

CYBER MEDIA



INVESTOR RELEASE

January 24, 2007

9 MONTHS ENDED DECEMBER 2006

 **Four-S Services**
Strategies and Services for Stakeholder Success

CyberMedia records 26.5% YoY increase in Total Income for 9M FY'07

- Net Profit up 21.5% YoY
- EBITDA up 21.8% YoY

Financial Highlights (Consolidated)

9M FY'07 Vs 9M FY'06 – YoY

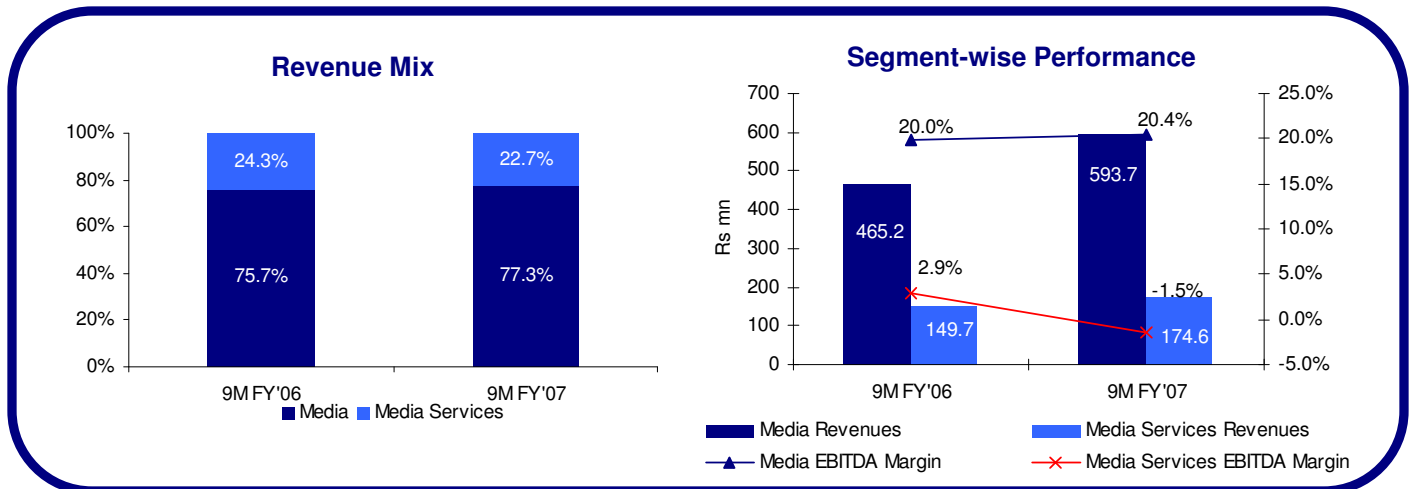
- **Total Income up 26.5% to Rs 742.1mn from Rs 586.7mn driven by strong growth in media segment**
 - ✓ Revenues from publishing business up by 27.1% to Rs 514.6mn due to
 - Rs 10,000-12,000 per page increase in revenue realization due to lower discounting
 - Buoyancy of print ad spends; especially in the specialty media segment
 - ✓ Revenue from Internet business up 36.5% to Rs 52.1 mn
 - Increased traffic and community focus; New communities added: Enthusiast & Retailer
 - Community event revenues up 44.4% from Rs. 6.3mn to Rs. 9.1 mn
 - Increased online ad spends by existing clients
 - ✓ Revenues from Events business up 22.3% to Rs 27.0mn, driven by:
 - Strategy of focus on higher value realizing business with a cut-off event size threshold of Rs 2.5mn
- **EBITDA up 21.8% to Rs 118.5mn from Rs 97.2mn due to increased revenues and economies of scale.**
- **EBITDA margin down marginally to 16.0% from 16.6% after absorbing operating losses of Rs 2.62mn in media services segment**
 - ✓ Other expenses up 69.7% on account of increased operating & communication costs
 - ✓ Staff cost up 28.2% on account of performance & productivity linked bonus scheme launched by the company
- **Net Profit up 21.5% to Rs 58.2mn from Rs 47.9mn**

Operational Highlights

- Acquired 49% stake in Publication Services Inc. (PSI) to front end its content outsourcing business in the US. PSI, with a 50-member strong team and FY'06 revenue of US\$ 2.7 mn, provides a wide range of book and document production services for publishers. Its repertoire of clients includes McGraw-Hill, Cambridge University Press, Harvard University Press, Elsevier Science, John Wiley & Sons, Oxford University Press, and many more.
- Launched a new magazine Voice and Data Connect in December, 2006 focusing on telecom channels and solution providers for mobile phones.
- Organised the first Biospectrum event in Dec'06 in Singapore which received a warm industry response. Organised the BioSpectrum Awards Nite, the largest biotechnology gathering with participation from over 300 CEO which was inaugurated by Mr Kapil Sibal, Minister of Science and Technology
- Tied up with Bihar State Government for organizing events.

