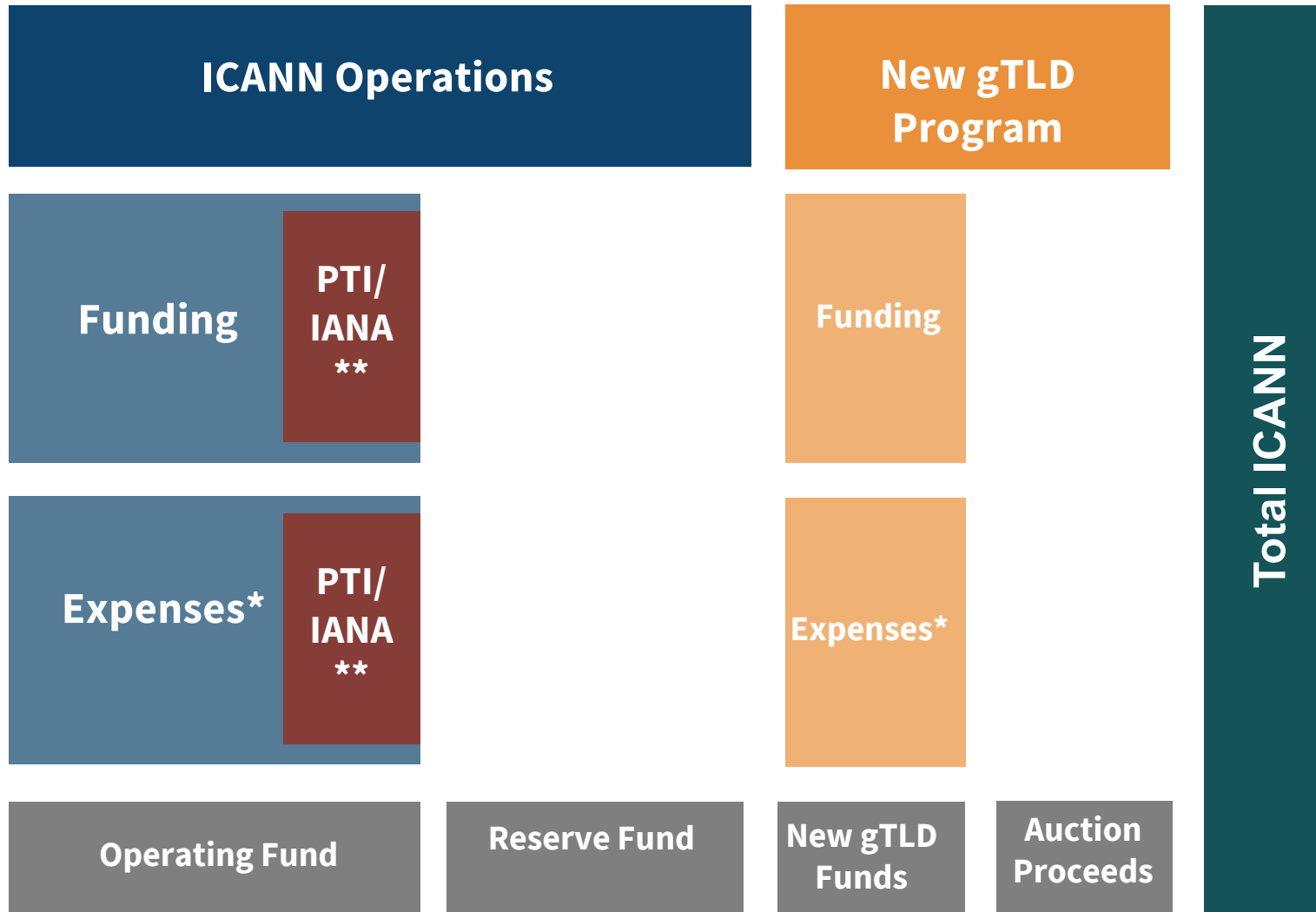


ICANN Quarterly Financials – Fiscal Year 2020

December 2019



FY20 ICANN Org Financial Reporting Structure



*Excludes depreciation and bad debt expenses

**IANA Services includes ICANN's and PTI's IANA Expenses

FY20 (Jul 19 – Dec 19) Overview

ICANN OPERATIONS

Funding and Expenses below budget.

