

# RIPE NCC Financial Report 2012

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Jochem de Ruig – Chief Financial Officer



# Financial highlights 2012

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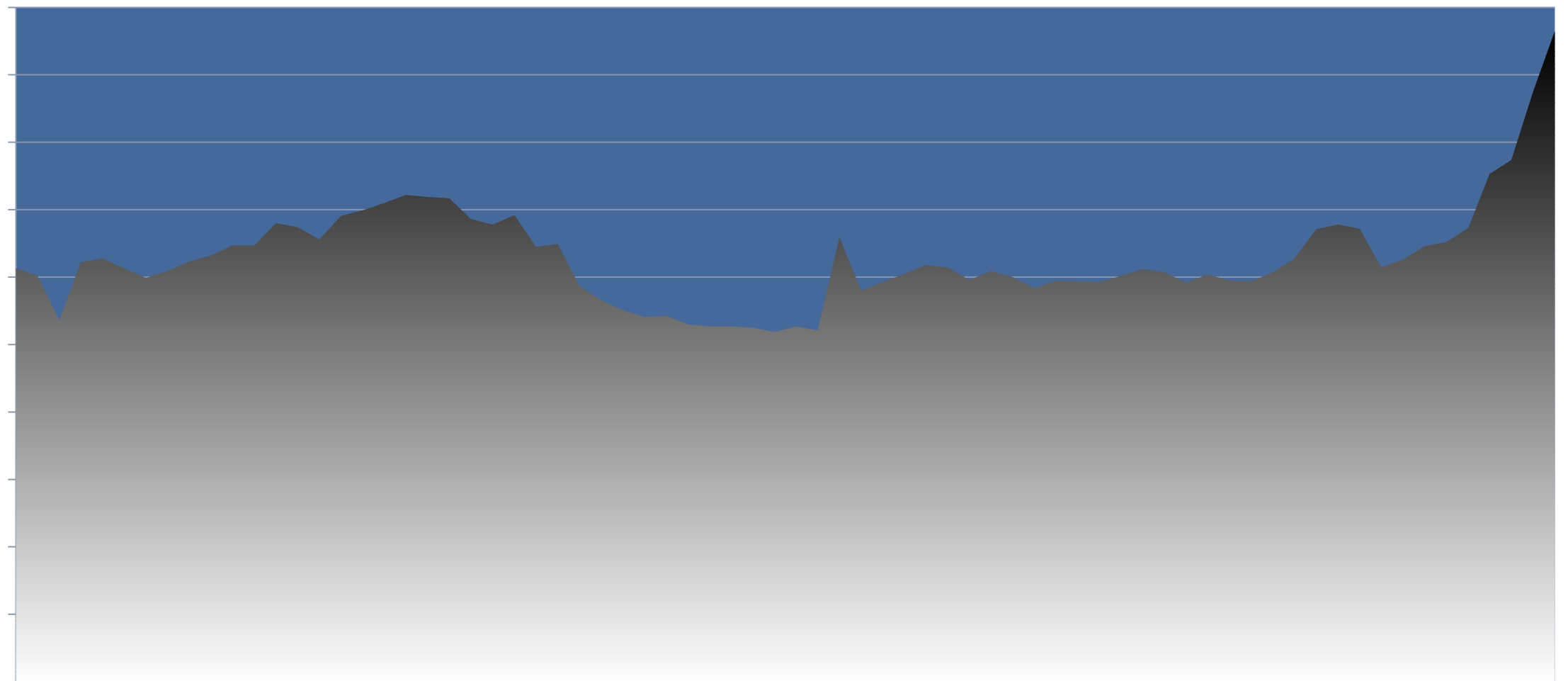
- Membership growth in 2012: 8,760 (+12% vs 2011)
- Revenue 2012 above budget +6%
- Expenses 2012 below budget -6%
- Surplus above budget: 2,358 kEUR
- 11% decrease in CAPEX vs 2011 (-38% vs B2012)
- Increase in capital to EUR 21.4 million

# Financial indicator developments

	2012	B 2012	2011
Revenue (in million EUR)	20.3	+6%	+8%
Expenses (in million EUR)	18.4	-6%	+2%
Surplus (in million EUR)	2.4	+++*	+155%
Capital expense (in million EUR)	1.4	-38%	-12%
No. of members	8,760	+3%	+12%
Average expense per member (in €)	€ 2,105	-8%	-10%
Capital / expense ratio in %	116%	+17%	+11%
Basic defense interval in days	458	N/A	-29%

