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## j2 Global Communications (JCOM)

INFORMATION TECHNOLOGY

MARKET OUTPERFORM / SPECULATIVE RISK

EARNINGS UPDATE

FEBRUARY 4, 2005

### JCOM: 4Q04 AHEAD OF GUIDANCE

#### MARKET DATA

JCOM	\$33.99	2/3/2005
Target Price	\$50	
Market	NASDAQ	
52 Wk Hi - Low	\$36.35 - \$18.82	
Market Cap. (MM)	\$877.2	
Shares Out (MM)	25.81	
Public Mkt Float (MM)	19.9	
Avg. Daily Vol (000)	533	

#### BALANCE SHEET METRICS (12/31/04)

Cash (MM)	\$93.6
LTD (MM)	\$1.2
Debt/Capital	0.8%
Book Value/Share	\$5.9

#### EARNINGS DATA

FY - 12/31	2003 A	2004 A	2005 E
1Q - 03/31	\$0.20	\$0.25	\$0.38
2Q - 06/30	\$0.24	\$0.29	\$0.42
3Q - 09/30	\$0.28	\$0.32	\$0.45
4Q - 12/31	\$0.32	\$0.37	\$0.50
Full Year EPS	\$1.04	\$1.24	\$1.75
Revenue (MM)	\$71.6	\$106.3	\$148.5
EBITDA (MM)	27.3	46.0	61.6

#### VALUATION METRICS

Price/Earnings	32.6x	27.3x	19.5x
Price/Revenue	12.2x	8.2x	5.9x
Price/EBITDA	32.2x	19.1x	14.2x



Source: BigCharts.com

**REPORTS 4Q04 RESULTS** Yesterday, j2 Global Communications reported 4Q04 results representing the company's 31<sup>st</sup> consecutive quarter of revenue growth. Total 4Q04 revenues of \$29.8 MM were up 7% quarter over quarter, 46% year over year, and \$0.3 MM ahead of our forecast and company guidance. 4Q04 EPS of \$0.37 was ahead of our estimate of \$0.32. With consistent, and strong growth, we believe JCOM continues to execute on its DID based business model.

**DID REVENUES DRIVE GROWTH** j2 added 38.7K net numbers, up 8% sequentially but slower than the 10% growth experienced in the previous quarter. We believe that seasonal factors such as holidays and vacations contributed to the slower growth during 4Q04. DID revenues for the quarter were 27.9 MM, comprising a stable 98% of total quarterly revenues. Recurring subscriber fees grew 8.9% quarter over quarter to \$20.8 MM while usage charges grew 4.6% to \$8.2MM. Gross margins and operating margins rose to 85.1% and 44% respectively, compared to 84.3% and 43% respectively during 3Q04. We are encouraged by the continued growth in j2 Global's core DID revenue base.

**ENTERPRISE REVENUES COULD PROVIDE UPSIDE** JCOM provided the following guidance for 2005:

- 1) Revenues between \$145-148 MM
- 2) EPS between \$1.70-\$1.75
- 3) Tax rate between 25-28%

We believe JCOM could derive increasing revenues from the enterprise market, especially during 2H05. In our view, this could add an additional \$5 MM to our current 2005 revenue estimate of \$148.5 MM.

**2005 ESTIMATES** Our 2005 revenue estimate of \$148.5 MM is largely unchanged and in line with management guidance. We have raised our 2005 EPS estimate to \$1.75 from \$1.50, to bring it in line with new guidance. In our view, the estimate revision reflects the effect of the lower expected tax rate of 25-28%.

**RISKS** Tight information technology budgets represent the greatest risk for J2 in our view

**J2Global Communications**

FY End Dec 31

Income Statement (\$ MM) (except per share data)

