

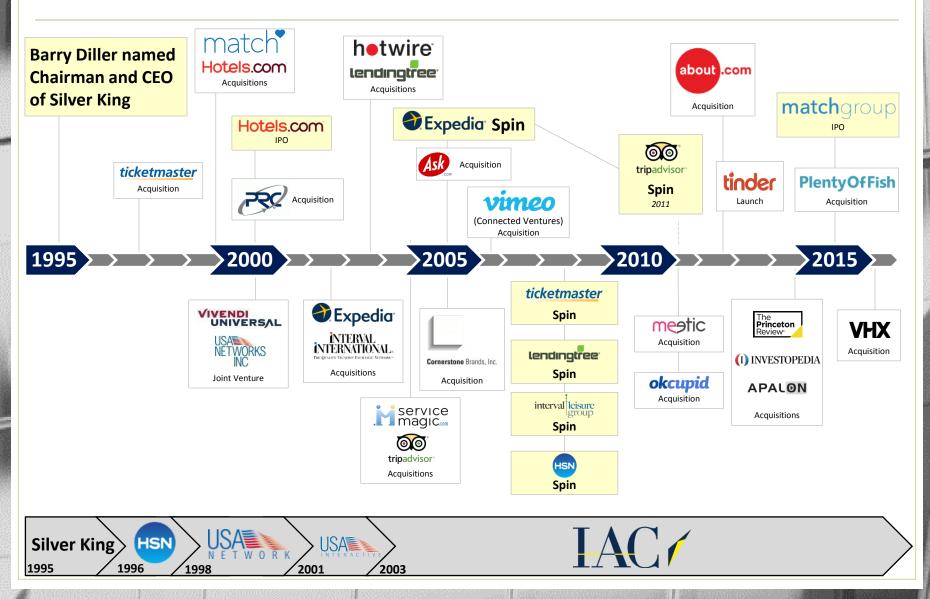
Investor Presentation August 10, 2016

**Non-GAAP Financial Measures.** This presentation contains references to certain non-GAAP measures. These measures should be considered in conjunction with, but not as a substitute for, financial information presented in accordance with GAAP. The location of reconciliations to GAAP measures of non-GAAP measures are referenced on the page on which such non-GAAP measure appears, or are included in the Appendix to this presentation.

Forward-Looking Statements. This presentation, dated August 10, 2016, may contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. The use of words such as "estimates," "expects" and "believes," among others, generally identify forward-looking statements. These forward-looking statements include, among others, statements relating to: IAC's future financial performance, IAC's business prospects, strategy and anticipated trends in the industries in which IAC's businesses operate and other similar matters. These forward-looking statements are based on management's current expectations and assumptions about future events, which are inherently subject to uncertainties, risks and changes in circumstances that are difficult to predict. Actual results could differ materially from those contained in these forward-looking statements for a variety of reasons, including, among others: changes in senior management, changes in our relationship with, or policies implemented by, Google, adverse changes in economic conditions, adverse trends in any of the industries in which IAC's businesses operate, our dependence on third parties to drive traffic to our websites and distribute our services in a cost-effective manner, our ability to convert visitors to our various websites into users and customers, our ability to offer new or alternative services that resonate with consumers in a cost-effective manner, our ability to build, maintain and/or enhance our various brands, our ability to develop and monetize mobile versions of our various services, changes in industry standards, the integrity and scalability or our systems and infrastructure, our ability to protect our systems from cyberattacks, risks relating to acquisitions and our ability to expand successfully into international markets. Certain of these and other risks and uncertainties are discussed in IAC's filings with the Securities and Exchange Commission. Other unknown or unpredictable factors that could also adversely affect IAC's business, financial condition and results of operations may arise from time to time. In light of these risks and uncertainties, these forwardlooking statements may not prove to be accurate. Accordingly, you should not place undue reliance on these forward-looking statements, which only reflect the views of IAC management as of the date of this letter. IAC does not undertake to update these forward-looking statements.



