

# TERRA LYCOS

Third Quarter 2002 Results  
November 7th, 2002

Terra  
Lycos

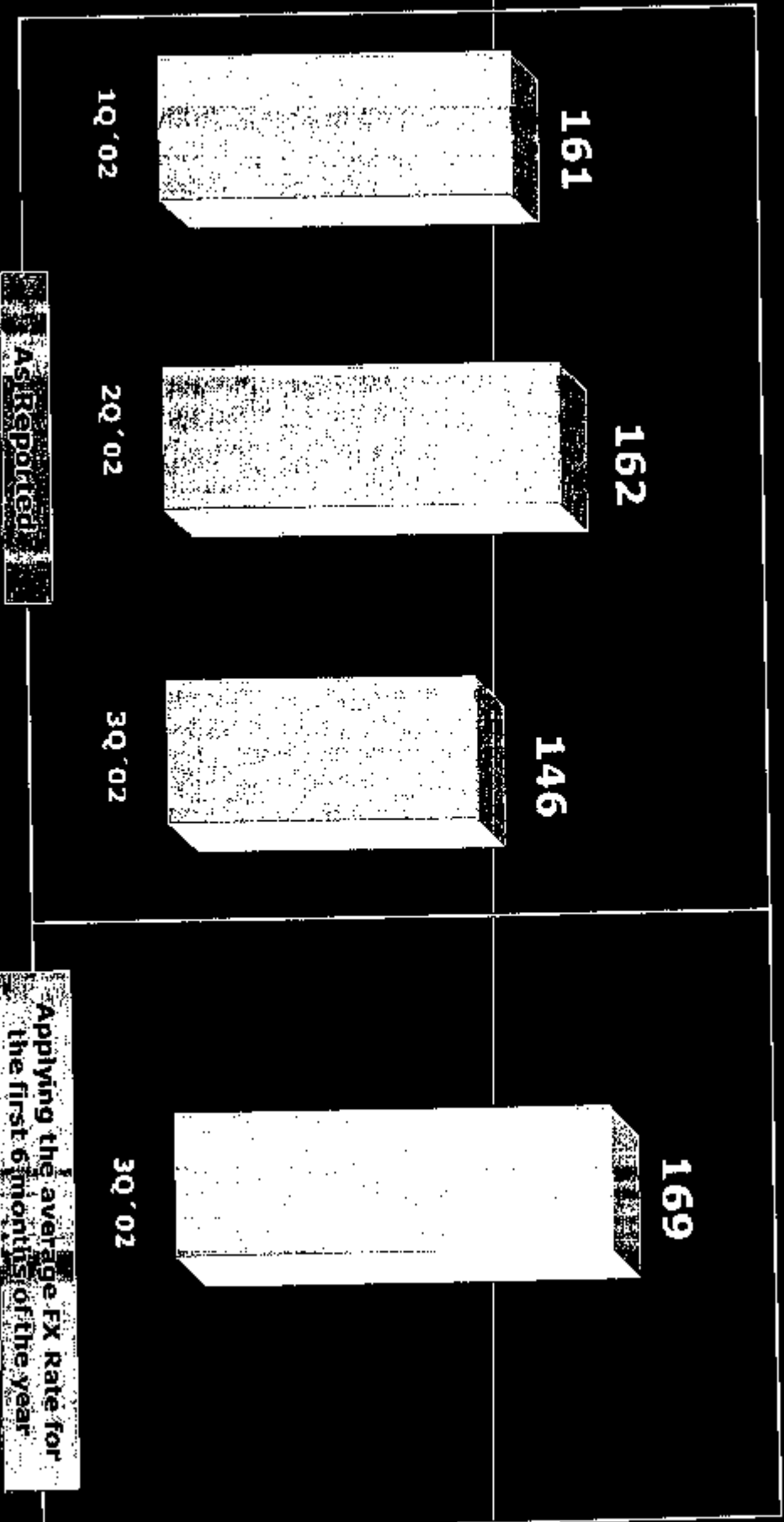


- Revenue for the quarter of 169 million in constant Q2 '02 exchange rates
  - The guidance applying the same exchange rates was Eur 165 to 175 MM
- -18% EBITDA margin in Q2 '02, within the guidance.
- 2.5 million paid clients from access, communication services and portal, up 12% from 2.3 million in Q2 '02.
- 342.000 broadband clients (+97% vs Q3 '01) and +41.000 vs Q2 '02 (+14%) .
- Over 118 million unique users worldwide.
- Over 1.8 billion euros in cash at September 30, 2002.

