

# Global IPv4 Transfer Market 2013 Pricing Trends & 2014 Outlook

February 27, 2014

**Lightning Talk: Apricot 37**

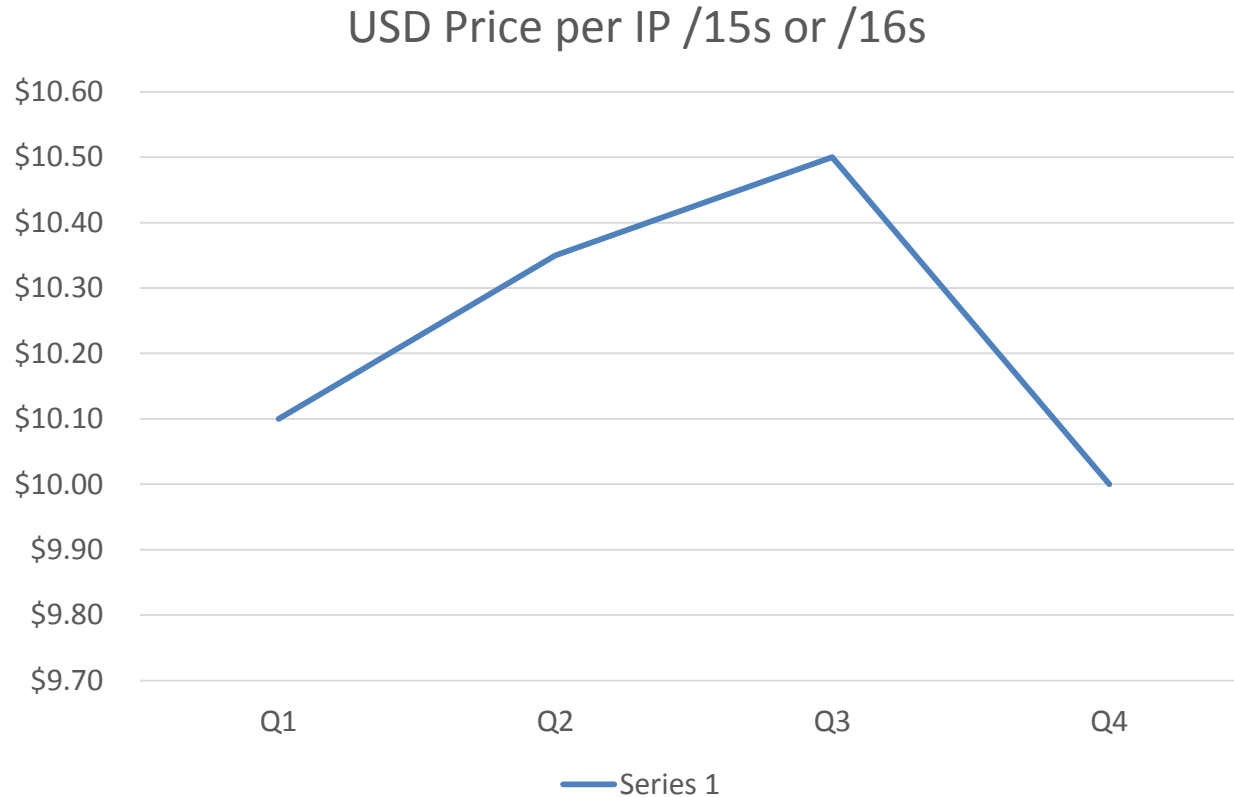
# Purpose of Talk

- At APNIC 36, IPv4 Market Group presented the “10 Steps to a Successful APNIC Transfer”
- Step 1 was internal planning and budgeting/business case for IPv4 acquisition
- This talk focuses on Market Pricing for IPv4 transfers to support Step 1.

