

ZA Domain Name Authority

Draft Budgeted Income & Expenditure for 2020/2021

2020/2021				2019/2020 @R12	
Budget item	Description	Notes	2020/2021 @R12		
<b>INCOME</b>			<b>15 904 000</b>	<b>16 658 508</b>	
ZACR		1	15 300 000	14 400 000	
Settlement ZACR:				934 729	
Second Level Registrations				1 000 000	
Interest Income		2	604 000	323 779	
<b>EXPENDITURE</b>			<b>15 853 708</b>	<b>14 726 297</b>	
<b>Basic office costs</b>			<b>1 573 520</b>	<b>1 631 000</b>	
	Staff engagement/Team Building		150 000	45 000	
	Office supplies		56 000	56 000	
	Postage, printing & copying		130 000	130 000	
	Rent	3	1 157 520	912 000	
	Office furniture & refurbishments		50 000	200 000	
	Repairs & maintenance		30 000	30 000	
	Asset Replacement (Computers & Gadgets)			258 000	
<b>Communications, marketing &amp; awareness</b>			<b>1 100 000</b>	<b>1 000 000</b>	
	Public ZA awareness	4	1 100 000	200 000	
				800 000	
<b>Stakeholders Engagement</b>			<b>1 510 000</b>	<b>1 480 000</b>	
	iWeek		100 000	150 000	
	Membership contributions: IoDSA		30 000	30 000	
	Membership Contribution: ICANN		30 000	30 000	
	Membership Contribution: AfTLD		30 000	50 000	
	Africa Internet / DNS Summit		50 000	50 000	
	SA Internet Governance Forum	5	300 000	200 000	
	SA School of Internet Governance		200 000	200 000	
	Parliament	6	200 000	200 000	
	ICANN	7	400 000	350 000	
	DTPS Support Local		70 000	70 000	
	DTPS Support: International		100 000	150 000	
<b>Vehicle</b>			<b>55 000</b>	<b>90 000</b>	
	Fuel & oil		30 000	55 000	
	Other running costs (etolls, etc)		25 000	35 000	
<b>ICT</b>			<b>610 000</b>	<b>785 000</b>	
	Computers software		100 000	100 000	
	IT Hosting			105 000	
	Telephone, fax & wireless		180 000	160 000	
	ZA infrastructure & DNSSec	8	300 000	300 000	
	Director data bundles		30 000	120 000	
<b>Legal &amp; professional</b>			<b>400 000</b>	<b>200 000</b>	
	Legal services		400 000	200 000	
<b>Meetings &amp; events</b>			<b>1 486 000</b>	<b>1 372 000</b>	
	Directors: Board & Committee meetings	9	936 000	1 176 000	
	Remuneration				
	Directors: Stakeholder Meetings	10	370 000	180 000	
	Remuneration				

Directors: Strategic Plan		100 000	
Board & general meeting catering costs	11	40 000	16 000
Conference cost		40 000	
<b>Namespace Development</b>		<b>600 000</b>	<b>550 000</b>
Registrar-Reseller Development Program	12	600 000	550 000
<b>Professional</b>		<b>1 350 000</b>	<b>340 000</b>
External Audit		160 000	160 000
Internal audit		250 000	180 000
Company secretary		300 000	
Accounting Services		540 000	
External Reports		100 000	
<b>Research &amp; surveys</b>		<b>200 000</b>	<b>250 000</b>
ZA market research		200 000	250 000
<b>Salaries</b>		<b>6 122 004</b>	<b>6 250 297</b>
Salaries & bonus provision	13	6 057 004	6 185 297
Recruitment		65 000	65 000
<b>Training &amp; Development</b>		<b>566 000</b>	<b>466 000</b>
Staff training		200 000	200 000
Director training		150 000	50 000
Internship	14	216 000	216 000
<b>Systems &amp; controls</b>		<b>131 184</b>	<b>112 000</b>
Bank charges		30 000	16 000
Insurance		101 184	96 000
<b>Travel, accommodation &amp; subsistence other</b>		<b>150 000</b>	<b>200 000</b>
Trvlng Staff		100 000	150 000
Trlng Directors		50 000	50 000
<b>(Deficit) Surplus</b>		<b>50 292</b>	<b>1 932 211</b>

