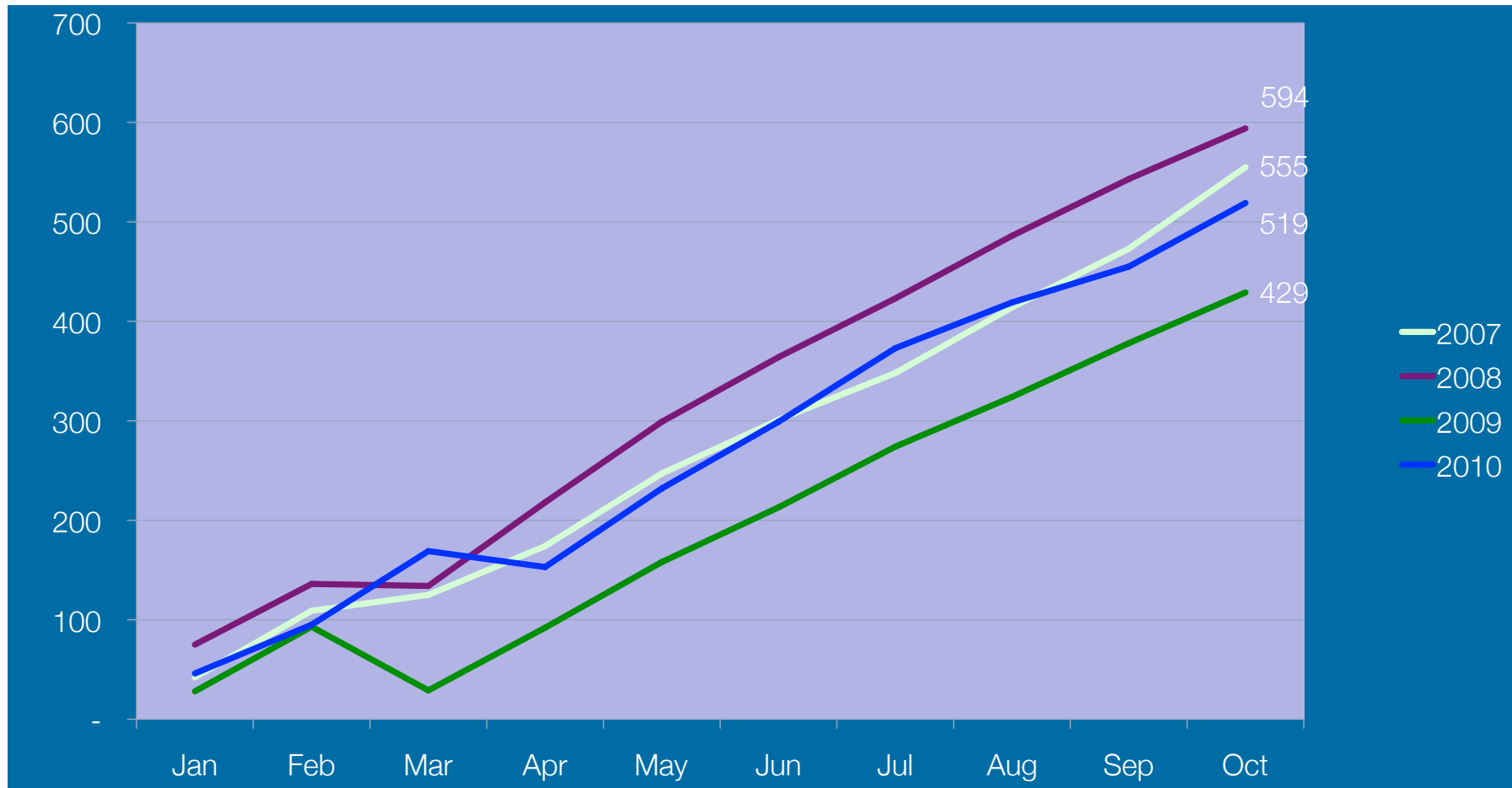


Financial update and outlook 2010

Jochem de Ruig - CFO



Cumulative membership growth 2007-2010



- New member growth above 2009;

- Membership per 31 October 2010: 7,102

Cumulative membership growth 2005-2010



Q1 – Q3 2010 – Income

In kEUR

1 January - 30 September	Actual Year 2010	Budget Year 2010	Actual Year 2009	Variance FY10 vs Bud FY10		Variance FY10 vs FY09	
<u>Income</u>							
Service fee	10,887	10,886	9,366	1	0%	1,521	16%
Sign up fee	1,320	942	1,238	378	40%	82	7%
Direct End User fee	103	144	62	(41)	-28%	41	66%
RIPE Meeting	125	140	108	(15)	-11%	17	16%
Other income	111	155	148	(44)	-28%	(37)	-25%
Total Income	12,546	12,267	10,922	279	2%	1,624	15%

- Service Fee on budget, +16% above 2009
- Sign up fees above budget +40% and above 2009: 7%
 - Membership expected per 31 October 2010: 7,102

