

Financial Update & Outlook 2012

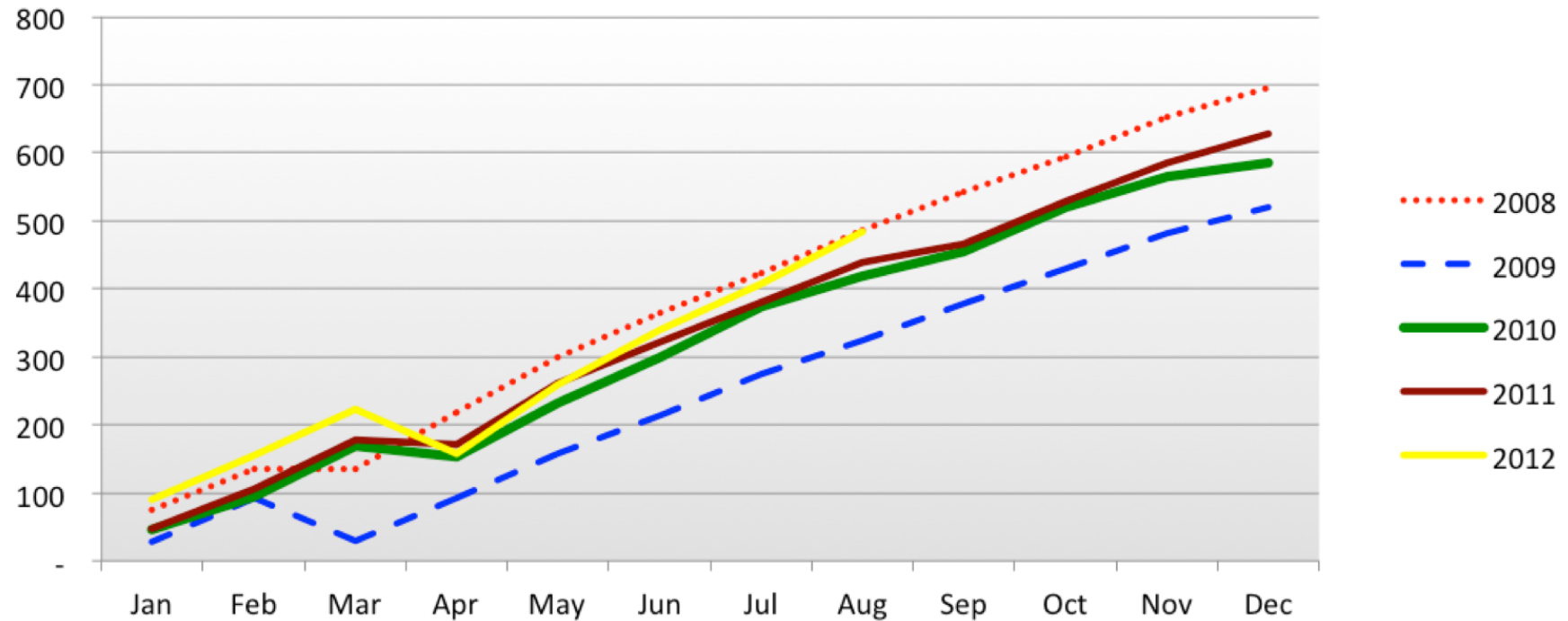
Jochem de Ruig – CFO



Financial indicator development Q2 2012

	Variance First Half		
	FH 2012	B2012	2011
Revenue (in million EUR)	9.9	+4%	+7%
Expenses (in million EUR)	9.1	-6%	+6%
Surplus (in million EUR)	1.1	+++*	+29%
Capital expense (in million EUR)	0.2	-79%	-47%
No. of members	8,135	+5%	+9%
Average expense per member (in €)	€ 2,264	-7%	-2%
Capital / expense ratio in %	110%	+11%	+1%

Cumulative members growth 2008 - 2012



Revenue development Q2 2012

1 January 2012 - 30 June 2012	Actual FH 2012	Budget FH 2012	Actual FH 2011	Variance FY12 vs B12		Variance FY12 vs FY11	
Income							
Service fee	8,485	8,363	7,851	122	1%	634	8%
Sign up fee	1,012	813	1,066	199	24%	(54)	-5%
Direct End User fee	172	125	109	47	38%	63	58%
RIPE Meeting	97	125	123	(28)	-22%	(26)	-21%
Other income	124	125	123	(1)	-1%	1	1%
Total Income	9,890	9,551	9,272	339	4%	618	7%

