

RIPE NCC Financial Report 2010

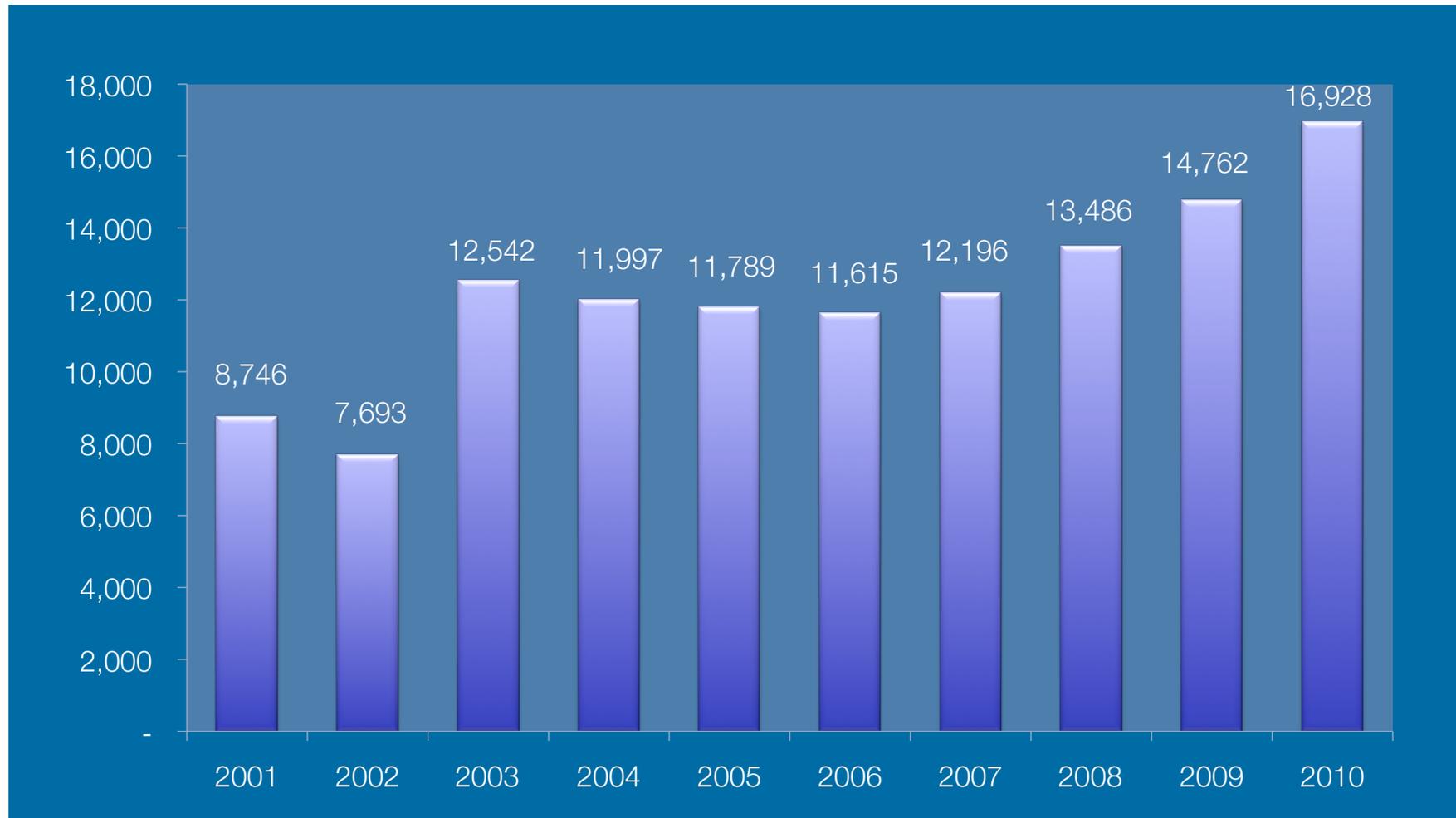
Jochem de Ruig – Chief Financial Officer



