



RIPE NCC
RIPE NETWORK COORDINATION CENTRE

Financial Update Q3 2016

Jochem de Ruig
CFO
RIPE NCC

Financial Highlights Q3 2016



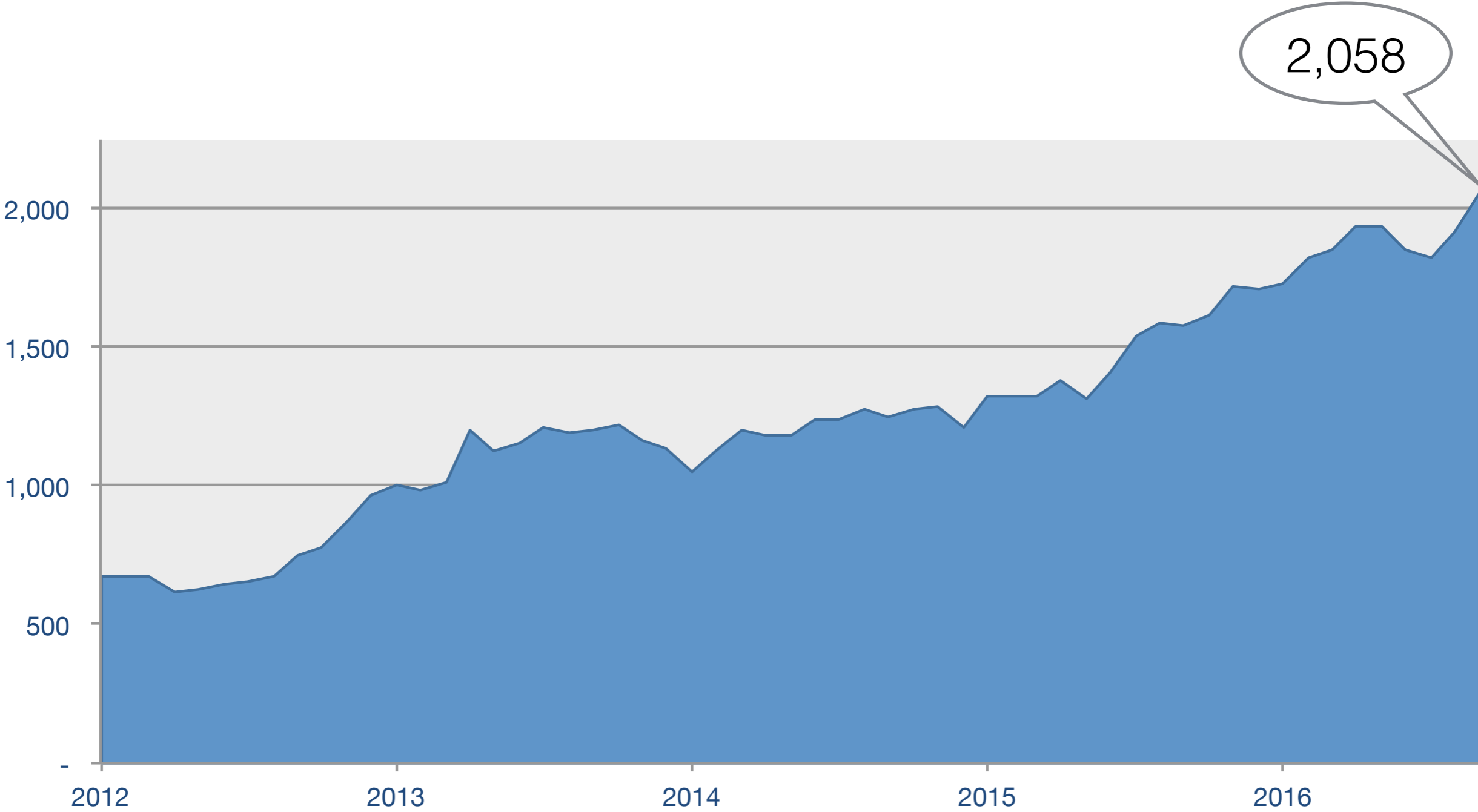
- Revenue above budget
 - Strong growth
- Smooth redistribution of 2015 surplus
- Expenses below budget
- Delayed renovation - low CAPEX
 - Capital expenses on budget - renovation costs

