 DSLAM vendors and 30 CPE vendors participating and demonstrating any-to-any ADSL interoperability. Thousands of people that stopped by were extremely impressed by the

progress of the DSL industry. In addition to these two major showcase events, we held a membership reception in DSL WorldForum, Chicago that resulted in many new members and positive coverage. We also were associate sponsors of the NCF show and held an informational booth there.

For 2001, we are planning for the following interoperability events: CES, CeBIT, and SUPERCOMM. We also will have a presence at:

DSL WorldForum USA (Associate Sponsors, booth and membership reception)

DSL WorldForum-Europe (Associate Sponsors, booth and membership reception)

DSLCon Asia (Booth, membership reception and sponsorship)

ISP Con (Booth Participation, and possible membership reception)

In 2001, we are changing our focus from Annex A ADSL, to embrace and demonstrate interoperability among other xDSL standards, including G.shdsl demonstrations.

DSL Mindshare Campaign

The DSL Forum teamed up with a number of companies in the industry including BellSouth, Intel, Verizon, SBC, Nortel Networks, AMD, Alcatel, Arescom, Efficient and Nokia in order to successfully run a nationwide campaign to promote DSL in North America.

The campaign included press conferences, print advertising (Time, Time Digital, and People magazines), and two TV Programs, which aired at CNBC. The purpose of the campaign was to raise awareness about DSL. By the end of the year the awareness level in North America has reached a significant level, which prompted the Forum to shift its efforts to Europe. For 2001, we are planning a DSL tutorial in 7 cities targeting the regulators and business community. This will be followed by a media campaign in the later part of the year.

Ambassador Program

DSL Forum Ambassadors continue to enjoy the prestige of being recognized throughout the world as the experts on DSL. DSL Forum receives invitations to most events around the world, and the Ambassadors participate in 25 to 30 conferences a year promoting DSL globally on behalf of the Forum. In 2000, the Ambassador program was updated to incorporate better web promotion of Ambassador presentations, a guideline for Ambassador contribution and commitment, and an increased

focus on incorporating new content, especially about new DSL options and killer applications empowered by DSL.

The Ambassador program increased its emphasis for 2001 on targeting the global market, especially regions of emerging DSL growth. The plan is to target Asia, the Middle East, South America, and other regions in addition to our coverage in North America and Europe.

Web Committee

DSL Forum's web sites took on increasing importance as our "Forum Face to the World". They are a valuable resource for anyone interested in DSL, drawing approximately 900,000 hits a month from members, editors, analysts, and industry observers and increasingly, the end user audience from businesses to the general public. A major update of our Forum web sites began during December 1999, continued throughout 2000 and will complete in 2001 with a new design, new automated capabilities, and new content.

You can expect in 2001 to see the DSLForum.org web site as the best in the industry, with great looking graphics, easy to maneuver layout, great search engines, much more advanced email exploder lists management, much easier contributions upload and download process, and many more features that would make it a great representation to the public and members of the kind of professional organization we are. The budget has been approved for this work, and the redesign will be approved at the Forum's meeting in Vancouver, March 2001. We anticipate the work to be completed 2002. In addition to redesigning the look and feel, we have contracted a technical writer to review and create new content for the web sites. We are very excited about this redesign work, and we think you will be very pleased as well.

2000 improvements:

www.DSLForum.org

- New Working Group Chart online
- New storefront
- Continuously updated Virtual Press Room
- New Conference Call Calendar

www.DSLLife.com

In 1999 we established a new users' web site called DSLLife.com (<http://www.dsllife.com>). In 2000, the content was under continuous development. It provided information about many important services to potential DSL users including;

- Basic education on DSL and its benefits, including tutorials and FAQs.

- Point-n-Click map which provides referrals to services available in the user's area, and provides a free portal to Service Providers to promote their deployment areas and to provide their urls for us to direct users to their doorsteps.
- Multimedia content such as Webcasts of DSL Forum's press conferences and online viewing of the two television shows developed by DSL Forum, DSL Delivers and Destination DSL.

