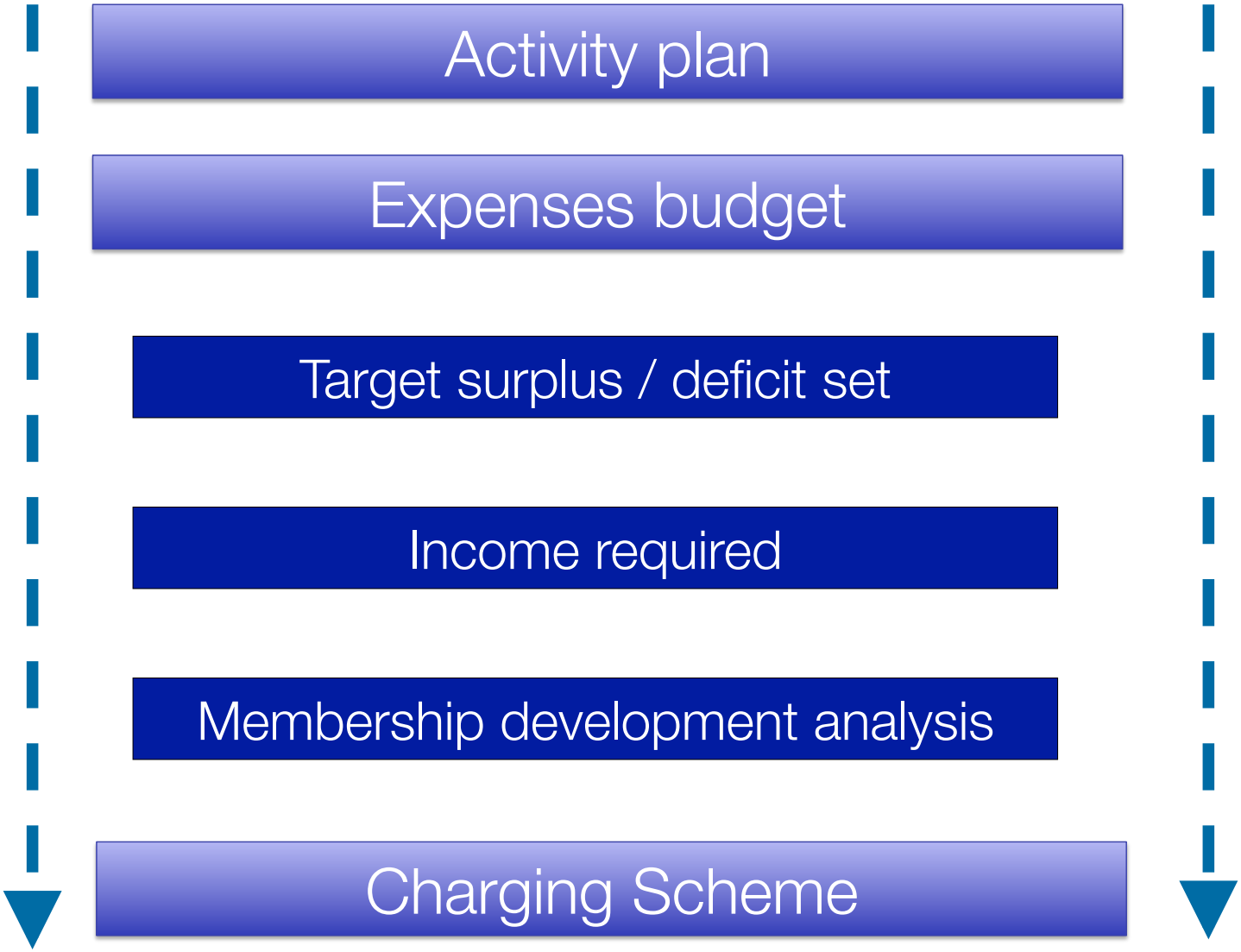
Draft RIPE NCC Budget 2012

Jochem de Ruig – Chief Financial Officer

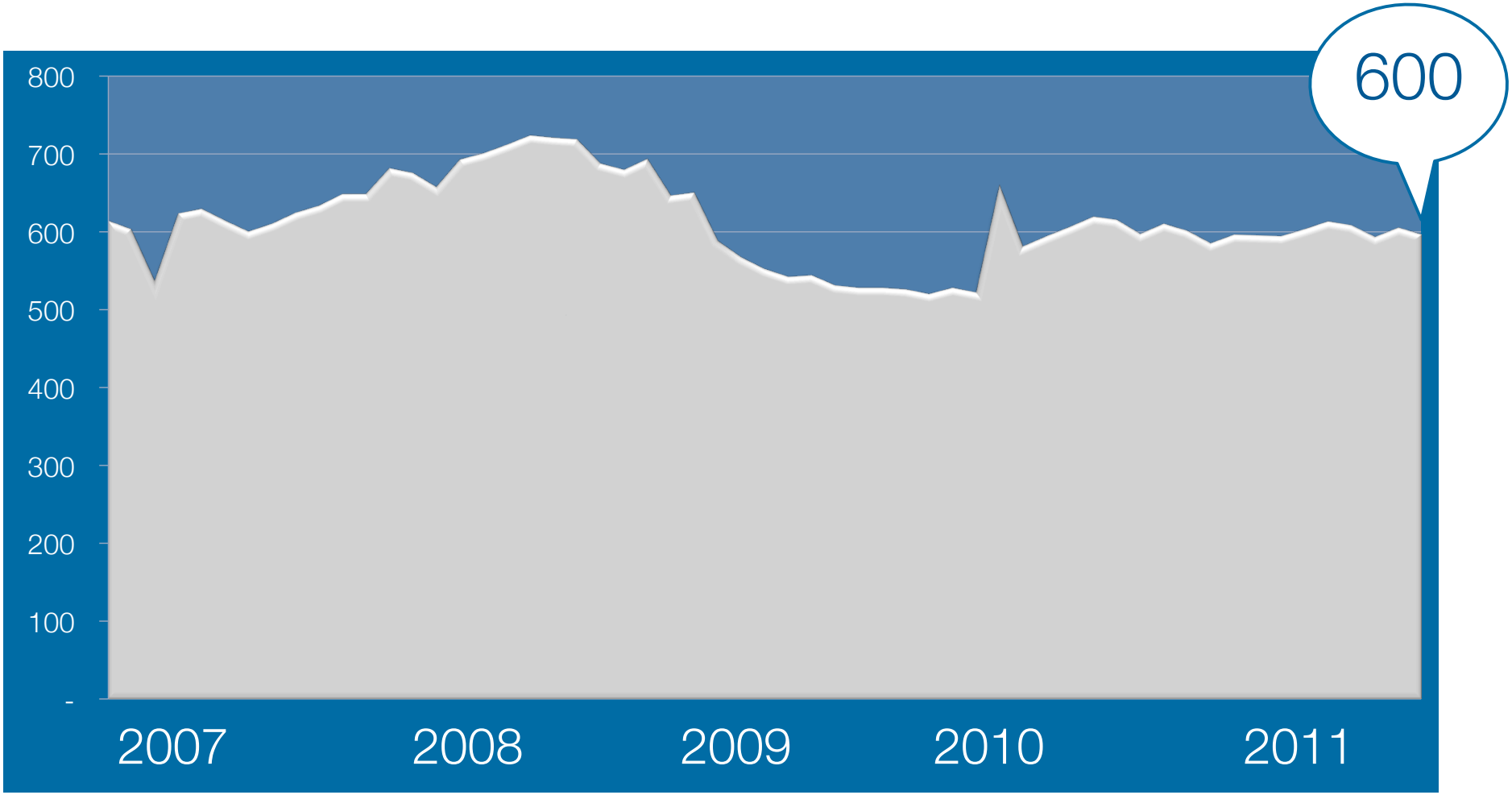
Budget & Charging Scheme Procedure



Overview Draft Budget 2012

- Increase in income +5% from LE 2011
- Increase in expenses +10% from LE 2011, +9% from B2011
- Increase in budgeted FTEs +1% from LE 2011
- Interest income remains low around 2.5%
- Capital / expense ratio below 100%

