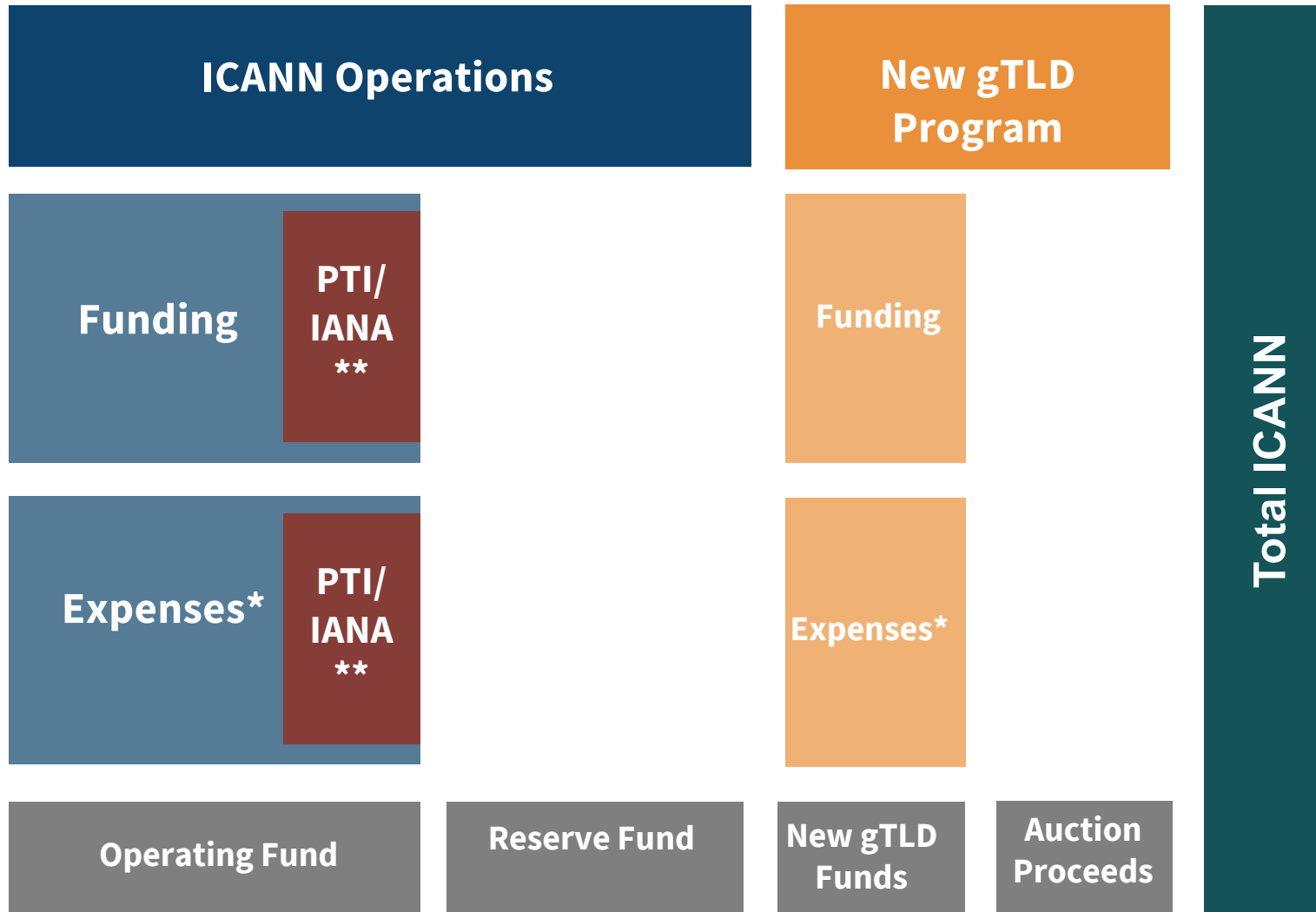


ICANN Quarterly Financials – Fiscal Year 2020

September 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 – Sep 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	\$33	\$34	-\$1	-2%	\$34	(\$1)	-3%
Expenses	(\$28)	(\$31)	\$2	-8%	(\$25)	(\$3)	12%
Excess/(Deficit) Before Contribution	\$5	\$3	\$2	54%	\$9	(\$4)	-45%
Planned Reserve Fund Contribution	\$3	\$3	\$0	0%	\$3	\$0	-45%
Net Operating Excess/(Deficit)	\$2	\$0	\$2	1388%	\$6	(\$4)	-45%