Performance Indicators Q3 2016



Year-to-Date (YTD)	Q3 2016	Q3 B2016	Q3 2015
Income in million EUR	20.3	7%	4%
Expenses in million EUR	16.7	-5%	5%
Surplus in million EUR	3.8	138%	3%
Capital expense in million EUR	0.5	-72%	-49%
Number of LIRs	14.483	2%	17%
Average expense per member	€ 1.574	-6%	-10%

12-Month LIR Development



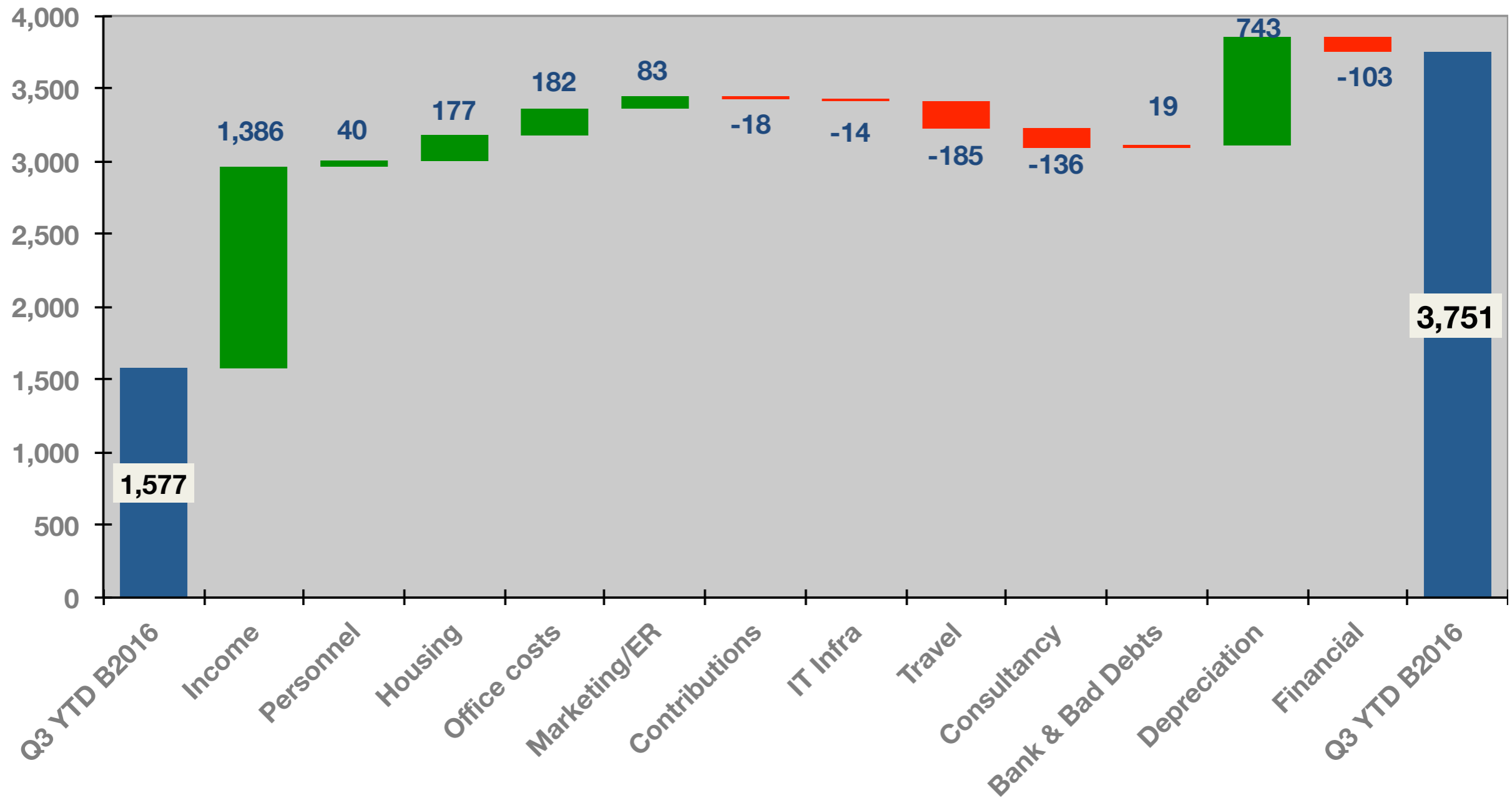
Revenue YTD 30 September 2016



	Actual	Budget	Actual	Variance	Variance
<u>Income</u>	2016	2016	2016	2016 vs B2016	2016 vs 2015
Fees existing members	14.406	14.749	14.326	343 -2%	80 1%
Service fees new members	1.407	985	1.430	422 43%	(23) -2%
Sign-up fees	4.018	2.810	3.444	1.208 43%	574 17%
Member fees	19.831	18.544	19.200	1.287 7%	631 3%
Other Income	444	345	323	99 29%	121 37%
Total Income	20.275	18.889	19.523	1.386 7%	752 4%

