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## Sybase Inc. Q4 2008 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator Instructions) Your first question comes from Trip Chowdhry – Global Equities Research.

#### Trip Chowdhry—Global Equities Research

First regarding the projects, what is your sense like? What projects are getting approved and in which were difficult in the geographies? If you could give some color to that effect, that will be helpful; t then I have a follow on question.

#### John Chen

Okay, so it looks like our financials and telcos and government and then followed by retail and healthcare. They all are expanding in some form. As I said earlier, I think the, and I said at last quarter, too, if you want to sell more of the same capability that's a problem; that's hard to sell. But if you focus on making sure that they sell things that help them to navigate these times, which of course everybody's feeling the pinch on that.

It would be a lot easier, so that's why IQ and risks, our risks and analytics management tools are a big deal. We've had those appointments very easily and we got those discussion going extremely easily and again a lot of people, a lot of company are willing to try it and even a company that is falling on hard times today, but looking forward they're very interested in these types of solution.

We talk about price performance being very competitive and also the ability to load up our IQ and RAP and get going. The time to install is very small, so it's very easy quick return and so all these are very positive things. The geography side, actually North America looks reasonably good.

We had a good quarter in Europe. We had a good quarter in China. We had a good quarter in Japan. All in all there's not much weakness. The only weakness comes from, the weakness on the license side it really comes from the currency, the FX.

We have a slightly weak Korean quarters and Australian quarters and those are because the currency impact year-over-year is so different and so strong. So outside of that, I think we've done pretty well. Messaging had a FX hit pretty hard because 60 some % in Europe –

#### Jeff

Sixty, almost 70%.

**John Chen**

Almost 70% of [modeling] business is outside the United States, so that was a little impact. With that said, they've done a good job and they can show that the bottom line, the margin they were able to continue to invest and continue to deliver the margin. So that was good on their part. So we did pretty good all around, but those are kind of the highlights.

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