Summit and Best Practices Committee

Early in 2000, we decided to hold the summits at every quarterly meeting. Summits have proven to be very valuable to our members and non-members alike. We are averaging more than 400 people at each Summit. The Topics this year included Security, VoDSL, Autoconfiguration, a Road to Retail update, Deployment successes, Market forecasts for Europe, North America and Asia, and Regulatory updates. With such success, we plan to continue these Summits at full speed.

Deployment Council

At our strategy session in Orlando, we identified the need for a committee that can be "the Voice of the Market to the Forum...the Voice of the Forum to the Market." As such, the Deployment Council committee was created, and has been very active since then. The Deployment Council has taken on two major initiatives; creation of an industry wide Service Provider and end-user Master Service Requirements document, and a two fold Frequently Asked Questions listing, which targets end-users and the press with accurate and positive progress statements regarding key issues surrounding DSL. These two initiatives should be finalized in the first half 2001.

E-Commerce

Recognizing the need to standardize in the industry, we created the e-commerce committee, which focuses on bringing consistency in reporting, defining, and categorizing areas, products, and participants in the DSL arena.

Key initiatives for 2000:

- DSL Forum Glossary of terms, presented as a contribution, and awaiting edit and approval by both technical and marketing committees.
- DSL Categorization of market players, presented as a contribution.
- Marketing Liaison process, which is being further defined, with consideration of any technical liaison impacts.

Public Relations

Americas Overview

Public Relations activities were especially active in 2000 as the demand and interest for DSL worldwide heightened. Press articles in the first half of 2000 focused on the excitement around DSL's benefits and potential for mass-market penetration. Press interest in DSL Forum was also high, with numerous articles and more than 40 media attending a Forum press conference at the SUPERCOMM 2000 trade show. More than 60 media also were enrolled in DSL Forum's "Hook-up America" free DSL program, a proactive effort to put DSL service in the hands of key media to encourage more frequent and positive coverage of the benefits of DSL.

PR activities were generally administered through:

- Proactive and reactive outreach to press regarding Forum news and activities
- News releases
- Pursuit of editorial opportunities in print and broadcast outlets
- Coordination of media interviews with Forum board members at trade shows and summits

A high press interest for DSL continued into the second half of 2000, however, the focus changed radically from discussing DSL's expansion into the mass market to stories of disgruntled DSL users experiencing long waits and faulty service. Regardless of demand for DSL service in 2000 far exceeding capacity (and far outpacing the growth of Cable modem technology in its first three years combined), the media clearly seemed to want to capture the flashiest story angle possible. DSL Forum PR representatives took aggressive measures to respond to and rebut – as appropriate – a number of negative press articles.

Initiatives

DSL Forum set forth a number of key initiatives to increase awareness among the media and industry analyst community, including the kick-off of the "DSL Mindshare" campaign. Part of this campaign included the "Hook-up America" free DSL program that put DSL service in the hands of key media to encourage more frequent and positive coverage of DSL and its benefits to the consumer and small/medium business markets. More than 60 media were enrolled in this program, with several service provider Forum members who generously provided free DSL service to the press.

Measurement

Although a formal press clipping and measurement system wasn't in place until 2000, the Forum's PR efforts in 2000 outperformed the goals for the year, which supported the

mission to create increased media and public awareness around DSL and DSL Forum. Because of these efforts in 2000, DSL Forum enjoys a high profile and well-respected reputation by dozens of key media outlets and influencers throughout the Americas. Our reputation grew as THE source of non-partisan DSL progress information, and the majority of our work was demand based. In 2001, the PR goal is to become more proactive in securing key opportunities for DSL promotion beyond the U.S. to address Canada and South America, which begins with the creation of a PR plan that incorporates our first global editorial calendar.


Europe/Asia Overview

From a public relations perspective, the market environment and general excitement around DSL in 2000 provided an enormous opportunity to educate media, their readers, viewers and listeners about DSL. But, as it turned out, it also created the need to manage end-user expectations downwards in terms of timetables for mass-market deployment in Europe in particular.