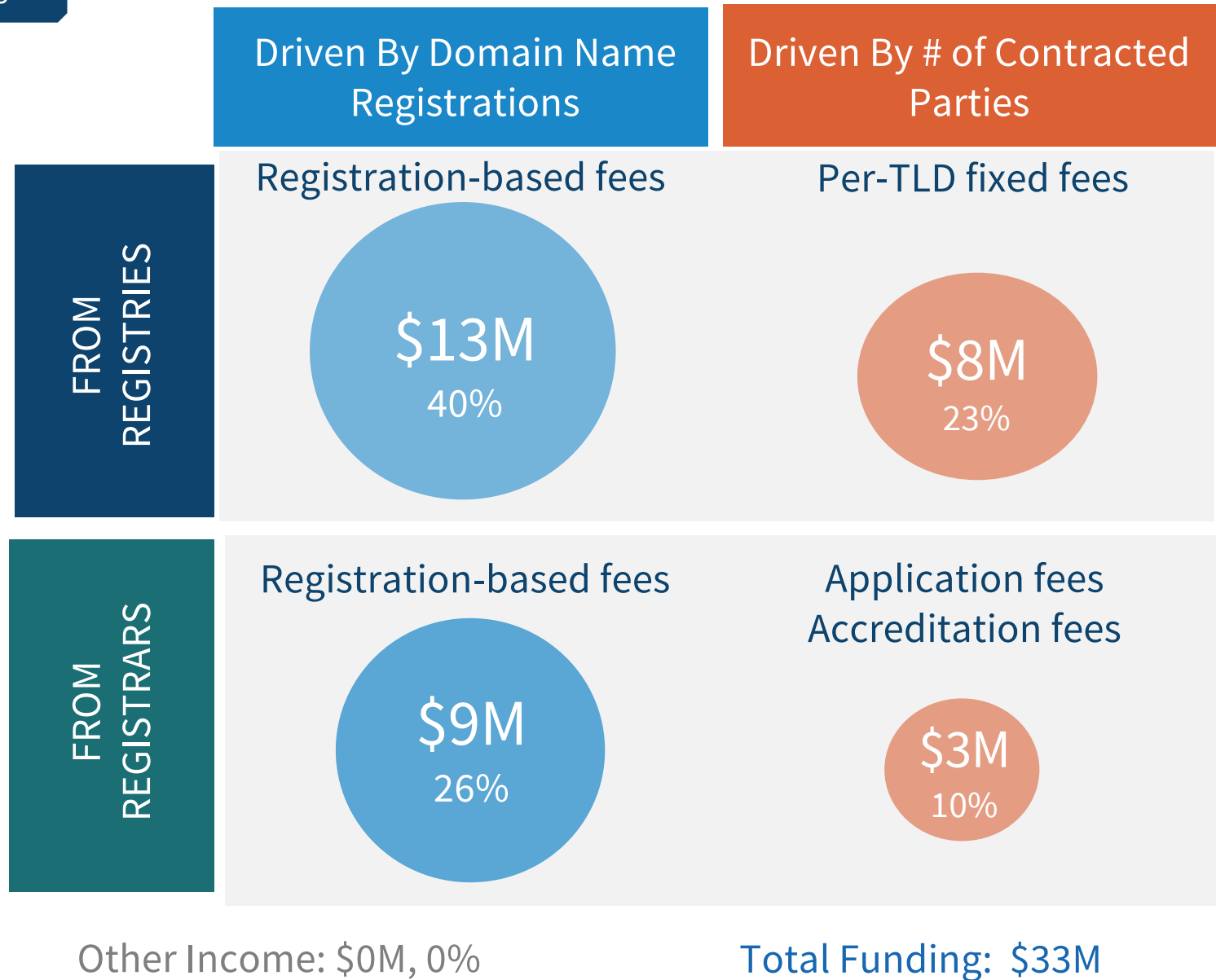
Note: Expenses exclude bad debt and depreciation and include capital expenses.

Breakdown of Expenses	FY20 YTD Actual	FY20 YTD Budget	Var	% Var	FY19 YTD Actual	Var	% Var
IANA Services	(\$2)	\$0	(\$2)	N/A	(\$2)	(\$0)	14%
All Other	(\$26)	(\$31)	\$4	-14%	(\$24)	(\$3)	12%

Headcount	FY20 YTD Actual	FY20 YTD Budget	Var	% Var	FY19 YTD Actual	Var	% Var
Total	389	402	(13)	-3%	391	(3)	-1%

