

ICANN Finance Update

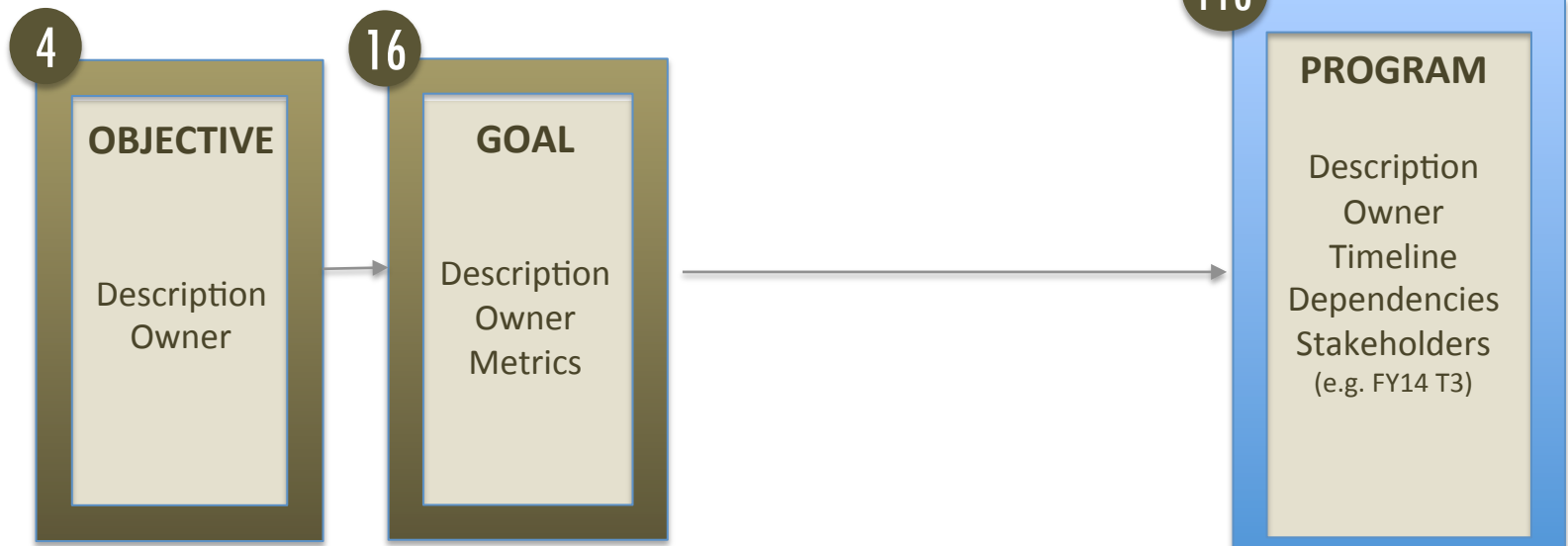
April 10th 2013



Agenda

- + FY14 Budget Process
 - + Proposed plan
 - + Revised/ Going Forward
 - + FY14 Revenue Draft Projection
 - + Update on SO and AC Special Requests
- + Q&A

Current Budget Process



Budget process: Overview of At Task

+ PDF document

Revenue – FY14 Budget vs FY13 Forecast

(in thousands, US dollars)	FY14 BUDGET	FY13 Forecast	FY12 ACTUAL	FY14 Budget change from FY13 Forecast	
Registry	\$41,351 *	\$38,820	\$35,202	\$2,531	6.5%
Registrar	\$33,767 *	\$34,342	\$33,133	(\$575)	-1.7%
RIR	\$823	\$823	\$823	\$0	0.0%
ccTLD	\$1,900	\$1,863	\$1,798	\$37	2.0%
IDN ccTLD	\$0	\$0	\$52	\$0	0.0%
Meeting Sponsorships/other	\$1,800	\$1,190	\$1,405	\$610	51.3%
Historical Revenue	\$79,640	\$77,038	\$ 72,413	\$ 2,603	3.38%
<i>New gTLD Related Revenue</i>	*				
Registry	\$8,490	\$0	\$0	\$8,490	100.0%
Registrar	\$3,945	\$0	\$0	\$3,945	100.0%
Operational Revenue	\$92,075	\$77,038	\$72,413	\$15,037	19.5%
New gTLD Application Fees	\$75,227 *	\$220,810		(\$145,583)	100.0%
Total Revenue	\$179,737	\$297,848	\$72,413	(\$118,111)	-39.7%

+ Registry:

- + Transactions volume in historical gTLD registries is forecasted to decrease during the 2nd half of FY14 by 1%, as a result of the new gTLD registries starting operations, resulting in a flat transaction volume vs FY13.
- + Full year effect of the conversion of .com contract from fixed fee to transaction adds \$2.5m revenues in FY14, partially offsetting the transaction volume decrease.
- + The new gTLD registries generate new fixed fee revenues.
- + The registrar revenue is flat due to fixed fee for new registrars offsetting impact of transaction volume decrease.
- + The new gTLD program Initial Evaluation concluded early in FY14 leading to overall lower expenses/revenues in FY14 vs FY13.

SO/AC special Budget requests

- + Fast Track period closed on 3/22/2013
- + 31 requests received for a total of \$589k
- + Evaluation completed by the panel (Sally, David, Xavier/Aba, Janice)
- + Approved Budget Request list to be published by 4/15/2013
- + Next step is for appropriate staff liaison to draft implementation plan with requestor

Thank You & Questions?