#### IAC has undergone many changes since Barry Diller took control



Now 8 public companies worth ~\$40 billion in aggregate

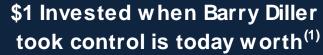


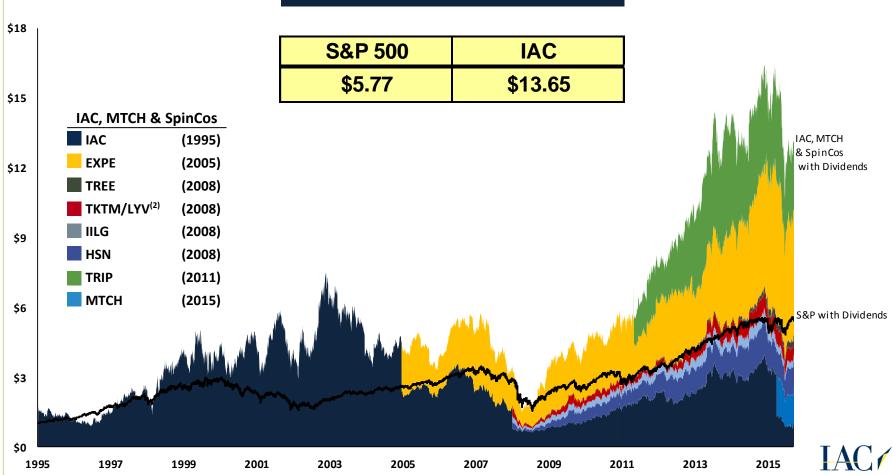




Value realized through operating growth, distribution of cash through dividends and share repurchases, and spin-offs

#### Value creation has substantially outpaced the market





#### IAC has five key verticals today

# Match Group Dating Match Match Meetic tinder



peoplemedia

okcupid TWOO

**Non-Dating** 



4 of the Top 5
Dating Brands<sup>(1)</sup>

#### **HomeAdvisor**











#1 Marketplace for Home Services in U.S., France, and Netherlands<sup>(2)</sup>

#### Video







## College Lumor



~900K Direct Paying Subscribers and over 20 shows on air and OTT in 2016

#### **Applications**

Consumer



**APALON** 



#### **Partnerships**



~125M Mobile App Installs<sup>(3)</sup>

#### **Publishing**

**Premium Brands** 



verywell



(I) INVESTOPEDIA



Ask & Other







Over 100M Unique Users<sup>(4)</sup>

#### The narrative is simple

High growth, high potential





Take share in big and expanding markets

Focus on stability

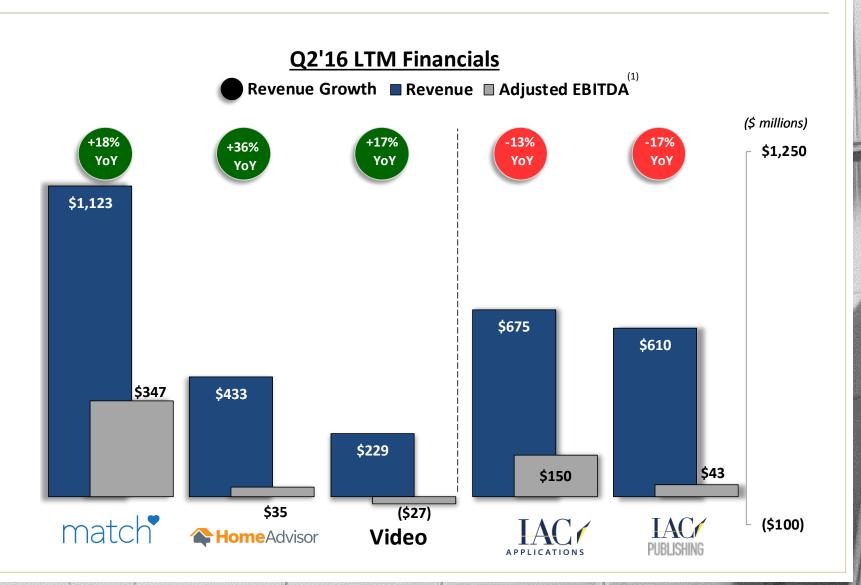




Stabilize in declining markets
Optimize cash flow



#### IAC's businesses have varying growth trajectories and profitability



#### The market gives IAC little value for its high growth businesses

(in millions except share prices
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(iii iiiiiiiiiiii exeepe siidi e piilees)			
IAC Share Price <sup>(1)</sup>	\$60.38		
x Shares Outstanding	81.8		
= IAC Equity Value	\$4,940		
MTCH Share Price <sup>(1)</sup>	\$15.91		
x Shares Owned	211		
Less: MTCH Stake	(\$3,354)		

