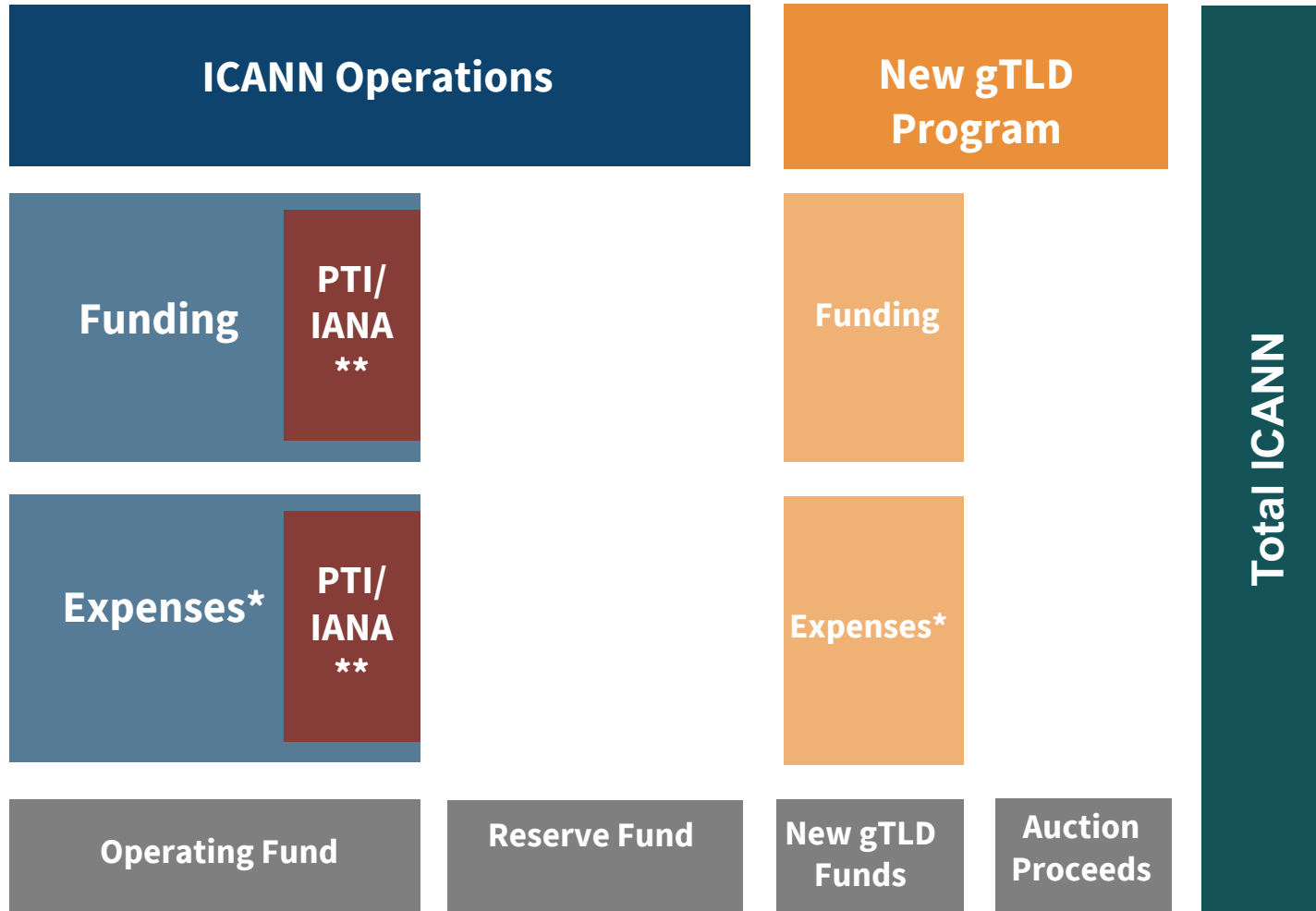


ICANN Unaudited Quarterly Financials – Fiscal Year 2020

March 2020



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 – Mar 20) Overview

ICANN OPERATIONS

Funding exceeds budget and Expenses below budget

USD in millions	FY20 YTD Actual	FY20 YTD Budget	Var	% Var	FY19 YTD Actual	Var	% Var
Funding	\$107	\$105	\$2	2%	\$103	\$4	4%
Expenses	(\$93)	(\$102)	\$8	-8%	(\$91)	(\$3)	3%
Net Operating Excess/(Deficit)	\$14	\$3	\$10	341%	\$13	\$1	8%