Outcomes

- On the education front, our feature article 'Wired for Speed' was published in five languages and eight end-user publications, explaining the essence of the technology and the benefits it can bring.
- Briefing journalists as well as would-be early adopters of DSL in Europe and Asia was a major part of our role with about 100 enquiries a month requiring an average of 20 minutes each – that was after they had visited DSL Forum web sites. At our Paris and Dublin Summit meetings, leading industry media attended and received briefings from Forum directors as well as other speakers, resulting in extensive and in-depth Forum branded coverage.
- Commissioned feature articles, ghost-written by the PIELLE team, were at an even higher rate than in earlier years with 24 written and placed covering the technology itself, deployment, VoDSL and more besides.
- In June 2000, a 16-page supplement to Communications Week International was published in association with DSL Forum – carrying our branding and a commissioned feature by Hans-Erhard Reiter – all negotiated and facilitated as part of our public relations program.

News stories from Forum meetings and media attendance at the Paris and Dublin Summits generated further high quality, targeted coverage in industry media, which was our priority for the year.



At CeBIT 2000, our one trade show outside the Americas, we generated the news that DSL was the 'hot topic' of the show. That even led the CNN news report from Hanover. Within the show itself, every visitor received a CD ROM including a DSL Forum multi-media presentation, which delivered audience impact even though our stand space was no more than an information booth.

With advice and inputs to the board and various working groups of the Forum throughout the year on communication issues and opportunities and strategies developed for 2001, the year was certainly the busiest we have had since DSL Forum appointed PIELLE in mid-1997 – both proactively and reactively.

Combined PR-Looking ahead

- Implement a comprehensive press measurement program, setting a benchmark of at least 10 DSL Forum sourced articles per quarter, which will include articles that result from interviews, and articles that we prepare and submit on behalf of DSL Forum.
- Leverage summits for increased press activity/education by providing a full year in advance summit session alert, telemarketing for attendance at each summit, and facilitating a "Meet the Press" luncheon at each Summit between the press attendees, the featured speakers and DSL Forum Board of Directors.
- Hone evolving DSL Forum and industry messages with Deployment Council; craft for various audiences and to effectively counteract negative press.
- Increase regular Forum news flow between summits.
- Aggressive placement of up to 12 carefully crafted perspective pieces and white papers on DSL authored by DSL Forum.
- Step up DSL Forum PR presence in Canada and Latin America for the Americas campaign.
- Step up DSL Forum PR presence in the Middle East and Asia.
- Strengthen relations with key industry analysts through a targeted outreach program to leverage analysts' collective knowledge, influence and information; seek increased analyst participation and attendance at Summits; forge agreements with key firms to post executive summaries of DSL analyst reports on DSL Forum Web site.

The momentum of public relations activity – protecting and promoting the interests of and reputation of DSL Forum and DSL technologies – has already been scaled up for 2001 with a major new initiative – Knowledge Share. Knowledge Share is designed to focus on the industry and its regulators, encouraging them to understand fully and address the underpinning issues and opportunities of unbundling local loops in Europe to facilitate the delivery of the mass market sooner rather than later – and getting everything right first time.

This program is continuing to evolve and develop in line with industry and market needs and opportunities to support the achievement of DSL Forum's mission – facilitating the global mass market for DSL technology.

TECHNOLOGY

The year 2000 saw the Technical Committee scale up work in a number of new and important areas. It initiated a white paper on DSL security, formed a specific group to address autoconfiguration, started new work on loop management (especially important in unbundled environments), VoDSL management and began to increase its focus on VDSL.

In terms of improved processes the technical Committee has modified the liaison process to help expedite the closing plenary. Copies of closing plenary presentations now are distributed during the meeting to help members prepare their meeting reports in a timely manner. The Technical Committee also has introduced a new category of document called the Proposed Draft (PD) which is intended to capture ongoing work that is either not mature enough to constitute a Working Text (such as evolving test plans) or for which there is not consensus on initiating a Working Text.

