

Treasurer's Report

APNIC 29

Kuala Lumpur, Malaysia

Financial Status 2009

- Financial report in Australia dollars
- Completed audit of annual accounts by Ernst & Young:
 - Operating profit of AUD145,054
- Membership as at 31 December 2009:
 - 2,170 (net growth of 315 Members)
- Conservative approach to financial activities
 - Operating revenue and expenses below budget
 - Maintaining reserve levels

Income Statement - Expenses

Expenses (AUD)	Actual 2009	Budget 2009	Budget Δ	Budget Δ%
Communication expenses	156,901.21	158,549	(1,648)	-1%
Depreciation expense	718,927.22	679,860	39,067	6%
Donation/ sponsorship	122,377.93	176,981	(54,603)	-31%
ICANN contract fees	358,695.83	329,200	29,496	9%
ISIF grant administration expense	124,776.73	0	124,777	0%
Meeting and training expenses	138,457.52	213,500	(75,042)	-35%
Membership fees	69,495.66	68,700	796	1%
Other operating expenses	1,026,675.58	1,065,280	(38,605)	-4%
Professional fees	591,140.22	854,832	(263,692)	-31%
Rent and Outgoings	611,804.55	646,179	(34,374)	-5%
Salaries and personnel expenses	6,033,253.78	6,103,160	(69,906)	-1%
Travel expenses	1,404,359.28	1,627,237	(222,878)	-14%
TOTAL EXPENSES	11,356,866	11,923,479	(566,613)	-5%

Income Statement - Revenues

Revenue (AUD)	Actual 2009	Budget 2009	Budget Δ	Budget Δ%
Interest income	566,854	617,000	(50,146)	-8%
IP resource application fees	1,194,713	1,263,282	(68,569)	-5%
ISIF grant received	124,777	0	124,777	0%
Membership fees	7,863,971	7,943,814	(79,843)	-1%
Non-members fees	125,598	131,984	(6,385)	-5%
Per allocation fees	1,542,369	1,876,701	(334,332)	-18%
Reactivation fees	8,876	15,601	(6,725)	-43%
Sundry income	161,853	237,744	(75,891)	-32%
FX rate gain / (loss)	(38,262)	0	(38,262)	0%
TOTAL REVENUE	11,550,749	12,086,125	(535,376)	-4%

