

### **FY 2014 Financial Package**

### For the Three Months Ending September 2014

**Unaudited** 

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Note - All financial information is unaudited.

#### **ICANN**

### Executive Summary of Unaudited Financial Results

### For the Three Months Ending September 30, 2014

#### Overview

The ICANN change in net assets is \$13.5M higher than budget for the first quarter of FY15 mainly as a result of (i) auction proceeds for the New gTLD program (\$14.4M) and (ii) underspend in planned operations (\$2.4M) (see Operating Expenses below); partially offset by (iii) lower revenue recognized for the New gTLD Program (\$3.7M) as a result of the extension of the evaluation period for the New gTLD program as well as favorable contract negotiations and internalization of contracting process for the program resulting in lower expenses and revenues recognized for the period and unbudgeted risk costs for the New gTLD Program (\$1.8M) and (iv) Reserve Fund losses of (\$1.4M).

The Funds under Management by ICANN decreased by \$10.2M during the first quarter to a total of \$299.6M, mainly as a result of (i) general operating expenses for ICANN Ops (-\$28.5M); (ii) the payment of refunds and evaluation expenses and general operating expenses for the New gTLD Program (-\$5.5M) and (iii) the depreciation of investments (-\$1.4M), partially offset by (iv) funds collected from contributors/ parties (\$25.1M).

#### **Financial Position**

The Funds Under Management decreased by \$10.2M during the period as a result of the following:

- An increase of the ICANN Operations funds by \$0.2M due to:
- (i) funds collected from contributors/ parties of \$25.1M,
- (ii) the reimbursement from the New gTLD funds of the direct/allocated costs for \$4.7M, and
- (iii) the reimbursement from the New gTLD funds of the historical development costs for \$0.4M, partially offset by
- (iv) payments to vendors/ employees of \$28.5M, \$3.4M of which were on behalf of the New gTLD Program, and
- (v) the depreciation of investments for \$1.6M
- A decrease of the New qTLD funds by \$10.4M due to:
- (i) the reimbursement to ICANN Ops for direct/allocated costs for \$4.7M,
- (ii) payments to vendors/employees for \$3.2M,
- (iii) the net refunds to New gTLD applicants \$2.3M,
- (iv) the reimbursement to ICANN Ops for historical development costs for \$0.4M, partially offset by
- (v) appreciation of investments for \$0.2M

The decrease of the deferred revenues balance of \$10.9M corresponds to:

- (i) the amount of revenues recognized for the New gTLD program \$8.9M,
- (ii) the net refunds to New gTLD applicants \$2.3M, partially offset by
- (iii) other \$0.3M.

### Support and Revenue

Revenues for ICANN Ops were \$0.9M favorable to budget primarily due to timing differences that are expected to be resolved by the end of the year. Revenues for New gTLD program were \$10.7M favorable to budget primarily due to auction proceeds of \$14.3M partially offset by lower revenues recognized for the period due to lower expenses as a result of the extension of the evaluation period as well as favorable contract negotiations and internalization of contracting processes.

### **Operating Expenses**

Personnel costs were favorable to budget for ICANN Ops and the New gTLD Program \$0.3M and \$0.4M, respectively primarily due to delayed hires and lower than budgeted benefits for contracted staff.

Travel and Meetings costs were flat to budget for ICANN Ops the New gTLD Program.

Professional Services costs for ICANN Ops were \$0.9M favorable to budget primarily due to the timing of IANA Transition, global outreach and engagement, and GDD projects. Professional Services costs for the New gTLD Program were \$2.1M favorable to budget due to lower costs incurred for Initial and Extended Evaluation and delayed Pre-delegation testing and contracting.

Administrative costs for ICANN Ops were \$0.5M favorable to budget primarily due to timing of global outreach and engagement sponsorship contributions. Administrative costs for the New gTLD Program were \$0.2M unfavorable to budget primarily due the timing of budgeted expenses.

Bad debt expenses were relatively flat to budget.

Depreciation costs were \$0.1M unfavorable to budget primarily due the timing of assets being placed into service.

### Other Income /Expense

The ICANN Ops investment account had unrealized losses of \$1.6M for the period. The New gTLD investment account had unrealized gains of \$0.2M for the quarter.

