

RIPE NCC Financial update 2012

Jochem de Ruig – Chief Financial Officer



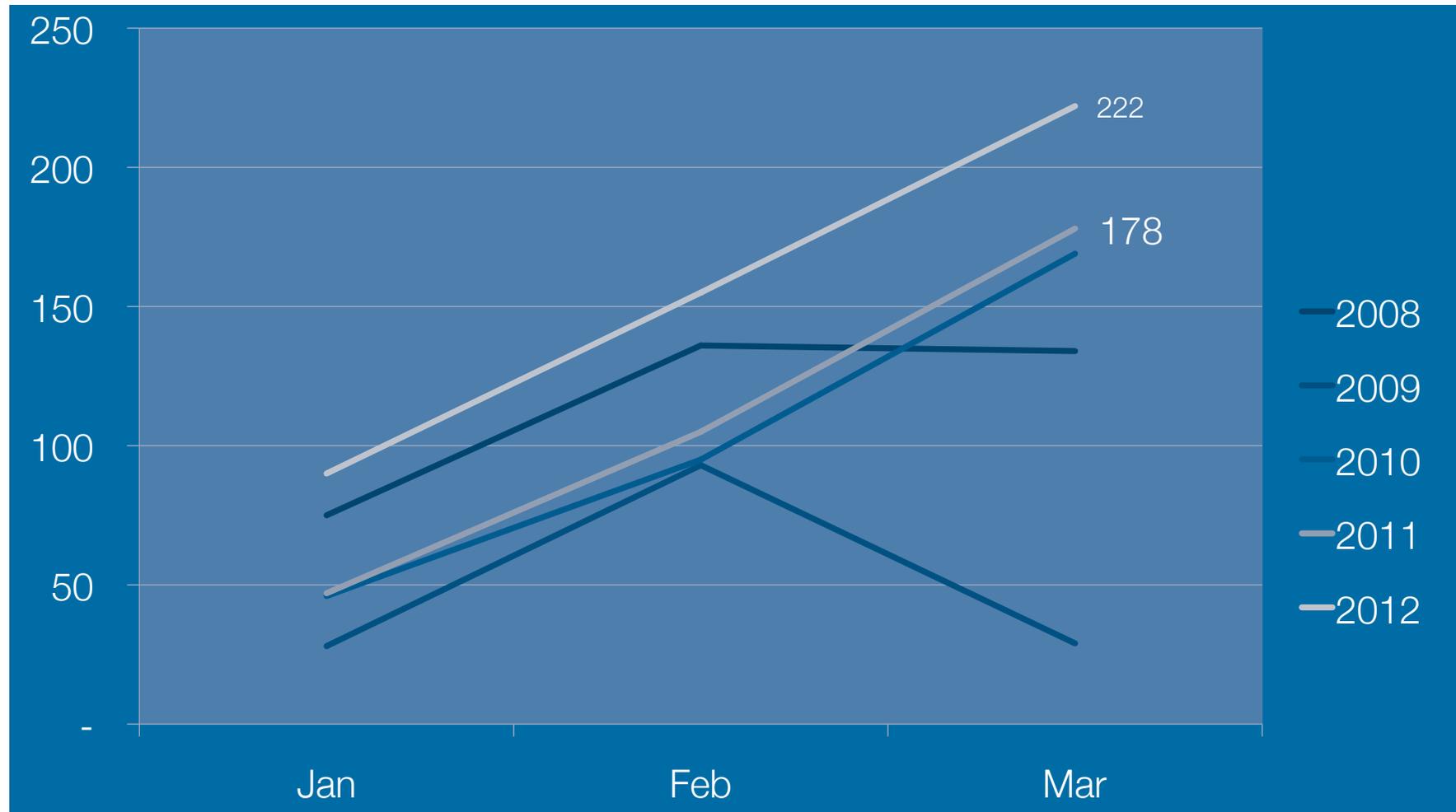
Financial indicator developments

	Variance		
	Q1 2012	B 2012	2011
Revenue (in million EUR)	4.9	+5%	+7%
Expenses (in million EUR)	4.3	-7%	+6%
Surplus (in million EUR)	0.8	+242%	+19%
Capital expense (in million EUR)	0.08	-84%	-72%
No. of members	8,017	+1%	+9%
Average expense per member (in €)	€ 2,297	-2%	-1%
Capital / expense ratio in %	106%	+7%	+1%

