



## LYCOS announces Q3 results

Hyderabad, February 13, 2018

**LYCOS** (NSE & BSE: “LYCOS” or the “company”), the global Internet brand, today announced its unaudited financial results for the quarter ended 31st December, 2017.

The Highlights:

- Q3 consolidated revenue of Rs.774.87 crores, up 34.30% QOQ.
- Q3 consolidated EBITDA of Rs.211.74 crores.
- Q3 profit after tax of Rs.125.34crores.
- Q3 consolidated earnings per share (EPS) of Rs2.63.

Revenue for Q3 FY2017-18 was Rs.774.87 crores, an increase of 34.30% Q-o-Q and decrease of 1.46% Y-o-Y. EBIDTA for Q3 FY2017-18 was Rs.211.74 crores, an increase of 19.34% Q-o-Q and decrease of 2.39% Y-o-Y. PAT for Q3 FY2017-18 was Rs.125.34 crores, an increase of 22.94% Q-o-Q and a decrease of 2.95% Y-o-Y.

Revenue from Digital Marketing Segment for Q3 FY2017-18 was Rs.663.80 crores, an increase of 42.72% Q-o-Q and a decrease of 1.11% Y-o-Y. PBT from Digital Marketing Segment for Q3 FY2017-18 was Rs.184.95 crores, an increase of 22.20% Q-o-Q and a decrease of 2.09% Y-o-Y. Revenue from Software Development Segment for Q3 FY2017-18 was Rs.111.07crores, a decrease of 0.69% Q-o-Q and a decrease of 3.55% Y-o-Y.

“The team executed extremely well in the third quarter with strong results across the business in a tough market.” said Suresh Reddy, Chairman and CEO of LYCOS.

“Our innovations across Brightcom, eGovernance/Blockchain initiative and LYCOS media set us up for an exciting future.” added Mr. Reddy.

### Financial Highlights

	Quarter Ended	Quarter Ended	Quarter Ended	QOQ	YOY	Year to date	Year to date
	31-Dec-17	30-Sep-17	31-Dec-16			31-Dec-17	31-Dec-16
Sales	774.87	576.96	786.39	34.30%	-1.46%	1,890.23	1906.74
EBITDA	211.74		216.92	19.34%	-2.39%	552.86	558.52

		177.42					
PAT	125.34	101.95	129.14	22.94%	-2.95%	321.69	329.73

## Business highlights

### Brightcom, powered by LYCOS

- We actively invested in branding to maintain our market position as a trusted partner, with high quality, premium inventory with high viewability.
- We continued to improve our ad quality tools, and were leading the pack in terms of the IAB ads.txt initiative, as most of our publishers have included Brightcom in their ads.txt files.
- Conducted two roadshows in the US, one with publishers focus in California and New York, and one with focus on demand partners in NYC, and one in Europe.

### Technology

- Our ongoing investment in traffic quality tools helped Brightcom grow as a significant supplier for many of our leading demand partners. It also improved our brand, and allowed us to gain traction with more publishers and demand partners.
- Developed in-house pre-bid traffic quality tool to further enhance our control over our inventory across the different supply.
- Integrated Header Bidding to Compass, our Display SSP, which allows us to gather more data and take better decisions in terms of optimization, yielding better results for our publishers.
- Signed business agreements with additional mobile and desktop RTB partners to strengthen our demand.

### LYCOS Media

- Converted over to a new customer Service platform "FreshDesk" for improved customer support.
- Launched a new content platform with Tinbu [www.tinbu.com](http://www.tinbu.com) to provide more interesting and engaging content to our users.

## Conference Call Details:

LYCOS will host a conference call on Sunday, February 18, 2018, at 12.00 noon Indian Standard Time, to discuss the financial results. Call-in details will be available from the Investor Relations page of the company's website at: <http://corp.lycos.com/investors/>

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## About LYCOS

LYCOS is one of the original and most widely known Internet brands in the world, evolving from pioneering search on the web, into a family of three business units covering digital media, marketing, and Internet of Things (IoT).

LYCOS Media is a network of easy-to-use community and social sites in 120 languages across 177 countries. LYCOS' award-winning products and services include tools for blogging, web publishing and hosting, online games, e-mail, and search. The LYCOS Network of sites and services include Lycos.com, Tripod, Angelfire, HotBot, Gamesville, WhoWhere, and LYCOS Mail.

'Brightcom powered by LYCOS', enables businesses, agencies, and online publishers worldwide in meeting their digital marketing needs, serving 40 billion impressions every month. Clients include leading blue chip advertisers like Airtel, British Airways, Coca-Cola, Hyundai Motors, ICICI Bank, ITC, ING, Lenovo, LIC, Maruti Suzuki, MTV, P&G, Qatar Airways, Samsung, Viacom, Sony, Star India, Vodafone, Titan, and Unilever. Publishers include Facebook, LinkedIn, MSN, Twitter, and Yahoo! LYCOS works with agencies like Havas Digital, JWT, Mediacom, Mindshare, Neo@Ogilvy, OgilvyOne, OMD, Satchi&Satchi, TBWA, and ZenithOptiMedia, to name a few.

LYCOS Life is the new consumer products division focused on IoT. LYCOS Life is dedicated to the future of communication and information management in which everyday objects will be connected to the internet, also known as the "Internet of Things" (IoT).

LYCOS employs around 450 people working out of 24 offices worldwide, across the US, Israel, India, Western Europe, Australia and Latin America. For more information please visit [www.lycos.com](http://www.lycos.com)

### Disclaimer

This press release contains "forward-looking statements" – that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance, and often contain words such as "expects," "anticipates," "intends," "plans," "believes," "seeks," "should" or "will." Forward-looking statements by their nature address matters that are, to different degrees, uncertain. For us, uncertainties arise from the behaviour of financial and digital marketing industry, and fluctuations in exchange rates; from future integration of businesses; and from numerous other matters of national, regional and global scale, including those of a political, economic, business, competitive or regulatory nature. These uncertainties may cause our actual future results to be materially different from those expressed in our forward-looking statements. We do not undertake to update our forward-looking statements.