

# RIPE NCC Financial Report 2011

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Jochem de Ruig – Chief Financial Officer



# Financial highlights 2011

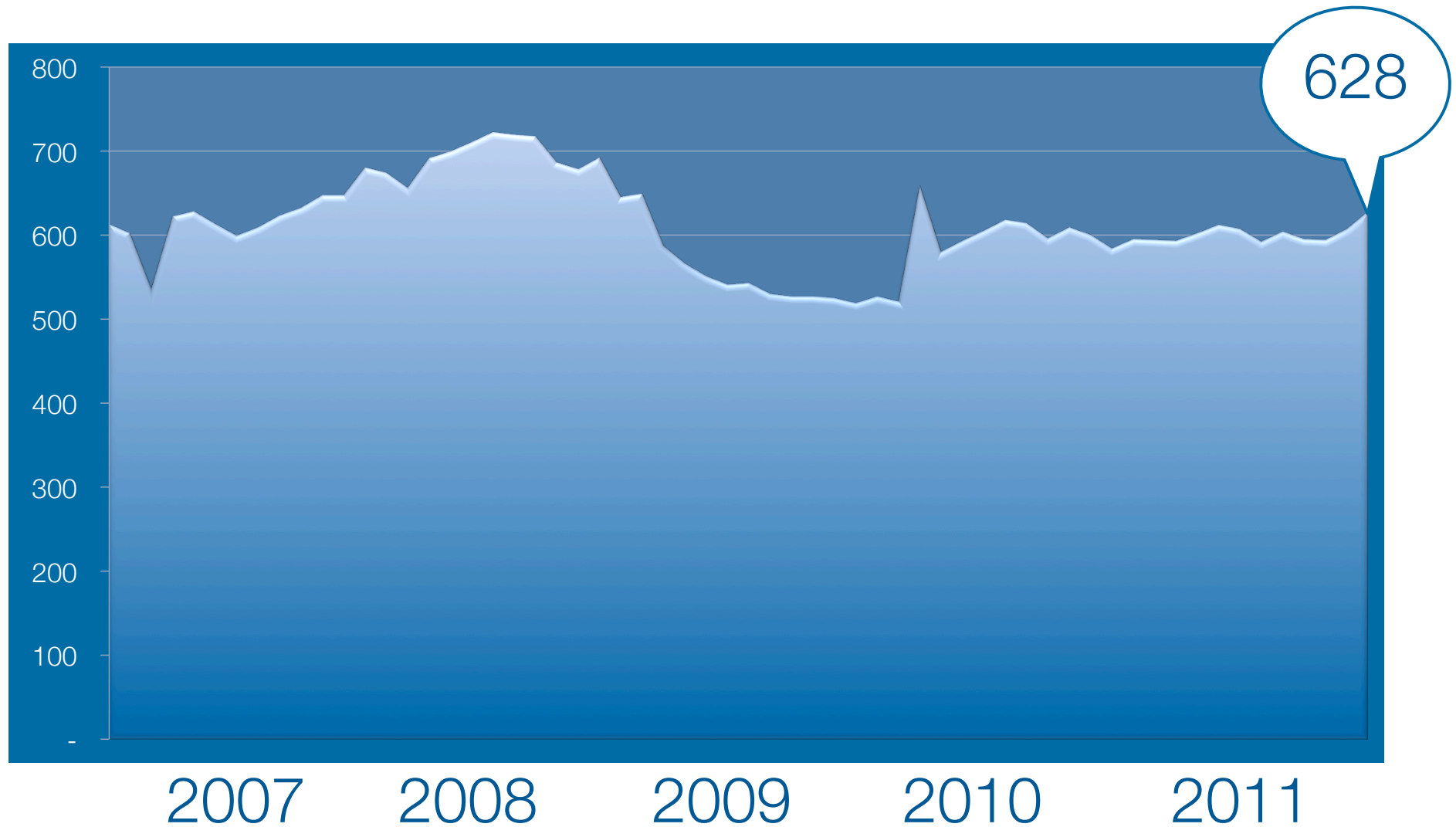
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- Membership growth in 2011 to 7,795 (+9% vs 2010)
- Revenue 2011 above budget +5%
- Expenses 2011 below budget -1%
- Surplus above budget: 923 KEUR
- Decrease in investments -38% (-23% vs 2010)
- Increase in capital to EUR 19.0 million

