

Finance Updates

Annual Member Meeting
8 Sep 2006
APNIC 22, Kaohsiung, Taiwan
Irene Chan

Finance team...



Cynthia



Alvin



Irene



Deirdre



Vani



May

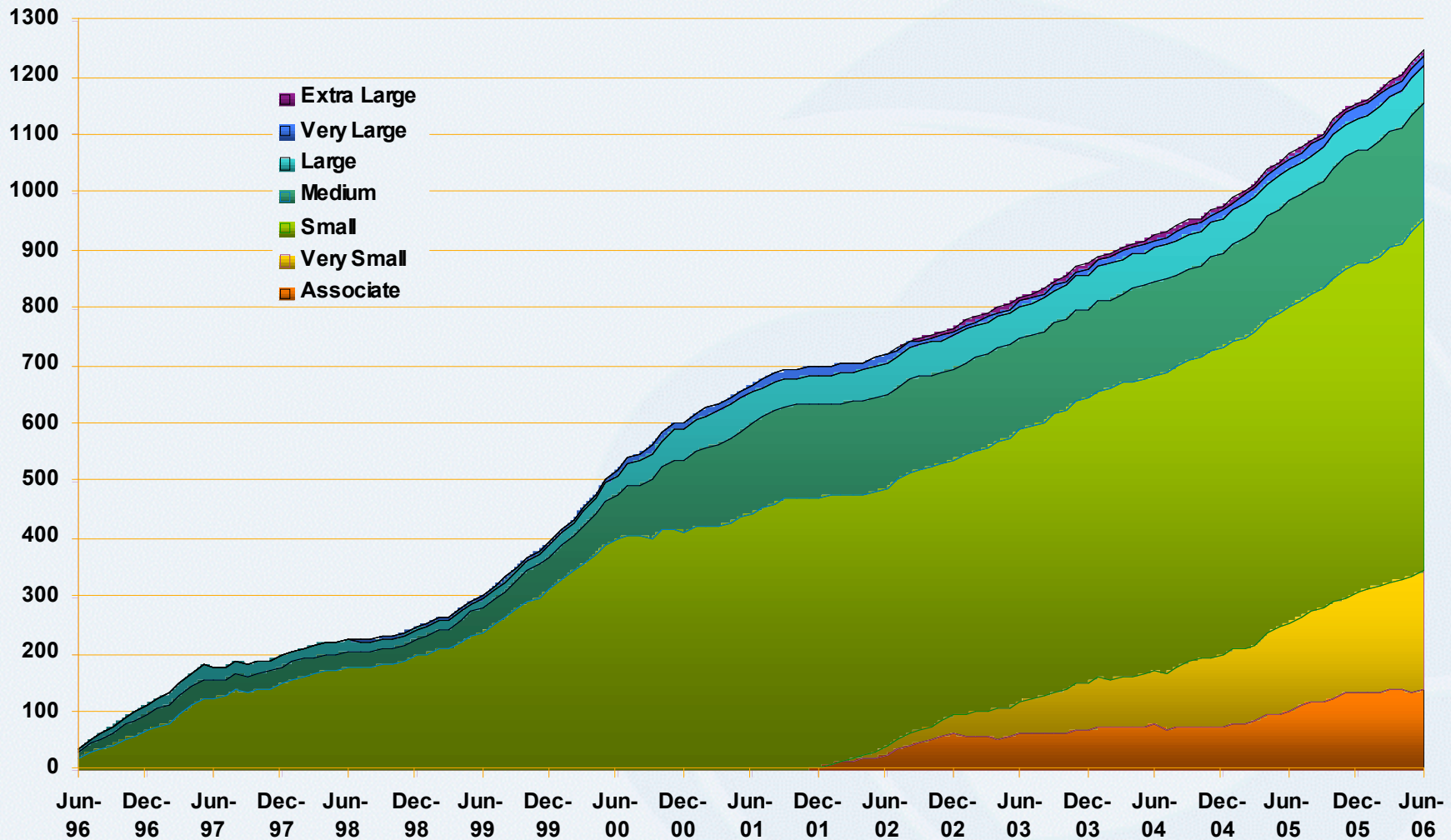
Highlights

- Online payment systems
 - Accept payment via major credit cards online
- Automate billing reminder systems
 - Tracking overdue aging accounts
- Email invoices