**NOTES:**

1. Revenue projected at 1,2750,000 registrations @ R12 VAT exclusive, per domain name.
2. Projected interest from Invested funds and Fauvorable bank balance.
3. Rental @ R91 000 Plus 6% annual increase
4. Costs for awareness campaign across all provinces . Item includes radio, print media & online campaigns, roadshows, events, exhibitions,
5. Internet Governance activities in line with the Ministerial Directive
6. Parliament presentations and meetings, Budget presentation travellings
7. Annual ICANN meetings and participation, Attendance of 3 ICANN meetings for 2 People
8. Nameserver & related infrastructure, compliace and monitoring cost
9. 4 ordinary Board meetings; 2 special Board meetings + AGM + SGM + 2 parliamentary seatings @ R10k x 9 directors; 3 committees x 4 quarterly meetings @ R2k per director
10. Bilaterals meeting\* R10 000 \* 2 Meetings \* (9 Directors ) , 1 Parliament \*9 Directors , 5 Quaterly parliament reporting meetings \*2 Directors.
11. 4 Board , 1 Special Board 1, Stragegic Plan , AGM, SGM) 8 Meetings
12. Registra Reseller:SMME development initiatives in light of Ministerial Directive ,14 registra reseller programs ( Workshops, Digital Manual, Audio Traini
13. Staff salaries inclusive of 5,4% inflationary annual increase on current staff salaries, new staff positions, and 7% performance bonus provision ,
14. 3 x Interns @ R6000pm for 12 months

## Projected Balance Sheet as at 31 March 2021

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### ASSETS:

Non Current Assets		12 400 505
PPE	460 000	
Financial Asset	11 940 505	
Current Assets		6 514 888
Accounts Receivable	1 466 250	
ZACR Settlement	2 842 104	
Bank / Cash on Hand	2 206 534	
Total Assets		<u>18 915 393</u>

### EQUITY AND LIABILITIES:

Capital And Reserves		18 372 878
Accumulated (Surplus)/deficit	18 372 878	
Current Liabilities		542 515
Trade payables	542 515	
Total Equity and Liabilities		<u>18 915 393</u>