# Financial indicator developments

	Variance		
	2011	B 2011	2010
Revenue (in million EUR)	18.7	+5%	+10%
Expenses (in million EUR)	18.2	-1%	+10%
Surplus (in million EUR)	0.9	+++*	+29%
Capital expense (in million EUR)	1.6	-38%	-23%
No. of members	7,795	+1%	+9%
Average expense per member (in €)	€ 2,330	-2%	+2%
Capital / expense ratio in %	105%	+7%	-4%
Basic defense interval in days	642	N/A	-9%

# Revenue 2011 - Members development



# Income development 2001 - 2011

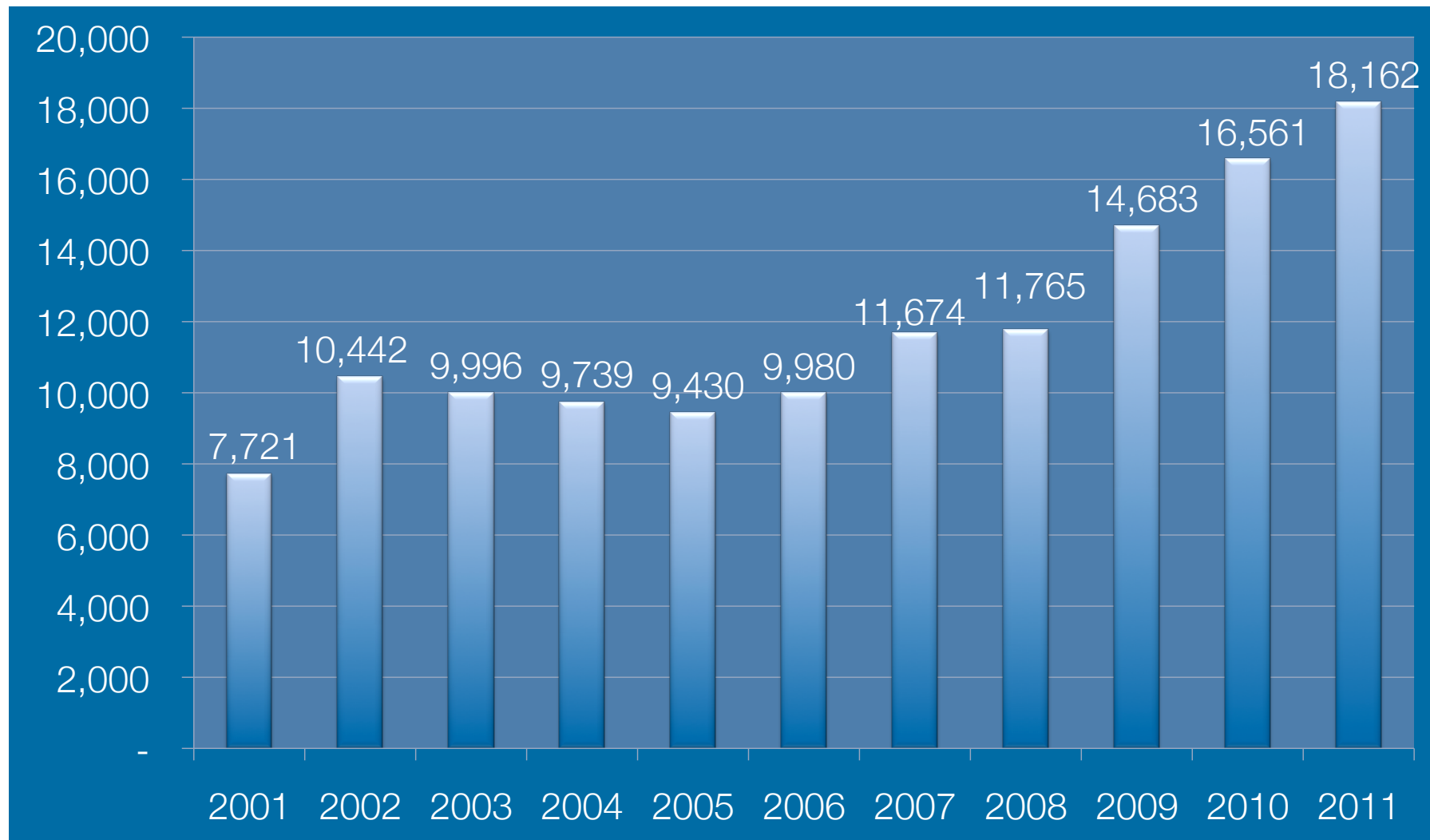


