

## → INVESTOR FACT SHEET

# FIRST QUARTER 2007

Tucows Objective: To be the leading provider of Internet services to Internet service providers (ISPs), web hosting companies and other service providers worldwide.

### Market Facts

**American Stock Exchange** (AMEX: TCX)

**Toronto Stock Exchange** (TSX: TC)

**Shares Outstanding:** ~75 million

**Price:** US\$0.94

**Market Capitalization:** ~US\$70.2million

**52-Week Price Range:** US\$0.76 - \$1.19

### Corporate Facts

**Founded:** 1993

**Fiscal Year End:** December 31

**Head Office:** Toronto, Canada

**Number of Employees:** ~200

(AMEX: TCX)

(TSX: TC)

As of May 11, 2007

### Investment Highlights

**SOLID POSITION IN THE DOMAIN NAME REGISTRATION MARKET** - Tucows is the second largest provider of domain name registrations in the world with more than 8.0 million domain names under management, more than 6.2 million directly and 1.9 million on behalf of other registrars.

**LARGE AND GROWING DISTRIBUTION CHANNEL** - Since entering the domain name market in January 2000, Tucows has grown its distribution channel to more than 7,000 resellers in more than 100 countries.

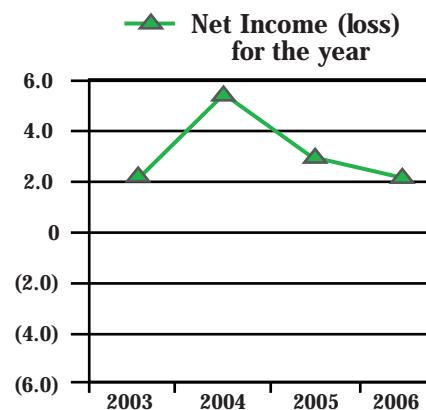
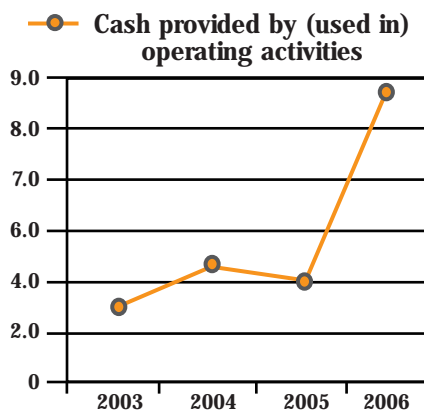
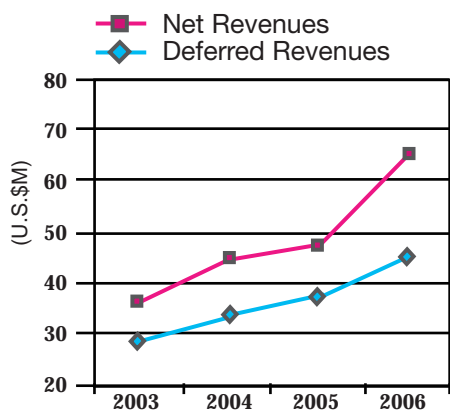
**RECOGNIZED AND TRUSTED BRAND** - Tucows has established itself as a trusted name in the industry and has earned a solid reputation for providing exceptional levels of customer service and support.

**SERVING THE EXPANDING SME MARKET** - Through its global distribution channel Tucows provides Internet services to millions of end-users worldwide, primarily small-and-medium-sized enterprises (SMEs), one of the fastest growing segments of the Internet economy.

**STRONG FINANCIAL POSITION** - Tucows has a strong balance sheet, with \$6.6 million in cash, and is consistently generating positive cash flow from operations, providing a solid foundation for future growth.