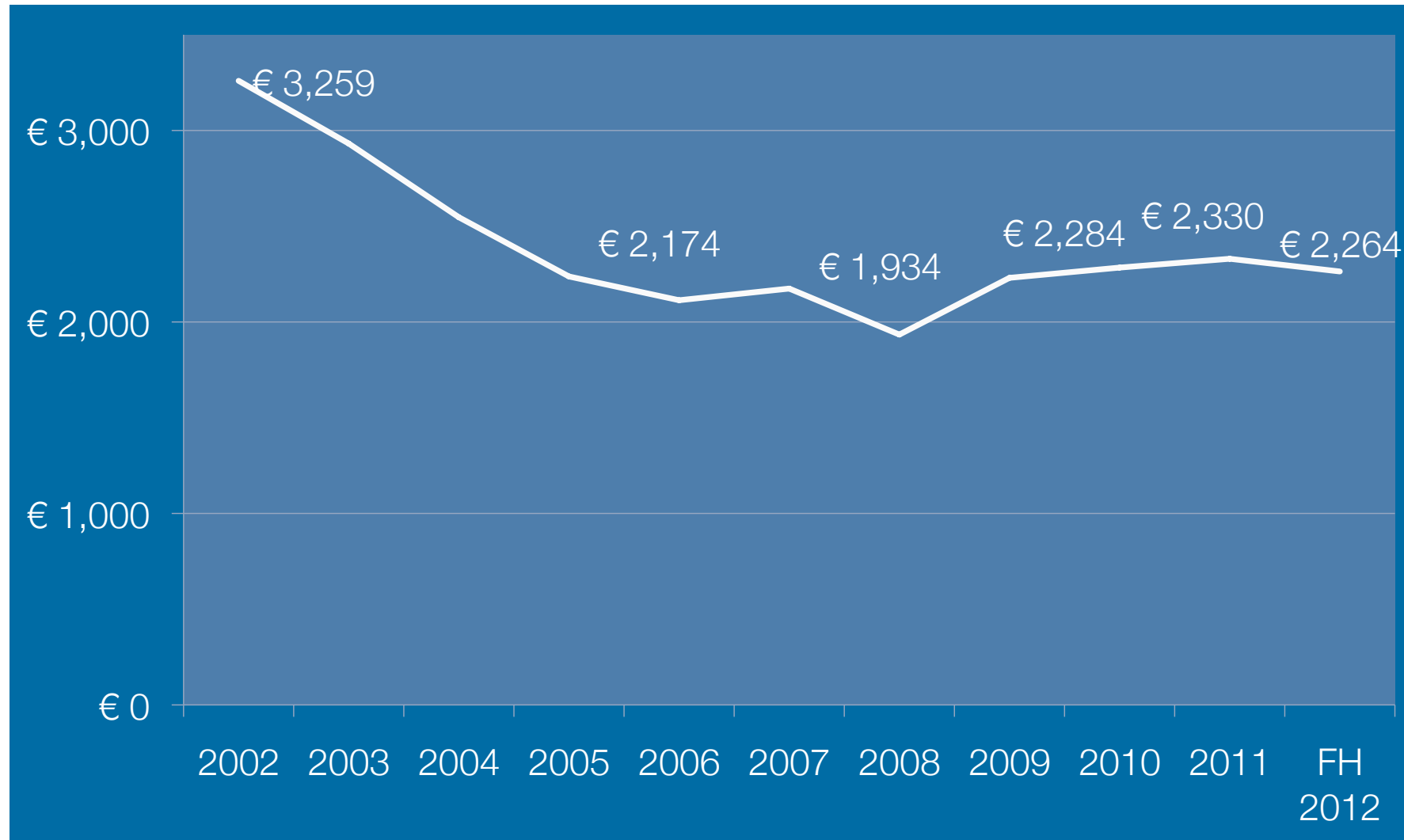
- Service fee income on budget; +8% from 2011
- Sign-up fee +24%; + 199 kEUR
 - 555 applications vs 464 in the budget
- End User fees above budget, 150 DAUs
- Other income – DNSmon, Atlas sponsorships

