



New gTLD Program Financial Overview

ICANN 55 – Marrakech
8 March 2016

New gTLD - Financial Model

New gTLD Application Fee - \$185k was defined in 2008 based on 3 broad categories of costs

- Historical Costs - \$25k / application
- Application Processing Costs - \$100k / application
- Unanticipated Costs - \$60k / application

Financial Model based on 2000 Applications - \$370 mm

Historical Costs \$50 mm (\$25k/app)	Application Processing Costs \$200 mm (\$100k/app)	Hard to Predict Costs \$120 mm (\$60k/app)
---	--	---

Current Forecast

2000 Applications Model

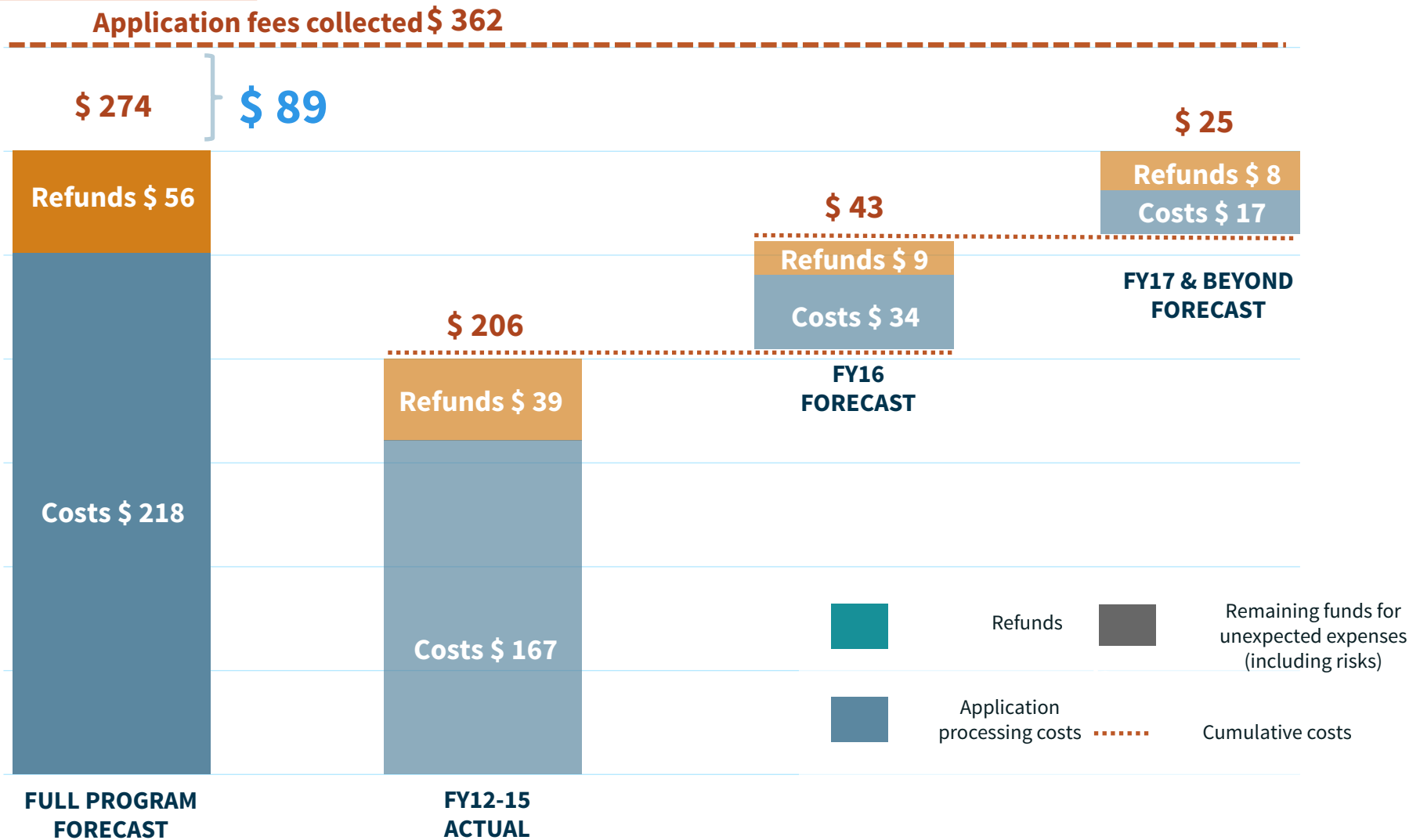


Full program forecast (as of March 2017)



