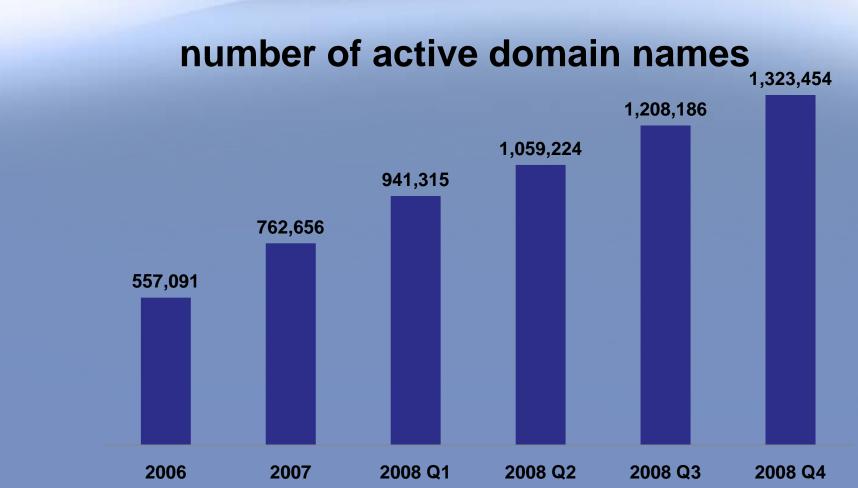


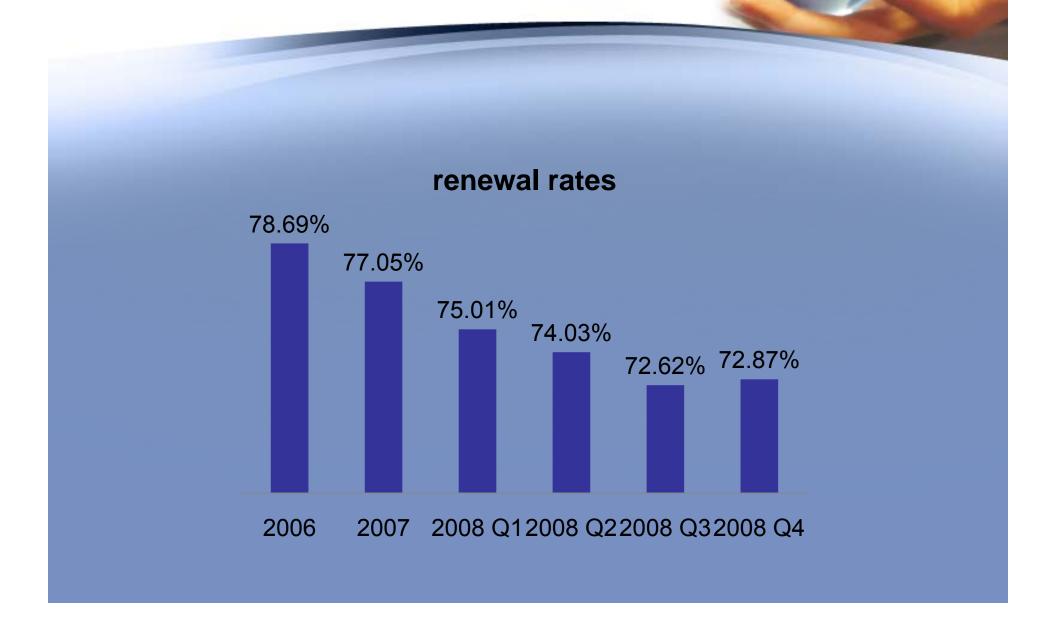


.pl in brief... ©





#### renewal rates under .PL...



#### Wait List Service (WLS)



- main purpose: to secure registration if domain name expires,
- valid for 3 years,
- only 1 WLS for one domain name,
- available only through Partners,
- product is targeted to "domainers" to secure registration if domain name expires,
- service provided by the Registry –
  100% guarantee to register domain name if domain name expires,
- NASK decreased the price from 150 PLN (June 2004 January 2008) to 30 PLN (February 2008 today);
  30 PLN = 8 USD

### **Domain Name Tasting**

- main purpose: traffic testing,
- targeted (generally) to "domainers",
- start: September 3<sup>rd</sup>, 2007,
- 14 days for "tasting",
- 1 z = 0,26 U,
- 105 469 DNT registrations until February 2009.

