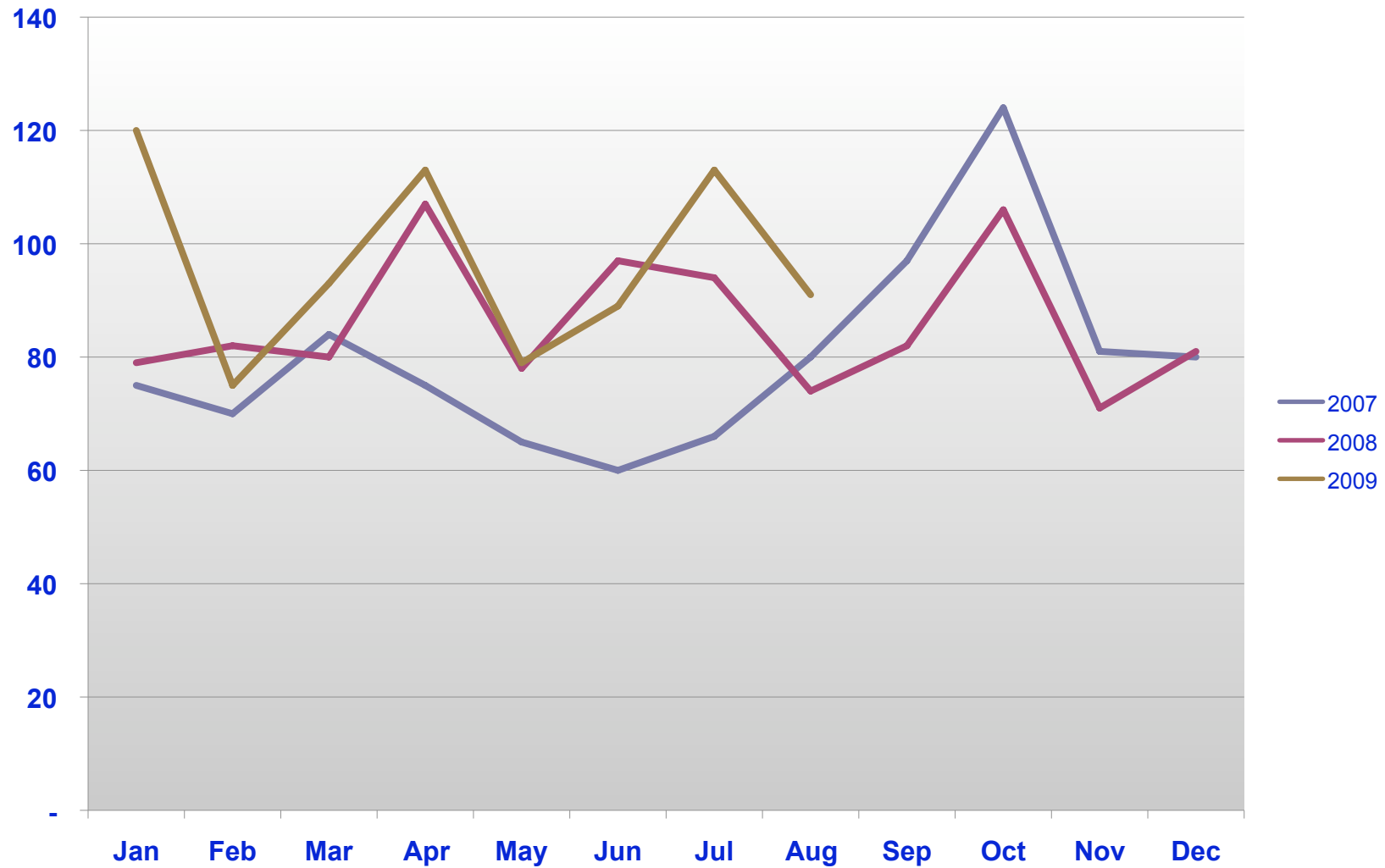




Review of Membership Developments

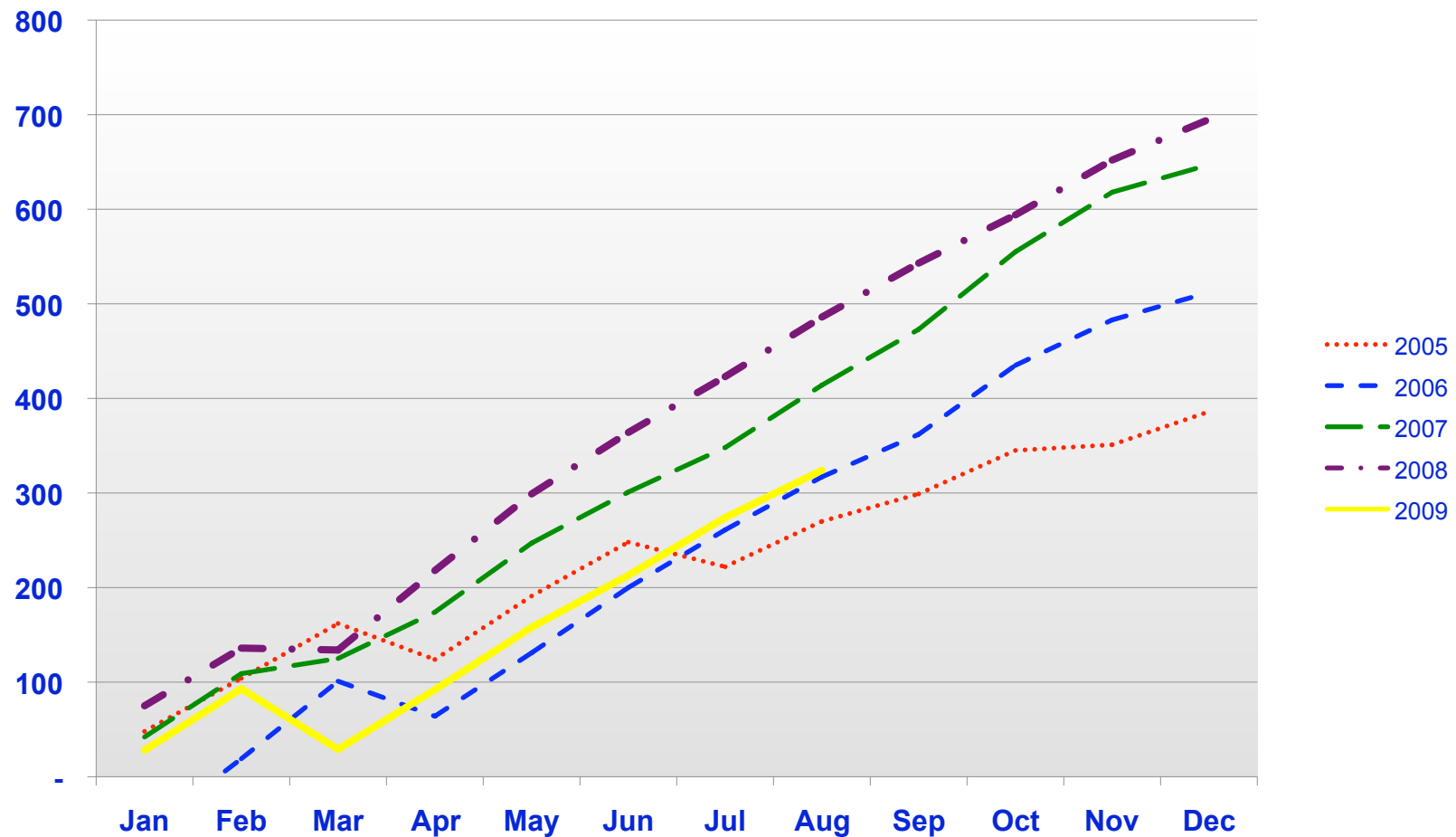


Applications development





Cumulative Member development





Membership Overview

Per 31 August 2009

Total members Dec 2008	6,064		
New LIRs 2008	55		
Applications 2009		756	
Pending		-/-	221
Never starters		-/-	98
Direct Assignments		-/-	12
Net New LIRs 2009	425		
Closed members		-/-	199
Reopened members			43
Net Existing members	(156)		
Total members Aug 2009	6,388		