# Revenue development

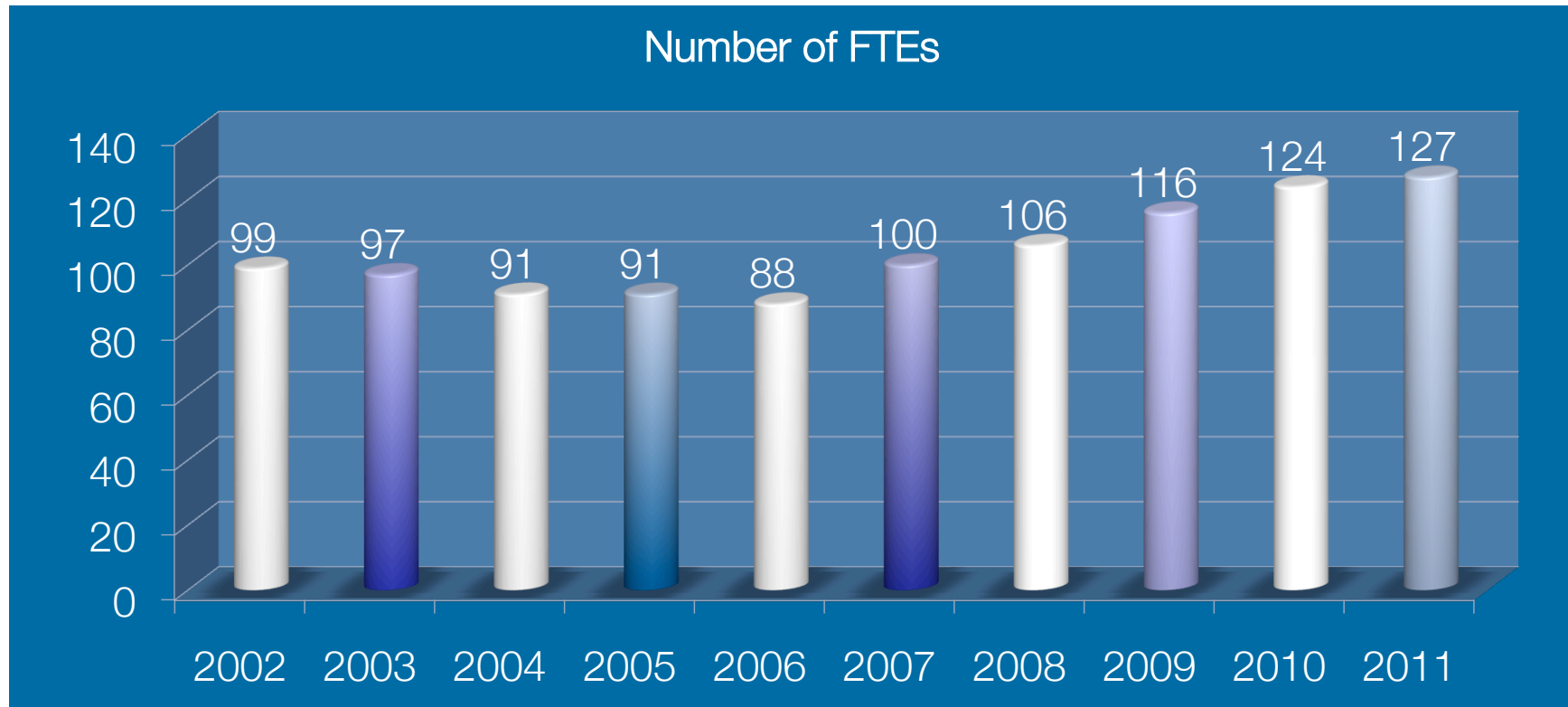
In kEUR <b>Income</b>	Actual		Budget		Actual	Difference			
	2011		2011		2010	11 / B11	11 / 10		
Service fee	16,003		16,031		14,633	(28)	0%	1,370	9%
Sign up fee	1,866		1,160		1,750	626	50%	116	7%
End User Fees	238		152		145	87	57%	94	85%
RIPE Meeting	260		250		250	10	4%	10	4%
Other Income	337		218		150	119	54%	187	124%
<b>Total Income</b>	<b>18,704</b>		<b>17,891</b>		<b>16,928</b>	<b>813</b>	<b>5%</b>	<b>1,776</b>	<b>10%</b>