The cooperation with other industry bodies increased. An MOU was signed with ETSI to facilitate exchange of work between the two bodies. There was extensive cooperation with the ATM Forum on various aspects of VoDSL and autoconfiguration. We have worked closely with the IETF on MIB issues and with the OBF and TMF on flow through provisioning. In addition we have kept up our regular dialogue with the ITU and ANSI T1E1.4 to ensure that our systems and testing work is commensurate with their physical layer standards. As we move into 2001, cross-industry co-operation looks set to continue and grow with increased dialogue with ANSI T1M1 and the FSAN VDSL group.

There have been numerous Birds of a Feather (BoF) sessions this year that have covered a number of topics including voice quality assessment, G.shdsl, security issues and the activities of other organizations such as ATIS and FSAN VDSL. These events have ranged from the purely educational through to sessions designed to seek the views of the membership on certain topics and to encourage debate (e.g. on options for "DSL everywhere").

Members of the Technical Committee also have played their part in the Forum summits and the Service Provider Council by giving presentations and helping to facilitate such events. In particular they have been active (in the Testing and Interoperability Working Group) in supporting external tradeshow demonstrations of interoperability (including CES, Supercomm, etc.).

There have been a number of work areas that have successfully resulted in publication of DSL Forum Technical Reports this past year. They are as follows:

By Paris, France meeting (Feb. 8-11, 2000)

- TR-029 ADSL Dynamic Interoperability Testing
- TR-030 ADSL EMS to NMS Functional Requirements

By Orlando, Florida (May 16-19, 2000)

- TR-031 ADSL ANSI T1.413 - 1998 Conformance Testing
- TR-032 CPE Architecture Recommendations for Access to Legacy Data Networks
- TR-033 ITU-T G.992.2 (G.lite) ICS
- TR-034 Proposal for an Alternative OAM Communications Channel Across the U Interface
- TR-035 Protocol Independent Object Model for ADSL EMS-NMS Interface

By Dublin, Ireland (Aug. 29 - Sept 1, 2000)

- TR-036 Requirements for Voice over DSL

In addition, the Technical Committee finished the year 2000 by placing the following documents out for ballot:

Straw

- WT-046 CORBA Specification for ADSL EMS-NMS Interface
- WT-047 Aspects of VDSL Evolution

Letter

- WT-048 DSL CPE Auto-Configuration
- WT-050 DSL Service Flow-Thru Management Overview
- WT-055 Addendum to TR-036 Annex A; Requirements for Voice over DSL

In the coming year, the Technical Committee will continue to address any residual barriers to mass market adoption of DSL by focusing on key issues such as interoperability, autoconfiguration, scaleable operational processes and management approaches. In addition it will actively support and encourage the emergence of VDSL, G.shdsl and VoDSL into the wider market. 2001 also looks to be a year in which there will be a focus on expanding the service set supported over DSL including VoDSL deployment, multimedia/multi-service and work on SVCs.

DSL FORUM POSITION & OUTLOOK

With the name change approved by DSL Forum members in 1999, we signaled that our scope of work would widen significantly during 2000. Our commitment to all xDSL options has widened our focus, and has incorporated a tremendous amount of new work, especially around G.shdsl and VDSL.

DSL Forum is recognized by an ever-increasing number of standardization bodies and industry organizations and maintains formal relationships with many of them to expedite progress across the industry. Media, largely as a result of the work of the Marketing Committee, now not only recognize DSL Forum as the authority on broadband access in general and of course on DSL in particular, but also on many other matters related to broadband communication business. Politicians and regulators on both sides of the Atlantic are interested in DSL Forum's views of the developing regulatory environment and have repeatedly communicated with us – as well as presenting to us at our summit meetings.

The important work on DSL interoperability, CPE autoconfiguration and service provider flow through provisioning will continue. In addition, application support is taking an increasingly important role. SymDSL and VDSL are also gaining in prominence. The delivery of multiple services simultaneously over DSL together with service provider selection issues also

will gain in significance. It is clear that there are numerous challenges ahead that provide opportunities for members to get involved.

Following the success of 2000 efforts, marketing and public relations work will continue to focus on DSL and DSL Forum positive positioning, and on providing awareness and prioritization of market requirements to facilitate efficient and meaningful work in our technical development. In parallel, the team will ensure that all stakeholders in this industry, as well as analysts and media, are kept well informed on what is going on in the DSL world in an unbiased and professional way.

