## **APNIC EC Meeting Minutes**

## Face-to-Face meeting, Brisbane, Australia

Monday, 3 June 2019, 09:10 – 18:15 (UTC +10) Wednesday, 5 June 2019, 17:00 – 17:17 (UTC +10)

## Meeting started at 09:10 (UTC +10), Monday, 3 June 2019

#### **Present**

Benyamin Naibaho Gaurab Raj Upadhaya, Chair Kam Sze Yeung Kenny Huang, Treasurer Paul Wilson, Director General Rajesh Chharia, Secretary Yoshinobu Matsuzaki Yuedong Zhang

Connie Chan, Senior Executive Assistant (minutes) Craig Ng, General Counsel Richard Brown, Business Director Sanjaya, Deputy Director General

## **Apologies**

Nil

## Agenda

- 1. Opening of meeting and declaration of quorum
- 2. Agenda bashing
- 3. Declaration of interests
- 4. Review of minutes of last meeting and record of circular resolutions passed since the last meeting
- 5. Matters arising from the last meeting
- 6. Chair update
- 7. WH&S update
- 8. APNIC Secretariat report
- 9. Financial reports
- 10. APNIC Foundation update
- 11. EC election systems update
- 12. APNIC conference location
- 13. Risk register update
- 14. ASO review
- 15. Strategy process
- 16. Next EC meeting
- 17. Any other business

#### **Minutes**

#### 1. Opening of meeting and declaration of quorum

The Chair of the EC welcomed all attendees to the meeting. The Chair declared the meeting open at 09:10 (UTC +10) on Monday, 3 June 2019, and noted that a quorum was present.

#### 2. Agenda bashing

The Chair called for comments on the agenda. The following agenda item was added to the agenda:

ASO review

## 3. Declaration of interests

The Chair asked the EC members to review the Register of Interests (attached), declare any potential conflicts of interests, and for any such declaration to be recorded in the minutes.

Yoshinobu Matsuzaki declared that he became a Director of APNOG.

All other EC members present confirmed that their entries in the Register of Interests are complete and correct.

Action item 2019-02: The Secretariat to update the Register of Interests.

# 4. Review of minutes of the last meeting and record of circular resolutions passed since the last meeting

The following circular resolutions (that require the agreement of all EC members who are entitled to vote on the resolution) were passed by the EC during the period between the last EC meeting and this meeting and are recorded in these minutes for completeness.

Resolution 2019-08: The EC resolved that if prop-127 [Change maximum delegation size of 103/8 IPv4 address pool to a /23] reaches consensus at the APNIC AGM on 28 February 2019, then with immediate effect from that moment, it will adopt the following interim arrangements for IPv4 address delegations from 103/8:

- until prop-127 is either endorsed by the EC or is rejected, any new IPv4
  request for a /22 received will be processed according to prop-127, to a
  maximum of /23; but an additional /23 will be reserved for applicants
  that qualify for a /22 under the existing policy;
- if prop-127 is rejected at the end of the comment period, APNIC will delegate the reserved /23 to applicants who qualified for a /22;
- if prop-127 becomes APNIC policy, the reserved address space will be made available for allocation to other applicants.

Resolution 2019-09: The EC resolved to endorse the adoption of policy proposal prop-127: Change maximum delegation size of 103/8 IPv4 address pool to a /23.

Resolution 2019-10: The EC resolved to endorse the adoption of policy proposal prop-128: Multihoming not required for ASN.

Resolution 2019-11: The EC resolved to endorse the adoption of policy proposal prop-129: Abolish Waiting list for unmet IPv4 requests.

Resolution 2019-12: The EC resolved that Paul Wilson be appointed as APNIC's representative at the 2019 Annual General Meeting of APNIC Foundation Limited, with the power to make decisions and to vote on such matters as he considers appropriate or expedient at such meeting.

Resolution 2019-13: The EC resolved that each of: (1) Sylvia Efi Widyantari Sumarlin; (2) Tian Suning; (3) Sharad Kumar Sanghi; (4) Danish Ali Lakhani; and (5) Michael Martin Malone be reappointed as a director of APNIC Foundation Limited, subject to each of them first consenting and agreeing to be so appointed, and that Paul Wilson be authorized to sign any document or resolution on behalf of APNIC Pty Ltd to give effect to this resolution.

Resolution 2019-14: The EC resolved to adopt the minutes of EC meeting of 25 and 28 February 2019.

#### 5. Matters arising from the last meeting

The following matters were completed:

Action item 2019-01: The Secretariat to update the Register of Interests [completed]

The following matters from the previous meetings will be covered in the agenda:

Action item 2018-10: The Secretariat to prepare an implementation plan for full electronic voting systems. [See agenda item 11]

Action item 2018-11: The Secretariat to prepare a risk register survey to gather inputs from the EC. [See agenda item 13]

## 6. Chair update

The Chair discussed the current sub-committee arrangements. He suggested combining the Property Sub-Committee and the Investment Sub-Committee to form a new standing Finance Sub-Committee.

Resolution 2019-15: The EC resolved that the Property Sub-Committee and the Investment Sub-Committee of APNIC be disbanded and dissolved, and a new standing Finance Sub-Committee be constituted under Part VII of the APNIC By-laws, comprising the Chair, Treasurer and Business Director of APNIC from time to time.

Motion proposed by Yoshinobu Matsuzaki; seconded by Rajesh Chharia. Passed unanimously.

Izumi Okutani has filled the role of the APNIC EC Observer to the NRO EC for the past two years. Since she has completed her term as an EC member, the Chair will assume the role as EC Observer to the NRO EC. The Chair also reported his observations from the recent NRO EC meeting at RIPE 78.

The Chair noted that Yuedong Zhang and Yoshinobu Matsuzaki have undergone an induction process in which they have been given a thorough induction into the affairs of both the EC and APNIC to assist them in discharging their governance responsibilities. The Chair invited them to provide feedback on the induction process.

The Chair discussed the forthcoming joint board meeting with the RIPE NCC Executive Board in Chiang Mai. He noted that the agenda for the joint board meeting was still in the process of being compiled and agreed upon with the RIPE NCC Board.

The Chair suggested that the fourth EC meeting be held in conjunction with TWNOG in Taipei in December. The Secretariat will discuss further with TWNIC and propose the dates to the EC.

The Chair provided an update on the EC travel expenses. He reminded the EC to update the travel planner and ensure that their attendances are added to the matrix even if they are attending the events on their own budget. This would ensure that we can accurately record and reflect APNIC's participation in events and ensure appropriate recognition can be made of their APNIC affiliation.

## 7. WH&S update

Louise Tromp joined the meeting for this agenda item.

Louise Tromp spoke to the Workplace Health and Safety quarterly update. She noted that APNIC's processes are operating well to ensure the safety of the workplace.

The EC are reminded to complete the annual WHS compliance training by the due date.

### 8. APNIC Secretariat report

Anton Strydom, Che-Hoo Cheng, Duncan Macintosh, Louise Tromp, Pablo Hinojosa, and Tony Smith joined the meeting for this agenda item.

The DG spoke to the executive summary of the Secretariat report and noted that individual directors would each give an update on their area activities and commitments during this session. The full Secretariat report is available on the EC wiki (attached).

Sanjaya presented the Services update on behalf of George Kuo.

Che-Hoo presented the Infrastructure Services and Development update.

Anton Strydom presented the Product Development update.

Tony Smith presented the Communications update.

Sanjaya presented the APNIC Labs update on behalf of Geoff Huston.

Pablo Hinojosa presented the Strategic Engagement update.

Louise Tromp presented the People and Productivity update.

Richard Brown presented the Business area update.

[Confidential material redacted]

[The ELT members left the meeting at 15:05 (UTC +10)]

#### 9. Financial reports

Andrew McAuley from Credit Suisse joined the meeting via remote participation. He spoke to the investment update presentation (attached). There was some discussion about the possible impact of the lower Australian dollar, and the impact of the trade dispute between the US and China.

[Andrew McAuley left the meeting at 15:32 (UTC +10)]

Richard Brown spoke to the financial report presentation (attached).

The EC considered the monthly financial report and the investment report for April 2019 (attached). The EC noted that APNIC is solvent and able to meet all current debts.

The April financial report highlights an operating surplus of AUD 712k to date, with revenue tracking very close to the budget and expenses tracking at 5% under the budget forecast. At the end of April 2019, APNIC had a total of 7,367 Members serving 53 economies.

There was some discussion about reporting the net operational income and investment income separately.

Action item 2019-04: The Secretariat to report the net operational income and investment income separately in future financial reports.

The EC discussed the recommendation to appoint Deloitte as external auditor of APNIC.

Resolution 2019-16: The EC resolved that Deloitte Private Pty Ltd ACN 120 167 455 of Brisbane, Australia, be appointed as the auditor of APNIC to hold office from FY2019 for the period of two years, or earlier if it resigns, or if the APNIC EC appoints another auditor in its stead.

Motion proposed by Kenny Huang; seconded by Rajesh Chharia. Passed unanimously.

## 10. APNIC Foundation update

Duncan Macintosh joined the meeting for this agenda item.

Duncan Macintosh spoke to the Foundation update presentation (attached).

There was some discussion about the Foundation Board reappointment process and the term of the Foundation Board.

#### 11. EC election systems update

Sanjaya spoke to the presentation on the electronic voting proposal.

The EC considered and supported in principle the proposed recommendation and asked the Secretariat to set up a trial of the new electronic voting system for the EC meeting in Chiang Mai.

Action item 2019-05: The Secretariat to set up a test election within the BigPulse system and compare this with the current APNIC online voting system.

#### 12. APNIC conference location

Tony Smith joined the meeting for this agenda item.

Tony Smith presented the options for APNIC 50 and 52.

The EC discussed the proposed locations at length and agreed on the preferred location to host APNIC 50 and APNIC 52. Announcements will be made during APNIC 48 in Chiang Mai, Thailand.

[Confidential material redacted]

## 13. Risk register update

Richard Brown spoke to the risk register.

There will be further discussion during the strategic planning sessions in the next two days, where additional risks may be identified and added to the risk register. The EC agrees to conduct a further review of the risk register at a forthcoming meeting.

#### 14. ASO review

The DG and Craig Ng gave an update on the ASO recommendations and implementation. The Chair also provided his perspective from the recent NRO EC meeting, which considered the issue.

The NRO EC has tasked the RIR legal team to conduct further analysis of the options available for the NRO EC's consideration. The DG will provide a further update to the EC at the next EC meeting.

Meeting adjourned at 18:15 (UTC +10), Monday, 3 June 2019

Meeting resumed at 17:00 (UTC +10), Wednesday, 5 June 2019

## 15. Strategy process

The EC participated in two-day strategic planning sessions on 4 and 5 June 2019 including one day with the ELT.

Izumi Okutani and Jessica Shen were invited to participate in the strategic planning discussions. Izumi Okutani joined the strategic planning sessions as an observer. Jessica Shen gave her apologies as she was unable to attend the strategy sessions due to another commitment.

Intensive discussions over the two days have led to a framework that sets out the draft statement of vision, purpose, mission and objectives. The ELT will continue to work with

the consultants around the draft strategies and come back to the EC with a proposed draft of the strategic plan for discussion and approval at the next EC meeting.

Following these sessions, the Chair sought feedback from the EC about the strategic planning process and discussions. The EC took some time to reflect on the planning process and discussed the key strengths and learnings from the planning process.

The EC noted that the level of participation in the strategic planning sessions was high. The EC also recognised that the ELT helped produced a wealth of input for consideration. The Chair thanked all participants for their valued input.

The Chair noted that the EC will continue the strategy discussion in Chiang Mai and will include some ex-EC members and representatives of community leaders in discussions for strategic planning to the greatest extent possible.

#### 16. Next EC meeting

The next EC meeting is scheduled for Monday, 9 September 2019 in Chiang Mai. The Chair informed that he had appointed Kenny Huang as Chair of the next EC meeting. The Chair also proposed that the EC dedicate more time on the strategy discussion and conduct half-day strategy session in Chiang Mai.

The joint board meeting with the RIPE NCC Executive Board is scheduled for Friday, 13 September 2019 after APNIC 48. The Chair will chair the joint board meeting.

#### 17. Any other business

The Chair proposed a vote of thanks to James Spenceley for his valuable contribution to APNIC and the Asia Pacific Internet community.

Resolution 2019-19: The EC resolved to express their sincere appreciation and deepest gratitude to James Spenceley for his continuing valuable contribution to APNIC and the Asia Pacific Internet community, during his term as a member of the APNIC EC Investment Sub-Committee.

Motion proposed by Gaurab Raj Upadhaya; seconded by Yoshinobu Matsuzaki. Passed unanimously.

Meeting closed at 17:17 (UTC +10), Wednesday, 5 June 2019

## **Attachments:**

- A. Register of interest
- B. Secretariat report
- C. [Confidential information redacted]
- D. April 2019 investment report
- E. April 2019 financial report and presentation
- F. [Confidential information redacted]
- G. APNIC Foundation update presentation
- H. [Confidential information redacted]
- I. [Confidential information redacted]
- J. [Confidential information redacted]

# Agenda Item 3 Declaration of Interests

#### **APNIC EC Register of Interests**

#### **Declaration of interests of EC members**

his register records the interests of EC members, which may conflict with the EC members' duties to APNIC. This register is accurate as at **30 May 2019**.

Gaurab Raj Upadhaya declared that he currently holds the following positions:

- Employee of Amazon Web Services (AWS/Amazon) as the Principal for Infrastructure/IP Strategy Development
- Founder of the Nepal Research and Education Network (NREN)
- Chairman of Nepal Internet Exchange (NPIX)
- Standing member of the Program Committee of APRICOT, SANOG, and Global Peering Forum

Kam Sze Yeung declared that he currently holds the following positions:

- Member of the HKNOG Program Committee
- Employee of Akamai Technologies, Inc.
- Member of the Working Group of Peering Asia

Kenny Huang declared that he currently holds the following positions:

- CEO of TWNIC
- Board of Director, ISOC Taiwan Chapter
- Member of the Advisory Council of DotAsia Organization

Rajesh Chharia declared that he currently holds the following positions:

- President of the Internet Service Providers Association of India (ISPAI)
- Director of the National Internet Exchange of India (NIXI)
- CEO of CJ Online Pvt. Ltd
- Director of Chandra Industrial Company Private Limited
- Founding member of INNOG
- Member of the Internet Governance Forum (IGF) Multistakeholder Advisory Group (MAG)

Benyamin Parulian Naibaho declared that he currently holds the following positions:

- President Director of PT. Cyber Network Indonesia (ISP, NAP, Data Center and VPN Provider)
- President Director oaf PT. Platinum Network Indonesia (ISP)
- Chief of Data Center and Indonesia Internet Exchange (IIX) APJII (Indonesia ISP Association)
- MAG (Multistakeholder Advisory Group) of ID-IGF (Indonesia Internet Government Forum)
- Treasury of APJATEL (Indonesia Telecommunication Network Provider Association)

Yoshinobu Matsuzaki declared that he currently holds the following positions:

- Employee of Internet Initiative Japan Inc. (IIJ) as a Senior Engineer
- Board of Director of JPNIC
- Board of Director of APIA
- Member of JANOG Committee
- Technical Advisor of JPCERT/CC
- Contact person at IIJ Europe (RIPE member) for RIPE

Yuedong Zhang declared that he currently holds the following position:

Employee of CNNIC as Assistant Director, under the Ministry of the Cyberspace Administration of China

Paul Wilson declared no conflict of interests.

# Agenda Item 8 Secretariat report

# **APNIC Secretariat Report**

To 30 April 2019

DRAFT 1.0 CONFIDENTIAL

# **Contents**

Exe	Executive Summary Introduction				
1	Serv	ina Me	embers	5 <b>6</b>	
•	1.1	_	stration Services	6	
	1.1	-	IPv4, IPv6 and ASN delegation and registration services	6	
1			Registry operation and maintenance	9	
		Projec		9	
		-	Whois IRT accuracy	9	
			RPKI development	10	
			Resource Quality Assurance (RQA)	10	
			Reclaiming unused IPv4 address space	10	
			RDAP development	10	
	1.2		omer Service	11	
		1.2.1		11	
		1.2.2	, ,	14	
			Improving online experience	14	
			APNIC Blog	14	
		1.2.5		15	
			Quality management	15	
		1.2.7	·	16	
		Projec	•	16	
		1.2.8	Service Partner Trial	16	
		1.2.9	Membership lifecycle management	16	
	1.3	Tech	nnical Infrastructure Services	16	
		1.3.1	Data centres and interconnections	16	
		1.3.2	Maintenance, depreciation and licensing	16	
		1.3.3	Information architecture	16	
		1.3.4	Business applications	16	
		1.3.5	Virtualization and cloud	17	
		1.3.6	Software process improvement	17	
		Projec	cts	17	
		1.3.7	Strengthening of APNIC-CSIRT	17	
	1.4	Mem	ber Training	18	
		1.4.1	Training services	18	
		1.4.2		18	
		1.4.3		18	
		Projec		18	
		1.4.4	APNIC Academy	18	
2	_		Development	19	
	2.1		IC Conferences	19	
			APNIC Conferences	19	
	2.2	-	onal Technical Development	19	
		2.2.1	•	19	
		2.2.2	<b>G</b> .	20	
		2.2.3		20	
		2.2.4		20	
		2.2.5	. , ,	21	
		2.2.6	Security	21	

		2.2.7	CERT/CSIRTs	21
		Projec	ts	21
		2.2.8	Network Security Product	21
		2.2.9	Internet Directory and other information services	22
	2.3	Comn	nunity Engagement	22
		2.3.1	Community sponsorship	22
		2.3.2	Fellowship program	22
			Community participation	22
		NIR SI		23
		2.3.4	Government and IGOs	23
		2.3.5	Internet governance	23
			Research & Education Networks	24
		Projec		24
			Community Diversity	24
	0.4		Encouraging newcomers	24
	2.4		C Foundation	24
			Administrative support	24
			ISIF Asia	24
			and award	24
		2.4.3	Foundation activities	24
3	Glok	al Coo	peration	26
	3.1		l Technical Community	26
		3.1.1	RIR collaboration	26
		3.1.2	I* collaboration	26
	3.2	Inter-g	governmental outreach	26
		3.2.1	Inter-governmental engagement	26
	3.3	Globa	l Research	26
		3.3.1	Global research and measurements	26
		3.3.2	Research presentations	26
4	Corr	orate		28
-	4.1		n Resource Management	28
	7.1		Recruitment	28
		4.1.2	Product Management	28
		4.1.3	Staff retention and development	28
		Projec	-	28
		4.1.4	Onboarding development	28
	4.2		cial and Administration	29
		4.2.1	Financial management	29
		4.2.2	Office management	30
		4.2.3	Travel management	30
		Projec	_	30
		4.2.4	Enhancing Member payment facilities	30
	4.3		and Governance	30
		4.3.1	Legal counsel and business advisors	30
		4.3.2	Workplace health and safety	31
	4.4	Facilit		31
		4.4.1	Building and office facilities	31

# **Figures**

Figure 1: IPv4 delegations	7
Figure 2: IPv6 delegations	7
Figure 3: ASN delegations	8
Figure 4: Services SLA	11
Figure 5: Service satisfaction summary	12
Figure 6: Membership growth	13
Figure 7: Membership industry type	13
Figure 8: Monthly APNIC Blog views	15
Figure 9: Travel statistics	30
Tables	
Table 1: Internet number resource summary	6
Table 2: Internet number resource delegations	6
Table 3: Member resource type holdings	8
Table 4: Status of the last /8	8
Table 5: Status of IPv4 recycled pool	8
Table 6: IPv4 transfers	g
Table 7: RPKI usage	g
Table 8: Membership transactions	12
Table 9: Fraud attempts	14
Table 10: APNIC Blog activity level	14
Table 11: Training delivery	18
Table 12: Social Media summary	23
Table 13: Finance KPI summary	29

# **Executive Summary**

## Introduction

This report is provided to the APNIC Executive Council (EC) for the quarterly face-to-face meeting in Brisbane, Australia on 6 June 2019. It provides a summary of activities for Q1 and Q2 up to 30 April 2019.