Expense development Q2 2012

1 January – 30 June	Actual	Budget	Actual	Variance	Variance		
Expenditures	2012	2012	2011	12 vs B12	12 vs 11		
Personnel	5,281	5,350	4,933	(69) -1%	348	7%	
Housing	346	450	319	(104) -23%	27	8%	
Office costs	594	752	696	(158) -21%	(102)	-15%	
Marketing / ER	249	336	319	(87) -26%	(70)	-22%	
Contributions	182	197	183	(15) -8%	(1)	-1%	
IT Infrastructure	538	445	362	93 21%	176	49%	
Travel	523	591	542	(68) -12%	(19)	-4%	
Consultancy incl legal	375	462	308	(87) -19%	67	22%	
Financial expenses	83	69	65	14 20%	18	28%	
Subtotal expenses	8,171	8,652	7,727	(481) -6%	444	6%	
Bad debts & miscellaneous	87	125	71	(13) -13%	16	23%	
Depreciation	852	912	835	(60) -7%	17	2%	
Total Miscellaneous costs	939	1,037	906	(98) -9%	33	4%	
Total expenses	9,110	9,689	8,633	(579) -6%	477	6%	
Capital expenses	235	1,139	444	(904) -79%	209	-47%	

CAPEX full year budget is 2,278

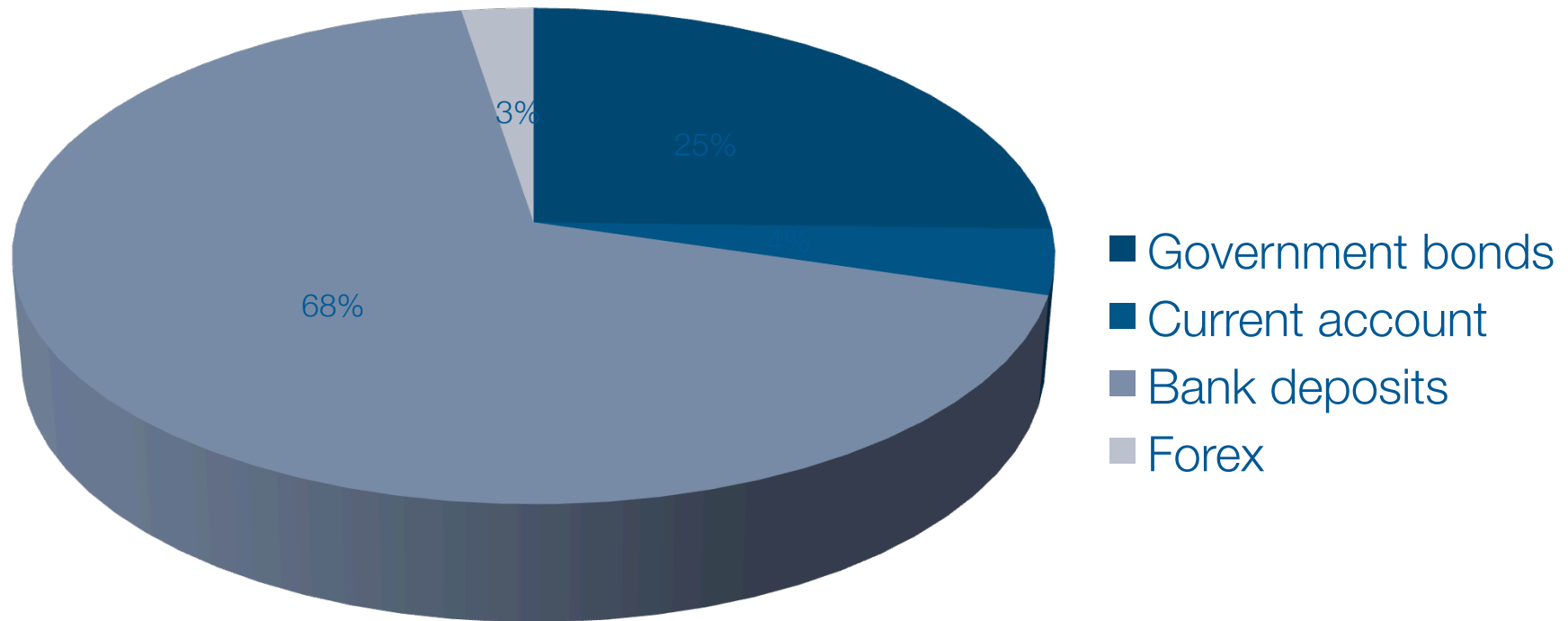
Average expense per member



Balance sheet 30 June 2012

ASSETS	30 June 2012	30 June 2011
<u>Fixed assets</u>		
Computers	877	978
Infrastructure	166	146
Office equipment	65	51