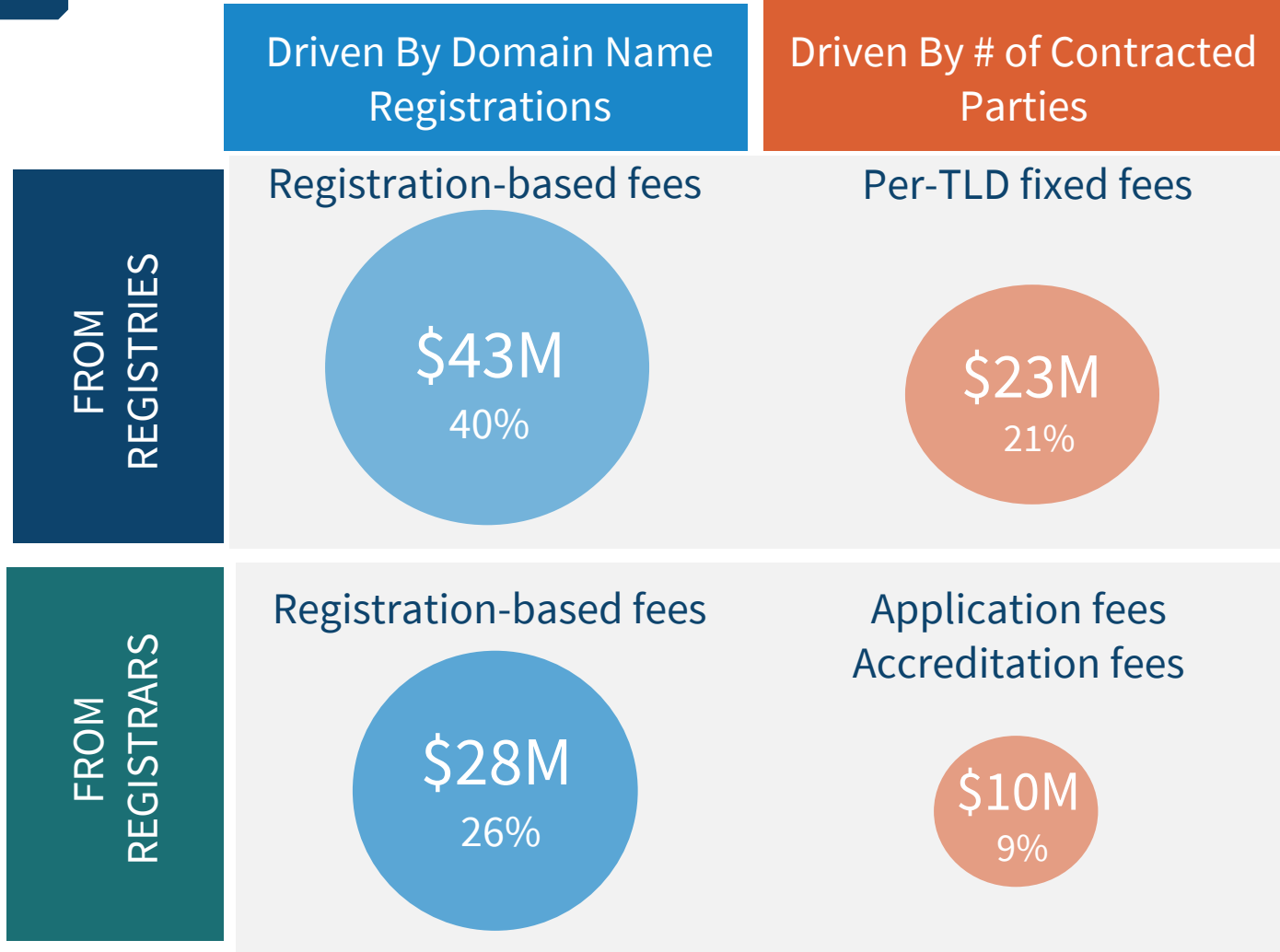
Note: Expenses exclude bad debt and depreciation and include capital expenses.

Breakdown of Expenses	FY20 YTD Actual	FY20 YTD Budget	Var	% Var	FY19 YTD Actual	Var	% Var
IANA Services	(\$6)	(\$7)	\$1	-14%	(\$5)	(\$1)	18%
All Other	(\$87)	(\$95)	\$7	-8%	(\$85)	(\$2)	2%

Headcount	FY20 YTD Actual	FY20 YTD Budget	Var	% Var	FY19 YTD Actual	Var	% Var
Total	386	407	(21)	-5%	390	(4)	-1%

