

# Financial update Q1 2009

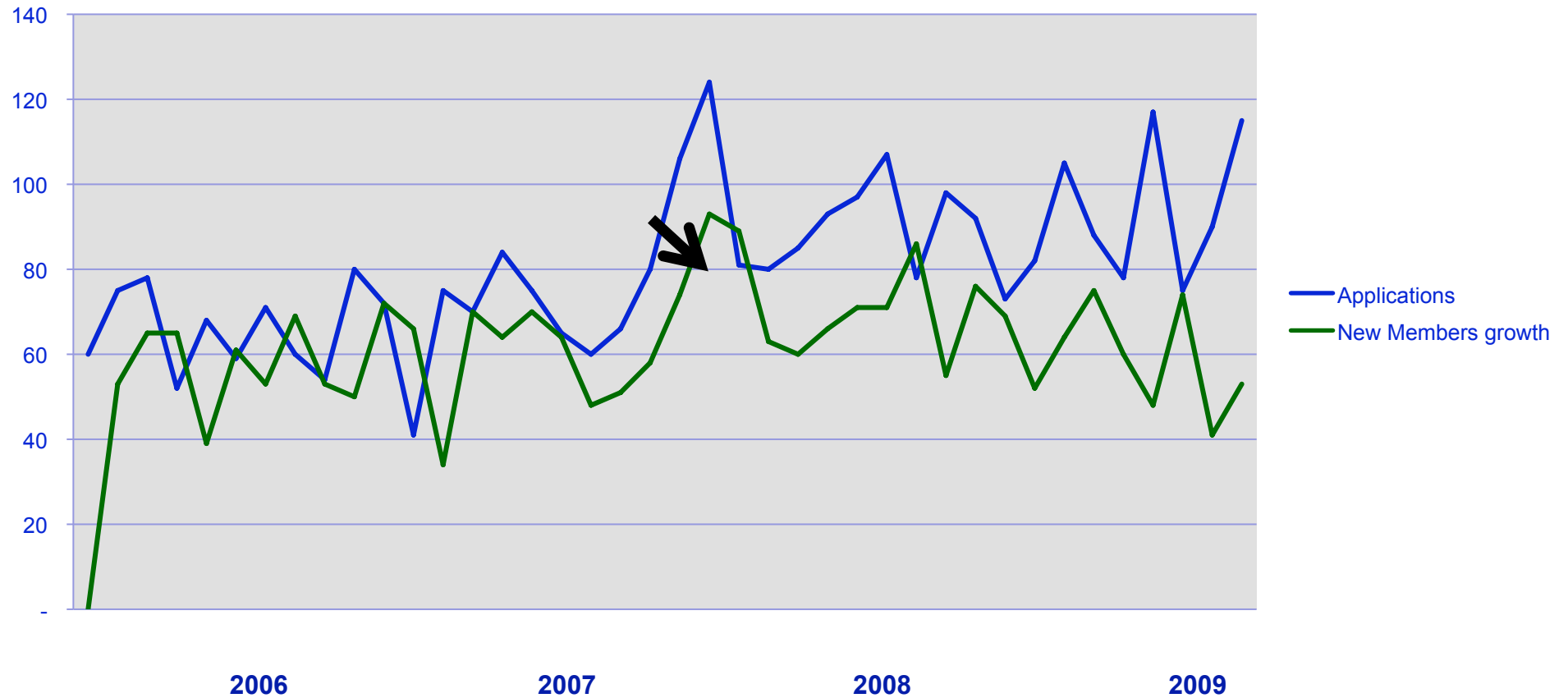
Jochem de Ruig



# Financial Highlights Q1 2009

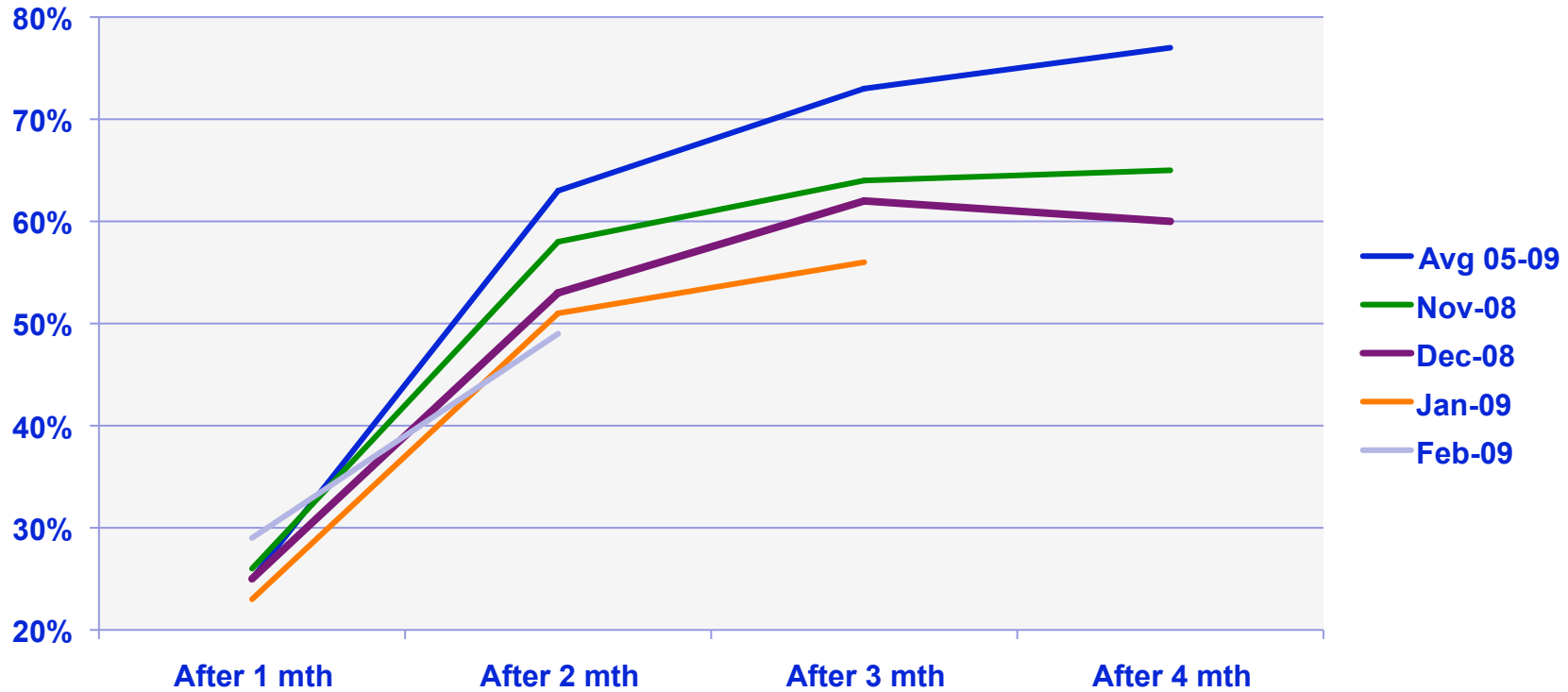
- High number of applications, low increase in members
- Membership growth in 2009 to 6,093 (+11% vs 2008)
- Income below budget -2% and above 2008 +5%
- Expenses 2009 below budget -4%, above 2008 +17%
- Interest income 231 kEUR, +8% vs B2009
- Surplus above budget: 377 KEUR for Q1 2009

# New LIR development 2006 - 2009





# Conversion rate New LIRs



Number of Members	Number of members growth	Number of Applications
2009	29	288
B 2009	115	252
2008	134	278



# Income Q1 2009

1 January 2009 - 31 March 2009

## Income

	Actual Q1 2009	Budget Q1 2009	Variance FY08 vs Bud FY08	
Fee Existing LIRs	3,060	3,046	14	0%
Fee New LIRs	424	504	(80)	-16%
Fee Direct End User's	4			
RIPE Meeting	-	-	-	0%
Other income	34	39	(5)	-13%
<b>Total Income</b>	<b>3,522</b>	<b>3,589</b>	<b>(67)</b>	<b>-2%</b>

- Service Fee above budget → high growth in Q4 2008
- New LIR below budget -15%, applications +14% vs budget
  - Membership per 31 March 2009: 6,097 (March 2008: 5,503)
  - Closed 109 members in March due to non payment