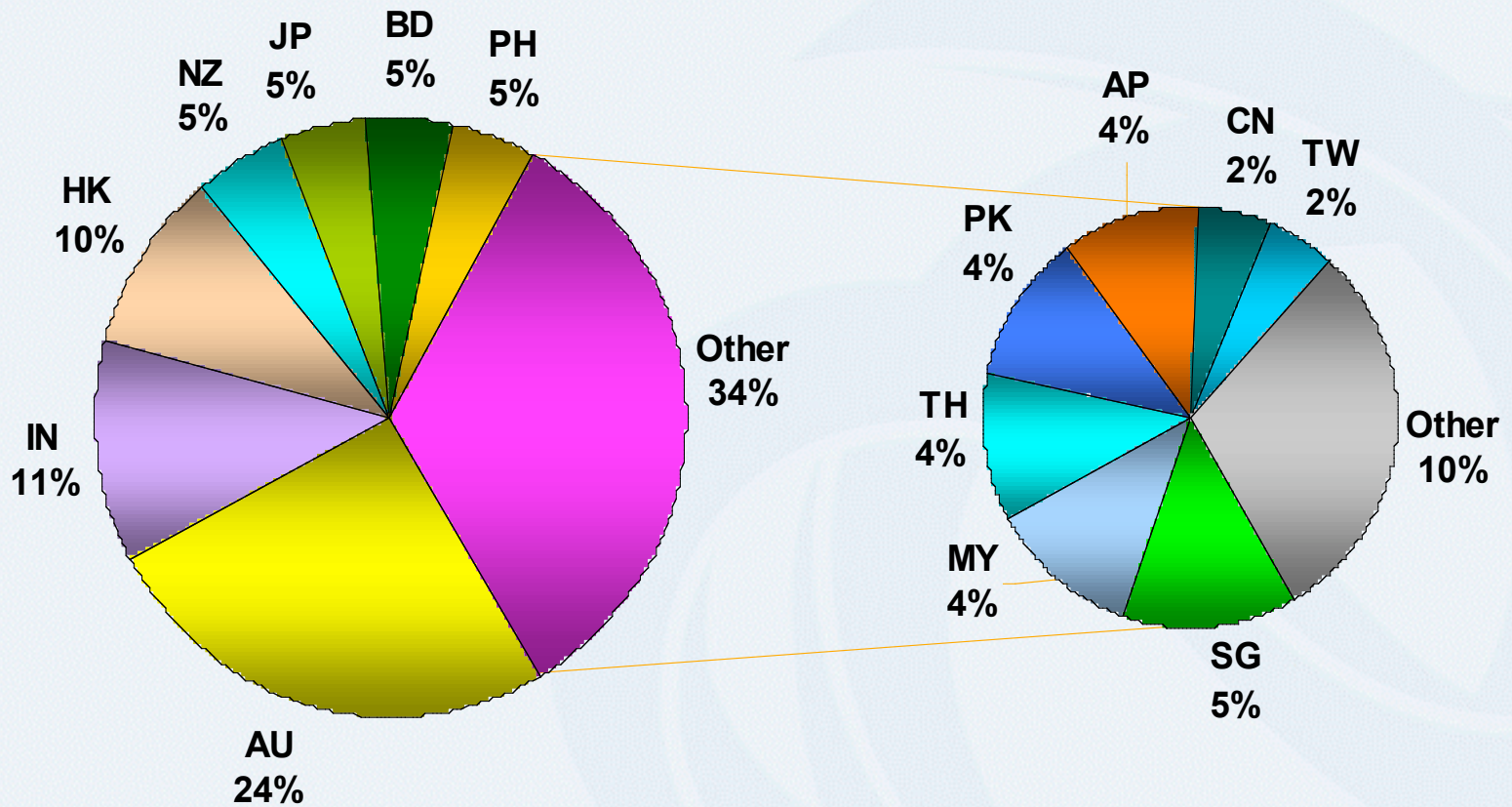
Financial status first half 2006

- Continuous membership growth
- Membership as at 30 June 2006: 1,250
- Conservative on financial activities
 - Expenditure and Revenue below budget

Membership status



Membership distribution



Profit and Loss statement

Expenses (USD)	Actual YTD	Budget 2006	Budget YTD	Budget Δ	Budget Δ%
<i>Exchange Rate (*)</i>	<i>0.7468</i>	<i>0.7450</i>		<i>0.0018</i>	<i>0.2%</i>
Depreciation expense	192,217	444,916	222,458	(30,241)	-13.6%
ICANN contract fee	0	232,024	0	0	0.0%
Other operating expenses	601,642	1,468,584	734,292	(132,349)	-18.0%
Professional fees	190,874	425,608	212,804	(21,930)	-10.3%
Rent	144,300	311,492	155,746	(11,446)	-7.3%
Salaries	1,143,832	2,675,367	1,337,684	(193,851)	-14.5%
Travel expenses	279,084	710,855	355,427	(76,343)	-21.5%
TOTAL EXPENSES	2,552,250	6,268,845	3,018,410	(466,160)	-15.4%

Profit and Loss statement

Revenue (USD)	Actual YTD	Budget 2006	Budget YTD	Budget Δ	Budget Δ%
<i>Exchange Rate (*)</i>	0.7468	0.7450		0.0018	0.2%
Interest income	94,189	404,101	202,050	(107,862)	-53.4%
IP resource application fees	302,318	504,538	252,269	50,049	19.8%
Membership fees	1,961,719	4,413,868	2,206,934	(245,215)	-11.1%