This summary provides a list of all significant highlights in this reporting period.

#### Highlights:

- APNIC Service metrics show high satisfaction and SLA results in this period (1.1.1).
- The Resource Tagged Attestation (RTA) pilot was demonstrated at IETF and is now in deployment in MyAPNIC as a hosted service. Work continues on standards specification aiming for IETF adoption of the APNIC draft (1.1.4).
- 62.31% of Members hold IPv6 addresses (1.2.1).
- The whois accuracy (contact verification) process was launched. This process will link with the prop-125 IRT contact validation process on a six-monthly cycle (1.2.2).
- The APNIC Blog has averaged 43,768 views per month in 2019 to date, a 9% increase on 2018's monthly average of 40,064 (1.2.4).
- APNIC Service Partners, NEPALREN and PCTA, have started referring Members. It's expected that MyNOG will have some referral activities at MyNOG 8 in July 2019 (1.2.8).
- The Data Governance Group was established to provide oversight of data sets and information exchange (1.3.3).
- A new Salesforce event registration system was launched in May for APNIC 48. (1.3.4).
- Upgrade of on-premise virtualization server hosts is underway (1.3.5).
- The draft incident handling procedure and process update is being finalized for inclusion in the ISMS ISO27001 documents (1.3.7).
- APNIC has contracted 10 Community Trainers since January 2019 (1.4.2).
- Webinar functionality was added to the APNIC Academy with two webinars held on network security fundamentals and RPKI (1.4.4).
- The APNIC 48 program includes a security track within the main conference program, with several dedicated RPKI sessions planned (2.1.1).
- The EC endorsed the adoption of policy proposals prop-127, 128 and 129 on 9 April 2019. Prop-127 was implemented immediately (2.2.1).
- A K-root server node was deployed in Thimphu, Bhutan (2.2.2).
- APNIC helped Bhutan Telecom identify and solve an issue with IPv6 deployment in their mobile network, increasing usage from 4% to 16% (2.2.4).
- The DASH network security product MVP was developed and tested at APNIC 47 (2.2.8).
- The APNIC version of RIPEstat was developed after collaboration with the RIPE NCC (2.2.9).
- APNIC participated in 39 events between January and April, comprising 49 different engagements (see Appendix A for more information).
- Jamie Gillespie was appointed Co-Chair for the APAN Security Working Group at APAN 47 (2.3.6).

# 1 Serving Members

## 1.1 Registration Services

## 1.1.1 IPv4, IPv6 and ASN delegation and registration services

## Resources pool summary

The following table shows the status of all APNIC Internet number resource pools in the current reporting period.

	Total held (31 Jan 2019)	From IANA	Transfers in	Transfers out	Total held (30 Apr 2019)	Total allocated	Total Available
IPv4 (/24s)	3,472,428	2	2730	161	3,474,999	3,448,944 (99.25%)	26,055 (0.75%)
IPv6 (/48 millions)	69,926	0	n/a	n/a	69,926	5,221 (7.47%)	64,705 (92.53%)
ASNs	17,045	0	0	0	17,045	15,860 (93.05%)	1,185 (6.95%)

Table 1: Internet number resource summary

## IPv4, IPv6 and ASN delegations

The following table shows the number of delegations for each resource type and the graphs below the table show the distribution of delegations by sub-region.

Resource	Q1 2019	Q2 2019
IPv4 (103/8)	503	134
IPv4 (recycled space)	27	7
IPv6	365	98
ASNs	443	83

Table 2: Internet number resource delegations

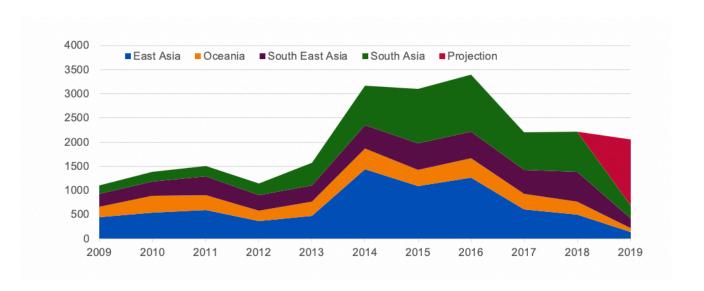


Figure 1: IPv4 delegations

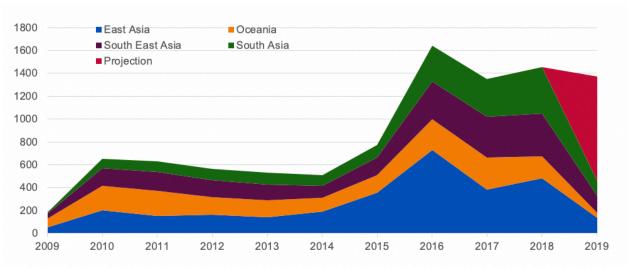


Figure 2: IPv6 delegations

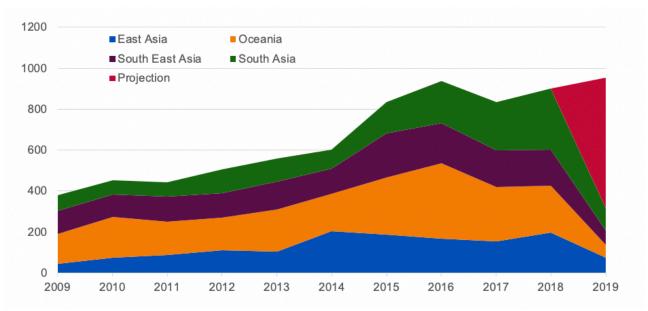


Figure 3: ASN delegations

## Member resource type holdings

The proportion of Members holding specific resource types is as follows.

Resource type	Q1 2019	Q2 2019
IPv4 (103/8)	75.84%	76.08%
IPv4 (recycled space)	22.31%	22.17%
IPv6	62.16%	62.31%
ASNs	76.67%	76.82%

**Table 3: Member resource type holdings** 

## **Status of last /8 (103/8)**

The following table shows the number of delegations and the remaining space available in the last /8 (103/8).

Resources	Q1 2019	Q2 2019
Delegations from 103/8 (/24s)	1,413	271
Remaining 103/8	21.24%	20.83%

Table 4: Status of the last /8

## Status of IPv4 recycled pool

Resources	Q1 2019	Q2 2019
Delegations from recycled space (/24s)	102	26
Remaining recycled pool (/24s)	3	288

Table 5: Status of IPv4 recycled pool

#### Waiting list for IPv4 recycled space

Unmet requests for recycled IPv4 addresses are currently kept on a 'waiting list'. Each week terminated address space is returned to the recycled pool (after one year in quarantine) and requests on the waiting list are fulfilled in order.

To date, there are 713 entries on the waiting list, for a total of 2,649 /24 IPv4 blocks (approx 10 /16s in total).

Policy proposal prop-129: Abolish Waiting list for unmet IPv4 requests was endorsed by the APNIC EC. Implementation is planned in early July.

#### IPv4 transfers and returns

APNIC resource transfers result from mergers/acquisitions or market transactions. Market transfers may happen within the APNIC region, or to and from other RIRs (ARIN or RIPE NCC only).

Transfer type	Transactions	Q1 2019	Transactions	Q2 2019
M&A total	24	921 (/24)	34	900 (/24)
Market				
■ Intra-RIR	77	2,025 (/24)	20	392 (/24)
■ Inter-RIR	22	1,702 (/24)	7	2057 (/24)
Market total	99	3,727 (/24)	27	2449 (/24)

Table 6: IPv4 transfers

#### **RPKI**

Usage of RPKI services has increased during this reporting period, as follows:

RPKI usage	Start of period	End of period
Members with RPKI certificates	21.92%	23.32%
Members with ROAs	11.34%	13.24%
IPv4 under ROAs	6.07%	6.93%
IPv6 under ROAs	5.57%	8.59%

Table 7: RPKI usage

## 1.1.2 Registry operation and maintenance

Consistency checks in registry records with KRNIC have been completed and planning has begun for work with other NIRs.

An API specification has been shared with the NIR and a testbed is being released in June. This will permit the NIR to process direct allocations and assignments and update existing delegation information including new NIR members, and transfers between NIR members. This will improve ongoing consistency between the NIR and APNIC registry.

#### **Projects**

## 1.1.3 Whois IRT accuracy

This is a project to implement prop-125, which requires all resource holders to maintain accurate and responsive IRT contacts in the whois database, and APNIC to validate Member compliance with this policy every six months.

Status:

- Technical work to implement 'abuse-c' mirroring of IRT objects nearing completion. Work to clarify the
  user experience coordination between whois accuracy (PoC) verification reminders and IRT validation
  requirements done.
- Progress update presented at <u>APNIC 47 Policy SIG session</u>.
- Development of processes will continue with implementation set for 30 June 2019.

## 1.1.4 RPKI development

This is a project to improve RPKI services and identify opportunities for new services.

#### Status:

- Resource Tagged Attestation (RTA) pilot was demonstrated at IETF; now in deployment in MyAPNIC as a hosted service. Work continues on standards specification; aiming for IETF adoption of the draft.
- Continuing to support three NIRs with active RPKI deployments and assist with operational stability.
- Draft on deployment of 'validation reconsidered' was presented at IETF but is unlikely to secure adoption.
- Clarifying distinction between APNIC RPKI products (certificates over resources issued to delegates)
   and hosted services in RPKI we provide in specific ways to support secure routing and other contexts.

## 1.1.5 Resource Quality Assurance (RQA)

This is a project to develop automated support for RQA — to identify operational issues related to specific address blocks such as route filtering, email and other blacklisting, routing history, and geolocation errors; for use during address reclamation and transfer processes.

#### Status:

- Ticket created (RT #3842345) in Software RT queue to specify requirements and direction for development of necessary tools to complete project.
- Some ideas considered for Network Operators Tools product will contribute to this project.
- Project completion expected by December.

#### 1.1.6 Reclaiming unused IPv4 address space

This is a project to identify and develop definitions, approaches and mechanisms for reclamation of 'unused' IPv4 address space in the APNIC region.

#### Status:

- Currently in initial phase of defining unused space and reclamation options for legal validation.
- Obtained statistics about APNIC accounts that have unused address space.
- Discussed specifications and definitions with Services Team, Membership Product Manager and APNIC's General Counsel.
- List of unused address space obtained from Geoff Huston. This list is currently being sorted and enriched to classify the corresponding entities into different groups and to also include the corresponding points of contact.
- Produced a draft with specifications for listing a service in MyAPNIC.

## 1.1.7 RDAP development

This is a project to develop APNIC's RDAP service in 2019-2020 for access to whois information.

#### Status:

Coordination for future all-NIR service model dependencies:

Work began to deploy NIR more specific RDAP service for delegations through the NIR, based on whois data.

Work began on a draft for the IETF on RDAP mirroring to permit NIR-hosted RDAP services to be coordinated effectively with APNIC.

Work continues with other RIRs on profiles for RDAP data to improve consistency.

## 1.2 Customer Service

## 1.2.1 Member Services/Helpdesk/Billing

## **SLA** for service requests



## Service satisfaction ratings

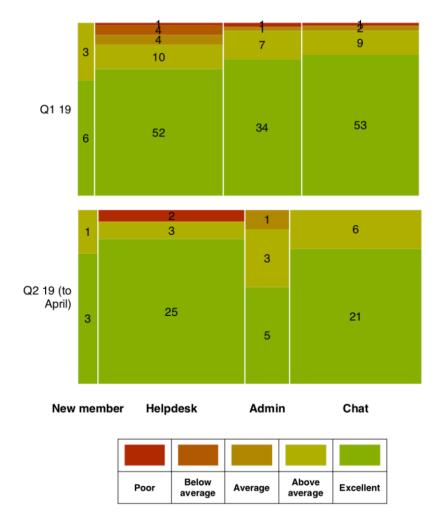


Figure 5: Service satisfaction summary

Transaction	Q1 2019	Q2 2019 (30 April)
New Members	210	63
Closed Members	51	26
Reactivated Members	6	1
Total Members	7,315	7,358

**Table 8: Membership transactions** 

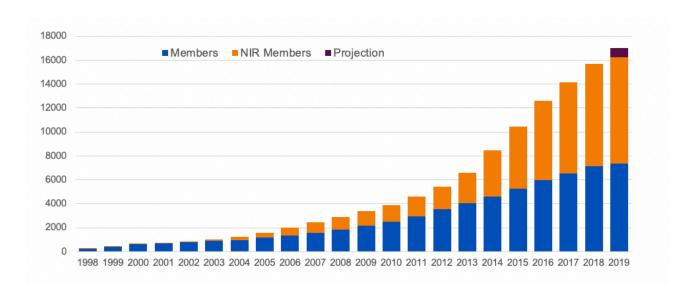


Figure 6: Membership growth

## Membership industry type

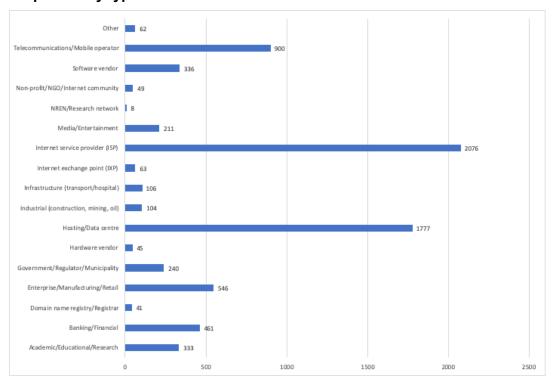


Figure 7: Membership industry type

## Fraud attempts

Instances of fraudulent applications and requests are summarized as follows.

Type of fraud	Q1 2019	Q2 2019
Identity theft	0	0
Fabricated documents	1	0
Fabricated needs	1	0
Total fraud attempts	0	0

Table 9: Fraud attempts

## 1.2.2 MyAPNIC development and maintenance

The whois accuracy (PoC verification) process was launched. Member organizations are now being invited to review and verify their account contacts, OrgID, and IRT objects at the rate of 500-600 per week. This first round of invitations is scheduled to complete by 30 June 2019. After this time, the schedule will link with the prop-125 IRT validation process on a six-monthly cycle.

The whois transfer update automation will significantly improve transfer times for larger transfers. The deployment of Phase 1 is complete. Phase 2 (incorporating phase 3) is awaiting deployment. Once complete this will cover three transfer types (prop-50, M&A, and Inter-RIR).

## 1.2.3 Improving online experience

Bugs identified during internal testing of the 'RIPE Forum' software delayed further testing until they can be addressed. This project is currently on hold during the transition to Product Teams.

The SSO-enabled MyAPNIC is ready for deployment from beta to production and is currently on hold during the transition to Product Teams. Work has progressed to store preference information for users with an APNIC login. This system will be used to provide personalized content to MyAPNIC users.

## 1.2.4 APNIC Blog

	Q1 2019	Q2 2019
Views	123,976	51,094
Posts	86	31

Table 10: APNIC Blog activity level

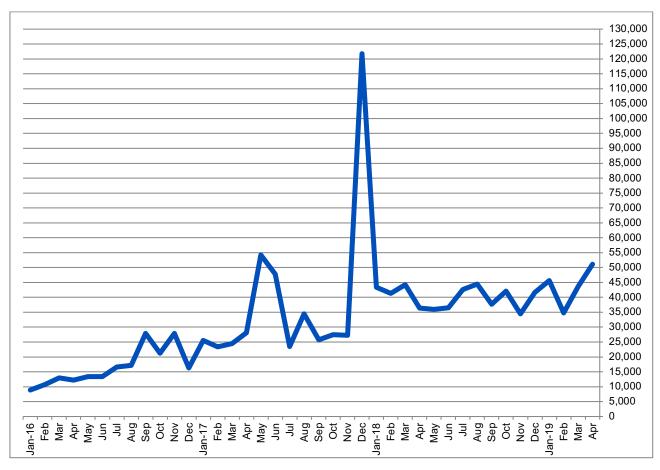


Figure 8: Monthly APNIC Blog views

The APNIC Blog has averaged 43,768 views per month in 2019 to date, a 9% increase on 2018's monthly average of 40,064.

There have been 117 Guest Posts so far in 2019, representing 42% of total opinion posts. This proportion has declined compared to 2018's Guest Post ratio of 50%.

Popular posts to date have included:

- Two Guest Posts on DNS Flag Day written by CZ.NIC's Petr Špaček and Internet NZ's Sebastian Castro
- Sarvesh Mathi's Guest Post looking at submarine cable building by content providers.
- The news from APNIC 47 that the maximum IPv4 delegation size will be reduced to a /23.
- Geoff Huston's annual research report on BGP metrics.

## 1.2.5 New membership outreach

APNIC shared information on membership at APRICOT, PCTA Convention 2019, and bdNOG 10 in Q1-Q2. APNIC's main focus for reaching potential new Members is at NOG events in the region, and most will occur in Q2-Q3.

The total number of new Members that have joined APNIC in 2019 is 273 (see 1.2.1).

## 1.2.6 Quality management

A full recertification audit is scheduled for July 2019. In preparation, internal audits have already been completed with the Business, Finance and Events teams, and are scheduled with the Member Services and Training teams.

## 1.2.7 APNIC Survey

Planning for the APNIC 2020 survey will start in Q4.

#### **Projects**

#### 1.2.8 Service Partner Trial

There will be continued development of the 'Service Partner' model to improve outreach to APNIC Members according to local needs; support for three Service Partners approved for two-year trial starting in 2018.

#### Status:

- NEPALREN, MyNOG and PCTA have been signed up and trained as Service Partners.
- NEPALREN referred one Member in 2018 and one Member in 2019.
- PCTA referred six Members in 2019.
- MyNOG is expected to have referral activities at the MyNOG 8 Conference (4 July 2019).

## 1.2.9 Membership lifecycle management

This is a project to continue developing systems for Member lifecycle management, integrating the resource management system to improve service efficiencies.

#### Status:

 Currently mapping existing Member/resource application processes as first step to improving the Member journey.