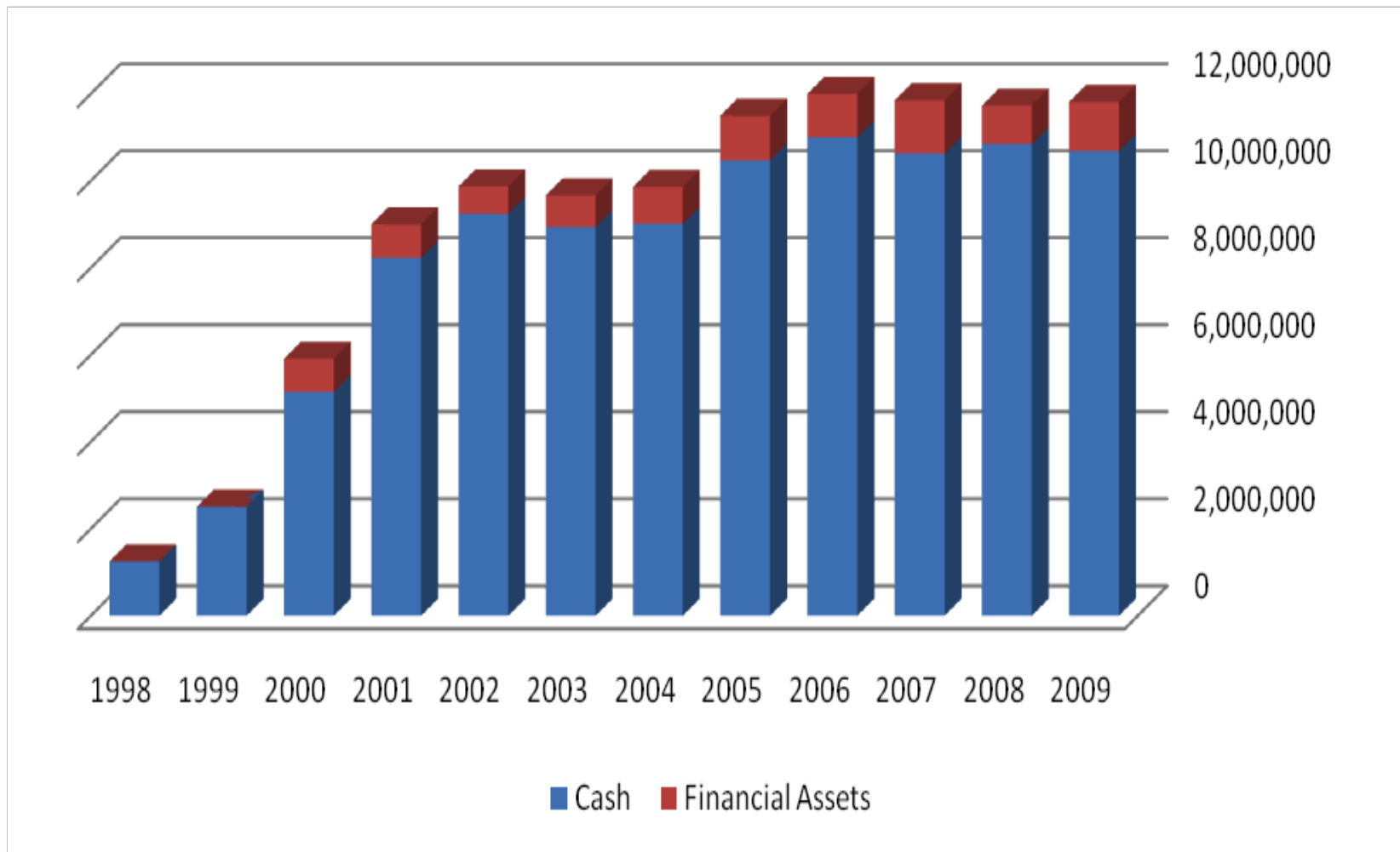
Operating Profit/(Loss)

Operating Profit/ (Loss) (AUD)	Actual 2009	Budget 2009	Budget Δ	Budget Δ%
Total Revenue	11,550,749	12,086,125	(535,376)	-4%
Total Expenses	11,356,866	11,923,479	(566,613)	-5%
OPERATING PROFIT/ (LOSS) BEFORE INCOME TAX EXPENSE	193,884	162,647	31,237	19%
Income Tax Expense	48,830	135,000	(86,170)	-64%
OPERATING PROFIT/ (LOSS) AFTER INCOME TAX EXPENSE	145,054	27,647	117,407	425%