Conversion
rate 56%

Conversion
rate
2008: 72%
2007: 77%

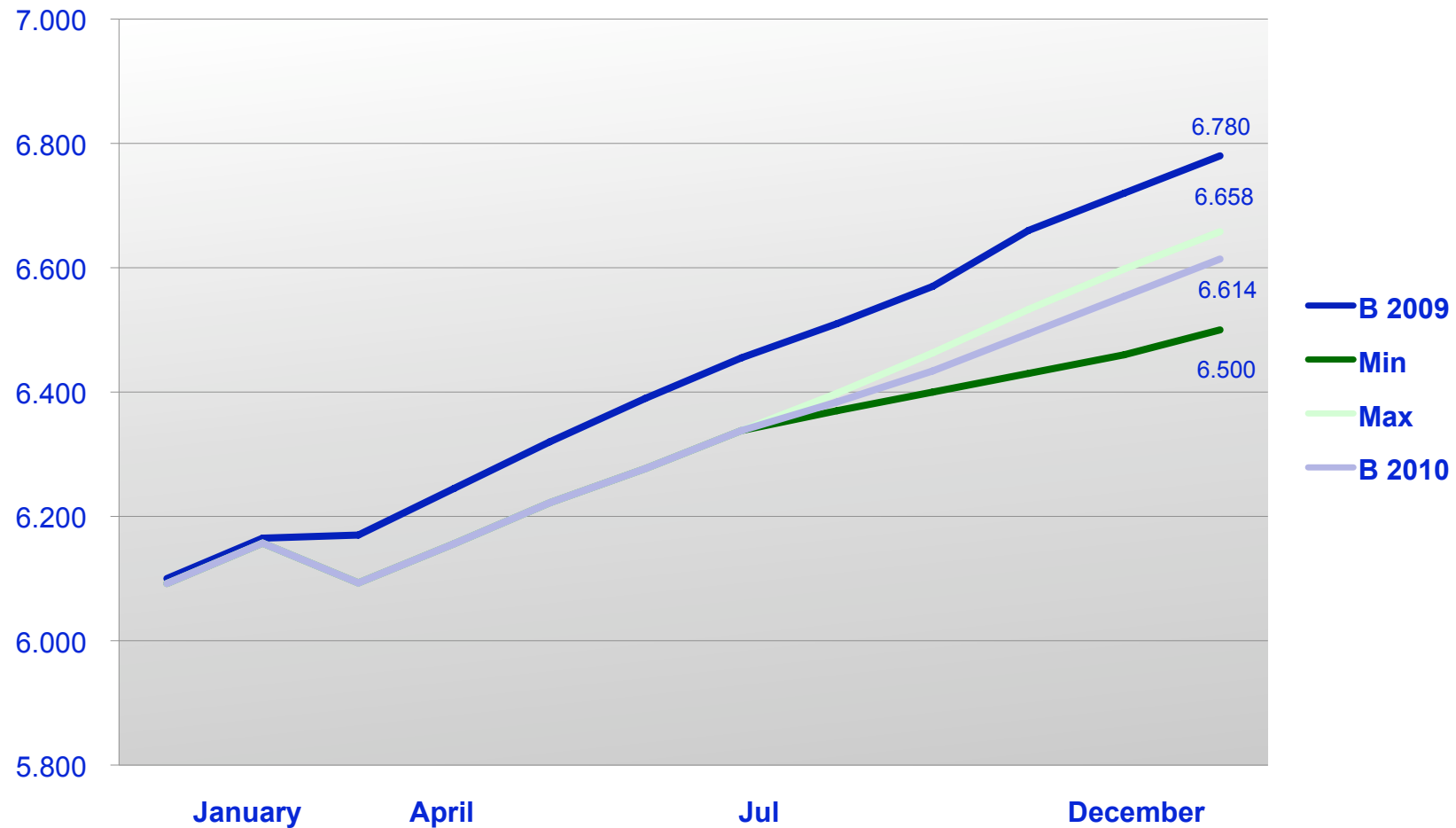


12 Month Average Member development





Membership development 2009





Conclusion

- Slowing down of membership growth
- High number of applications
- Decrease in conversion rate → applications to members
- Estimate for year end 2009 is 6,614 members



Financial update 2009



Financial Status 2009

- Continuous membership growth: 324 in 2009
- Membership 31 August 2008: 6,388 (2008: 6,064)
- Expenditure below budget -7% (2008:+ 43%)
- Operational exp. below budget -4% (2008: +7%)
- Surplus: EUR 0.7 Million First Half year 2009



Income First Half 2009 - I

In kEUR	Actual FH 2009	Budget FH 2009	Variance FY09 vs Bud FY09	
<u>Income</u>				
Fee	6,994	7,169	(175)	-2%
RIPE Meeting	108	132	(24)	-18%
Other income	96	82	14	17%
Total Income	7,198	7,383	(185)	-3%