Less: Net Cash (Q2'16)	(\$700)
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**IAC ex-Match Group EV** 

\$886M

LTM EBITDA Multiple

5.8x



## match | roup | IAC owns ~84% of the undisputed leader in dating...

#### Global leader in dating products...

- We operate 45+ brands
- We offer products in 38 languages in 190+ countries
- √ 5mm+<sup>(1)</sup> paid member count ("PMC")
- 59mm<sup>(2)</sup> monthly active users ("MAU")

#### 4 of 5

Top dating brands by unaided awareness in NA<sup>(3)</sup>

#### 3 of 5

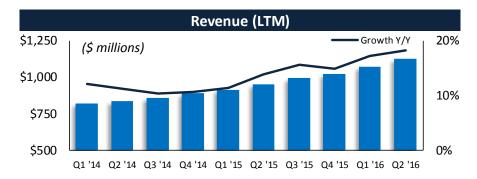
Top grossing mobile dating apps worldwide<sup>(4)</sup>

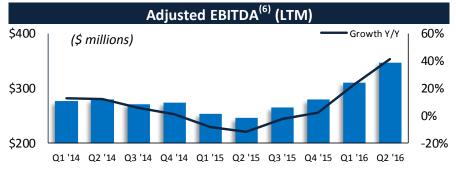
#### 4 of 5

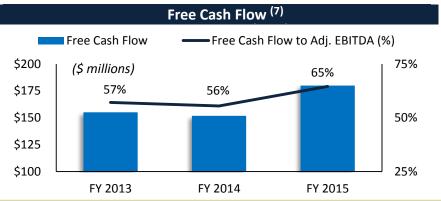
Top grossing mobile dating apps in NA<sup>(4)</sup>

#### #1

Downloaded dating app in US is tinder (5)







## matchgroup ...which includes Tinder

#### **Tinder Update**

- On track to double PMC by year-end 2016 to ~1.6M, as previously stated
- Tinder Plus release in June continues to show monetization upside with:
  - Improvements to conversion
  - Increased ARPPU
- First-time renewal rates for 1-month Tinder Plus subscribers in NA higher than our other NA brands<sup>(1)</sup>
- Headcount (excluding ad business) more than doubled in last 12 months, predominantly in product and technology
- Rapid expansion expected to continue, particularly in product, technology and international headcount



LINE Manga

#### **Beyond Match, IAC owns:**



The largest digital home services marketplace in the US, growing rapidly and profitably

~130K

Paying Service Providers in Domestic Network

50%

YoY Q2 LTM Domestic Revenue Growth ~220%

YoY Q2 Segment Adj. EBITDA Growth<sup>(1)</sup>



Largest open global ad-free video marketplace

~250M

**Consumer Audience** 

**720K** 

Paying Subscribers
Sharing Content

**Over 300** 

SVOD channels available to our audience



Creator of consumer utilities
Growing Mobile & Subscription
Generates substantial and
stable cash flow

\$150M

LTM Adjusted EBITDA<sup>(2)</sup>

~2 billion PCs

Addressable Market with Single-digit Penetration

80% - 90%

EBITDA to free cash flow conversion



Top content publisher, recently restructured for future growth

~100M

Monthly Uniques at Premium Brands ~50%

Mobile Traffic

Over \$300M

O2 runrate revenue



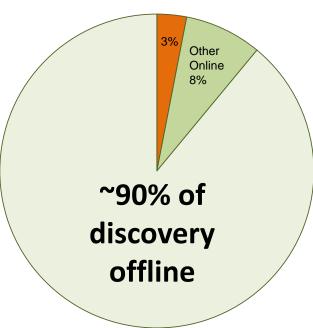
For more information and reconciliation of non-GAAP measures to GAAP measures See Q2'16 IAC Earnings Release

#### HomeAdvisor Significant domestic market opportunity

#### **Domestic Home Services**(1)

#### \$400 billion market

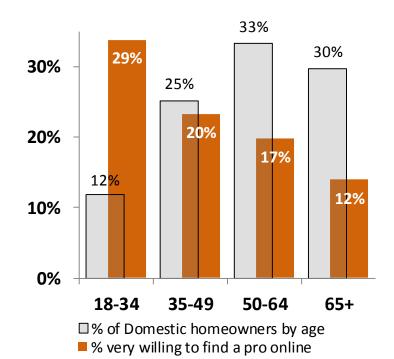
Transactions closed with SPs found on HomeAdvisor



Vast majority of service providers still found offline through word of mouth and referrals...