#### 1.3 Technical Infrastructure Services

#### 1.3.1 Data centres and interconnections

The IS Team is currently testing a new interconnection with Singapore provided by PCCW Global.

## 1.3.2 Maintenance, depreciation and licensing

APNIC continues to work towards gaining 'Non-profit' status with TechSoup to get better organizational discounts from vendors for corporate solutions. The Business IT Team is currently consolidating individual licensing to group licensing for products used by staff.

## 1.3.3 Information architecture

A Data Governance Group has been established to provide oversight of data sets and information exchange. This group has established criteria for internal APIs, is establishing rules for systems integration, and is defining a common standard for information architecture documentation. The Information Architect role includes leadership of the Group, and technical leadership for staff creating information architecture documentation and models.

## 1.3.4 Business applications

Okta is now managing authentication for all primary internal business applications including Office 365, Salesforce and NetSuite. Slack was selected as APNIC's primary chat/IM solution and will be implemented during Q2. The HR application will also be migrated to Okta over the next quarter.

A new Salesforce event registration system will be launched in early May for APNIC 48. Registrations for training workshops will also be managed using this same solution, with further updates planned in 2019.

#### 1.3.5 Virtualization and cloud

Upgrades of on-premise virtualization server hosts, including purchases of new virtualization servers and rotating older servers out of production to the development and testing environments, is underway. This will result in greater capacity for the production, development and testing environments.

Storage system software upgrades are also underway, as well as introducing a fast-host cache layer, which will bring performance improvements to virtual machine guests.

## 1.3.6 Software process improvement

Gitlab CI/CD pipelines, which allow for an application to be built, tested and packaged automatically, have been set up for 10 of APNIC's current software projects. A considerable amount of supporting work was needed for this, mostly around the configuration and setup of better-isolated test environments for use by these pipelines.

## **Projects**

## 1.3.7 Strengthening of APNIC-CSIRT

This is a project to strengthen security incident response and handling within APNIC (relating to APNIC systems and services) through improved internal processes and external coordination.

#### Status:

- The draft of the updated incident handling procedure and process is being finalized for inclusion in the ISMS ISO27001 documents.
- A proposal for inter-RIR security coordination was made by APNIC to the NRO, and has been agreed. This will result in a security group and Incident Response Team being established in 2019.

# 1.4 Member Training

## 1.4.1 Training services

	Face-to-Face	Webinars	Academy
Courses (by topic)	13	18 webinars (includes 16 eLearning)	181 completed with 181 certificates issued
Locations	8 cities in 7 economies	18 economies	34 economies
Training Days	34.5	N/A	N/A
Student-days taught	961	N/A	N/A
Students	374	255	908
Virtual Labs	N/A	N/A	281
YouTube Training Channel	14,738 views + 273 new subscribers	N/A	N/A

**Table 11: Training delivery** 

## 1.4.2 Community Trainers

APNIC has contracted 10 Community Trainers since January 2019. To date, two Community Trainers have conducted training for two events in Bangladesh and one for an event in the Phillipines. In June, APNIC will be engaging five Community Trainers for five events; and in July, will tentatively be engaging six Community Trainers for seven events.

#### 1.4.3 Technical Assistance

There was no Technical Assistance (TA) provided during this reporting period.

## **Projects**

## 1.4.4 APNIC Academy

Development of the APNIC Academy as the platform for delivery of online training and technical assistance to APNIC Members continues.

#### Status:

- New webinar feature successfully added to APNIC Academy and launched at APNIC 47.
- First webinar (March) attracted 55 participants from 18 economies and focused on network security fundamentals.
- Second webinar (April) attracted 52 participants from 16 economies and focused on RPKI deployment.
- APNIC Academy will continue to host webinars monthly.

# 2 Regional Development

## 2.1 APNIC Conferences

## 2.1.1 APNIC Conferences

#### **APRICOT 2019**

<u>APRICOT 2019</u> was held in Daejeon, South Korea, from 18 to 28 February 2019 at the Daejeon Convention Centre.

Conference statistics	
Total number of on-site delegates	714
Economies represented	57
APNIC Member organizations represented	153
Remote Participants – Adobe Connect	196
Remote Participants – YouTube	3,757 views; 30,153 minutes
#apricot2019 tweets	1,194

APNIC held its second Hackathon event at APRICOT 2019 with 16 participants (4 female and 12 male), with a focus on measuring how addressing resources are distributed, routed and used.

Other Internet community events held at APRICOT included a GFCE Triple-I meeting; a FIRST TC; APIX, AP\*, and APCERT SC meetings; and DotAsia's AGM.

## **APNIC 48**

APNIC 48 will be held in Chiang Mai, Thailand, from 5 to 12 September 2019. The venue will be the Le Meridien Chiang Mai. The Call for Papers opened on 15 April, with Fellowships and Registration due to open in May. The program for APNIC 48 incorporates a security track within the main conference program and several dedicated RPKI sessions are also planned.

Two Platinum sponsors, Addrex and Bytedance, were secured.

#### **Future conferences**

- APRICOT 2020 will be held in Melbourne, Australia, from 12-21 February 2020.
- APNIC 50 will be held in South Asia, with a final decision on location to be made by the EC this year.

# 2.2 Regional Technical Development

## **2.2.1** Policy

#### **APNIC 47**

Five policy proposals were considered at the APNIC 47 Policy SIG.

The following policy proposals reached consensus in the Policy SIG and AGM:

- prop-129: Abolish waiting list for unmet IPv4 requests
- prop-128: Multihoming not required for ASN
- prop-127: Change maximum delegation size of 103/8 IPv4 address pool to a /23

An interim arrangement was announced by the EC, following the approval of prop-127, to limit the maximum IPv4 delegation size to a /23 while the four week comment period for prop-127 was completed.

Two proposals did not reach consensus and were returned to the mailing list for further discussion:

- prop-126: PDP Update
- prop-124: Clarification on IPv6 sub-assignments

One proposal was abandoned before APNIC 47:

prop-118: No need policy in APNIC region

Current Chair, Sumon Ahmed Sabir, was re-elected as Chair of the Policy SIG for a two-year period. There was no other candidate for the election.

## **Policy implementation**

The comment period for prop-127, 128 and 129 concluded with no objections and the EC endorsed the adoption of all three policy proposals on 9 April 2019. Prop-127 was implemented immediately and the interim arrangement was lifted on the same day.

Implementation of prop-128 and prop-129 is scheduled for July.

## 2.2.2 Internet exchanges, rootservers and measurement

A K-root server node was deployed in Thimphu, Bhutan (hosted by BTIX). APNIC will continue to sponsor PeeringDB for one more year.

#### 2.2.3 RPKI

APNIC conducted an RPKI tutorial at SANOG 33 with hands-on labs for 50 participants. APNIC also helped TashiCell with their test RPKI deployment remotely (to ascertain issues of propagating validation states from border routers running IOS-XE, to iBGP peers running JunOS).

APNIC presented about RPKI at the ICANN-APAC TWNIC Engagement Forum in Taiwan.

#### 2.2.4 IPv6

APNIC conducted a five-day IPv6 deployment workshop at SANOG 33 for 23 participants and presented on IPv6 deployment during the conference.

APNIC also helped Bhutan Telecom identify and solve an issue with IPv6 deployment in its mobile network, based on the drastic drop of their IPv6 capability from 12% to 4% observed through APNIC's measurement system. Since Bhutan Telecom had deployed VoLTE, users with 4G connections (with IPv6), would fall back to 3G for calls and SMS (or any USSD notifications). APNIC staff at SANOG 33 observed that during the fall back, users lost IPv6 connectivity (which then required a manual reset to get IPv6 connectivity back). Based on these findings, Bhutan Telecom's mobile team identified a problem with the IPv6 deployment in their 3G network (they had to roll back their mobile core software to an older version due to the Ericsson certificate expiry bug). Since then, Bhutan's IPv6 capability has increased to 16%.

APNIC also delivered a five-day IPv6 deployment workshop at APRICOT 2019/APNIC 47 for 16 participants.

The IPv6 Measurement session held at APNIC conferences was refocused on IPv6 deployment for 2019 onwards (with TWNIC's ongoing support). SK Telecom and Chunghwa Telecom presented on their IPv6 deployments at APNIC 47.

IPv6 deployment training was held at bdNOG 10 and standalone IPv4/IPv6 BGP routing training was held in Malaysia.

Twenty-one IPv6-tagged blog posts have been published in 2019. Planning for IPv6 Week promotional activities has begun for a 3 to 7 June launch. A new IBM IPv6 case study was published and nine additional case study blog posts are in production for a 2019 release.

At the end of April, the ratio of APNIC Members holding IPv6 resources was 62.35%. Total IPv6 capability (as measured by APNIC Labs) in the APNIC region was 21.9%.

## 2.2.5 Network Operator Groups (NOGs)

APNIC sponsored the following NOGs:

- JANOG 43
- SANOG 33
- HKNOG 7.0
- PhNOG 2019
- bdNOG 10

APNIC also attended / presented at the following NOGs:

- NZNOG 2019
- SANOG 33
- NANOG 75
- PhNOG 2019
- HKNOG 7.0
- bdNOG 10

## 2.2.6 Security

Between January and April, APNIC participated in five security-related engagements.

An APNIC 47 session 'Cooperating to Contain Security Threats' was held with speakers from APNIC, Spark New Zealand and KISA (KrCERT/CC) presenting.

APNIC participated in two FIRST.org Board Meetings, in Estonia and Peru. APNIC collaborated with FIRST.org, KRCERT/CC and APCERT on a one-day security track at APRICOT 2019.

There were four Public Safety related engagements: Hong Kong Police Force Cyber Command Course; two Cyber Safety Pasifika Tier 2 courses (one funded by the Foundation); and a collaboration with US Department of Justice for training to judges and prosecutors in Malaysia.

APNIC also participated in the Cybersecurity Regional Forum and the GFCE Triple-I Workshop to discuss standards.

APNIC has published 35 security-tagged blog posts so far in 2019.

#### 2.2.7 CERT/CSIRTs

Between January and April, APNIC participated in three CERT-related engagements – two with LaoCERT and one with CamCERT (in conjunction with training in Cambodia).

At the FIRST Board meetings in Estonia and Peru, Adli Wahid presented on the status and future activities of APNIC CSIRT engagements in the Pacfic Island region.

A meeting with the APCERT Steering Committee was held at APRICOT 2019 to discuss possible collaboration activities for the year, and MoUs were signed with APCERT and CERT Tonga.

## **Projects**

## 2.2.8 Network Security Product

This is a project to develop a prototype 'security dashboard' (DASH) that can support Members' security needs related to IP address holdings.

#### Status:

- DASH MVP developed and tested during APNIC 47.
- Moving forward with MVP after receiving good feedback and will invite a group of Members to test tool.
   Will measure acquisition, activation and retention using Google Analytics and follow up with a survey.
- Work is being done to rearchitect the backend of the product before handoff to the IS team to operate and monitor.

## 2.2.9 Internet Directory and other information services

This is a project to continue improving information services about Internet number resources managed by APNIC, including information about how they are delegated and used.

#### Status:

- Internet Directory: awareness survey and usability testing sessions postponed while product improvements are being implemented; accessibility improved through changes to apnic.net and other APNIC apps; promotion activities planned include social media and blog posts.
- Other information services: working on a set of tools for network operators after most hypotheses validated at APNIC 47 — currently validating solutions for problems identified. Collaboration with RIPE NCC resulted in APNIC version of RIPEstat; will be used as prototype to test ideas for Network Operators Tools product.

## 2.3 Community Engagement

## 2.3.1 Community sponsorship

In addition to 2019 NOG sponsorships (see 2.2.5), APNIC has committed to support these community events:

- APrIGF 2019, Russia
- AINTEC 2019. Thailand
- Pacific ICT Days and VanIGF, Vanuatu
- PKSIG, Pakistan
- inSIG, India
- NetThing, Australia

APNIC is a paid member of APT, ITU-D, PTC and ISOC in 2019.

## 2.3.2 Fellowship program

The Fellowship committee for APNIC 48 was appointed, with Fellowships opening for applications in May 2019.

## 2.3.3 Community participation

The following initiatives were completed to promote participation in major APNIC community activities:

- APRICOT 2019: regular email bulletins, social media promotion and advertising, blog posts; translated promotional emails to Members in Japan and China; worked with KISTI, KRNIC and KINX to distribute emails to Korean contacts; promotional slides in NOG and training presentations; 'Save the Date' cards distributed at NOG and technical events in the region.
- Policy: summaries of five policies for discussion at APNIC 47 (plus summary of results) translated into eight languages; blog posts pre- and post-SIG meeting; Facebook Live policy webinar pre-APNIC 47 attracted 315 unique views; invitation to Policy SIG sent to all Members; policy engagement presentation delivered at bdNOG 10.

APNIC authors published 63 posts on the APNIC Blog (see section 1.2.4), with community engagement via APNIC's social media detailed below.

		Q1 2019	Q2 2019
Facebook			
	Reach	1,087,340	34,129
	Likes	28,304	28,341
Twitter			
	Followers	9,840	9,947
	Engagement	9,704	2,914
YouTube			
	Views	13,714	2,552
	Minutes	95,413	15,991
Slideshare	Views	41,413	12,178
LinkedIn			
	Reach	27,347	2,840
	Followers	3,530	3,585

**Table 12: Social Media summary** 

## **Cooperation SIG**

- The theme of the Cooperation SIG meeting at APNIC 47 was 'Internet Content Blocking and Filtering Challenges and Way Forward'.
- The Cooperation SIG Chair election was held at APNIC 47 on Monday, 25 February. Joy Chan was elected as the new Chair and will serve a two-year term.

#### **NIR SIG**

The NIR SIG Chair election was held at APNIC 47 on Tuesday, 26 February. Billy Cheon was elected as the new Chair and will serve a two-year term.

#### 2.3.4 Government and IGOs

In January, the Chinese Academy of Sciences invited APNIC to celebrate the 25th anniversary of the Internet in China. APNIC took the chance to meet with different organizations in China, such as CNNIC, CNISP, BII, ZDNS, and also APNIC Members in China, China Telecom, China Unicom and China Mobile.

APNIC was also invited to an event in January organized by the Authority for Info-Communications Technology Industry (AITI), the regulatory agency of Brunei Darussalam, called 'Smart Future Forum'. APNIC gave a presentation about cybersecurity capacity-building for network operators.

APNIC participated in Working Group meetings and as a member of the Advisory Board of the Global Forum on Cyber Expertise (GFCE), a global platform on cyber capacity building.

#### 2.3.5 Internet governance

APNIC submitted a workshop proposal to the APrIGF entitled "Localized Internet: two sides of a coin". Also it was listed as co-organizer of three other workshops, together with ISOC and ICANN.

APNIC has been involved in the process of re-launching the AUIGF, now called "Net-Thing". A date has been agreed for an event in October.

APNIC continues to collaborate with APASA, together with ICANN, ISOC and dotAsia, supporting APSIG (Asia-Pacific School of Internet Governance) and other local SIGs in the region.

#### 2.3.6 Research & Education Networks

At APAN 47 in February, APNIC conducted three tutorials and presented on RPKI deployment. APNIC worked with GEANT to deliver TRANSITS-I training for CSIRT development in the R&E community using Asi@Connect funding. Also during APAN 47, Jamie Gillespie was appointed as co-chair for the APAN Security Working Group.

## **Projects**

## 2.3.7 Community Diversity

This project, which aims to measure the diversity (including gender, age and language) of community participation in APNIC events and activities, is in planning. Diversity measurements were identified and data collection has began.

## 2.3.8 Encouraging newcomers

This project aims to encourage new participants in the APNIC community; in particular, the next generation of network engineers and community leaders. Activities to date include:

- Student pricing for APNIC 48 reviewed and lowered.
- Contact lists and Facebook groups for technical faculties at universities in Chiang Mai and Bangkok compiled for targeted outreach in Q2/3.
- Translated messages for Facebook advertising and posts in Q2/3.
- Increased Youth Fellowship allocation of up to 10 Fellows for APNIC 48.
- Planning for a 'Careers BoF' at APNIC 48, for career advice / insights from industry leaders.
- Reviewed and updated script for a 2019 version of 'What is APNIC' video.

## 2.4 APNIC Foundation

## 2.4.1 Administrative support

The second Foundation Board meeting and AGM was held on Saturday, 4 May in Singapore. The board meeting welcomed two new Board members, Mr. Danish Lakhani from Pakistan and Mr. Michael Malone from Australia (bringing the total to five, with two positions still vacant).

The Foundation's audited financial statements for 2018 were successfully completed.

#### 2.4.2 ISIF Asia

## **Grants and award**

The 2019 Call for Proposals opened in March. The Internet for Development category focuses on power solutions for Internet infrastructure and will allocate a total of AUD 100,000 for two grants and one award. The Network Operations Research category focuses on security and reliability and will allocate AUD 60,000 for two grants.

Three separate Selection Committees have been established with subject-matter experts from the community. Funding for this round was provided by APNIC.

#### 2.4.3 Foundation activities

Planning for 2019 continued for the Foundation's four projects in the Pacific:

- Technical training and support for the Papua New Guinea Internet community.
- 2. Equipment support for PNGCERT.

- 3. Training and support for CERTs/CSIRTs in the Pacific.
- 4. Training for LEAs in the Pacific.

The following activities were completed for the Foundation's projects:

- 1. The second community consultation was completed for the PNG training project and an additional AUD 140,000 in funding was confirmed.
- 2. The third and final regional workshop for the Pacific CERT project was confirmed for Samoa in May and an additional AUD 21,000 in funding was confirmed.
- 3. The final workshop for the Pacific LEA project was completed.

# **3** Global Cooperation

# 3.1 Global Technical Community

#### 3.1.1 RIR collaboration

APNIC participated at ARIN 43 in Barbados, including attending the ARIN AC private meeting under NDA.

As part of a staff exchange, Christian Teuschel (RIPE NCC) visited the APNIC office for four weeks in March to work on porting RIPEstat for the Network Operators Tools product.

#### 3.1.2 I\* collaboration

APNIC participated in ICANN 64 in Kobe, Japan, and a joint meeting was held between the EC and ICANN Board members.

# 3.2 Inter-governmental outreach

## 3.2.1 Internet governance and Inter-governmental engagement

Sylvia Cadena was reappointed to the IGF MAG and Rajesh Chharia was appointed as new member. They both have attended two MAG meetings and Open Consultations for the 2019 IGF. A third meeting is being planned in preparation for the 2019 IGF in Berlin.

ISIF figured among the WSIS Champion projects, as part of the ITU initiative awarding 90 ICT-related projects around the world recognized for implementing the WSIS Action Lines.