Financial highlights 2010

- Membership growth in 2010 to 7,167 (+9% vs 2009)
- Revenue above budget +2%
- Expenses 2010 below budget -4%
 - Personnel expenses 2010 below budget -1%
 - General operational expenses 2010 below budget -8%
- Surplus above budget: 714 KEUR for 2010
- Increase in capital to EUR 18.1 million,
 - 109% of expenses versus 119% in 2009

Income development 2001 - 2010

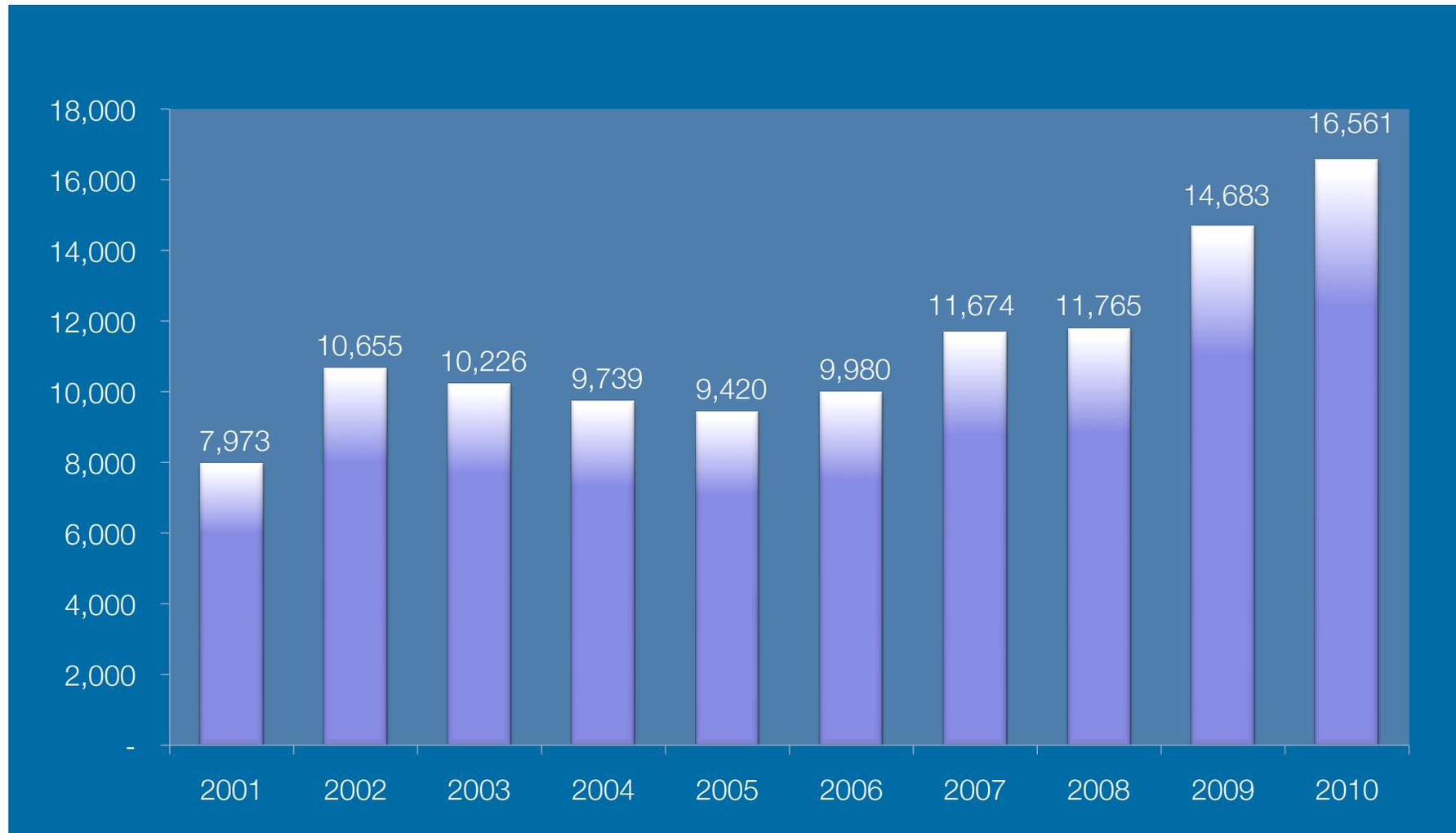


Revenue

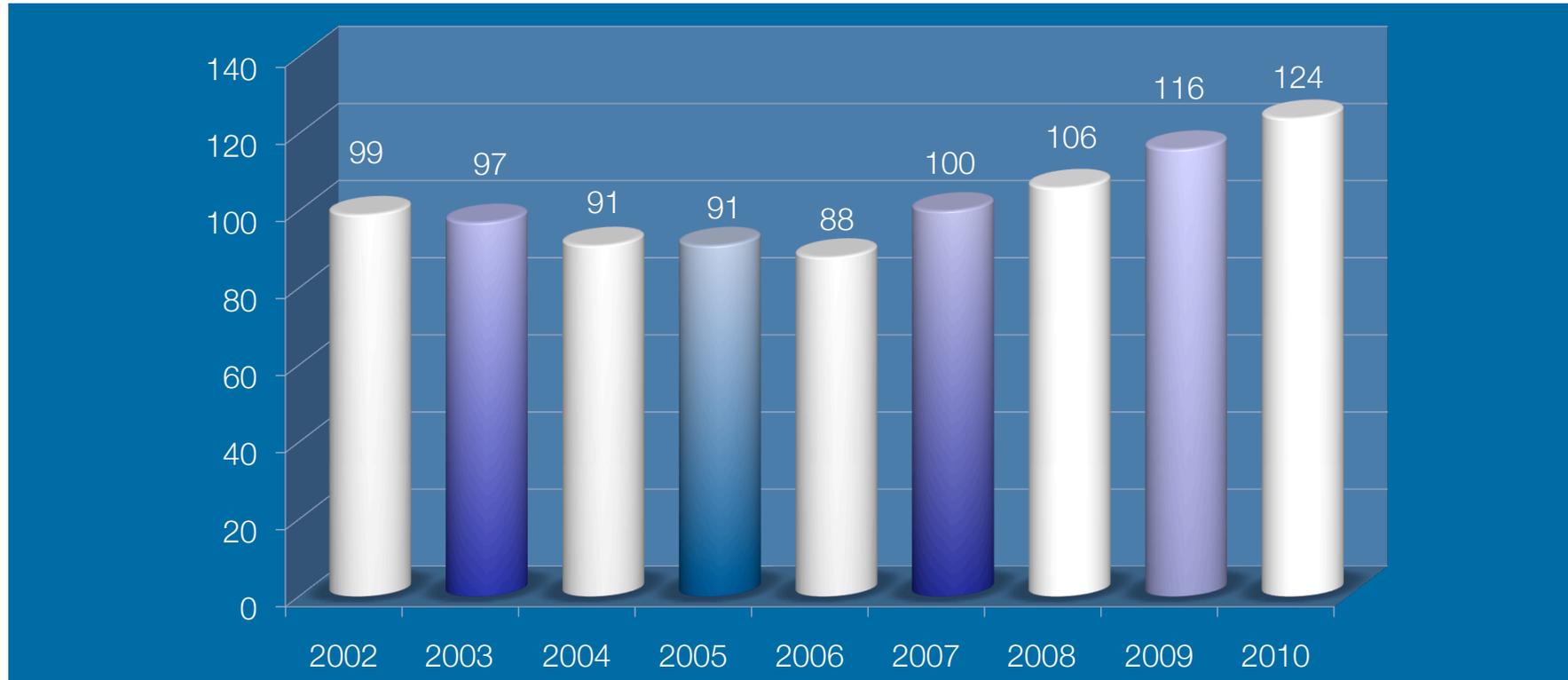
Revenues	2010	Budget 2010	2009
Service Fees	14,633	14,619	12,611
Sign-up Fees	1,750	1,300	1,636
Direct End User Fees	145	167	116
RIPE Meeting	250	281	209
DNSMON	119	125	122
Other income	31	90	68
Total Revenues	16,928	16,582	14,762