#### Home ownership in the United States<sup>(2)</sup>

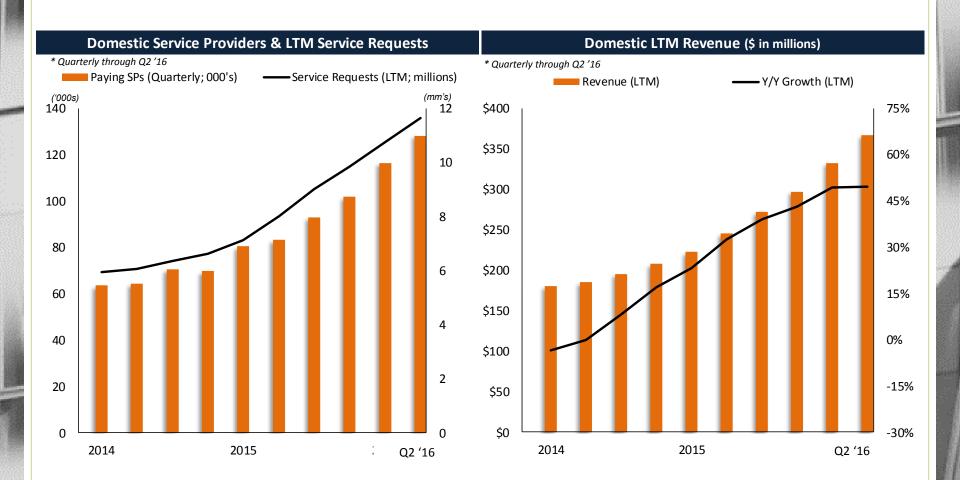
#### 75 million homeowners



...but home owners skew older, and we expect the market to shift online as millennials buy homes

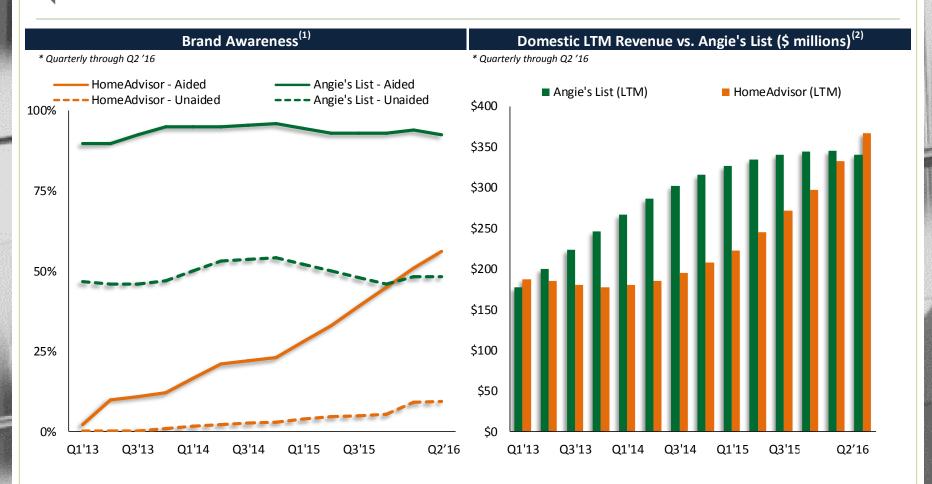


#### The Home Advisor Rapid domestic growth fueled by organic investment





#### **Home**Advisor Overtaking nearest competitor even with limited brand recognition



Continued investment in marketing will drive increased brand awareness and more consumer adoption





We've invested over a billion dollars in our domestic business in the 12 years since acquisition...