# Total Revenues

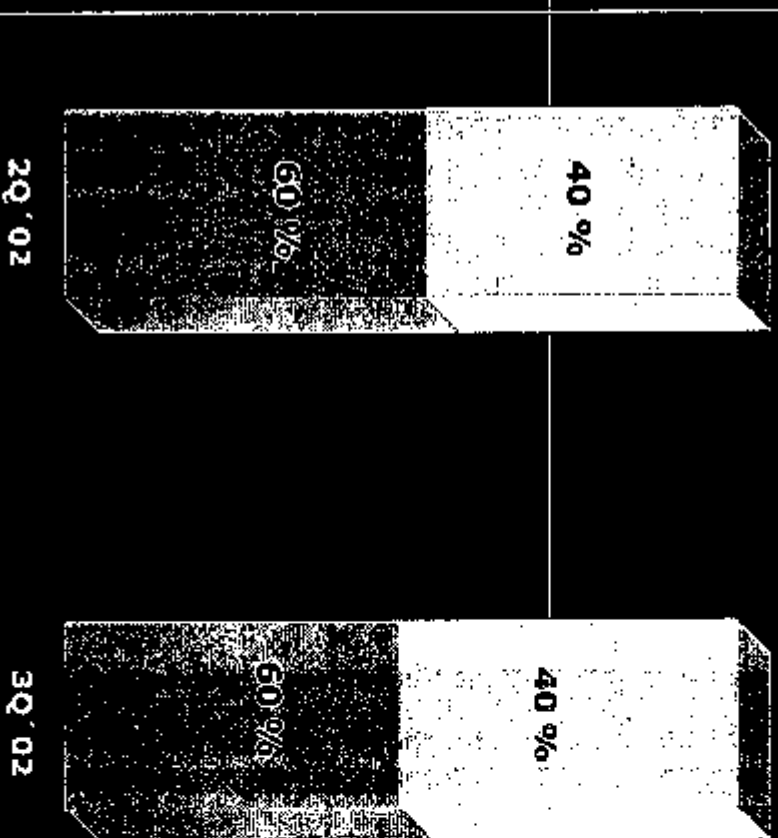
(Million Euro)

