



## Q3 FY12 Financial Results

January 30, 2012



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## Safe Harbor Statement

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- This presentation will include remarks about future expectations, plans and prospects for IDT which constitute forward-looking statements for purposes of the safe-harbor provisions under applicable federal securities laws.
- Actual results may differ materially from our forward-looking statements, as a result of various important risks and uncertainties, including certain risks and uncertainties which are detailed and may be reviewed in the Company's filings with the SEC. IDT does not intend to update the information provided in today's conference and expressly disclaims any such duty, except as required by law.



## Non-GAAP Results

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- Non-GAAP results referenced in this presentation exclude acquisition-related charges and other expenses and benefits that management believes are not directly related to our ongoing operations. These non-GAAP results are consistent with another way management internally analyzes IDT's results and may be useful for investors.
- However, non-GAAP results are not in accordance with GAAP and may not be comparable to non-GAAP information provided by other companies. Non-GAAP information should be considered a supplement to, and not a substitute for, financial statements prepared in accordance with GAAP.
- Please see the tables attached to our press release for a complete reconciliation to the comparable GAAP measures.



## Q3 FY12 Financial Results

| Year over year                 | Q3FY12           | Q3FY11**        |
|--------------------------------|------------------|-----------------|
| <b>Revenue</b>                 | \$120.0 million  | \$147.5 million |
| <b>Non-GAAP Net Income*</b>    | \$8.5 million    | \$27.3 million  |
| <b>Non-GAAP EPS*</b>           | \$0.06           | \$0.18          |
| <b>GAAP Net Income (Loss)*</b> | \$(903) thousand | \$14.9 million  |
| <b>GAAP EPS (Loss)*</b>        | \$(0.01)         | \$0.10          |

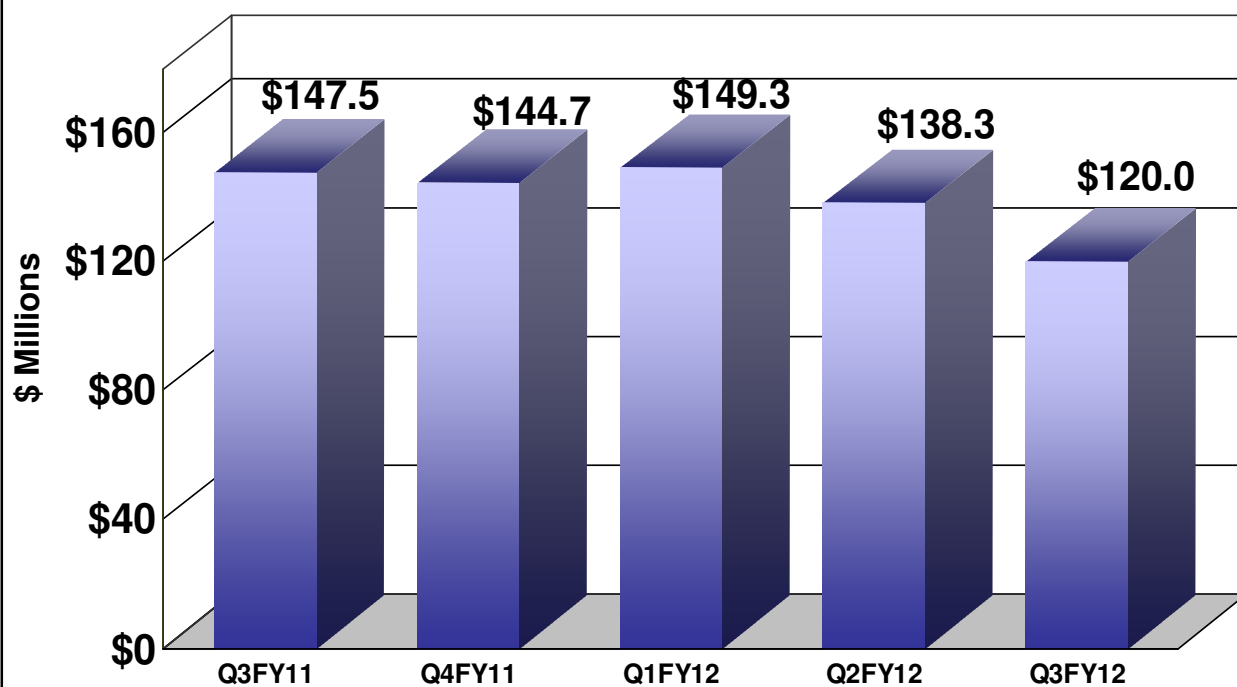
| Quarter over quarter           | Q3FY12           | Q2FY12**        |
|--------------------------------|------------------|-----------------|
| <b>Revenue</b>                 | \$120.0 million  | \$138.3 million |
| <b>Non-GAAP Net Income*</b>    | \$8.5 million    | \$17.2 million  |
| <b>Non-GAAP EPS*</b>           | \$0.06           | \$0.12          |
| <b>GAAP Net Income (Loss)*</b> | \$(903) thousand | \$8.3 million   |
| <b>GAAP EPS (Loss)*</b>        | \$(0.01)         | \$0.06          |

\*Continuing operations

\*\* The Company's prior period financial results have been revised to reflect an immaterial correction. During the third quarter of fiscal 2012 the Company identified errors related to its accounting for certain accrued employee retention costs and other . The Company has concluded that the errors were not material to any of its prior period financial statements and has revised its prior financial statements according to SEC guidance related to immaterial corrections.