- Service fee income on budget 0%, +9% on 2010
- Sign up fees + 50%, more than 1,000 applications
- Number of DAUs increased by 47% to 113
- Other income higher  
+40 kEUR RPKI, 49 kEUR Atlas probe sponsorship

# Expense development 2001-2011



# Personnel expenses



- Number of FTE -2% from budget; 3% above '10
- Personnel costs – 1% from budget; 11% above '10



# Expense development 2011

<b>1 January – 31 December</b>	Actual	Budget	Actual	Variance	Variance		
<b><u>Expenditures</u></b>	Year 2011	Year 2011	Year 2010	FY11 vs B11	FY11 vs FY10		
Personnel	10,196	10,281	9,150	(85)	-1%	1,046	11%
Housing	654	750	702	(96)	-13%	(48)	-7%
Office costs	1,022	953	1,125	69	7%	(103)	-9%
Marketing / ER	607	834	608	(227)	-27%	(1)	0%
Contributions	449	382	458	67	18%	(9)	-2%
IT Infrastructure	867	868	756	(1)	0%	111	15%
Travel	1,521	1,621	1,410	(100)	-6%	111	8%
Consultancy incl legal	888	740	684	148	20%	204	30%
Financial expenses	116	115	114	1	1%	2	2%
<b>Subtotal expenses</b>	<b>16,320</b>	<b>16,544</b>	<b>15,007</b>	<b>(224)</b>	<b>-1%</b>	<b>1,313</b>	<b>9%</b>
<b>Miscellaneous costs</b>							
Bad debts & misc. costs	141	200	135	(109)	-44%	6	4%
Depreciation	1,701	1,481	1,419	219	15%	282	20%
<b>Total Miscellaneous costs &amp; Depreciation</b>	<b>1,842</b>	<b>1,731</b>	<b>1,554</b>	<b>111</b>	<b>6%</b>	<b>288</b>	<b>19%</b>
<b>Total expenses</b>	<b>18,162</b>	<b>18,275</b>	<b>16,561</b>	<b>(113)</b>	<b>-1%</b>	<b>1,602</b>	<b>10%</b>

