

# Financial update

## Q3 2013

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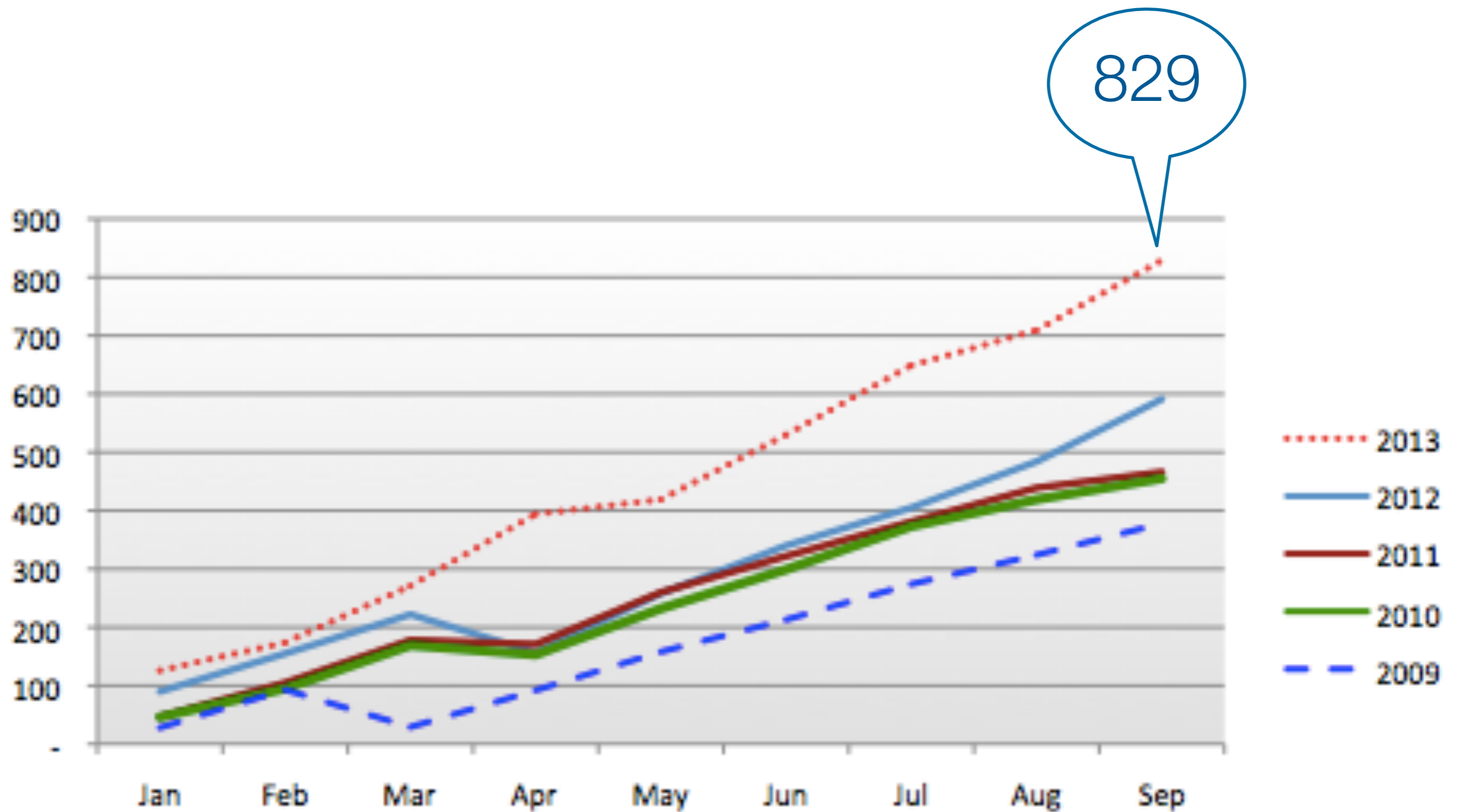
Jochem de Ruig - CFO