Revenue B2012 – Members development



Revenue B2012 – Members development

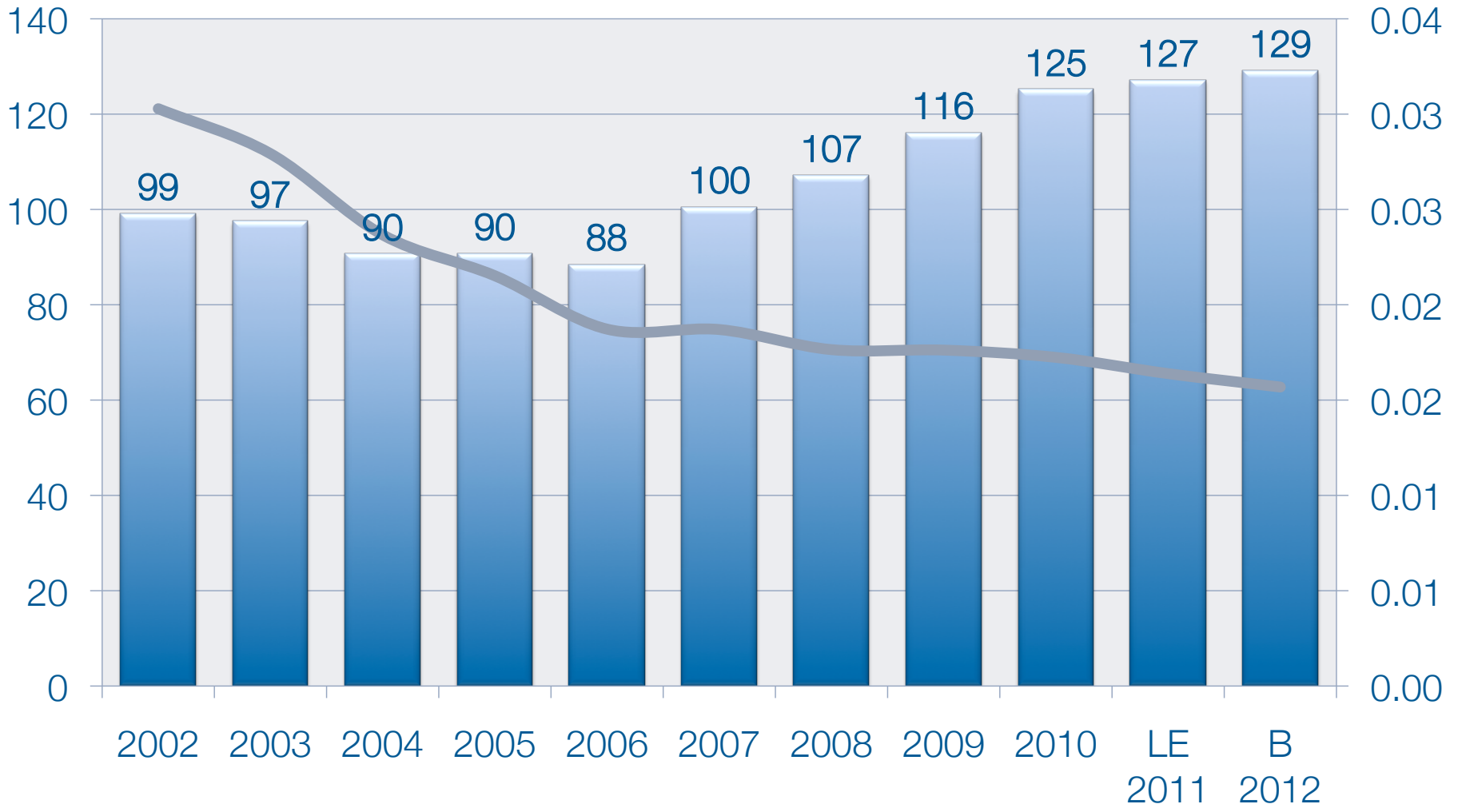
In kEUR	Budget 2012	LE 2011	Budget 2011	Difference B12 vs 2011	Difference B12 vs B11
Service Fees*	19,100	17,850	17,191	1,250	1,909
End User Fees	-	200	232	(200)	(232)
RIPE Meeting	250	250	250	-	-
Other Income	70	250	218	(180)	(148)
Total Income	**19,420**	**18,550**	**17,891**	**870**	**1,529**

- Increase in service fee income + 7% vs LE 2011
- End User fees move to Service fees
- Other income lower – DNSmon/TTM become members