### 3.3 Global Research

#### 3.3.1 Global research and measurements

Research topics conducted by Geoff Huston and Joao Damas during this period include:

- DNS related research with ICANN (contract extended to 2019)
- Ongoing work with the ICANN SSAC and RSSAC Committees
- Investigation of DNSSEC and its role in NSEC caching
- Open resolver collaboration with Cloudflare
- ITHI DNS measurement (funded by ICANN)
- Studies of DNS resolver concentration
- Development of BGP update analyser

### 3.3.2 Research presentations

- Why is Securing the Routing System so Damn Difficult? (NZNOG 2019)
- What's the Time? (SANOG 33, APRICOT 2019)
- Securing the Routing System (Keynote, SANOG 33)
- BGP in 2019 (APRICOT 2019)
- DNS Privacy (APRICOT 2019)
- Why is Internet Security so hard? (APNIC 47)
- Unadvertised Addresses in the APNIC Registry (APNIC 47)
- IPv6 Performance Measurement (IETF 104)

- Why DNSSEC (DNS Security Session)
- APNIC's Security Activities (ICANN APAC TWNIC Engagement Forum)
- TCP and BBR (Tech Presentation)
- What part of "NO" is so hard to understand? (DNS OARC 30)

# 4 Corporate

# 4.1 Human Resource Management

### 4.1.1 Recruitment

Currently recruiting for an Internet Network Analyst / Technical Trainer.

## 4.1.2 Product Management

The implementation of Product Management is proceeding in 2019 with the formation of dedicated agile product teams responsible for specific APNIC products and services.

- Three product teams, dedicated to Registry, Membership and Information Products.
- Two support teams for web development, platform and devops support across the product teams and other APNIC teams.
- During Q2, extended teams were selected and relocated, and training on Product Management and Agile development principles was provided.

# 4.1.3 Staff retention and development

Continued professional development, with technical certification and leadership development prioritized. A staff conference will be held in 2019 with a focus on strategic planning for the 2020-2023 period.

# **Projects**

# 4.1.4 Staff onboarding

Onboarding processes will be extended to cover a more diverse and distributed workforce (including interns and community trainers) to improve knowledge and awareness of APNIC.

#### Status:

- Concise policy handbook drafted.
- Online training provider identified to provide both compliance and professional development training.

# 4.2 Financial and Administration

# 4.2.1 Financial management

The external audit of APNIC's financial accounts was completed in early February.

The Business Team is currently piloting a new expense management system to replace the current Nexonia expense management system.

Number of	Apr-19	Avg/Mnth	YTD	2018	2017	2016	2015
Phones Calls (Outward)	161	233	932	2556	3253	3500	2010
RTs Received (Total)	2305	2047	8188	26915	25444	21396	2327
E-Bill Queue	1656	1375	5500	19406	16379	15331	1960
Finance Queue	154	192	766	1894	1385	1328	1332
Accounts Payable Queue	110	120	478	1153	1241	1261	841
Bounce Queue	148	160	638	1946	3908	1415	1496
Inward Payment Queue	237	202	806	2516	2319	2061	3
Accounts Receivable							
APNIC Member Count	43	51	7367	7162	6547	5994	5268
New Members	62	68	270	817	844	1030	940
New Non-members	1	1	4	16	11	18	24
Receipts Processed	772	722	2888	8786	8061	7514	6645
Invoices issued	806	724	2894	8897	8264	7537	727
Credit notes issued	22	24	97	401	550	529	575
Accounts Closed (Mem and Non-Mem)	27	20	81	235	332	322	358
Closure Notice sent	74	73	293	948	994	945	900
Reactivation Members	2	3	10	23	31	45	51
Reactivation fee waived	1	0	1	2	2	8	6
Refund Members (Duplicate and Over- payment)	3	6	23	93	73	68	46
Accounts Payable							
Asset Created	8	10	41	164	260	189	156
Asset Disposal	1	1	2	84	76	127	147
PO created by Finance	37	32	126	544	488	213	209
PO Billed	187	190	760	2005	1957	1947	1980
Supplier <u>EFT</u> Payment	79	75	300	880	932	891	946
Nexonia Reimbursement Payments	42	35	141	476	429	386	388
Nexonia Reimbursement Transaction	234	200	800	2080	2088	1912	2322
Credit Card Payment	359	380	1520	4056	3936	3377	3050
Journals processed	96	87	346	1080	833	888	1005
Cash Advance Request	1	1	4	28	21	18	28
Vendor Request	3	9	35	78	97	141	431
Foundation Support Transactions	161	86	345	3217	2454	1046	829
NRO Support Transactions	41	16	62	289	756	537	609

**Table 13: Finance KPI summary** 

## 4.2.2 Office management

The office team is making changes to the way they manage office facilities and supplies by ensuring they meet the ethos of Corporate Social Responsibility.

## 4.2.3 Travel management

The Business Team is working on a trial basis with Egencia to provide APNIC staff a self-travel booking system.

Travel	Stati	ctice*
HAVE	SIAL	2116.2

	YTD APR 2019	YTD APR 2018	Change %
Sectors flown:			
Domestic	14	29	-52%
International	492	364	35%
Trans Tasman	12	2	500%
	518	395	31%
Hotel room nights:			
Domestic	11	10	10%
International	193	281	-31%
Trans Tasman	37	10	270%
	241	301	-20%

<sup>\*</sup>Booked through APNIC's Travel Management Company, excludes external bookings

Figure 9: Travel statistics

# **Projects**

#### 4.2.4 Enhancing Member payment facilities

This is a project to provide efficient ways for account holders to pay their fees by increasing the number of payment options available.

#### Status:

Western Union Corporate, currently used to streamline outgoing payments, is now being trialled as a
payment method for Members (allows Members to pay their APNIC fees in local currency via credit card
or EFT transactions).

# 4.3 Legal and Governance

## 4.3.1 Legal counsel and business advisors

General legal advice, contract drafting and reviews, guidance in corporate governance, organizational risk management and contractual rights and obligations, and legal cooperation with other organizations is expected to increase in 2019.

APNIC will review its practices and procedures around data collection to ensure ongoing compliance with privacy principles.

APNIC's insurance policies were reviewed and renewed in March. The agreement with International SOS for travel support is currently under renegotiation.

# 4.3.2 Workplace health and safety

Please refer to the HR report.

# 4.4 Facilities

# 4.4.1 Building and office facilities

The front entry stairs to the APNIC office were renovated. Office seating is being reconfigured to accommodate the Product Management teams.

The APNIC office security system was reviewed due to an issue and is scheduled for an upgrade in early May.

# Appendix A

# A-1 Community engagement summary

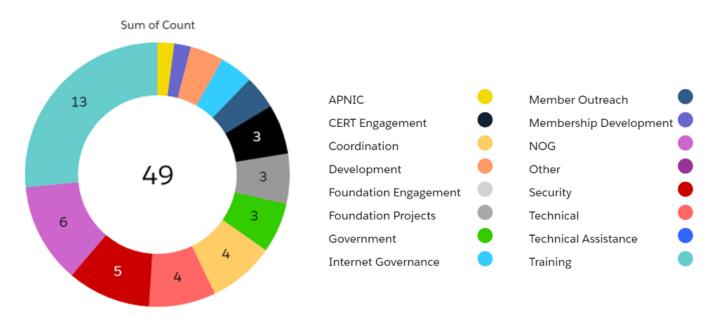


Figure 10: Engagement summary by type



Figure 11: Engagement summary by month

# Agenda Item 9 Financial reports



Private Banking

Investment Report 1.4.2019 - 30.4.2019

**APNIC PTY LTD** 

Portfolio: 3000039-70





Private Banking

# Investment Report 1.4.2019 - 30.4.2019

Portfolio 3000039-70
In the Name of APNIC PTY LTD

Produced on 3.5.2019
Reporting Currency AUD

Relationship Manager Phone Patrick Armitage +61 2 8205 4451

#### **Table of Contents**

	0		Page
1.		Asset Allocation Income and Activity Performance	3 4 5
2.	Analy 2.1.	rses Performance	6
3.	Positi 3.1.		7
4.		ndix Explanations Legal Information	19 21

#### **CREDIT SUISSE AG**

 Level 31, Gateway
 Phone
 +612 8205 4888

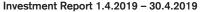
 1 Macquarie Place
 Fax
 +612 8205 4889

 Sydney
 ABN
 17 061 700 712

 NSW 2000
 AFSL
 226896

 Australia
 226896

APNIC PTY LTD PO BOX 3646 SOUTH BRISBANE, QLD 4101 AUSTRALIA





# Scope of Analysis as of 30.4.2019

Components	Portfolio	Asset Value in AUD	Discretionary Mandate	Opened	Closed	Performance Activation	Performance Deactivation
Investment related Positions							
AUD Portfolio	3000039-70	26,443,413	Yes	16.08.2013		31.12.2013	
Total Wealth		26,443,413					



APNIC PTY LTD

Portfolio: 3000039-70 Reporting Currency: AUD



#### 1. Overview

#### 1.1. Asset Allocation

#### Asset Allocation by Asset Category

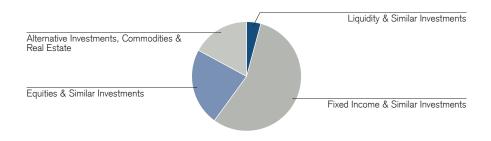
Period 1.4.2019 - 30.4.2019

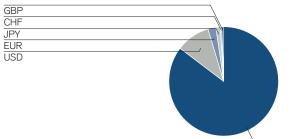
	Beginning Market Value in AUD	Change	Ending Market Value in AUD	Ending Market Value Prop.
■ Liquidity & Similar Investments	970,899	142,484	1,113,382	4.21%
Fixed Income & Similar Investments	14,821,001	-66,568	14,754,433	55.80%
Equities & Similar Investments	5,918,694	142,277	6,060,971	22.92%
Alternative Investments, Commodities & Real Estate	4,499,289	15,338	4,514,626	17.07%
Total Investments	26,209,883		26,443,413	100.00%

#### **Asset Allocation by Currency**

Period 1.4.2019 - 30.4.2019

	Beginning Market Value in AUD	Change	Ending Market Value in AUD	Ending Market Value Prop.
AUD - Australian Dollar	22,536,028	144,808	22,680,837	85.77%
USD - US Dollar	2,608,586	56,470	2,665,056	10.08%
■ EUR - Euro	599,104	22,187	621,291	2.35%
JPY - Japan Yen	335,907	8,585	344,492	1.30%
CHF - Swiss Franc	69,311	1,511	70,822	0.27%
■ GBP - Pound Sterling	60,946	-32	60,915	0.23%
Total Investments	26,209,883		26,443,413	100.00%





AUD

Investments in %

Investments in %

1. Overview / 1.1. Asset Allocation



APNIC PTY LTD

Portfolio: 3000039-70 Reporting Currency: AUD



#### 1.2. Income and Activity

Income Summary Period 1.4.2019 - 30.4.2019

	Current Period in AUD	Year to Date in AUD
Cash Dividend	140,226	308,244
Coupon Received/Paid	0	0
Interest Earned	827	5,898
Interest Paid	0	0
Net Income	141,053	314,142

Activity Summary Period 1.4.2019 - 30.4.2019

	Current Period in AUD	Year to Date in AUD
Asset Inflows	0	0
Asset Outflows	0	0
Net Investment Asset Flows	0	0

1. Overview / 1.2. Income and Activity 4/21

001970938 012 058



APNIC PTY LTD Portfolio: 3000039-70

Portfolio: 3000039-70 Reporting Currency: AUD



#### 1.3. Performance

# Performance Summary

Period 1.4.2019 - 30.4.2019

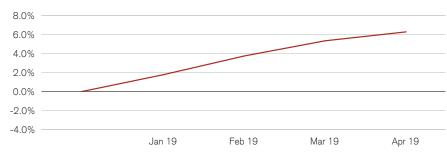
	Asset Value in AUD	Asset Value in AUD
Ending Market Value		26,443,413
Beginning Market Value		26,209,883
Asset Flows including		0
Inflows	0	
Outflows	0	
Net Non-Investment Flows	0	
Taxes	0	
Flow Adjusted Value Change		233,530
Cumulative Portfolio Return – net		0.89%

#### Performance Year-to-date

Period 1.1.2019 - 30.4.2019

	Asset Value in AUD	Asset Value in AUD
Ending Market Value		26,443,413
Beginning Market Value		24,886,409
Asset Flows including		-3,452
Inflows	0	
Outflows	0	
Net Non-Investment Flows	0	
Taxes	-3,452	
Flow Adjusted Value Change		1,560,455
Cumulative Portfolio Return – net		6.27%





Cumulative Portfolio Return

— Cumulative Portfolio Return

1. Overview / 1.3. Performance 5/21



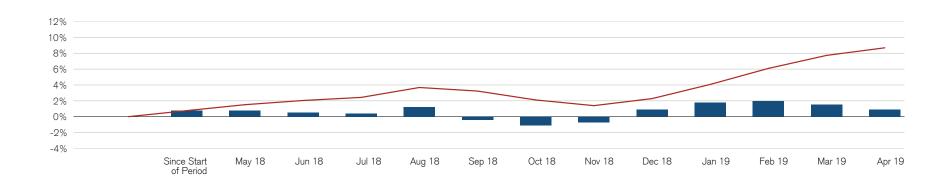
# 2. Analyses

#### 2.1. Performance

#### Performance Details

Period 1.4.2018 - 30.4.2019

	Since Start of Period	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan 19	Feb 19	Mar 19	Apr 19
Ending Market Value	23,057,480	23,228,882	23,348,210	23,938,993	25,235,759	25,123,104	24,849,594	24,674,468	24,886,409	25,323,834	25,815,306	26,209,883	26,443,413
Beginning Market Value	22,883,939	23,057,480	23,228,882	23,348,210	23,938,993	25,235,759	25,123,104	24,849,594	24,674,468	24,886,409	25,323,834	25,815,306	26,209,883
Asset Flows including	0	0	-3,142	500,000	1,000,000	-3,293	0	0	-3,393	0	0	-3,452	0
Inflows	0	0	0	500,000	1,000,000	0	0	0	0	0	0	0	0
Outflows	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Non-Investment Flows	0	0	0	0	0	0	0	0	0	0	0	0	0
Taxes	0	0	-3,142	0	0	-3,293	0	0	-3,393	0	0	-3,452	0
Flow Adjusted Value Change	173,541	171,403	122,470	90,782	296,766	-109,362	-273,510	-175,126	215,334	437,425	491,472	398,029	233,530
■ Portfolio Return – net	0.76%	0.74%	0.53%	0.38%	1.22%	-0.43%	-1.09%	-0.70%	0.87%	1.76%	1.94%	1.54%	0.89%
- Cumulative Portfolio Return	0.76%	1.51%	2.04%	2.43%	3.68%	3.23%	2.11%	1.39%	2.28%	4.07%	6.09%	7.73%	8.69%





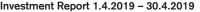
# 3. Positions

# **3.1.** Investment Related Positions as of 30.4.2019

Number/ N	lominal	Description	<b>Identification</b> ISIN Valoren Number Ticker	Cost Valuation Price Exchange Rate	Current Valuation Price/ Type Date	Value in AUD of which Accrued Interest Proportion in %	Profit/ Loss Unrealized in AUD of which Instrument of which Forex	P/L Unreal. in % Instr. in % FX in %
Liquidity &	& Similar Investr	nents						
AUD	267,488.48	Current Account -20300003970945		1.0000		267,488		
						1.01%		
CHF	694.97	Current Account -20300003970010		1.0000 0.7141 AUD/CHF		967	-6	-0.61%
							-6	-0.61%
EUR	104,271.91	Current Account -20300003970056		1.0000 1.5838 EUR/AUD		165,700	557	0.34%
						0.63%	557	0.34%
GBP	33,102.25	Current Account -20300003970089		1.0000 1.8171 GBP/AUD		60,915	765	1.27%
						0.23%	765	1.27%
JPY	12,271,182	Current Account -20300003970335		1.0000 82.6175 AUD/JPY		156,174	7,644	5.15%
				02.0170 A0D/01 1		0.59%	7,644	5.15%
USD	66,977.82	Current Account -20300003970780		1.0000 0.7092 AUD/USD		94,930	491	0.52%
				5.1. 55 <u>2</u> 7.6887 668		0.36%	491	0.52%
Total Acc	ounts					746,175		
						0 2.82%		

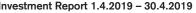


Number/	' Nominal	Description	<b>Identification</b> ISIN Valoren Number Ticker	Cost Valuation Price Exchange Rate	Current Valuation Price/ Type Date	Value in AUD of which Accrued Interest Proportion in %	Profit/ Loss Unrealized in AUD of which Instrument of which Forex	P/L Unreal. in % Instr. in % FX in %
Call & T	ime Deposits							
AUD	367,000	1.72% Deposit - Fixed Term (MM1910801097) 18.04.2019 - 10.05.2019 Total interest at maturity: AUD 380.47		1.0000		367,208 208 1.39%		
Total Ca	all & Time Deposits	5				367,208 208 1.39%		
Total Lic	quidity & Similar In	vestments				1,113,382 208 4.21%		
Fixed In	come & Similar In	vestments						
Fixed In	come & Similar In	vestments AUD						
AUD	4,189,315.07	UNITS -D- ISHARES AUSTRALIAN BOND INDEX FUND	AU60BGL01056 2244170	1.0280	1.0763 NAV 30.04.2019	4,508,859 17.05%	202,382 202,382	4.70% 4.70%
AUD	674.326	UNITS PIMCO GLOBAL CREDIT FUND	AU60ETL01145 3432906	1,000.7455	1,008.6936 NAV 30.04.2019	680,188 2.57%	5,360 5,360	0.79% 0.79%
AUD	1,726.588	UNITS PIMCO AUSTRALIAN BOND FUND CLASS -A-	AU60ETL01152 3432899	1,112.2851	1,152.7777 NAV 30.04.2019	1,990,372 7.53%	69,914 69,914	3.64% 3.64%
AUD	2,807,334.632	UNITS LEGG MASON WESTERN ASSET AUSTRALIAN BOND TRUST CLASS -A-	AU60SSB01221 2248336	1.2104	1.2718 BID 30.04.2019	3,570,368 13.50%	172,355 172,355	5.07% 5.07%
AUD	3,431,866.87	UNITS VANGUARD AUSTRALIAN FIXED INTEREST INDEX FUND	AU60VAN00014 1653500	1.1298	1.1669 NAV 30.04.2019	4,004,645 15.14%	127,179 127,179	3.28% 3.28%
Total Fix	red Income & Simi	ilar Investments				14,754,433 0 55,80%		