# Members development 2007-2012

965



2007

2008

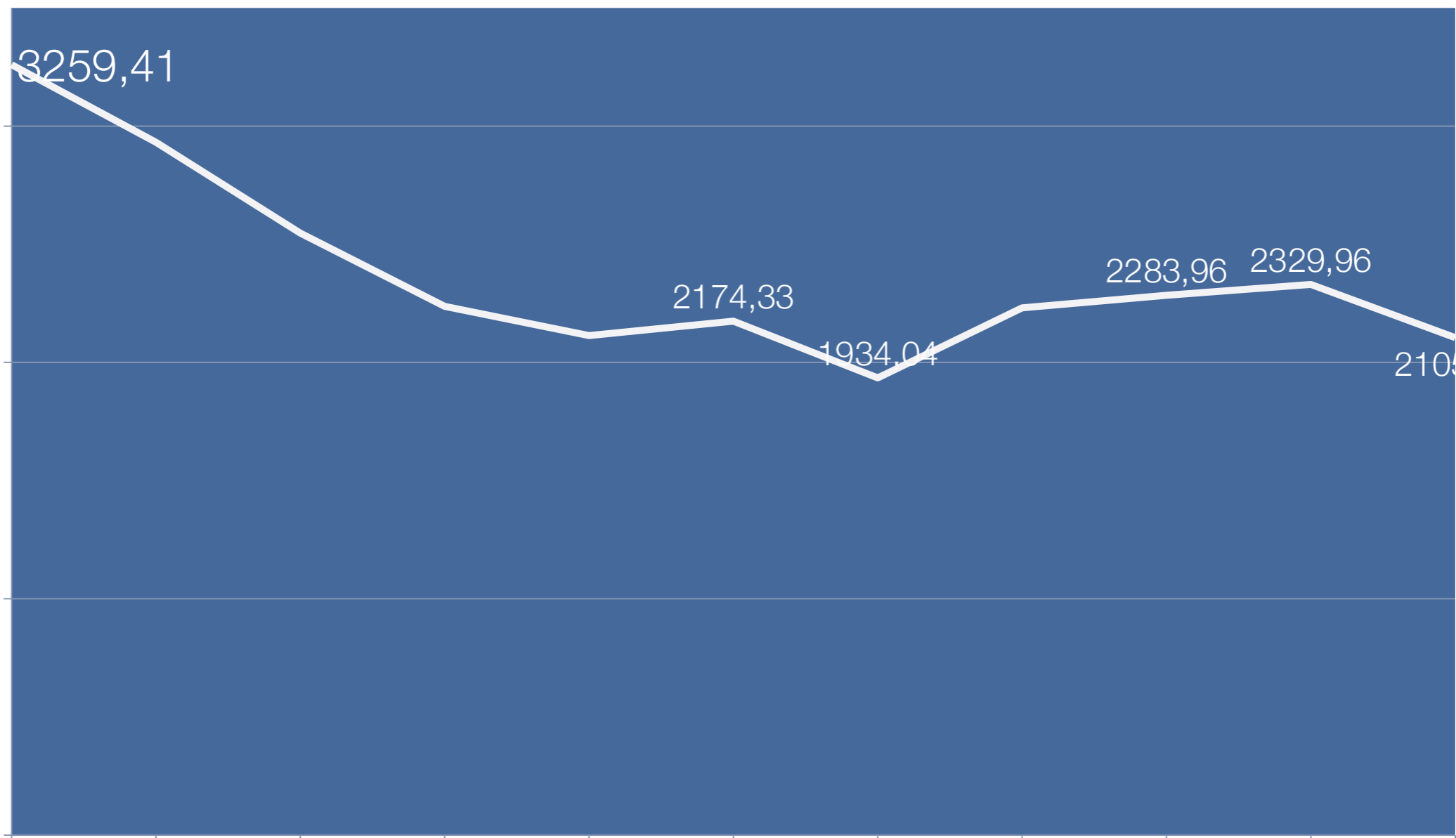
2009

2010

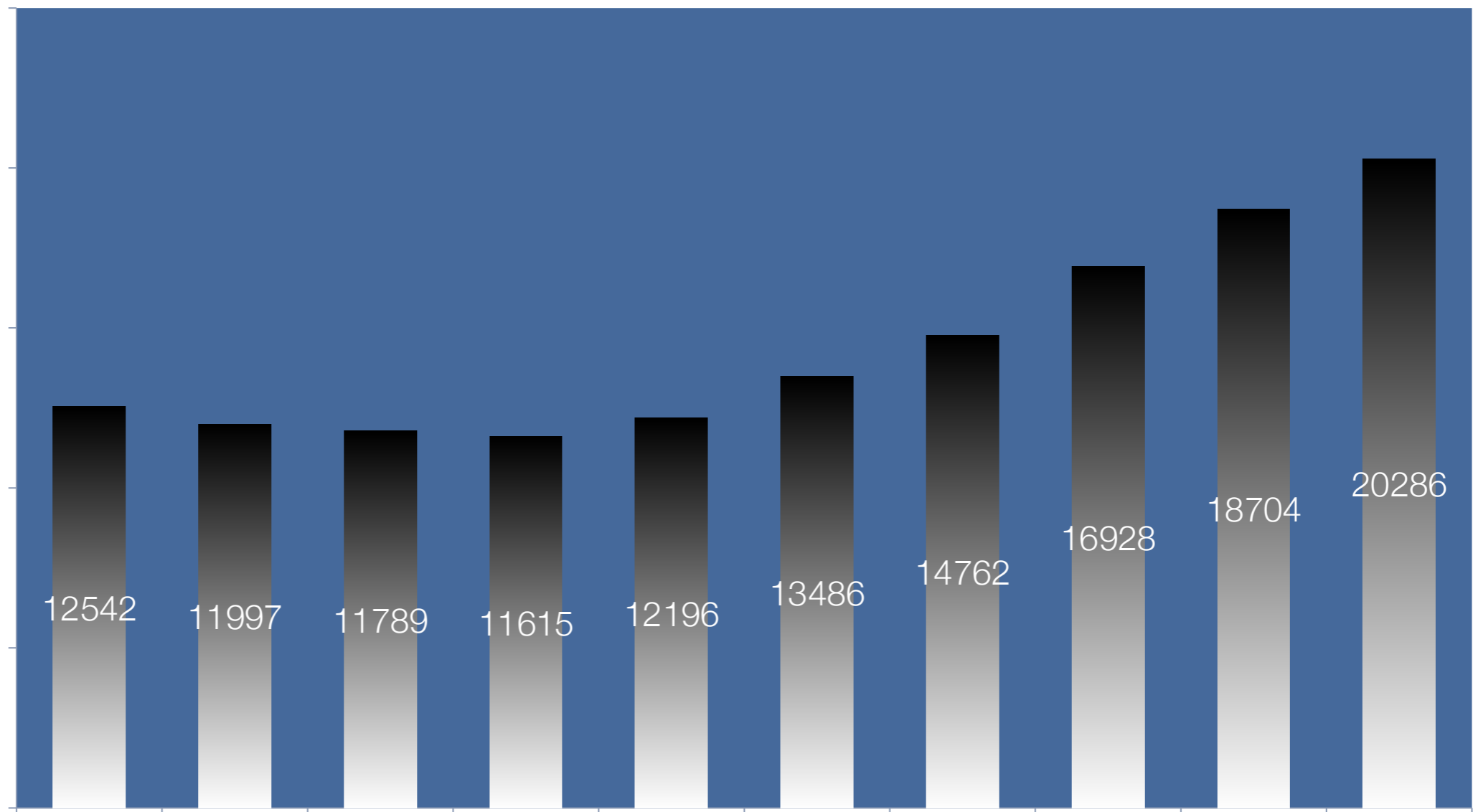
2011

2012

# Average expense per member



# Income development 2003 - 2012

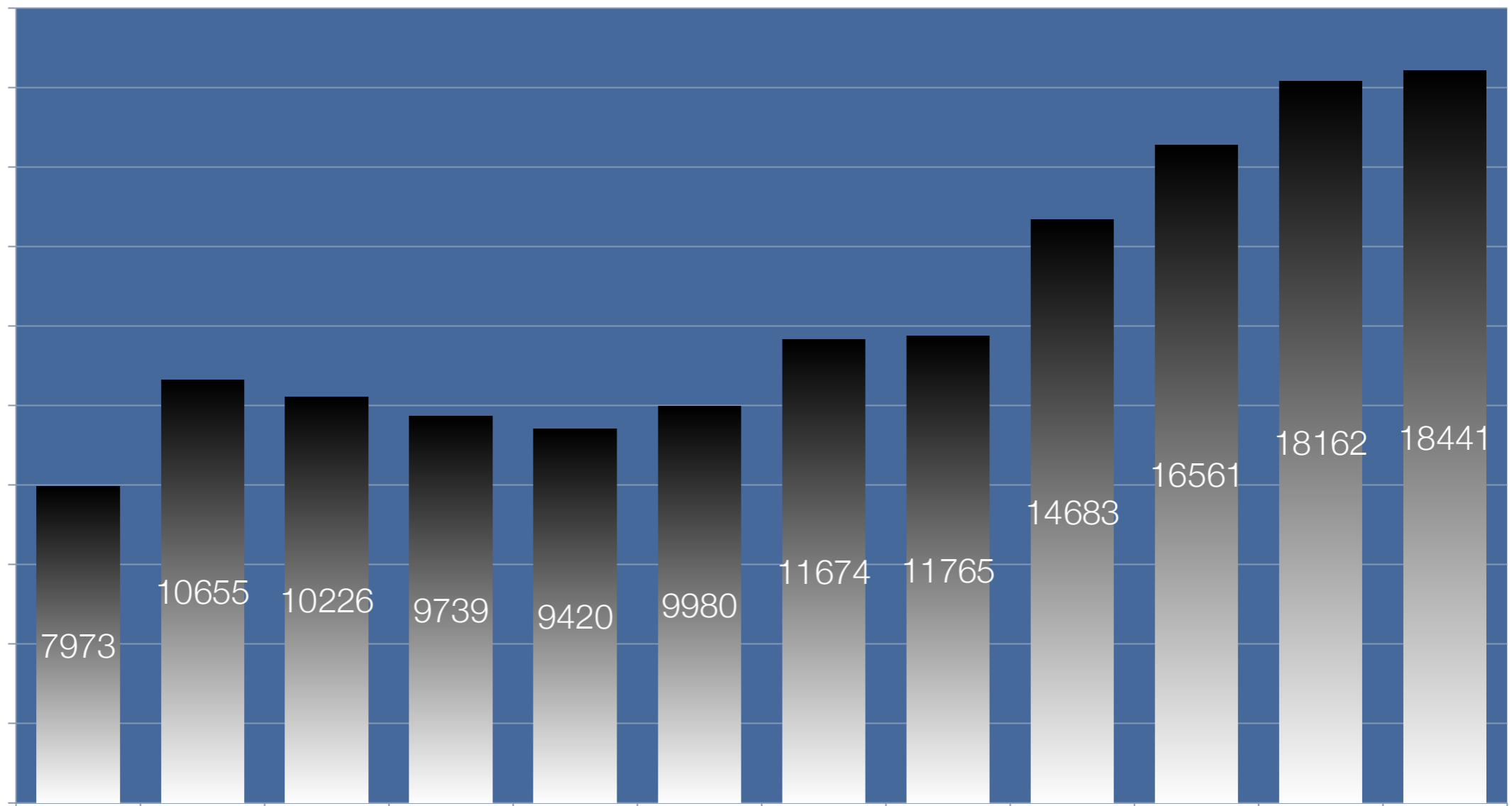


# Revenue development

In kEUR	Actual		Budget		Actual	Difference				