USD in millions	FY20 YTD Actual	FY20 YTD Budget	Var	% Var	FY19 YTD Actual	Var	% Var
Funding	\$69	\$68	\$1	1%	\$68	\$1	2%
Expenses	(\$62)	(\$66)	\$5	-7%	(\$59)	(\$3)	4%
Excess/(Deficit) Before Contribution	\$8	\$2	\$6	273%	\$9	(\$1)	-12%
Planned Reserve Fund Contribution	\$3	\$3	\$0	0%	\$3	\$0	0%
Net Operating Excess/(Deficit)	\$5	(\$1)	\$6	-571%	\$6	(\$1)	-19%

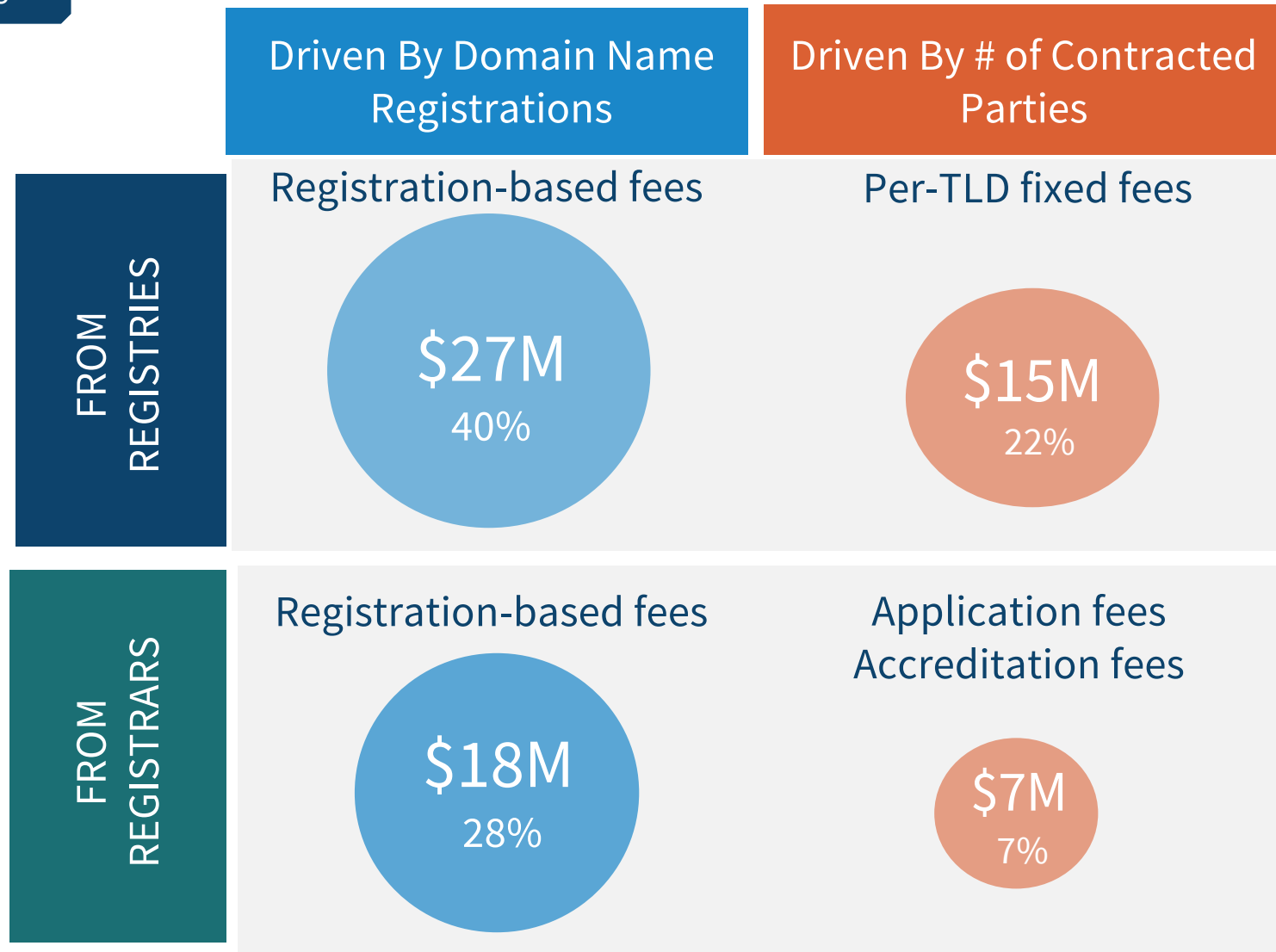
Note: Expenses exclude bad debt and depreciation and include capital expenses.

Breakdown of Expenses	FY20 YTD Actual	FY20 YTD Budget	Var	% Var	FY19 YTD Actual	Var	% Var
IANA Services	(\$4)	(\$5)	\$1	-29%	(\$3)	(\$0)	4%
All Other	(\$58)	(\$61)	\$3	-5%	(\$56)	(\$2)	4%

Headcount	FY20 YTD Actual	FY20 YTD Budget	Var	% Var	FY19 YTD Actual	Var	% Var
Total	387	403	(16)	-4%	391	(4)	-1%