Setting the bar high and exceeding expectations of DSL among stakeholders and end users around the world is the governing factor to everything we do. And with a combined technical and marketing effort at DSL Forum, we are making great strides towards creating a shared platform of excellence to support the goals of our industry.

As the preferred solution for secure, continuous high-speed remote access in the local loop, DSL technologies are well positioned to win new converts in the years ahead. We look forward to your continuing participation and support as we usher in an exciting future.



DSL FORUM FINANCIAL REPORT

Our auditors, Cote & Company, Certified Public Accountants have reviewed the financial management of the DSL Forum. The following gives an overview over the key financial figures and indicators of the DSL Forum.

Statement of Unrestricted Revenues, Expenses & Change in Membership Equity

December 31	1999	2000
Unrestricted Revenues:		
Membership Fees	\$1,132,500	\$1,557,000
Meeting Observer Fees	\$205,100	\$429,005
Sponsorship Revenues	\$56,431	\$1,813,322
Mindshare	—	\$881,120
Interest	\$16,655	\$62,417
CDA Donation	—	—
Dividend income	\$4,013	\$20,633
Realized gains on investment sales	\$23,294	\$14,376
Unrealized gains on investments	\$5,954	\$8,928
Other	\$10,881	\$4,729
	\$1,454,828	\$4,791,530
Unrestricted Expenses:		
Management Fees	\$379,225	\$392,810
Sales & Marketing	\$337,413	\$468,416
Consulting & Professional Fees	\$115,305	\$66,153
Meetings & Trade Shows	\$405,370	\$2,015,793
General & Administrative	\$258,308	\$1,121,311
	\$1,495,621	\$4,064,483
Increase in Unrestricted Membership Equity	\$40,793	\$727,047
Unrestricted Membership Equity, January 1st	\$849,878	\$747,618
Unrestricted Membership Equity, December 31st	\$809,085	\$1,474,665

Statement of Financial Position

December 31	1999	2000
Assets		
Cash & Investment	\$ 1,085,010	\$1,661,094
Prepaid Expenses	\$550,429	\$727,210
Total Assets	\$1,635,439	\$2,388,304
Liabilities & Membership Equity		
Liabilities:		
Accounts Payable	\$143,821	\$17,739
Deferred Membership Fee Revenue	\$744,000	\$895,900
Total Liabilities	\$887,821	\$913,639
Membership Equity - Unrestricted	\$747,618	\$1,474,665
Total Liabilities & Membership Equity	\$1,635,439	\$2,388,304