- Service fees 16% up from last year and on budget
- Sign up fees +35% from budget (+7% 2009)
- Direct End User Fees below budget - 77 “DAUs”

Expense development 2001-2010



Personnel expenses



- Number of FTE +1% from budget; 7% above '09
- Personnel costs – 1% from budget; 7% above '09

General Operating Expenses

General Operating Expenses	2010	Budget 2010	2009
Housing/Office Costs	1,206	1,207	1,105
External Relations/ICANN	903	1,049	790
IT Infrastructure	738	804	551
Travel	725	784	623
Consultancy (including legal)	684	807	701
Total General Operating Expenses	4,256	4,651	3,770

- ER/ICANN up from last year – BIND 75 kEUR
- IT infrastructure up – ATLAS nodes
- Travel increased number of trips

General Operating Expenses

in kEUR

	Actual Year 2010	Budget 2010	Actual Year 2009
<u>Expenditures</u>			
Personnel	9,149	9,259	8,557
General Operating Expenses	4,256	4,651	3,770
RIPE Meeting	948	809	598
Training Courses	286	337	264
Regional Meetings	257	160	192
Financial Expenses	111	98	74
Subtotal Operational Expenses	15,007	15,314	13,455
Miscellaneous Expenses	135	370	161
Depreciation	1,419	1,621	1,067
Total Expenses	16,561	17,305	14,683

- RIPE meeting up from last year; above budget
- Regional meetings – enhanced regional support
- Travel increased number of trips

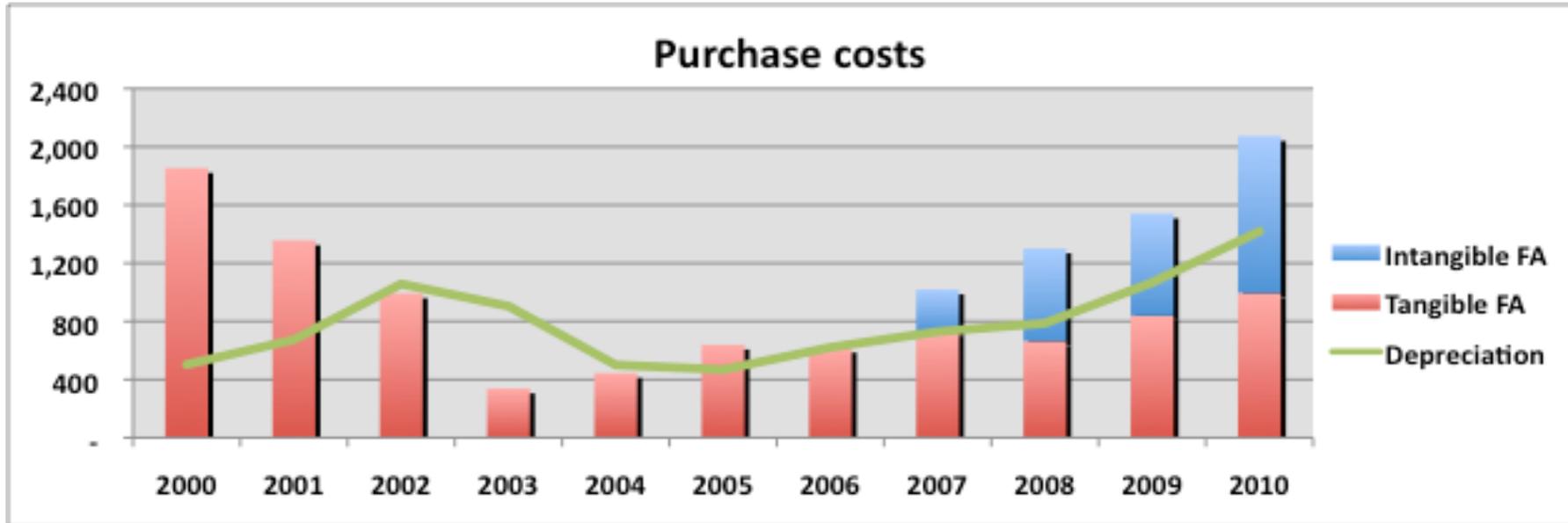
Statement of Income and Expenditure 2010

