j2 Global[®]

INVESTORS PRESENTATION

FIRST QUARTER 2019 RESULTS MAY 8, 2019

Safe Harbor for Forward-Looking Statements

Certain statements in this presentation are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, particularly those regarding our 2019 Financial Guidance. Such forward-looking statements are subject to numerous assumptions, risks and uncertainties that could cause actual results to differ materially from those described in those statements. Readers should carefully review the Risk Factors slide of this presentation. These forward-looking statements are based on management's expectations or beliefs as of May 8, 2019 as well as those set forth in our Annual Report on Form 10-K filed by us on March 1, 2019 with the Securities and Exchange Commission ("SEC") and the other reports we file from time to time with the SEC. We undertake no obligation to revise or publicly release any updates to such statements based on future information or actual results. Such forward-looking statements address the following subjects, among others:

- Future operating results
- Ability to acquire businesses on acceptable terms and integrate and recognize synergies from acquired businesses
- Deployment of cash and investment balances to grow the company
- Subscriber growth, retention, usage levels and average revenue per account
- Cloud service and digital media growth and continued demand for fax services
- International growth
- New products, services, features and technologies
- Corporate spending including stock repurchases
- Intellectual property and related licensing revenues
- Liquidity and ability to repay or refinance indebtedness
- Systems capacity, coverage, reliability and security
- Regulatory developments and taxes

All information in this presentation speaks as of May 8, 2019 and any redistribution or rebroadcast of this presentation after that date is not intended and will not be construed as updating or confirming such information.

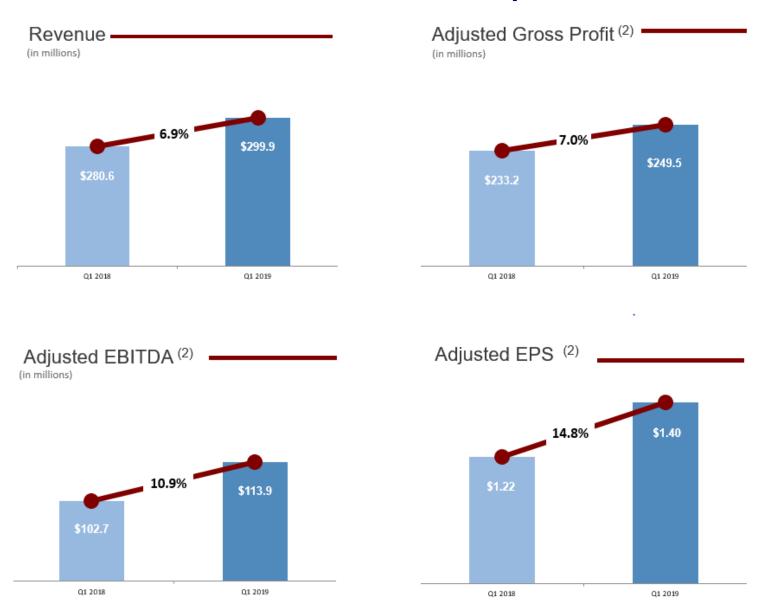
Risk Factors

The following factors, among others, could cause our business, prospects, financial condition, operating results and cash flows to be materially adversely affected:

- Inability to sustain growth or profitability, and any related impact of U.S. or worldwide economic issues on customer acquisition, retention and usage levels, advertising spend and credit and debit card payment declines
- Inability to acquire businesses on acceptable terms or successfully integrate and realize anticipated synergies
- Reduced use of fax services due to increased use of email, scanning or widespread adoption of digital signatures or otherwise
- Failure to offer compelling digital media content causing reduced traffic and advertising levels; loss of advertisers or reduction in advertising spend; increased prevalence or effectiveness of advertising blocking technologies; inability to monetize handheld devices and handheld traffic supplanting monetized traffic; and changes by our vendors or partners that impact our traffic or publisher audience acquisition and/or monetization
- New or unanticipated costs and/or fees or tax liabilities, including those relating to federal and state income tax and indirect taxes, such as sales, value-added and telecommunications taxes
- Inability to manage certain risks inherent to our business, such as fraudulent activity, system failure or a security breach; inability to manage reputational risks associated with our businesses
- Competition from others with regard to price, service, content and functionality
- Inadequate intellectual property (IP) protection, expiration, invalidity or loss of key patents, violations of 3rd party IP rights or inability or significant delay in monetizing IP
- Inability to continue to expand our business and operations internationally
- Inability to maintain required services on acceptable terms with financially stable telecom, co-location and other critical vendors; and inability to obtain telephone numbers in sufficient quantities on acceptable terms and in desired locations
- Level of debt limiting availability of cash flow to reinvest in the business; inability to repay or refinance debt when due; and restrictive covenants relating to debt imposing operating and financial restrictions on business activities or plans
- Inability to maintain and increase our customer base or average revenue per user
- Inability to achieve business or financial results in light of burdensome telecommunications, internet, advertising, health care, consumer, privacy or other regulations, or being subject to existing regulations
- · Inability to adapt to technological change and diversify services and related revenues at acceptable levels of financial return
- Loss of services of executive officers and other key employees
- Other factors set forth in our Annual Report on Form 10-K filed by us on March 1, 2019 with the SEC and the other reports we file from time to time with the SEC