FY20 (Jul 19 – Dec 19) Funding

ICANN OPERATIONS



Other Income: \$2M, 3%

Total Funding: \$69M



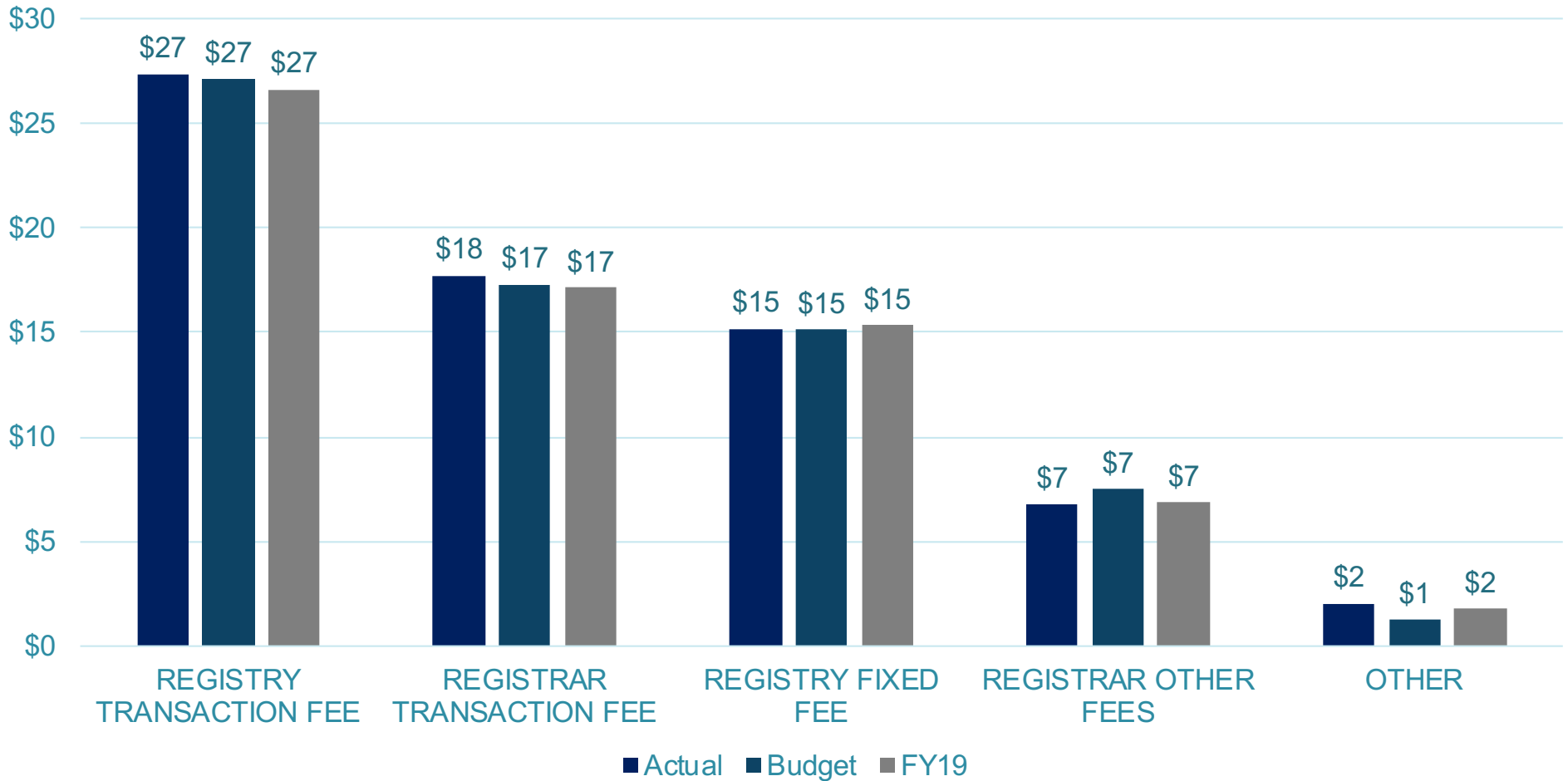
In millions, USD- unaudited – Scale and Arithmetic inconsistencies are due to rounding to the nearest million.