PRINCIPAL MEMBERSHIP

2Wire	Cetecom	Fluke Networks
3Com	Chunghwa Telecom Labs	Formus Communications
Accelerated Networks	Cisco Systems	France Telecom
Actelis Networks	Coilcraft	Fujitsu
ADC Telecommunications	CommTech Corporation	Garnet Systems Co.
AdEvia Limited	Communications Standards Review	General Bandwidth
Admit Design Systems	Compaq Computer Corporation	General DataComm
ADTRAN	Conexant	GlobaLoop
Advanced Fibre Communications	Conklin Corporation	GlobeSpan
Advanced Micro Devices	Consultronics	Go Digital
Agilent Technologies	Convergent Networks	Gorham & Partners, Ltd.
Ahead Communications	Copper Development Assoc.	GTS Network Services
AI Metrix	Copper Mountain Networks	Harris Corporation
Alcatel	CopperCom	Hekimian
Ambit Microsystems	Coreon	Hellenic Telecommunications Organization
Amphenol Canada Corp.	Cornet Technologies	HyperEdge Corporation
Analog Devices	Corning Cable Systems	Hyundai Electronics
Anda Networks	Covad Communications	iBeam Broadcasting
Aplion Networks	CS Telecom	Ikanos Communications
Applied Innovation	CSI/Suttle Apparatus	iMagicTV
ARESCOM, INC.	Cygent	Infinilink Corporation
AT&T Laboratories	Data Connection	Infinitec Communications
Audiocodes	DataPath Systems	Integral Access
Avail Networks	Deutsche Telekom	Integrated Device Technology
Aware	Digi International	Integrated Telecom Express
Bandspeed	DiscoveryCom, Inc.	Intel
Basis Communications	DSET Corporation	Intera Systems
BayPackets	DSL.com, Inc.	Interactive Enterprise Ltd.
Bel Fuse	DSL.net	INTERSPEED
Belenos	DSL it Hantro Oy	Intertek Testing Services
Belgacom	DXO Telecom	Inverness Systems
Bell Atlantic	eAccess Ltd.	IP COMMUNICATIONS
Bell Canada	EarthLink, Inc.	IPM Datacom
BellSouth Telecommunications	East by North	Italtel
Birch Telecom	ECI Telecom	ITRI
Broadband Gateways	Efficient Networks	Jato Communications
Broadcom	Eicon Networks	Jetstream Communications
Broadframe Corporation	Elastic Networks	Kasenna
BroadJump	ELCON Systemtechnik	Kenetec
Broadxent	Element 14	KPN Telecom
BT	Elisa Communications	KPNQwest
Cable & Wireless	EmpowerTel Networks	KTL
Cadence Design Systems	Ericsson	L.E.A.
Calix Networks	Excelsus Technologies	LASAT Networks
Carrier Access Corporation	Ezenia!	Legerity
Catena Networks	Fantastic Corporation	LSI Logic
Cayman Systems	Fastcomm Communications	Lucent Technologies
Celsian Technologies	Fidelity Investments	Marconi Communications
Centillum Communications	First Telecom	Mariposa Technology
CES Computer Solutions	Flashcom	Matsushita Electric

PRINCIPAL MEMBERSHIP (continued)

Maxcom Telecomunicaciones	QS Communications	TeleChoice
MEDIACENTERS.COM	Quante AG	Telecom Italia
Metalink	RAD Data Communications	TeleDream
Metrodata	Radio Shack	Telewest
Microsoft Corporation	Ramp Networks	Telia AB
Mitel Corporation	Raychem	Tellabs
Motorola	RC Networks	Telmax Communications
National Semiconductor	RealTech Systems Corporation	Telocity
Navini Networks	Recsol I&C	Telrad
NEC	Redback Networks	Telstra
Net to Net Technologies	RHK	Teradyne
Net.com	RIAS Corporation	TERAYON
Netcom Systems	RIT Technologies	Texas Instruments
Netility	Rosun Technologies	TollBridge Technologies
Netopia	Sagem Group	Tollgrade Communications
New Edge Networks	Samsung	Toshiba Corporation
Newbridge Networks	Santera Systems	Transwitch Corporation
Next Level Communications	Sapphire Communications	Tripath Technology
NHC Communications	Sasken Communication Technologies	TTC
NightFire Software	SBC	Turk Telekom
Nokia	Secre Composants S.A.	Turnstone Systems
Nortel Networks	Sedona Networks	Universal Microelectronics
Northcoit.com	Sharegate	University of New Hampshire
Northpoint Communications	Sheer Networks	Verizon
NTT Corporation	Siemens	ViaGate Technologies
Occam Networks	Sigma Tel	VideoTele.com
OKI Electric Industry	Silicon Labs	Virata Corporation
On2.com	Silicon Spice	Virtual Access
OpenCon Systems	Simpler Networks	Vitria Technology
Orckit Communications	Sonera Corporation	VoicePump
Pairgain Technologies	Sonoma Systems	Voyan Technology
Paradyne	Sonus Networks	WaiLAN Communications
PCTEL	Sphere Communications	webMethods
Peak XV Networks	Spirent Communications	Westell
Pliant Systems	Sprint	Westwave Communications
PMC Sierra	STMicroelectronics	Wilcom
Point Reyes Networks	Sumitomo Electric Industries	Wind River Systems
Polycom Inc.	Sun Microsystems	Winfire
Ponte Communications	Surf Communication Solutions	WorldCom
Praxon	Syndeo Corporation	XAVI Technologies
Prestolite Wire/Krone	Tachion Networks	XIRCOM
Profec Group	tdSoft Communications	XO Communications
Professional Multimedia Network Systems GmbH	Telamon Corporation	Xpeed Networks
Promatory Communications	Telcordia Technologies	Zhone Technologies
Proscend Communication	Tele Danmark	Zyxel Communications
Pulse	Telebyte	

