

—Original Message—

From: Jeff Bergstrom (InfoSpace, Inc)  
Sent: Friday, December 01, 2000 4:34 PM  
To: Russell C. Horowitz (InfoSpace Inc)  
Cc: Naveen Jain (InfoSpace Inc); Arun Sarin (InfoSpace Inc); Rand Rosenberg (InfoSpace Inc); Mark Elder (InfoSpace Inc); David Laidler (InfoSpace Inc)  
Subject: FW: revenue consolidated  
Importance: High

Russ,

Attached below is the latest revenue forecast.

Mark's comments are on point.

Unadjusted revenues are w/in \$0.4M of the target for Q4.

Assuming everything remains constant, Q4'00 has a high probability of success, the focus needs to be on Q1'01.

At a minimum, our goal should be to achieve a 70% committed revenue stream for Q1'01 by New Year's Eve.

Pipeline is anemic.

We should discuss your suggestion of expanding reporting definitions to incorporate revenue deals below the 75% probability threshold. Visibility into "planned" deals is better than none, I just do not want to undermine the integrity of the existing reporting process. Empirical evidence suggests anything below the 75% threshold is hype. Let's discuss further before modifying such a process with so much discipline and precision.

Print parameters on the attached report are predefined, upon opening print all sheets in the workbook to obtain full report. Status of divisions via quotas and committed vs. pipeline is on page 3. Change reports on pages 5 and 6. Committed and pipeline revenues by division, office and month on pages 7 and 8.

No other changes to forecasts since last update. Expense forecasts holding steady.

Let me know if you have any follow up questions or comments.

JB

—Original Message—

From: Mark Elder (InfoSpace Inc)  
Sent: Friday, December 01, 2000 4:24 PM  
To: Jeff Bergstrom (InfoSpace, Inc); David Laidler (InfoSpace Inc)  
Subject: revenue consolidated

Attached is this week's revenue file.

Q4 target revenue \$69.0 million

Analysts \$66.0

Committed revenue \$68.6

Risk adjustment (1.3)

Adjusted committed \$67.3

Q4 committed revenue includes the Net2Phone settlement of \$4.25 million.

Q1 committed revenue is only at 50% of target. We need to focus on Q1.

Mark Elder

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