FY20 (Jul 19 – Dec 19) Funding vs Budget & FY19

ICANN OPERATIONS

Actual: \$ 69M
Budget: \$ 68M
FY19: \$ 68M

Funding flat to Budget

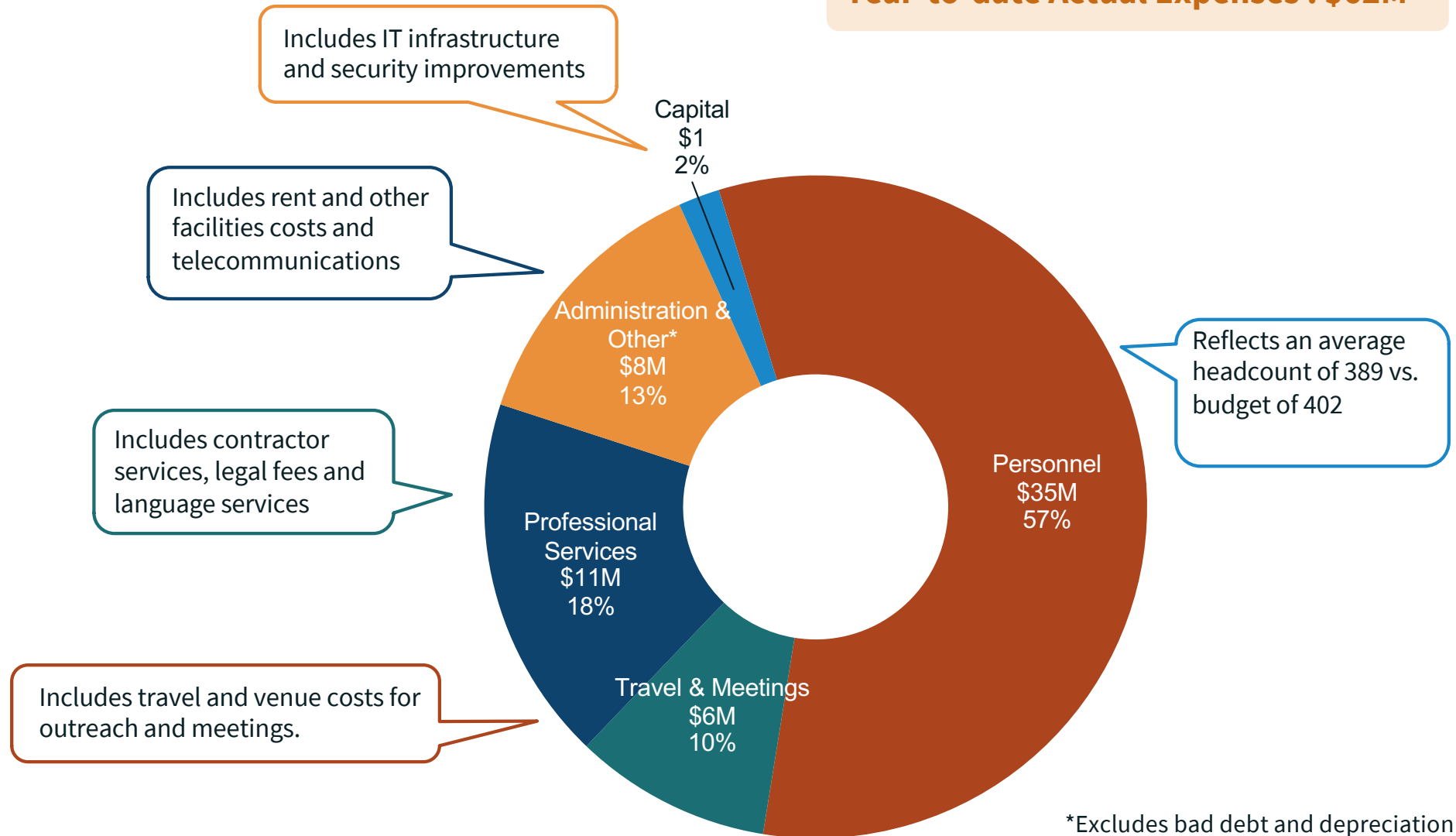


In millions, USD- unaudited – Scale and Arithmetic inconsistencies are due to rounding to the nearest million.