FY20 (Jul 19 – Mar 20) Funding

ICANN OPERATIONS



Other Income: \$3M, 3%

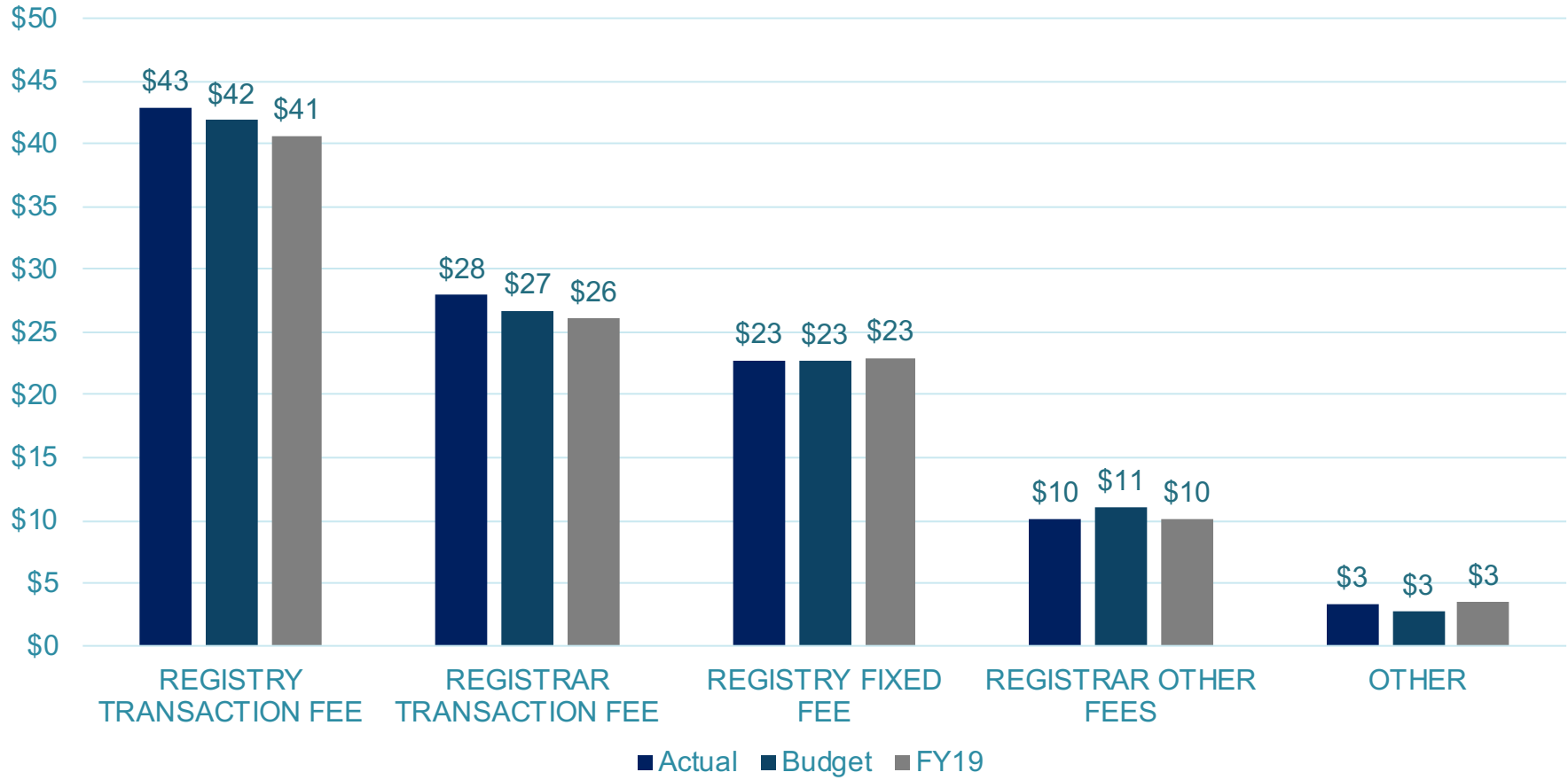
Total Funding: \$107M

FY20 (Jul 19 – Mar 20) Funding vs Budget & FY19

ICANN OPERATIONS

Actual: \$ 107M
Budget: \$ 105M
FY19: \$ 103M

Funding slightly higher than Budget due to higher than planned transaction fees



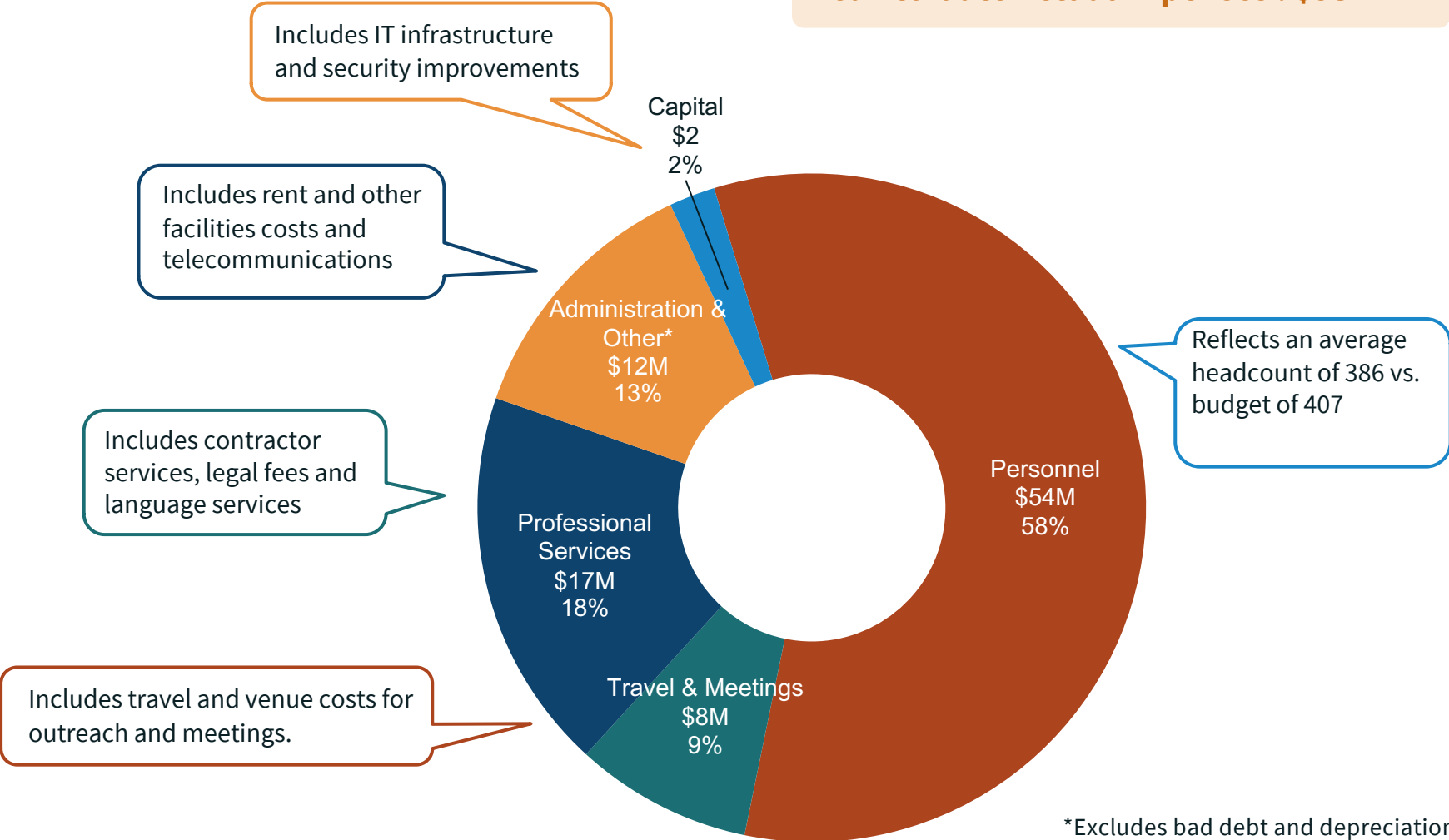
In millions, USD- unaudited – Scale and Arithmetic inconsistencies are due to rounding to the nearest million.