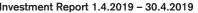


Number/ Nominal		Description	<b>Identification</b> ISIN Valoren Number Ticker	Cost Valuation Price Exchange Rate	Current Valuation Price/ Type Date	Value in AUD of which Accrued Interest Proportion in %	Profit/ Loss Unrealized in AUD of which Instrument of which Forex	P/L Unreal. in % Instr. in % FX in %
Equities & Simila								
AUD	4.978	REGISTERED SHS AUSTRALIA & NEW	AU000000ANZ3	29.6884	27.2000 CLO	135,402	-12,387	-8.38%
	.,	ZEALAND BANKING GROUP LTD	640139		30.04.2019	,	-12,387	-8.38%
			ANZ.AX			0.51%	,	
AUD	6,550	REGISTERED SHS BHP GROUP LTD	AU000000BHP4	28.5717	37.4000 CLO	244,970	57,826	30.90%
			640390		30.04.2019		57,826	30.90%
			BHP.AX			0.93%		
AUD	1,337	REGISTERED SHS CARSALES.COM LTD	AU00000CAR3	14.2157	13.4600 CLO	17,996	-1,010	-5.32%
			10476764		30.04.2019		-1,010	-5.32%
			CAR.AX			0.07%		
AUD	2,300		AU00000CBA7	76.7781	74.5200 CLO	171,396	-5,194	-2.94%
		OF AUSTRALIA	646758		30.04.2019		-5,194	-2.94%
			CBA.AX			0.65%		
AUD	296	REGISTERED SHS CIMIC GROUP LTD	AU00000CIM7	47.6934	50.5900 CLO	14,975	857	6.07%
			27620160		30.04.2019		857	6.07%
			CIM.AX			0.06%		
AUD	3,480	REGISTERED SHS COMPUTERSHARE LTD	AU000000CPU5	16.8102	17.8300 CLO	62,048	3,549	6.07%
			241285		30.04.2019		3,549	6.07%
			CPU.AX			0.23%		
AUD	1,135	REGISTERED SHS CSL LTD	AU00000CSL8	104.9787	198.5700 CLO	225,377	106,226	89.15%
			241548		30.04.2019		106,226	89.15%
			CSL.AX			0.85%		



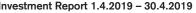


Number/ Nominal		Description	<b>Identification</b> ISIN Valoren Number Ticker	Cost Valuation Price Exchange Rate	Current Valuation Price/ Type Date	Value in AUD of which Accrued Interest Proportion in %	Profit/ Loss Unrealized in AUD of which Instrument of which Forex	P/L Unreal. in % Instr. in % FX in %
AUD	2,080	REGISTERED SHS EVOLUTION MINING LTD	AU000000EVN4 14241033	2.4388	3.1900 CLO 30.04.2019	6,635	1,563 1,563	30.80% 30.80%
			EVN.AX			0.03%		
AUD	1,577	REGISTERED SHS FORTESCUE METALS	AU00000FMG4	4.9459	7.1500 CLO	11,276	3,476	44.56%
		GROUP LTD	1655130		30.04.2019		3,476	44.56%
			FMG.AX			0.04%		
AUD	7,612	UNITS ISHARES CORE S&P/ASX 200 ETF	AU0000010Z4	24.5050	25.9400 CLO	197,455	10,923	5.86%
		EXCHANGE TRADED FUND	12101500		30.04.2019		10,923	5.86%
			IOZ.AX			0.75%		
AUD	2,352	CHESS UNITS OF FOREIGN SECURITIES	AU000000JHX1	21.4806	19.2800 CLO	45,347	-5,176	-10.24%
		JAMES HARDIE INDUSTRIES PLC	1303670		30.04.2019		-5,176	-10.24%
			JHX.AX			0.17%		
AUD	697	REGISTERED SHS MAGELLAN FINANCIAL	AU00000MFG4	24.2684	44.6100 CLO	31,093	14,178	83.82%
		GROUP LTD	2807450		30.04.2019		14,178	83.82%
			MFG.AX			0.12%		
AUD	1,136	REGISTERED SHS MACQUARIE GROUP LTD	AU000000MQG1	67.5244	134.7000 CLO	153,019	76,311	99.48%
			3422370		30.04.2019		76,311	99.48%
			MQG.AX			0.58%		
AUD	4,288	REGISTERED SHS NATIONAL AUSTRALIA	AU00000NAB4	31.2395	25.3500 CLO	108,701	-25,254	-18.85%
		BANK LTD	641643		30.04.2019		-25,254	-18.85%
			NAB.AX			0.41%		
AUD 1	1,377	REGISTERED SHS NEWCREST MINING LTD	AU00000NCM7	22.9235	25.0100 CLO	34,439	2,873	9.10%
			650853		30.04.2019		2,873	9.10%
			NCM.AX			0.13%		



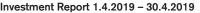


Number/ Nominal		Description	<b>Identification</b> ISIN Valoren Number Ticker	<b>Cost Valuation</b> Price Exchange Rate	<b>Current Valuation</b> Price/ Type Date	Value in AUD of which Accrued Interest Proportion in %	Profit/ Loss Unrealized in AUD of which Instrument of which Forex	P/L Unreal. in % Instr. in % FX in %
AUD	14,855	REGISTERED SHS ORORA LTD	AU000000RA8 22750502	2.9789	3.0300 CLO 30.04.2019	45,011	758 758	1.71% 1.71%
			ORA.AX			0.17%		
AUD	8,324	REGISTERED SHS ORIGIN ENERGY LTD	AU000000RG5	8.7251	7.3700 CLO	61,348	-11,280	-15.53%
			1051439 ORG.AX		30.04.2019	0.23%	-11,280	-15.53%
ALID	F 104	DECICTEDED CLIC CANITAC AIDMANG LTD	AL 10000000 ANIO	0.5004	F 0100 OL 0	40.050	0.445	10 550
AUD	7,194	REGISTERED SHS QANTAS AIRWAYS LTD	AU000000QAN2 390413	6.5061	5.6100 CLO 30.04.2019	40,358	-6,447 -6,447	-13.77% -13.77%
			QAN.AX			0.15%		
AUD	1,479	REGISTERED SHS RIO TINTO LTD	AU000000RIO1	66.4031	95.3700 CLO	141,052	42,842	43.62%
			603520 RIO.AX		30.04.2019	0.53%	42,842	43.62%
AUD	3.559	SHS RESMED INC CHESS DEPOSITORY	AU00000RMD6	12.9217	14.6700 CLO	52,211	6,222	13.53%
	-,	INTERESTS REPR 1/10 SH	1058638		30.04.2019		6,222	13.53%
			RMD.AX			0.20%		
AUD	7,465	REGISTERED SHS RELIANCE WORLDWIDE	AU00000RWC7	4.6640	4.8800 CLO	36,429	1,612	4.63%
		CORPORATION LTD	32257237 RWC.AX		30.04.2019	0.14%	1,612	4.63%
AUD	41,812	UNITS SPDR S&P/ASX 200 LISTED PROPERTY	AU000000SLF1	12.2316	13.7500 CLO	574,915	63,486	12.41%
		FUND EXCHANGE TRADED FUND	1377855		30.04.2019		63,486	12.41%
			SLF.AX			2.17%		
AUD 3	3,463	UNITS SPDR S&P/ASX 200 FUND ETF	AU000000STW9	56.1148	58.9900 CLO	204,282	9,957	5.12%
		AUSTRALIAN EQUITY EXCHANGE TRADED FUNDS	1285707 STW.AX		30.04.2019	0.77%	9,957	5.12%





Number/ Nominal		Description	<b>Identification</b> ISIN Valoren Number Ticker	<b>Cost Valuation</b> Price Exchange Rate	Current Valuation Price/ Type Date	Value in AUD of which Accrued Interest Proportion in %	Profit/ Loss Unrealized in AUD of which Instrument of which Forex	P/L Unreal. in % Instr. in % FX in %
AUD	2,085	REGISTERED SHS SUNCORP GROUP LTD	AU000000SUN6 588679	13.7982	13.2700 CLO 30.04.2019	27,668	-1,101 -1,101	-3.83% -3.83%
			SUN.AX			0.10%		
AUD	6,514	STAPLED SECURITY TRANSURBAN GROUP	AU00000TCL6	10.6423	13.4400 CLO	87,548	18,224	26.29%
			444655 TCL.AX		30.04.2019	0.33%	18,224	26.29%
AUD	10,873	REGISTERED SHS TELSTRA CORPORATION	AU00000TLS2	4.9151	3.3800 CLO	36,751	-16,691	-31.23%
	,	LTD	720464 TLS.AX		30.04.2019	0.14%	-16,691	-31.23%
			ILS.AX			0.14%		
AUD !	5,364	REGISTERED SHS WESTPAC BANKING CORP	AU000000WBC1 642372	32.2837	27.5100 CLO	147,564	-25,606 -25,606	-14.79% -14.79%
			WBC.AX		30.04.2019	0.56%	-25,606	-14.79%
AUD	834	REGISTERED SHS WESFARMERS LTD	AU000000WES1	31.3065	36.0100 CLO	30,032	3,923	15.02%
			642397 WES.AX		30.04.2019	0.11%	3,923	15.02%
AUD	2,738	REGISTERED SHS WOOLWORTHS GROUP LTD	AU000000WOW2 81350	29.1782	31.8500 CLO 30.04.2019	87,205	7,315 7,315	9.16% 9.16%
			WOW.AX			0.33%	,	
AUD	2,719	REGISTERED SHS WOODSIDE PETROLEUM	AU000000WPL2	35.0354	35.3900 CLO	96,225	964	1.01%
		LTD	642429 WPL.AX		30.04.2019	0.36%	964	1.01%
AUD	2,055	REGISTERED SHS COLES GROUP LTD	AU0000030678 44059594	12.5437	12.6100 CLO 30.04.2019	25,914	136 136	0.53% 0.53%
			COL.AX		33.32010	0.10%	100	0.0070



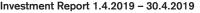


Number/	Nominal	Description	<b>Identification</b> ISIN Valoren Number Ticker	Cost Valuation Price Exchange Rate	Current Valuation Price/ Type Date	Value in AUD of which Accrued Interest Proportion in %	Profit/ Loss Unrealized in AUD of which Instrument of which Forex	P/L Unreal. in % Instr. in % FX in %
AUD	56,035.07	UNITS BLACKROCK CONCENTRATED	AU60BLK00126	1.2782	1.1570 NAV	64,833	-6,792	-9.48%
		INDUSTRIAL SHARE FUND CLASS -D-	34230296		24.04.2019		-6,792	-9.48%
						0.25%		
AUD	47,616.88	UNITS ELEY GRIFFITHS GROUP SMALL	AU60EGG00011	2.1140	2.3337 NAV	111,124	10,460	10.39%
		COMPANIES FUND	3222428		30.04.2019		10,460	10.39%
						0.42%		
AUD	0	UNITS ABERDEEN STANDARD EMERGING	AU60ETL00329		2.5308 NAV			
		OPPORTUNITIES FUND	2220820		30.04.2019			
AUD	123,225.67	UNITS PARTNERS GROUP GLOBAL VALUE	AU60ETL02762	1.8783	2.2287 BID	274,633	43,176	18.65%
		FUND (AUD) WHOLESALE	26607292		29.03.2019		43,176	18.65%
						1.04%		
AUD	21,767.1893	UNITS IRONBARK KARARA AUSTRALIAN	AU60PAT00021	3.0252	3.7720 NAV	82,106	16,257	24.69%
		SMALL COMPANIES FUND CLASS -A-	2879000		30.04.2019		16,257	24.69%
						0.31%		
AUD	6,150	REGISTERED SHS OIL SEARCH LTD	PG0008579883	8.4515	7.7800 CLO	47,847	-4,130	-7.95%
			809900		30.04.2019		-4,130	-7.95%
			OSH.AX			0.18%		
Total Eq	uities & Similar In	vestments AUD				3,735,184		
						0		
						14.13%		
Equities	& Similar Investn	nents CHF						
CHF	495	UNITS -A- ISHARES ETF (CH) - ISHARES SMI(R)	CH0008899764	91.5160	101.4000 CLO	69,855	8,256	13.40%
		ETF (CH)	889976	0.7354 AUD/CHF	30.04.2019		6,809	10.80%
			CSSMI.S			0.26%	1,447	2.60%
Total Eq	uities & Similar In	vestments CHF				69,855		
						0		
						0.26%		



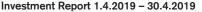
Number/ Nominal		Description	<b>Identification</b> ISIN Valoren Number Ticker	<b>Cost Valuation</b> Price Exchange Rate	Current Valuation Price/ Type Date	Value in AUD of which Accrued Interest Proportion in %	Profit/ Loss Unrealized in AUD of which Instrument of which Forex	P/I Unreal. in % Instr. in % FX in %
Equities & Simila	r Investn	nents EUR						
EUR	5,197	SHS EUR ISHARES II PLC - ISHARES CORE MSCI EUROPE UCITS ETF	IE00B1YZSC51 3246398 IQQY.DE	23.7689 1.5037 EUR/AUD	24.7250 CLO 30.04.2019	204,195 0.77%	18,452 7,896 10,556	9.93% 4.02% 5.91%
EUR	9,305	ACCUM.PTG.SHS WELLINGTON MANAGEMENT FUNDS (IRELAND) PLC - WELLINGTON STRATEGIC EUROPEAN EQUITY FUND CLASS -N- UNHEDGED EUR	IE00B9DPD161 20938626	13.8471 1.4731 EUR/AUD	17.0015 NAV 30.04.2019	251,396 0.95%	61,592 46,643 14,949	32.45% 22.78% 9.67%
Total Equities & S	Similar In	vestments EUR				455,591 0 1.72%		
Equities & Simila	r Investn	nents JPY						
JPY	640	UNITS NIKKEI 225 EXCHANGE TRADED FUND	JP3027650005 1264151 1321.T	18,961.5313 87.7787 AUD/JPY	23,120.0000 CLO 26.04.2019	188,318 0.71%	50,068 33,872 16,196	36.22% 21.93% 14.28%
Total Equities & S	Similar In	vestments JPY				188,318 0 0.71%		
Equities & Simila	r Investn	nents USD						
USD	248	ACCUM.PTG.SHS ISHARES VII PLC - ISHARES NASDAQ 100 UCITS ETF USD	IE00B53SZB19 10737617 CSNDX.S	202.2470 0.8873 AUD/USD	432.7500 CLO 30.04.2019	152,111 0.58%	95,583 81,022 14,562	169.09% 113.97% 55.12%
USD	6,966	SHS -1C- XTRACKERS SICAV - XTRACKERS MSCI CHINA UCITS ETF CAPITALISATION	LU0514695690 11421659 XCS6.L	16.6930 0.7324 AUD/USD	18.4800 OFF 30.04.2019	182,456 0.69%	23,691 17,643 6,048	14.92% 10.70% 4.22%

14/21



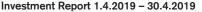


Number/ Nomi	nal	Description	<b>Identification</b> ISIN Valoren Number Ticker	Cost Valuation Price Exchange Rate	Current Valuation Price/ Type Date	Value in AUD of which Accrued Interest Proportion in %	Profit/ Loss Unrealized in AUD of which Instrument of which Forex	P/L Unreal. in % Instr. in % FX in %
USD	120	SHS -IP- RAM (LUX) SYSTEMATIC FUNDS SICAV - EMERGING MARKETS EQUITIES	LU0704154458 14219625	149.4364 0.7594 AUD/USD	181.0900 NAV 30.04.2019	30,800	7,185 5,384	30.43% 21.18%
		CAPITALISATION				0.12%	1,801	9.24%
USD	4,584	SHS -R (ACC.)- GOLDMAN SACHS FUNDS	LU0830622741	13.5800	13.9700 NAV	90,764	6,017	7.10%
		SICAV - GOLDMAN SACHS EMERGING MARKETS EQUITY PORTFOLIO CAPITALISATION	19578737	0.7346 AUD/USD	30.04.2019	0.34%	2,534 3,483	2.87% 4.23%
USD	43,594	SHS -UCITS ETF USD C- AMUNDI INDEX	LU1681045453	4.8578	4.7671 CLO	294,546	17,525	6.33%
		SOLUTIONS SICAV - AMUNDI MSCI EMERGING MARKETS CAPITALISATION	38785088 AUEM.PA	0.7645 AUD/USD	30.04.2019	1.11%	-5,603 23,128	-1.87% 8.19%
USD	1,160	SHS ISHARES GLOBAL HEALTHCARE ETF	US4642873255	47.5979	59.5900 CLO	97,972	35,742	57.44%
			1352444 IXJ.P	0.8872 AUD/USD	30.04.2019	0.37%	19,716 16,026	25.19% 32.24%
USD	1,707	TRUST UNITS SPDR S&P 500 ETF TRUST	US78462F1030 45088	208.1052 0.8218 AUD/USD	294.0200 CLO 30.04.2019	711,349	279,062 207,861	64.55% 41.28%
			SPY.P			2.69%	71,200	23.27%
USD	172		US92204A7028	205.4900	213.4100 CLO	52,025	2,440	4.92%
		ETF	1781764 VGT.P	0.7128 AUD/USD	30.04.2019	0.20%	1,931 510	3.85% 1.07%
Total Equities	& Similar In	vestments USD				1,612,023		
						0 6.10%		
Total Equities	& Similar In	vestments				6,060,971		
						0 22.92%		



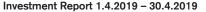


Number/	Nominal	Description	<b>Identification</b> ISIN Valoren Number Ticker	Cost Valuation Price Exchange Rate	Current Valuation Price/ Type Date	Value in AUD of which Accrued Interest Proportion in %	Profit/ Loss Unrealized in AUD of which Instrument of which Forex	P/L Unreal. in % Instr. in % FX in %
Alternati Hedge F		Commodities & Real Estate						
AUD	510,393.378	UNITS GMO SYSTEMATIC GLOBAL MACRO TRUST CLASS -B-	AU60GM000067 3375604	1.0073	1.0411 NAV 30.04.2019	531,371 2.01%	17,238 17,238	3.35% 3.35%
AUD	321,265.67	UNITS BLACKROCK GLOBAL ALLOCATION FUND (AUST) CLASS -D- WHOLESALE	AU60MAL00181 3379478	1.2406	1.2465 NAV 30.04.2019	400,464	1,907 1,907	0.48% 0.48%
AUD	175,161	RED.PTG.SHS -A1- AHL (CAYMAN) SPC AUD CLASS A EVOLUTION SEGREGATED PORTFOLIO	KYG012291145 22393979	1.1382	1.9064 NAV 31.03.2019	333,927 1.26%	134,557 134,557	67.49% 67.49%
USD	149	RED.PTG.SHS -A- CS RENAISSANCE ALTERNATIVE ACCESS FUND LTD USD	KYG258511099 34032546	1,160.0017 0.7191 AUD/USD	1,124.9620 EST 19.04.2019	237,573 0.90%	-2,784 -7,400 4,616	-1.16% -3.02% 1.86%
AUD	336,341.333	RED.PTG.SHS -A- AHL DIMENSION (CAYMAN) LIMITED AUD	KYG0132G1652 30773689	0.9991	1.0874 NAV 31.03.2019	365,738 1.38%	29,689 29,689	8.83% 8.83%
Total He	dge Funds					1,869,071 0 7.07%		
Commo	dities & Precious	Metals						
AUD	3,833	ETC SECURITY ETFS METAL SECURITIES AUSTRALIA LTD 2003-WITHOUT FIXED MATURITY ON GOLD COMMODITY	AU00000GOLD7 1583458 GOLD.AX	148.6351	171.7400 CLO 30.04.2019	658,279 2.49%	88,561 88,561	15.54% 15.54%