### Statement of Activity FY14 Budget by Quarter US dollars, in thousands

		Quarter 1			Quarter 2			Quarter 3			Quarter 4			Total Year	r
	ICANN Ops	NgTLD	Total	ICANN Ops	NgTLD	Total	ICANN Ops	NgTLD	Total	ICANN Ops	NgTLD	Total	ICANN Ops	NgTLD	Total
Total Support and Revenue	22,412	12,576	34,988	24,079	25,838	49,916	28,063	39,659	67,722	29,456	54,891	84,347	104,010	132,963	236,974
Expenses															
Personnel Travel & Meetings* Professional Services Administration Bad Debt Expenses	11,874 2,217 3,811 3,372 120	2,229 219 4,438 552 0	14,103 2,436 8,249 3,924 120	12,127 3,701 5,527 3,471 120	4,529 486 9,268 1,123 0	16,656 4,187 14,795 4,593 120	13,358 3,915 5,505 3,795 120	6,886 817 14,353 1,713 0	20,244 4,732 19,857 5,508 120	13,680 3,598 5,871 3,648 120	9,299 1,034 20,143 2,217 0	22,979 4,631 26,014 5,864 120	51,039 13,430 20,714 14,285 480	22,943 2,556 48,202 5,604 0	73,982 15,986 68,916 19,889 480
Depreciation Expenses	1,199	0	1,199	1,199	0	1,199	1,199	0	1,199	1,199	0	1,199	4,797	0	4,797
Total Expenses	22,593	7,439	30,031	26,145	15,405	41,551	27,892	23,769	51,661	28,116	32,692	60,808	104,746	79,305	184,050
Contingency Interest - General FX Translation (Gain) / Loss Investment (Income)/ Loss Total Other	0 0 0 0	0 0 0 0	0 0 0 0	668 0 0 0	0 0 0 0	668 0 0 0	1,020 0 0 0	0 0 0 0	1,020 0 0 0	1,700 0 0 0	0 0 0 0	1,700 0 0 0	3,388 0 0 0	0 0 0 0	3,388 0 0 0
(Income)/Expense	0	0	0	668	0	668	1,020	0	1,020	1,700	0	1,700	3,388	0	3,388
Change in Net Assets Before Historical Costs and Reserves	(181)	5,137	4,957	(2,735)	10,432	7,698	(849)	15,890	15,042	(360)	22,199	21,839	(4,124)	53,659	49,535
Support Hist. Development Costs/	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
(Reimbursement) Risk Costs Exceptional Items**	(1,313) 0 0	(65) 0 0	(1,378) 0 0	(1,385) 0 0	(124) 0 0	(1,508) 0 0	(1,443) 0 0	(176) 0 0	(1,619) 0 0	(1,595) 0 0	(222) 0 0	(1,817) 0 0	(5,737) 0 0	(587) 0 0	(6,323) 0 0
Change In Net Assets	\$1,133	\$5,202	\$6,335	(\$1,350)	\$10,556	\$9,206	\$595	\$16,066	\$16,661	\$1,235	\$22,421	\$23,656	\$1,613	\$54,245	\$55,858

<sup>\*</sup>Includes Community Support Requests

# Statement of Activity FY14 Actuals by Quarter For the Three Months Ending September 30, 2014 US dollars, in thousands

Unaudited		Quarter 1		Y	ear to Dat	е
Unaudited	ICANN Ops	NgTLD	Total	ICANN Ops	NgTLD	Total
Total Support and Revenue	23,355	23,266	46,621	23,355	23,266	46,621
Expenses						
Personnel Travel & Meetings* Professional Services Administration Bad Debt Expenses Depreciation Expenses	11,563 2,233 2,918 2,875 150 1,345	1,871 132 2,321 646 0 131	13,434 2,365 5,240 3,522 150 1,476	11,563 2,233 2,918 2,875 150 1,345	1,871 132 2,321 646 0 131	13,434 2,365 5,240 3,522 150 1,476
Total Expenses	21,084	5,102	26,186	21,084	5,102	26,186
Contingency Interest - General FX Translation (Gain) / Loss Investment (Income)/ Loss Total Other (Income)/Expense	0 0 66 1,597	0 0 (3) (200)	0 0 63 1,397	0 0 66 1,597	0 0 (3) (200)	0 0 63 1,397
Change in Net Assets Before Historical Costs and Reserves	608	18,367	18,974	608	18,367	18,974
New gTLD Applicant Support Hist. Development Costs/	0	0	0	0	0	0
(Reimbursement)	(877)	877	0	(877)	877	0
Risk Costs	0	495	495	0	495	495
Exceptional Items**	0	0	0	0	0	0
Change In Net Assets	\$1,484	\$16,995	\$18,479	\$1,484	\$16,995	\$18,479