FY20 (Jul 19 – Sep 19) Funding

ICANN OPERATIONS

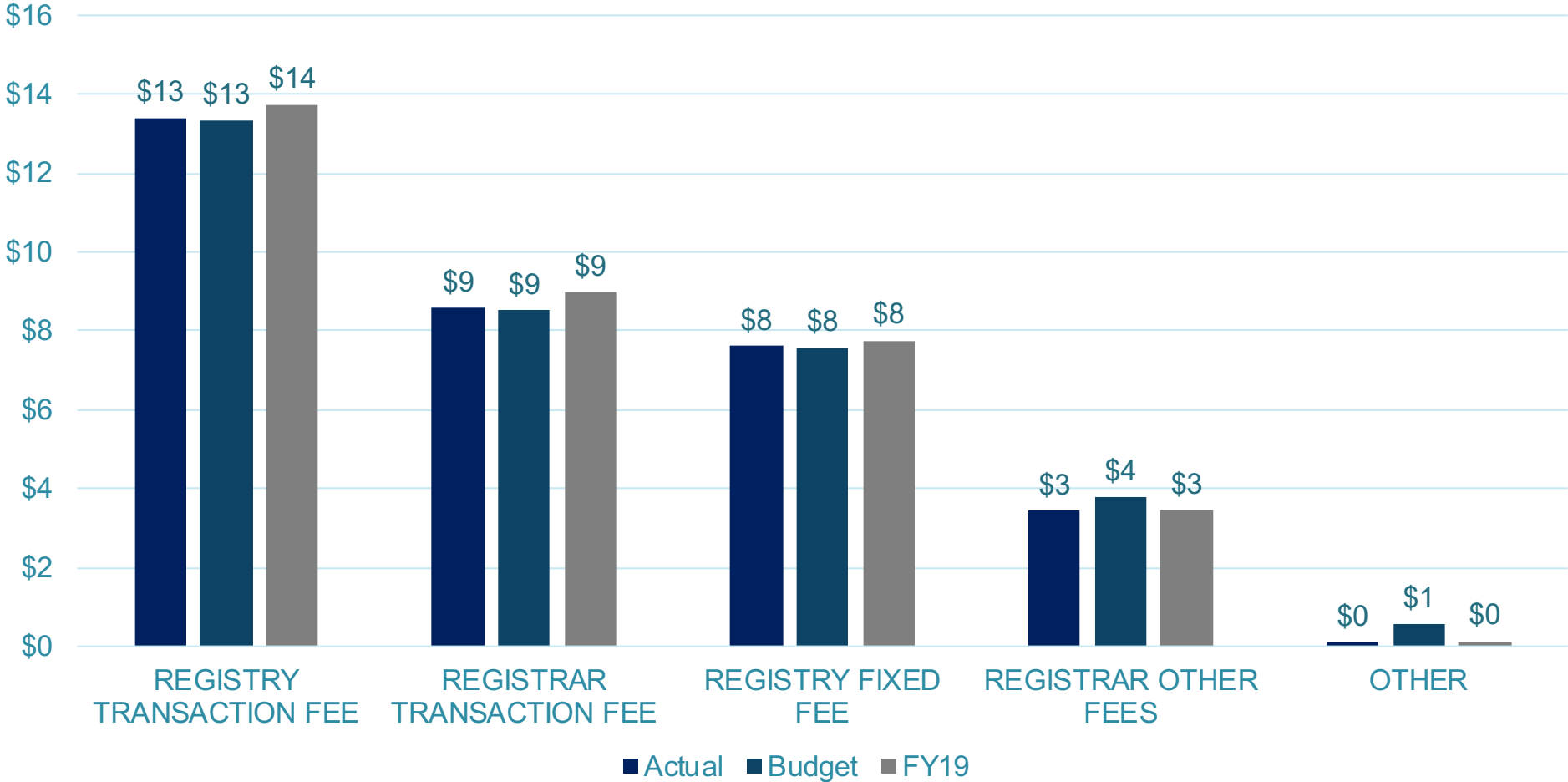


FY20 (Jul 19 – Sep 19) Funding vs Budget & FY19

ICANN OPERATIONS

Actual: \$ 33M
Budget: \$ 34M