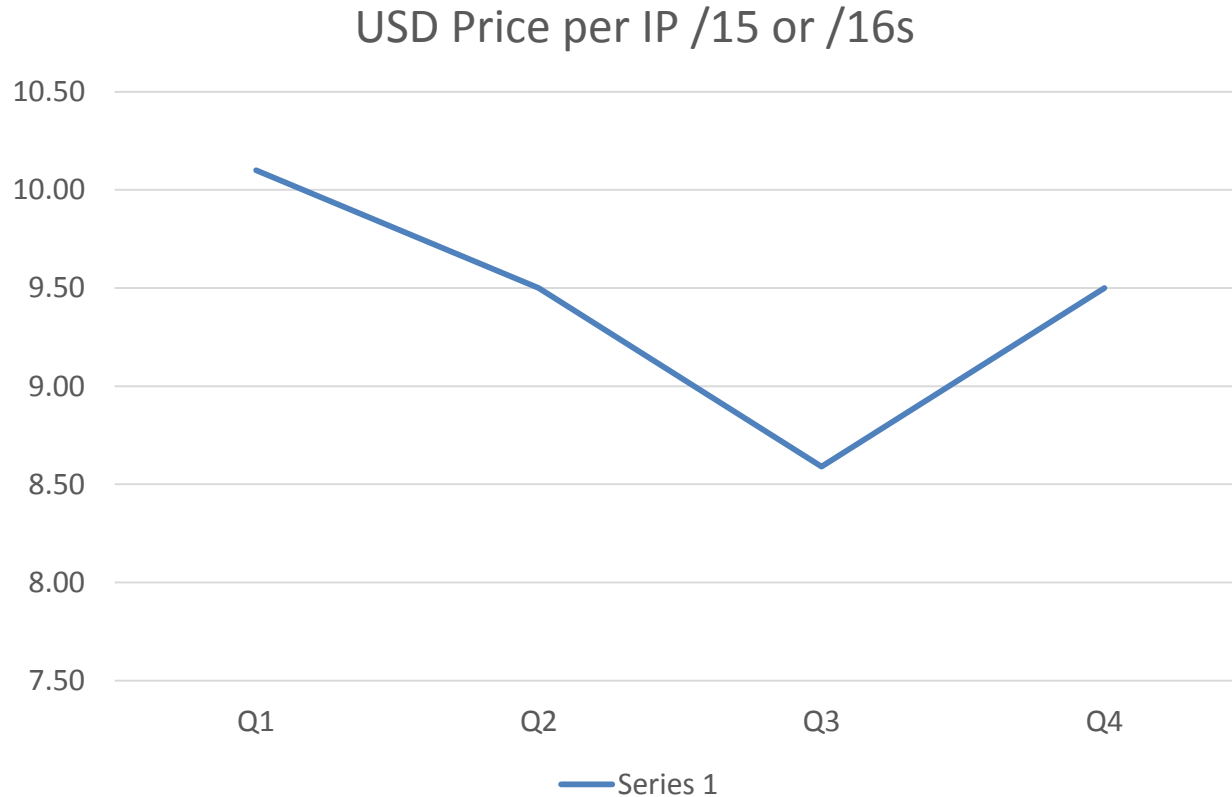
# Global Pricing

- Nortel / Microsoft (03/2011) \$11.25 US per IP
- Borders / Cerner (12/2011) \$12.00 US per IP
- Our transfers are under Non-Disclosure Agreement thus nothing is published regarding block size, price, companies (buyer/seller)
  - Average Prices over 24 months:
    - /15s: \$10.01 US
    - /16s: \$10.21 US
    - /17s: \$10.35 US
    - /18s: \$10.52 US
    - /19s: \$11.84 US
    - /20s: \$15.24 US
    - /22s: \$18.33 US
  - Minimum three transactions per block size
- Factors that influence price (for buyer; for seller)
  - Pre-approved / Accurately registered
  - Urgency to procure / monetize;
  - Governing Law and Dispute resolution forum;
  - Payment Methodology
  - Experience with previous transfers