Cumulative membership growth 2007-2012



Cumulative members growth 2008 - 2012



Income development Q1 2012

1 January 2012 - 31 March 2012	Actual Q1 2012	Budget Q1 2012	Actual Q1 2011	Variance FY12 vs Bud FY12		Variance FY12 vs FY11	
Income							
Service fee	4,298	4,181	3,886	117	3%	412	11%
Sign up fee	544	374	564	170	45%	(20)	-4%
Direct End User fee	72	63	58	9	15%	14	24%
RIPE Meeting	-	-	-	-	0%	-	0%
Other income	4	63	74	(59)	-94%	(70)	-95%
Total Income	4,918	4,681	4,582	237	5%	336	7%

- Service fees existing members above budget
- Increase in new LIRs
 - Number of applications 348
- Increase in Direct Assignment Users
- Expected lower other income

Expense development Q1 2012

1 January 2012 - 31 March 2012	Actual Q1	Budget Q1	Actual Q1	Variance		Variance	
Expenditures	2012	2012	2011	FY12 vs Bud FY12		FY12 vs FY11	
Personnel	2,653	2,709	2,427	(56)	-2%	226	9%
Housing	167	218	152	(51)	-23%	15	10%
Office costs	141	130	90	11	8%	51	56%
Marketing / ER	70	124	122	(54)	-44%	(52)	-43%
Contributions	91	96	76	(5)	-5%	15	20%
IT Infrastructure	195	213	191	(18)	-8%	4	2%
Travel	275	271	282	4	1%	(7)	-3%
Consultancy	107	224	168	(117)	-52%	(61)	-36%
Financial expenses	62	43	41	19	46%	21	52%
Total expenses	3,761	4,028	3,549	(267)	-7%	212	6%
Surplus before misc. & fin. expen	1,157	653	1,033	(427)	-65%	182	18%
Doubtful debts	61	50	37	11	22%	24	65%
Other miscellaneous costs	-	13	-	(13)	-100%	-	0%
Depreciation	429	456	414	(27)	-6%	15	4%
Total Miscellaneous costs & Depr	490	519	451	- 29	-6%	39	9%
Total expenses	4,251	4,547	4,000	(296)	-7%	251	6%

Statement of Income & Expenditure Q1 2012

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Interest income	133	100	90	33	33%	43	49%
Surplus / Deficit	800	234	672	566	242%	129	19%

Balance Sheet 31 March 2012

ASSETS	2012	2011
<u>Fixed assets</u>		
Computers	1,027	1,141
Infrastructure	190	108
Office equipment	71	57
Total Fixed assets	1,288	1,306
<u>Intangible Fixed Assets</u>		
SW Development	1,323	1,645
	1,323	1,645
<u>Financiell assets</u>		
Fixed Term Deposit	3,000	-
Government Bonds	2,937	-
	5,937	-
<u>Current assets</u>		
Accounts receivable	848	792
VAT	91	92
Miscellaneous receivables	1,863	1,770
Total Current assets	2,802	2,654
<u>Cash on hand</u>	20,395	24,359
Total ASSETS	31,746	29,964
<u>LIABILITIES</u>		
<u>Capital</u>		
Reserves	477	477
Clearing House	17,646	17,646
Surplus	1,722	672
Total Capital	19,845	18,794
<u>Current liabilities</u>		
Creditors	365	286
Wage taxes & social securities	276	258
Unearned revenues	9,981	9,404
Miscellaneous payables	1,280	1,221
Total Current liabilities	11,901	11,169
Total LIABILITIES	31,746	29,964

Expectations for 2012

- Membership growth above budget
- Revenue above budget
- Expenses 2012 expected on/below budget
 - Personnel expenses 2012 expected on budget
 - Depreciation expenses 2012 below budget
- Surplus above budget
- Increase in capital
- Capital/Expense ratio up from budget

Questions?