FY19: \$ 34M

Funding flat to Budget

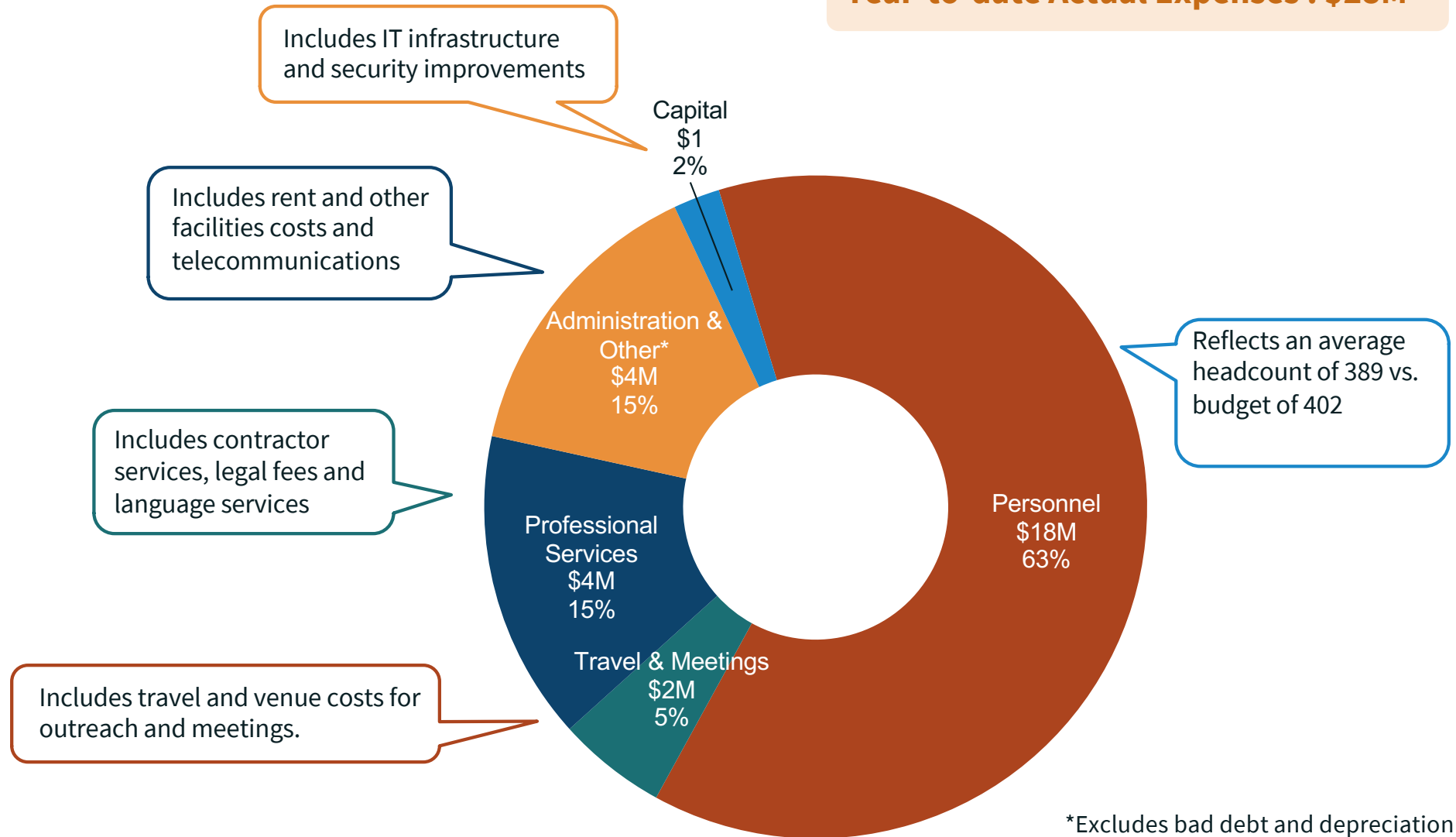


In millions, USD- unaudited – Scale and Arithmetic inconsistencies are due to rounding to the nearest million.

