

Finance and Administration

Road Map

Forecast Income Statement
Membership and expenses
Debtors collection
Qtr4 2009 priorities
2010 tasks



Income Statement Forecast

	Forecast to Dec-09	Budget Dec-09	Variance Fav/(adv) \$	Actuals 2008	Growth
Revenues	1,780,509	1,826,908	(46,399)	1,425,589	25%
Expenditures:					
Administrative	1,022,852	1,158,721	(135,869)	631,197	62%
Distribution	621,936	731,619	(109,683)	680,510	-9%
Total expenditures	1,644,788	1,890,339	(245,552)	1,311,706	25%
Surplus on operational activities	135,721	(63,432)	199,153	113,882	
Other Income	85,496	65,000	20,496	178,545	-52%
Forecasted surplus	221,217	1,568	219,649	292,427	-24%



AfriNIC Limited

Membership Forecast

Membership Category	Forecast to Dec-09	Budget Dec-09	Variance Fav/(adv)	Actuals 2008	Variance Fav/(adv)
				\$	\$
Initial Set Up fees	147,080	173,523	(26,443)	149,634	(2,555)
LIR - Xtra Small	234,767	179,402	55,365	181,927	52,840
LIR - Very Small	359,012	315,272	43,739	306,601	52,411
LIR Small	320,868	349,078	(28,211)	228,994	91,874
LIR Medium	368,071	360,001	8,070	240,656	127,415
LIR Large	226,946	198,405	28,541	167,527	59,419
LIR Very Large	43,713	117,573	(73,861)	<i>7,</i> 753	35,960
LIR Xtra Large	40,960	37,623	3,337	68,400	(27,440)
End User- IP	3,156	830	2,326	5,481	(2,325)
End User - ASN	2,428	200	2,228	4,645	(2,217)
Grants- Sponsorship	33,510	-	33,510	63,972	(30,462)
	1,780,509	1,731,908	48,601	1,425,589	354,920