FY20 (Jul 19 – Dec 19) Operating & Capital Expenses

ICANN OPERATIONS

Year-to-date Actual Expenses : \$62M

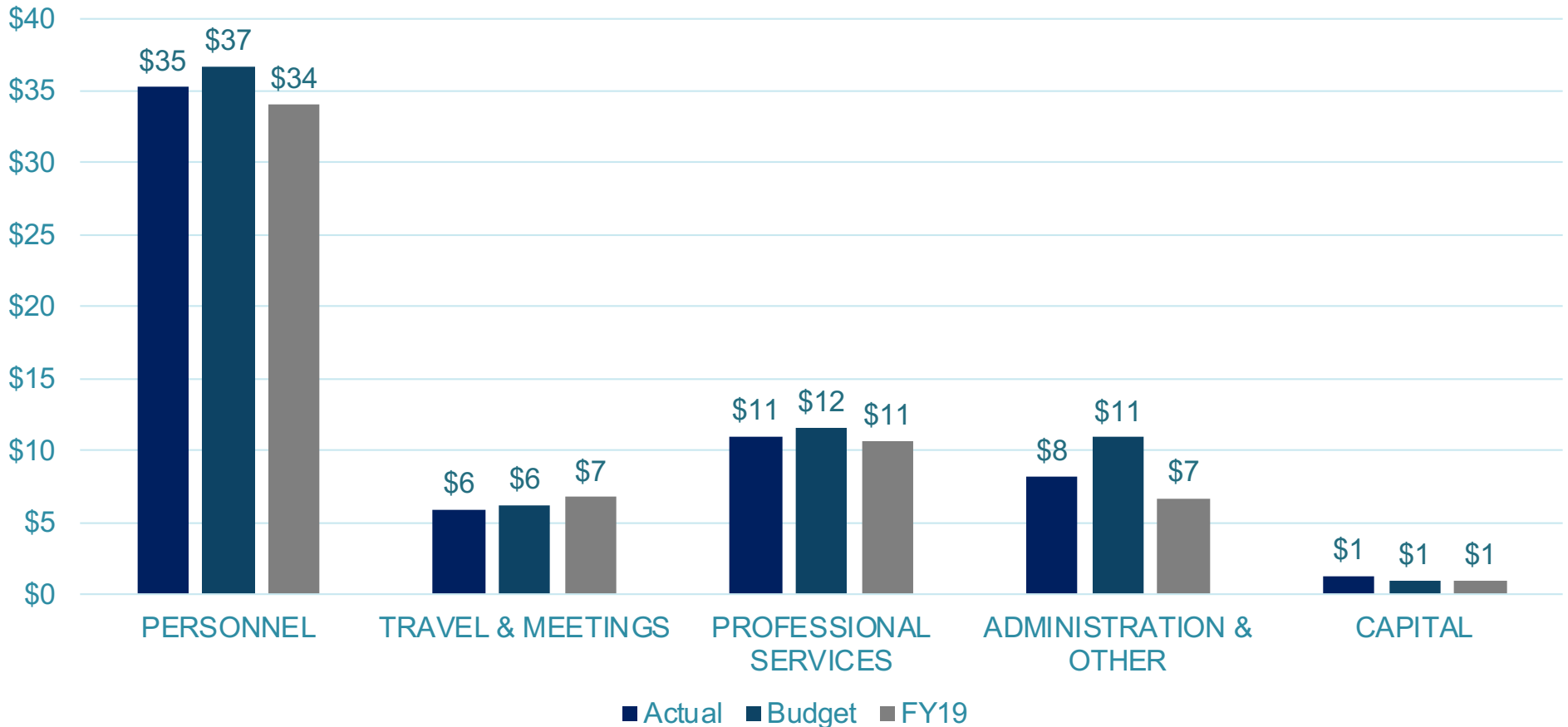


FY20 (Jul 19 – Dec 19) Operating & Capital Expense

ICANN OPERATIONS

Lower personnel costs and timing differences of projects vs. plan.

Actual: \$ 62M
Budget: \$ 66M
FY19: \$ 59M



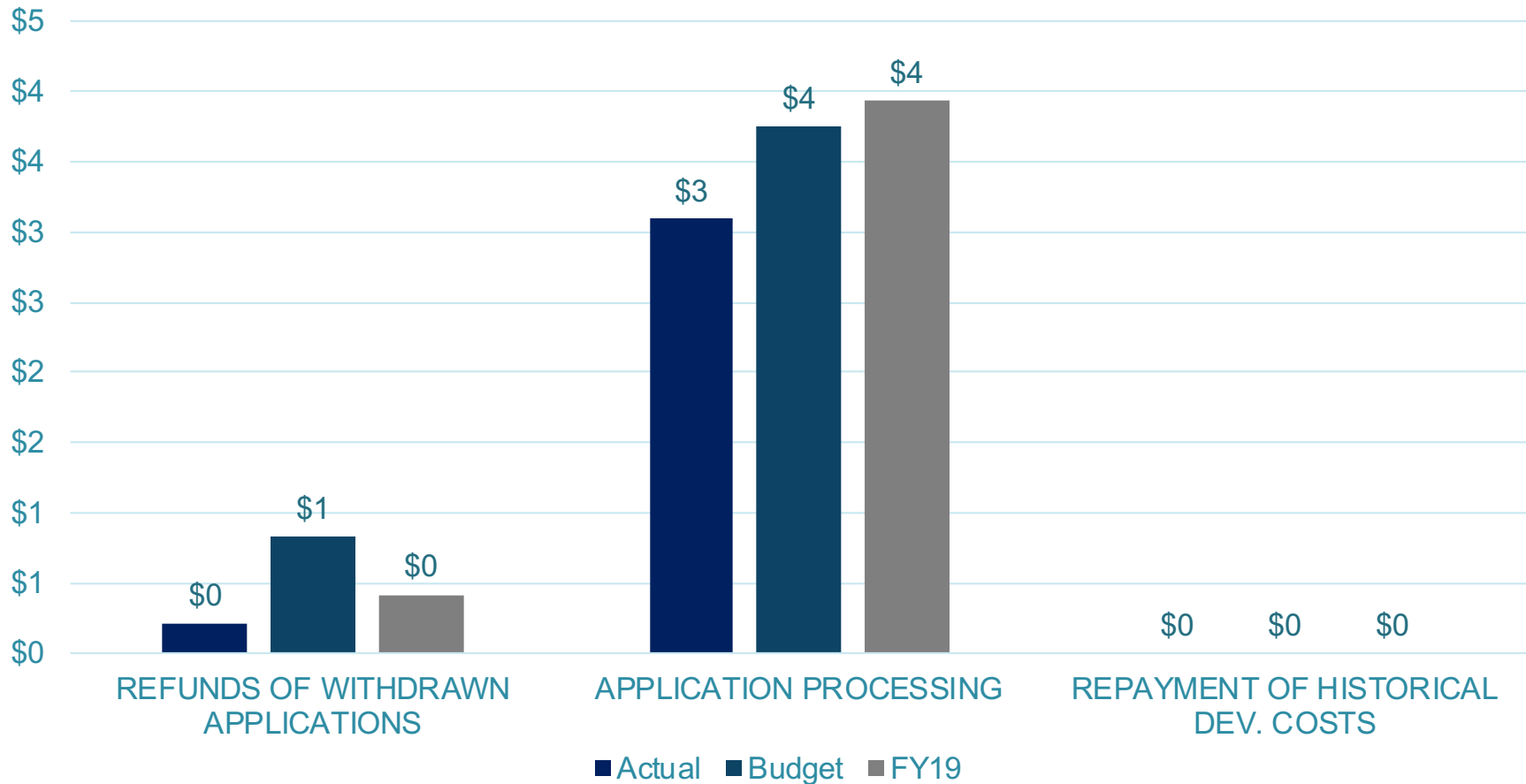
In millions, USD- unaudited – Scale and Arithmetic inconsistencies are due to rounding to the nearest million.