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

ICANN OPERATIONS

Year-to-date Actual Expenses : \$28M

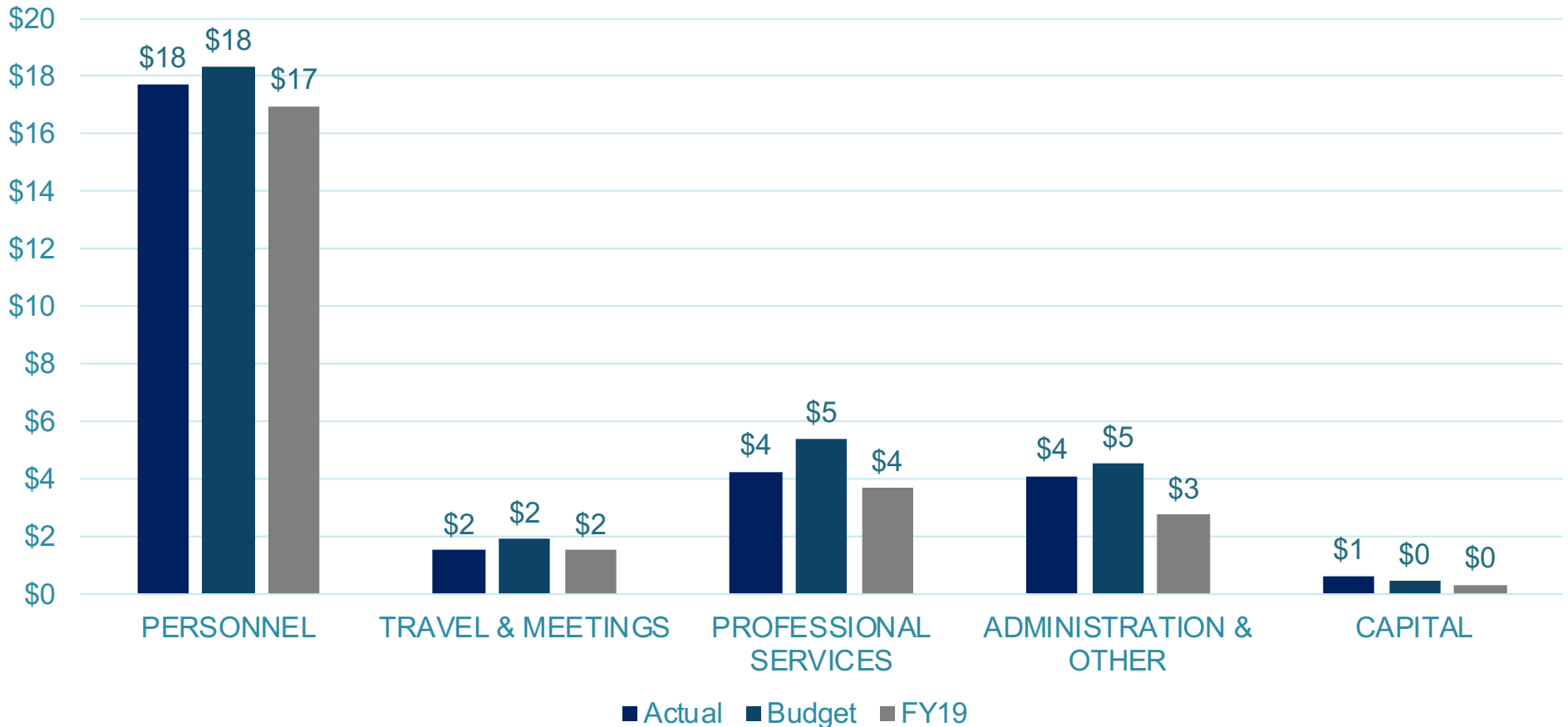


FY20 (Jul 19 – Sep 19) Operating & Capital Expense

ICANN OPERATIONS

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

Actual: \$ 28M
Budget: \$ 31M
FY19: \$ 25M