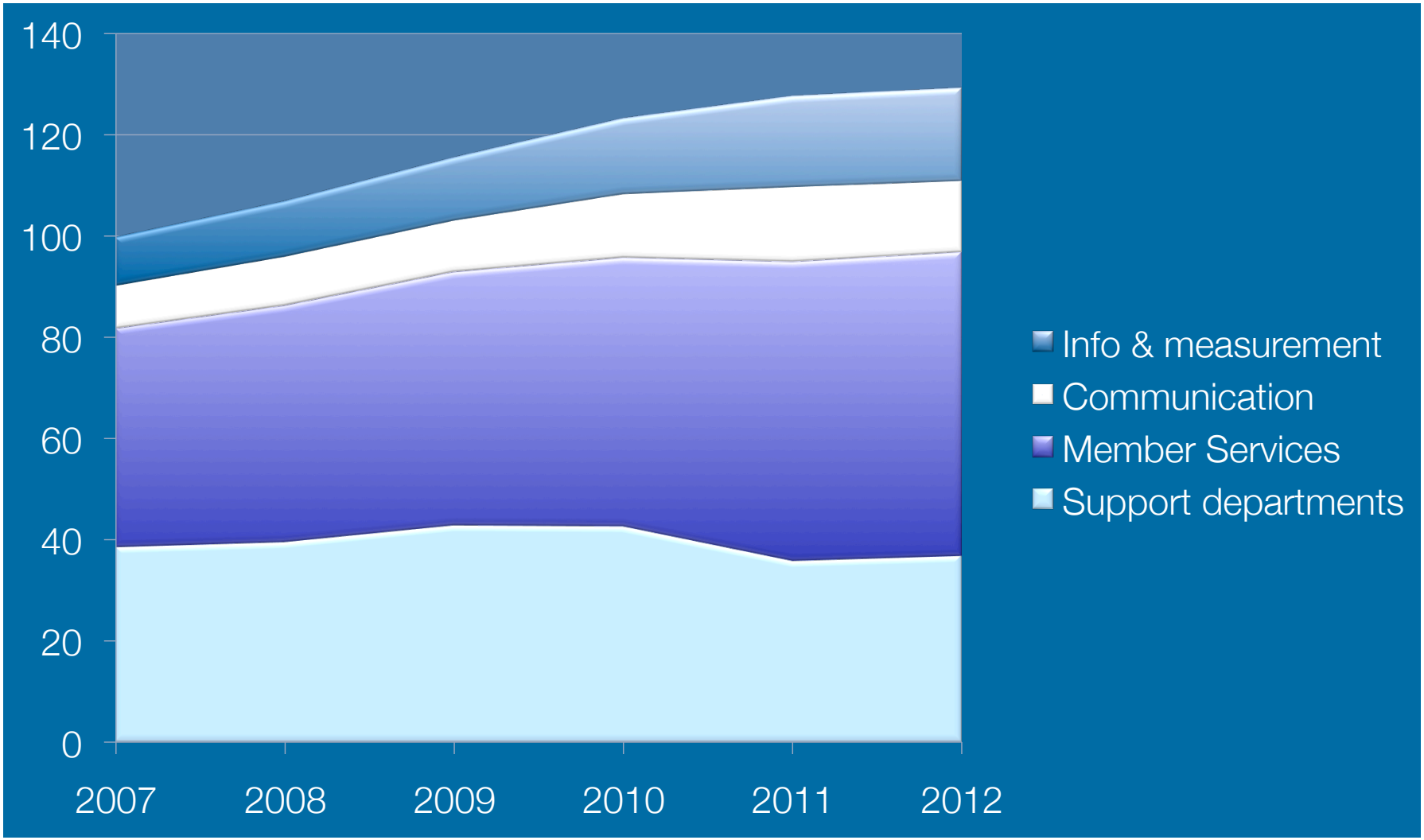
Expenses B2012 – Category overview

In kEUR **Expenditure**	Budget 2012	LE 2011	Budget 2011	Difference B12 vs 2011	Difference B12 vs B11
Personnel Expenses	10,958	10,100	10,268	858	690
General Operating Expenses	5,232	4,327	4,665	905	567
RIPE Meeting	806	800	857	6	(51)
Training Courses	423	290	383	133	40
Regional Meetings	324	402	263	(78)	61
Financial Expenses	118	120	108	(2)	10
Subtotal Operational Expenses	17,861	16,039	16,544	1,822	1,317
Miscellaneous Expenses	250	150	250	100	-
Depreciation	1,836	1,728	1,481	108	355
Subtotal Miscellaneous Expenses & Depreciation	2,086	1,878	1,731	208	355
Total Expenses	**19,947**	**17,917**	**18,275**	**2,030**	**1,672**