# Income Q1 2009

1 January 2009 - 31 March 2009

	Actual Q1 2009	Actual Q1 2008	Variance FY08 vs FY07	
<b><u>Income</u></b>				
Fee Existing LIRs	3,060	2,758	302	11%
Fee New LIRs	424	574	(150)	-26%
Fee Direct End User's	4			
RIPE Meeting	-	-	-	0%
Other income	34	20	14	71%
<b>Total Income</b>	<b>3,522</b>	<b>3,352</b>	<b>170</b>	<b>5%</b>

- Service Fee increase +11% (in 2008 +13%)
- New LIR growth below 2008; -26%
  - Membership per 31 March 2009: 6,097 (March 2008: 5,503)
  - No change in Service fee



In kEUR

# Expenses Q1 2009

1 January 2008 - 31 March 2009

	Actual Q1 2009	Budget Q1 2009	Variance FY08 vs Bud FY08	
<b>Expenditures</b>				
Personnel	1,985	1,876	109	6%
Housing	176	177	(1)	-1%
Office costs	98	95	3	3%
Marketing / ER / ICANN	212	248	(36)	-15%
IT Infrastructure	176	182	(6)	-3%
Travel	184	149	35	23%
Consultancy	195	175	20	11%
RIPE meetings	3	7	(4)	-57%
Training Courses	70	109	(39)	-36%
Regional meetings	-	95	(95)	-100%
Financial expenses	24	21	3	14%
<b>Total expenses</b>	<b>3,123</b>	<b>3,134</b>	<b>(11)</b>	<b>0%</b>
<b>Surplus before misc. &amp; fin. expenses</b>	<b>399</b>	<b>455</b>	<b>-</b>	
<b>Miscellaneous costs</b>				
Doubtful debts	10	50	(40)	-80%
Other miscellaneous costs	-	13	(13)	-100%
Depreciation	243	327	(84)	-26%
<b>Total Miscellaneous costs &amp; Depreciation</b>	<b>253</b>	<b>389</b>	<b>- 136</b>	
<b>Total expenses</b>	<b>3,376</b>	<b>3,523</b>	<b>(147)</b>	<b>-4%</b>

## • Operational expenses on Budget

- Number of FTE below budget in Q1 110.3 (in March 111.7)
- Miscellaneous expenses below budget



# Expenses Q1 2009

In kEUR

1 January 2008 - 31 March 2009

	Actual Q1 2009	Actual Q1 2008	Variance FY09 vs FY08	
<b>Expenditures</b>				
Personnel	1,985	1,834	151	8%
Housing	176	170	6	4%
Office costs	98	68	30	44%
Marketing / ER / ICANN	212	100	112	112%
IT Infrastructure	176	120	56	47%
Travel	184	101	83	82%
Consultancy	195	82	113	138%
RIPE meetings	3	23	(20)	-87%
Training Courses	70	65	5	8%
Regional meetings	-	1	(1)	-100%
Financial expenses	24	23	1	4%
<b>Total expenses</b>	<b>3,123</b>	<b>2,587</b>	<b>536</b>	<b>21%</b>
<b>Surplus before misc. &amp; fin. expenses</b>	<b>399</b>	<b>765</b>	<b>(366)</b>	<b>-48%</b>
<b>Miscellaneous costs</b>				
Doubtful debts	10	(9)	19	-213%
Other miscellaneous costs	-	121	(121)	-100%
Depreciation	243	194	49	25%
<b>Total Miscellaneous costs &amp; Depreciation</b>	<b>253</b>	<b>306</b>	<b>(53)</b>	<b>-17%</b>
<b>Total expenses</b>	<b>3,376</b>	<b>2,893</b>	<b>483</b>	<b>17%</b>

## • Operational expenses 21 % above 2008

- Number of FTE below budget in Q1 110.3 vs 104.3 in Q1 2008
- Miscellaneous expenses below 2008 (Personnel Fund in 2008)



# Balance Sheet 31 March 2009

## ASSETS

	31 March 2009		31 March 2008
<b>Fixed assets</b>			
Computers	807		761
Infrastructure	157		255
Office equipment	91		100
<b>Total Fixed assets</b>	<b>1,055</b>		<b>1,116</b>
<b>Intangible fixed assets</b>			
Software development	699	699	246
<b>Total intangible fixed assets</b>	<b>699</b>		<b>246</b>
<b>Current assets</b>			
Accounts receivable	854		713
VAT	64		68
Miscellaneous receivables	1,787		1,088
<b>Total Current assets</b>	<b>2,705</b>		<b>1,869</b>
<b>Cash on hand</b>		<b>22,057</b>	<b>19,700</b>
<b>Total ASSETS</b>		<b>26,516</b>	<b>22,931</b>