Administrative expenses IHR Telephone & Communications 42,718 45,560 2,842 66% 42,897 70% Office expenses 292,735 296,600 3,865 99% 70,492 415% Motor vehicle expenses 5,019 5,813 795 86% 4,666 108% Insurance 5,502 10,670 5,168 52% 4,263 129% Bank charges 16,081 7,577 (8,504) 377% 8,210 348% Auditors fees 2,167 3,333 1,167 65% 3,000 72% Depreciation 54,029 61,940 7,912 87% 20,367 2,639 87% 16,624 107% Total Administrative expenses 1,022,852 1,133,799 110,947 90% 614,096 167% Distribution expenses Advertising expenses 16,921 26,800 9,879 63% 29,661 57% Bad debts - 29,690 29,690 0% 28,995 0% Meeting and seminars expenses 1,25,658 1,22,000 1(13,658) 185% 143,485 157% Car rental 3,590 2,500 2,600 3,100 2,8995 0% Relitating expenses 1,756 6,667 4,910 2,639 3,55,66 90% Sheriertaining expenses 1,756 6,667 4,910 2,639 3,544 48,83 5,750 143,485 157% Car rental 3,590 2,500 3,910 2,500 0% 7,13 0% Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income Interest Received 16,051 165,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - (57,787) 11,658 - (57,787) 135,001 43% 4,274 273%		Forecast to	Budget	Variance	Actuals vs	Actuals	Variance
Administrative expenses		Dec-09	Dec-09	Fav/(Adv)	Budget	2008	Fav/(adv)
HR S86,874 681,938 95,064 86% 434,216 135% Telephone & Communications 42,718 45,560 2,842 66% 42,897 70% Office expenses 292,735 296,600 3,865 99% 70,492 415% Motor vehicle expenses 5,019 5,813 795 86% 4,666 108% Insurance 5,502 10,670 5,168 52% 4,263 129% Bank charges 16,081 7,577 (8,504) 377% 8,210 348% Auditors fees 2,167 3,333 1,167 65% 3,000 72% Depreciation 54,029 61,940 7,912 87% 29,729 182% Legal & Consulting fees 17,728 20,367 2,639 87% 16,624 107% Total Administrative expenses 16,921 26,800 9,879 63% 29,661 57% Bad debts 22,658 122,000 (103,658) 185% 143,485 157% Travelling & Accomodation expenses 22,656 122,000 (103,658) 185% 143,485 157% Car rental 3,590 2,500 (90) 26,965 31% 45,144 48% Travelling expenses 1,756 6,667 4,910 26% 12,505 14% Car rental 3,590 2,500 (90) 1032 42 2386 Car rental 3,590 2,500 (90) 1032 42 2386 Car rental 3,590 2,500 (90) 1032 42 2386 Car rental 3,590 2,500 25,000 0% 17,101 0% Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income Interest Received 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Chreimome 11,658 - (57,787) 135,001 43% Chreimome 11,658 - (57,787) 135,001 43% Chreimome 11,658 - (57,787) 4,274 273% 4,274 273% 4,274 273% 4,274 273% 4,274 273% 2,276					%	\$	\$
Telephone & Communications Office expenses Office expenses Office expenses Dispurance Di							
Office expenses 292,735 296,600 3,865 99% 70,492 415% Motor vehicle expenses 5,019 5,813 795 86% 4,666 108% Insurance 5,502 10,670 5,168 52% 4,263 129% Bank charges 16,081 7,577 (8,504) 377% 8,210 348% Auditors fees 2,167 3,333 1,167 65% 3,000 72% Depreciation 54,029 61,940 7,912 87% 29,729 182% Legal & Consulting fees 17,728 20,367 2,639 87% 16,624 107% Total Administrative expenses 1,022,852 1,133,799 110,947 90% 614,096 167% Distribution expenses 16,921 26,800 9,879 63% 29,661 57% Bad debts - - 29,690 29,690 0% 28,995 0% LiR Training 21,871 71,522 49,651	HR	586,874	681,938	95,064		434,216	135%
Motor vehicle expenses 5,019 5,813 795 86% 4,666 108% Insurance 5,502 10,670 5,168 52% 4,263 129% Bank charges 16,081 7,577 (8,504) 377% 8,210 348% Auditors fees 2,167 3,333 1,167 65% 3,000 72% Depreciation 54,029 61,940 7,912 87% 29,729 182% Legal & Consulting fees 17,728 20,367 2,639 87% 16,624 107% Total Administrative expenses 1,022,852 1,133,799 110,947 90% 614,096 167% Distribution expenses 16,921 26,800 9,879 63% 29,661 57% Bad debts - 29,690 29,690 0% 28,995 0% Meeting and seminars expenses 225,658 122,000 (103,658) 185% 143,485 157% LIR Training 21,871 71,522 49,651 31% 45,144 48% Travelling & Accomodation expenses 1,756 6,667 4,910 26% 12,505 14% Car rental 3,590 3,500 (90) 102% 42 \$23,667 Car rental 3,590 3,500 (90) 102% 42 \$23,667 Contribution 31,201 66,400 35,199 47% 64,098 49% Total Distribution expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other Costs - 25,000 25,000 0% 17,101 0% Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income 11,658 - (57,787) 135,001 43%				-			
Insurance		·	296,600	-		70,492	415%
Bank charges	Motor vehicle expenses	'				4,666	108%
Auditors fees	Insurance	5,502	10,670	5,168	52%	4,263	129%
Depreciation	Bank charges	16,081	7,577	(8,504)	377%	8,210	348%