- High LIR growth
 - More than 2,000 New LIRs in first nine months

Differences B2016 vs 2016

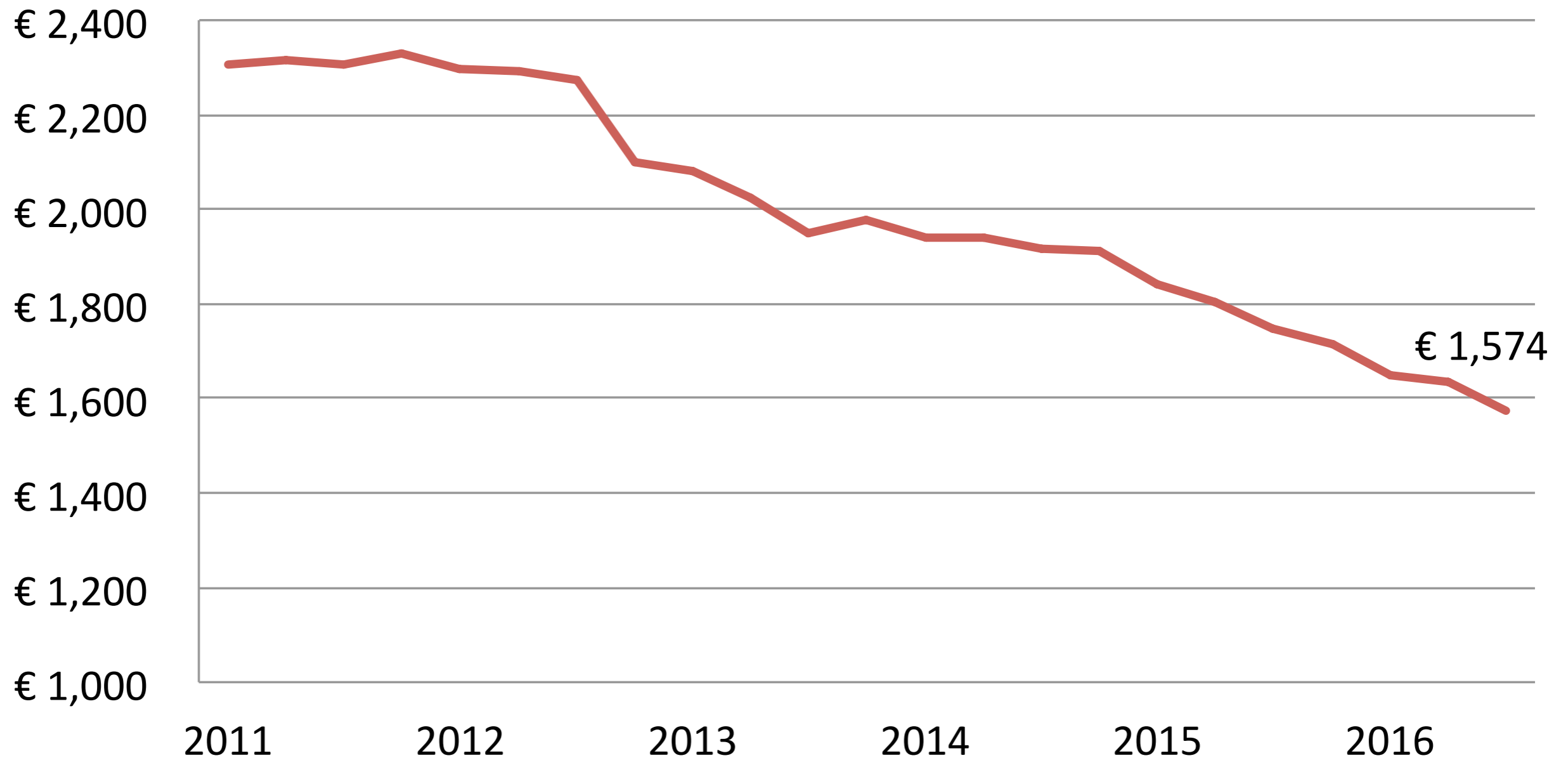


Expenses YTD 30 September 2016

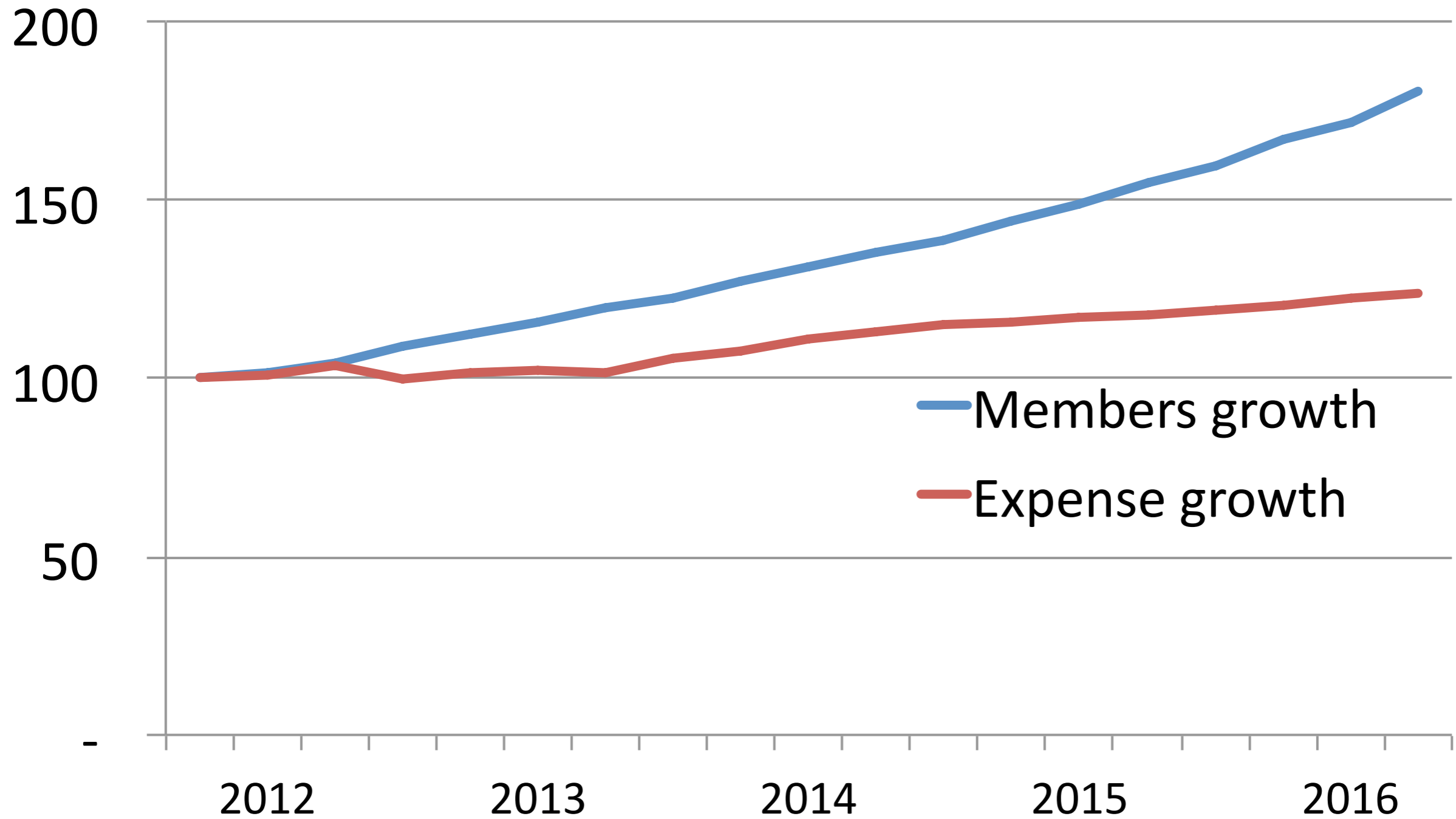


	Actual	Budget	Actual	Variance		Variance	
	2016	2016	2015	2016 vs B2016		2016 vs 2015	
Personnel	9.889	9.929	9.436	(40)	0%	453	5%
Housing	641	818	615	(177)	-22%	26	4%
Office Costs	1.275	1.457	1.191	(182)	-12%	84	7%
Marketing / ER	487	570	432	(83)	-15%	55	13%
Contributions	444	426	411	18	4%	33	8%
IT Infrastructure	1.075	1.061	978	14	1%	97	10%
Travel	1.063	878	885	185	21%	178	20%
Consultancy	1.202	1.066	940	136	13%	262	28%
Bank Charges	159	158	165	1	1%	(6)	-4%