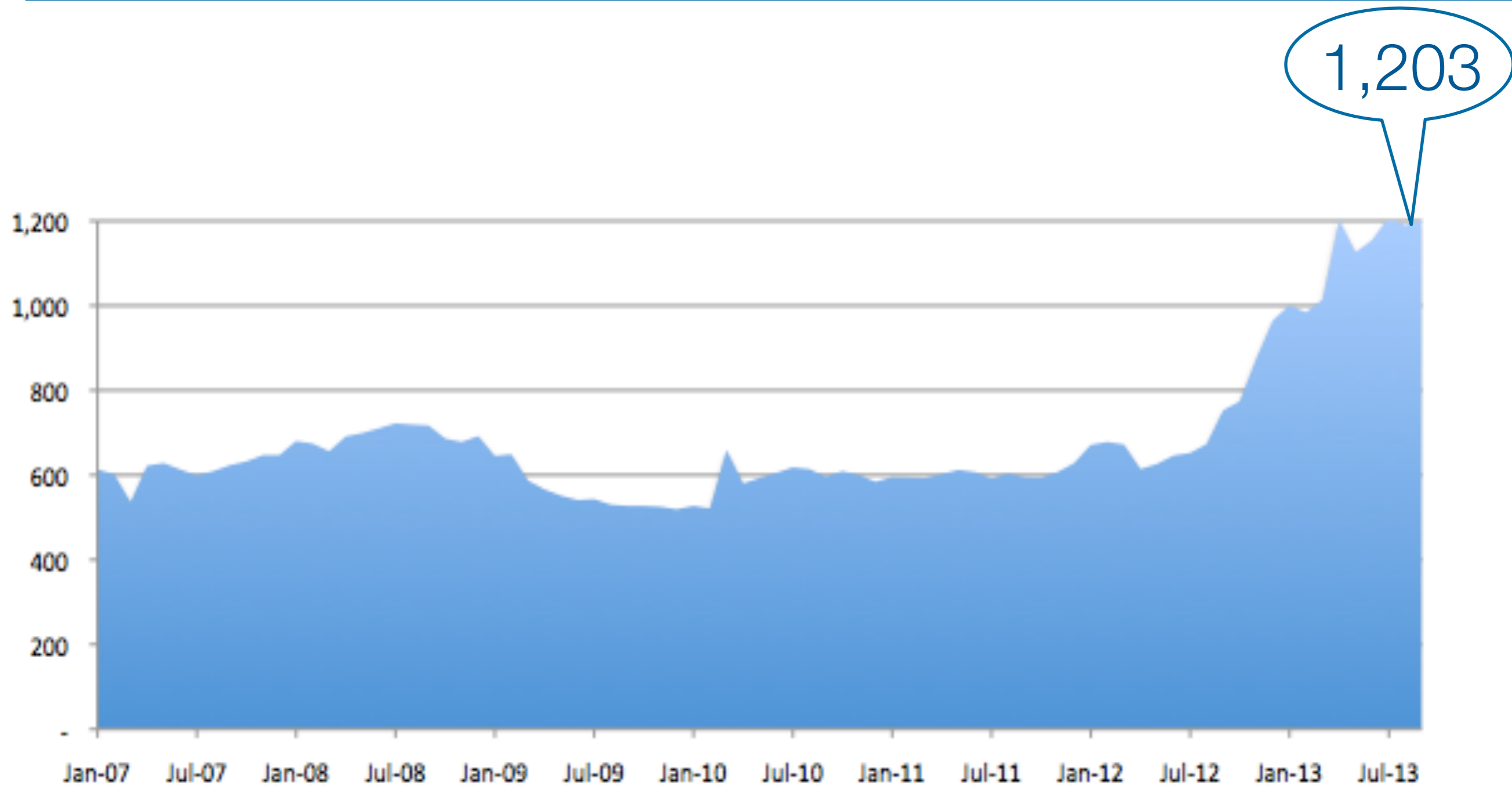
# Financial indicator developments Q3 2013

	<b>2013</b>	<b>B 2013</b>	<b>2012</b>
Revenue (in million EUR)	15.2	+3%	+1%
Expenses (in million EUR)	14.1	-6%	+2%
Surplus (in million EUR)	1.1	+449%	-37%
Capital expense (in million EUR)	0.5	-61%	-29%
No. of members	9,589	+3%	+14%
Average expense per member (in €)	€1,960	-9%	-14%
Capital / expense ratio in %	120%	+16%	+10%