FY20 (Jul 19 – Dec 19) New gTLD Program Expenses vs Budget

New gTLD PROGRAM

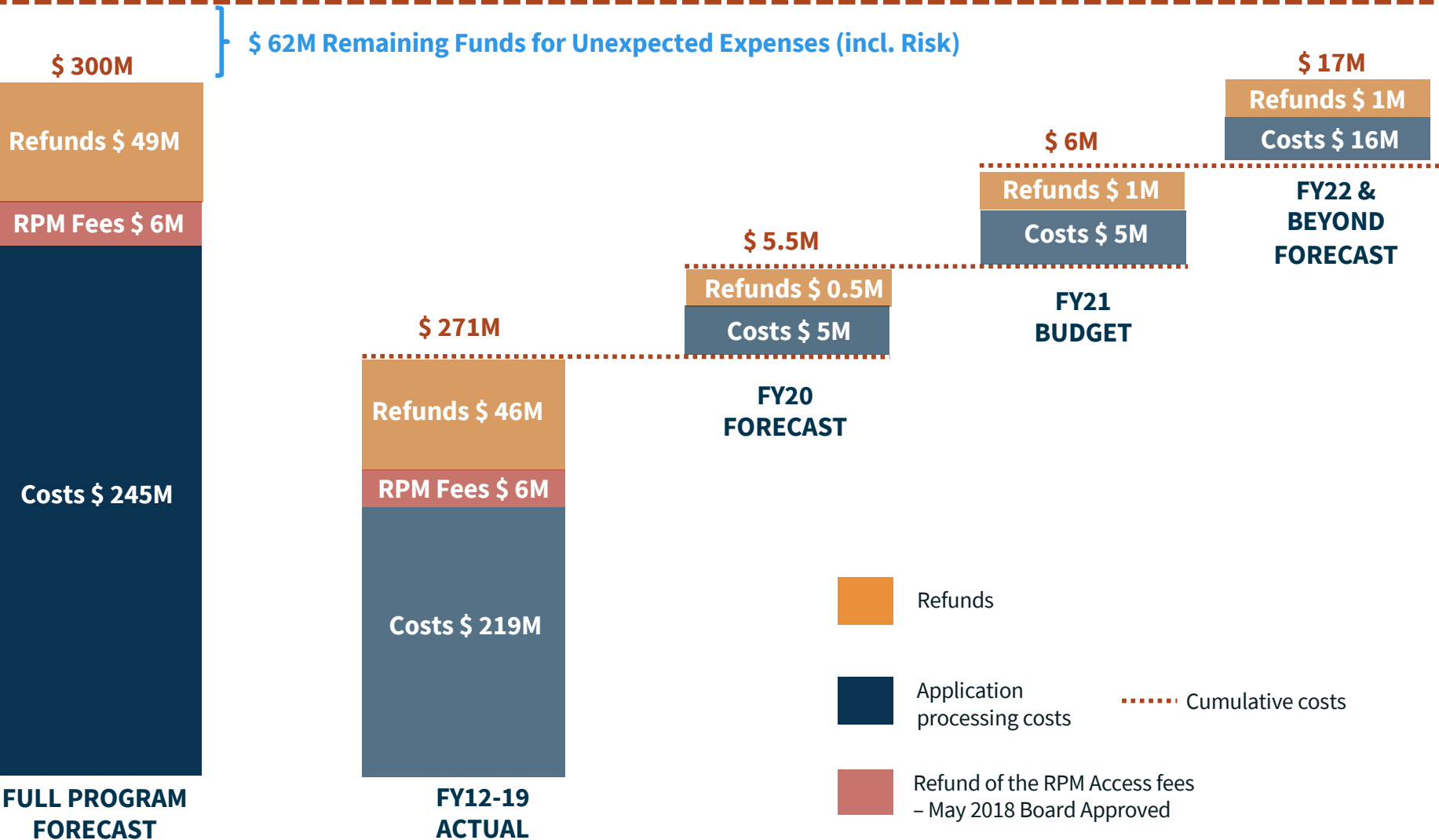
Actual: \$ 3M
Budget: \$ 5M
FY19: \$ 4M

**Lower refunds of withdrawn applications.
 Historical Development costs re-aligned due to
 extension of the program.**



New gTLD Program – Multi-year Forecast *(as of Oct 2019)*

Application fees collected \$ 362M



In millions, USD- unaudited – Scale and Arithmetic inconsistencies are due to rounding to the nearest million.

