

RIPE NCC Financial Update 2011

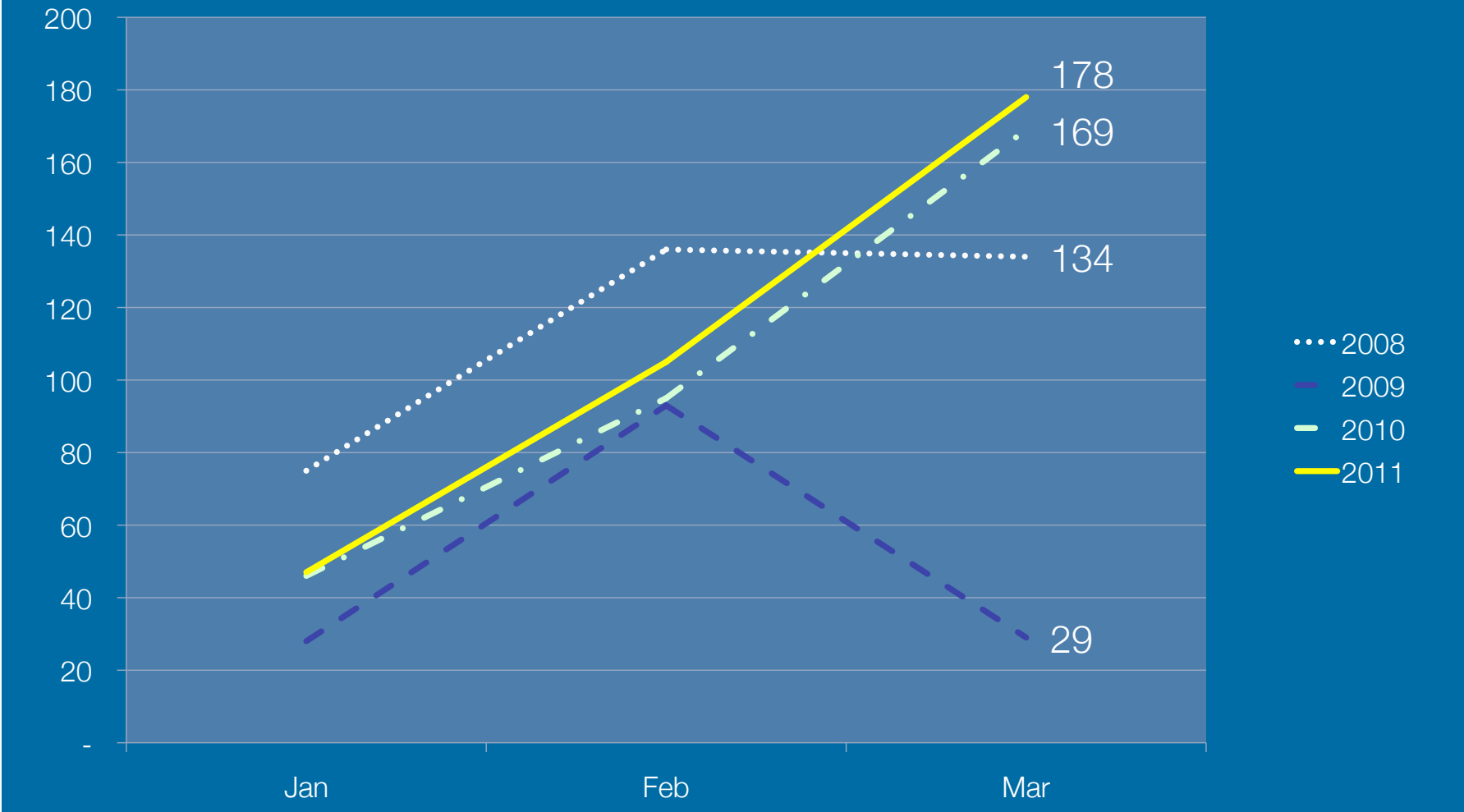
Jochem de Ruig – Chief Financial Officer



Financial highlights Q1 2011

- Membership growth to 7,345 - 178 in 2011
- Revenue above budget +7% (+12% from 2010)
- Expenses 2011 were below budget -4%
 - FTEs below budget -2%
 - Depreciation above budget +12%
- Surplus above budget: 672 KEUR for Q1 2011
- Average number of days for payment decreased