# Cumulative membership growth 2009-2013



# 12 Month members growth 2007 - 2013



# Revenue development Q3 2013

in kEUR <b>Income</b>	Actual	Budget	Actual	FY13 vs B13		FY13 vs FY12	
	2013	2013	2012	kEUR	%	kEUR	%
Member Fee's	13,211	13,094	13,071	117	1%	140	1%
Member Sign Up Fee's	1,754	1,528	1,656	226	15%	98	6%
RIPE Meeting	146	125	203	21	17%	(57)	-28%
Other Income	133	75	201	58	77%	(68)	-34%
<b>Total income</b>	<b>15,244</b>	<b>14,822</b>	<b>15,131</b>	<b>422</b>	<b>3%</b>	<b>113</b>	<b>1%</b>

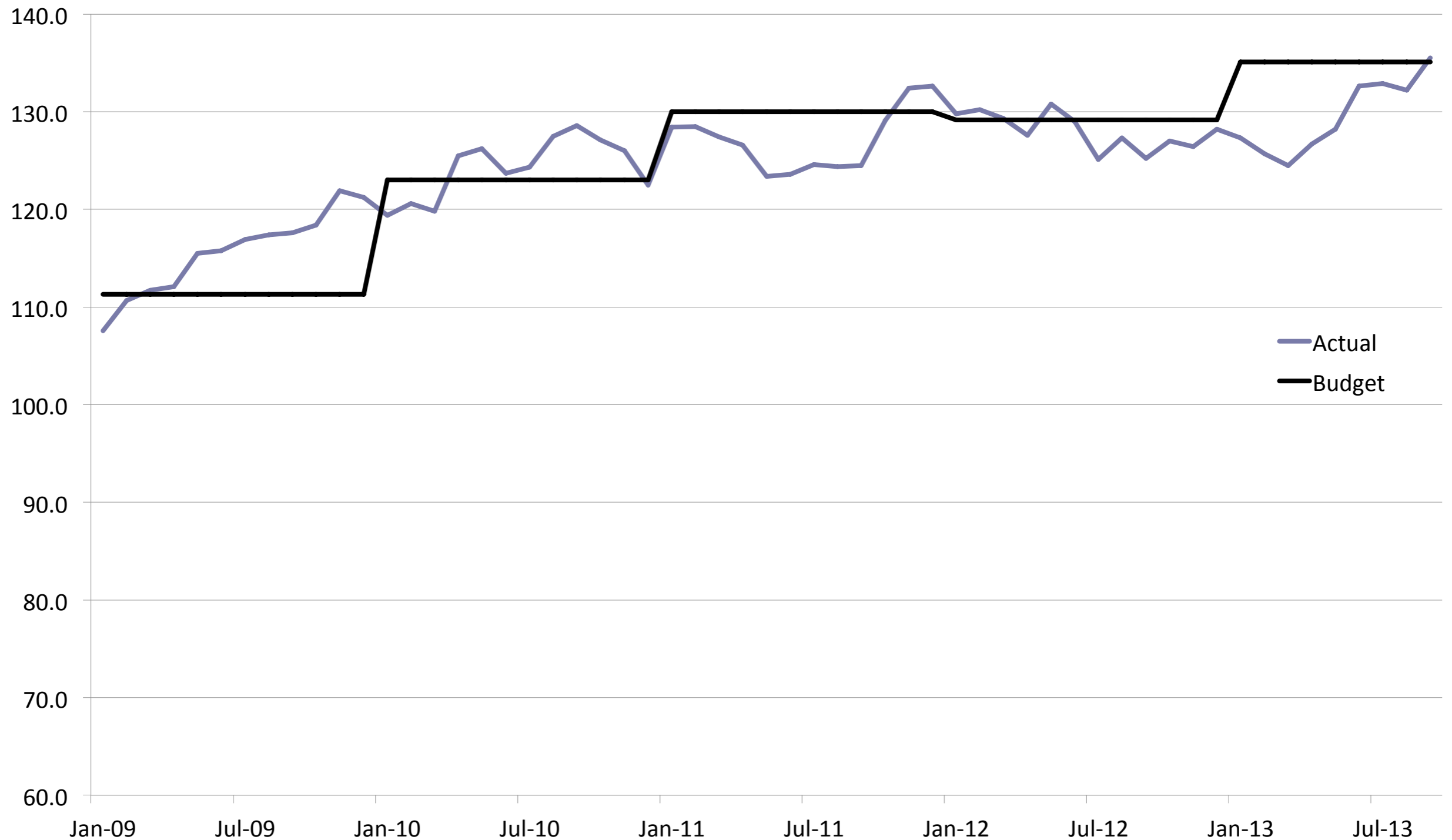
- Service fee income above budget +3%
- Sign-up fee +15%; + 226 kEUR
  - high growth in new members: 829 since 1 Jan 2013
- RIPE Meeting fees above budget +17%
- Other income - Atlas probes