Q1 Consolidated Financial Snapshot⁽¹⁾

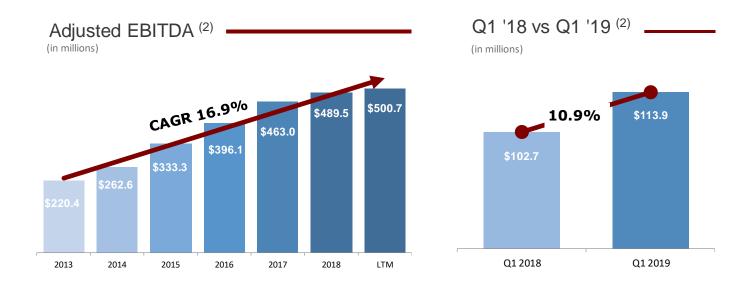


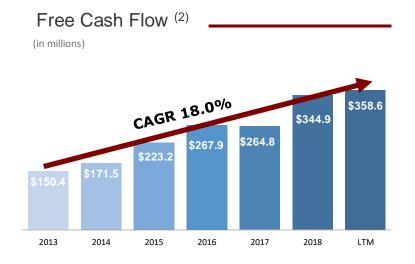
⁽¹⁾ See slides 12 and 14-16 for a GAAP reconciliation of adjusted non-GAAP gross profit, adjusted EBITDA and adjusted earnings per diluted share for the Company as a whole and by business

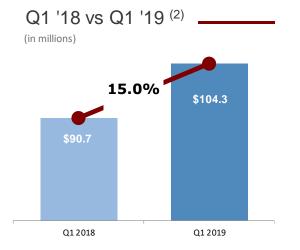




Adjusted EBITDA and Free Cash Flow (1)



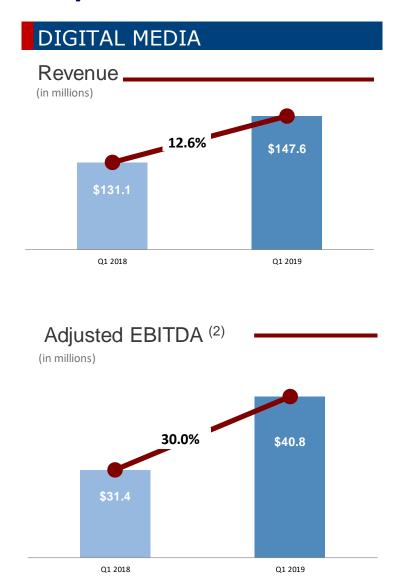






Q1 2019 Financial Snapshot By Business (1)