FY20 (Jul 19 – Dec 19) Total ICANN Organization Actuals

TOTAL ICANN ORG.

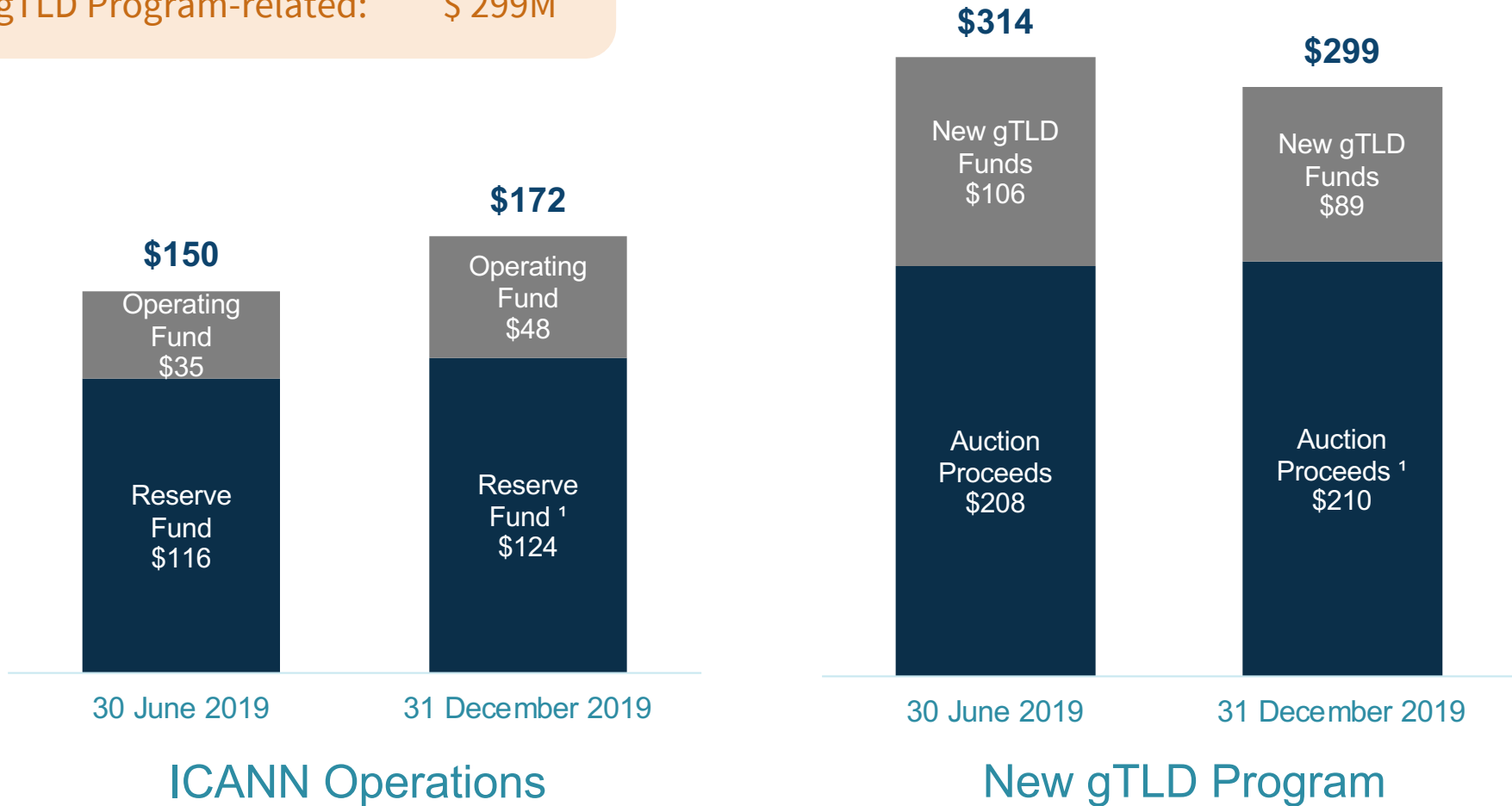
Unaudited USD in millions	FY20 YTD Actual			FY20 YTD Budget			Under / (Over) vs. FY20 Budget			
	Total ICANN Operations	New gTLD	Total ICANN	Total ICANN Operations	New gTLD	Total ICANN	Total ICANN Operations	New gTLD	Total ICANN	%
Funding	\$69.1	\$2.9	\$72.0	\$68.3	\$6.8	\$75.1	\$0.9	(\$3.9)	(\$3.1)	-4%
Cash Expenses ⁽¹⁾	(61.6)	(3.1)	(64.6)	(66.3)	(3.7)	(70.0)	4.7	0.7	\$5.4	8%
Excess/(Deficit) Before Contribution	\$7.6	(\$0.2)	\$7.4	\$2.0	\$3.1	\$5.1	\$5.5	(\$3.3)	\$2.3	45%
Planned Reserve Fund Contribution	3.0	0.0	3.0	3.0	0.0	3.0	0.0	0.0	\$0.0	0%
Net Operating Excess/(Deficit)	\$4.6	(\$0.2)	\$4.4	(\$1.0)	\$3.1	\$2.1	\$5.5	(\$3.3)	\$2.3	109%
Average Headcount	387	0	387	403	0	403	16	0	16	4%