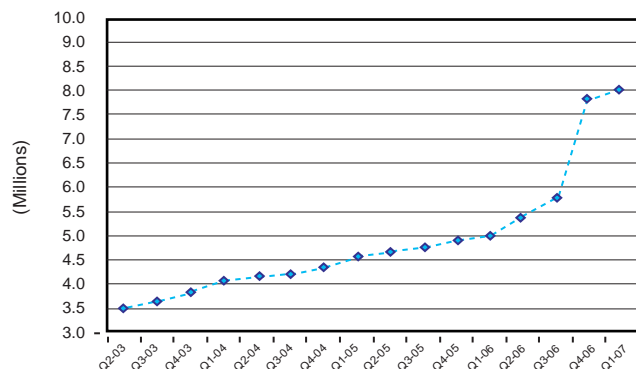
**AT LEVERAGE POINT IN BUSINESS MODEL** - Tucows' business model provides a significant growth opportunity through the delivery of additional high-value added services to its customer base.

### Financial Overview



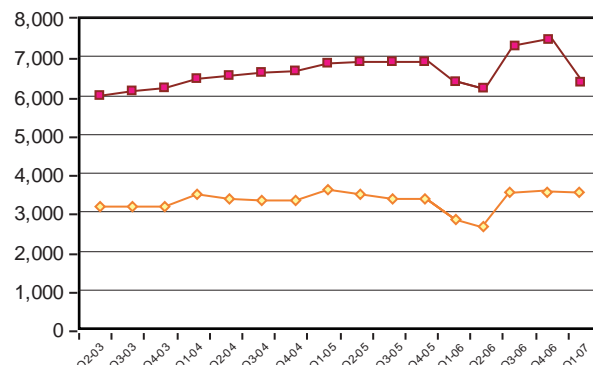
## Sales Overview

◆ Domains Under Management



Number of Active Resellers

■ At Least 1 Transaction    ◆ At Least 10 Transactions



## Financial Summary

U.S. \$ Millions (except per share data)

	3 Months Ended March 31, 2007	3 Months Ended March 31, 2006	12 Months Ended December 31, 2006	9 Months Ended December 31, 2005
<b>Net Revenue</b>	17,771	15,287	65,029	48,517
<b>EBITDA</b>	1,971	434	6,034 <sup>1</sup>	4,271
<b>Adjusted Net Income</b>	2,442	1,506	6,267	4,783
<b>Net Income</b>	750	(157)	2,160 <sup>1</sup>	2,773
<b>Net Income/Share</b>	0.01	0.00	0.03	0.04
<b>Cash Flow from Operations</b>	1,165	1,834	8,818	4,064

<sup>1</sup>Includes other income of \$2.6 million related to contingent consideration associated with the sale in 2002 of patents acquired through the reverse takeover of Infonautics in 2001.

## Recent Highlights

### Highlights for the first quarter of 2007:

- A 16% year-over-year increase in net revenue to a record \$17.7 million;
- A 62% year-over-year increase in adjusted net income to a record of 2.4 million;
- Net income of \$0.7 million;
- Cash flow from operating activities of \$1.1 million; and,
- A 17% year-over-year increase in deferred revenue to a record of \$48.0 million.

## About Tucows

Tucows Inc. (AMEX:TCX, TSX:TC) provides Internet services through a global distribution network of 6,000 service providers. This distribution network primarily consists of web hosting companies, ISPs (Internet Service Providers) and other Internet related service companies. These companies use Tucows' provisioned services to offer solutions to their customers: enterprises, small and medium businesses and consumers. Tucows is an accredited registrar with ICANN (the Internet Corporation for Assigned Names and Numbers) and earns most of its revenue from domain name registration services plus hosted email, spam and virus protection, Blogware, website building tools, the Platypus Billing System and digital certificates. For more information, please visit: [www.tucowsinc.com](http://www.tucowsinc.com)

## Contact Information

### Investor Relations

T: 416-538-5450  
F: 416-531-1257  
E: [ir@tucows.com](mailto:ir@tucows.com)

Tucows Inc.  
96 Mowat Avenue  
Toronto Ontario,  
Canada, M6K 3M1  
[www.tucows.com](http://www.tucows.com)

