



Financial update Q1 2010

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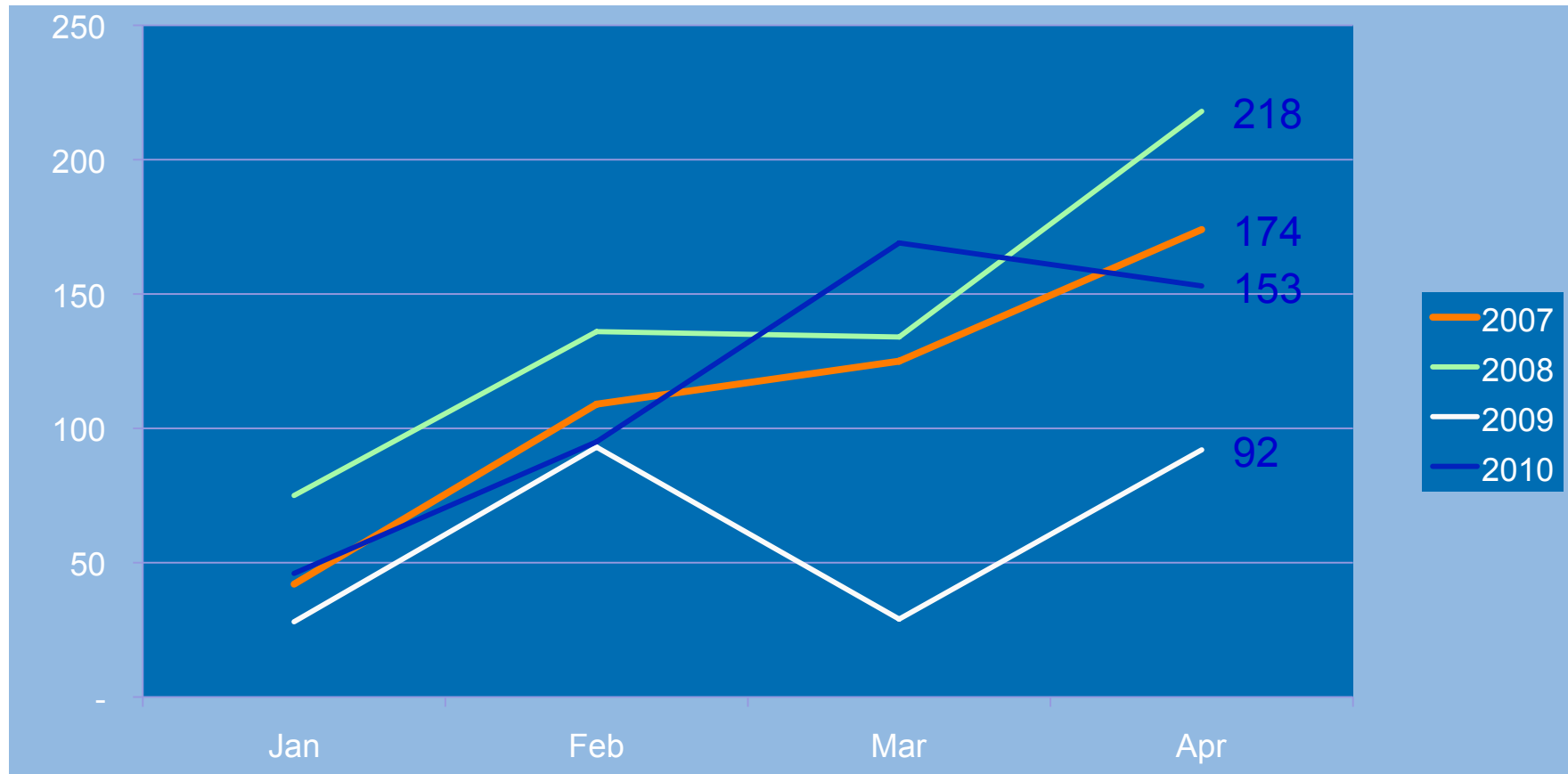


Financial Highlights Q1 2010

- High number of applications, stable membership growth
- Membership growth in 2010 to 6,752 (+11% vs 2009)
- Income on budget and above 2009 +16%
- Expenses 2009 below budget -14%, above 2009 +7%
- Interest income 94 kEUR on budget, -60% vs 2009
- Surplus above budget: 541 KEUR for Q1 2010