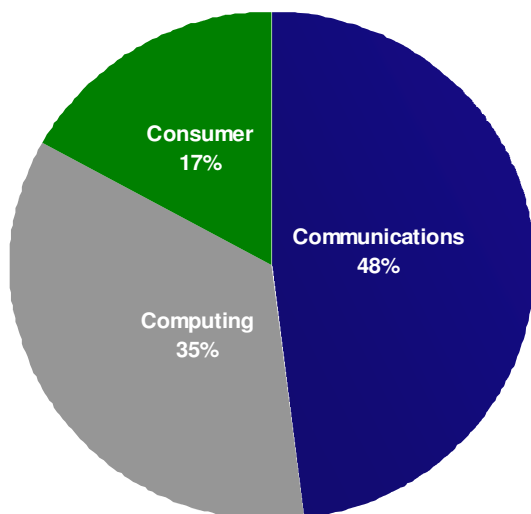
## Revenue\*



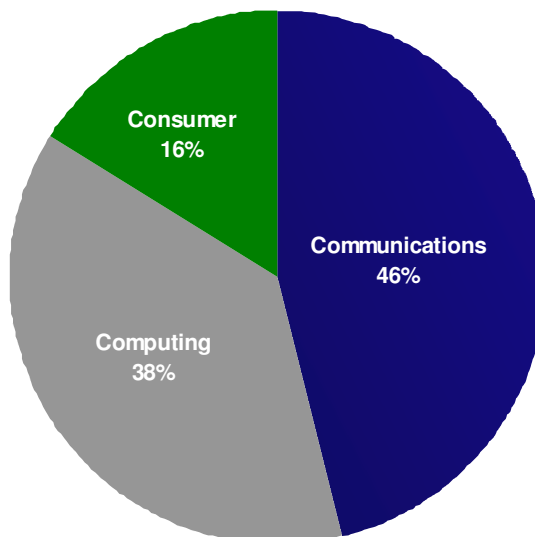
\*Continuing operations



## Revenue by End Market\*



**Fiscal Q2 2012**

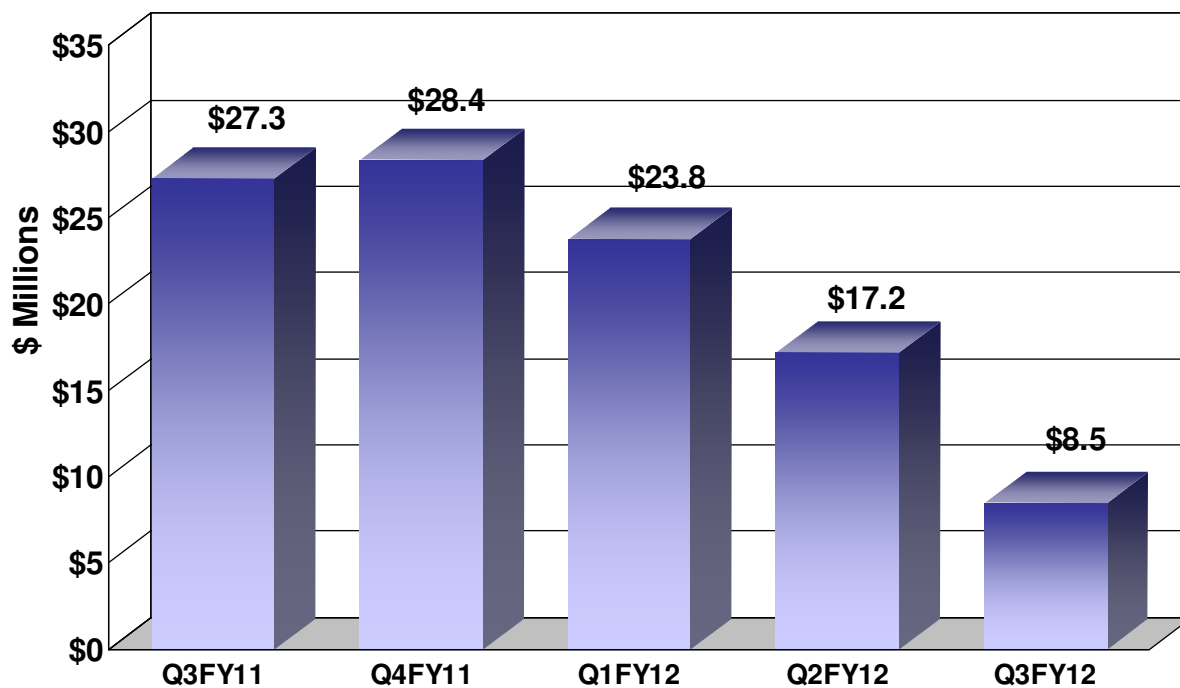


**Fiscal Q3 2012**

\*Continuing operations basis



## Non-GAAP Net Income\*



\*Continuing operations



## Cash and Investments