FY20 (Jul 19 – Mar 20) Operating & Capital Expenses

ICANN OPERATIONS

Year-to-date Actual Expenses : \$93M

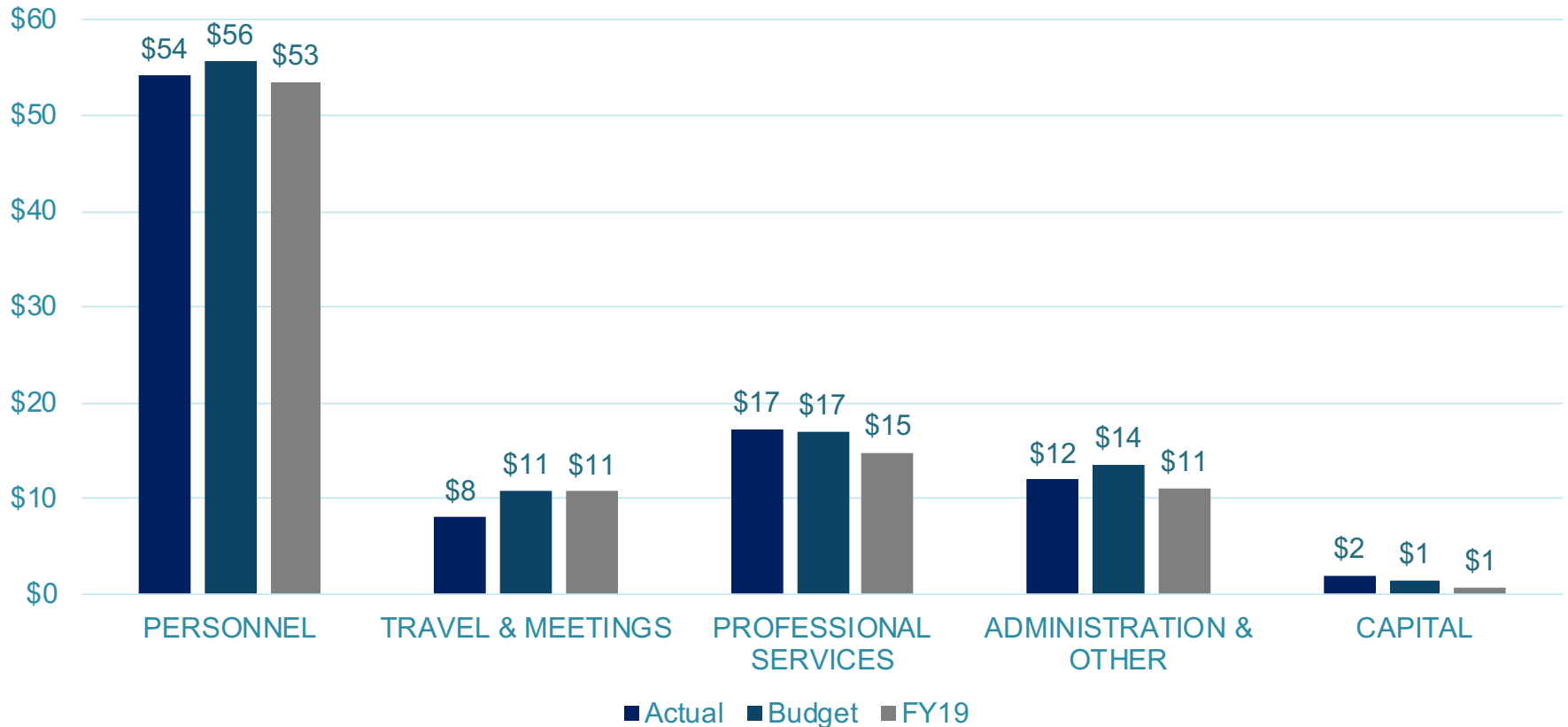


FY20 (Jul 19 – Mar 20) Operating & Capital Expense

ICANN OPERATIONS

Lower personnel costs and Travel & Meetings savings due to travel restrictions from the Covid-19 Pandemic