	2012		2012		2011	12 / B12	12 / 11			
<b>Income</b>										
Service fee	17,371		16,725		16,003	646	4%	1,368	9%	
Sign up fee	2,330		1,676		1,866	654	39%	464	25%	
End User Fees	298		250		238	48	19%	60	25%	
RIPE Meeting	203		250		260	(47)	-19%	(57)	-22%	
Other Income	84		250		337	(166)	-66%	(253)	-75%	
<b>Total Income</b>	<b>20,286</b>		<b>19,151</b>		<b>18,704</b>	<b>1,135</b>	<b>6%</b>	<b>1,582</b>	<b>8%</b>	

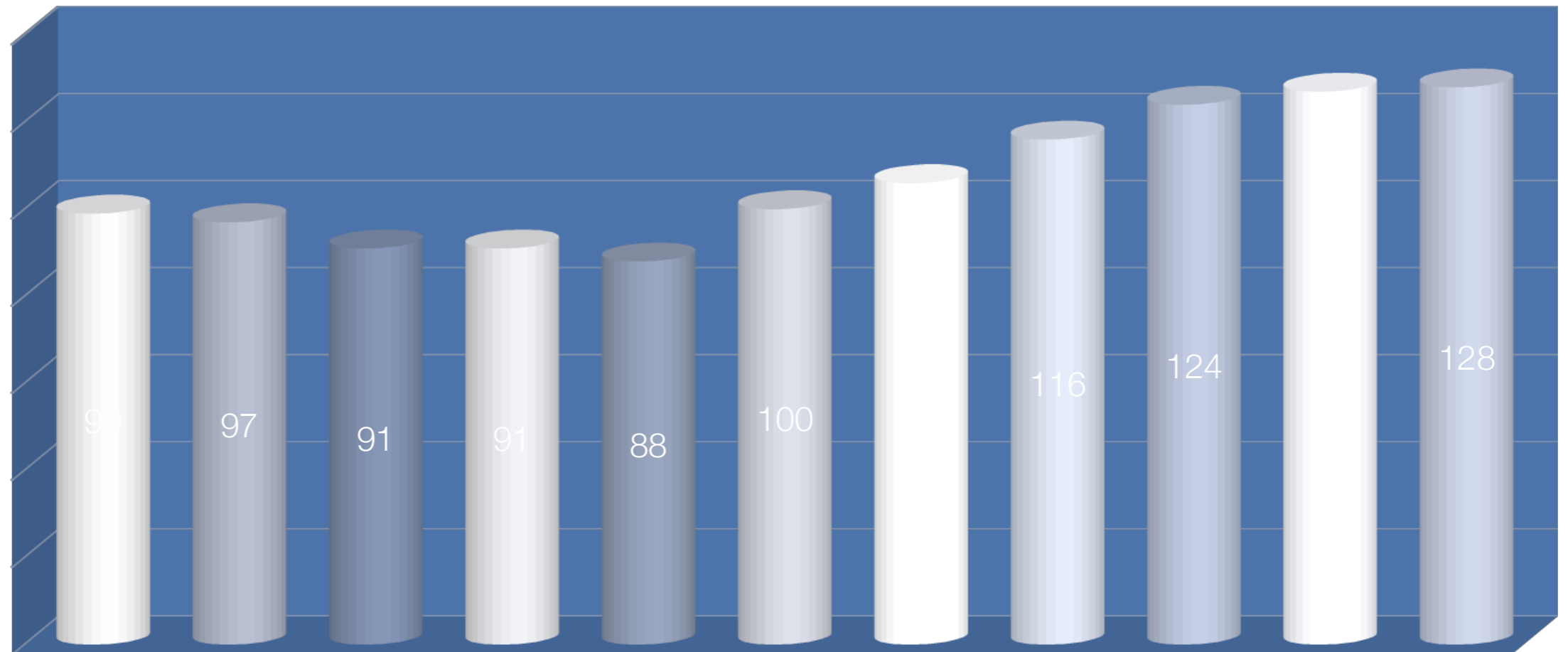
- Service fees up from budget +4%, +9% on 2011
- Sign up fees +39%, more than 1,250 applications
- Number of DAUs increased by 19% to 156
- Other income lower (TTM, RPKI and EU VAT)