Tech, Infrastructure, Other

**Sales Force** 

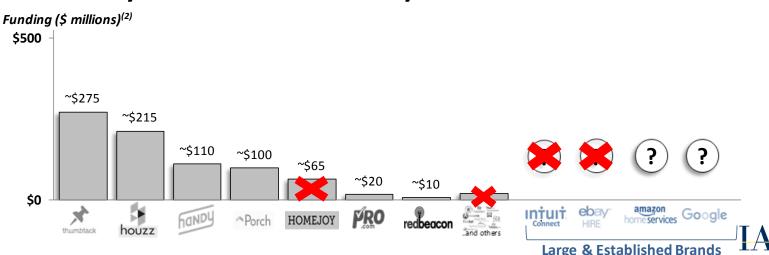
**Offline Marketing** 

>\$500 Million

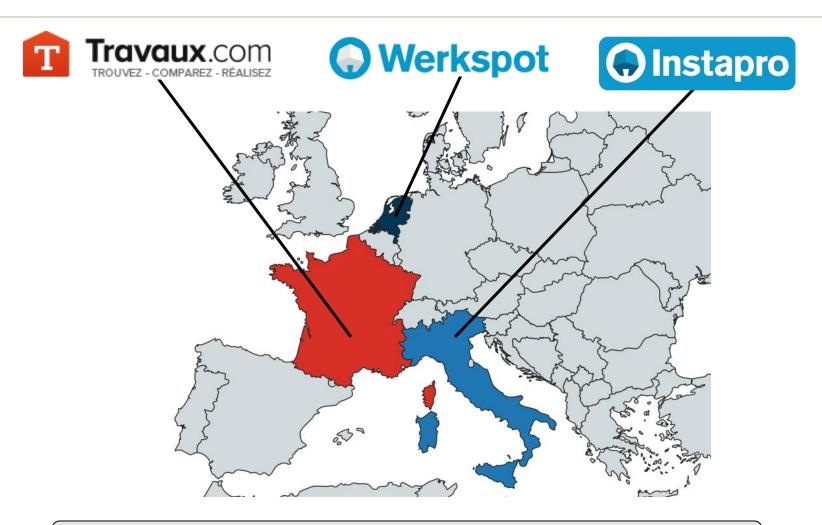
>\$350 Million

>\$140 Million

...an amount that dwarfs recent entrants in the market, many of whom have already failed or withdrawn



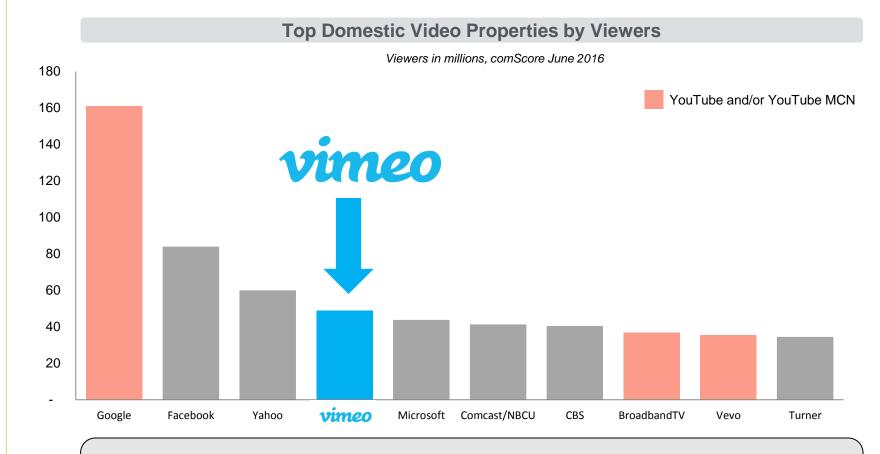
#### The Home Advisor Keep up domestic momentum and expand abroad