Segment Analysis

9M FY'07 Vs 9M FY'06 – YoY



- **Media Segment:** Revenues up by 27.6% YoY to Rs 593.7mn with strong contributions from the established brands of the company in publishing and online domains.
- **Media Services Segment:** Revenues up by 16.6% YoY to Rs 174.6mn due to 18.6% growth in IDC to Rs 106.0mn and substantial growth in content services business to Rs 21.8mn. The segment has witnessed negative PBIT margins due to the continuation of investment phase of content services and job board business. However the business has achieved a PBIT of Rs 8.3mn in Q3FY'07.

INCOME STATEMENT (Consolidated)
Nine Months Analysis
Amount in Rs mn

Particulars	9M FY'06	9M FY'07	Chg YoY
Total Income	586.7	742.1	26.5%
Net Sales	577.6	736.2	27.5%
Other Operational Income	9.1	5.9	-35.4%
Less Operating Expenses	489.5	623.6	27.4%
Direct cost	296.7	344.0	15.9%
Staff Cost	114.3	146.5	28.2%
Other Expenses	78.5	133.2	69.7%
EBITDA	97.2	118.5	21.8%
Less Financial Charges	7.8	9.3	19.4%
Less Depreciation	12.0	16.6	37.9%
PBT	77.4	92.5	19.6%
Less Tax (including deferred and FBT)	28.6	34.3	19.7%
PAT	48.8	58.3	19.5%
Share of Profit from Associate Companies	(0.4)	-	-
Minority Interest	(0.5)	(0.1)	-81.3%
Net Profit	47.9	58.2	21.5%
EPS (Not Annualised) - Basic/Diluted	4.79	5.81	21.4%

Key Ratios (%)	9M FY'06	9M FY'07
EBIDTA Margin	16.6%	16.0%
PAT Margin	8.3%	7.8%
Net Profit Margin	8.2%	7.8%
PBT Margin	13.2%	12.5%
Direct Expense/Total Income	50.6%	46.3%
Staff Cost/Total Income	19.5%	19.7%
Total Operating Expenses/Total Income	83.4%	84.0%

Quarterly Analysis

Amount in Rs mn

Particulars	OND'05	JAS'06	OND'06	Chg QoQ	Chg YoY
Total Income	219.5	263.0	287.0	9.1%	30.8%
Net Sales	218.4	261.3	284.2	8.8%	30.1%
Other Operational Income	1.1	1.8	2.8	61.1%	154.1%
Less Operating Expenses	180.5	217.7	241.0	10.7%	33.5%
Direct Cost	107.0	123.1	135.0	9.6%	26.1%
Staff Cost	39.9	49.4	46.9	-5.1%	17.6%
Other Expenses	33.5	45.2	59.1	30.9%	76.1%
EBITDA	39.0	45.4	46.0	1.5%	18.1%
Less Financial Charges	3.0	3.4	3.4	1.2%	14.9%
Less Depreciation	4.5	7.4	3.3	-55.9%	-27.2%
PBT	31.5	34.6	39.3	13.8%	24.8%
Less Tax (including deferred and FBT)	13.1	11.4	14.0	22.7%	6.6%
PAT	18.4	23.2	25.4	9.4%	37.8%
Share of Profit from Associate Companies	(0.4)	0.0	0.0	-	-
Minority Interest	(0.3)	(0.1)	0.2	-	-
Net Profit	17.7	23.1	25.5	10.8%	44.5%
EPS (Not Annualised) - Basic/Diluted	1.77	2.31	1.94	-15.9%	9.7%

Key Ratios (%)	OND'05	JAS'06	OND'06
EBIDTA Margin	17.8%	17.2%	16.0%
PAT Margin	8.4%	8.8%	8.8%
Net Profit Margin	8.1%	8.8%	8.9%
PBT Margin	14.3%	13.1%	13.7%
Direct Expense/Total Income	48.8%	46.8%	47.0%
Staff Cost/Total Income	18.2%	18.8%	16.4%
Total Operating Expenses/Total Income	82.2%	82.8%	84.0%

About CyberMedia (India) Ltd.

CyberMedia is South Asia's first and largest specialty media house with:

- Twelve publications (including Dataquest and PCQuest) in the infotech, telecom, consumer electronics and biotech areas
- An end-to-end Media value chain including the internet (www.ciol.com), events and television
- Media Services include market research (IDC India), job board (CyberMedia Dice), content outsourcing, multimedia, and media education

CyberMedia's products reach out to 1.2mn readers and 0.7mn online community. Its publications are leaders in their respective categories.

For further information on company please visit www.cybermedia.co.in

About Four-S Services Pvt. Ltd.

Four-S Services provides customized business and financial research to organizations across the globe. The company also provides Investor Relations consulting to corporates based on in-depth sectoral and company research. The company has an impressive client profile and a team of experienced analysts covering the key sectors including Finance & Banking, IT & Telecom, Retail, Media & Entertainment, Pharmaceuticals, Infrastructure and Manufacturing amongst others. For further information on the company please visit www.four-s.com

Forward Looking Statement

Certain statements in this document with words or phrases such as "will", "should", etc., and similar expressions or variation of these expressions or those concerning our future prospects are forward looking statements. Actual results may differ materially from those suggested by the forward looking statements due to a number of risks or uncertainties associated with the expectations. These risks and uncertainties include, but are not limited to, our ability to successfully implement our strategy and changes in government policies. The company may, from time to time, make additional written and oral forward looking statements, including statements contained in the company's filings with the stock exchanges and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.

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