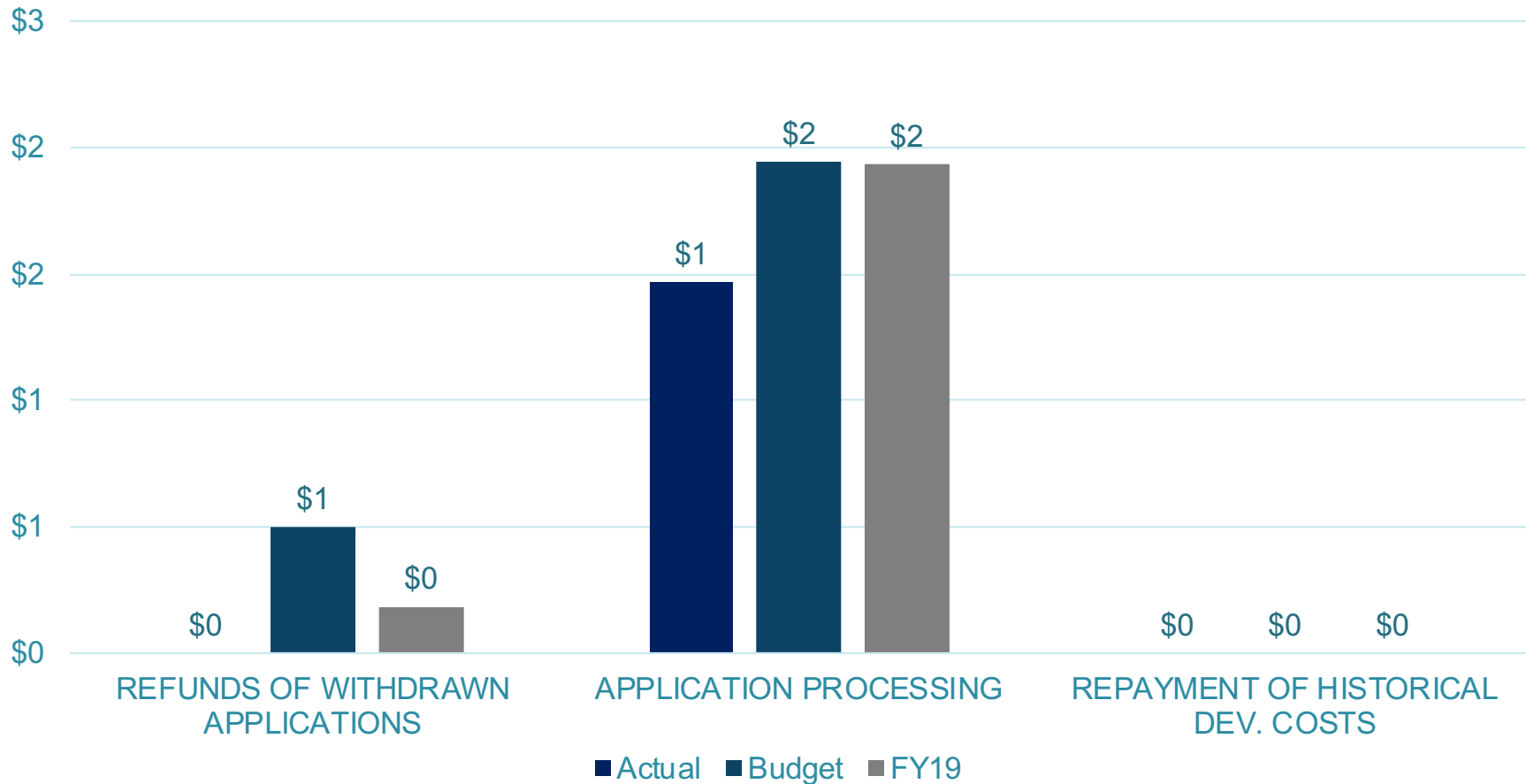


FY20 (Jul 19 – Sep 19) New gTLD Program Expenses vs Budget

New gTLD PROGRAM

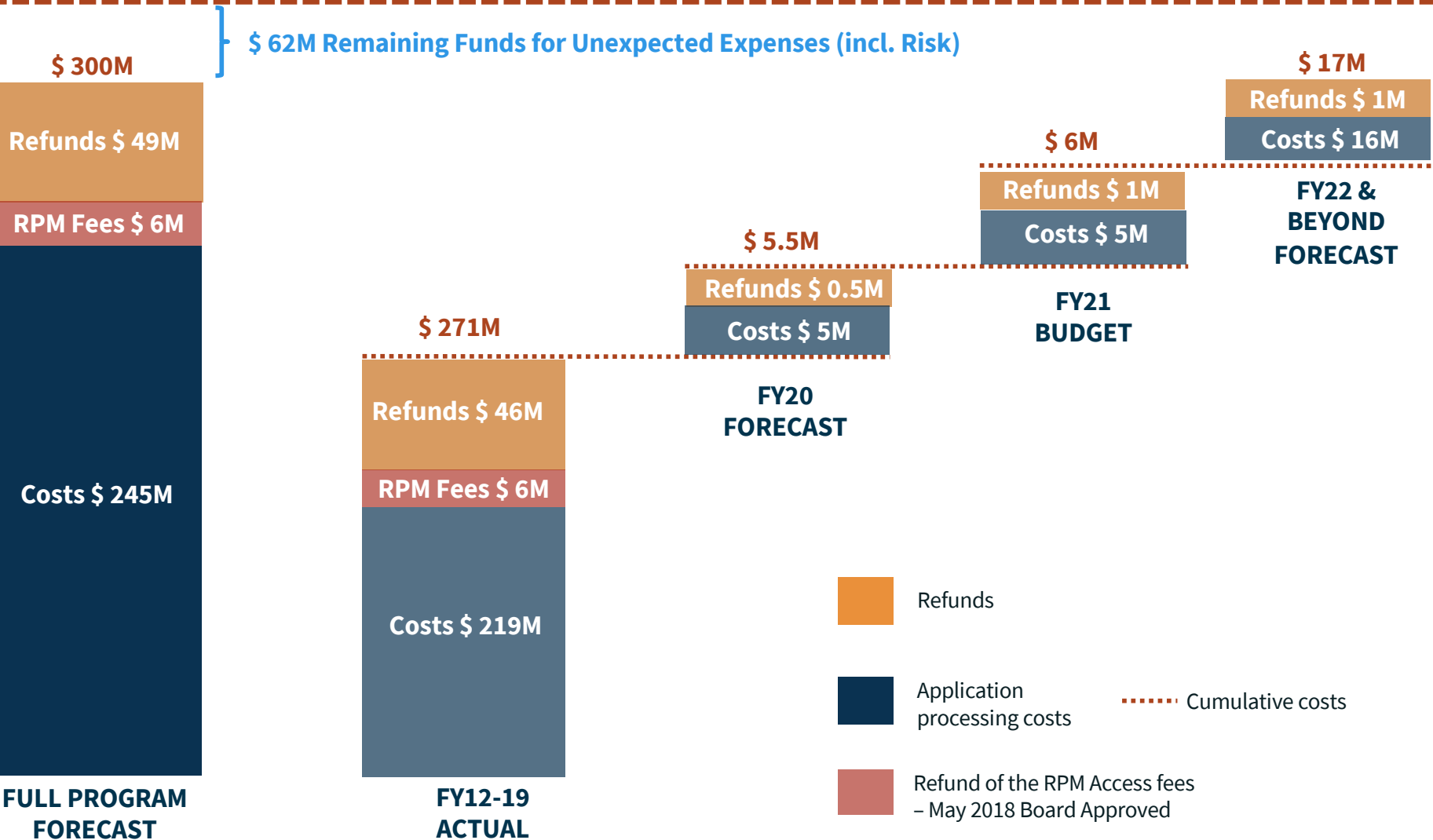
Actual: \$ 1M
Budget: \$ 3M
FY19: \$ 2M

**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



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

TOTAL ICANN ORG.