Former IAC CFO overseeing International expansion

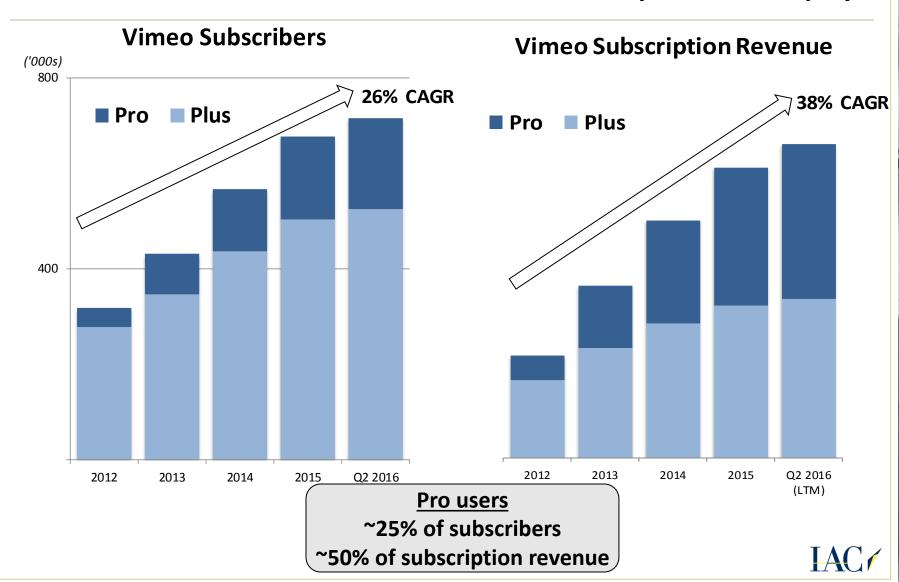


## **vimeo** Fourth largest domestic video destination



Only large-scale property providing ~250 million global audience<sup>(1)</sup> with an ad-free experience

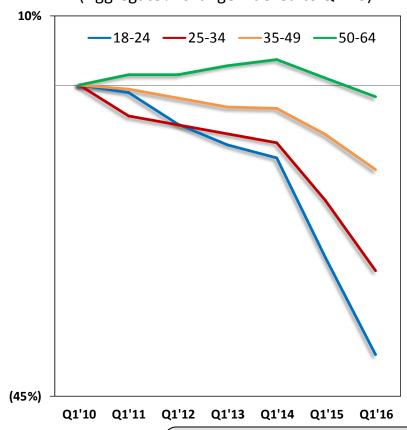
## **vineo** Professional creator base loves Vimeo's platform and player



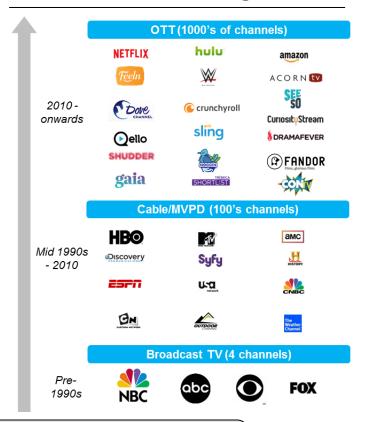
## **Vimeo** Significant opportunity in powering the OTT revolution

#### Linear TV Viewing Hours by Age<sup>(1)</sup>

(Aggregate % change indexed to Q1'10)



## ...as the proliferation of OTT channels has begun



~\$250 billion global paid video market<sup>(2)</sup>

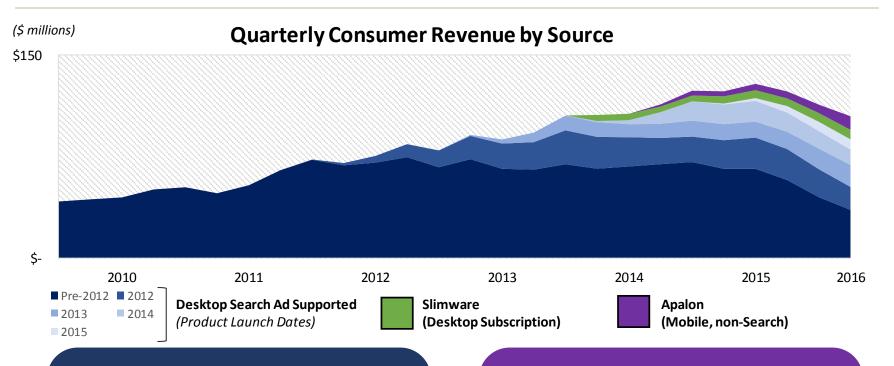
**Quickly moving online** 



## **Vimeo** Provide OTT channels with audience and technology vimeo brings **Superior SVOD Technology Marketing for creators** ~250M audience for distribution **Seamless payment** DRAMA FEVER PUREFLIX MUBI YUPPTV SPORTS fullo Come Scheddar NETFLIX amazon hulu countless more and growing Vimeo can scale by powering countless smaller OTT channels & networks and enabling cross-sell on single platform



#### Consumer apps provide stable cash flow with a long tail



#### **Long Tail on Desktop Search**

- Over 40% of Consumer Search revenue still comes from products launched prior to 2012
- Large installed base built up over time