*Expenses exclude bad debt, depreciation and refunds for withdrawn New gTLD applications which are included in the Funding line.

FY20 Funds Under Management as of 31 December 2019

FUNDS UNDER MGMT.

Total Funds: \$ 471M
 ICANN Operations: \$ 172M
 New gTLD Program-related: \$ 299M



¹ Reflects \$36M transfer from Auction Proceeds to Reserve Fund as part of Board Approved Replenishment Strategy

Appendix

Supplemental Financials

FY20 Statement of Position as of 31 December 2019

TOTAL ICANN ORG.

USD in millions Unaudited	December 31, 2019			June 30, 2019			Increase/ (Decrease)		
	ICANN Ops	New gTLD	Total	ICANN Ops	New gTLD	Total	ICANN Ops	New gTLD	Total
ASSETS									
Total Cash & Cash Equivalents	48.0	1.9	49.9	35.0	3.4	38.4	13.0	(1.6)	11.4
Investments	124.0	296.8	420.9	115.5	310.2	425.8	8.5	(13.4)	(4.9)
Funds Under Management	172.1	298.7	470.7	150.5	313.7	464.2	21.6	(15.0)	6.5
Receivables	34.9	0.2	35.0	34.4	0.2	34.6	0.5	(0.1)	0.5
Prepaid Expenses	3.3	0.0	3.3	3.6	0.0	3.6	(0.3)	0.0	(0.3)
Plant, Property & Equipment - Net	9.5	0.0	9.5	10.2	0.0	10.2	(0.7)	0.0	(0.7)
Other Assets	3.5	(1.4)	2.1	16.3	(15.3)	1.0	(12.8)	13.9	1.1
TOTAL ASSETS	223.2	297.4	520.6	215.0	298.6	513.6	8.2	(1.2)	7.0
LIABILITIES AND NET ASSETS									
Accounts Payable & Accrued Liabilities	10.2	1.1	11.3	14.2	2.1	16.3	(4.0)	(1.0)	(5.0)
Deferred Funding	1.1	22.9	24.0	1.1	26.4	27.5	0.0	(3.5)	(3.5)
Other Liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
TOTAL LIABILITIES	11.3	24.0	35.3	15.3	28.5	43.8	(4.0)	(4.5)	(8.5)
Unrestricted Assets	197.6	270.1	467.8	183.1	265.9	449.0	14.5	4.3	18.8
Temporarily Restricted Assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Designated Assets	2.0	0.0	2.0	2.0	0.0	2.0	0.0	0.0	0.0
UNRESTRICTED/RESTRICTED ASSETS	199.6	270.1	469.8	185.1	265.9	451.0	14.5	4.3	18.8
CURRENT YEAR CHANGE IN NET ASSETS	12.2	3.3	15.5	14.5	4.3	18.8	(2.3)	(1.0)	(3.3)
TOTAL NET ASSETS	211.9	273.4	485.3	199.6	270.1	469.8	12.2	3.3	15.5
TOTAL LIABILITIES & NET ASSETS	223.2	297.4	520.6	215.0	298.6	513.6	8.2	(1.2)	7.0

FY20 Cash Flow Synopsis as of 31 December 2019

TOTAL ICANN ORG.

Unaudited	FY20		Total
	Total ICANN	NewgTLD	
Funds Under Management Beginning of Period	\$150.5	\$313.7	\$464.2
Collected/ (refunded) from contributors/parties	68.6	(0.5)	68.1
Auction Proceeds	0.0	0.0	0.0
Paid to Employees	(34.8)	(0.4)	(35.2)
Paid to Vendors	(30.4)	(3.6)	(34.0)
Paid to vendors and employees on behalf of New gTLD	14.2	(14.3)	(0.1)
Reimbursement of payments to vendors and employees above, from New gTLD to ICANN Ops:			
Payments to vendors	(0.8)	0.8	0.0
NgTLD team costs (Paid to employees)	0.4	(0.4)	0.0
Historical Development Costs	0.0	0.0	0.0
Change in investment market value (excludes transfers to/ from operating account)	5.5	3.5	9.0
Capital Expenditures	(1.2)	0.0	(1.2)
Funds Under Management End of Period	\$172.1	\$298.7	\$470.7