

CYBER MEDIA



INVESTOR RELEASE

June 6, 2007

YEAR ENDED MARCH 2007

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

CyberMedia records 20.5% YoY increase in Total Income for FY'07

- EBITDA maintained at 15%
- Net Profit up 10.7% YoY

Financial Highlights (Consolidated)

FY'07 Vs FY'06 – YoY

- **Total Income up 20.5%** to Rs 970.7mn from Rs 805.5mn driven by strong growth in both media and media services segments
 - ✓ Media revenues up 19.0% to Rs 759.0mn from Rs 638.0mn
 - ✓ Media Services revenues up 24.2% to Rs 246.6mn from Rs 198.5mn
- **EBITDA up 17.9%** to Rs 145.2mn from Rs 123.2mn due to increased revenues.
- **EBITDA margin stable at 15% even after absorbing operating losses** of Rs 20.8*mn in new publications
- **Net Profit up 10.7%** to Rs 66.6mn from Rs 60.2mn
- **Net Profit margin declined to 6.9% from 7.5%** due to
 - ✓ Increase in Financial Charges by 50.2% to Rs 18.7mn from Rs 12.5mn due to additional debt for financing of new projects/acquisitions and working capital.

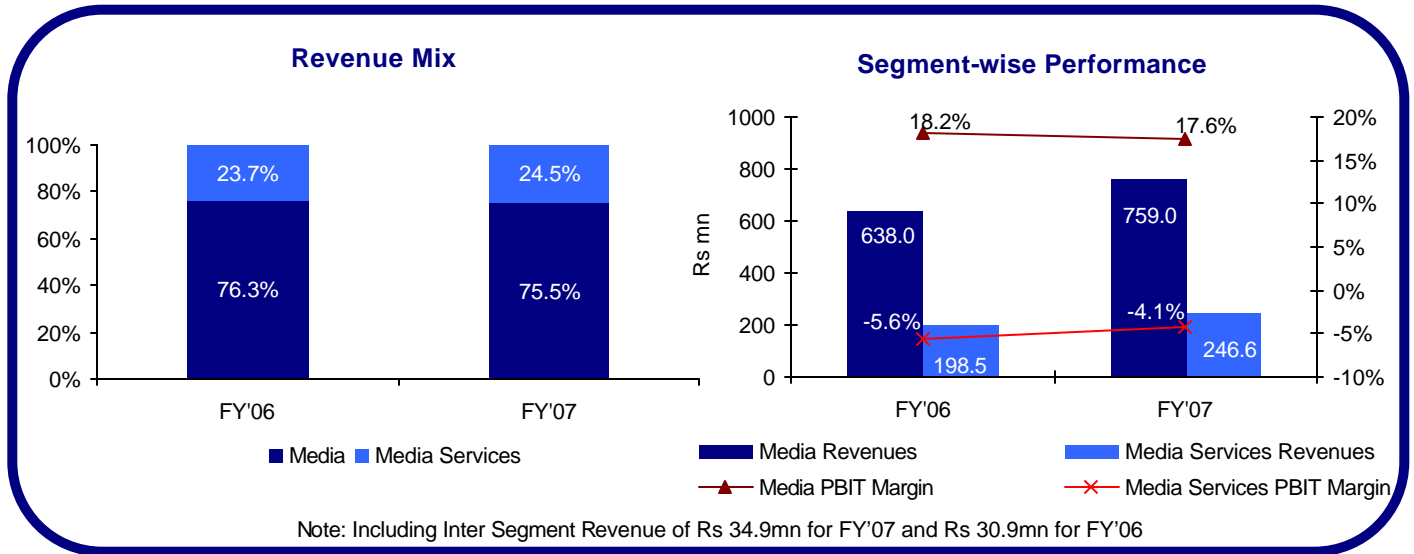
* *PBIT*

Operational and Other Highlights

- **New Initiatives in the Publications Business gather momentum** and are expected to achieve break-even in the next 1-2 years
 - ✓ Global Services, launched in February 2006, has achieved 28,000 opt-ins in USA alone
 - ✓ Biospectrum Asia, launched in December 2006, has 5,500 print subscribers including 3,500 CEOs & COOs of biotech companies in Asia and is getting 13,000 unique visitors per month on its website
 - ✓ Voice & Data Connect, launched in December 2006, achieved readership of 40,000
- Integration of Publication Services Inc. (PubServ), the US entity wherein CyberMedia acquired a 49% stake in December 2006, is underway.
- The Board of Directors approved preferential allotment of 1,000,124 warrants convertible into equity shares to promoters and increase of authorized share capital from Rs 110mn to Rs 125mn.

Segment Analysis

FY'07 Vs FY'06 – YoY



Media Segment:

- Revenues up 19.0% YoY to Rs 759mn in FY'07
 - ✓ Publishing up 17.7% to Rs 659mn from Rs 560mn
 - ✓ Internet up 24.5% to Rs 70mn from Rs 56mn
 - ✓ Events up 30.9% to Rs 30mn from Rs 23mn
- PBIT margin witnessed a marginal decline to 17.6% from 18.2% due to continuation of investment phase in new publications.