Legal & Consulting fees 17,728 20,367 2,639 87% 16,624 107% Total Administrative expenses 1,022,852 1,133,799 110,947 90% 614,096 167% Distribution expenses 16,921 26,800 9,879 63% 29,661 57% Bad debts - 29,690 29,690 0% 28,995 0% Meeting and seminars expenses 225,658 122,000 (103,658) 185% 143,485 157% LIR Training 21,871 71,522 49,651 31% 45,144 48% Travelling & Accomodation expenses 1,756 6,667 4,910 26% 12,505 14% Car rental 3,590 3,590 3,590 90 1032 42 8286 Contribution 31,201 66,400 35,199 47% 64,098 49% SA Operation costs - 45,000 45,000 0% 71,31 0% Other Costs - 25,000	Auditors fees	2,167	3,333	1,167	65%	3,000	72%
Total Administrative expenses 1,022,852 1,133,799 110,947 90% 614,096 167% Distribution expenses Advertising expenses 16,921 26,800 9,879 63% 29,661 57% Bad debts - 29,690 29,690 0% 28,995 0% Meeting and seminars expenses 225,658 122,000 (103,658) 185% 143,485 157% LIR Training 21,871 71,522 49,651 31% 45,144 48% Travelling & Accomodation expenses 1,756 6,667 4,910 26% 12,505 14% Car rental 3,590 3,590 4,910 26% 12,505 14% Contribution 31,201 66,400 35,199 47% 64,098 49% SA Operation costs - 45,000 45,000 0% 713 0% Total Distribution expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income		54,029	61,940			29,729	182%
Distribution expenses 16,921 26,800 9,879 63% 29,661 57% Bad debts - 29,690 29,690 0% 28,995 0% Meeting and seminars expenses 225,658 122,000 (103,658) 185% 143,485 157% LIR Training 21,871 71,522 49,651 31% 45,144 48% Travelling & Accomodation expenses 320,938 360,040 39,102 89% 355,866 90% Entertaining expenses 1,756 6,667 4,910 26% 12,505 14% Car rental 3,590 35,000 (90) 102% 42 8286% Contribution 31,201 66,400 35,199 47% 64,098 49% SA Operation costs - 45,000 45,000 0% 713 0% Total Distribution expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income 16,051 (65,000) (48							
Advertising expenses 16,921 26,800 9,879 63% 29,661 57% Bad debts - 29,690 29,690 0% 28,995 0% Meeting and seminars expenses 225,658 122,000 (103,658) 185% 143,485 157% LIR Training 21,871 71,522 49,651 31% 45,144 48% Travelling & Accomodation expenses 1,756 6,667 4,910 26% 12,505 14% Car rental 3,590 3,500 (90) 103% 42 8286% Contribution 31,201 66,400 35,199 47% 64,098 49% SA Operation costs - 45,000 45,000 0% 713 0% Total Distribution expenses - 25,000 25,000 0% 17,101 0% Other Costs - 25,000 0% 17,101 0% Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income 16,051 (65,000) (48,949	-	1,022,852	1,133,799	110,947	90%	614,096	167%
Bad debts - 29,690 29,690 0% 28,995 0% Meeting and seminars expenses 225,658 122,000 (103,658) 185% 143,485 157% LIR Training 21,871 71,522 49,651 31% 45,144 48% Travelling & Accomodation expenses 320,938 360,040 39,102 89% 355,866 90% Entertaining expenses 1,756 6,667 4,910 26% 12,505 14% Car rental 3,590 3,500 (90) 103% 42 9386 Contribution 31,201 66,400 35,199 47% 64,098 49% SA Operation costs - 45,000 45,000 0% 713 0% Total Distribution expenses - 25,000 25,000 0% 17,101 0% Other Costs - 25,000 25,000 0% 17,101 0% Total Operating expenses 1,644,788 1,890,417 245,630 <t< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>							
Meeting and seminars expenses 225,658 122,000 (103,658) 185% 143,485 157% LIR Training 21,871 71,522 49,651 31% 45,144 48% Travelling & Accomodation expenses 320,938 360,040 39,102 89% 355,866 90% Entertaining expenses 1,756 6,667 4,910 26% 12,505 14% Car rental 3,590 3,500 (90) 103% 43 8286% Contribution 31,201 66,400 35,199 47% 64,098 49% SA Operation costs - 45,000 45,000 0% 713 0% Total Distribution expenses - 25,000 25,000 0% 17,101 0% Other Costs - 25,000 25,000 0% 17,101 0% Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference <td< td=""><td>Advertising expenses</td><td>16,921</td><td>26,800</td><td>9,879</td><td>63%</td><td>29,661</td><td>57%</td></td<>	Advertising expenses	16,921	26,800	9,879	63%	29,661	57%
LIR Training 21,871 71,522 49,651 31% 45,144 48% Travelling & Accomodation expenses 320,938 360,040 39,102 89% 355,866 90% Entertaining expenses 1,756 6,667 4,910 26% 12,505 14% Car rental 3,590 3,500 (90) 103% 43 8286% Contribution 31,201 66,400 35,199 47% 64,098 49% SA Operation costs - 45,000 45,000 0% 713 0% Total Distribution expenses 621,936 731,619 109,683 85% 680,510 91% Other Costs - 25,000 25,000 0% 17,101 0% Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income Interest Received 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% </td <td>Bad debts</td> <td>-</td> <td>29,690</td> <td>29,690</td> <td>0%</td> <td>28,995</td> <td>0%</td>	Bad debts	-	29,690	29,690	0%	28,995	0%