	2003	1Q04	2Q04	3Q04	4Q04	2004	1Q05E	2Q05E	3Q05E	4Q05E	2005E	2006E
<b>Revenues</b>												
Subscriber	68.1	22.1	25.1	27.0	29.1	103.2	31.3	34.4	37.9	41.7	145.3	192.1
Advertising	2.7	0.8	0.6	0.7	0.7	2.7	0.8	0.7	0.7	0.7	2.9	4.0
Licensing & Other	0.8	0.1	0.1	0.1	0.1	0.4	0.1	0.1	0.1	0.1	0.4	0.4
<b>Total Revenue</b>	<b>\$71.6</b>	<b>\$22.9</b>	<b>\$25.8</b>	<b>\$27.8</b>	<b>\$29.8</b>	<b>106.3</b>	<b>\$32.2</b>	<b>\$35.2</b>	<b>\$38.7</b>	<b>\$42.5</b>	<b>\$148.5</b>	<b>\$196.5</b>
<i>Total Revenue YoY Change</i>	49%	51%	52%	47%	46%	48%	40%	36%	39%	42%	40%	32%
<i>Total Revenue QoQ Change</i>		12%	13%	8%	7%		8%	9%	10%	10%		
COGS	13.3	3.6	4.1	4.4	4.4	16.5	5.1	5.6	6.2	6.8	23.8	31.4
<b>Gross Profit</b>	<b>58.3</b>	<b>19.3</b>	<b>21.8</b>	<b>23.4</b>	<b>25.4</b>	<b>89.8</b>	<b>27.0</b>	<b>29.6</b>	<b>32.5</b>	<b>35.7</b>	<b>124.8</b>	<b>165.1</b>
<i>Gross Margin</i>	81%	84%	84%	84%	85%	84%	84%	84%	84%	84%	84%	84%
Operating Expenses												
R&D	4.2	1.1	1.3	1.4	1.5	5.2	1.6	1.8	2.3	2.5	8.2	10.8
SG&A	26.9	8.3	9.5	10.1	10.7	38.5	11.9	13.0	14.3	15.7	55.0	70.8
<i>% of Sales Research and Develop</i>	6%	5%	5%	5%	5%	5%	5%	5%	6%	6%	6%	5%
<i>% of Sales Selling, General and A</i>	37%	36%	37%	36%	36%	36%	37%	37%	37%	37%	37%	36%
Total Operating Expense	31.0	9.3	10.8	11.5	12.2	43.8	13.5	14.8	16.6	18.3	63.2	81.6
Operating Income	27.3	10.0	11.0	11.9	13.1	46.0	13.5	14.8	15.9	17.4	61.6	83.5
<i>Operating Margin</i>	38%	44%	43%	43%	44%	43%	42%	42%	41%	41%	41%	43%
Net Interest Income (expense)	0.4	0.2	0.4	0.5	0.1	1.2	0.2	0.2	0.2	0.2	0.8	0.8
Earnings Before Taxes	27.7	10.2	11.4	12.4	13.2	47.2	13.7	15.0	16.1	17.6	62.4	84.3
Taxes	1.4	3.8	3.9	4.3	3.7	15.6	3.8	4.2	4.5	4.8	17.3	22.8
<i>Tax Rate</i>	5%	37%	34%	35%	28%	33%	28%	28%	28%	27%	28%	27%
<b>Net Income</b>	<b>26.3</b>	<b>6.4</b>	<b>7.5</b>	<b>8.1</b>	<b>9.6</b>	<b>31.6</b>	<b>9.9</b>	<b>10.8</b>	<b>11.6</b>	<b>12.9</b>	<b>45.1</b>	<b>61.6</b>
<i>Net Margin</i>	37%	28%	29%	29%	32%	30%	31%	31%	30%	30%	30%	31%
<b>EPS</b>	<b>1.04</b>	<b>0.25</b>	<b>0.29</b>	<b>0.32</b>	<b>0.37</b>	<b>1.24</b>	<b>0.38</b>	<b>0.42</b>	<b>0.45</b>	<b>0.50</b>	<b>1.75</b>	<b>2.37</b>
Shares	25.27	25.56	25.58	25.57	25.81	25.43	25.81	25.81	25.81	25.81	25.81	26.00

Source: Company documents, Rodman &amp; Renshaw Research estimates

**J2 Global Balance Sheet***\$ in millions except for per share data*

<b>ASSETS</b>	<b>1Q03</b>	<b>2Q03</b>	<b>3Q03</b>	<b>4Q03</b>	<b>1Q04</b>	<b>2Q04</b>	<b>3Q04</b>	<b>4Q04</b>
Cash and equivalents	38.7	46.5	46.3	46.9	47.0	50.9	42.3	39.9
Short-term investments	-	-	8.2	8.5	6.4	5.2	12.7	26.1
Accounts Receivable	4.8	5.2	5.9	5.9	7.5	8.1	8.8	8.2
Inventories	-	-	-	-	-	-	-	-
Other Current Assets	1.2	1.2	2.3	12.6	9.3	12.3	7.8	5.0
<b>Total Current Assets</b>	<b>44.7</b>	<b>53.0</b>	<b>62.7</b>	<b>73.9</b>	<b>70.2</b>	<b>76.5</b>	<b>71.7</b>	<b>79.3</b>
PP&E Net	6.2	6.2	6.6	6.6	6.3	6.9	8.7	12.4
Goodwill & Other	17.4	17.4	18.0	17.9	15.6	19.1	20.0	20.2
Other Assets	1.0	1.0	0.4	14.5	27.7	26.9	41.9	41.5
<b>Total Assets</b>	<b>69.3</b>	<b>77.5</b>	<b>87.6</b>	<b>112.9</b>	<b>119.9</b>	<b>129.5</b>	<b>142.3</b>	<b>153.3</b>
<b>LIABILITIES</b>								
Accounts Payable	2.3	2.3	3.6	4.0	4.0	5.0	5.4	5.5
Current Portion of LTO	0.5	0.5	1.3	1.0	0.5	0.6	1.7	1.2
Deferred Revenues	2.9	2.9	3.7	4.7	5.1	5.3	5.6	5.4
Other Liabilities	0.3	0.3	-	-	-	-	-	0.4
<b>Total Current Liabilities</b>	<b>6.1</b>	<b>6.1</b>	<b>8.5</b>	<b>9.7</b>	<b>9.6</b>	<b>10.9</b>	<b>12.7</b>	<b>12.5</b>
Long Term Debt	0.1	0.1	0.3	0.2	0.3	0.3	1.0	0.9
Other L-Term Obligations	-	-	-	-	-	-	-	-
<b>Total Liabilities</b>	<b>6.2</b>	<b>6.2</b>	<b>8.9</b>	<b>10.0</b>	<b>10.0</b>	<b>11.2</b>	<b>13.7</b>	<b>13.4</b>
<b>EQUITY</b>								
Shareholders' Equity	63.3	64.3	78.8	102.9	109.9	118.3	128.6	140.0
<b>Total Liabilities and Equity</b>	<b>69.4</b>	<b>70.4</b>	<b>87.6</b>	<b>112.9</b>	<b>119.9</b>	<b>129.5</b>	<b>142.3</b>	<b>153.3</b>