Total Fixed assets	1,108	1,175
<u>Intangible fixed assets</u>		
Software development	1,248	1,591
Total intangible fixed assets	1,248	1,591
<u>Financial assets</u>		
Fixed Term deposit	3,000	-
Government bonds	3,951	-
	6,951	
<u>Current assets</u>		
Accounts receivable	1,036	937
VAT	91	126
Miscellaneous receivables	1,894	1,591
Total Current assets	3,021	2,654
<u>Cash on hand</u>	16,936	22,440
Total ASSETS	29,264	27,860
<u>LIABILITIES</u>		
<u>Capital</u>		
Reserves	477	477
Clearing House	18,569	17,646
Surplus	1,130	826
Total Capital	20,176	18,949
<u>Current liabilities</u>		
Creditors	233	861
Wage taxes & social securities	302	256
Unearned revenues	7,692	7,018
Miscellaneous payables	860	776
Total Current liabilities	9,087	8,911
Total LIABILITIES	29,263	27,860

Treasury development



RIPE NCC Latest Estimate 2012

- Income above budget: 19.7 million, +3%
- Expenses on / below budget: 18.6 million, -5%
- Surplus of around EUR 1.5 million
- Investments below budget: 1.8 million, -20%
 - decrease in HW and SW development

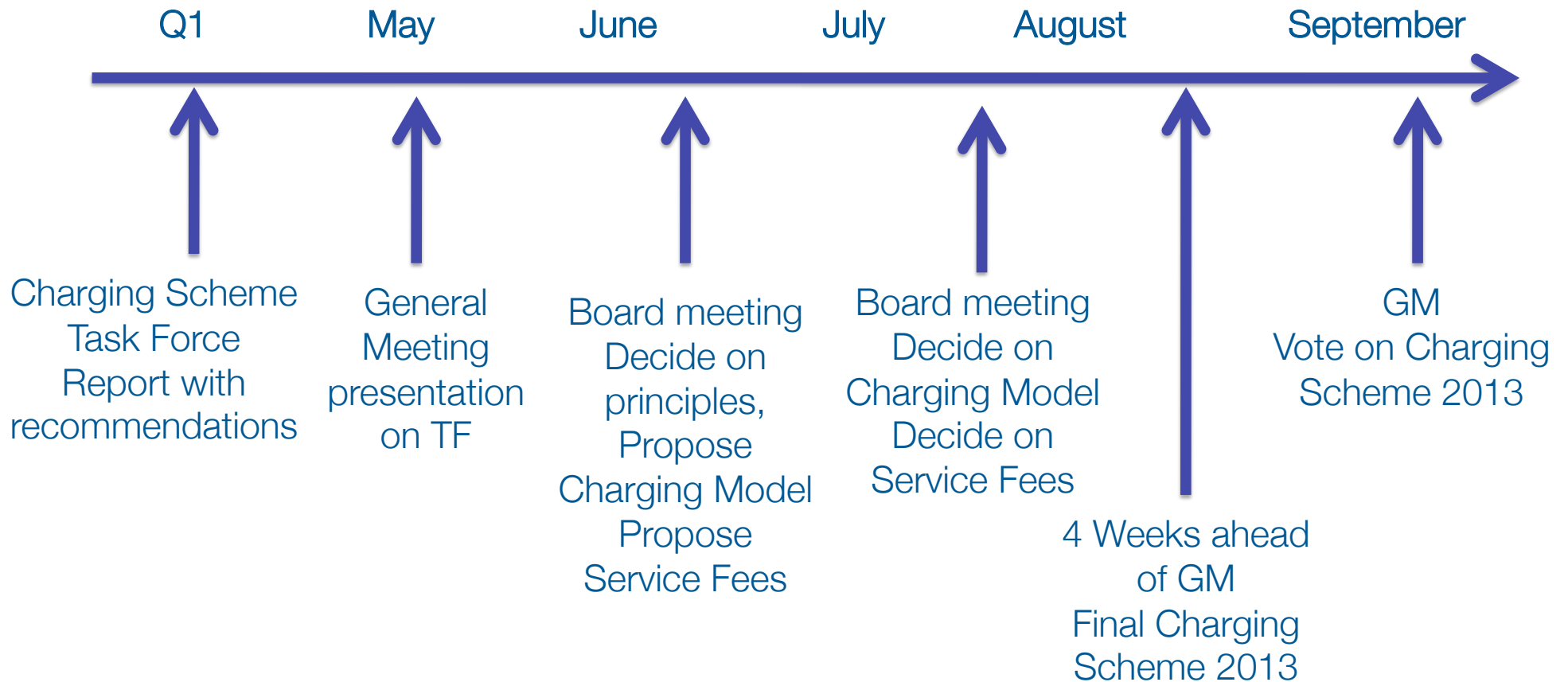
Questions?



