

From: Naveen Jain (InfoSpace Inc)
Sent: Saturday, November 04, 2000 10:07 AM
To: 'Dino Christoffils'
Subject: RE: Updated language

what's the internal forecast (not that it has any meaning).

call me at home (425) 454-7970 and we can discuss more.
naveen

> -----Original Message-----

> From: Dino Christofilis [mailto:dino@infospace.com]

> Sent: Saturday, November 04, 2000 9:25 AM

> To: 'naveen@infospace.com'

> Subject: Updated language

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>
>

> Updated language:

> For guidance purposes, due to the fact that Locus Dialogue

> has largely been

> focused on the development of its technology and

> applications, the Company

> has not generated any meaningful revenue. Therefore, we are

> maintaining our

> 2001 revenue guidance of \$360 million and foresee operating expenses

> increasing from our previous guidance of 65% of revenue to

> 68% of revenue in

> 2001. This would imply a \$0.03 cents per share impact during
> the first

> three quarters of 2001 and an addition of a penny to our

> current EPS in the

> 4th quarter of 2001.

> Naveen this guidance would translate to the following EPS
> consensus estimates

> for 2001. The only difference from yr/yr comparison

> standpoint is the 2nd

> quarter. We go from a flat comparison to a negative one.

> Again the push

> back we'll get on this from the finance team, relates to

> raising Q4 EPS to

> \$0.07 per share. Our internal budget calls for \$0.06 per

> share. Is there

> another positive we can put into this other than raising Q4

> EPS? Let me

> know. Thanks!

>
>

> 2001	2000
> Q1-\$0.01	Q1-\$0.03 Negative yr/yr comparison
> Q2-\$0.02	Q2-\$0.02 Flat yr/yr
> Q3-\$0.04	Q3-\$0.03 Positive
> Q4-\$0.07	Q4-\$0.01 Positive
> Total = \$0.14	

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