in KEUR	Actual Year 2010	Budget 2010	Actual Year 2009	Variance FY10 vs Bud FY10		Variance FY10 vs FY09	
Income							
Service Fees	14,778	14,786	12,727	(8)	0%	2,051	16%
Sign-up Fees	1,750	1,300	1,636	450	35%	114	7%
RIPE Meeting	250	281	209	(31)	-11%	41	20%
Other Income	150	215	190	(65)	-30%	(40)	-21%
Total Income	16,928	16,582	14,762	346	2%	2,166	15%
Expenditures							
Personnel	9,149	9,259	8,557	(110)	-1%	592	7%
General Operating Expenses	4,256	4,651	3,770	(395)	-8%	486	13%
RIPE Meeting	948	809	598	139	17%	350	59%
Training Courses	286	337	264	(51)	-15%	22	8%
Regional Meetings	257	160	192	97	61%	65	34%
Financial Expenses	111	98	74	13	13%	37	50%
Subtotal Operational Expenses	15,007	15,314	13,455	(307)	-2%	1,552	12%
Miscellaneous Expenses	135	370	161	(235)	-64%	(26)	-16%
Depreciation	1,419	1,621	1,067	(202)	-12%	352	33%
Total Expenses	16,561	17,305	14,683	(744)	-4%	1,878	13%
Surplus/Deficit Before Interest Income	367	(723)	79	1,090		288	
Interest Income	347	400	742	(53)	-13%	(395)	-53%
Surplus/Deficit	714	(323)	821	1,037		(107)	
Full-Time Equivalents (FTEs)	124	123	116	1	1%	8	7%