# Expense development 2001-2012



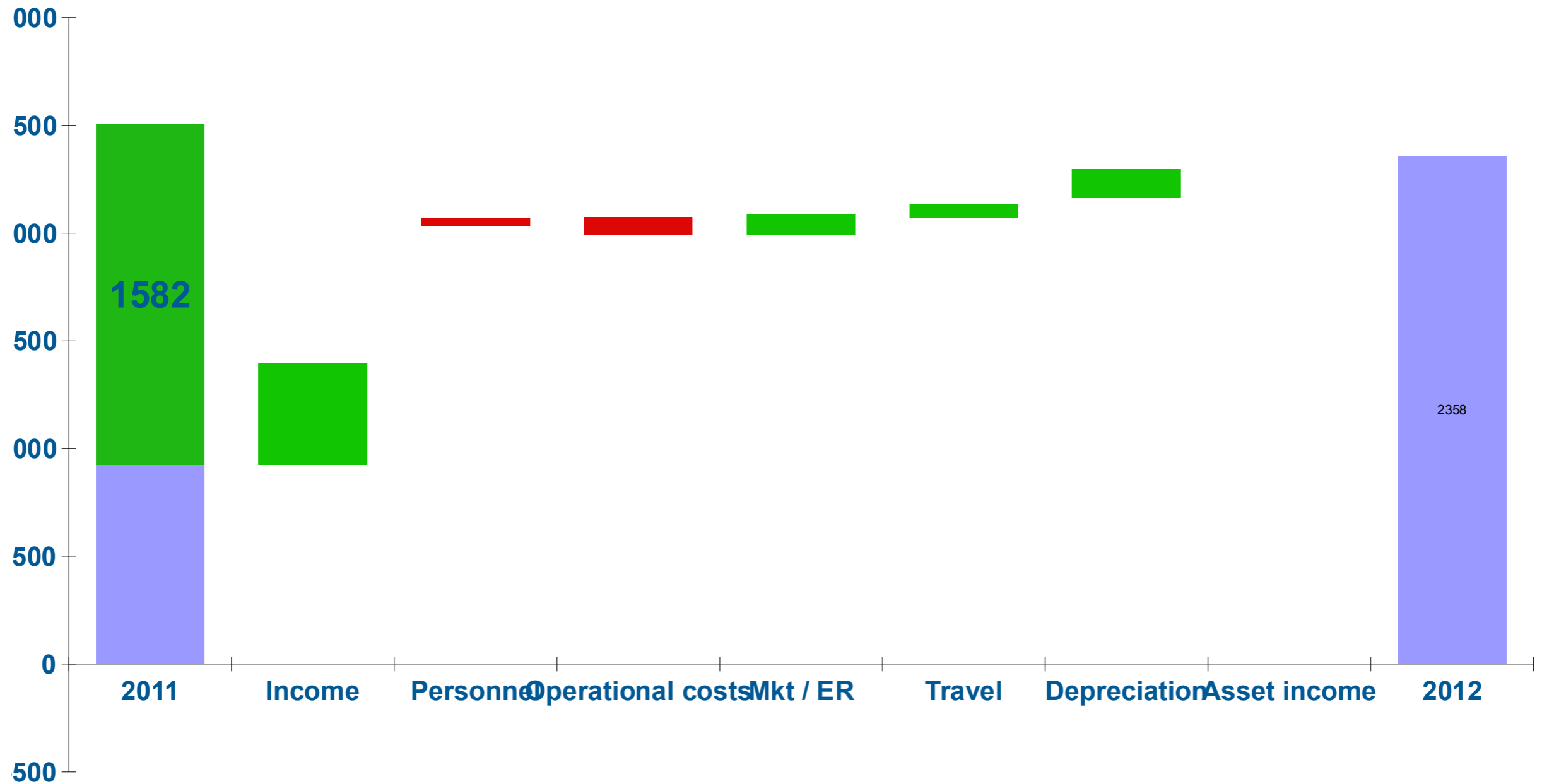


# Personnel expenses development



- Number of FTE 1% below budget; 1% above 2011
- Personnel costs 2% below budget; 5% above 2011

# Expense development 2011 vs 2012



# Statement of Income and Expenditure 2012

(in kEUR)	Actual 2012	Budget 2012	Actual 2011	Variance 2012 vs B2012		Variance 2012 vs 2011	
<b>Income</b>							
Service Fees	17,371	16,725	16,003	646	4%	1,368	9%
Sign-up Fees	2,330	1,676	1,866	654	39%	464	25%
Direct Assignment User Fees	298	250	238	48	19%	60	25%
RIPE Meetings	203	250	260	(47)	-19%	(57)	-22%
Other Income	84	250	337	(166)	-66%	(253)	-75%
<b>Total Income</b>	<b>20,286</b>	<b>19,151</b>	<b>18,704</b>	<b>1,135</b>	<b>6%</b>	<b>1,582</b>	<b>8%</b>
<b>Expenditures</b>							
Personnel*	10,528	10,757	10,054	(229)	-2%	474	5%
Housing	741	909	654	(168)	-18%	87	13%
Office Costs*	1,346	1,614	1,535	(268)	-17%	(189)	-12%
Marketing/ER	582	670	607	(88)	-13%	(25)	-4%
Contributions	394	399	449	(5)	-1%	(55)	-12%
IT Infrastructure	982	899	867	83	9%	115	13%