<sup>\*</sup>Includes Community Support Requests

# ICANN Statement of Activity Actual vs. Budget For the Three Months Ending September 30, 2014 US dollars, in thousands

Unaudited	F۱	FY 15 Actuals FY 15 Budg						Budget Variance				
Unaudited	ICANN Ops	NgTLD	Total	ICANN Ops	NgTLD	Total	ICANN Ops	NgTLD	Total	%		
Total Support and Revenue	23.4	23.3	46.6	22.4	12.6	35.0	0.9	10.7	11.6	33.2%		
Expenses												
Personnel	11.6	1.9	13.4	11.9	2.2	14.1	0.3	0.4	0.7	4.7%		
Travel & Meetings	2.2	0.1	2.4	2.2	0.2	2.4	0.0	0.1	0.1	2.9%		
Professional Services	2.9	2.3	5.2	3.8	4.4	8.2	0.9	2.1	3.0	36.5%		
Administration	2.9	0.8	3.7	3.4	0.6	3.9	0.5	-0.2	0.3	6.9%		
Bad Debt Expenses	0.2	0.0	0.2	0.1	0.0	0.1	0.0	0.0	0.0	(25.0%)		
Depreciation Expenses	1.3	0.0	1.3	1.2	0.0	1.2	-0.1	0.0	-0.1	(12.1%)		
Total Expenses	21.1	5.1	26.2	22.6	7.4	30.0	1.5	2.3	3.8	12.8%		
Contingency	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0%		
Interest - General	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0%		
FX Translation (Gain) / Loss	0.1	0.0	0.1	0.0	0.0	0.0	-0.1	0.0	-0.1	0.0%		
Investment (Income)/ Loss	1.6	-0.2	1.4	0.0	0.0	0.0	-1.6	0.2	-1.4	0.0%		
Total Other												
(Income)/Expense	1.7	-0.2	1.5	0.0	0.0	0.0	-1.7	0.2	-1.5	0.0%		
Change in Net Assets Before Historical Costs and												
Reserves	0.6	18.4	19.0	-0.2	5.1	5.0	0.8	13.2	14.0	282.8%		
Hist. Development Costs/												
(Reimbursement)	-0.9	0.9	0.0	-1.3	1.3	0.0	-0.4	0.4	0.0	100.0%		
Risk Costs	0.0	0.5	0.5	0.0	0.0	0.0	0.0	-0.5	-0.5	0.0%		
Change In Net Assets	\$1.5	\$17.0	\$18.5	\$1.1	\$3.8	\$5.0	\$0.4	\$13.2	\$13.5	272.8%		