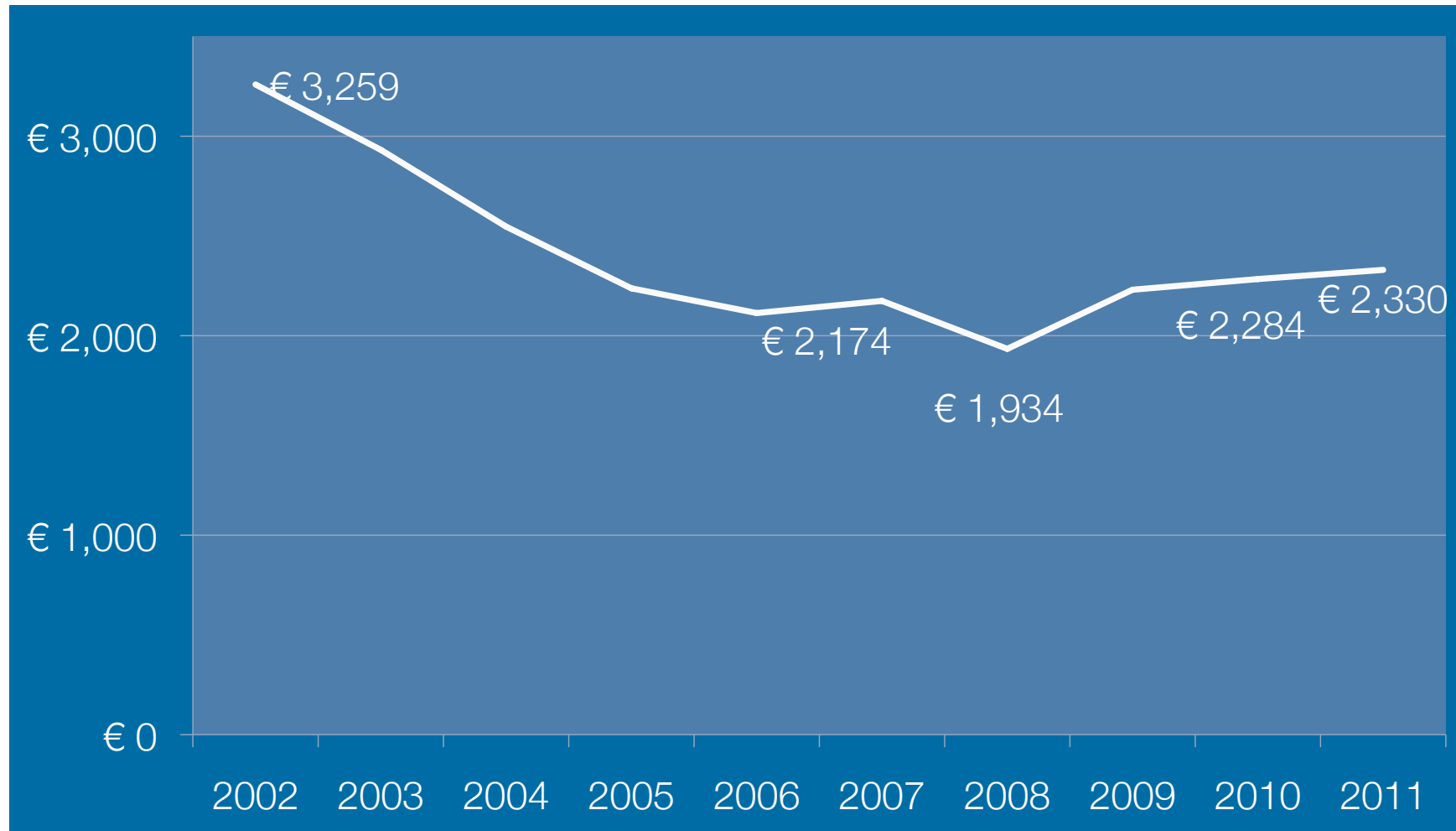
**Capital expenses** 1,587 **Budget 2011: 2,540**

# Activity Expenses

	Actual FTE 2011	Actuals 2011 in kEUR	Budget 2011 in kEUR	% vs B2011
The Registry	43.8	3,756	3,507	7%
The Membership	13.5	2,345	1,895	24%
Technical Coordination	2.2	460	510	-10%
RIPE - Policy and Community support	10.2	1,936	1,760	10%
Outreach and External Relations	4.2	861	945	-9%
Information and Measurement Services	18.5	1,936	2,190	-12%
Admin and support	33.7	5,027	5,736	-12%
Total	126.2	16,320	16,544	-1%

# Average expense per member

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# Statement of Income and Expenditure 2011

