

Q4 FY17 Financial Results



### Safe Harbor Statement

- This presentation includes 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

- 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.



# Q4 FY17 Financial Results\*

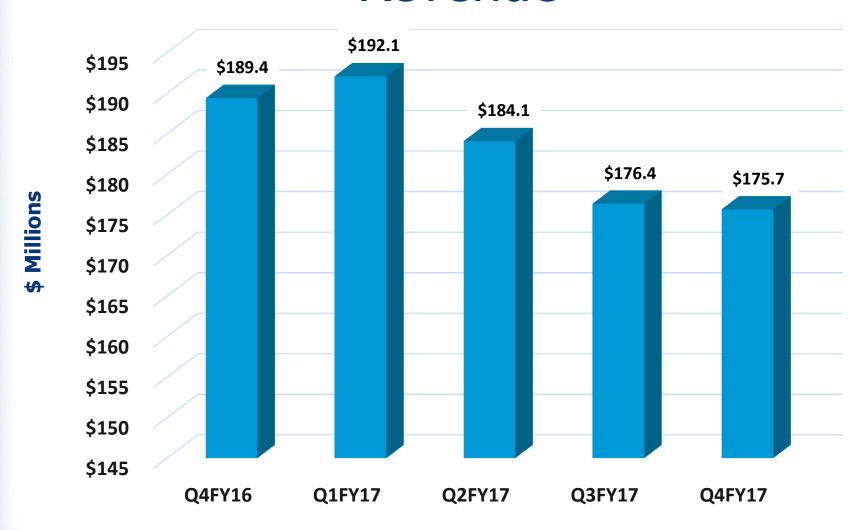
Year over year	Q4 FY17	Q4 FY16
Revenue	\$175.7 million	\$189.4 million
Non-GAAP Net Income	\$48.1 million	\$51.5 million
Non-GAAP EPS Diluted	\$0.35	\$0.36
GAAP Net Income	\$30.2 million	\$81.6 million
GAAP EPS Diluted	\$0.22	\$0.59

Quarter over quarter	Q4 FY17	Q3 FY17
Revenue	\$175.7 million	\$176.4 million
Non-GAAP Net Income	\$48.1 million	\$49.0 million
Non-GAAP EPS Diluted	\$0.35	\$0.35
GAAP Net Income	\$30.2 million	\$33.4 million
GAAP EPS Diluted	\$0.22	\$0.24

<sup>\*</sup>Continuing operations



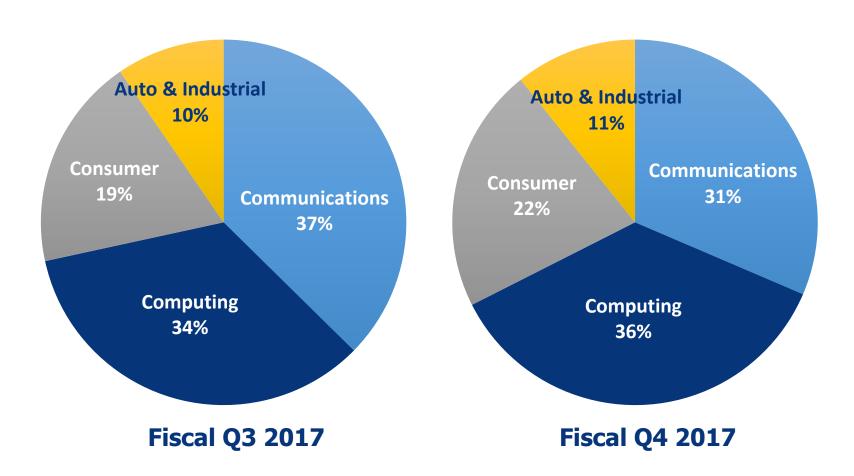
## Revenue\*



<sup>\*</sup>Continuing operations



# Revenue\* by End Market



<sup>\*</sup>Continuing operations



## Non-GAAP Net Income\*



\*Continuing operations



### Cash and Investments