# Expense development Q3 2013

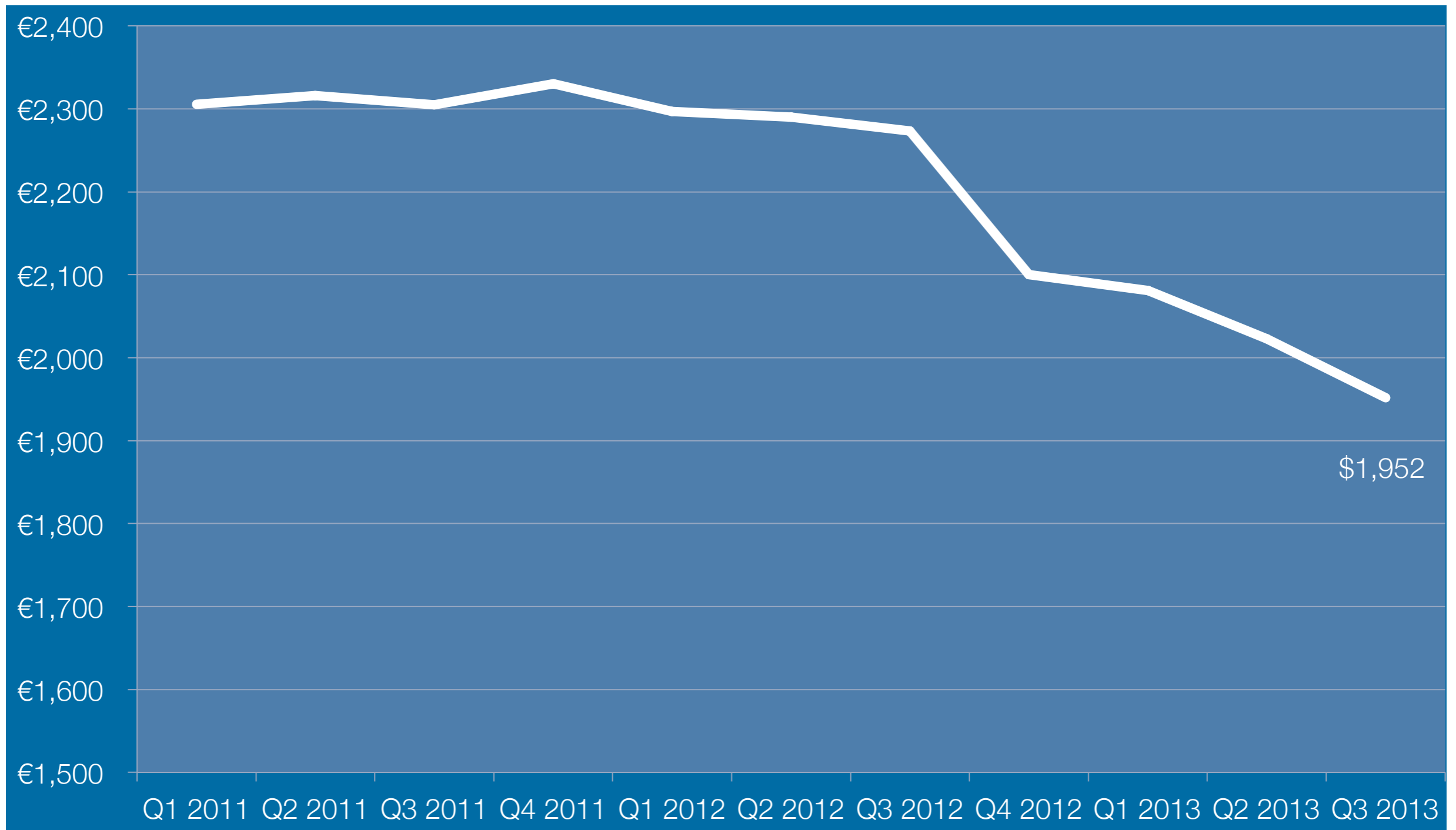
in kEUR	Actual	Budget	Actual	FY13 vs B13		FY13 vs FY12	
<b>Expenses</b>	2013	2013	2012	kEUR	%	kEUR	%
Personnel	8,395	8,593	7,982	(198)	-2%	413	5%
Housing	570	582	552	(12)	-2%	18	3%
Office Costs	853	1,000	1,031	(147)	-15%	(178)	-17%
Marketing / ER	355	465	333	(110)	-24%	22	7%
Contributions	335	305	245	30	10%	90	37%
IT Infrastructure	680	819	774	(139)	-17%	(94)	-12%
Travel	814	946	799	(132)	-14%	15	2%
Consultancy	701	834	612	(133)	-16%	89	15%
Financial Expenses	126	113	118	13	12%	8	7%
<b>Subtotal operational Expenses</b>	<b>12,829</b>	<b>13,658</b>	<b>12,446</b>	<b>(829)</b>	<b>-6%</b>	<b>383</b>	<b>3%</b>
Doubtful debts	111	113	118	(2)	-2%	(7)	-6%
Depreciation	1,204	1,310	1,287	(106)	-8%	(83)	-6%
<b>Total Miscellaneous Costs</b>	<b>1,315</b>	<b>1,423</b>	<b>1,405</b>	<b>(108)</b>	<b>-8%</b>	<b>(90)</b>	<b>-6%</b>
<b>Total Expenses</b>	<b>14,144</b>	<b>15,081</b>	<b>13,851</b>	<b>(937)</b>	<b>-6%</b>	<b>293</b>	<b>2%</b>