## Total Revenues

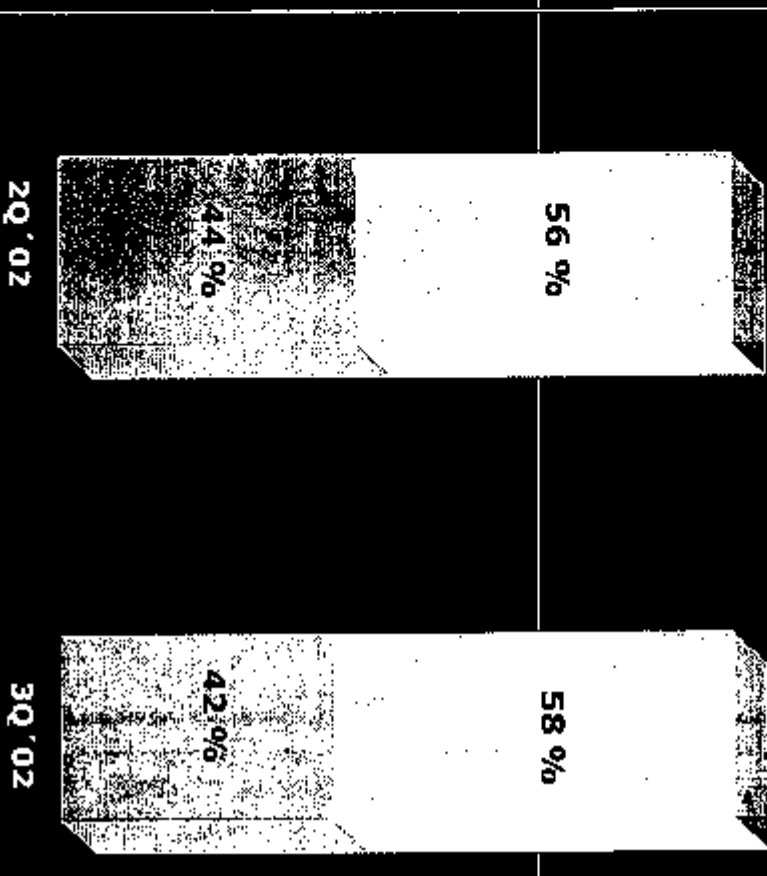


# REVENUE MIX

## Business Mix



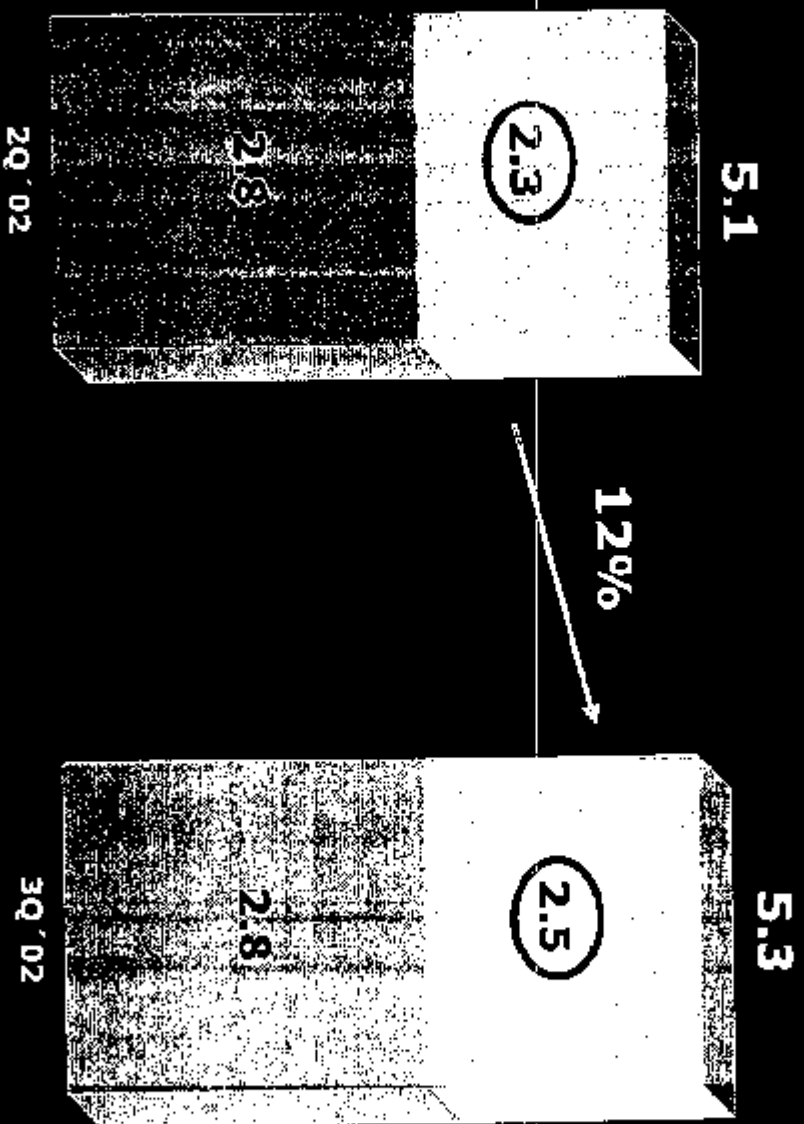
## Geography Mix



Media Access

US Latam

# Total Access, Communication Services & Portal Subscribers



(Million subscribers)

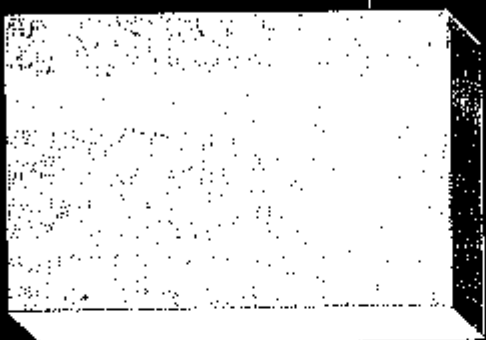
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UNITED STATES OF AMERICA  
Department of Justice  
Federal Bureau of Investigation  
Washington, D.C. 20535

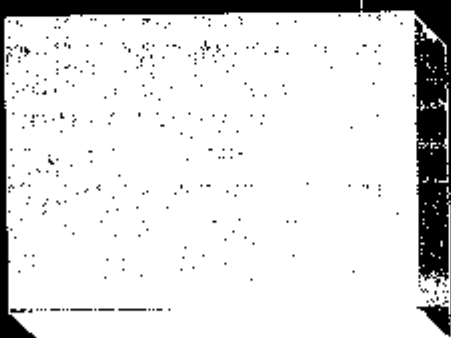
(Million \$)