Bad debts	130	150	150	(20)	-13%	(20)	-13%
Depreciation	382	1	730	(743)	-66%	(348)	-48%
Total Expenses	16.747	17.638	15.933	(891)	-5%	814	5%

Average Expense per Member



Member vs Expense Growth



Balance Sheet 30 September 2016



<u>ASSETS</u>	2016	2015
Tangible Fixed Assets	1.985	1.911
Financial Fixed Assets	10.497	10.335
Cash on hand	21.780	20.977
Miscellaneous Receivables - Current Assets	2.936	2.496
TOTAL ASSETS	37.198	35.719
<u>CAPITAL AND LIABILITIES</u>		
Clearing House	25.063	25.325
Surplus	3.751	3.654
Capital	28.814	28.979
Re-distribution of Member Fees 2015	637	-
Other Current Liabilities	7.747	6.740
Current Liabilities	8.384	6.740
TOTAL CAPITAL AND LIABILITIES	37.198	35.719

Status of Redistribution 2015



- In October 301 kEUR redistributed
- In December 2016 336 kEUR will be booked for redistribution

Amount to be redistributed in kEUR		637
------------------------------------	--	-----

Redistributed Q4 in kEUR	-/-	301
--------------------------	-----	-----

Addition to Redistribution 2016 in kEUR		336
---	--	-----

Latest Estimate Full Year 2016



- Revenue above budget +5%
 - Expected income from new LIRs above EUR 7.5 million
- Expenses on budget -1%
 - Expected personnel costs below budget -2 FTEs vs budget
- Capital expenses on budget - renovation costs



Questions



jochem@ripe.net