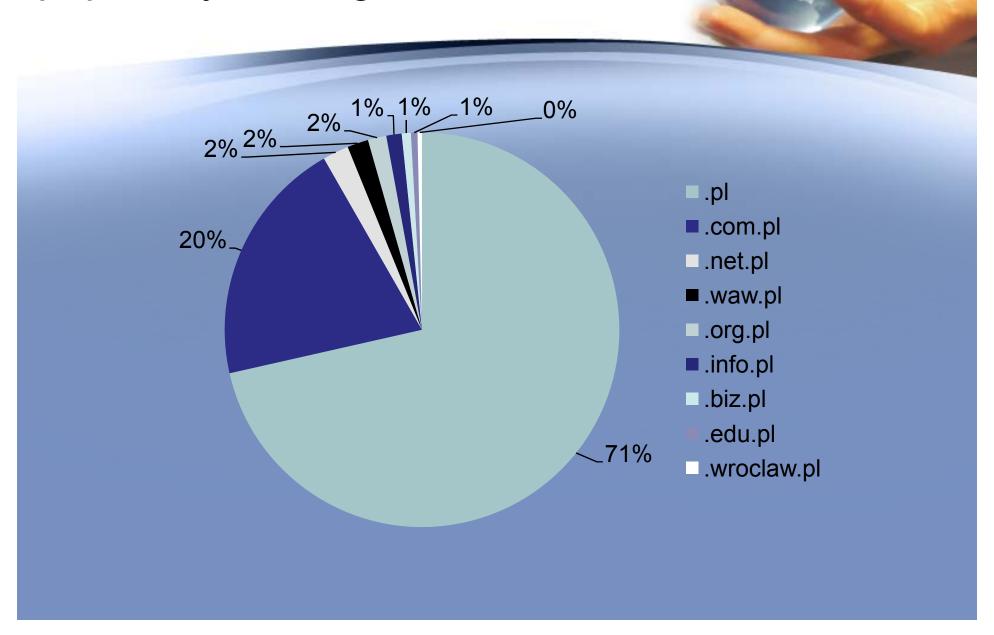


### domain types



- NASK registers domain names under:
  - **.pl**
  - functional domains like \_com\_pi .org.pl .sex.pl
  - regional domains like .warszawa.pl
- 67% of all domain names are registered under .pl
- 19% of all domain names are registered under .com.pl

# popularity ranking



# why people choose 3<sup>rd</sup> level names?



- no restriction to register 2<sup>nd</sup> level domain names, so why people choose 3<sup>rd</sup> level domain names?
  - because of historical reasons .com.pl is perceived as must have equivalent to .pl,
  - if .pl is taken, 3<sup>rd</sup> level name is attractive for no-business entities,
  - 3<sup>rd</sup> level domains are cheaper...

## price list



- registration:
  - .pl: 10 PLN = 2 EUR
  - .com.pl 7.50 PLN = 1.6 EUR
  - "regional" 2.5 PLN = 0.50 EUR
- renewal:
  - .pl 40 PLN = 8.3 EUR
  - .com.pl 30 PLN = 6.25 EUR
  - "regional" 10 PLN = 2 EUR



- it's perceived that .com.pl equivalent of .pl is "must have" for big companies & trademarks holders
- growth rate of .com.pl is similar to the growth rate of .pl
- other names are useless, except generic names under "regional" names