Q1 – Q3 2010 – Operational Expenses

In kEUR

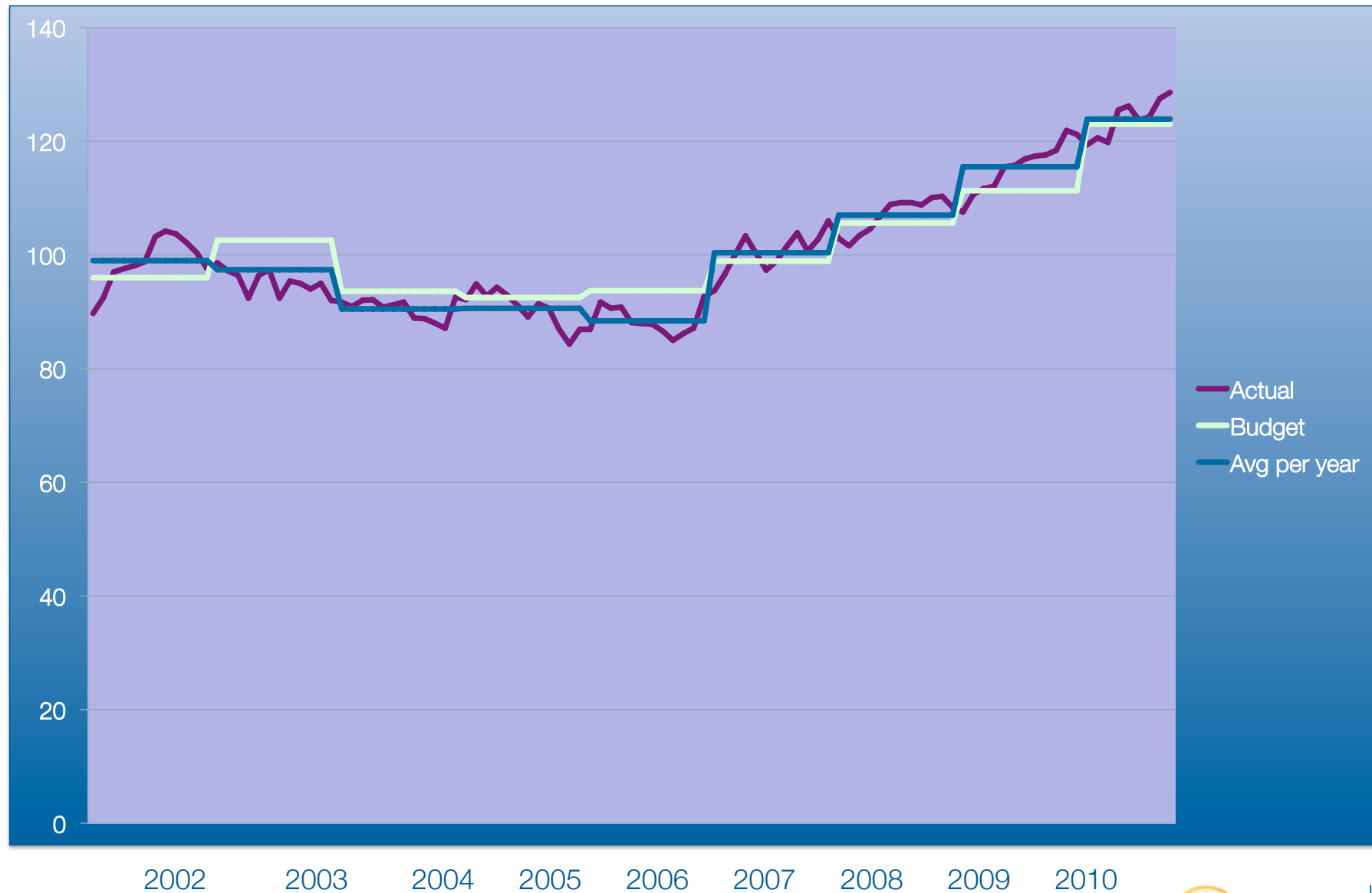
1 January - 30 September

	Actual Year 2010	Budget Year 2010	Actual Year 2009	Variance FY10 vs Bud FY10		Variance FY10 vs FY09	
<u>Expenditures</u>							
Personnel	7,040	6,919	6,158	121	2%	882	14%
Housing	516	539	518	(23)	-4%	(2)	0%
Office costs	355	350	283	5	1%	72	25%
Marketing / ICANN / ISOC	628	806	552	(178)	-22%	76	14%
IT Infrastructure	497	607	417	(110)	-18%	80	19%
Travel	502	566	438	(64)	-11%	64	15%
Consultancy incl legal	331	568	493	(237)	-42%	(162)	-33%
RIPE Meeting	421	397	292	24	6%	129	44%
LIR Courses	237	249	208	(12)	-5%	29	14%
Regional Meetings	175	119	161	56	47%	14	9%
Financial expenses	<u>75</u>	<u>73</u>	<u>49</u>	<u>2</u>	<u>3%</u>	<u>26</u>	<u>53%</u>
Subtotal expenses	10,777	11,193	9,569	(416)	-4%	1,208	13%