Quarterly Stakeholder Call: New gTLD Program – Multi-year

New gTLD PROGRAM



New gTLD financials in Annual Budget

More detailed financial information in FY17 Operating Plan and Budget:

<https://www.icann.org/en/system/files/files/proposed-opplan-budget-fy17-05mar16-en.pdf>

New gTLD financials in Annual Budget (extract)

1,930 Applications	Statement of Activities by Fiscal Year							Statement of Activities for Full Program (Feb 2016)
	FY12 Actual	FY13 Actual	FY14 Actual	FY15 Actual	FY16 Forecast	FY17 Forecast	FY18 & Beyond Forecast	
New gTLD Applicant Fees		(166,846)	(45,887)	(71,366)	(17,870)	(36,855)	(22,210)	(361,034)
ICANN Applicant Support Contributions		-	-	-	-	-	-	-
Auction (net of expenses)		-	-	-	-	-	-	-
Additional Fees		-	(540)	(514)	(69)	-	-	(1,122)
Refunds		8,936	12,080	18,448	4,048	9,190	-	52,703
Revenue (Net of Refunds)	\$ -	\$ (157,909)	\$ (34,347)	\$ (53,432)	\$ (13,891)	\$ (27,665)	\$ (22,210)	\$ (309,453)
Initial Evaluation	3,172	57,491	3,650	23	-	-	-	64,336
<i>Background Screening</i>	27	2,682	933	18	-	-	-	3,661
<i>Fin/Tech/Ops</i>	2,194	44,301	1,756	-	-	-	-	48,251
<i>Geographic Names</i>	134	4,284	562	4	-	-	-	4,984
<i>String Similarity</i>	453	2,949	694	-	-	-	-	4,096
<i>DNS Stability</i>	198	1,535	(387)	-	-	-	-	1,346
<i>Registry Services</i>	167	1,739	91	-	-	-	-	1,998
Extended Evaluation	-	-	760	383	-	-	-	1,143
Quality Control	-	7,100	462	62	-	-	-	7,624
String Contentions	-	-	5	-	-	-	-	5
Objection Processes	39	3,550	(1,064)	(23)	-	-	-	2,503
Pre-delegation	-	124	4,003	3,072	5,634	2,700	2,100	17,633
Program Administration	450	2,347	4,800	3,911	3,869	5,720	6,203	27,300
gTLD Team	689	1,827	3,796	3,352	1,998	2,064	1,694	15,420
ICANN Staff Allocation	1,137	5,725	9,947	7,518	7,187	5,070	2,535	39,119
Other Overhead	107	228	1,991	2,034	463	626	458	5,907
<i>Travel</i>	-	97	382	148	250	288	220	1,385
<i>Depreciation</i>	-	-	1,450	1,858	186	192	144	3,830
<i>All Other</i>	107	131	159	28	27	146	94	693
Total Operating Expenses	\$ 5,594	\$ 78,394	\$ 28,350	\$ 20,331	\$ 19,151	\$ 16,180	\$ 12,990	\$ 180,989
Investment (Income)/Loss		811	(2,457)	(896)	(701)	-	-	(2,702)
Investment Management Fees	-	14	213	279	120	-	-	626
Historical Development Costs	-	15,396	4,616	5,956	1,255	2,901	2,329	32,454
Risk Costs	281	1,068	1,012	2,466	3,982	-	-	8,807
Total Other Income/(Expense)	\$ 281	\$ 17,289	\$ 3,384	\$ 7,804	\$ 5,197	\$ 2,901	\$ 2,329	\$ 39,185
Change in Net Remaining Funds	\$ 5,874	\$ (62,227)	\$ (2,612)	\$ (25,297)	\$ 10,457	\$ (8,583)	\$ (6,891)	\$ (89,279)