Actual: \$ 93M
Budget: \$ 102M
FY19: \$ 91M

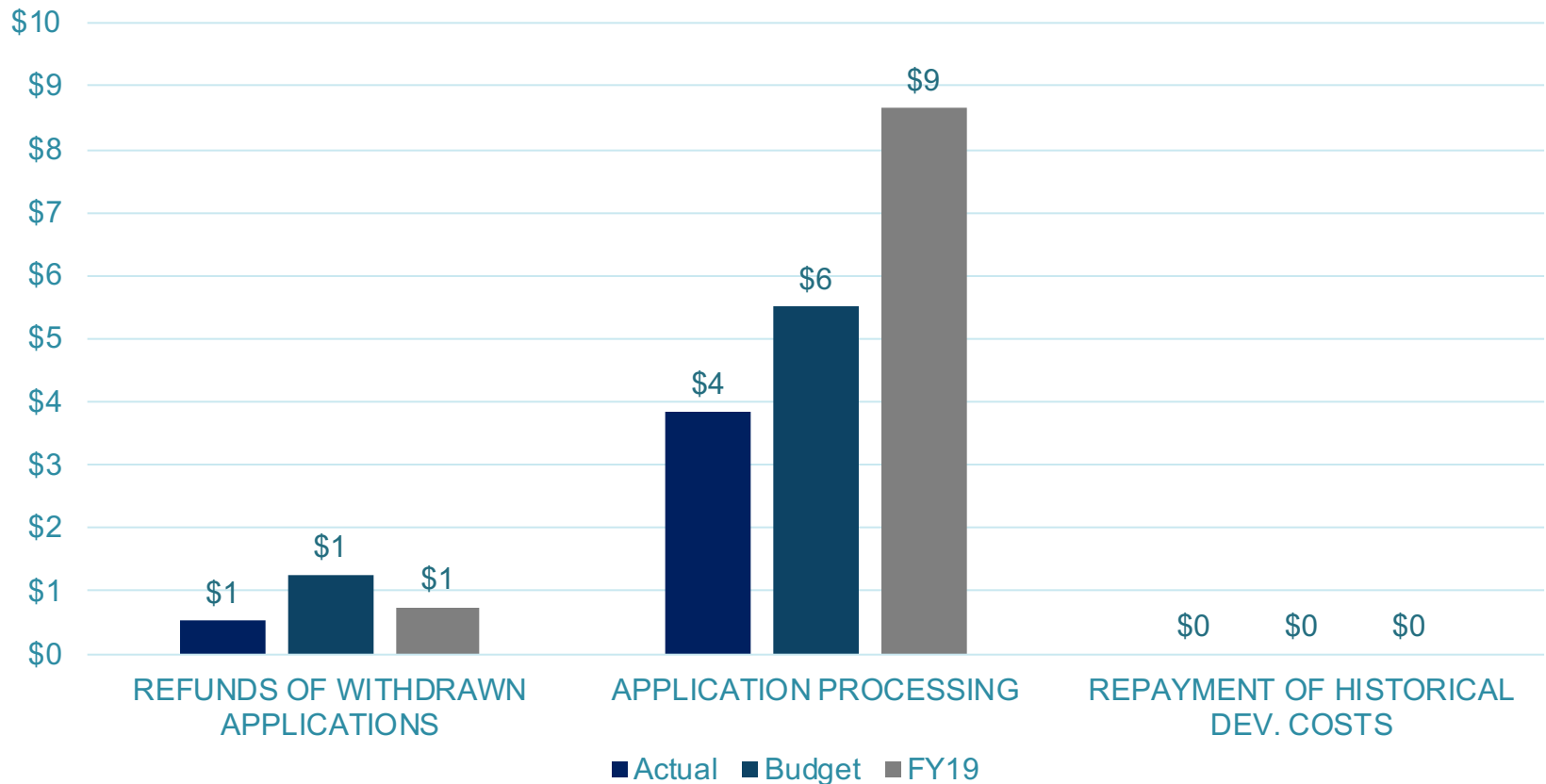


FY20 (Jul 19 – Mar 20) New gTLD Program Expenses vs Budget

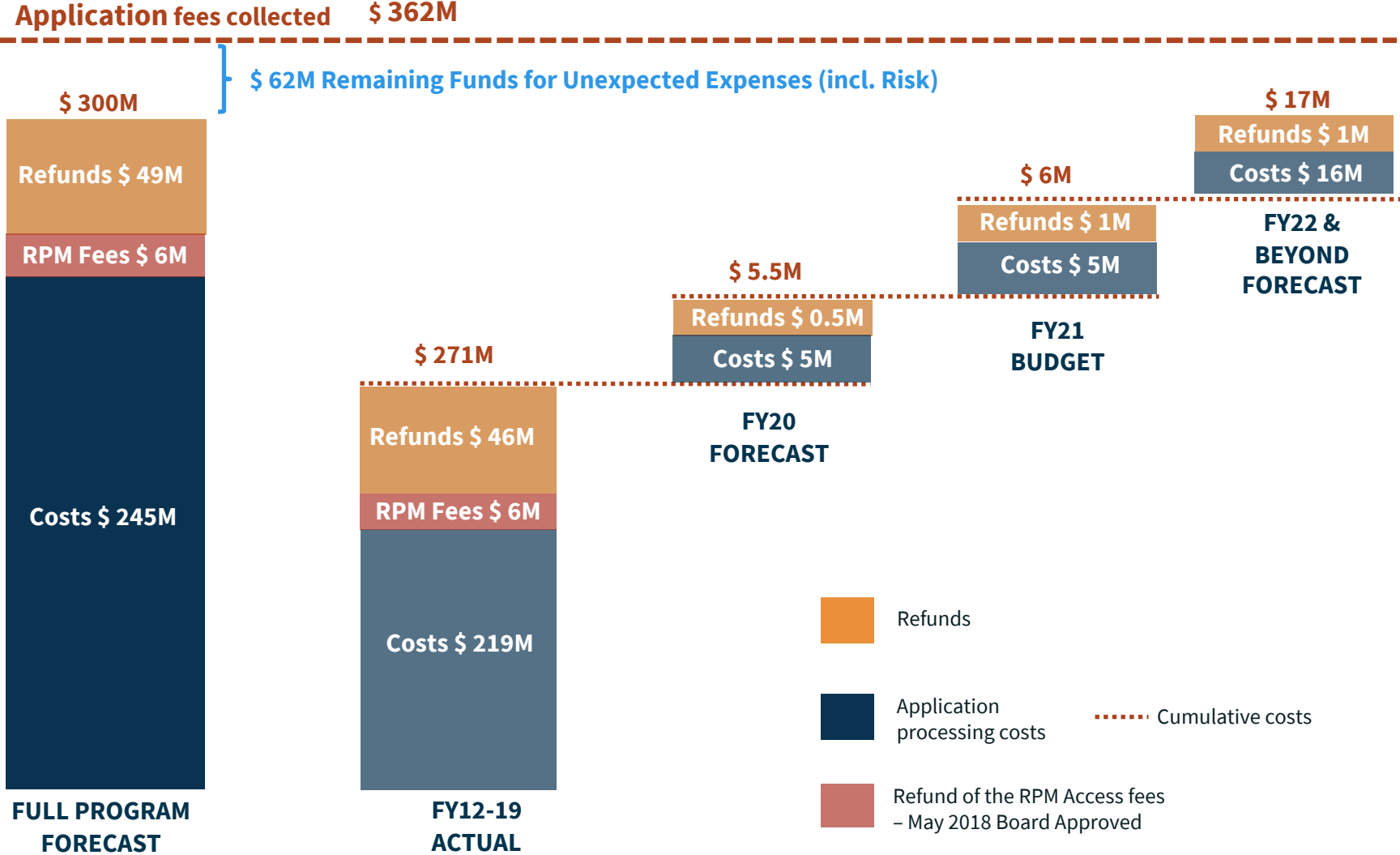
New gTLD PROGRAM

Actual: \$ 4M
Budget: \$ 6M
FY19: \$ 9M

**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)*



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