• Operational expenses -4% B2010; +13% from 2009

- Number of FTE just above B2010 and above 2009
- Marketing / ICANN / ISOC not all budget used - in line with 2009, below B2010
- Consultancy well below budget and below 2009 – legal below budget only used when needed

FTE development 2002 – Sept 2010



Q1 – Q3 2010 P&L statement

1 January - 30 September	Actual	Budget	Actual	Variance		Variance	
<u>Income</u>	<u>Year 2010</u>	<u>Year 2010</u>	<u>Year 2009</u>	<u>FY10 vs Bud FY10</u>		<u>FY10 vs FY09</u>	
Service fee	10,887	10,886	9,366	1	0%	1,521	16%
Sign up fee	1,320	942	1,238	378	40%	82	7%
Direct End User fee	103	144	62	(41)	-28%	41	66%
RIPE Meeting	125	140	108	(15)	-11%	17	16%
Other income	111	155	148	(44)	-28%	(37)	-25%
Total Income	12,546	12,267	10,922	279	2%	1,624	15%
<u>Expenditures</u>							
Personnel	7,040	6,919	6,158	121	2%	882	14%
Housing	516	539	518	(23)	-4%	(2)	0%
Office costs	355	350	283	5	1%	72	25%
Marketing / ICANN / ISOC	628	806	552	(178)	-22%	76	14%
IT Infrastructure	497	607	417	(110)	-18%	80	19%
Travel	502	566	438	(64)	-11%	64	15%
Consultancy incl legal	331	568	493	(237)	-42%	(162)	-33%
RIPE Meeting	421	397	292	24	6%	129	44%
LIR Courses	237	249	208	(12)	-5%	29	14%
Regional Meetings	175	119	161	56	47%	14	9%
Financial expenses	75	73	49	2	3%	26	53%
Subtotal expenses	10,777	11,193	9,569	(416)	-4%	1,208	13%
Surplus before misc. & fin. exp.	1,769	1,074	1,353	695	65%	416	31%
Bad debts	59	286	103	(227)	-79%	(44)	-43%
Other miscellaneous costs	-	38	-	(38)	-100%	-	N/A
Depreciation	1,038	1,215	767	(177)	-15%	271	35%
Total Miscellaneous costs & Depreciation	1,097	1,539	870	(442)	-29%	227	
Total expenses	11,874	12,732	10,439	(858)	-7%	1,435	14%
Interest income	265	299	617	(34)	-11%	(352)	-57%
Surplus / Deficit	937	(166)	1,100	1,103	-664%	(163)	-15%
No of FTE	124	123	112	1	1%	11.9	11%

Latest estimate full year 2010

- Service fee income on budget →
- Signup fee income above budget ↑
- Personnel expenses on budget – FTE just above ↑
- Marketing / Cooperation below budget ↓
- Consultancy below budget ↓
- RIPE meeting above budget ↑
- Interest income below budget ↓
- Surplus above budget ↑

Latest Estimate full year 2010

Income	Estimate	Budget	Actual	Variance		Variance	
	2010	2010	Year 2009	FY08 vs Bud FY08		FY08 vs FY07	
Service fee	14,600	14,619	12,611	(19)	0%	1,989	16%
Sign up fee	1,650	1,300	1,636	350	27%	14	1%
Direct End User fee	150	166	116	(16)	-10%	34	29%
RIPE Meeting	245	281	209	(36)	-13%	36	17%
Other income	186	216	190	(30)	-14%	(4)	-2%
Total Income	16,831	16,582	14,762	249	2%	2,069	14%
Expenditures							
Personnel	9,266	9,259	8,557	7	0%	709	8%
Housing	700	718	694	(18)	-3%	6	1%
Office costs	500	489	411	11	2%	89	22%
Marketing / ER / ICANN	810	1,049	790	(239)	-23%	20	3%
IT Infrastructure	720	804	551	(84)	-10%	169	31%
Travel	700	785	623	(85)	-11%	77	12%
Consultancy	500	806	701	(306)	-38%	(201)	-29%
RIPE Meeting	950	809	598	141	17%	352	59%
LIR Courses	308	337	264	(29)	-9%	44	17%
Regional Meetings	225	160	192	65	41%	33	17%
Financial expenses	100	98	74	2	2%	26	35%
Subtotal expenses	14,778	15,314	13,455	(536)	(0)	1,323	0
Surplus before misc. & fin. exp.	2,053	1,268	1,307	785	62%	746	57%
Bad debts	140	320	161	- 180	-56%	- 21	-13%
Other miscellaneous costs	-	50	-	(50)	-100%	-	N/A
Depreciation	1,400	1,621	1,067	(221)	-14%	333	31%
Total Miscellaneous costs & Depreciation	1,540	1,991	1,228	(451)	-23%	312	25%
Total expenses	16,318	17,305	14,683	(987)	-54%	1,635	11%
Interest income	325	400	742	(75)	-19%	(417)	-56%
Surplus / Deficit	838	(323)	821	1,161	-359%	17	2%

Capital / Expense ratio 2001 – LE 2010



Questions?