AUDITING MEMBERSHIP

4i2i	DTI	NeoWave
Abocom	E & E Magnetic Products	Netensity
Access Conferences International	E-Tech	Netergy Networks
AccFast Technology Corp.	Edgcumbe Instruments	NextGenTel
Accton Technology	ELSA	OSI
Advanced Power Components	Emperative	Pacific Century Cyberworks
Aeta.com	Epcos	Pivotech Systems
Aethra	ESI	QuesCom SA
Allied Data Technologies	ETRI	Quokka Sports
Angeles Design Systems, Inc.	Eurobell PLC	Schott Corporation
Askey Computer	Eurotel Telecom	Scientific Generics
ASUSTek Computer	FirstWorld Communications	Signal Processing Associates
Atech Technology Co.	furukawa	Silicon Integrated Systems
Aurora Technologies Group	Fuzion Wireless Communications	Sony Electronics, Inc.
AVM	GCi Technologies	Sony Semiconductor Europe
Aztech Systems	HarmonyCom	Superior Telecommunications
BI Technologies	Hewlett Packard	Swisscom Ltd
Bicotest	HUB Fabricating Company	Talema-Nuvotem
Bintec Corporation	Iceland Telecom	Tamura Corporation of America
Burr-Brown Corporation	imajet.com	Tecate Industries
C-Cube Microsystems	Intercai Nederland B.V.	Tecom Co., LTD.
C-DOT	Interlink	Teldat
Cap Gemini Ernst & Young	Ishoni Networks	Telefonica CTC Chile
Castlenet Technology	Iskratel	Telefonica de Argentina
Centre for Wireless Communications	Katron Technologies	Telefonica de Espana
cFos, Lueders/Winkler	Kinpo Electronics	Telenor
CHIPLOGIC	Korea Telecom	Telint Global
CIS Industries	KPMG	Temex Components
Clare REMtech	KYE Systems	Toko America
CoEv, Inc.	Lake Communications	Trident Microsystems
Commscraft Pty	Larscom	Tut Systems
Comtrend	@Link Networks	University of Pretoria
CoSine Communications	MCK Communications	US West
D-Link	MediaKube	UUNET Technologies
Dataflex Design Communications	Midcom	Valence Semiconductor
Delta Products Corporation	Millennia Systems	Vpacket Communications
DETECON	Mitsubishi Electric Corporation	Wong's Technology USA
Dorado Software	MMG - North America	Xecom
Dresdner Kleinwort Benson	mPhase Technologies	Xstreamis plc
DT Magnetics	NBase-Xyplex	Yokogawa Electric Corporation



CONCLUSION

The Board of Directors would like to take this opportunity to thank the delegates of our member companies for their continued contributions to the successful work of the Forum and for their efforts in advancing DSL. We also thank them for their confidence in our officers and chairpersons. 2000 was a year of which the Forum and its members can take significant pride.

DSL Forum has performed its tasks and duties in a very professional and cooperative spirit during 2000. Its Officers have taken great care and made every effort to manage the Forum in the best interests of its members.

Therefore, the Board of Directors proposes to the members present at the Annual Meeting to accept this Annual Report and approve the financial report provided by the Treasurer.