FY20 (Jul 19 – Mar 20) Total ICANN Organization Actuals

TOTAL ICANN ORG.

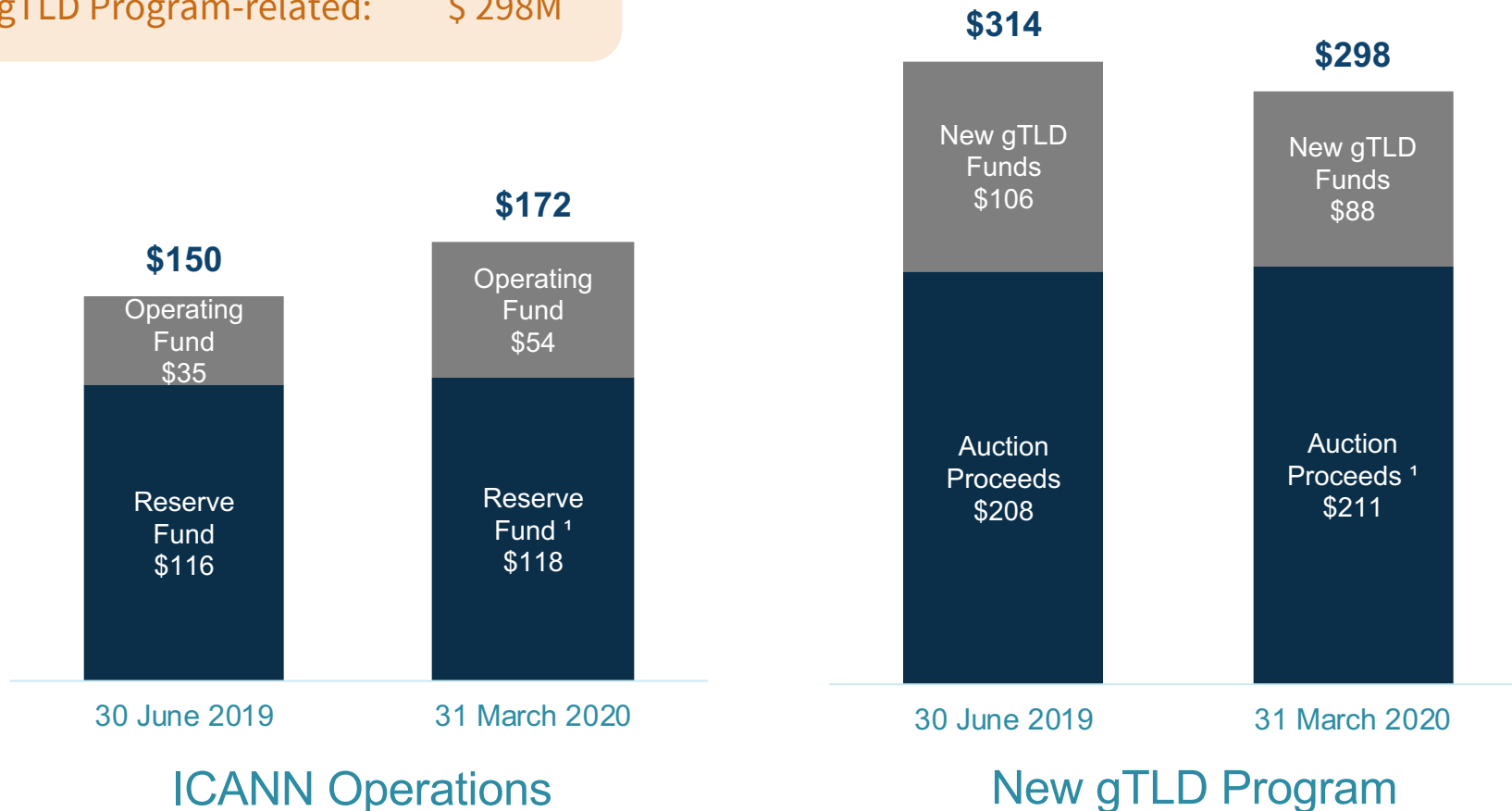
Unaudited USD in millions	FY20 YTD Actual			FY20 YTD Budget			Under / (Over) vs. FY20 Budget			
	Total ICANN Operations	New gTLD	Total ICANN	Total ICANN Operations	New gTLD	Total ICANN	Total ICANN Operations	New gTLD	Total ICANN	%
Funding	\$107.0	\$4.5	\$111.6	\$104.2	\$10.0	\$114.2	\$2.8	(\$5.5)	(\$2.7)	-2%
Cash Expenses ⁽¹⁾	(93.5)	(3.8)	(97.3)	(101.9)	(5.5)	(107.4)	8.4	1.7	\$10.1	9%
Excess/(Deficit) Before Contribution	\$13.6	\$0.7	\$14.3	\$2.3	\$4.5	\$6.8	\$11.3	(\$3.8)	\$7.5	110%
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)	\$10.6	\$0.7	\$11.3	(\$0.7)	\$4.5	\$3.8	\$11.3	(\$3.8)	\$7.5	196%
Average Headcount	386	0	386	407	0	407	21	0	21	5%