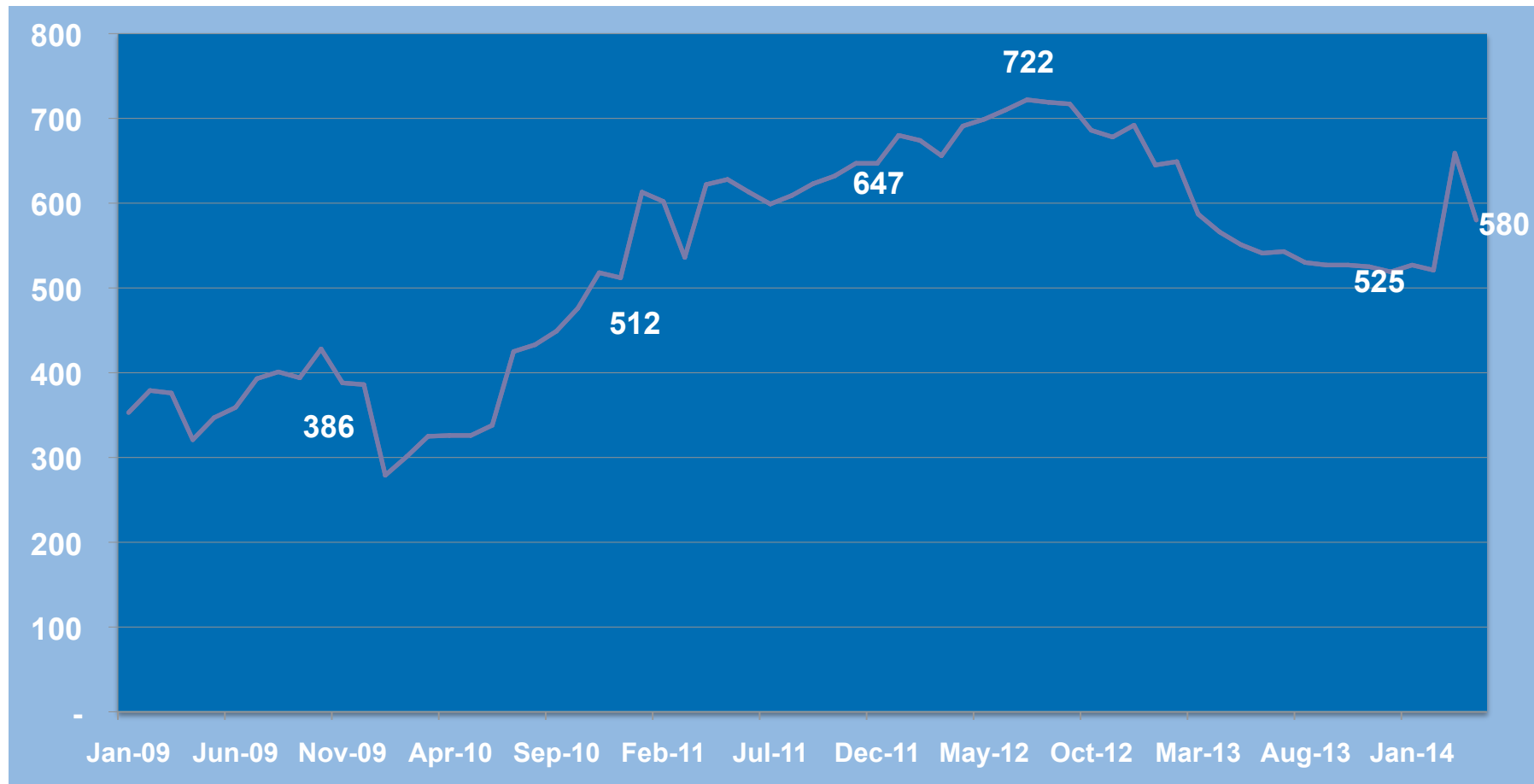
Cumulative members growth 2007 - 2010



- New member growth above 2009;
 - Membership per 30 April 2010: 6,736 (April 2009: 6,156)



Cumulative members growth 2007 - 2010





Income Q1 2010 I

1 January 2010 - 31 March 2010

Income

	Actual Q1 2010	Budget Q1 2010	Variance FY10 vs Bud FY10	
Fee Existing LIRs	3,580	3,576	4	0%
Fee New LIRs	430	324	106	33%
Fee Direct End User's	31	90	(59)	-66%
RIPE Meeting	-	-	-	0%
Other income	34	47	(13)	-28%
Total Income	4,075	4,037	38	1%

- Service Fee on budget, membership growth above budget
- New LIR vs budget +33% - applications in line with 2009
 - Membership per 31 March 2009: 6,752 (March 2009: 6,093)
 - Closed 85 members in April due to non payment

