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Tucows Inc. Q4 2007 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions)

Your first question comes from Thanos Moschopoulos from BMO Capital Markets. Please go ahead.

Thanos Moschopoulos - BMO Capital Markets

Hi, good afternoon.

Michael Cooperman

Hi, Thanos.

Thanos Moschopoulos - BMO Capital Markets

Elliot, just starting off with the question on the revised segmentation, the other category is almost entirely the content business, or is what else would be in there?

Elliot Noss

No, there is also the search business and the other [VSSL] business.

Thanos Moschopoulos - BMO Capital Markets

Right.

Elliot Noss

The billing business and then a few other names.

Thanos Moschopoulos - BMO Capital Markets

Okay. Could you say the majority is the content business, or not even, no?

Elliot Noss

When you say the majority, it would be a big chunk of it. But no, I mean, both the search business and the billing business are seven figure businesses. The reason that we are putting them in there is because we really want to make it easier for investors to kind of focus on the key lines of business.

When we originally sort of use that categorization of other internet services starting three four years ago now, and probably back in 2003, we had a view that certainly that it was important to diversify away from domain registration revenue and that diversification would come from a number of different services. As it's evolved really that's primarily email especially when you take domain portfolio and retail and look at them separately. So, it's really just sort of trying to make it easier for folks like you to follow the business.

Thanos Moschopoulos - BMO Capital Markets

Okay and I appreciate that. We appreciate the increased data specifically too on the cost of good side. I guess on the premium domain side of things, how do we think about growth as far as sequentially should that be sort of linear or it's going to be just very lumpy as some of your initiatives kick in? I guess this is probably very hard from modeling perspective but if you can provide any color around how you think that might evolve?

Michael Cooperman

Yeah, so I think there are probably two comments I make there. One certainly for the next, I'd say four to six quarters, I'd try and look at what that a trailing four quarters number is.

Thanos Moschopoulos - BMO Capital Markets

Okay.

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