*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 March 2020

FUNDS UNDER MGMT.

Total Funds: \$ 470M
ICANN Operations: \$ 172M
New gTLD Program-related: \$ 298M



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 March 2020

TOTAL ICANN ORG.

USD in millions Unaudited	March 31, 2020			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	53.5	1.4	54.9	35.0	3.4	38.4	18.5	(2.1)	16.4
Investments	118.3	296.8	415.1	115.5	310.2	425.8	2.7	(13.4)	(10.7)
Funds Under Management	171.8	298.2	470.0	150.5	313.7	464.2	21.3	(15.5)	5.8
Receivables	36.6	0.2	36.7	34.4	0.2	34.6	2.2	(0.1)	2.1
Prepaid Expenses	3.7	0.0	3.7	3.6	0.0	3.6	0.1	0.0	0.1
Plant, Property & Equipment - Net	9.4	0.0	9.4	10.2	0.0	10.2	(0.8)	0.0	(0.8)
Other Assets	5.4	(2.1)	3.2	16.3	(15.3)	1.0	(10.9)	13.1	2.2
TOTAL ASSETS	226.8	296.2	523.0	215.0	298.6	513.6	11.9	(2.4)	9.5
LIABILITIES AND NET ASSETS									
Accounts Payable & Accrued Liabilities	13.9	0.7	14.5	14.2	2.1	16.3	(0.4)	(1.4)	(1.8)
Deferred Funding	1.1	21.2	22.3	1.1	26.4	27.5	0.0	(5.2)	(5.2)
Other Liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
TOTAL LIABILITIES	14.9	21.9	36.8	15.3	28.5	43.8	(0.4)	(6.6)	(7.0)
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	12.3	4.2	16.5	14.5	4.3	18.8	(2.3)	(0.1)	(2.3)
TOTAL NET ASSETS	211.9	274.3	486.2	199.6	270.1	469.8	12.3	4.2	16.5
TOTAL LIABILITIES & NET ASSETS	226.8	296.2	523.0	215.0	298.6	513.6	11.9	(2.4)	9.5

FY20 Cash Flow Synopsis as of 31 March 2020

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	104.8	(0.6)	104.2
Auction Proceeds	0.0	0.0	0.0
Paid to Employees	(51.6)	(0.7)	(52.3)
Paid to Vendors	(42.7)	(4.6)	(47.3)
Paid to vendors and employees on behalf of New gTLD	12.8	(12.8)	(0.1)
Reimbursement of payments to vendors and employees above, from New gTLD to ICANN Ops:			
Payments to vendors	(0.3)	0.3	0.0
NgTLD team costs (Paid to employees)	0.7	(0.7)	0.0
Historical Development Costs	0.0	0.0	0.0
Change in investment market value (excludes transfers to/ from operating account)	(0.3)	3.5	3.2
Capital Expenditures	(2.1)	0.0	(2.1)
Funds Under Management End of Period	\$171.8	\$298.2	\$470.0