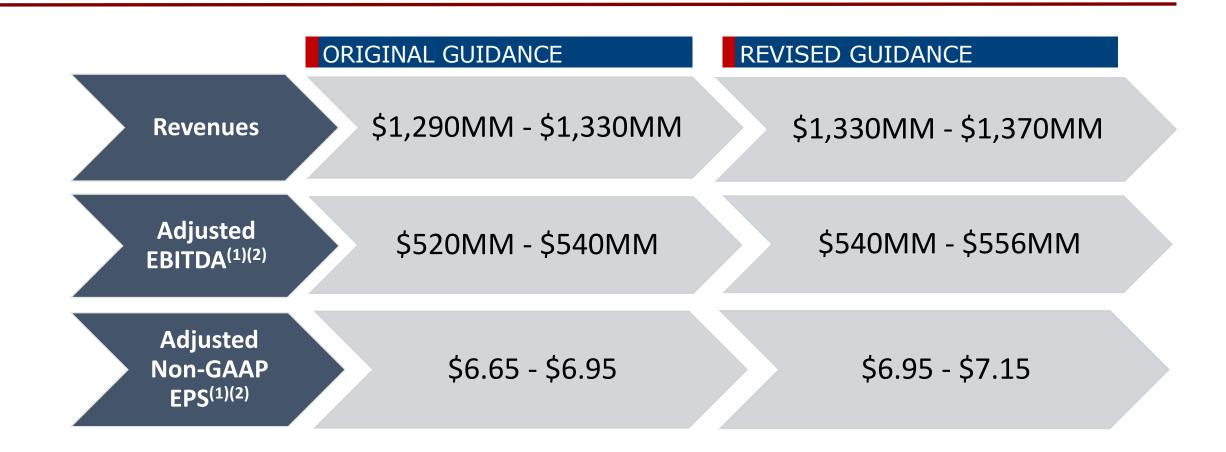


- (1) See slides 14-16 for a GAAP reconciliation of adjusted EBITDA for the Company as a whole and by business
- (2) Figures are adjusted non-GAAP; Certain shared corporate expenses at j2 Global, Inc. were allocated to Cloud Services and Digital Media resulting in reductions to Adjusted EBITDA as follows: Cloud Services Adjusted EBITDA was reduced by \$1.6MM and \$2.3MM in Q1 2018 and Q1 2019, respectively, and Digital Media Adjusted EBITDA was reduced by \$1.3MM and \$2.5MM in Q1 2018 and Q1 2019, respectively. No allocations occurred prior to 2018



2019 FINANCIAL GUIDANCE

2019 Guidance Increase (Forward-Looking Statements)





SUPPLEMENTAL INFORMATION

Consolidated Metrics

j2 Consolidated			20	17			2019			
jz Consolidated		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Revenue by Business	_									
Cloud Services Revenues	- (8	\$141,544	\$144,709	\$145,787	\$146,916	\$149,485	\$150,297	\$150,094	\$148,099	\$152,24
Digital Media Revenues	-(s000)	\$113,125	\$128,465	\$127,829	\$169,464	\$131,137	\$137,591	\$142,628	\$197,958	\$147,64
Corporate	j.	\$0	\$0	\$0	\$0	\$1	\$1	\$2	\$2	\$
Total Revenues		\$254,669	\$273,174	\$273,616	\$316,380	\$280,623	\$287,889	\$292,724	\$346,059	\$299,893
<u>Diluted EPS</u> GAAP		\$0.52	\$0.63	\$0.66	\$1.02	\$0.38	\$0.57	\$0.61	\$1.03	\$0.66
Adjusted non-GAAP ⁽¹⁾		\$1.19	\$1.33	\$1.34	\$1.79	\$0.30 \$1.22	·	·	\$2.11	\$1.4
Cash & Investment Free Cash Flow ^{(2) (4)} Adjusted EBITDA ^{(3) (4)}	I(millions)I	\$187.5 \$61.5 \$99.5	\$330.8 \$71.1 \$110.2	\$402.5 \$56.8 \$111.3	\$408.7 \$75.3 \$141.9	\$396.7 \$90.7 \$102.7	\$428.0 \$87.0 \$113.5	\$71.5	\$293.3 \$95.8 \$154.3	\$320.3 \$104.3 \$113.9



See slide 12 for a reconciliation of non-GAAP earnings and EPS to GAAP Net Income and diluted GAAP EPS

⁽²⁾ See slide 13 for a definition of Free Cash Flow and reconciliation to Net Cash Provided by Operating Activities (3) See slides 14-16 for a definition of adjusted EBITDA and reconciliation to Net Income

