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Tucows Inc. Q4 2008 Earnings Call Transcript

Question-and-Answer Session

Thank you. Ladies and gentlemen, we will now conduct the question-and-answer session. (Operator instructions). Your first question comes from Thanos Moschopoulos from BMO Capital Markets. Please go ahead.

Thanos Moschopoulos – BMO Capital Markets

Hi, good afternoon.

Elliot Noss

Hi, Thanos.

Thanos Moschopoulos – BMO Capital Markets

Hi Elliot.

Elliot Noss

Hi mate.

Thanos Moschopoulos – BMO Capital Markets

Elliot, you mentioned in your prepared remarks that you struck an arrangement with the domain buyer to provide some regularity to your domain sales. Can you elaborate a bit there?

Elliot Noss

Sure. Just a little bit. What we are doing there is as expiring names are flowing through, we've got kind of a set range within which they can buy them or we can put the names to them which gives them a little bit of certainty of supply and gives us a little bit of certainty of demand.

Thanos Moschopoulos – BMO Capital Markets

Okay. But I guess it's kind of hard to say what type of quantities, revenues (inaudible).

Elliot Noss

Because it very much is going to be a function of what flows through the system.

Thanos Moschopoulos – BMO Capital Markets

Right.

Elliot Noss

And it's one where people have rights but not obligations as well.

Thanos Moschopoulos – BMO Capital Markets

Okay.

Elliot Noss

Again you and I have talked a lot about this over the last couple of years. I've really been trying to make this a little bit more predictable and a little bit more regular as opposed to spotty as it has been. And this is something that we've been kind of hammering at for a long, long time now. And you can imagine how complicated it is to try and do something in this crazy environment. So we are pretty pleased that we kind of got to the finish line on this.

Thanos Moschopoulos – BMO Capital Markets

And it would be fair to characterize this is a financial buyer of some sort?

Elliot Noss

Yes.

Thanos Moschopoulos – BMO Capital Markets

Okay. Regarding the registration business, you mentioned that your business has a higher usage of names than what is typical for other registrars. Do you have any metrics around that out of curiosity?

Elliot Noss

We actually get that information from the registries who track those things. So it would be – the short answer is, yes. The longer answer is I'll take it offline with you for specifics because it's fairly arcane.

Thanos Moschopoulos – BMO Capital Markets

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