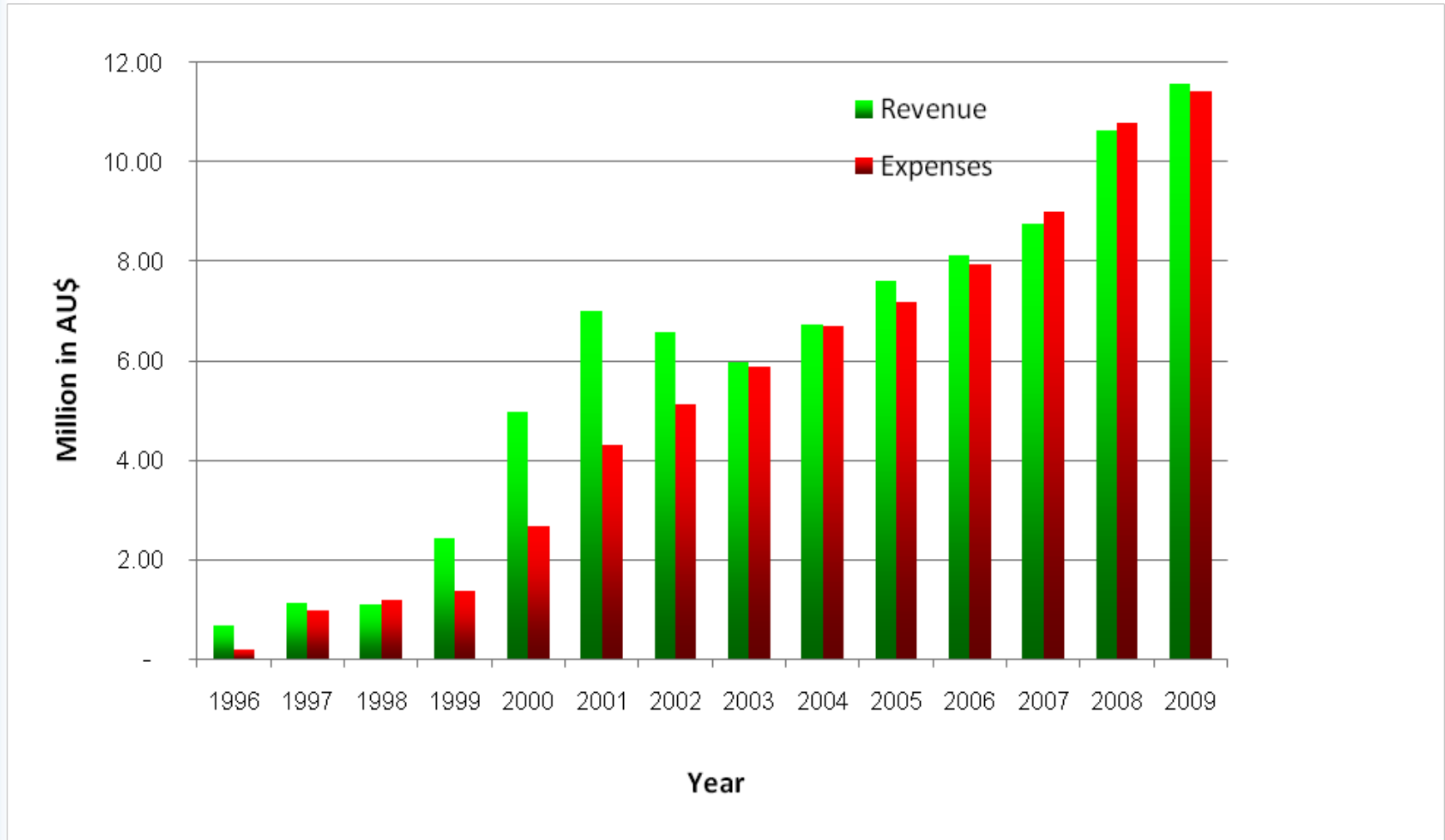
Balance Sheet as at 31 December 2009

Financial Position (AUD)	Year-End 2009	Year-End 2008	Year-End Δ%
Current Assets	11,001,836	11,199,683	-2%
Non-current Assets	3,735,614	4,291,417	-13%
TOTAL ASSETS	14,737,450	15,491,100	-5%
Total Liabilities	5,933,838	6,999,217	-15%
Total Equity	8,803,612	8,491,883	4%
TOTAL LIABILITIES & EQUITY	14,737,450	15,491,100	-5%

APNIC Reserve Analysis



Annual Revenues and Expenses Analysis



APNIC 29

Kuala Lumpur

1 - 5 March 2010



Questions?

APNIC 29

Kuala Lumpur

1 - 5 March 2010



APNIC Budget 2010

Budget Objectives

- The 2009 APNIC Member and Stakeholder survey was used as the basis to develop the activity plan and initiatives for the 2010 budget
- Focus on financial stability
- Ensure high level of financial governance and control in APNIC activities

Projected Expenses

Expenses (AUD)	Budget 2010	% of Total
Communication expenses	327,376	3%
Depreciation expense	783,975	6%
Sponsorship and publicity expenses	183,787	1%
ICANN contract fee	306,000	2%
Meeting and training expenses	287,400	2%
Membership fees	55,660	0%
Other operating expenses	1,297,452	10%
Professional fees	933,300	7%
Rent and outgoings	608,753	5%
Salaries and personnel expenses	6,725,352	52%
Travel expenses	1,518,750	12%
TOTAL PROJECTED EXPENSES	13,027,805	100%