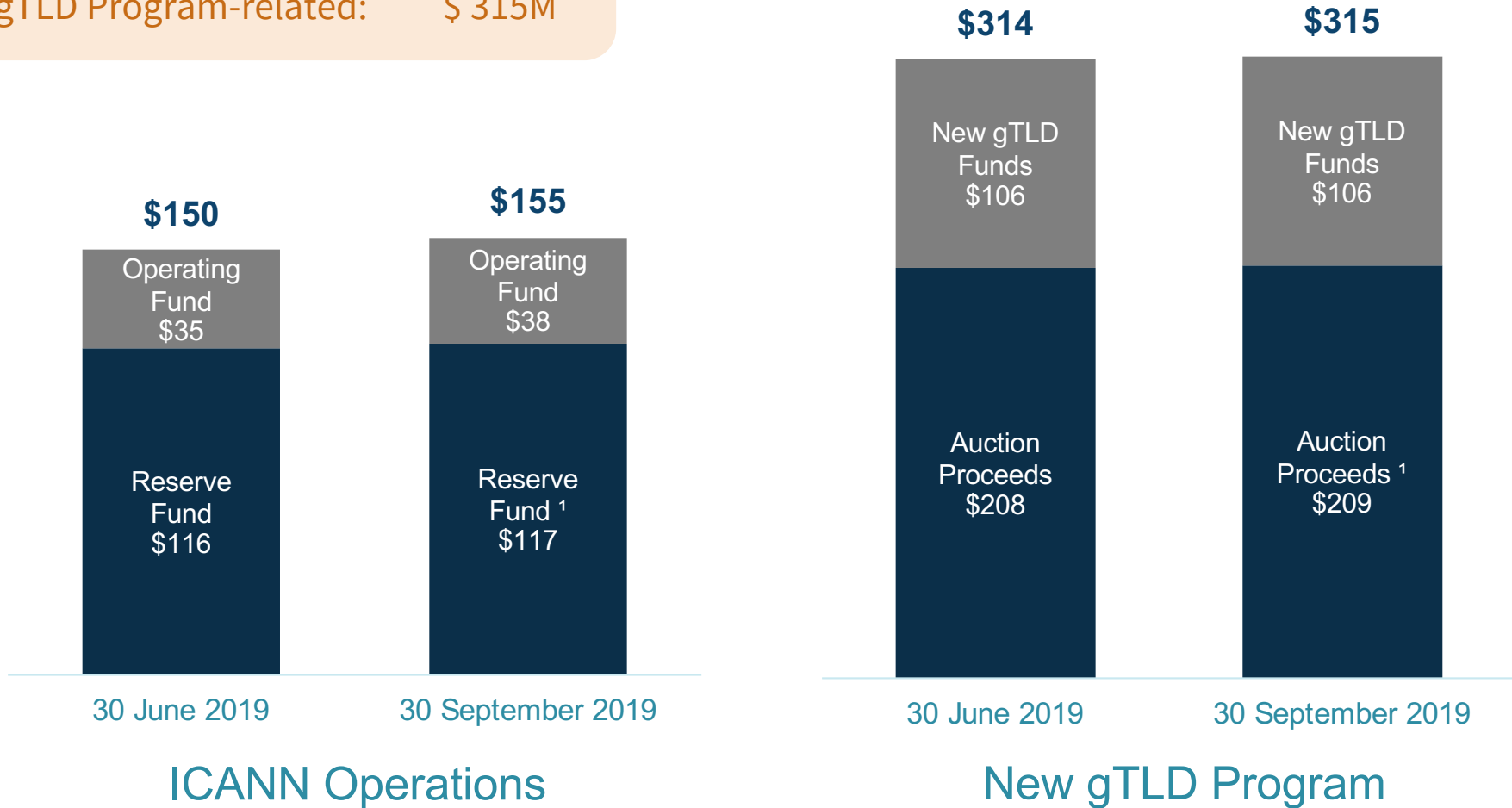
Unaudited USD in millions	FY20 YTD Actual			FY20 YTD Budget			Under / (Over) vs. FY20 Budget			
	Total ICANN Operations	New gTLD	Total ICANN	Total ICANN Operations	New gTLD	Total ICANN	Total ICANN Operations	New gTLD	Total ICANN	%
Funding	\$33.1	\$1.2	\$34.3	\$33.8	\$3.6	\$37.4	(\$0.7)	(\$2.4)	(\$3.1)	-8%
Cash Expenses ⁽¹⁾	(28.3)	(1.5)	(29.7)	(30.7)	(1.9)	(32.6)	2.4	0.5	\$2.9	9%
Excess/(Deficit) Before Contribution	\$4.8	(\$0.2)	\$4.6	\$3.1	\$1.7	\$4.8	\$1.7	(\$1.9)	(\$0.2)	-4%
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)	\$1.8	(\$0.2)	\$1.6	\$0.1	\$1.7	\$1.8	\$1.7	(\$1.9)	(\$0.2)	-11%
Average Headcount	389	0	389	402	0	402	13	0	13	3%

*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 30 September 2019

FUNDS UNDER MGMT.