Number/ Nomina	I	Description	<b>Identification</b> ISIN Valoren Number Ticker	Cost Valuation Price Exchange Rate	Current Valuation Price/ Type Date	Value in AUD of which Accrued Interest Proportion in %	Profit/ Loss Unrealized in AUD of which Instrument of which Forex	P/L Unreal. in % Instr. in % FX in %
USD	580	UBS ETC UBS AG, LONDON BRANCH 2007-	CH0031794263	1,008.3991	876.5000 CLO	720,530	20,466	2.92%
		OPEN END ON UBS BLOOMBER CMCI COMPOSITE TOTAL RETURN	3179426 TCMCI.S	0.8355 AUD/USD	30.04.2019	2.72%	-108,428 128,895	-13.08% 16.00%
Total Commodit	ties & Pred	cious Metals				1,378,810		
Real Estate						5.21%		
AUD	15,627	STAPLED SECURITY DEXUS	AU000000DXS1 3819970	10.5025	12.5000 CLO 30.04.2019	195,338	31,214 31,214	19.02% 19.02%
			DXS.AX			0.74%	,	
AUD	23,058	STAPLED SECURITY GOODMAN GROUP	AU000000GMG2 18079202	8.8381	13.1600 CLO 30.04.2019	303,443	99,655 99,655	48.90% 48.90%
			GMG.AX		00.020 . 0	1.15%	30,000	10.0070
AUD	72,767	STAPLED SECURITY MIRVAC GROUP	AU000000MGR9 821911	1.8439	2.8300 CLO 30.04.2019	205,931	71,759 71,759	53.48% 53.48%
			MGR.AX		30.04.2019	0.78%	71,709	33.40 /0
AUD	23,003	STAPLED SECURITY SCENTRE GROUP	AU000000SCG8 23931192	3.4593	3.8200 CLO	87,871	8,296	10.43%
			2393 1 192 SCG.AX		30.04.2019	0.33%	8,296	10.43%
Total Real Estat	e					792,583		
						0 3.00%		





Number/ Nominal	Description	<b>Identification</b> ISIN Valoren Number Ticker	<b>Cost Valuation</b> Price Exchange Rate	Current Valuation Price/ Type Date	Value in AUD of which Accrued Interest Proportion in %	Profit/ Loss Unrealized in AUD of which Instrument of which Forex	P/L Unreal. in % Instr. in % FX in %
Other Alternative I	nvestments						
AUD	4,309 PTG.SHS LEGG MASON GLOBAL FUNDS PLC - LEGG MASON WESTERN ASSET MACRO OPPORTUNITIES BOND FUND PREMIER CLASS DISTRIBUTING (S) HEDGED AUD	IE00BYY0ZZ17 28828240	101.7099	110.0400 NAV 30.04.2019	474,162 1.79%	35,894 35,894	8.19% 8.19%
Total Other Alterna	ative Investments				474,162 0 1.79%		
Total Alternative In	vestments, Commodities & Real Estate				4,514,626 0 17.07%		
Total Investments					26,443,413 100.00%		
of which Accrued	Interest				208		



# 4. Appendix

#### 4.1. Explanations

#### Accrued Interest

Accrued interest is not displayed for financial instruments with variable interest rate or frequency within the same interest period, except for Floating Rate Notes. For FINER Revexus, the accrued interest displayed is based on the deposit currency for reference purpose only. Entitlement to the accrued interest depends on the product features. All accrued interests are displayed in the reporting currency of the portfolio and are calculated recognizing trades end of day. The FX conversion rates (reflected below) are used to convert the amount from original currency to reporting currency. The accrued interest payable/receivable is displayed as the net amount on Current Account balances. As a result of the foregoing and other factors, the accrued interest is only an estimate and may not reflect the actual interest accrued, if any.

#### **Activity Summary**

The asset inflows and outflows include client-instructed transactions, which are aggregated as Net Investment Asset Flows. Non-Investment Flows refer to transactions related to Non-Investment Related Positions such as loan transactions to finance such Non-Investment Related Positions. Non-investment Flows do not contribute to the performance of the account. Such asset inflows and outflows do not include fees and taxes.

#### Analyses

Values displayed for the respective month labels are as of month-end dates. If the report end period is not a month-end, the report period end month label will show the values as of the report period end date.

#### **Asset Classification**

If an instrument is classified as 'not classifiable', the instrument is pending its proper classification. As soon this is available in the system, the instrument will reflect the correct classification.

#### **Cost Valuation Exchange Rates**

For the Positions section, the cost valuation exchange rate displayed is always the instrument currency against the portfolio currency.

For the Transactions section, the cost valuation exchange rate displayed is always between the instrument currency and reporting currency. For execution of FX purchase/sale transactions, the transaction valuation is based on the end of day exchange rate on the value date and the cost valuation is based on the FX contract rate.

#### Duration

Modified duration is a change in the price of a bond arising from a change in market yields. Modified duration is expressed as an approximate percentage. The investment report displays the Modified Duration method for all Fixed Income instruments.

#### Fees/ Taxes

Fees include management or safekeeping fees.

Taxes include value-added taxes and service related taxes, depending on country specific rules.

#### Income Summary

Coupon received and coupon paid, as well as interest earned and interest paid, does not include accrued or unpaid coupon or interest.

Year to date figures include the addition of the monthly figures inclusive of any backdated income processing/ adjustments.

Figures shown can be gross or net depending on the specific country and market practice. Non-Investment related Income is included in the Income Summary.

#### **Market Value**

The values stated as begin of period are asset values as of the last reported statement period. The values stated as beginning/ ending market values are asset values that are inclusive of most updated market prices and backdated transactions.

#### Non-Investment Related Positions

Non-Investment Related Positions refer to positions held in the form of insurance policies, guarantees (standby letters of credit/bank guarantees/holdcovers) or mortgages,.

Non-Investment Related Positions are displayed in the Scope of Analysis and in the Non-Investment Related Positions section. However, they are not included in any other analyses.

#### **Performance Calculation**

The performance figures are calculated based on investment related positions using the TWR Daily method (Time Weighted Rate of Return), which is based on geometrically linking daily rates of return.

The start of period displayed for the performance calculation is referring to Beginning Market Value, which is the closing balance of the previous day. The end of period displayed is referring to Ending Market Value, which is the closing balance of the day.

4. Appendix / 4.1. Explanations

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The net of fees and gross of taxes return is calculated after deduction of fees and before deduction of taxes.

The cumulative return calculation is reset, every time when geometrically linking the rates of return would render distorted values. Such scenarios can happen when the market values fluctuate around zero.

Return values prior 2015 displayed in this report might be different from previously reported return values.

#### Profit/ Loss Calculation

Realized and unrealized profit and loss are calculated by comparing the market or transaction value with the average cost value. For every trade date the system computes the average cost, first processing investments before disinvestments. Transaction costs are included in both realized and unrealized profit/loss calculation.

Unrealized profit/ loss displayed in the Positions section are calculated as of the reporting date. FX conversion rates used in the computation of the unrealized profit/loss is the derived rate based on the average price as of the individual transaction date.

#### Rating

Rating refers to the rating of an investment product and is either based on information available to the Bank or is obtained from sources believed to be reliable by the Bank as of the investment report date.

#### Yield

The investment report displays Yield for all Fixed Income instruments and is displayed per market price.

#### Abbreviations

BID = Bid Price CLO = Closing Price

EST =

NAV = Net Asset Value OFF = Official Price

#### Rounding logic

Values in this investment report are calculated with exact numbers, however when presenting the data, values are rounded and therefore minor rounding differences might occur.

#### Large Numbers

The figures are consolidated and shown in denominations of thousands, millions and billions where applicable. If a value is too long to be displayed in the report itself, e.g. 1,526,555,333.26 the figure is consolidated and displayed as 1,526,555.33 in thousands in the report. If the value exceeds the column limit, a further division will take place and the phrase in millions/in billions will be displayed.

#### Conversion Rates as of 30.4.2019

AUD 1.0000 = CHF 0.7185 AUD 1.0000 = JPY 78.5736 AUD 1.0000 = USD 0.7056

EUR 1.0000 = AUD 1.5891 GBP 1.0000 = AUD 1.8402

4. Appendix / 4.1. Explanations





#### 4.2. Legal Information

According to the Account Opening Terms and Conditions, this investment report shall be conclusive and binding if the Bank does not receive your objection in writing to any matters contained in this investment report within 14 days from the issue date.

Deposits with Credit Suisse are not subject to Division 2 of the Banking Act - Protection of Depositors.

If your account is booked with Credit Suisse AG, Sydney Branch or if your Relationship Manager (RM) or Investment Consultant is located in Australia, please refer to the Important Notice on Sales Disclosure to Investors for sales related information including information on monetary benefits received by the Bank where it distributes an investment product to you.

The Bank provides price indications for financial derivatives transactions, structured products and non-listed financial instruments based upon available market reference prices believed to be reliable. The Bank does not make any representation as to the accuracy or completeness of price indications for transactions nor the guarantee to buy/sell at the price indicated. The Bank does not accept liability for any loss arising from the client's use of, or reliance on, such price indications. The price indications of the initial purchase price may be different from the actual purchase price.

In the absence of reliable market reference prices, the Bank may assign a nominal value or make an appropriate comment on your investment report. As a result, the investment report may contain price indications or comments as the Bank sees appropriate in the prevailing circumstances. If you have any queries in this respect, please contact your Relationship Manager.

The Bank will, at the time of printing this investment report, use the last price indications available to it. Due to the time differences between the Asia Pacific region and markets in other regions, the price indications reflected in the Bank's investment report will not always reflect the price indications available on the last business day of the month in certain markets.

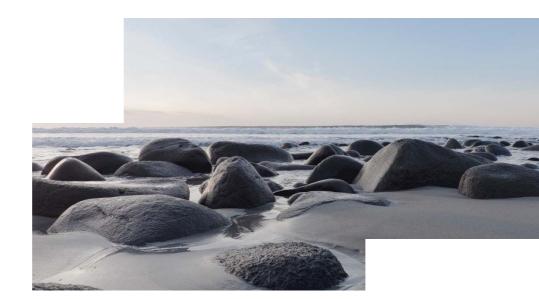
The Bank may use either an onshore or offshore CNY rate for FX conversion to reporting currency depending on the asset. Please note that there may be a differential between the onshore and offshore rate. Please refer to your RM if you need further information on the FX conversion rate applied in relation to your CNY positions.

The information in this investment report does not constitute legal or tax advice. You should consult your legal and/or tax experts if you need any such advice. The investment report does not take tax rules and regulations into consideration, and thus it cannot be used for tax reporting purposes.

This investment report is an electronically generated report and does not require a signature.



# **APNIC Monthly Reporting**



#### **Summary**

- The APNIC portfolio continued to perform well in April, +0.92% for the month.
- Global equities ex-Australia rose 4.28% in AUD terms, with gains across all major markets.
- Australian equities also rose 2.37% over the month.
- AUD bonds were little changed as yields moved sideways.

#### **Market Commentary**

Financial markets surged ahead in April, continuing the strong momentum seen in 1Q19. The extended rally was supported by dovish central banks and optimism around a Chinese economic recovery. The US led equity market gains, rising 4.73% in AUD terms as the earnings season kicked off with a strong showing from corporates, particularly from the digital giants. The European, Emerging Market and Australian equity markets advanced 4.41%, 2.77% and 2.37%, respectively. Bond yields were little changed but the Bloomberg AUD Bond Index finished up a marginal 0.28%, a reflection of the interest accrual.

The Australian economy continues to lack momentum as economic indicators send mixed signals. Retail sales were stronger than expected in March but the overall trend remained a negative one as growth fell 0.1% in 1Q19. Consumer spending remains constrained by a weak housing market with house prices falling 7.2% in the 12 months to April. However, the pace of the decline looks to be tapering with auction clearance rates seeming to stabilise over the recent months. The labour market looked strong with 25,700 new jobs added to the economy in March, well ahead of expectations for 12,000 but the unemployment rate also rose to 5.0% from an eight year low of 4.9% in the previous month. Market participants eager for an economic boost in the form of an interest rate cut by the RBA were left disappointed as rates were ultimately kept on hold 1.5% at the April meeting. However, the meeting minutes showed the central bank would be open to cut rates in the future if inflation stays low and unemployment trended high.

US macroeconomic data largely portrayed a healthy economy. The US economy grew at an annualised rate of 3.2% in 1Q19, beating expectations of 2.3% growth. The robust outcome was driven by strong personal spending growth of 0.9%, which outpaced income growth of 0.1%. Consumption was likely supported by the strong labour market which added an impressive 275,000 jobs in April while the unemployment rate fell to a 49 year low of 3.6%. The ongoing strength in the household sector offset manufacturing weakness which remained muted with disappointing prints from both the US ISM Manufacturing Index, which fell from 55.3 to 52.8 in April, and Industrial Production, which fell 0.1% in March.

The Euro Zone grew 1.2% YoY in 1Q19. This rate of growth was marginally ahead of expectations for 1.1%, but remains uninspiring in absolute terms. Unsurprisingly, economic confidence subsequently dropped to 104 in April, the lowest level since September 2016. Economic growth for the region is constrained by a fragile manufacturing sector with the manufacturing PMI increasing by 0.4 over April but finishing squarely in contractionary territory at 47.9 nonetheless. On the bright side, the unemployment rate fell to 7.7%, the lowest rate in over 10 years, which should be supportive to domestic demand and provide a counterbalance to the weakening manufacturing sector, albeit a small one.

Economic data out of China showed further signs of improvement. The Chinese economy grew 6.4% in 1Q19, matching the rate of growth in the prior quarter and beating economist expectations. Positive effects from government stimulus also seemed to be feeding through with New Yuan Loans reaching a two year high of 1,690 bn and industrial profits increasing 13.9% YoY in March. Although manufacturing PMIs disappointed with both the official and Caixin measures declining in April, policy makers have announced further expansionary measures such as the lowering of small loan costs and the reduction of the reserve requirement ratio for small and medium banks in support of the economy.

In the local market, the top performing sectors were Consumer Staples (+7.35%), Information Technology (+7.27%) and Consumer Discretionary (+5.01%) while Materials (-2.02%), Real Estate (+1.91%) and Utilities (-0.47%) were the worst performers.

#### Market Value as at 30 April 2019

_	Market Value
APNIC Portfolio	A\$26,450,526

#### Performance as of 30 April 2019

APNIC Portfolio				
	Portfolio	Benchmark	Relative	CPI + 2.5%
Month	0.92%	0.71%	+0.21%	0.32%
3 Months	4.46%	4.14%	+0.32%	0.99%
Year To Date	6.30%	5.95%	+0.35%	1.36%
1 Year	7.90%	7.24%	+0.66%	4.41%
3 Years pa	5.59%	5.62%	-0.03%	4.29%
Since Inception pa	5.55%	5.66%	-0.11%	4.45%

<sup>\*</sup> Performance is after fees but before franking

#### **Positive Contributors to Performance**

Australian stocks performing well included:

#### Magellan Financial (+22.45%)

Magellan Financial reported extremely strong net inflows in the month of April, increasing funds under management by \$462m. The fund manager has continually demonstrated an ability to attract both institutional and retail funds, which has been underpinned by consistently strong investment performance, and rewarded by the market.

#### Reliance Worldwide (+13.23%)

Following a difficult March impacted by market concerns around Brexit and US home improvement spend, Reliance Worldwide rebounded strongly in April with a survey of US plumbers confirming the company's 'Sharkbite' products enjoy the strongest brand recognition in the industry. 69% of respondents noted Sharkbite as their preferred PTC product which reaffirmed investor confidence in the Sharkbite brand.

#### **Negative Contributors to Performance**

Australian stocks underperforming included:

#### **Evolution Mining (-12.84%)**

The gold miner announced a weaker than expected quarterly result with production below analyst estimates and costs above management guidance. Performance was affected by limited access to the Mount Rawdon mine due to heavy rainfall, and lower volumes of high-grade ore from the Mungari mine. We expect production to lift this quarter, and see particular strength in EVN's cornerstone mine, Cowal, where a significant increase in underground resources has been reported.

#### Scentre (-7.06%)

Despite management reporting a quarterly result in line with FY19 guidance, investor focus has largely been on retail sales—and high gearing. Soft retail conditions have created some concerns around downside risk to rents and tenancy rates, while a high net debt to EBITDA puts pressure on the company's balance sheet and credit rating.

#### Suncorp (-3.14%)

Suncorp has been exposed to weak conditions in retail banking, with the financial conglomerate's mortgage portfolio shrinking by \$314m in the past quarter. Additionally, flooding in Queensland caused an increased number of customers to fall behind on loan repayments.

#### Asset allocation

Stock	Tactical Position	
Cash	Underweight	
Bonds	Overweight	
Australian Equities	Underweight	
International Equities	Overweight	
Alternative Investments	Marginally Underweight	

#### Outlook

Financial markets have had a strong start to 2019 with leading economic data confirming a rebound in economic activity and valuations helped by low interest rates.

The Global Investment Committee expects the strong momentum to continue, although perhaps not at the same pace as year to date gains, and have consequently turned positive on equities again. Although valuations have become richer, risk assets should be well supported by a global economic recovery, Chinese economic stimulus and dovish major central banks, notably the Fed and ECB who have reaffirmed their intention to stimulate the economy when necessary.

Within equities, we continue with an overweight to emerging markets and have added to US shares. Europe is least preferred, with Australia also underweight.

#### **Data Sources**

Credit Suisse, unless otherwise specified.

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# Monthly Financial Report (in AUD)

April 2019





#### **Table of Contents**

1	Exe	cutive Summary	3
2	Stat	ement of Financial Position	4
3	Stat	ement of Income	5
4	Сар	ital Expenditure	5
5	Acti	vity Reporting	6
	5.1	Expenses by Activity Code	6
	5.2	Capital Expenditure by Activity Code	7
6	APN	NIC Reserve	8
	6.1	Cash Flow Statement	8
	6.2	Capital Reserve	9
	6.3	APNIC's Equity and Reserves	9
7	Men	nbership	10
	7.1	Membership by Category	10
	7.2	Membership Growth	10
	7.3	Year-to-Date Membership Movement by Economy	11
	7.4	Membership Closures by Year Joined	11
	7.5	Membership Closures by Economy	12

#### 1 Executive Summary

This report provides draft actuals for April 2019, compared with 2019 budget provisions, and actuals for same period last year. It shows an operating surplus (before fair value surplus on financial assets) of \$712k, with Revenue \$17k over budget and Expenses \$353k (5%) under budget.

It is important to note that the Investment portfolio has now recouped the losses of Q4 2018. Due to the adoption of the AASB9 accounting standard, the change in value of the investment portfolio is being included in the Income statement.

There are no significant issues that would require any change to the approved 2019 budget plan.

#### Revenues:

- **Membership fees and Sign-Up fees**: Membership growth at the start of 2019 is tracking as anticipated with overall income higher than the budget estimate.
  - New member growth up to the end of April was 264 and 12 accounts were reactivated, which is in line with budget assumptions. There were 71 closures over the period, well below budget estimate of 128. Although overall Membership fees income is higher than budget, income from **Sign-Up fees** is slightly below budget, due to an increase in new members from LDC economies (representing more than 39% of new members, compared with the budget assumption of 30%).
- **Investment income:** The APNIC portfolio continued to perform well, +0.92% for the month of April. Global equities ex-Australia rose 4.28% in AUD terms, with gains across all major markets. Australian equities also rose 2.37% over the month, and AUD bonds were steady.