- Service Fee below budget → lower membership growth
- New LIR income -18%, applications +22% vs budget
 - Membership per 31 August 2009: 6,388



Income First Half 2009 - II

In kEUR	Actual FH 2009	Actual FH 2008	Variance FY09 vs FY08	
<u>Income</u>				
Fee	6,994	6,642	352	5%
RIPE Meeting	108	158	(50)	-32%
Other income	96	139	(43)	-31%
Total Income	7,198	6,939	259	4%

- Membership growth compared to 2008
 - new LIRs income -26% vs 2008
 - new LIR applications +12% vs 2008
- RIPE meeting income below budget - fewer attendees



Expenses First Half 2009 - I

In kEUR	Actual FH 2009	Budget FH 2009	Variance FY09 vs Bud FY09	
Expenditures				
Personnel	3,978	3,893	85	2%
General Operating expenses	1,825	2,112	(287)	-14%
RIPE Meeting	286	257	29	11%
Training Courses	152	219	(67)	-31%
Regional Meetings	102	138	(36)	-26%
Financial Expenses	41	43	(2)	-5%
Subtotal Operational expenses	6,384	6,662	(278)	
Miscellaneous expenses	45	125	(80)	-64%
Depreciation	497	654	(157)	-24%
Total Expenses	6,926	7,441	(515)	-7%

- Personnel costs above budget, increase in FTE
 - currently 112.2 FTE YtD vs 111.2 FTE in the Budget
- Operational expenses below budget



Expenses First Half 2009 - II

In kEUR	Actual FH 2009	Actual FH 2008	Variance FY09 vs FY08	
<u>Expenditures</u>				
Personnel	3,978	3,800	178	5%
General Operating expenses	1,825	1,491	334	22%
RIPE Meeting	286	433	(147)	-34%
Training Courses	152	151	1	1%
Regional Meetings	102	67	35	52%
Financial Expenses	41	36	5	14%
Subtotal Operational expenses	6,384	5,978	406	
Miscellaneous expenses	45	(1,524)	1,569	-103%
Depreciation	497	393	104	26%
Total Expenses	6,926	4,847	2,079	43%

- Personnel costs above 2008

– currently 112.2 FTE 2009 vs 106.2 FTE 2008

- Miscellaneous expenses no Personnel Fund pay out



Statement of Expenditure and Income

First Half 2009

Income	Actual FH 2009	Budget FH 2009	Actual FH 2008	Variance FY09 vs Bud FY09		Variance FY09 vs FY08	
Fee	6,994	7,169	6,642	(175)	-2%	352	5%
RIPE Meeting	108	132	158	(24)	-18%	(50)	-32%
Other income	96	82	139	14	17%	(43)	-31%
Total Income	7,198	7,383	6,939	(185)	-3%	259	4%
Expenditures							
Personnel	3,978	3,893	3,800	85	2%	178	5%
General Operating expenses	1,825	2,112	1,491	(287)	-14%	334	22%
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Training Courses	152	219	151	(67)	-31%	1	1%
Regional Meetings	102	138	67	(36)	-26%	35	52%
Financial Expenses	41	43	36	(2)	-5%	5	14%
Subtotal Operational expenses	6,384	6,662	5,978	(278)		406	
Miscellaneous expenses	45	125	(1,524)	(80)	-64%	1,569	-103%
Depreciation	497	654	393	(157)	-24%	104	26%
Total Expenses	6,926	7,441	4,847	(515)	-7%	2,079	43%
Surplus/Deficit before interest income	272	(58)	2,092	330		(1,820)	
Interest income	444	428	362	16	4%	82	23%
Surplus / Deficit	716	370	2,454	346		(1,738)	



Balance Sheet 30 June 2009

<u>ASSETS</u>	30 June 2009	30 June 2008
<u>Fixed assets</u>		
Computers	907	704
Infrastructure	139	240
Office equipment	97	102
Total Fixed assets	1,143	1,046
<u>Intangible fixed assets</u>		
Software development	622	222
Total intangible fixed assets	622	222
<u>Current assets</u>		
Accounts receivable	989	905
VAT	94	52
Miscellaneous receivables	1,641	1,413
Total Current assets	2,724	2,370
Cash on hand	19,820	19,175
Total ASSETS	24,309	22,812
<u>LIABILITIES</u>		
<u>Capital</u>		
Reserves	477	477
Clearing House	16,111	13,287
Surplus	739	2,455
Total Capital	17,327	16,219
<u>Current liabilities</u>		
Creditors	513	620
Wage taxes & social securities	207	194
Unearned revenues	5,571	5,083
Miscellaneous payables	691	695
Total Current liabilities	6,982	6,593
Total LIABILITIES	24,309	22,812