⁽⁴⁾ Figures are adjusted non-GAAP

Cloud Services & Digital Media Metrics

Cloud Services Metrics			2017	7			2018			
Cloud Services Metrics		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Revenue by Type										
Fixed Subscriber Revenues		\$115,726	\$117,556	\$118,755	\$119,232	\$120,840	\$123,648	\$123,111	\$121,350	
Variable Subscriber Revenues	Ī_	\$24,606	\$25,863	\$25,808	\$26,651	\$28,482	\$26,479	\$26,781	\$26,591	
Subscriber Revenues		\$140,332	\$143,419	\$144,563	\$145,882	\$149,322	\$150,127	\$149,892	\$147,940	
Other Licenses Revenues (1)	_	\$1,212	\$1,291	\$1,223	\$1,034	\$163	\$170	\$202	\$158	
Total Cloud Services Revenues		\$141,544	\$144,709	\$145,787	\$146,916	\$149,485	\$150,297	\$150,094	\$148,099	
Revenue - DID vs. Non-DID	(\$000)									
DID Based Revenues	٥٥ ر	\$93,438	\$95,490	\$96,702	\$99,299	\$98,692	\$98,488	\$98,897	\$97,003	
Non-DID Based Revenues	ri) -	\$48,106	\$49,220	\$49,084	\$47,617	\$50,793	\$51,809	\$51,197	\$51,096	
Total Cloud Services Revenues		\$141,544	\$144,709	\$145,787	\$146,916	\$149,485	\$150,297	\$150,094	\$148,099	
Cloud Services Customers (2)		3,116	2 4 4 4	3,175	3,176	3,185	3,197	3,204	3,165	
Average Monthly Revenue/Customer (3)	<u> </u>	\$15.03	3,141 \$15.28	\$15.26	\$15.31	\$15.65	\$15.68	3,204 \$15.61	\$15.49	
Cancel Rate (4)			*	·				*	•	
Sancer Nate		2.3%	2.1%	2.2%	2.0%	2.2%	2.0%	2.2%	2.1%	
Digital Media Metrics ⁽⁵⁾	(\$000,									
Visits		1,401,666	1,352,200	1,394,177	1,572,398	1,957,985	1,952,270	1,949,167	1,846,496	
Views	(j.	5,386,097	6,054,062	5,872,437	6,418,612	8,159,496	7,528,471	7,980,168	8,058,385	



⁽¹⁾ Cloud Services revenue includes IP Licensing revenue

⁽²⁾ Cloud Services Customers are defined as paying DIDs for Fax & Voice services and direct and resellers' accounts for other services

⁽³⁾ Quarterly Average Revenue per Customer is calculated using our standard convention of applying the average of the quarter's beginning and ending customer base to the total revenue of the quarter

⁽⁴⁾ User cancel rate, also called user churn, is defined as cancellation of service by Cloud Business customers with greater than 4 months of continuous service (continuous service includes Cloud Business customers that are administratively cancelled and reactivated within the same calendar month). User cancel rate is calculated monthly and expressed here as an average over the three months of the quarter

⁽⁵⁾ Digital Media Traffic figures based on Google Analytics & Partner Platforms

Q1 2019 Reconciliation of GAAP to Adjusted Non-GAAP Earnings & EPS (1)

				J
Figures in Thousands		Three Months E	nded	March 31,
		2018		2019
Cost of revenues	\$	48,145	\$	51,013
Plus: Share based compensation (1)		(121)		(122)
Amortization (4)		(594)		(132 <u>)</u> (523 <u>)</u>
Adjusted non-GAAP cost of revenues	\$	47,430	\$	50,358
Sales and marketing	\$	86,311	\$	86,880
Plus:				
Share based compensation (1) Acquisition related integration costs (2)		(365)		(404)
Adjusted non-GAAP sales and marketing	\$	(440) 85,506	\$	122 86,598
Research, development and engineering	\$	12,210	•	12,984
Plus:	Ψ	12,210	Ψ	12,304
Share based compensation (1)		(432)		(358)
Acquisition related integration costs (2)		(97)		-
Adjusted non-GAAP research, development and engineering	\$	11,681	\$	12,626
General and administrative Plus:	\$	87,799	\$	98,154
Share based compensation (1)		(5,502)		(4,192)
Acquisition related integration costs (2)		(6,936)		(5,487)
Amortization (4)		(33,151)		(37,320)
Tax expense from prior years ⁽⁶⁾ Adjusted non-GAAP general and administrative	\$	42,210	\$	(3,373) 47,782
Interest expense, net	\$	15,751		16,019
Plus:	Ψ	13,731	Ψ	10,013
Acquisition related integration costs (2)		(23)		27
Interest costs (3)		(2,116)		(2,242)
Adjusted non-GAAP interest expense, net	\$	13,612	\$	13,804
Other expense, net	\$	4,519	\$	2,215
Plus:				
Investments (5)		(2,702)		-
Adjusted non-GAAP other expense, net	\$	1,817	\$	2,215
Income tax provision	\$	7,017	\$	(295)
Plus:		4 405		4.700
Share based compensation (i)		1,485		1,799
Acquisition related integration costs (2)		1,618		961
Interest costs (3)		506		946
Amortization (4)		7,375		12,339
Investments (5)		582		-
Tax expense from prior years (6)		-		2,364
Adjusted non-GAAP income tax provision	\$	18,583	\$	18,114
Net loss in earnings of equity method investment Plus:	\$	-	\$	474
Investments (5)				(474)
Adjusted non-GAAP net loss in earnings of equity method investment	\$	-	\$	-
Total adjustments	\$	(40,913)	\$	(35,947)
GAAP earnings per diluted share		\$0.38		\$0.66
Adjustments *		\$0.84		\$0.74
Adjusted non-GAAP earnings per diluted share		\$1.22		\$1.40