Notes on Balance Sheet and Cash Flow

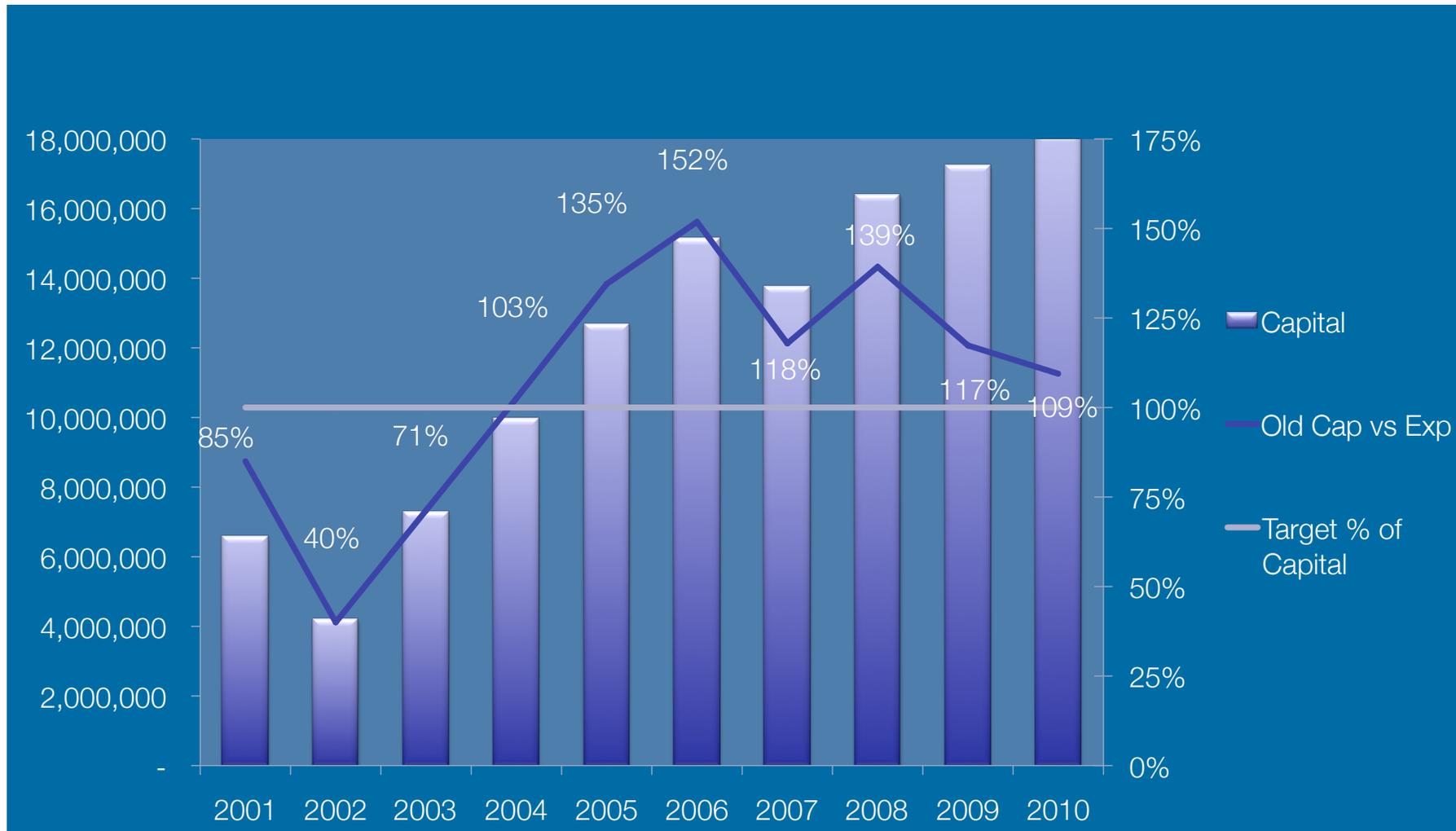
- Increase in Capital to EUR 18.8 million – 31 Dec 2010
- Decrease in Capital / expense ratio
 - 2009: 119% of total expenses
 - 2010: 109% of total expenses
- Increase in Intangible Fixed asset – SW development
- Net cash inflow 4.1 MEUR
 - 2.6 million result of delayed sending of invoices 2010
 - payments for 2011 coming in quicker than in 2010

Fixed and Intangible assets



	Computers	Infrastructure	Office Equipment	Software Development
Book Value 1 January 2010	1,084	103	83	1,143
Purchase Costs	883	80	33	1,012
Depreciation	793	73	54	499
Book Value 31 December 2010	1,174	110	62	1,656

Capital / expense ratio 2010



RIPE NCC Reserve

- Small reserve from Terena – 477 kEUR (non taxable)
- Clearing House reserve – non taxable reserve
 - For the membership as collective
 - Maximum of 3 times the annual service fees
 - Annual GM decision on adding/substracting surplus/deficit
 - Excess amounts rebated to members
- Treasury statute – December 2010 approved by EB

Balance sheet 31 December 2010

<u>ASSETS</u>	31 December 2010	31 December 2009
<u>Fixed Assets</u>		
Computers	1,174	1,084
Infrastructure	110	103
Office Equipment	62	83
Total Fixed Assets	1,346	1,270
<u>Intangible Fixed Assets</u>		
Software Development	1,656	1,143
Total Intangible Fixed Assets	1,656	1,143
<u>Current Assets</u>		
Accounts Receivable	5,692	7,964
VAT	(19)	(21)
Miscellaneous Receivables	1,112	1,266
Total Current Assets	6,785	9,209
Cash On Hand	22,935	18,803
Total ASSETS	32,722	30,425
<u>LIABILITIES</u>		
<u>Capital</u>		
Reserves	477	477
Clearing House	16,932	16,111
Surplus	714	821
Total Capital	18,123	17,409
<u>Current Liabilities</u>		
Creditors	1,018	488
Wage Taxes and Social Securities	384	340
Unearned Revenues	12,049	11,212
Miscellaneous Payables	1,148	976
	14,599	13,016
Total LIABILITIES	32,722	30,425

Questions?