<u>Income</u>	<b>Actual 2011</b>	<b>Budget 2011</b>	<b>Actual 2010</b>	Variance 2011 vs B2011		Variance 2011 vs Y2010	
Service Fees	16,003	16,031	14,633	(28)	0%	1,370	9%
Sign Up Fees	1,866	1,240	1,750	626	50%	116	7%
Direct Assignment User Fees	238	152	145	87	57%	94	65%
RIPE Meetings	260	250	250	10	4%	10	4%
Other Income	337	218	150	119	54%	187	124%
<b>Total Income</b>	<b>18,704</b>	<b>17,891</b>	<b>16,928</b>	<b>813</b>	<b>5%</b>	<b>1,776</b>	<b>10%</b>
<b><u>Expenditures</u></b>							
Personnel	10,196	10,281	9,150	(85)	-1%	1,046	11%
Housing	654	750	702	(96)	-13%	(48)	-7%
Office Costs	1,022	953	1,125	69	7%	(103)	-9%
Marketing/ER	607	834	608	(227)	-27%	(1)	0%
Contributions*	449	382	458	67	18%	(9)	-2%
IT Infrastructure	867	868	756	(1)	0%	111	15%
Travel	1,521	1,621	1,410	(100)	-6%	111	8%
Consultancy	888	740	684	148	20%	204	30%
Bank Charges**	116	115	114	4	3%	1	1%
<b>Subtotal Operational Expenses</b>	<b>16,320</b>	<b>16,544</b>	<b>15,007</b>	<b>(224)</b>	<b>-1%</b>	<b>1,313</b>	<b>9%</b>
<b>Surplus Before Miscellaneous Costs &amp; Depreciation</b>	<b>2,383</b>	<b>1,347</b>	<b>1,921</b>	<b>1,036</b>	<b>77%</b>	<b>462</b>	<b>24%</b>
Bad Debts & Miscellaneous Costs	141	250	135	(109)	-44%	6	4%
Depreciation	1,701	1,481	1,419	219	15%	282	20%
<b>Total Miscellaneous Costs &amp; Depreciation</b>	<b>1,842</b>	<b>1,731</b>	<b>1,554</b>	<b>111</b>	<b>6%</b>	<b>288</b>	<b>19%</b>
<b>Total Expenses</b>	<b>18,162</b>	<b>18,275</b>	<b>16,561</b>	<b>(113)</b>	<b>-1%</b>	<b>1,601</b>	<b>10%</b>
<b>Surplus Before Interest Income</b>	<b>542</b>	<b>(384)</b>	<b>367</b>	<b>926</b>		<b>174</b>	
Result on Interest Income	381	300	347	81	27%	34	10%
<b>Surplus / Deficit</b>	<b>923</b>	<b>(84)</b>	<b>714</b>	<b>1,007</b>		<b>208</b>	

# Notes on Balance Sheet and Cash Flow

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- Increase in Capital to EUR 19.1 million – 31 Dec 2011
- Decrease in Capital / expense ratio
  - 2010: 109% of total expenses
  - 2011: 105% of total expenses
- Decrease in Intangible Fixed asset – SW development
- Net cash outflow 3 MEUR
  - Result of late approval of Charging Scheme which caused late sending of invoices – mid December