Non-GAAP net income is GAAP net income with the following modifications: (1) elimination of share-based compensation and the associated payroll tax expense; (2) elimination of certain acquisition-related integration costs; (3) elimination of interest costs in excess of the coupon rate associated with the convertible notes; (4) elimination of amortization of patents and intangible assets that we acquired; (5) elimination of change in value on investment; and (6) elimination of additional tax or indirect tax related expense/benefit from prior years

(1) Figures are adjusted non-GAAP



GAAP Reconciliation - Free Cash Flow(1)(2)

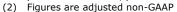
Figures in Thousands

	2013	2014	2015	2016	2017	2018	LTM
Net cash provided by operating activities	\$ 193,324	\$ 177,231	\$ 229,061	\$ 282,387	\$ 264,420	\$ 401,325	\$ 414,269
Less: Purchases of property and equipment	(18,626)	(11,221)	(17,297)	(24,746)	(39,595)	\$ (56,379)	(55,746)
Less: Patent Settlement	(27,000)	-	-	-	-	-	-
Add: Excess tax benefit from share-based compensation	2,695	5,512	4,486	2,271	-	-	-
Add: IRS Settlement	-	-	6,917	-	-	-	-
Add: Contingent consideration	-	-	-	8,000	39,950	-	-
Free cash flows (2)	\$ 150,393	\$ 171,522	\$ 223,167	\$ 267,912	\$ 264,775	\$ 344,946	358,523

	Q1 2018		21 2019
\$	103,910	\$	116,854
Ψ	(13,165)	Ψ	(12,531)
	(13, 103)		(12,551)
	-		-
	-		-
	-		-
	-		-
\$	90,745	\$	104,323

^{*} Free cash flows of \$61.5 million for Q1 2017 and \$71.1 million for Q2 2017 is before the effect of payments associated with certain contingent consideration associated with recent acquisitions.

⁽¹⁾ Free Cash Flow is defined as net cash provided by operating activities, less purchases of property, plant and equipment, less patent settlement, plus excess tax benefits (deficits) from share based compensation, plus IRS settlement, plus contingent consideration. Free Cash Flow amounts are not meant as a substitute for GAAP, but are solely for informational purposes

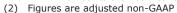




GAAP Reconciliation - Adjusted EBITDA(1) (2)

j2 Consolidated	2013	2	2014	2015	2016	2017	2018	LTM		Q1 2018	Q1 2019
Revenue	\$ 520.8	\$	599.0	\$ 720.8	\$ 874.3	\$ 1,117.8	\$ 1,207.3	\$ 1,226.6		\$ 280.6	\$ 299.9
GAAP Net Income	\$ 107.5	\$	125.3	\$ 133.6	\$ 152.4	\$ 139.4	\$ 128.7	\$ 142.3		\$ 18.9	\$ 32.4
Plus:											
Income tax expense	35.2		29.8	23.3	59.0	60.5	44.8	37.4		7.0	(0.3)
Interest expense and other expense, net	32.7		31.0	42.5	31.1	45.7	66.7	64.6		20.3	18.2
Depreciation and amortization	39.7		63.0	93.2	122.1	162.0	187.2	193.8		42.6	49.2
Share-based compensation and the associated payroll tax expense	9.6		8.9	11.8	13.7	22.7	28.1	26.8		6.4	5.1
Acquisition-related integration costs	8.2		2.4	25.4	18.8	27.5	29.4	27.3		7.5	5.4
Fees associated with prior year audit	-		1.4	(0.2)	-	-	-	-		-	-
Investments	-		-	-	-	-	4.1	4.6		-	0.5
Additional indirect tax expense (benefit) from prior years	-		0.7	3.7	(1.0)	5.0	0.4	3.8		-	3.4
Restructuring costs	-		-	-	-	-	0.2	0.2	-	-	-
Adjusted EBITDA ⁽²⁾	\$ 220.4	\$	262.6	\$ 333.3	\$ 396.1	\$ 463.0	\$ 489.5	\$ 500.7		\$ 102.7	\$ 113.9