Projected Revenues

Revenue (AUD)	Budget 2010	% of Total
Interest income	460,555	4%
IP resource application fees	1,442,149	11%
Membership fees	9,944,932	77%
Non-member fees	137,357	1%
Per allocation fees	688,926	5%
Sundry income	204,421	2%
TOTAL PROJECTED REVENUE	12,878,340	100%

Projected Operating Loss

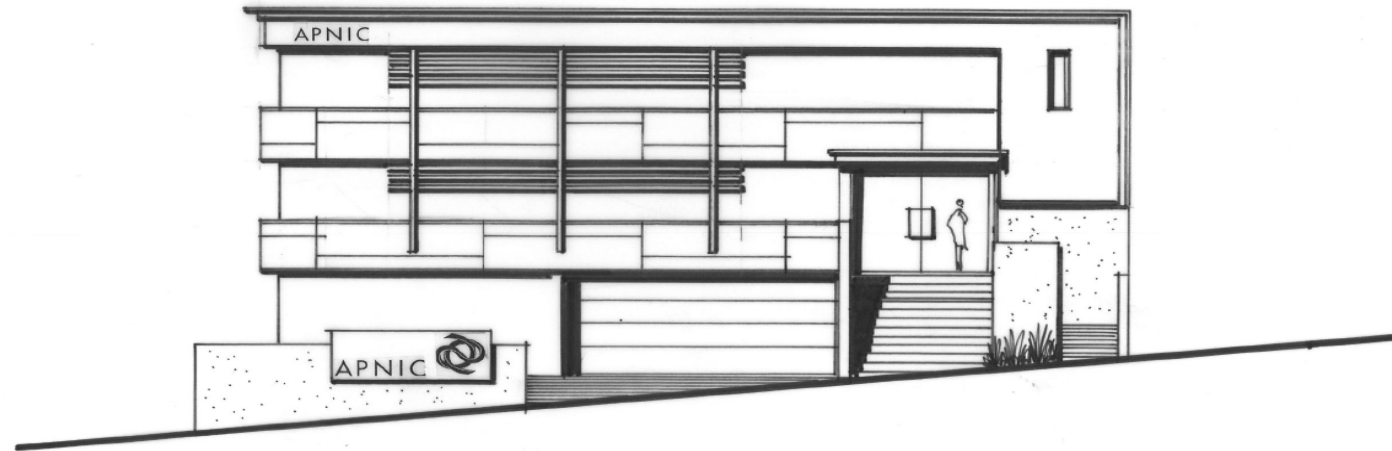
Operating Loss (AUD)	Budget 2010
Projected Revenue	12,878,340
Projected Expenses	13,027,805
OPERATING LOSS	(149,465)



APNIC Budget

Questions?

A New Home for APNIC



About the New Building

- 6 Cordelia Street, South Brisbane
- Key development location
- Direct access via new “Go Between” bridge to Airport freeway (vehicle, pedestrian, and cycle)
- Walking distance to Brisbane City and Southbank cultural precinct
- 911m² Land, 1180m² office space
- 2 levels with 24 basement car parks
- Settlement April 2010
- Refurbishment during 2010
- Relocation planned December 2010

Why Purchase Premises?

- Diversify investment of reserves to make significant savings on future operating costs
- Great potential for medium to long-term capital gain
- Size and location suits APNIC's future needs
- Refurbish offices to create a more collaborative and efficient working environment for staff.
- Purchase price \$4.5M
- Payback period < 10 Years
- Due diligence findings supports purchase
- Last lease renewal increased by 28%

APNIC 29

Kuala Lumpur 1 - 5 March 2010



Location

- Walking distance to Brisbane City and Southbank cultural precinct, enhances value
- Easy access to Brisbane Airport - The new “Go Between” bridge to be completed 2010(below)