- Personnel expenses below budget -6%
- Expenses up by 2% - RIPE meeting in 2012 in Q3

# FTE Development 2009 – Sept 2013



# Expense per member Q1 2011 – Q3 2013





# Balance sheet 30 September 2013

<b>ASSETS</b>	<b>30 September 2013</b>		<b>30 September 2012</b>	
<b><u>Fixed assets</u></b>				
Computers	874		896	
Infrastructure	212		326	
Office equipment	103		80	
<b>Total Fixed assets</b>		<b>1,189</b>		<b>1,302</b>
<b><u>Intangible fixed assets</u></b>				
Software development	756		1,092	
<b>Total intangible fixed assets</b>		<b>756</b>		<b>1,092</b>
<b><u>Financial assets</u></b>				
Fixed Term deposit	-		3,000	
Government bonds	7,358		5,918	
		<b>7,358</b>		<b>8,918</b>
<b><u>Current assets</u></b>				
Accounts receivable	324		836	
VAT	88		103	
Miscellaneous receivables	1,762		1,466	
<b>Total Current assets</b>		<b>2,174</b>		<b>2,405</b>
<b>Cash on hand</b>		<b>16,631</b>		<b>13,844</b>
<b>Total ASSETS</b>		<b>28,108</b>		<b>27,561</b>
<b><u>LIABILITIES</u></b>				
<b><u>Capital</u></b>				
Reserves	477		477	
Clearing House	20,927		18,568	
Surplus	1,049		1,692	
<b>Total Capital</b>		<b>22,453</b>		<b>20,737</b>
<b><u>Current liabilities</u></b>				
Creditors	459		552	
Wage taxes & social securities	303		295	
Unearned revenues	3,837		4,583	
Miscellaneous payables	1,056		1,394	
<b>Total Current liabilities</b>		<b>5,655</b>		<b>6,824</b>
<b>Total LIABILITIES</b>		<b>28,108</b>		<b>27,561</b>

23,989  
+5%

# RIPE NCC Latest Estimate 2013

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- Income above budget: 21.1 million, +5%
- Expenses on / below budget: 19.5 million, -4%
- Surplus of around EUR 1.6 million; 8% of expenses
- Investments below budget: 1.0 million, -45%
  - decrease in SW development

Questions?