<sup>\*</sup>Includes Community Support Requests

## ICANN Statement of Position As of September 30, 2014 US dollars, in thousands

Unaudited		09/30/14		06/30/14 Increase/ (Decrease)			ease)		
Gnaudited	ICANN	New gTLD	Total	ICANN	New gTLD	Total	ICANN	New gTLD	Total
ASSETS									
Cash & Cash Equivalents	\$15,673	\$8,801	\$24,474	\$15,170	\$9,441	\$24,611	\$504	(\$640)	(\$137)
nvestments	85,122	190,042	275,164	85,416	199,842	285,258	(295)	(9,800)	(10,095)
Funds Under Management	100,795	198,843	299,637	100,586	209,283	309,869	209	(10,440)	(10,231)
Receivables	25,495	14,655	40,150	26,220	385	26,605	(725)	14,270	13,545
Prepaid Expenses	1,522	300	1,822	1,405	0	1,405	117	300	417
Plant, Property & Equip - Net	16,912	0	16,912	16,740	0	16,740	172	0	172
Other Assets	3,278	(1,020)	2,258	2,777	(1,944)	833	500	925	1,425
TOTAL ASSETS	\$148,001	\$212,778	\$360,779	\$147,728	\$207,724	\$355,451	\$274	\$5,054	\$5,328
LIABILITIES AND NET ASSETS									
Payables	9,449	3,206	12,655	11,189	3,791	14,980	(1,740)	(585)	(2,325)
Deferred Income	1,088	133,962	135,051	610	145,318	145,928	479	(11,356)	(10,877)
Other Liabilities	1,295	Ó	1,295	1,244	0	1,244	51	0	51
TOTAL LIABILITIES	11,833	137,168	149,001	13,043	149,109	162,152	(1,210)	(11,941)	(211)
UNRESTRICTED/RESTRICTED									
ASSETS	134,684	58,615	193,299	134,684	58,615	193,299	0	0	0
CURRENT YEAR CHANGE IN									
NET ASSETS	1,484	16,995	18,479	0	0	0	1,484	16,995	18,479
TOTAL NET ASSETS	136,169	75,610	211,778	134,684	58,615	193,299	1,484	16,995	18,479
TOTAL LIABILITIES & NET									
ASSETS	\$148,001	\$212,778	\$360,779	\$147,728	\$207,724	\$355,451	\$274	\$5,054	\$5,328

### Note (1)

ICANN Operations cash increased \$0.5M as a result of the net impact of 1) payments to employees/ vendors of (-\$28.5M), \$3.4M of which was on behalf of the New gTLD Program; 2) cash received from contracted parties (+\$25.1M); 3) a (+\$5.2M) reimbursement from New gTLD for expenses ICANN Ops paid on behalf of the program; 4) and a transfer to the Reserve Fund of (-\$1.3M) for the Jun 2014 reimbursement for Historical Development Fees by the New gTLD Program.

New gTLD cash decreased \$0.6M mainly as a result of 1) the repayment of (-\$5.2M) of Historical Development costs and accumulated direct allocated costs incurred on behalf of the program; 2) disbursements to vendors of (-\$3.2M) and 3) refunds to applicants of (-\$2.3M) partially offset by 3) a (+\$10.0M) transfer from New gTLD investments to the cash account for disbursement purposes.

### Note (2):

The ICANN investment (Reserve Fund) decreased \$0.3M as a result of depreciation in the market value of assets of (-\$1.6M), partially offset by the contribution of the (+\$1.3M) repayment received from the New gTLD program in Jun 2014 for Historical Development costs during the period.

The New gTLD investments decreased \$9.8M as a result of transfers to Operating cash for vendor payment funding of (-\$10.0M), partially offset by unrealized gains of (+\$0.2M) during the period.

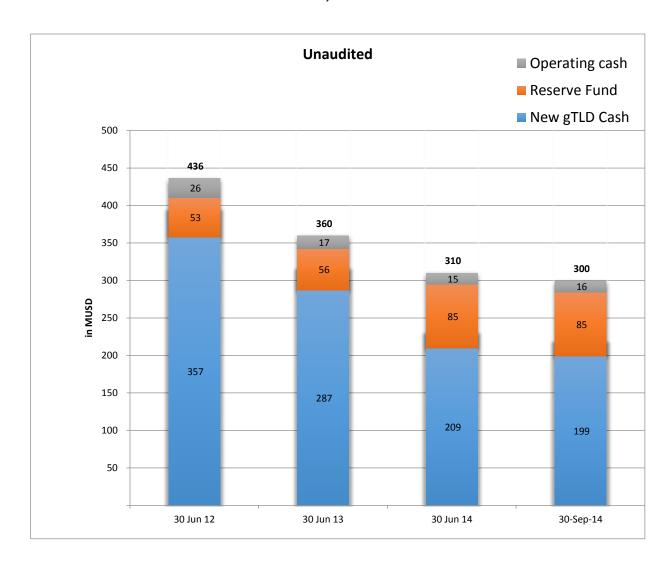
### Note (3)

The reduction of payables is driven by the timing of expenses and related payments

### Note (4)

The reduction of deferred income is resulting mainly from the revenues recognized during the quarter on the new gTLD program, reflecting from the progress of the evaluation process, and from the refunds of application fees.