Travel*	1,058	1,205	1,150	(147)	-12%	(92)	-8%
Consultancy	892	933	888	(41)	-4%	4	0%
Bank Charges	137	124	116	13	10%	21	18%
<b>Subtotal Operational Expenses</b>	<b>16,660</b>	<b>17,510</b>	<b>16,320</b>	<b>(850)</b>	<b>-5%</b>	<b>340</b>	<b>2%</b>
<b>Surplus Before Miscellaneous Costs &amp; Depreciation</b>	<b>3,626</b>	<b>1,641</b>	<b>2,384</b>	<b>1,985</b>	<b>121%</b>	<b>1,242</b>	<b>52%</b>
Doubtful Debts & Other Miscellaneous Costs	64	250	141	(186)	-74%	(77)	-55%
Depreciation	1,717	1,823	1,701	(106)	-6%	16	1%
<b>Total Miscellaneous Costs &amp; Depreciation</b>	<b>1,781</b>	<b>2,073</b>	<b>1,842</b>	<b>(292)</b>	<b>-14%</b>	<b>(61)</b>	<b>-3%</b>
<b>Total Expenses</b>	<b>18,441</b>	<b>19,583</b>	<b>18,162</b>	<b>(1,142)</b>	<b>-6%</b>	<b>279</b>	<b>2%</b>
<b>Surplus/Deficit Before Interest Income</b>	<b>1,845</b>	<b>(432)</b>	<b>542</b>	<b>2,277</b>	<b>-527%</b>	<b>1,303</b>	<b>241%</b>
Result on Interest Income	513	400	381	113	28%	132	35%
<b>Surplus / Deficit</b>	<b>2,358</b>	<b>(32)</b>	<b>923</b>	<b>2,390</b>		<b>1,435</b>	