# Media Revenues

65      -7%      60



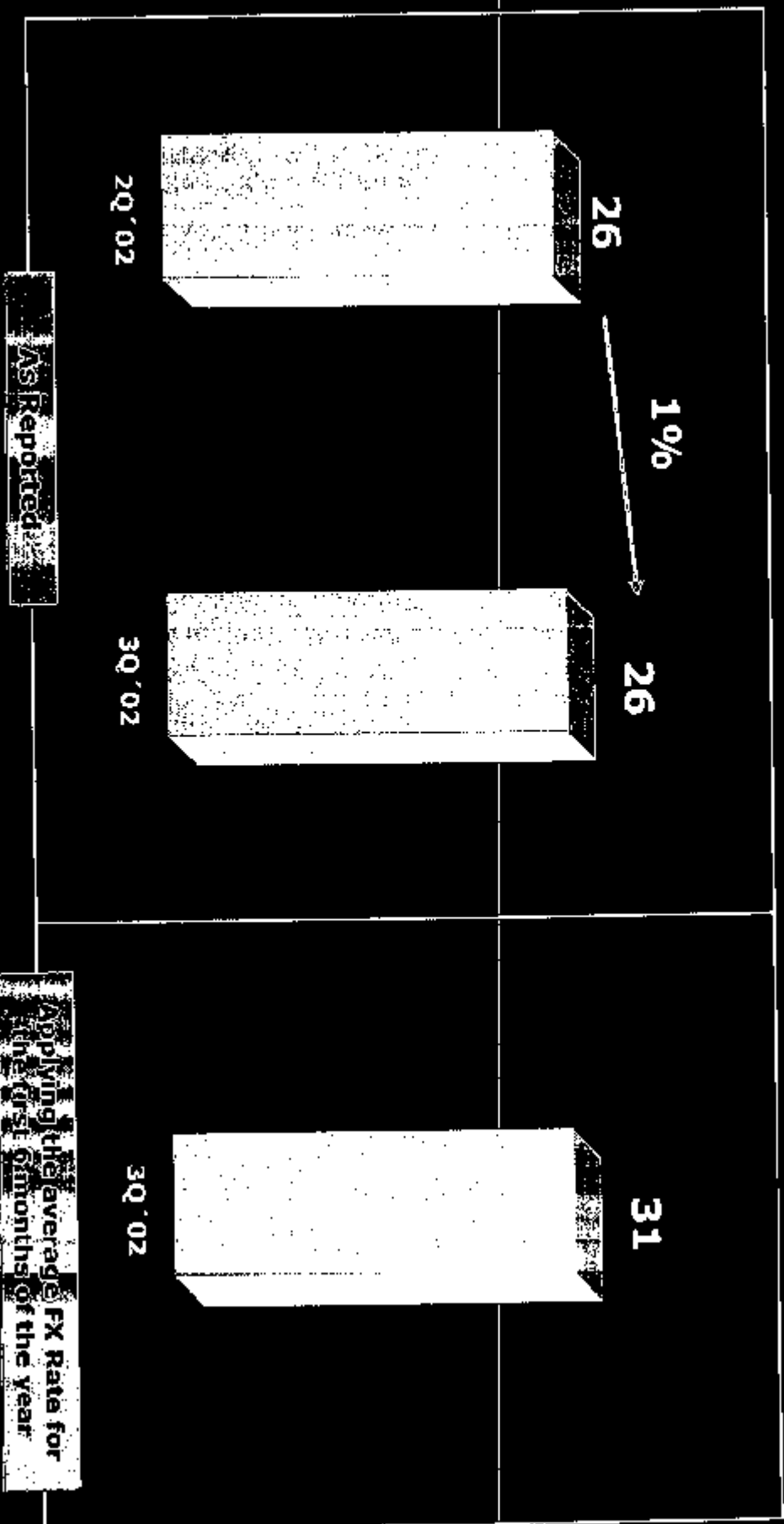
2Q '02



3Q '02

(Million Euro)