Travelling & Accomodation expenses 320,938 360,040 39,102 89% 355,866 90% Entertaining expenses 1,756 6,667 4,910 26% 12,505 14% Car rental 3,590 2,500 (90) 102% 42 9286% Contribution 31,201 66,400 35,199 47% 64,098 49% SA Operation costs - 45,000 45,000 0% 713 0% Total Distribution expenses 621,936 731,619 109,683 85% 680,510 91% Other Costs - 25,000 25,000 0% 17,101 0% Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - 4,274 273%	Meeting and seminars expenses	225,658		(103,658)	185%	143,485	157%
Entertaining expenses 1,756 6,667 4,910 26% 12,505 14% Car rental 3,590 3,500 (90) 103% 43 8286% Contribution 31,201 66,400 35,199 47% 64,098 49% SA Operation costs - 45,000 45,000 0% 713 0% Total Distribution expenses 621,936 731,619 109,683 85% 680,510 91% Other Costs - 25,000 25,000 0% 17,101 0% Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income Interest Received 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - 4,274 273%	LIR Training	21,871	71,522	49,651	31%	45,144	48%
Car rental 3,590 3,500 (90) 103% 43 8286% Contribution 31,201 66,400 35,199 47% 64,098 49% SA Operation costs - 45,000 45,000 0% 713 0% Total Distribution expenses 621,936 731,619 109,683 85% 680,510 91% Other Costs - 25,000 25,000 0% 17,101 0% Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - 4,274 273%	Travelling & Accomodation expenses	320,938	360,040	39,102	89%	355,866	90%
Contribution 31,201 66,400 35,199 47% 64,098 49% SA Operation costs - 45,000 45,000 0% 713 0% Total Distribution expenses 621,936 731,619 109,683 85% 680,510 91% Other Costs - 25,000 25,000 0% 17,101 0% Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - 4,274 273%	Entertaining expenses	·		4,910	26%	12,505	14%
SA Operation costs - 45,000 45,000 0% 713 0% Total Distribution expenses 621,936 731,619 109,683 85% 680,510 91% Other Costs - 25,000 25,000 0% 17,101 0% Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - 4,274 273%	Car rental	3,590	3,500	(90)	200,0	43	0_00,0
Total Distribution expenses 621,936 731,619 109,683 85% 680,510 91% Other Costs - 25,000 25,000 0% 17,101 0% Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - 4,274 273%		31,201					
Other Costs - 25,000 25,000 0% 17,101 0% Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income Interest Received 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - 4,274 273%		-		-			
Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income Interest Received 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - 4,274 273%	Total Distribution expenses	621,936	731,619	109,683	85%	680,510	91%
Total Operating expenses 1,644,788 1,890,417 245,630 87% 1,311,706 125% Other income Interest Received 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - 4,274 273%							
Other income 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - 4,274 273%	Other Costs	-	25,000	25,000	0%	17,101	0%
Other income 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - 4,274 273%	Total Onesating assesses	1 644 700	1 000 417	245 620	070/	1 211 706	1050/
Interest Received 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - 4,274 273%	Total Operating expenses	1,044,/88	1,890,417	245,630	87 %	1,311,706	125%
Interest Received 16,051 (65,000) (48,949) -25% 39,270 41% Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - 4,274 273%	Other income						
Exchange gain difference 57,787 - (57,787) 135,001 43% Other income 11,658 - 4,274 273%		16.051	(65,000)	(48.949)	-25%	39.270	41%
Other income 11,658 - 4,274 273%		'	(00,000)	('	23 70	,	
			_	(37,737)			
Total other income 85,496 (65,000) (106,736) -132% 178,545 48%	Total other income	85,496	(65,000)	(106,736)	-132%	178,545	48%



AfriNIC Limited

Quarterly Debtors Movement

		Debtors	
Me	onth	Amount - \$	Collection %
Ac	ctual		
Ma	arch	813,047	
Ac	ctual		30%
Jui	ne	565,143	
Ac	ctual		31%
Se	ptember	389,634	
Fo	recast		66%
De	ecember	130.666	



2009 PRIORITIES

- Achieve membership target of \$1,732k.
- Prepare for 2010 invoicing and member communication.
- Re-align finance information with registry info: Category of members.
- Cost control. Continuous.
- Cross departmental interaction/processes.
- Begin implementation of proper internal control procedures.



2010 Tasks

- Redefine chart of accounts
- Set up finance manual
- Redefine financial reporting / change in accounting policies
- Consolidate internal control procedures
- Treasury management
- Fees collection completed by March 2010
- Succession plan for business area with new defined roles and responsibilities
- Set up proper staff training programs
- Administrative and HR processes and policies



THANK YOU