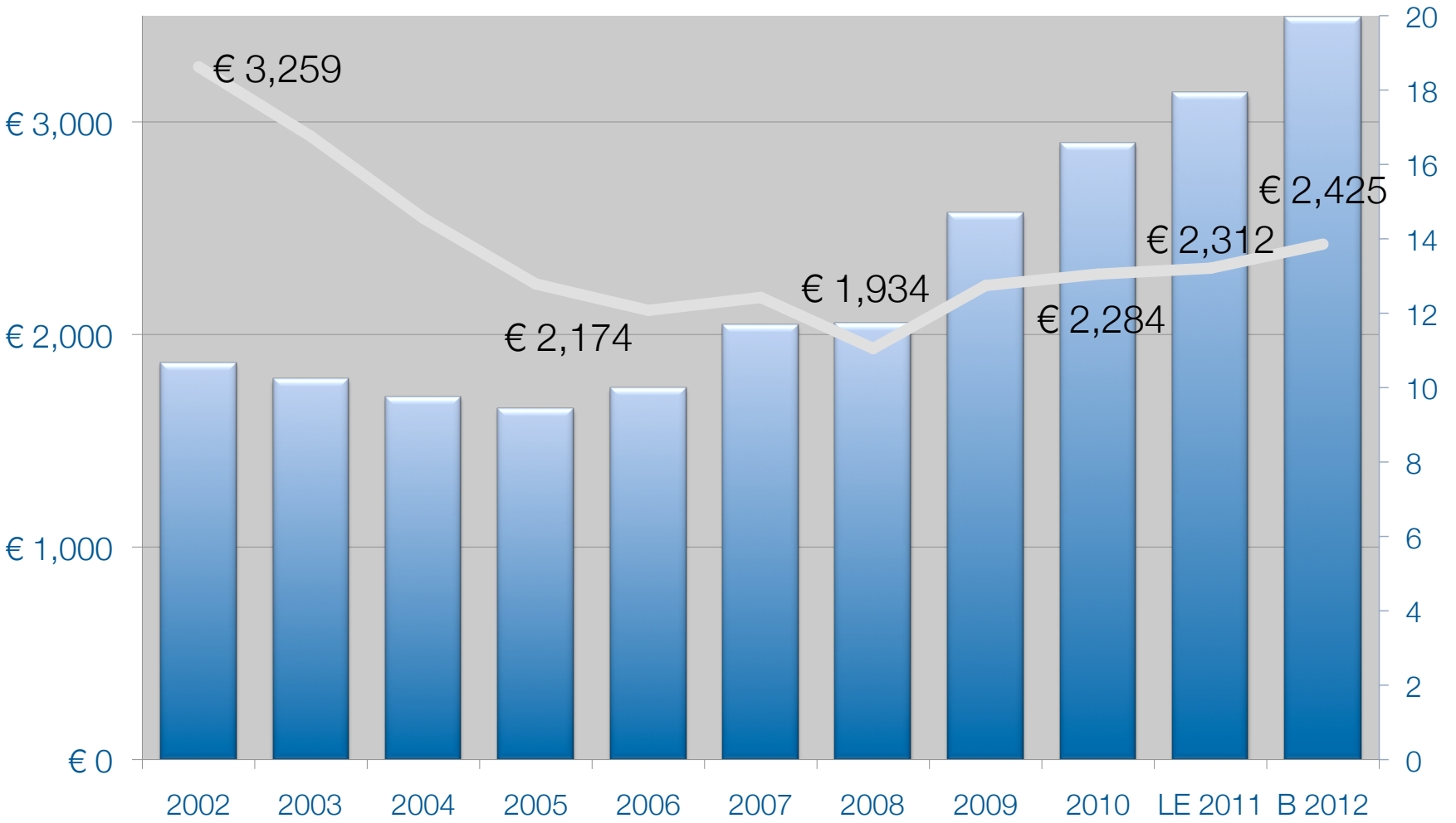
FTE overview 2002 – B 2012



FTEs per division



Expense development 2002 – B2012



P&L B2012 vs LE 2011 and B2011

In kEUR	Budget 2012	LE 2011	Budget 2011	Difference B12 vs 2011	Difference B12 vs B11
Income					
Service Fees*	19,100	17,850	17,191	1,250	1,909
End User Fees	-	200	232	(200)	(232)
RIPE Meeting	250	250	250	-	-
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Subtotal Miscellaneous Expenses & Depreciation	2,086	1,878	1,731	208	355
Total Expenses	**19,947**	**17,917**	**18,275**	**2,030**	**1,672**
Interest Income	550	365	300	185	250
Surplus / Deficit	**23**	**998**	**(84)**	**(975)**	**(107)**
Capital expenditure	2,214	1,525	2,540	689	(326)

Questions?



RIPE NCC