ICANN
Funds Under Management
As of September 30, 2014
US dollars, in millions



ICANN
Cash Flows Synopsis
For the Three Months Ending September 30, 2014
US dollars, in thousands

Unaudited	ICANN Ops	NgTLD	Total
Funds Under Management at Beginning of Period	\$100,586	\$209,283	\$309,869
Collected/ (refunded) from contributors/parties	25,117	(2,297)	22,820
Paid to vendors	(14,586)	(3,189)	(17,775)
Paid to employees	(12,362)	0	(12,362)
Reimbursement of payments to vendors and employees above, from New gTLD to ICANN Ops:			
Payments to vendors	944	(944)	0
NgTLD team costs (Paid to employees)	1,376	(1,376)	0
Overhead Allocations (Paid to vendors and employees)	2,397	(2,397)	0
Historical Development Costs	436	(436)	0
Capital expenditures	(1,517)	0	(1,517)
Change in investment value	(1,597)	200	(1,397)
Funds Under Management at End of Period	\$100,795	\$198,843	\$299,638

ICANN
Operating Fund and New gTLD Cash
US dollars, in thousands
Unaudited

ICANN Ops	As of Friday 6/27/2014	As of Friday 8/1/2014	As of Friday 8/29/2014	As of Friday 9/26/2014
Total	\$15,170	\$15,213	\$10,627	\$15,117
HSBC	15,170	15,213	10,627	15,117

Historical default = 3 months of operating expenses.

Updated monthly per statements. Includes operating and term deposit accounts.

FX rate used is the average current EOM/ previous EOM rates.

New gTLD	As of Friday 6/27/2014	As of Friday 8/1/2014	As of Friday 8/29/2014	As of Friday 9/26/2014
Total	\$208,889	\$206,777	\$204,725	\$198,328
HSBC	8,907	6,770	4,684	8,286
Investments	199,982	200,007	200,041	190,042

# ICANN Reserve Fund As of September 30, 2014 US dollars, in millions

Reserve Fund Activity (unaudited)	
Contributions	
Nov-07	25.0
Aug-08	8.0
Sep-09	11.0
Oct-13	19.1
Feb-14	1.9
Jul-14	1.3
Total Contributions	66.3
Balance at Beginning of Fiscal Year (01-Jul-2014)	85.4
Balance at End of Fiscal Period (30-Sep-2014)	85.1

Notes:

Historical default = 12 months of operating expenses.

## ICANN New gTLD Financial Summary As of September 30, 2014 US dollars, in thousands

	Program to date	Program to date Full Program				Program Balance			
Unaudited	Actual (Sept 2014)		Current Estimate (Apr 2014)	Prior Estimate (June 2013)	Actual vs Currer Estimate	t Actual vs Prior Estimate			
Fees									
Application Fees	(\$361,034)	(1)	(\$361,034)	(\$359,554)	\$	* * *			
Other Fees	(1,128)	(2)	(738)	(3,788)	(39	0) 2,660			
Total Fees	(362,162)		(361,772)	(363,342)	(39	0) 1,180			
Refunds									
Withdrawal (Pre-reveal/Overpayment)	1,230		5,736	5,736	4,50	6 4,506			
Withdrawal (@ 80%)	444		444	444	-	-			
Withdrawal (@ 70%)	13,260		13,260	13,650	(	0) 390			
Withdrawal (@ 35%)	6,334		28,600	25,350	22,26	6 19,016			
Withdrawal (@ 20%)	555		2,960	6,845	2,40	5 6,290			
Total Refunds	21,823		51,000	52,025	29,17	7 30,202			
Funds Net of Refunds	(340,339)		(310,772)	(311,317)					
Revenue									
Recognized Revenue	(200,028)		(310,772)	(311,317)					
Deferred Revenue	(140,311)								
Total Revenue	(340,339)		(310,772)	(311,317)	(29,56	7) (29,022)			
Expenses									
Evaluation Processing Costs	90,314		136,637	130,458	46,32	3 40,143			
Overhead	28,501		54,302	41,371	25,80	1 12,870			
NgTLD Team	7,106		14,628	12,415	7,52	2 5,309			
ICANN Staff Allocation	18,652		34,333	22,769	15,68	0 4,116			
Other Overhead	2,743		5,342	6,187	2,59	9 3,445			
Total Operating Expenses	118,815		190,939	171,829	72,12	4 53,013			
Historical Development Costs	20,889		32,454	32,454	11,56	5 11,565			
Total Expenses	139,704		223,393	204,283	83,68	9 64,579			
Net Remaining Funds	(\$200,635)		(\$87,379)	(\$107,035)	(\$113,25	6) (\$93,600)			
Remaining Funds	(200,635)		(87,379)	(107,035)	(113,25	6) (93,600)			
Actual Risk Costs	2,855	(3)	1,957	1,179	89	8 <b>(1,676)</b>			
Net Remaining Funds	(203,490)		(89,336)	(108,214)	(114,15	4) (95,276)			