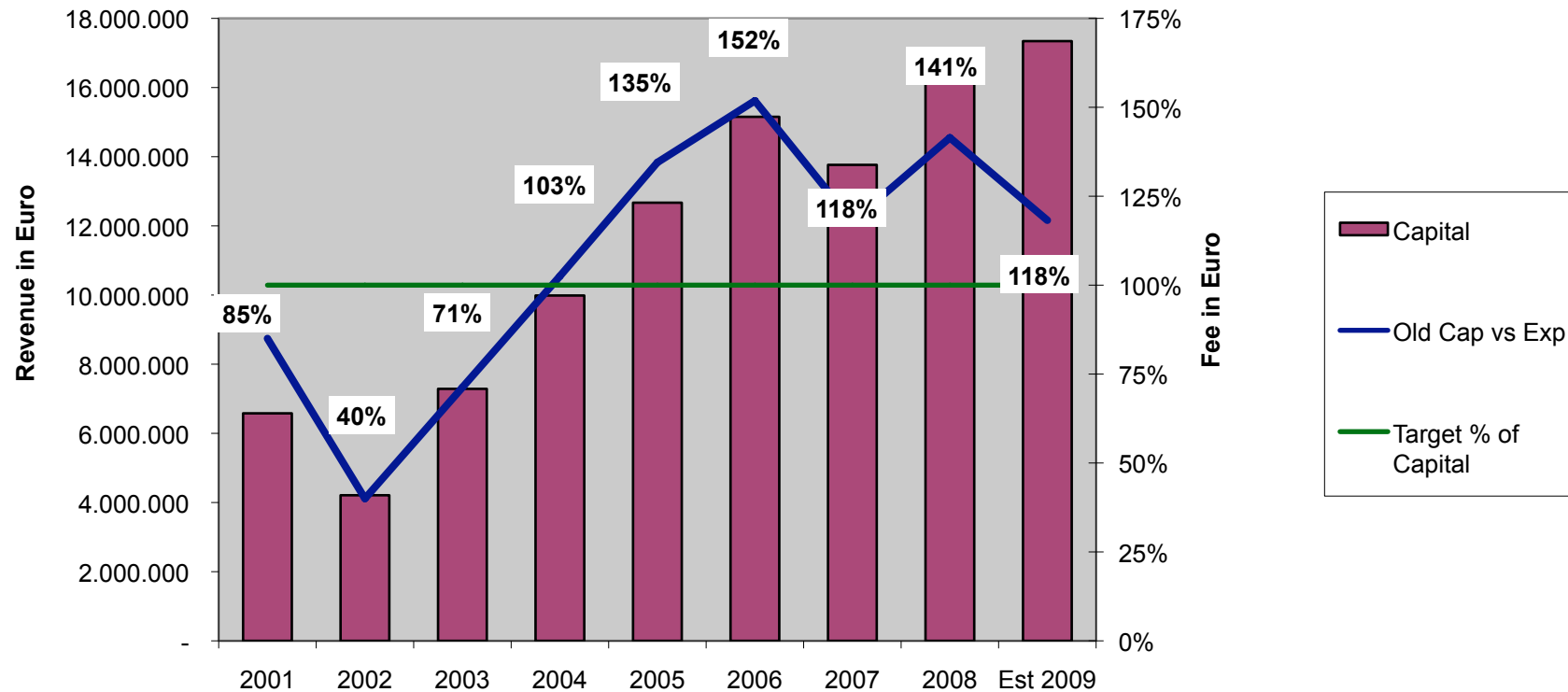


Financial outlook 2009

- Revenue estimated EUR 14.9 million
 - Membership per estimate year end 6,614
- Expenses estimated EUR 14.8 million
 - Personnel costs above budget, expected 115 FTE
 - Operational expenses below budget
 - RIPE Meeting expenses above budget
 - Depreciation expenses below budget
- Interest income below budget EUR 0.8 million
- Surplus expected of EUR 0.9 million



Capital development 2001 – Est 2009





Questions?