# Notes on Balance Sheet and Cash Flow

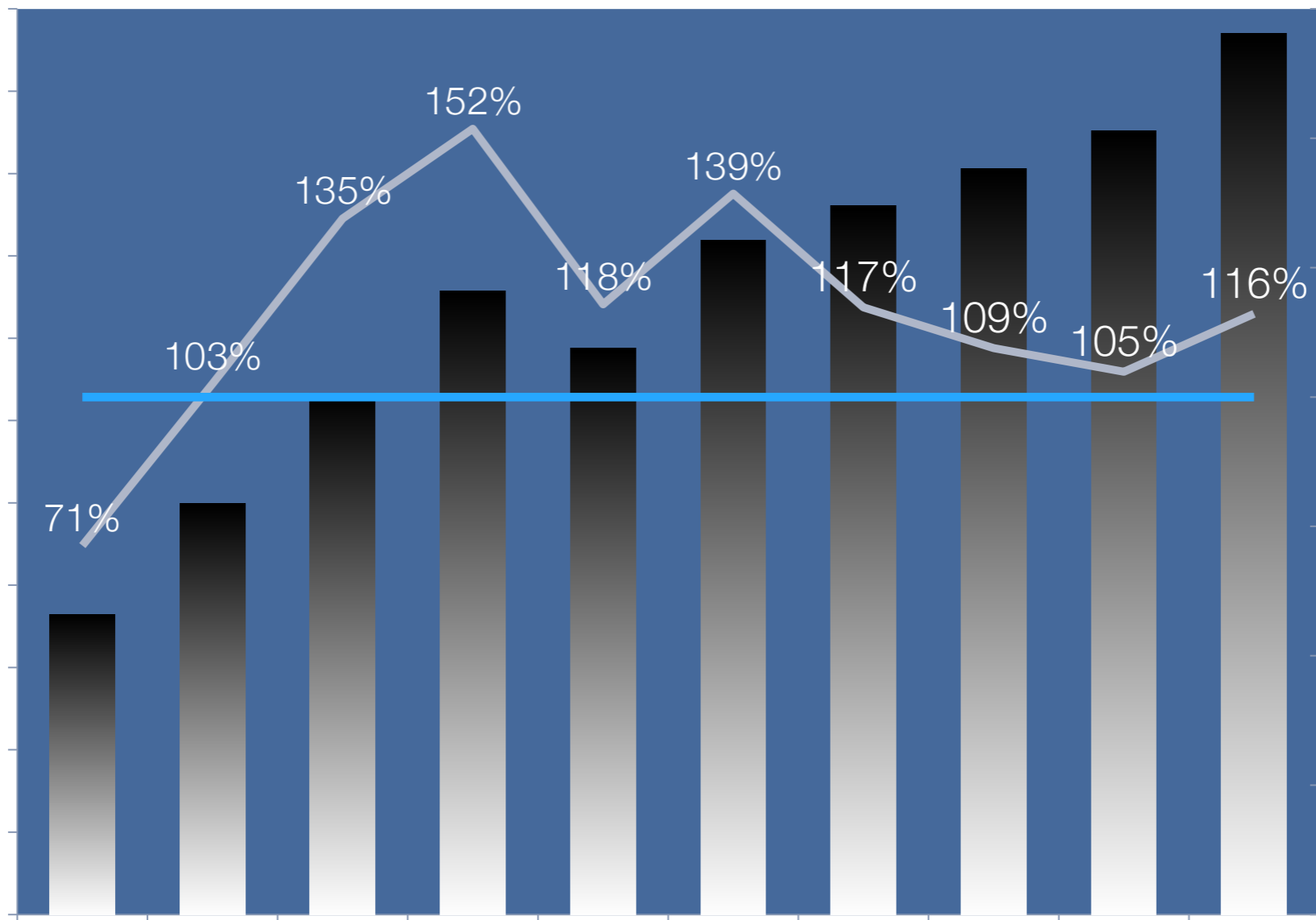
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- Increase in Capital to EUR 21.4 million – 31 Dec 2012
- Increase in Capital / expense ratio
  - 2011: 105% of total expenses
  - 2012: 116% of total expenses
- Decrease in intangible fixed assets – SW development
- Cash flow stable, no deviation from 2011