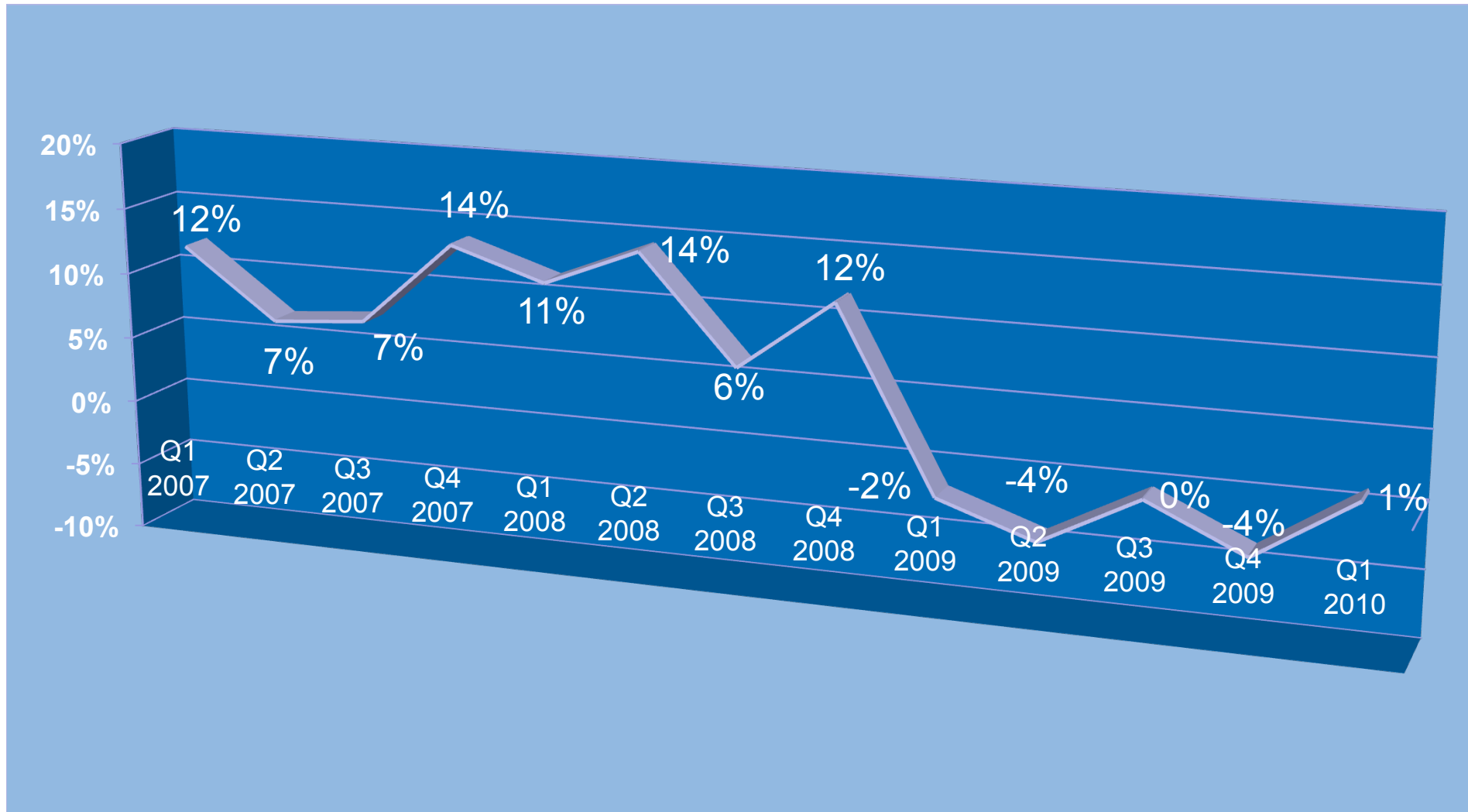


Income Q1 2010 II

1 January 2010 - 31 March	Actual Q1 2010	Actual Q1 2009	Variance FY10 vs FY09	
<u>Income</u>				
Fee Existing LIRs	3,580	3,060	520	17%
Fee New LIRs	430	424	6	1%
Fee Direct End User's	31	4	27	675%
RIPE Meeting	-	-	-	0%
Other income	34	34	-	0%
Total Income	4,075	3,522	553	16%

- Service Fee Income increase of +17% (in 2009 +11%)
 - Increase in Service fee Income of 12% due to Independent Resources
- New LIR growth above 2009;
 - Membership per 31 March 2010: 6,752 (March 2009: 6,093)

Development of Revenue vs Budget





Expenses Q1 2010

In kEUR

1 January 2010 - 31 March 2010

	Actual Q1 2010	Budget Q1 2010	Variance FY10 vs Bud FY10	
Expenditures				
Personnel	2,328	2,263	65	3%
Housing	164	180	(16)	-9%
Office costs	79	99	(20)	-20%
Marketing / ER / ICANN	167	250	(83)	-33%
IT Infrastructure	151	207	(56)	-27%
Travel	183	236	(53)	-22%
Consultancy	134	185	(51)	-28%
RIPE meetings	7	4	3	75%
Training Courses	71	83	(12)	-14%
Regional meetings	0	-	0	0%
Financial expenses	40	25	15	60%
Total expenses	3,324	3,532	(208)	-6%