Since inception, the portfolio has returned 5.55% (after fees) compared to the benchmark of CPI +2.5% of 4.45%.

- **Sundry Income** Includes Meeting and Training/Workshop Registrations, Sponsorship, and Foundation receipts.
  - While training registration income is \$13k above budget, income from supporting the foundation and cost recovery from consulting are below budget. Income in these areas will increase as the year progresses.

#### **Expenses:**

- Meeting & Training expenses are below budget because various expenses for APRICOT Conference were lower than budgeted.
- Recruitment expenses are below budget due to minimal recruitment activity in the year to date.
- Various other expenses are below budget due to timing of projects and payments, but will align more closely to the budget as the year progresses.

**Fair Value Surplus:** As outlined in Investment income above, strong recovery in domestic and international markets has seen the value of APNIC's investment portfolio increase by \$1.3m in the first four months of 2019.

**Capital Expenditure** on equipment and software is tracking below budget. CAPEX is expected to align with budget estimates as the year progresses.

Issue date: May 2019 Page 3 of 12

	20/04/2040	Veer End 2019	0/ Channa
	30/04/2019	Year End 2018	% Change
CURRENT ASSETS			
Cash/ Term deposits	7,339,486	8,456,000	-13%
Receivables	1,526,589	984,890	55%
Others	877,969	678,567	29%
TOTAL CURRENT ASSETS	9,744,044	10,119,457	-4%
NON-CURRENT ASSETS			
Other financial assets	26,443,413	24,861,226	6%
Property, plant and equipment	7,358,498	7,472,353	-2%
Deferred tax assets/ liabilities	286,537	286,537	0%
TOTAL NON-CURRENT ASSETS	34,088,448	32,620,117	5%
TOTAL ASSETS	43,832,492	42,739,574	3%
CURRENT LIABILITIES			
Payables	1,006,866	1,241,761	-19%
Provisions	1,783,582	1,743,961	2%
Unearned revenue	9,435,753	10,227,970	<b>-8</b> %
TOTAL CURRENT LIABILITES	12,226,201	13,213,692	<b>-7</b> %
NON - CURRENT LIABILITIES			
Deferred Tax Liabilities	450,313	450,313	0%
Total Provisions	316,302	254,584	24%
TOTAL NON-CURRENT LIABILITIES	766,615	704,897	9%
TOTAL LIABILITIES	12,992,816	13,918,589	-7%
NET ASSETS	30,839,676	28,820,985	7%
EQUITY			
Share capital	1	1	0%
Retained earnings	28,820,984	27,708,012	4%
Net Income	2,018,691	1,112,972	81%
TOTAL EQUITY	30,839,676	28,820,985	7%

**Table 1. Statement of Financial Position** 

Issue date: May 2019 Page 4 of 12

#### 3 Statement of Income

	YTD Actual	YTD Actual	Variance %	YTD Budget	Budget	Budget
	Apr 2019	Apr 2018	Variance /6	Apr 2019	Variance \$	Variance %
Investment income	380,813	295,223	29%	349,668	31,145	9%
Membership fees	6,932,829	6,625,322	5%	6,870,504	62,325	1%
Non-members fees	85,819	82,783	4%	86,036	-217	-0%
Reactivation fees	8,200	9,000	-9%	8,332	-132	-2%
Sign-Up fees	113,750	107,500	6%	117,000	-3,250	-3%
Transfer fees	49,006	59,361	-17%	61,668	-12,662	-21%
Sundry income	36,566	81,722	-55%	96,632	-60,066	-62%
TOTAL REVENUE	7,606,983	7,260,911	5%	7,589,840	17,143	0%
Bank service fees	65,418	57,349	14%	67,664	-2,246	-3%
Communication expenses	164,931	179,571	-8%	199,840	-34,909	-17%
Computer expenses	338,454	225,447	50%	350,144	-11,691	-3%
Contribution to APNIC Foundation	220,599	211,975	4%	248,736	-28,137	-11%
Depreciation expense	284,509	280,167	2%	280,640	3,869	1%
Doubtful debt expenses	3,384	22,245	-85%	8,332	-4,948	-59%
ICANN contract fee	86,668	82,780	5%	86,668		
Insurance expense	77,652	68,237	14%	64,168	13,484	21%
Meeting and training expenses	78,391	90,050	-13%	115,528	-37,137	-32%
Membership fees	22,395	11,917	88%	18,072	4,323	24%
Office operating expenses	124,829	110,972	12%	121,076	3,753	3%
Postage & delivery	11,199	13,712	-18%	22,836	-11,637	-51%
Printing & photocopy	13,028	8,855	47%	12,500	528	4%
Professional fees	498,158	343,488	45%	554,944	-56,786	-10%
Recruitment expense	9,569	90,449	-89%	40,000	-30,431	-76%
Salaries and personnel expenses	4,114,348	3,573,107	15%	4,087,497	26,851	1%
Sponsorship and Publicity expenses	76,178	63,578	20%	160,996	-84,818	-53%
Staff training/ Conference expenses	34,241	35,760	-4%	100,496	-66,255	-66%
Translation expenses	2,291	4,813	-52%	7,500	-5,209	-69%
Travel expenses	668,065	608,151	10%	699,680	-31,615	-5%
TOTAL EXPENSES	6,894,306	6,082,622	13%	7,247,317	-353,011	-5%
Operating Surplus	712,676	1,178,290	-40%	342,523	370,153	108%
Fair value surplus on financial assets	1,306,015		-		1,306,015	-
SURPLUS	2,018,691	1,178,290	71%	342,523	1,676,168	489%

**Table 2. Statement of Income** 

#### 4 Capital Expenditure

CAPITAL (AUD)	YTD Actual Apr 2019	YTD Actual Apr 2018	Variance %	YTD Budget Apr 2019	Budget Variance \$	Budget Variance %
Equipment & Software	102,390	147,999	-31%	253,148	-150,758	-60%
Office Furniture & Fittings	71,774	14,158	407%	38,332	33,442	87%
Total - Capital Expenditure	174,164	162,157	7%	291,480	-117,316	-40%

**Table 3. Capital Expenditure by Category** 

Issue date: May 2019 Page 5 of 12

#### 5 Activity Reporting

#### 5.1 Expenses by Activity Code

EXPENSES (AUD)	YTD Actual Apr 2019	YTD Budget Apr 2019	Variance \$	Variance %
Customer Service	1,269,655	1,273,617	-3,962	0%
Member Training	477,954	647,466	-169,512	-26%
Registration Services	601,142	617,289	-16,147	-3%
Technical Infrastructure	1,141,035	1,161,742	-20,707	-2%
Total - Serving Members	3,489,786	3,700,114	-210,328	-6%
APNIC Conferences	469,558	446,569	22,989	5%
APNIC Foundation	247,167	253,736	-6,569	-3%
Community Engagement	297,946	318,720	-20,774	-7%
Regional Technical Development	523,329	576,618	-53,289	-9%
Total - Regional Development	1,538,001	1,595,643	-57,642	-4%
Global Research	269,011	234,443	34,568	15%
Global Technical Community	355,697	346,322	9,375	3%
Inter-governmental Outreach	73,620	98,760	-25, 140	-25%
Total - Global Cooperation	698,327	679,525	18,802	3%
Facilities	229,203	212,382	16,821	8%
Finance & Administration	420,252	461,724	-41,472	-9%
Human Resource Management	232,914	341,477	-108,563	-32%
Legal & Governance	285,824	256,452	29,372	11%
Total - Corporate	1,168,192	1,272,035	-103,843	-8%
Total - Expenses	6,894,306	7,247,317	-353,011	-5%

**Table 4. Expense by Activity Code** 

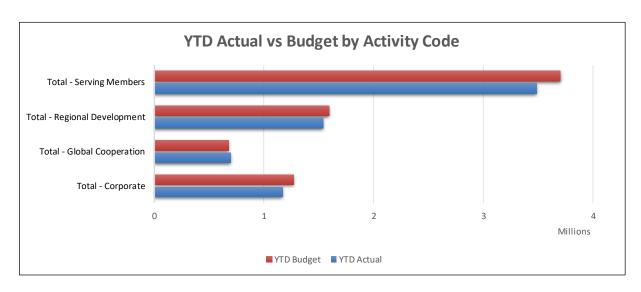


Figure 1. YTD Actual vs. Budget by Activity

Issue date: May 2019 Page 6 of 12

#### 5.2 Capital Expenditure by Activity Code

CAPITAL EXPENSES (AUD)	YTD Actual Apr 2019	YTD Budget Apr 2019	Variance \$	Variance %
Customer Service	17,913	12,100	5,813	48%
Member Training		17,668	-17,668	-100%
Technical Infrastructure	64,279	131,376	-67,097	-51%
Total - Serving Members	82,192	161,144	-78,952	-49%
APNIC Conferences		1,000	-1,000	-100%
Regional Technical Development	2,940	66,668	-63,728	-96%
Total - Regional Development	2,940	67,668	-64,728	-96%
Global Research	8,525	20,000	-11,475	-57%
Total - Global Cooperation	8,525	20,000	-11,475	-57%
Facilities	71,774	38,332	33,442	87%
Finance & Administration	5,926	3,168	2,758	87%
Human Resource Management	2,807	1,168	1,639	140%
Total - Corporate	80,507	42,668	37,839	89%
Total - Capital Expenses	174,164	291,480	-117,316	-40%

**Table 5. Capital Expenditure by Activity Code** 

Issue date: May 2019 Page 7 of 12

#### 6 APNIC Reserve

#### 6.1 Cash Flow Statement

Accounts	YTD Apr 2019
Operating Activities	
Net Income	2,018,691
Adjustments to Profit/(Loss)	
Accounts Receivable	-403,818
Other Current Asset	-337,283
Accounts Payable	-221,177
Sales Tax Payable	-3,569
Other Current Liability	-762,745
Total Adjustments to Profit/(Loss)	-1,728,592
Total Operating Activities	290,099
Investing Activities	
Fixed Asset	113,855
Other Asset	-1,582,187
Total Investing Activities	-1,468,332
Financing Activities	
Long Term Liability	61,718
Equity	0
Total Financing Activities	61,718
Net Change in Cash for Period	-1,116,514
Cash at Beginning of Period	8,456,000
Cash at End of Period	7,339,486

**Table 6. Cash Flow Statement** 

Issue date: May 2019 Page 8 of 12

#### 6.2 Capital Reserve

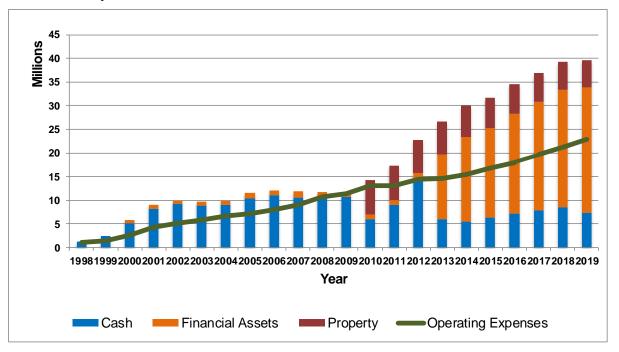


Figure 2. APNIC Reserves

#### 6.3 APNIC's Equity and Reserves

By comparing the Total Equity (including retained earnings and unrealised capital gains), the Daily Operating Costs, the number of month's coverage of operational expenses is set out below:

	YTD 2019	2018	2017	2016	2015
Total Equity	\$30,839,676	\$28,721,050	\$27,708,013	\$25,647,507	\$23,319,460
% Equity covered by Cash/ Cash Equivalents	109.5%	116.0%	111.0%	110.6%	121.6%
Forecast/ Actual Daily Operating Expenses	\$62,819	\$58,122	\$53,909	\$49,430	\$46,077
Number of Months of expenses covered by Equity	16.14	16.25	16.90	17.01	16.64

**Table 7. Equity and Reserves** 

Issue date: May 2019 Page 9 of 12

#### 7 Membership

#### 7.1 Membership by Category

Membership	Total	YTD New	YTD Reactivate	YTD Closed	YTD Size Change	Total	% Total
	Dec 2018	Apr 2019	Apr 2019	Apr 2019	Apr 2019	Apr 2019	
Extra Large	24	0	0	0	0	24	0%
Very Large	44	0	0	0	0	44	1%
Large	143	1	0	0	0	144	2%
Medium	483	2	0	-7	7	485	7%
Small	3,376	124	5	-32	59	3,532	44%
Very Small	2,967	130	7	-26	-73	3,005	43%
Associate	125	7	0	-6	7	133	2%
TOTAL	7,162	264	12	-71	0	7,367	100%

**Table 8. Membership by Category** 

#### 7.2 Membership Growth

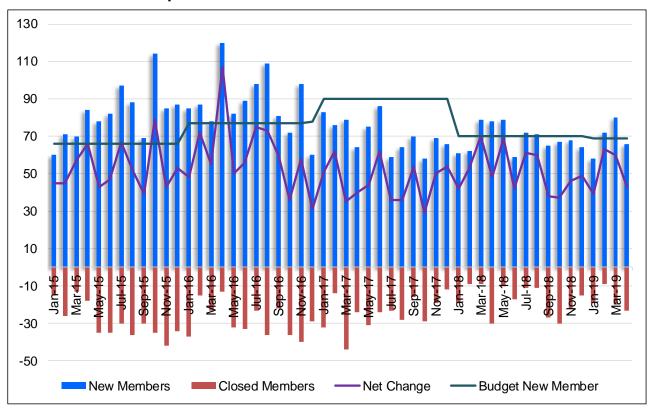


Figure 3. Membership Growth Analysis

Issue date: May 2019 Page 10 of 12

#### 7.3 Year-to-Date Membership Movement by Economy

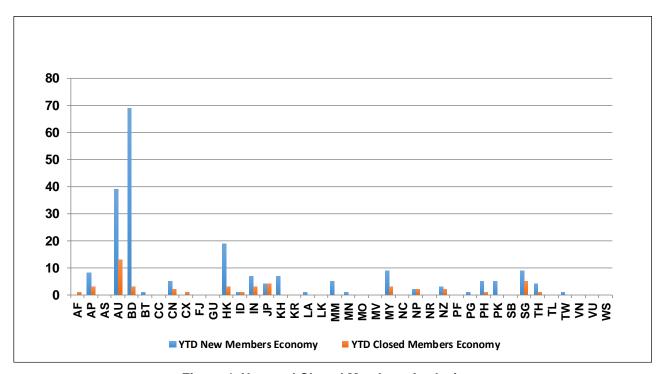


Figure 4. New and Closed Members Analysis

#### 7.4 Membership Closures by Year Joined

Year Joined	Market transfer	Membership transfer to NIR	Merger & Acquisition	Non Payment [Uncontactable]	Non Payment [Contactable]	Voluntary member closure	Grand Total
1999						1	1
2000	1						1
2003		1		1			2
2004			1				1
2005				1		1	2
2006			2			1	3
2007			1	1			2
2008						1	1
2009		1			1	1	3
2010			1	1		4	6
2011			2	1			3
2012			2	1		1	4
2013	1		3			3	7
2014			1		1	2	4
2015				6		1	7
2016	1			2	1	2	6
2017			1	6	2	1	10
2018			1	2		5	8
Grand Total	3	2	15	22	5	24	71

Table 9. Membership Closure by Year Joined

Issue date: May 2019 Page 11 of 12

#### 7.5 Membership Closures by Economy

Economy	Market transfer	Membership transfer to NIR	Merger & Acquisition	Non Payment [Uncontactable]	Non Payment [Contactable]	Voluntary member closure	Grand Total	IPV4 Resources Reclaimed (/24's)	IPV6 Resources Reclaimed (/32's)	ASN Reclaimed
AF				1			1	2		1
AP				3		2	5	6	1	
AU			6	4	1	8	19	120	6	6
BD			1		1		2	1		1
CN	2			1			3	12	2	3
сх				1			1			
НК	1			1		5	7	9	1	3
ID		1					1			
IN			2	3		2	7	7	1	4
JP		1	2	3	1		7	16		
LA						1	1	1		1
MY			1	1		1	3	40	1	2
NP			1			1	2	4	1	1
NZ						3	3	1	1	2
PH				1			1	8		1
SG				3	2	1	6	13	2	1
ТН			2				2	4		
<b>Grand Total</b>	3	2	15	22	5	24	71	244	16	26

**Table 10. Membership Closure by Economy** 

Issue date: May 2019 Page 12 of 12

## Financial Performance

Year to date April 2019





## Financial Highlights YTD April 2019

- Equity Position > 7% to date in 2019 ✓
- Revenue tracking \$17k above budget
- Investment portfolio valuation increase \$1,306k
- Expenses tracking \$353k below budget
- Cash Flow \$1,116k to date in 2019
- Activity expenditure in line with budget estimates
- New Member Growth close to budget assumptions
- Member Closures well below estimates



	30/04/2019	Year End 2018	% Change
CURRENT ASSETS			
Cash/ Term deposits	7,339,486	8,456,000	-13%
Receivables	1,526,589	984,890	55%
Others	877,969	678,567	29%
TOTAL CURRENT ASSETS	9,744,044	10,119,457	-4%
NON-CURRENT ASSETS			
Other financial assets	26,443,413	24,861,226	6%
Property, plant and equipment	7,358,498	7,472,353	-2%
Deferred tax assets/ liabilities	286,537	286,537	0%
TOTAL NON-CURRENT ASSETS	34,088,448	32,620,117	5%
TOTAL ASSETS	43,832,492	42,739,574	3%
CURRENT LIABILITIES			
Payables	1,006,866	1,241,761	-19%
Provisions	1,783,582	1,743,961	2%
Uneamed revenue	9,435,753	10,227,970	-8%
TOTAL CURRENT LIABILITES	12,226,201	13,213,692	-7%
NON - CURRENT LIABILITIES			
Deferred Tax Liabilities	450,313	450,313	0%
Total Provisions	316,302	254,584	24%
TOTAL NON-CURRENT LIABILITIES	766,615	704,897	9%
TOTAL LIABILITIES	12,992,816	13,918,589	-7%
NET ASSETS	30,839,676	28,820,985	7%
EQUITY			
Share capital	1	1	0%
Retained earnings	28,820,984	27,708,012	4%
Net Income	2,018,691	1,112,972	81%
TOTAL EQUITY	30,839,676	28,820,985	7%



Net Equity position has increased by 7% (\$2,019k) at 30/04/2019

- Current Assets decreased by 4% \$375k
  - Reduction in cash by \$1,117k
  - Membership renewals effect on receivables increased by \$404k.
  - Expenses incurred for NRO to be recovered increased by \$146k
  - Prepayment of deferred expenses and taxes increased by \$160k
- Non-Current Assets increased by \$1,468k
  - Net reduction in Property Plant & Equipment of \$114k
  - Investment portfolio increased by \$1,582k