# Balance sheet 31 December 2012

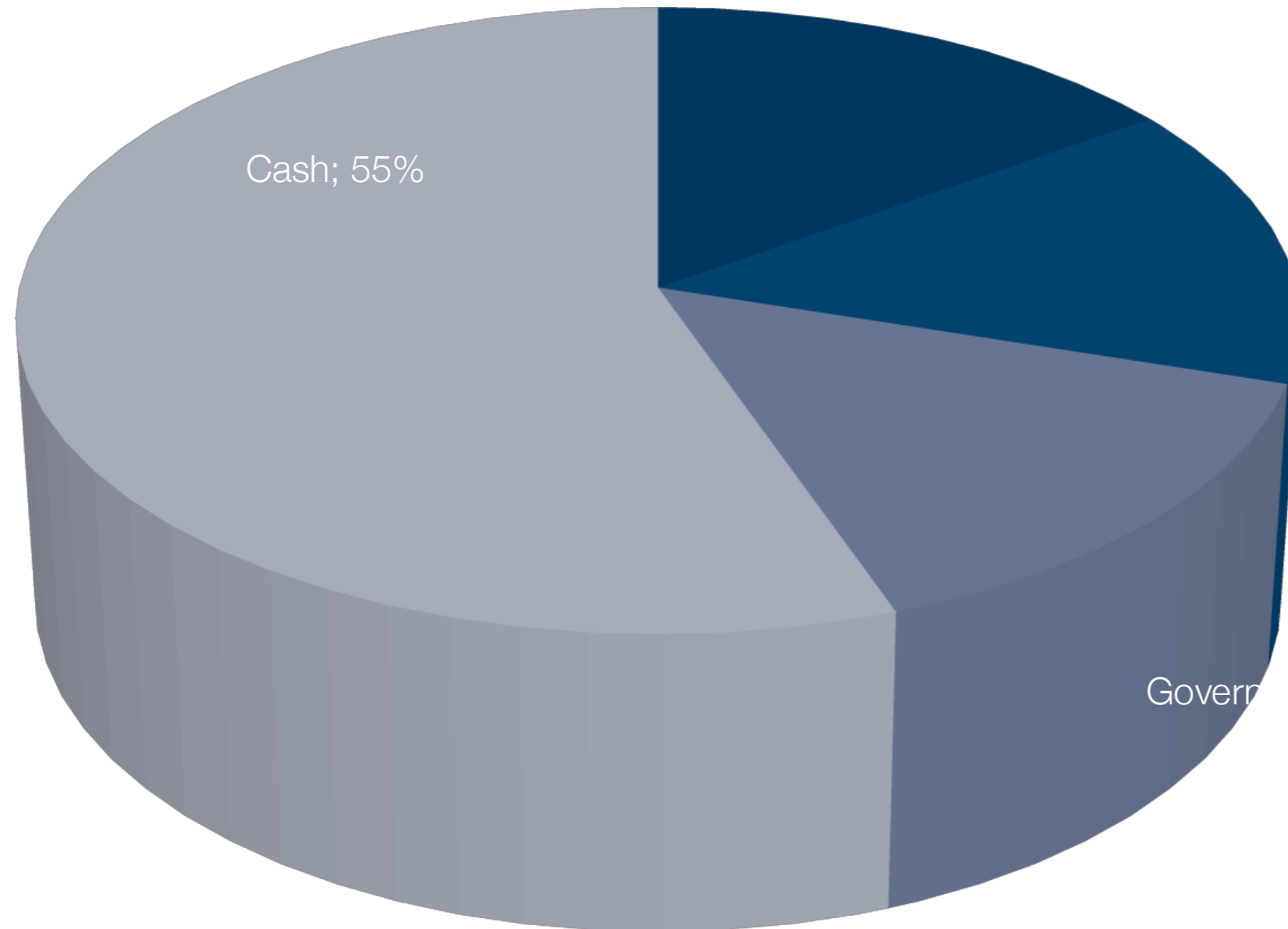
<b>ASSETS</b>	<b>31 December 2012</b>		<b>31 December 2011</b>	
<b><u>Fixed assets</u></b>				
Computers	1,014		1,148	1,148
Infrastructure	293		215	
Office equipment	76		77	
<b>Total Fixed assets</b>		<b>1,383</b>		<b>1,441</b>
<b><u>Intangible fixed assets</u></b>				
Software development	1,223		1,465	
<b>Total intangible fixed assets</b>		<b>1,223</b>		<b>1,465</b>
<b><u>Financial assets</u></b>				
Fixed Term Deposits	3,000		-	
Government bonds	5,797		1,990	
		<b>8,797</b>		<b>1,990</b>
<b><u>Current assets</u></b>				
Accounts receivable	370		10,595	
VAT	223		2	
Miscellaneous receivables	1,242		1,154	
<b>Total Current assets</b>		<b>1,834</b>		<b>11,750</b>
<b><u>Cash on hand</u></b>		<b>10,947</b>		<b>17,625</b>
<b>Total ASSETS</b>		<b>24,185</b>		<b>34,270</b>
<b><u>LIABILITIES</u></b>				
<b><u>Capital</u></b>				
Reserves	477		477	
Clearing House	18,568		17,646	
Surplus	2,358		923	
<b>Total Capital</b>		<b>21,404</b>		<b>19,045</b>
<b><u>Current liabilities</u></b>				
Creditors	889		759	
Wage taxes & social securities	498		421	
Unearned revenues	327		12,952	
Miscellaneous payables	1,067		1,093	
<b>Total Current liabilities</b>		<b>2,781</b>		<b>15,225</b>
<b>Total LIABILITIES</b>		<b>24,185</b>		<b>34,270</b>

# Capital / expense ratio 2012



# RIPE NCC Treasury

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# Financial developments 2013

- Strong membership development
  - April 2013: 9,154 members, +394 since 1 Jan 2013
- Positive revenue development
- Costs below budget for Q1

<b>In million EUR</b>	<b>Q1 2013</b>	<b>Q1 B2013</b>	<b>Q1 2012</b>
Revenue	4.90	4.73	4.92
Operational Exp	4.13	4.50	3.77
Misc. Exp	0.47	0.47	0.49
Interest income	0.11	0.15	0.13
Surplus/Deficit	0.40	(0.01)	0.80



Questions?