*Source: Company Documents, Rodman & Renshaw Estimates*

**RODMAN & RENSHAW RATING SYSTEM:** Rodman & Renshaw employs a three tier rating system for evaluating both the potential return and risk associated with owning common equity shares of rated firms. The expected return of any given equity is measured on a RELATIVE basis of other companies in the same sector, as defined by First Call. The price objective is calculated to estimate the potential movement in price a given equity could achieve given certain targets are met over a defined time horizon. Price objectives are subject to exogenous factors including industry events and market volatility. The risk assessment evaluates the company specific risk and accounts for the following factors, maturity of market, maturity of technology, maturity of firm, cash utilization, and valuation considerations. Potential factors contributing to risk: relatively undefined market, new technologies, immature firm, high cash burn rates, intrinsic value weighted toward future earnings or events.

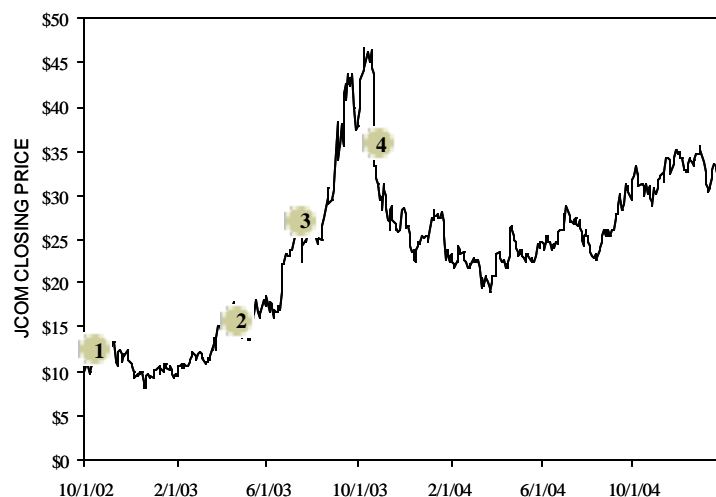
#### RETURN ASSESSMENT

- Market Outperform: The common stock of the company is expected to outperform a passive index comprised of all the common stock of companies within the same sector, as defined by First Call.
- Market Perform: The common stock of the company is expected to mimic the performance of a passive index comprised of all the common stock of companies within the same sector, as defined by First Call.
- Market Underperform: The common stock of the company is expected to underperform a passive index comprised of all the common stock of companies within the same sector, as defined by First Call.

#### RISK ASSESSMENT

- Speculative – The common stock risk level is significantly greater than market risk. The stock price of these equities is exceptionally volatile.
- Aggressive - The common stock risk level is materially higher than market level risk. The stock price is typically more volatile than the general market.
- Moderate – The common stock is moderately risky, or equivalent to stock market risk. The stock price volatility is typically in-line with movements in the general market.

#### RATING HISTORY



##### Date, Rating, Price Target

1. 11/01/02, Outperform, \$19
2. 04/22/03, Outperform, \$22.5
3. 07/11/03, Outperform, \$36
4. 10/21/03, Outperform, \$50

#### RATING SUMMARY

Rating	Research Coverage (Past 12 months)	Investment Banking Services Provided
Outperform	71%	49%
Perform	29%	44%
Underperform	0%	NA

Investment Banking Services include, but are not limited to, acting as a manager/co-manager in the underwriting or placement of securities, acting as financial advisor, and/or providing corporate finance or capital markets-related services to a company or one of its affiliates or subsidiaries within the past 12 months.

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