Total Funds: \$ 470M
 ICANN Operations: \$ 155M
 New gTLD Program-related: \$ 315M



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 30 September 2019

TOTAL ICANN ORG.

USD in millions Unaudited	September 30, 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	37.5	2.6	40.1	35.0	3.4	38.4	2.5	(0.9)	1.7
Investments	117.5	312.2	429.7	115.5	310.2	425.8	2.0	1.9	3.9
Funds Under Management	155.0	314.8	469.8	150.5	313.7	464.2	4.5	1.1	5.6
Receivables	33.5	0.2	33.7	34.4	0.2	34.6	(0.9)	(0.1)	(0.9)
Prepaid Expenses	3.9	0.0	3.9	3.6	0.0	3.6	0.3	0.0	0.3
Checks s/b = 0		0.0			0.0				
Total Plant, Property & Equipment	50.6	0.0	50.6	49.9	0.0	49.9	0.6	0.0	0.6
Total Accum Depreciation	(40.8)	0.0	(40.8)	(39.7)	0.0	(39.7)	(1.1)	0.0	(1.1)
Plant, Property & Equipment - Net	9.8	0.0	9.8	10.2	0.0	10.2	(0.4)	0.0	(0.4)
Other Assets	18.2	(16.8)	1.4	16.3	(15.3)	1.0	1.9	(1.5)	0.4
TOTAL ASSETS	220.3	298.1	518.5	215.0	298.6	513.6	5.4	(0.5)	4.9
LIABILITIES AND NET ASSETS									
Accounts Payable	1.4	0.4	1.8	3.2	0.6	3.9	(1.8)	(0.2)	(2.0)
Accrued Payable	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Overpayment Contra-Receivable	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accrued Expenses	2.4	0.2	2.6	3.6	0.2	3.8	(1.2)	(0.0)	(1.2)
Accrued Legal Expenses	0.7	0.7	1.4	0.9	1.3	2.2	(0.2)	(0.6)	(0.8)
Accrued Personnel costs	7.5	0.0	7.5	4.9	0.0	4.9	2.5	0.0	2.5
Deferred Rent	1.5	0.0	1.5	1.5	0.0	1.5	(0.1)	0.0	(0.1)
Accounts Payable & Accrued Liabilities	13.5	1.2	14.7	14.2	2.1	16.3	(0.8)	(0.9)	(1.6)
Deferred Funding	1.1	25.1	26.2	1.1	26.4	27.5	0.0	(1.3)	(1.3)
Other Liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
TOTAL LIABILITIES	14.5	26.3	40.9	15.3	28.5	43.8	(0.8)	(2.2)	(2.9)
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	6.2	1.6	7.8	14.5	4.3	18.8	(8.3)	(2.6)	(10.9)
TOTAL NET ASSETS	205.8	271.8	477.6	199.6	270.1	469.8	6.2	1.6	7.8
TOTAL LIABILITIES & NET ASSETS	220.3	298.1	518.5	215.0	298.6	513.6	5.4	(0.5)	4.9

FY20 Cash Flow Synopsis as of 30 September 2019

TOTAL ICANN ORG.

Unaudited	ICANN Ops	FY20 NgTLD	Total
Funds Under Management Beginning of Period	\$150.5	\$313.7	\$464.2
Collected/ (refunded) from contributors/parties	34.0	(0.0)	33.9
Auction Proceeds	0.0	0.0	0.0
Paid to Employees	(15.2)	(0.2)	(15.4)
Paid to Vendors	(13.9)	(2.1)	(16.0)
Paid to vendors and employees on behalf of New gTLD	(1.1)	1.1	(0.1)
Reimbursement of payments to vendors and employees above, from New gTLD to ICANN Ops:			
Payments to vendors	(0.7)	0.7	0.0
NgTLD team costs (Paid to employees)	0.2	(0.2)	0.0
Historical Development Costs	0.0	0.0	0.0
Change in investment market value (excludes transfers to/ from operating account)	1.9	1.9	3.8
Capital Expenditures	(0.6)	0.0	(0.6)
Funds Under Management End of Period	\$155.0	\$314.8	\$469.8