<sup>(1)</sup> Includes overpayments.

<sup>(2)</sup> Proceeds from Prioritization Draw and Fees for Change Request. Auction Proceeds are excluded.

<sup>(3)</sup> Reflects actual risk costs incurred. Future costs cannot be estimate. Further review of risk costs identification in progress.

# ICANN New gTLD Historical Development Costs As of September 30, 2014 US dollars, in thousands

Unaudited	Accrued	Transferred/ Paid
FY13 Actual	\$15,396	\$0
Q1 FY14 Actual	3,739	16,750
Q2 FY14 Actual	1,903	-
Q3 FY14 Actual	1,326	2,692
Q4 FY14 Actual	(2,352)	<u>-</u>
FY14 Total	4,616	19,442
FY14 (Program to date)	20,012	19,442
Q1 FY15 Actual	877	437
Q2 FY15 Forecast	1,391	-
Q3 FY15 Forecast	1,460	-
Q4 FY15 Forecast	1,688	
FY15 Total	5,415	437
FY15 (Program to date)	\$25,427	\$19,879
Q1 FY16 Forecast	1,095	-
Q2 FY16 Forecast	986	-
Q3 FY16 Forecast	904	-
Q4 FY16 Forecast	836	-
FY16 Total	3,821	-
FY16 (Program to date)	\$29,248	\$19,879
Q1 FY17 Forecast	535	-
Q2 FY17 Forecast	537	-
Q3 FY17 Forecast	356	-
Q4 FY17 Forecast	347	-
FY17 Total	1,775	<del>-</del>
FY17 (Program to date)	\$31,023	\$19,879

### NOTE:

Forecast referenced above, as of April 2014.

### **ICANN**

## New gTLD Auction Proceeds and Fees As of September 30, 2014 Program To Date

### In Thousands

Description	Proceeds	Costs	Net Proceeds
Auction Development Costs			
Direct Contention		\$230,000	
Indirect Contention		\$120,000	
Wilmington Trust Annual Fee		\$1,750	
Subtotal: Auction Development Costs		\$351,750	(\$351,750)
4 June 2014 Auction			
Completed Auctions	\$600,000	\$24,000	
Escrow Fees		\$500	
Subtotal: 4 June 2014 Auction	\$600,000	\$24,500	\$575,500
9 July 2014 Auction			
Scheduled and Cancelled	\$ -	\$10,000	
Escrow Fees		\$500	
Subtotal: 9 July 2014 Auction	\$ -	\$10,500	(\$10,500)
6 August 2014 Auction			
Scheduled and Cancelled		\$20,000	
Escrow Fees		\$500	
Subtotal: 6 August 2014 Auction	\$ -	\$20,500	(\$20,500)
17 September 2014 Auction			
Completed Auctions	\$14,349,776	\$573,991	
Scheduled and Cancelled		\$60,000	
Escrow Fees		\$3,750	
Subtotal: 17 September 2014 Auction	\$14,349,776 <sup>(1)</sup>	\$637,741	\$13,712,035
Current Total	\$14,949,776	\$1,044,991	\$13,904,785

 $<sup>\,^{(1)}\,</sup>$  Proceeds is pending in New gTLD Auction account.