Media Revenues



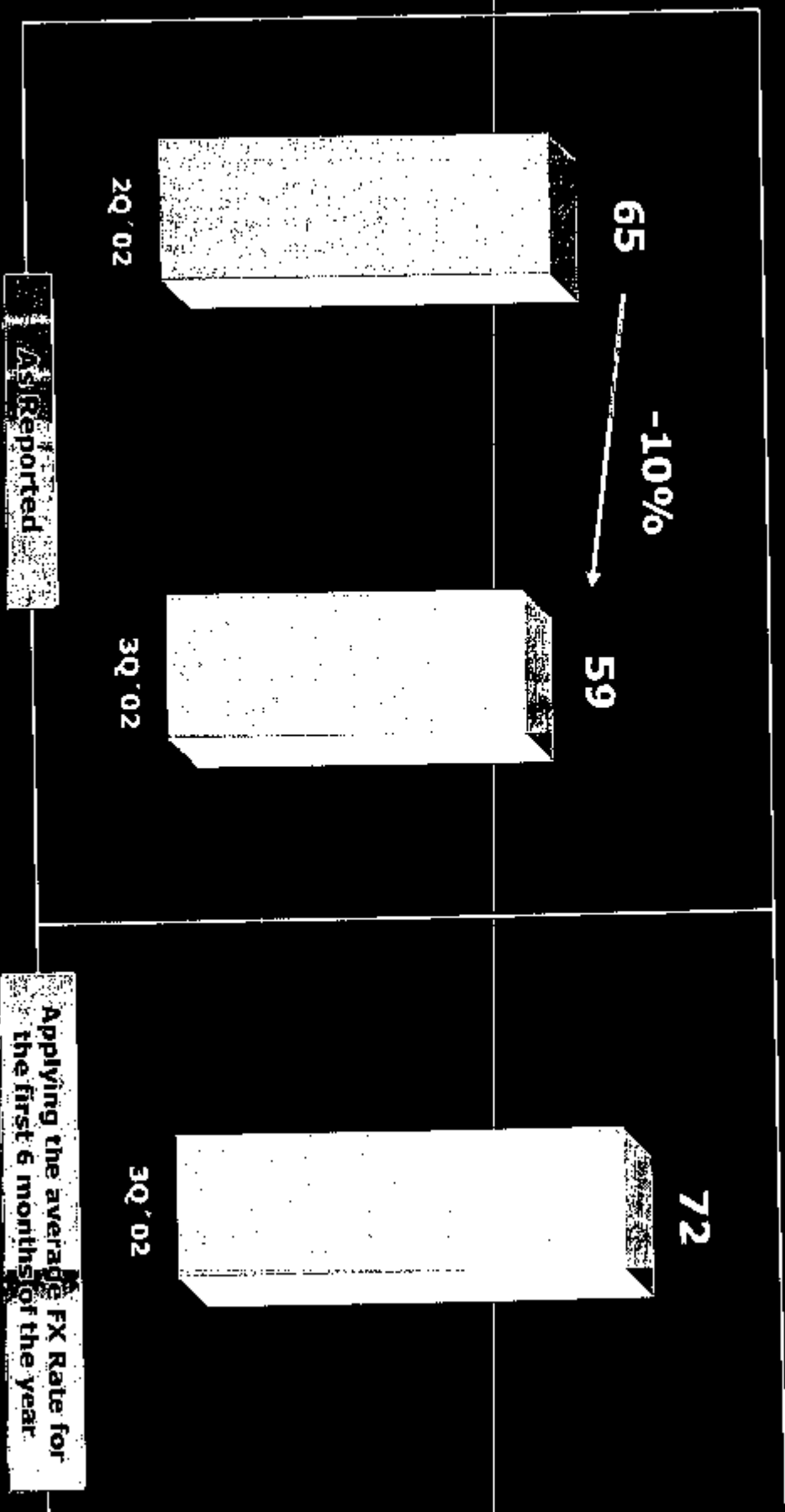
As Reported

Applying the average FX Rate for the first 6 months of the year

ACCESS

(Million Euro)

# Access Revenues

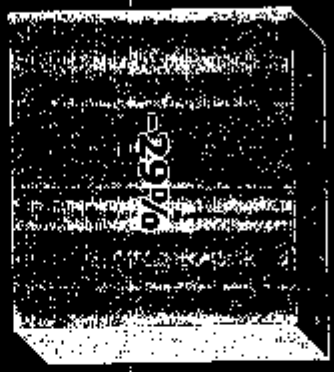




EBITDA/Milioni di Euro

(Million Euro)

EBITDA



+11 pp

-49

-23 M

-26

3Q'01

3Q'02



TeraLycos

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