**The .za Domain Name Authority**  
**2020/2021 cash flow projections**

	<u>Apr 20</u>	<u>May 20</u>	<u>Jun 20</u>	<u>Jul 20</u>	<u>Aug 20</u>	<u>Sep 20</u>	<u>Nov 20</u>	<u>Dec 20</u>	<u>Jan 21</u>	<u>Feb 21</u>	<u>Mar 21</u>	<u>TOTAL</u>
<b>OPENING BALANCE</b>	<b>2 156 243</b>	<b>1 596 517</b>	<b>2 085 784</b>	<b>2 291 726</b>	<b>1 914 501</b>	<b>2 233 776</b>	<b>1 109 993</b>	<b>1 519 268</b>	<b>1 958 543</b>	<b>1 581 318</b>	<b>1 867 259</b>	
<b>CASH RECEIVED</b>	<b>1 325 333</b>	<b>1 325 333</b>	<b>1 325 333</b>	<b>1 325 333</b>	<b>1 325 333</b>	<b>1 325 333</b>	<b>1 325 333</b>	<b>1 325 333</b>	<b>1 325 333</b>	<b>1 325 333</b>	<b>1 325 333</b>	<b>15 904 000</b>
Central Registry	1 275 000	1 275 000	1 275 000	1 275 000	1 275 000	1 275 000	1 275 000	1 275 000	1 275 000	1 275 000	1 275 000	15 300 000
Interest received	50 333	50 333	50 333	50 333	50 333	50 333	50 333	50 333	50 333	50 333	50 333	604 000
<b>CASH OUTFLOW</b>	<b>1 885 059</b>	<b>836 066</b>	<b>1 119 392</b>	<b>1 702 558</b>	<b>1 006 058</b>	<b>1 496 058</b>	<b>916 058</b>	<b>886 058</b>	<b>1 702 558</b>	<b>1 039 392</b>	<b>986 058</b>	<b>15 853 709</b>
Staff engagement	12 500	12 500	12 500	12 500	12 500	12 500	12 500	12 500	12 500	12 500	12 500	150 000
Office supplies	4 667	4 674	4 666	4 666	4 666	4 666	4 666	4 666	4 666	4 666	4 666	56 001
Postage, printing & copying	10 833	10 833	10 833	10 833	10 833	10 833	10 833	10 833	10 833	10 833	10 833	130 000
Rent	96 460	96 460	96 460	96 460	96 460	96 460	96 460	96 460	96 460	96 460	96 460	1 157 520
Office refurbishment	50 000											100 000
Repairs & maintenance	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	30 000
Asset Replacement (Computers & Gadgets)	50 000											100 000
ZA awareness	275 000			275 000					275 000			1 100 000
iWeek					100 000							100 000
Membership contributions: loDSA												30 000
Membership Contribution: ICANN												30 000
Membership Contribution: AFTLD							30 000					30 000
Africa Internet / DNS Summit						50 000						50 000
SA Internet Governance Forum						300 000						300 000
SA School of Internet Governance												200 000
Parliament	37 500			37 500					37 500			150 000
ICANN			133 333							133 333		400 000
DTPS Support Local	17 500			17 500					17 500			70 000
DTPS Support: International	50 000											100 000
Fuel & oil	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	30 000
Other running costs (etolls, etc)	2 083	2 083	2 083	2 083	2 083	2 083	2 083	2 083	2 083	2 083	2 083	25 000
Computers software	8 333	8 333	8 333	8 333	8 333	8 333	8 333	8 333	8 333	8 333	8 333	100 000
Telephone, fax & wireless	15 000	15 000	15 000	15 000	15 000	15 000	15 000	15 000	15 000	15 000	15 000	180 000
ZA infrastructure & DNSSec	25 000	25 000	25 000	25 000	25 000	25 000	25 000	25 000	25 000	25 000	25 000	300 000
Director data bundles	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	30 000
Legal services			100 000			100 000		100 000			100 000	400 000
Directors: Board & Committee meetings	234 000			234 000					234 000			936 000
Directors: Stakeholder Meetings												
Remuneration	92 500			92 500					92 500			370 000
Directors: Strategic Plan										100 000		100 000
Board & general meeting catering costs	10 000			10 000					10 000			40 000
Conference cost					20 000					20 000		40 000
Registrar-Reseller Development Program	150 000			150 000					150 000			600 000
External Audit						160 000						160 000
Internal audit	62 500			62 500					62 500			250 000
Company secretary	25 000	25 000	25 000	25 000	25 000	25 000	25 000	25 000	25 000	25 000	25 000	300 000
Accounting Services	45 000	45 000	45 000	45 000	45 000	45 000	45 000	45 000	45 000	45 000	45 000	540 000
External Reports			100 000									100 000
ZA market research						100 000					100 000	200 000
Salaries & bonus provision	504 750	504 750	504 750	504 750	504 750	504 750	504 750	504 750	504 750	504 750	504 750	6 057 004
Recruitment												
	32 500											65 000
Staff training					100 000		100 000					200 000
Director training		50 000									-	50 000
Internship	18 000	18 000	18 000	18 000	18 000	18 000	18 000	18 000	18 000	18 000	18 000	216 000
Bank charges	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	2 500	30 000
Insurance	8 432	8 432	8 432	8 432	8 432	8 432	8 432	8 432	8 432	8 432	8 432	101 184
Trvlng Staff	25 000			25 000					25 000			100 000
Trlng Directors	12 500			12 500					12 500			50 000
<b>CLOSING BALANCE</b>	<b>1 596 517</b>	<b>2 085 784</b>	<b>2 291 726</b>	<b>1 914 501</b>	<b>2 233 776</b>	<b>2 063 051</b>	<b>1 519 268</b>	<b>1 958 543</b>	<b>1 581 318</b>	<b>1 867 259</b>	<b>2 206 534</b>	<b>15 853 709</b>