⁽¹⁾ Adjusted EBITDA is defined as net income plus interest and other expense, net; income tax expense; depreciation and amortization and the items used to reconcile GAAP to Adjusted Non-GAAP EPS. Adjusted EBITDA amounts are not meant as a substitute for GAAP, but are solely for informational purposes





Q1 2019 Reconciliation of GAAP to Adjusted EBITDA (1)

<u>Figures in Thousands</u>	Clou	ıd Services	Dig	ital Media	Co	Corporate		Total
Revenues								
GAAP revenues	\$	152,245	\$	147,647	\$	1	\$	299,893
Gross profit								
GAAP gross profit	\$	119,762	\$	129,117	\$	1	\$	248,880
Non-GAAP adjustments:								
Share-based compensation		130		2		-		132
Amortization		523		-		-		523
Adjusted non-GAAP gross profit	\$	120,415	\$	129,119	\$	1	\$	249,535
Operating profit								
GAAP operating profit	\$	58,569	\$	(1,050)	\$	(6,657)	\$	50,862
Non-GAAP adjustments:								
Share-based compensation		(143)		1,271		3,958		5,086
Acquisition related integration costs		-		5,365		-		5,365
Amortization		10,581		26,581		681		37,843
Additional indirect tax expense from prior years		3,373		-		-		3,373
Adjusted non-GAAP operating profit	\$	72,380	\$	32,167	\$	(2,018)	\$	102,529
Depreciation		2,768		8,598		-		11,366
Adjusted EBITDA (1)	\$	75,148	\$	40,765	\$	(2,018)	\$	113,895

NOTE 1: Table above excludes certain intercompany allocations

NOTE 2: The table above is impacted by certain expenses associated with the Corporate entity were allocated to the Cloud Services business and Digital Media business as these costs are shared costs incurred by the Corporate entity. As a result, expenses were allocated from Corporate to Cloud Services and Digital Media in the amount of \$2.3 million and \$2.5 million, respectively.

The effects noted above reduce Adjusted EBITDA for Cloud Services and Digital Media by \$2.3 million and \$2.5 million, respectively.



Q1 2018 Reconciliation of GAAP to Adjusted EBITDA (1)

<u>Figures in Thousands</u>	Clou	ıd Services	Dig	Digital Media		orporate	Total
Revenues							
GAAP revenues	\$	149,485	\$	131,137	\$	1	\$ 280,623
Gross profit							
GAAP gross profit	\$	118,484	\$	113,993	\$	1	\$ 232,478
Non-GAAP adjustments:							
Share-based compensation		121		-		-	121
Amortization		594					 594
Adjusted non-GAAP gross profit	\$	119,199	\$	113,993	\$	1	\$ 233,193
Operating profit							
GAAP operating profit	\$	56,915	\$	(3,445)	\$	(7,312)	\$ 46,158
Non-GAAP adjustments:							
Share-based compensation		1,985		749		3,686	6,420
Acquisition related integration costs		532		6,941		-	7,473
Amortization		11,919		20,701		1,125	33,745
Adjusted non-GAAP operating profit	\$	71,351	\$	24,946	\$	(2,501)	\$ 93,796
Depreciation		2,459		6,414		-	8,873
Adjusted EBITDA (1)	\$	73,810	\$	31,360	\$	(2,501)	\$ 102,669

NOTE 1: Table above excludes certain intercompany allocations

NOTE 2: The table above is impacted by certain expenses associated with the Corporate entity were allocated to the Cloud Services business and Digital Media business as these costs are shared costs incurred by the Corporate entity. As a result, expenses were allocated from Corporate to Cloud Services and Digital Media in the amount of \$1.6 million and \$1.3 million, respectively.

The effects noted above reduce Adjusted EBITDA for Cloud Services and Digital Media by \$1.6 million and \$1.3 million, respectively.

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