Charging Scheme(s) 2013

Charging Scheme 2013 process

2012



Charging Schemes

- Option A – Every LIR pays the same fee
- Option B – Majority of members pay the same fee
- Option C – Based on the current Charging Scheme model with modifications to the billing score algorithm to include IPv6 and remove the separate charge for AS Numbers

Option A

- One category - one fee of EUR 1,800
- Additional per PI assignment fee of EUR 50 per assignment

Option A – Fee overview 2007-2013

Annual fee (in EUR)	2007	2008	2009	2010, 2011 and 2012	2013
Extra Small	1,300	1,300	1,300	1,300 + 50 per PI assignment	1,800 + 50 per PI assignment
Small	1,800	1,800	1,800	1,800 + 50 per PI assignment	1,800 + 50 per PI assignment
Medium	2,550	2,550	2,550	2,550 + 50 per PI assignment	1,800 + 50 per PI assignment
Large	4,100	4,100	4,100	4,100 + 50 per PI assignment	1,800 + 50 per PI assignment
Extra Large	5,500	5,500	5,500	5,500 + 50 per PI assignment	1,800 + 50 per PI assignment
Sign-up fee	2,000	2,000	2,000	2,000	2,000

Option B

- Majority has one fee – Regular fee
- 2 Additional categories for Small and Large
- Additional per PI assignment fee of EUR 50 per assignment
- First year (2013) set category, from 2014 onwards: self determination

Option B – Fee overview 2007-2013

Annual fee (in EUR)	2007	2008	2009	2010, 2011 and 2012	2013
Extra Small (Small-2013)	1,300	1,300	1,300	1,300 + 50 per PI assignment	1,050 + 50 per PI assignment
Small (Regular-2013)	1,800	1,800	1,800	1,800 + 50 per PI assignment	2,100 + 50 per PI assignment
Medium (Regular-2013)	2,550	2,550	2,550	2,550 + 50 per PI assignment	2,100 + 50 per PI assignment
Large (Large-2013)	4,100	4,100	4,100	4,100 + 50 per PI assignment	4,200 + 50 per PI assignment
Extra Large (Large-2013)	5,500	5,500	5,500	5,500 + 50 per PI assignment	4,200 + 50 per PI assignment
Sign-up fee	2,000	2,000	2,000	2,000	2,000

Option C

- Based on the current Charging Scheme model
- Modifications to the billing score algorithm
 - include IPv6
 - remove the separate charge for AS Numbers

Option C – Fee overview 2007-2013

Annual fee (in EUR)	2007	2008	2009	2010, 2011 and 2012	2013
Extra Small	1,300	1,300	1,300	1,300 + 50 per PI assignment	1,200 + 50 per PI assignment
Small	1,800	1,800	1,800	1,800 + 50 per PI assignment	1,650 + 50 per PI assignment
Medium	2,550	2,550	2,550	2,550 + 50 per PI assignment	2,450 + 50 per PI assignment
Large	4,100	4,100	4,100	4,100 + 50 per PI assignment	4,000 + 50 per PI assignment
Extra Large	5,500	5,500	5,500	5,500 + 50 per PI assignment	5,400 + 50 per PI assignment
Sign-up fee	2,000	2,000	2,000	2,000	2,000

Fee overview of all 3 Options

	2012	A	B	C
Extra Small	€ 1,300	€ 1,800	€ 1,050	€ 1,200
Small	€ 1,800	€ 1,800	€ 2,100	€ 1,650
Medium	€ 2,550	€ 1,800	€ 2,100	€ 2,450
Large	€ 4,100	€ 1,800	€ 4,200	€ 4,000
Extra Large	€ 5,500	€ 1,800	€ 4,200	€ 5,400
PI assignment	€ 50	€ 50	€ 50	€ 50

Voting on the Charging Scheme 2013

- If option A: YES (majority) – option A
- If option A: NO and option B: YES – option B
- If option A: NO, option B: NO and option C: YES – option C
- If option A: NO, option B: NO, option C: NO then continuation of current Charging Scheme

Questions?