## LIABILITIES

### Capital

Reserves	477		477
Clearing House	16,115		12,217
Surplus	377		1,662
<b>Total Capital</b>	<b>16,969</b>	<b>16,969</b>	<b>14,356</b>

### Current liabilities

Creditors	785		628
Wage taxes & social securities	190		240
Unearned revenues	7,592		6,893
Miscellaneous payables	980		814
<b>Total Current liabilities</b>	<b>9,547</b>		<b>8,575</b>

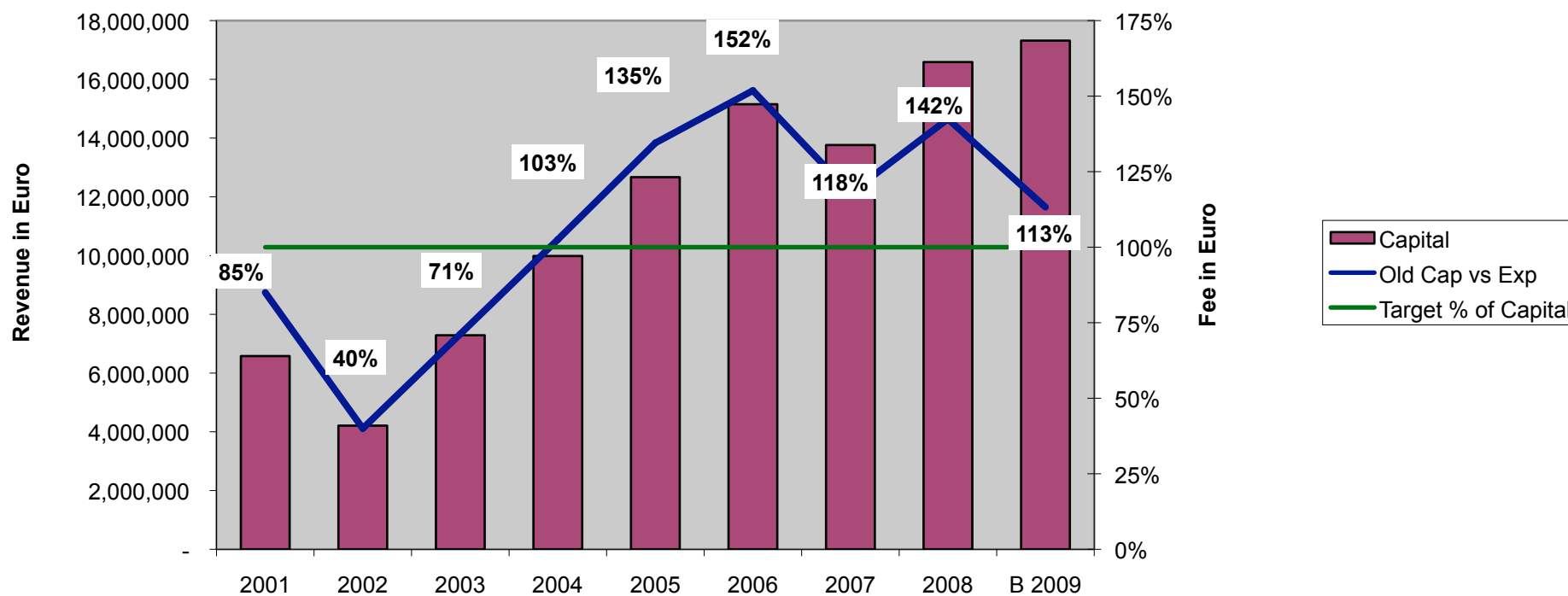
<b>Total LIABILITIES</b>	<b>26,516</b>		<b>22,931</b>
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## Estimate full year 2009

- Expenses 2009 depending on FTEs, other expenses below budget
- Membership growth in 2009 below budget
- Income below budget, above 2008 approximately 10%
- Surplus expected on budget – 730 KEUR

# Capital development 2001 – Est 2009



# Questions ?