

**CYBER MEDIA**



**INVESTOR RELEASE**

October 24, 2006

**QUARTER ENDED SEPTEMBER 2006**

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

## CyberMedia records 24% YoY increase in Total Income for Q2 FY'07

- **Net Profit up by 16% YoY**
- **EBITDA up by 25% YoY**

### Financial Highlights (Consolidated)

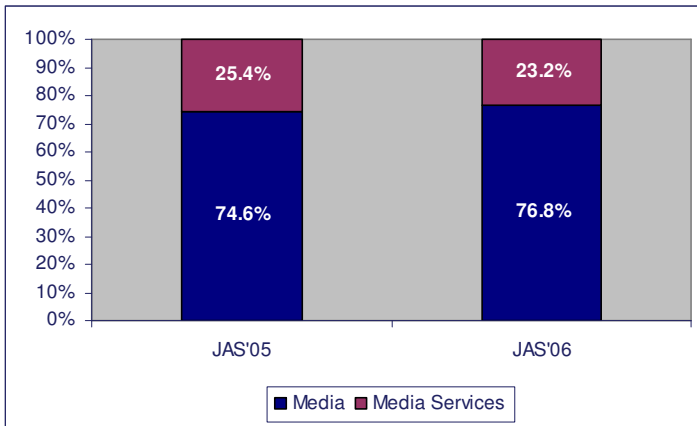
- **Total Income up by 24%YoY to Rs 263.0mn** compared to **Rs 212.8mn in Q2 FY'06**.
  - ✓ Revenues from publishing business up by 23% YoY to Rs 179.0mn due to continued buoyancy of ad spent especially in the specialty media segment.
  - ✓ Revenue from internet business up by 14% driven by growth in page views and unique visitors.
  - ✓ Revenues from content services business up by 79% due to increase in business volumes from existing clients including Encyclopedia Britannica.
- **EBITDA increased by 25% YoY** to Rs 45.4mn from Rs 36.4mn in Q2 FY'06.
- **EBITDA margins maintained at 17.2%** for JAS'06, after absorbing operating losses in new businesses. Total operating losses for the **half year** ended September 2006 are:
  - ✓ Rs 14.0mn in Job Board business
  - ✓ Rs 16.7mn in Content Services business
- **Net Profit up by 16% to Rs 23.1mn from Rs 19.9mn in Q2 FY'06 due to higher revenues.**

### Operational Highlights

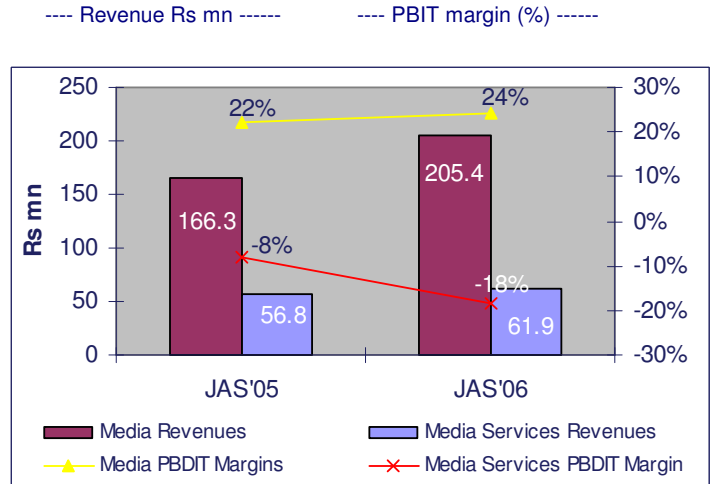
- **Global Services achieves 32,000 opt-in subscribers and 8 new clients.**
- **Initiated productivity enhancement programme for taking the company to the next level of growth.**
- **Strengthened relationships with state governments through e-governance initiatives.**

## Segment Analysis

### Revenue Mix



### Segment-wise Performance



- Media Segment:** Revenues up by 23% YoY to Rs 205.4mn from Rs 166.3mn with strong contributions from the established brands of the company in publishing and on line domains PBIT margins increased to 24% from 22% in Q2 FY'06 driven by growth in average advertisement rates.
- Media Services Segment:** Revenues up by 9%YoY to Rs 61.9mn from Rs 56.8mn in Q2 FY'06 due to 79% YoY growth increase in content services business. The segment has witnessed negative PBIT margins due to the continuation of investment phase of content services and job board business.

## Financials – Quarter ended September'06

### Profit and Loss Statement (Consolidated)

Amount in Rs Mn

Particulars	JAS'05	AMJ'06	JAS'06	Chg QoQ	Chg YoY
<b>Total Income</b>	<b>212.8</b>	<b>192.6</b>	<b>263.0</b>	<b>37%</b>	<b>24%</b>
Net Sales	208.9	190.8	261.3	37%	25%
Other Operational Income	3.8	1.8	1.8	0%	-54%
<b>Less Operating Expenses</b>	<b>176.4</b>	<b>165.0</b>	<b>217.7</b>	<b>32%</b>	<b>23%</b>
Direct cost	112.5	85.9	123.1	43%	9%
Staff Cost	37.5	50.1	49.4	-1%	32%
Other Expenses	26.4	28.9	45.2	56%	71%
<b>EBITDA</b>	<b>36.4</b>	<b>27.6</b>	<b>45.4</b>	<b>65%</b>	<b>25%</b>
Less Financial Charges	2.4	3.5	3.4	-4%	44%
Less Depreciation	3.8	4.9	7.4	51%	96%
<b>PBT</b>	<b>30.3</b>	<b>19.2</b>	<b>34.6</b>	<b>80%</b>	<b>14%</b>
Less Tax (including deferred and FBT)	10.2	6.3	11.4	80%	12%
<b>PAT</b>	<b>20.1</b>	<b>12.8</b>	<b>23.2</b>	<b>81%</b>	<b>15%</b>
Share of Profit from Associate Companies	0.0	0.0	0.0	NA	NA
Minority Interest	(0.1)	(0.2)	(0.1)	NA	NA
<b>Net Profit</b>	<b>19.9</b>	<b>12.6</b>	<b>23.1</b>	<b>82%</b>	<b>16%</b>
<b>EPS</b>	<b>2.01</b>	<b>1.26</b>	<b>2.31</b>	<b>82%</b>	<b>15%</b>

### Key ratios %

Key Ratios (%)	JAS'05	AMJ'06	JAS'06
EBIDTA Margins	17.1%	14.3%	17.2%
PAT Margins	9.4%	6.7%	8.8%
PBT Margins	14.2%	9.9%	13.1%
Direct Expense/Net Sales	52.9%	44.6%	46.8%
Staff Cost/Net Sales	17.6%	26.0%	18.8%
Total Operating Expenses/Net Sales	82.9%	85.7%	82.8%

### ***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](http://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](http://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](http://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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