# RIPE NCC Treasury

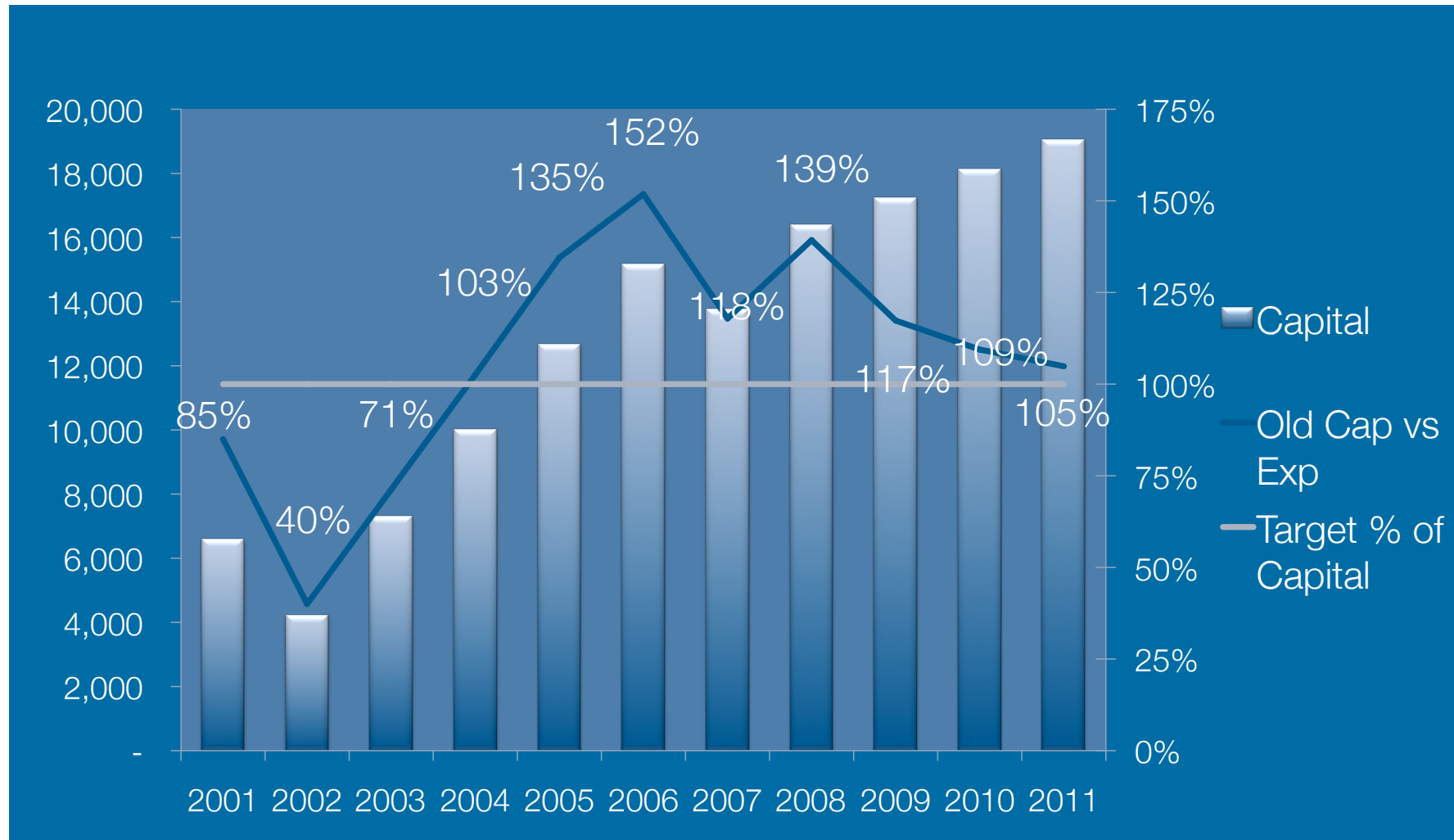
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- Treasury statute implemented in 2011 and revised
- Spreading of investments in:
  - Deposits with banks (high rating)
  - Government bonds (prime bonds – AAA - EUR)
- Cautious implementation, taking into account market developments
- Currently about 2 million invested in NL and DE government bonds

# Balance sheet 31 December 2011

<b>ASSETS</b>	<b>2011</b>	<b>2010</b>
<b>Fixed assets</b>		
Computers	1,148	1,174
Infrastructure	215	110
Office equipment	77	62
<b>Total Fixed assets</b>	<b>1,441</b>	<b>1,346</b>
<b>Intangible Fixed Assets</b>		
SW Development	1,465	1,657
	<b>1,465</b>	<b>1,657</b>
<b>Financial assets</b>		
Government Bonds	1,990	
	<b>1,990</b>	
<b>Current assets</b>		
Accounts receivable	10,595	5,692
VAT	2	(19)
Miscellaneous receivables	1,154	1,112
<b>Total Current assets</b>	<b>11,750</b>	<b>6,785</b>
<b>Cash on hand</b>	<b>17,625</b>	<b>22,935</b>
<b>Total ASSETS</b>	<b>34,270</b>	<b>32,722</b>
<b>LIABILITIES</b>		
<b>Capital</b>		
Reserves	477	477
Clearing House	17,646	16,932
Surplus	923	714
<b>Total Capital</b>	<b>19,045</b>	<b>18,123</b>
<b>Current liabilities</b>		
Creditors	759	1,018
Wage taxes & social securities	421	384
Unearned revenues	12,952	12,049
Miscellaneous payables	1,093	1,148
<b>Total Current liabilities</b>	<b>15,225</b>	<b>14,600</b>
<b>Total LIABILITIES</b>	<b>34,270</b>	<b>32,722</b>

# Capital / expense ratio 2011





Questions?