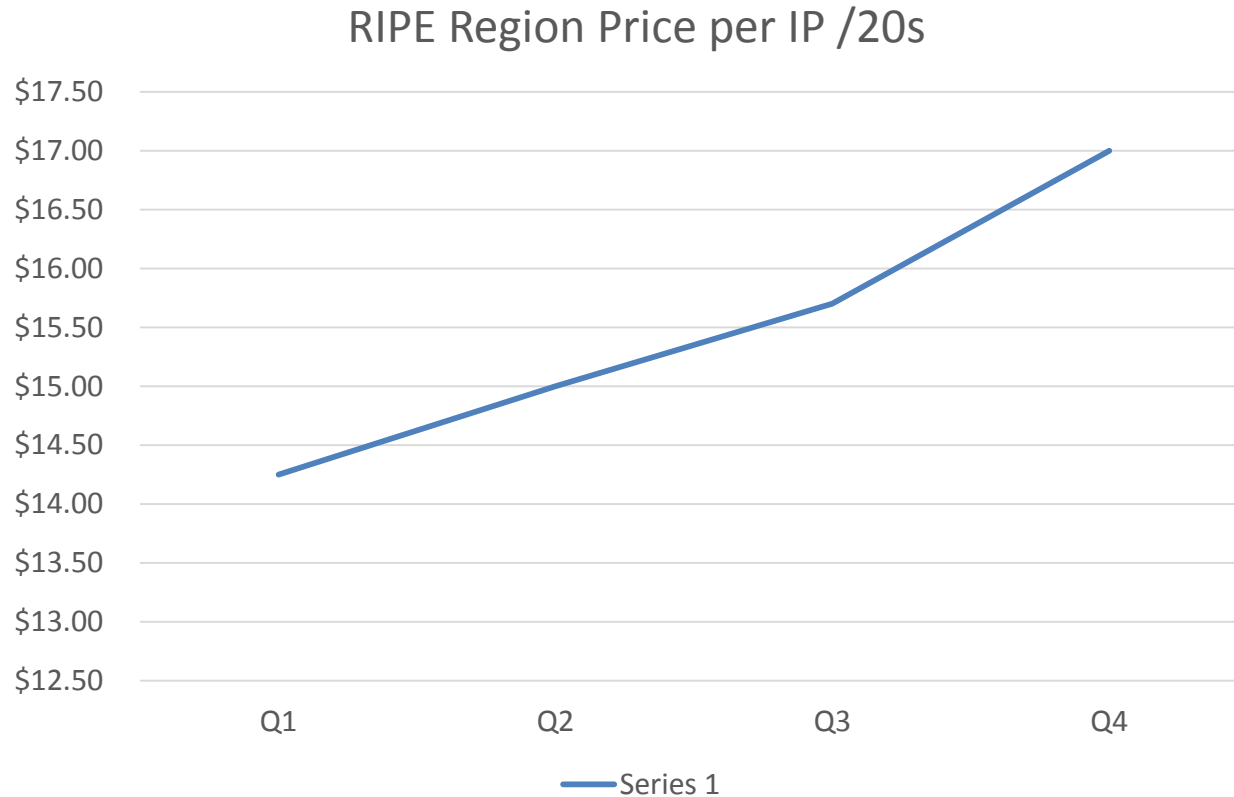
# RIPE Transfers in 2013



# ARIN/APNIC Transfers in 2013



# /20 Transfers in 2013



# 2014 Price Predictions

- Very little change is anticipated in 2014 in any active transfer region
- Disparity between RIPE and ARIN/APNIC region pricing will be maintained and grow marginally by year-end fueled predominately by continued demand in RIPE and reduced supply
- ARIN free pool depletion likely in Q4 2014, demand already beginning and supply is abundant
- Price per IP will continue to increase as block size decreases
- For internal planning and budgeting purposes, it is safe to assuming the following:
  - For ARIN / APNIC region, anticipate approximately \$9 US per IP on /15s or /16s scaling upwards to approximately \$13 US per IP on /20s
  - For RIPE region, anticipate at least \$10 US per IP on /15s or /16s scaling upwards to approximately \$15+ per IP on /20s

Questions?