- Current Liabilities reduced by 7% \$987k
  - Staff leave provisions increased by \$40k
  - Payables reduced by \$235k
  - Unearned Revenue decreased by \$792k
    - » Prepaid sponsorship increased by \$37k
    - » Members Prepaid fees reduced by \$829k
- Non-Current Liabilities increased by 9% \$62k
  - Long Service Leave Provisions increased by \$62k

## **Financial Stability Measure**

	YTD 2019	2018	2017	2016	2015
Total Equity	\$30,839,676	\$28,721,050	\$27,708,013	\$25,647,507	\$23,319,460
% Equity covered by Cash/ Cash Equivalents	109.5%	116.0%	111.0%	110.6%	121.6%
Forecast/ Actual Daily Operating Expenses	\$62,819	\$58,122	\$53,909	<b>\$</b> 49,430	\$46,077
Number of Months of expenses covered by Equity	16.14	16.25	16.90	17.01	16.64



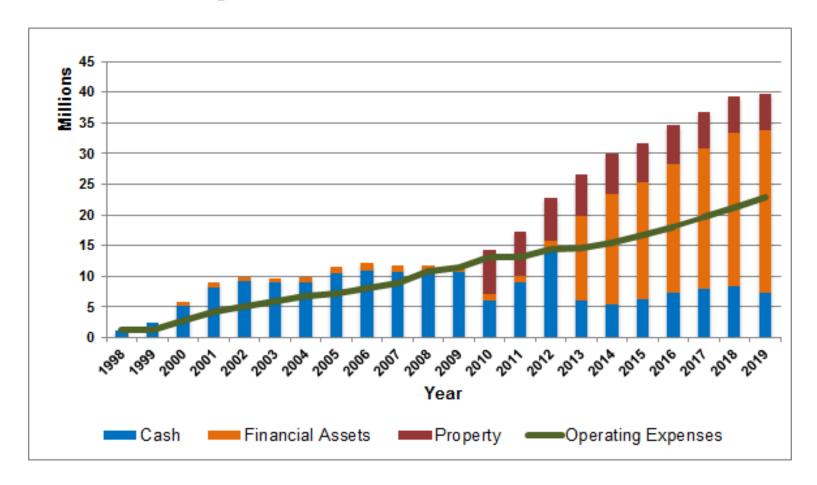
#### Target of 18 Months

- Based on Budget expenses
- Expected to improve over the year





## **APNIC Capital Reserve**



## **Operating Surplus**

REVENUE and EXPENSES (AUD)	YTD Actual Apr 2019	YTD Actual Apr 2018	Variance %	YTD Budget Apr 2019	Budget Variance \$	Budget Variance %
Total Revenue	7,606,983	7,260,911	5%	7,589,840		0%
Total Expenses	6,894,306	6,082,622	13%	7,247,317	-353,011	-5%
Operating Surplus	712,676	1,178,290	-40%	342,523	370,153	108%
Fair value surplus on financial assets	1,306,015		-		1,306,015	-
SURPLUS	2,018,691	1,178,290	71%	342,523	1,676,168	489%



## Statement of Income - Revenue

REVENUE (AUD)	YTD Actual Apr 2019	YTD Actual Apr 2018	Variance %	YTD Budget Apr 2019	Budget Variance \$	Budget Variance %
Investment income	380,813	295,223	29%	349,668	31,145	9%
Membership fees	6,932,829	6,625,322	5%	6,870,504	62,325	1%
Non-members fees	85,819	82,783	4%	86,036	-217	-0%
Reactivation fees	8,200	9,000	-9%	8,332	-132	-2%
Sign-Up fees	113,750	107,500	6%	117,000	-3,250	-3%
Transfer fees	49,006	59,361	-17%	61,668	-12,662	-21%
Sundry income	36,566	81,722	-55%	96,632	-60,066	-62%
TOTAL REVENUE	7,606,983	7,260,911	5%	7,589,840	17,143	0%





### Statement of Income - Revenue

#### Revenue tracking \$17k above budget

- Investment income \$31k above budget
  - The APNIC portfolio continued to perform well, +0.92% for the month of April. Global equities ex-Australia rose 4.28% in AUD terms, with gains across all major markets. Australian equities also rose 2.37% over the month, and AUD bonds were steady.

Since inception, the portfolio has returned 5.55% (after fees) compared to the benchmark of CPI +2.5% that has achieved 4.45%.

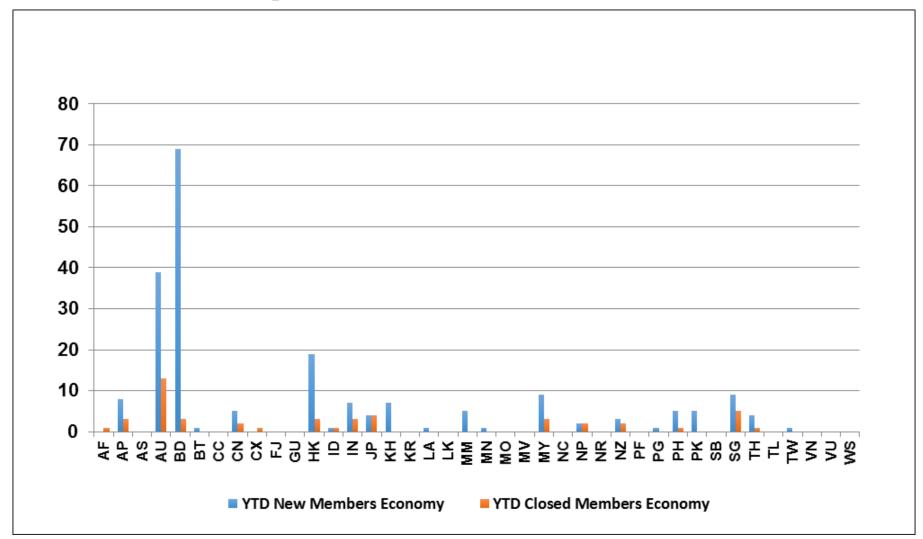
- Membership fees \$62k above budget
  - New Member growth continues close to budget estimates
    - » 264 Actual vs 270 Budget to April 30
    - » Around 39% of new Members from LDC's compared to Budget 30%
    - » Impacting on Sign-Up fees which are \$3k below budget
  - Offset by reduction in account closures
    - » 71 Actual vs 128 Budget to April 30
  - 12 Reactivations
- Transfer fees below budget by \$13k
- Sundry income below budget by \$60k
  - Timing of activities to support the APNIC Foundation
  - Cost recovery from Technical consulting below budget



## **Membership Tracking**

Membership	Total	YTD New	YTD Reactivate	YTD Closed	YTD Size Change	Total	%Total
	Dec 2018	Apr 2019	Apr 2019	Apr 2019	Apr 2019	Apr 2019	
Extra Large	24	0	0	0	0	24	0%
Very Large	44	0	0	0	0	44	1%
Large	143	1	0	0	0	144	2%
Medium	483	2	0	-7	7	485	7%
Small	3,376	124	5	-32	59	3,532	44%
Very Small	2,967	130	7	-26	-73	3,005	43%
Associate	125	7	0	-6	7	133	2%
TOTAL	7,162	264	12	-71	0	7,367	100%

## **Membership Growth**



# Membership Tracking – Closures by Economy

Economy	Market transfer	Membership transfer to NIR	Merger & Acquisition	Non Payment [Uncontactabl e]	Non Payment [Contactable]	Voluntary member closure	Grand Total	IPV4 Resources Reclaimed (ł24's)	IPV6 Resources Reclaimed (/32's)	ASN Reclaimed
AF				1			1	2		1
AP				3		2	5	6	1	
AU			6	4	1	8	19	120	6	6
BD			1		1		2	1		1
CN	2			1			3	12	2	3
CX				1			1			
HK	1			1		5	7	9	1	3
ID		1					1			
IN			2	3		2	7	7	1	4
JP		1	2	3	1		7	16		
LA						1	1	1		1
MY			1	1		1	3	40	1	2
NP			1			1	2	4	1	1
NZ						3	3	1	1	2
PH				1			1	8		1
SG				3	2	1	6	13	2	1
TH			2				2	4		
Grand Total	3	2	15	22	5	24	71	244	16	26

# Membership Tracking – Closures by Year Joined

Year Joined	Market transfer	Membership transfer to NIR	Merger & Acquisition	Non Payment [Uncontactable]	Non Payment [Contactable]	Voluntary member closure	Grand Total
1999						1	1
2000	1						1
2003		1		1			2
2004			1				1
2005				1		1	2
2006			2			1	3
2007			1	1			2
2008						1	1
2009		1			1	1	3
2010			1	1		4	6
2011			2	1			3
2012			2	1		1	4
2013	1		3			3	7
2014			1		1	2	4
2015				6		1	7
2016	1			2	1	2	6
2017			1	6	2	1	10
2018			1	2		5	8
Grand Total	3	2	15	22	5	24	71

## **Statement of Income - Expenses**

		<u> </u>				
EXPENSES (AUD)	YTD Actual Apr 2019	YTD Actual Apr 2018	Variance %	YTD Budget Apr 2019	Budget Variance \$	Budget Variance %
Bank service fees	65,418	57,349	14%	67,664	-2,246	-3%
Communication expenses	164,931	179,571	-8%	199,840	-34,909	-17%
Computer expenses	338,454	225,447	50%	350,144	-11,691	-3%
Contribution to APNIC Foundation	220,599	211,975	4%	248,736	-28,137	-11%
Depreciation expense	284,509	280,167	2%	280,640	3,869	1%
Doubtful debt expenses	3,384	22,245	-85%	8,332	-4,948	-59%
ICANN contract fee	86,668	82,780	5%	86,668		
Insurance expense	77,652	68,237	14%	64,168	13,484	21%
Meeting and training expenses	78,391	90,050	-13%	115,528	-37,137	-32%
Membership fees	22,395	11,917	88%	18,072	4,323	24%
Office Operating*	124,829	110,972	12%	121,076	3,753	3%
Postage & delivery	11,199	13,712	-18%	22,836	-11,637	-51%
Printing & photocopy	13,028	8,855	47%	12,500	528	4%
Professional fees	498,158	343,488	45%	554,944	-56,786	-10%
Recruitment expense	9,569	90,449	-89%	40,000	-30,431	-76%
Salaries and personnel expenses	4,114,348	3,573,107	15%	4,087,497	26,851	1%
Sponsorship and Publicity expenses	76,178	63,578	20%	160,996	-84,818	-53%
Staff training/ Conference expenses	34,241	35,760	-4%	100,496	-66,255	-66%
Translation expenses	2,291	4,813	-52%	7,500	-5,209	-69%
Travel expenses	668,065	608,151	10%	699,680	-31,615	-5%
TOTAL EXPENSES	6,894,306	6,082,622	13%	7,247,317	-353,011	-5%





## **Statement of Income - Expenses**

## Expenses tracking \$353k(5%) below budget

- Meeting & Training expenses are below budget because various expenses for APRICOT Conference were lower than budgeted.
- Recruitment expenses are below budget due to minimal recruitment activity in the year to date.
- Various other expenses are below budget due to timing of projects and payments, but will align more closely to the budget as the year progresses.

## **Capital Expenditure**

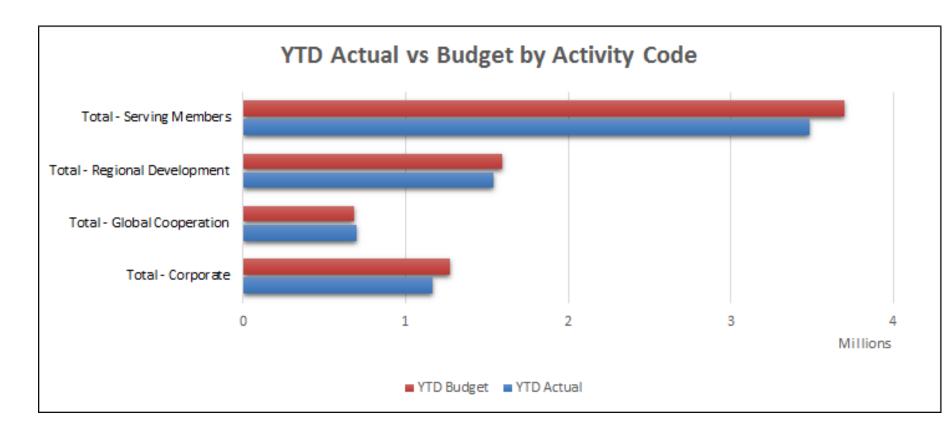
CAPITAL (AUD)	YTD Actual Apr 2019	YTD Actual Apr 2018	Variance %	YTD Budget Apr 2019	Budget Variance \$	Budget Variance %
Equipment & Software	102,390	147,999	-31%	253,148	-150,758	-60%
Office Furniture & Fittings	71,774	14,158	407%	38,332	33,442	87%
Total - Capital Expenditure	174,164	162,157	7%	291,480	-117,316	-40%

Front of office and bathroom refurbishment completed in Q1.

## **Cash Flows YTD April 2019**

Accounts	YTD Apr 2019
Operating Activities	
Net Income	2,018,691
Adjustments to Profit/(Loss)	
Accounts Receivable	-403,818
Other Current Asset	-337,283
Accounts Payable	-221,177
Sales Tax Payable	-3,569
Other Current Liability	-762,745
Total Adjustments to Profit/(Loss)	-1,728,592
Total Operating Activities	290,099
Investing Activities	
Fixed Asset	113,855
Other Asset	-1,582,187
Total Investing Activities	-1,468,332
Financing Activities	
Long Term Liability	61,718
Equity	0
Total Financing Activities	61,718
Net Change in Cash for Period	-1,116,514
Cash at Beginning of Period	8,456,000
Cash at End of Period	7,339,486

## **Expenses by Activity**



## **Expenses by Activity**

EXPENSES (AUD)	YTD Actual Apr 2019	YTD Budget Apr 2019	Variance \$	Variance %
Customer Service	1,269,655	1,273,617	-3,962	0%
Member Training	477,954	647,466	-169,512	-26%
Registration Services	601,142	617,289	-16,147	-3%
Technical Infrastructure	1,141,035	1,161,742	-20,707	-2%
Total - Serving Members	3,489,786	3,700,114	-210,328	-6%
APNIC Conferences	469,558	446,569	22,989	5%
APNIC Foundation	247,167	253,736	-6,569	-3%
Community Engagement	297,946	318,720	-20,774	-7%
Regional Technical Development	523,329	576,618	-53,289	-9%
Total - Regional Development	1,538,001	1,595,643	-57,642	-4%
Global Research	269,011	234,443	34,568	15%
Global Technical Community	355,697	346,322	9,375	3%
Inter-governmental Outreach	73,620	98,760	-25,140	-25%
Total - Global Cooperation	698,327	679,525	18,802	3%
Facilities	229,203	212,382	16,821	8%
Finance & Administration	420,252	461,724	-41,472	-9%
Human Resource Management	232,914	341,477	-108,563	-32%
Legal & Governance	285,824	256,452	29,372	11%
Total - Corporate	1,168,192	1,272,035	-103,843	-8%
Total - Expenses	6,894,306	7,247,317	-353,011	-5%

Timing related Labs costs

- Travel expenses
- Google Ads





## **Questions?**

## Agenda Item 10 APNIC Foundation update

## Foundation update



## **Contents**

- 1. Board update including Singapore Board meeting
- 2. Funded projects
- 3. New funding proposals



## **Board Meeting**

Second meeting of the Foundation Board was held in Singapore on Saturday, May 4:

- Half-day meeting held at the InterContinental Hotel (same venue as previous EC meeting)
- All five Board members attended:
  - Edward Tian joined by teleconference for the first hour but approved all resolutions
- Sylvia "Efi" Sumarlin was elected Board Chair for a second term



# **Board Meeting**



# **Business Plan - Strategic discussion**



# **Business Plan - Strategic discussion**



## Charitable status resolution



## **CEO** Review resolution

The Board passed a resolution to adopt the CEO performance review framework as presented by APNIC Director General, which will be led by the Director General.



# **Board membership discussion**



# **Project update (1)**

#### 1. PNG Training

USD 343,323 for technical training, cybersecurity and IXP support

Additional funding from DFAT (2019)

USD 100,000 for PNG training

#### <u>Impact</u>

**2018:** 13 training, engagement and assistance activities in 3 months

2019: Community consultation and 4-6 workshops/assistance



# Project update (2)

#### **Pacific CERTs**

USD 151,000 over two years

Additional funding from DFAT (2019)

USD 18,000

Third and final workshop in May

Project finishes in June



# Project update (3)

## 3. Pacific LEA (training)

AUD 108,000 for one year

Fourth and final workshop in April

Projects finishes in June



# **Project update (4)**

- 4. PNGCERT (equipment support)
- AUD 75,000
- Ongoing



## Project update (5) - ISIF Asia 2019

Two categories using AUD 160,000 in APNIC funding:

- 1) I4D grants & awards / Powering Internet infrastructure
- 3 small grants of USD 21,000 USD (equivalent to AUD 30,000)
- 1 award of USD 3,500 + travel to IGF 2019 in Berlin (max AUD 10,000 available); small ISPs, IXPs or last mile connectivity initiatives
- 2) Internet Network Operations Research Grants
- 2 grants of USD 21,000 (equivalent to AUD 30,000)
- IXP research, RPKI, ISP security



# **Funding to date**

Year	Donor	Project	Amount (USD)
2019	APNIC	ISIF Asia	115,000
2019	Aust. Dept. of Foreign Affairs and Trade (DFAT)	PNG Training	100,408
2019	DFAT -	PACCERT	21,151
		(3rd phase)	
Total for 2019			236,559
2018	The Asia Foundation (USA)*	PNG training, IXP and CERT	343,354
2018	DFAT	Pacific LEA training	81,486
2018	DFAT	PNG CERT	56,506
2018	DFAT -	PACCERT	77,126
		(2 <sup>nd</sup> phase)	
2018	APNIC	ISIF Asia	118,410
2018	APNIC	ISIF Asia Remain Fund	54,281
Total in 2018			731,162
2017	DFAT -	PACCERT	73,819
		(1st phase)	
2017	APNIC	ISIF Asia	122,800
2017	IDRC - Canada	ISIF Asia	79,376
2017	Internet Society (USA	ISIF Asia	33,333
Total in 2017			309,328
Grand Total			1,277,049

<sup>\*</sup> Funding from DFAT and New Zealand Govt



# Funding update – contract stage

**Project:** Pacific technical training (2019-20)

**Donor: DFAT** 

Economies: Fiji, Solomons, Tonga and Vanuatu

**Funding:** 

AUD 200,000 for community consultation: June to Oct

AUD 300,000 for training and assistance: Nov to May 2020

(Three years' AUD 1.5 million off the table (for now))



# Funding update - agreed

**Project:** University network training

**Donor:** KDDI Foundation (Japan)

**Economies:** Myanmar

Funding: Full cost recovery for two workshops and two

trainers



# Funding update - agreed



# Funding update - proposed



# Funding update – discussing



# Thanks