Media Services Segment:

- Revenues up 24.2% YoY to Rs 247mn in FY'07
 - ✓ Research up 9.8% to Rs 134mn from Rs 122mn
 - ✓ Content Services achieved revenues of Rs 52mn
- PBIT margin improved to -4.1% from -5.6% due to improved performance of key business sub-segments.

ANNUAL ANALYSIS

(Based on Consolidated Financials)

Income Statement

Particulars	Amount in Rs mn		
	FY'06	FY'07	Chg YoY
Total Income	805.5	970.7	20.5%
Net Sales	793.5	955.9	20.5%
Other Operational Income	12.0	14.8	23.1%
Less Operating Expenses	682.3	825.5	21.0%
Direct Cost	414.5	493.7	19.1%
Staff Cost	156.0	201.9	29.4%
Other Expenses	111.8	130.0	16.2%
EBITDA	123.2	145.2	17.9%
Less Financial Charges	12.5	18.7	50.2%
Less Depreciation & Amortization	18.4	22.2	20.2%
PBT	92.3	104.3	13.0%
Less Tax (including deferred and FBT)	31.5	37.1	17.5%
PAT	60.7	67.2	10.7%
Minority Interest	(0.6)	(0.7)	-
Net Profit	60.2	66.6	10.7%
EPS - Basic/Diluted	6.02	6.66	10.6%

Key Ratios (%)	FY'06	FY'07
EBIDTA Margin	15.3%	15.0%
PAT Margin	7.5%	6.9%
Net Profit Margin	7.5%	6.9%
PBT Margin	11.5%	10.7%
Direct Expense/Total Income	51.5%	50.9%
Staff Cost/Total Income	19.4%	20.8%
Total Operating Expenses/Total Income	84.7%	85.0%

Balance Sheet

Amount in Rs mn

Particulars	FY'06	FY'07
Sources of Funds		
Share Holder's Fund	376.8	440.8
Share Capital	100.0	100.0
Share Application Money (equity)		
Reserves & Surplus	276.8	340.8
Minority Interest	1.4	2.1
Deferred Tax Liability	15.3	25.1
Loan	105.3	183.5
Secured	104.8	183.0
Unsecured	0.4	0.4
TOTAL	498.8	651.4
Application of Fund		
Fixed Assets	180.6	207.6
Gross Block	254.7	307.6
Less: Depreciation	74.1	100.7
Net Block	180.6	206.9
Add: CWIP	-	0.7
Investments	115.8	141.5
Net Current Assets	149.2	260.0
Current Assets	322.9	382.9
Inventories	22.2	17.0
Sundry Debtors	242.1	312.3
Cash and Bank Balance	25.5	12.0
Loan and Advances	33.1	41.7
Current Liabilities & Provisions	173.7	122.9
Current Liabilities	162.3	122.9
Provisions	11.4	-
Miscellaneous Expenditure (not written off)	53.2	42.2
TOTAL	498.8	651.4

Key Ratios (%)	FY'06	FY'07
ROE	22.3%	16.3%
ROCE	28.1%	22.3%
Interest Coverage Ratio	8.4	6.6
Debt Equity Ratio	0.21	0.39
Current Ratio	1.9	3.1

QUARTERLY ANALYSIS

(Based on Consolidated Financials)

Amount in Rs mn

Particulars	JFM'06	JFM'07	Chg YoY
Total Income	218.8	234.6	7.2%
Net Sales	215.9	225.7	4.5%
Other Operational Income	2.9	8.9	207.9%
Less Operating Expenses	192.9	204.0	5.8%
Direct Cost	117.8	143.8	22.1%
Staff Cost	45.7	55.3	21.1%
Other Expenses	29.4	4.8	-83.6%
EBITDA	26.0	30.6	17.8%
Less Financial Charges	4.7	8.7	84.0%
Less Depreciation & Amortization	6.4	4.8	-24.5%
PBT	14.9	17.2	15.2%
Less Tax (including deferred and FBT)	2.9	0.5	-83.4%
PAT	12.0	16.7	39.0%
Share of Profit from Associate Companies	0.4	0.0	-
Minority Interest	(0.1)	(0.6)	-
Net Profit	12.3	16.1	31.1%
EPS (Not Annualised) - Basic/Diluted	1.2	1.6	34.2%

Key Ratios (%)	JFM'06	JFM'07
EBIDTA Margin	11.9%	13.1%
PAT Margin	5.5%	7.1%
Net Profit Margin	5.6%	6.9%
PBT Margin	6.8%	7.3%
Direct Expense/Total Income	53.8%	61.3%
Staff Cost/Total Income	20.9%	23.6%
Total Operating Expenses/Total Income	88.2%	86.9%

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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