Cumulative members growth 2007 - 2011



Cumulative membership growth 2007-2011



Income development Q1 2011

1 January 2011 - 31 March 2011	Actual Q1 2011	Budget Q1 2011	Actual Q1 2009	Variance FY10 vs Bud FY10		Variance FY10 vs FY09	
Income							
Service fee	3,886	3,930	3,580	(44)	-1%	306	9%
Sign up fee	564	284	430	280	99%	134	31%
Direct End User fee	58	32	31	26	81%	27	87%
RIPE Meeting	-	-	-	-	0%	-	0%
Other income	74	54	34	20	37%	40	118%
Total Income	4,582	4,300	4,075	282	7%	507	12%

- Service fees existing members on budget
- Increase in new LIRs
 - Number of applications 366
- Increase in Direct End Users

Expense development Q1 2011

1 January 2011 - 31 March 2011	Actual Q1 2011	Budget Q1 2011	Actual Q1 2009	Variance FY10 vs Bud FY10		Variance FY10 vs FY09	
Expenditures							
Personnel	2,424	2,536	2,328	(112)	-4%	96	4%
Housing	152	172	164	(20)	-12%	(12)	-7%
Office costs	89	97	80	(8)	-8%	9	11%
Marketing / ER	117	151	111	(34)	-23%	6	5%
Contributions	76	88	56	(12)	-14%	20	36%
IT Infrastructure	191	190	151	1	1%	40	26%
Travel	208	197	183	11	6%	25	14%
Consultancy	168	173	134	(5)	-3%	34	25%
RIPE meetings	2	3	7	(1)	-33%	(5)	-71%
Training Courses	78	88	71	(10)	-11%	7	10%
Regional meetings	4	1	0	3	300%	4	1900%
Financial expenses	40	27	40	13	48%	-	0%
Total expenses	3,549	3,723	3,325	(174)	-5%	224	7%
Surplus before misc. & fin. expenses	1,033	577	750	-	-	-	-
Miscellaneous costs							
Doubtful debts	37	46	3	(9)	-20%	34	1133%
Other miscellaneous costs	-	12	-	(12)	-100%	-	0%
Depreciation	414	370	300	44	12%	114	38%
Total Miscellaneous costs & Depreci	451	428	303	23	5%	148	49%
Total expenses	4,000	4,151	3,628	(151)	-4%	372	10%

Statement of Income & Expenditure Q1 2011

1 January 2011 - 31 March 2011	Actual Q1 2011	Budget Q1 2011	Actual Q1 2009	Variance FY10 vs Bud FY10		Variance FY10 vs FY09	
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Interest income	90	73	94	17	23%	(4)	-4%
Surplus / Deficit	672	222	541	450	-	131	-

Balance Sheet 31 March 2011

<u>ASSETS</u>	31 March 2011	31 March 2010
Fixed assets		
Computers	1,162	1,073
Infrastructure	150	143
Office equipment	60	81
Total Fixed assets	1,372	1,297
Intangible Fixed Assets		
SW Development	1,673	1,159
	1,673	1,159
Current assets		
Accounts receivable	540	2,811
VAT	45	43
Miscellaneous receivables	1,263	1,417
Total Current assets	1,848	4,272
Cash on hand	24,369	20,237
Total ASSETS	29,262	26,965
LIABILITIES		
Capital		
Reserves	477	477
Clearing House	16,932	16,111
Surplus	1,126	1,232
Total Capital	18,534	17,820
Current liabilities		
Creditors	258	- 271
Wage taxes & social securities	258	213
Unearned revenues	9,530	8,693
Miscellaneous payables	681	509
Total Current liabilities	10,728	9,144
Total LIABILITIES	29,262	26,965

Expectations for 2011

- Membership growth above budget
- Revenue above budget
- Expenses 2011 expected on/below budget
 - Personnel expenses 2011 expected on budget
 - Depreciation expenses 2011 above budget
- Surplus above budget
- Increase in capital
- Decrease in Capital/Expense ratio

Questions?