• Operational expenses below Budget

- Personnel expenses above budget → increase in other Personnel costs (taxes, education)
- Number of FTE below budget in Q1 120.1
- Other operational expenses below budget, except Financial expenses



In kEUR

Expenses Q1 2010

1 January 2010 - 31 March	Actual Q1 2010	Actual Q1 2009	Variance FY10 vs FY09	
Expenditures				
Personnel	2,328	1,985	343	17%
Housing	164	176	(12)	-7%
Office costs	79	98	(19)	-19%
Marketing / ER / ICANN	167	212	(45)	-21%
IT Infrastructure	151	176	(25)	-14%
Travel	183	184	(1)	-1%
Consultancy	134	195	(61)	-31%
RIPE meetings	7	3	4	133%
Training Courses	71	70	1	1%
Regional meetings	0	-	0	0%
Financial expenses	40	24	16	67%
Total expenses	3,324	3,123	201	6%

- Operational expenses 6% above 2009

- Number of FTE above Q1 2009 in Q1 120.1 vs 110.3 in Q1 2009 (+9%)
- Other personnel items, like education +85% (45 kEUR), employers taxes +16% (31 kEUR)
- Other operational items below 2009, except Travel and Financial expenses



P&L Q1 2010

1 January 2010 - 31 March 2010

	Actual Q1 2010	Budget Q1 2010	Actual Q1 2009	Variance FY10 vs Bud FY10		Variance FY10 vs FY09	
Income							
Fee Existing LIRs	3,580	3,576	3,060	4	0%	520	17%
Fee New LIRs	430	324	424	106	33%	6	1%
Fee Direct End User's	31	90	4	(59)	-66%	27	675%
RIPE Meeting	-	-	-	-	0%	-	0%
Other income	34	47	34	(13)	-28%	-	0%
Total Income	4,075	4,037	3,522	38	1%	553	16%
Expenditures							
Personnel	2,328	2,263	1,985	65	3%	343	17%
Housing	164	180	176	(16)	-9%	(12)	-7%
Office costs	79	99	98	(20)	-20%	(19)	-19%
Marketing / ER / ICANN	167	250	212	(83)	-33%	(45)	-21%
IT Infrastructure	151	207	176	(56)	-27%	(25)	-14%
Travel	183	236	184	(53)	-22%	(1)	-1%
Consultancy	134	185	195	(51)	-28%	(61)	-31%
RIPE meetings	7	4	3	3	75%	4	133%
Training Courses	71	83	70	(12)	-14%	1	1%
Regional meetings	0	-	-	0	0%	0	0%
Financial expenses	40	25	24	15	60%	16	67%
Total expenses	3,325	3,532	3,123	(207)	-6%	202	6%
Surplus before misc. & fin. expenses	750	505	399	245	49%	351	88%
Miscellaneous costs							
Doubtful debts	3	247	10	(244)	-99%	(7)	-70%
Other miscellaneous costs	-	13	-	(13)	-100%	-	0%
Depreciation	300	405	243	(105)	-26%	57	23%
Total Miscellaneous costs & Depreciation	303	665	253	(362)	-54%	50	20%
Total expenses	3,628	4,197	3,376	(569)	-14%	252	7%
Interest income	94	97	231	(3)	-3%	(137)	-59%
Surplus / Deficit	541	(63)	377	604		164	
FTE	120.1	121.1	110.3	(1.0)	-1%	9.8	9%

Balance Sheet 31 March 2010

ASSETS	31 March 2010		31 March 2009	
Fixed assets				
Computers	1,348		807	
Infrastructure	110		157	
Office equipment	75		91	
Total Fixed assets		1,534		1,055
Intangible fixed assets				
Software development	1,207		699	
Total intangible fixed assets		1,207		699
Current assets				
Accounts receivable	741		854	
VAT	152		64	
Miscellaneous receivables	1,779		1,787	
Total Current assets		2,672		2,705
Cash on hand		23,278		22,057
Total ASSETS		28,691		26,516
LIABILITIES				
Capital				
Reserves	477		477	
Clearing House	16,932		16,115	
Surplus	541		377	
Total Capital		17,950		16,969
Current liabilities				
Creditors	643		785	
Wage taxes & social securities	224		190	
Unearned revenues	8,669		7,592	
Miscellaneous payables	1,205		980	
Total Current liabilities		10,741		9,547
Total LIABILITIES		28,691		26,516



Expectations for the full year 2010

- Membership growth above budget
- Income above or on budget, above 2009 around +15%
- Expenses 2009 expected below / on budget
 - Personnel just above
 - Other expenses below budget
- Surplus expected; Budgeted deficit -323



Questions?