Non-members fees	43,229	70,684	35,342	7,887	22.3%
Per Allocation fees	349,078	681,630	340,815	8,264	2.4%
Sundry income	121,599	100,138	50,069	71,530	142.9%
SUB-TOTAL REVENUE	2,872,132	6,174,958	3,087,479	(215,347)	-7.0%
FX rate gain / (loss)	89,163	0	0	89,163	0.0%
TOTAL REVENUE	2,961,295	6,174,958	3,087,479	(126,184)	-4.1%

Operating profit

Operating Profit / (Loss) (USD)	Actual YTD	Budget 2006	Budget YTD	Budget Δ	Budget Δ%
<i>Exchange Rate (*)</i>	0.7468	0.7450		0.0018	0.2%
Total Revenue	2,961,295	6,174,958	3,087,479	(126,184)	-4.1%
Total Expenses	2,552,250	6,268,845	3,018,410	(466,160)	-15.4%
OPERATING PROFIT/ (LOSS)	409,045	(93,887)	69,069		

Balance sheet as at 30 June 2006

Financial Position (USD)	YTD 2006	Year-End 2005	Δ%
<i>Exchange rate(*)</i>	<i>0.7437</i>	<i>0.7363</i>	<i>1.0%</i>
Current Assets	7,990,900	7,219,742	10.7%
Non-current Assets	3,243,414	3,195,746	1.5%
TOTAL ASSETS	11,234,314	10,415,488	7.9%
Total Liabilities	4,311,908	3,891,788	10.8%
Total Equity	6,922,406	6,523,700	6.1%
TOTAL LIABILITIES & EQUITY	11,234,314	10,415,488	7.9%

Priorities

- Continuous improvement
 - Simplify membership application
 - Improve fees collection procedure
- Reducing aging overdue accounts
- Maintain financial stability

Any Questions?