Hans-Erhard Reiter
Chairman and President

William Rodey
Vice President and Treasurer



BOARD OF DIRECTORS

As of 12/31/00

Chairman and President

Hans-Erhard Reiter
Ericsson
Edificio Infante D. Enrique
Quinta da Fonte - Porto Salvo
P - 2780-730 Paco de Arcos
Portugal
Phone: +351.21.446.6550
Fax: +351.21.446.6605
hans-erhard.reiter@sep.ericsson.se

Vice Chairman and Treasurer

William V. Rodey
HyperEdge
333 Pierce Road, Suite 200
Itasca, IL 60143 USA
Phone: +1.630.228.4054
Fax: +1.630.467.1542
brodey@hyperedge.com

Secretary

David Greggains
Gorham & Partners, Ltd.
61 Coleherne Court
Old Brompton Road
London, SW5 0EF England
Phone: + 44.20.7370.1263
Fax: + 44.20.7370.5375
davidgreg@msn.com

Nigel Cole
Corrigent Systems, Inc.
Two Embarcadero Center, Suite 200
San Francisco, CA 94111 USA
Phone: +1.415.837.0100
Fax: +1.916.783.5696
nigel@corrigent.com

Kevin Kahn
Intel
2111 NE 25th Avenue
M/S JF3-206
Hillsboro, OR 97124-5961 USA
Phone: +1.503.264.8802
Fax: +1.503.264.3483
kevin.kahn@intel.com

Martin Jackson
Virata, Ltd.
Mount Pleasant House
2 Mount Pleasant
Huntingdon Road
Cambridge CB3 0BL UK
Phone: +44.1223.566919
Fax: +44.1223.566915
martin.jackson@virata.com

Mark Peden
Simpler Networks
6107 SW Murray Blvd., Suite 127
Beaverton, OR 97008 USA
Phone: +1.503.702.4044
Fax: +1.413.460.1687
mark.peden@simplernetworks.com

Jim Southworth
AdEvia Limited
Wellington Building
28-32 Wellington Road
St. John's Wood
London, NW8 9SP UK
Phone: +44.207.483.9279
Fax: +44.207.483.9281
jim@adevia.com

Tom Starr
SBC-TRI
2000 West Ameritech Center Dr.
Room 3C52
Hoffman Estates, IL 60196 USA
Phone: +1.847.248.5467
Fax: +1.847.248.3775
tom.starr@ameritech.com

Frank Van der Putten
Alcatel
De Villermontstraat 38
Kontich, B-2550 BELGIUM
Phone: +32.3.450.3032
Fax: +32.3.450.3349
frank.van_der_putten@alcatel.be

DSL FORUM STAFF

Executive Director

Julia Jorgenson
Association Management Solutions
39355 California Street, Suite 307
Fremont, CA 94538 USA
Phone: +1.510.608.5995
Fax: +1.510.608.5917
julij@dslforum.org

Senior Project Manager

Karen Moore
Association Management Solutions
39355 California Street, Suite 307
Fremont, CA 94538 USA
Phone: +1.510.608.5921
Fax: +1.510.608.5917
kmoore@dslforum.org

Trade Show Manager

Ericka Katz
Association Management Solutions
39355 California Street, Suite 307
Fremont, CA 94538 USA
Phone: +1.510.608.5909
Fax: +1.510.608.5917
ekatz@dslforum.org

Association Coordinator

Christine Freytag
Association Management Solutions
39355 California Street, Suite 307
Fremont, CA 94538 USA
Phone: +1.510.608.3998
Fax: +1.510.608.5917
cfreytag@dslforum.org

Marketing Director

Laurie Gonzalez
DSL Forum
Phone: +1.770.761.9300
Mobile: +1.404.502.8961
lgonzalez@dslforum.org

PUBLIC RELATIONS

PR Representative

Europe & Asia-Pacific
Carol Friend
Pielle Consulting
Museum House
25 Museum Street
London, ENGLAND WC1A 1PL
Phone: +44 (0) 20.7323.1587
Fax: +44 (0) 20.7631.0029
carolpielle@compuserve.com

PR Representatives

North & South America

Kevin Kempeskie
Voce Communications
419 Boylston Street, 3rd Floor
Boston, MA 02116 USA
Phone: +1.617.421.9600
Cell: +1.617.413.4333
kkempeskie@vocepr.com

Allison Sokol
Voce Communications
285 Hamilton Avenue, Suite 300
Palo Alto, CA 94301
Phone: +1.650.322.4625
Fax: +1.650.322.6466
asokol@vocepr.com