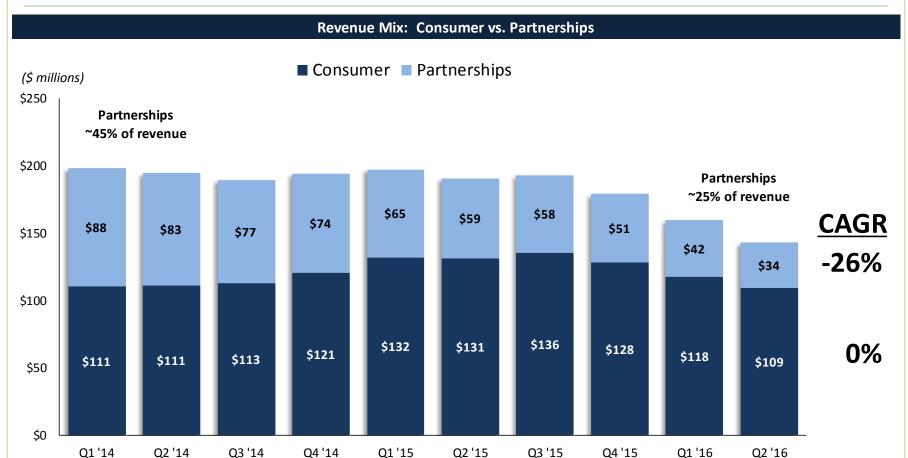
## Growing mobile presence & lessening Google dependence

- Apalon small but growing rapidly (Revenue up over 170% in Q2'16)
- Diversifying base away from Google (Apalon and Slimware comprised 7% and 5% of total Applications Revenue in Q2'16, respectively)





#### Partnership business of decreasing importance; Consumer business stabilizing







## Mix of growth assets and those we are stabilizing



**Growth Asset** 



**Growth potential** with verticalization



**Growth Asset** 



**Cash Cow** 



**Stabilizing for Cash Flow** 





# Addressing specific challenges

Challenges	What we're doing		
Organic traffic decline at About	Verticalization strategy starting with launch of Verywell		
Search marketing challenges	Removed fixed costs across Publishing, aligning expense to revenue		
Net investment businesses are a drag on EBITDA	Sold Askfm: ~\$7M savings on LTM basis Shut down other initiatives		

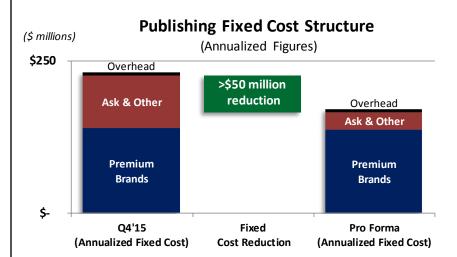


#### Early results are encouraging

#### Verywell results encouraging

## **About.com Organic Traffic** (Indexed to 100) **Health Topic** Seasonality 100% Initial drop due to re-index by Google -About.com (ex-Health) Verywell · About.com (ex-Health; 2015) 50%

#### **Right-sized Publishing Cost Base**



#### **Premium Brands**

Dictionary: Profitable

**About:** Profitable

**Investopedia:** Breakeven

DailyBeast: Unprofitable



#### **IAC's Other Assets**



- Profitable TV and Digital studio
- Over 20 shows on air and OTT in 2016



- Leading streaming fitness property
- Over 100K paying subscribers



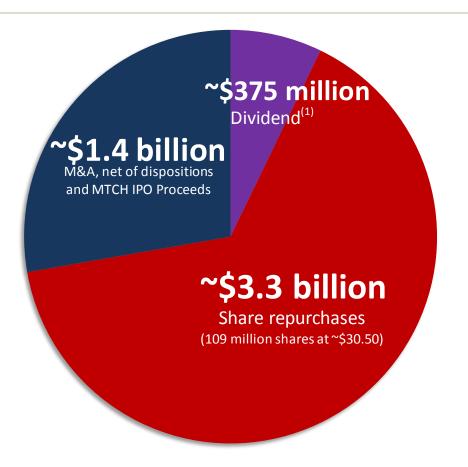
- 3 Films to date
- 3 more in production



- >\$200M 2015 gross revenue
- Non Core Asset



#### IAC is an astute and responsible steward of capital



#### **IAC** uses its capital to:

- Drive growth of our businesses through prudent yet aggressive investment
- Opportunistic share repurchases
- Disciplined M&A (new categories and tuck-ins)

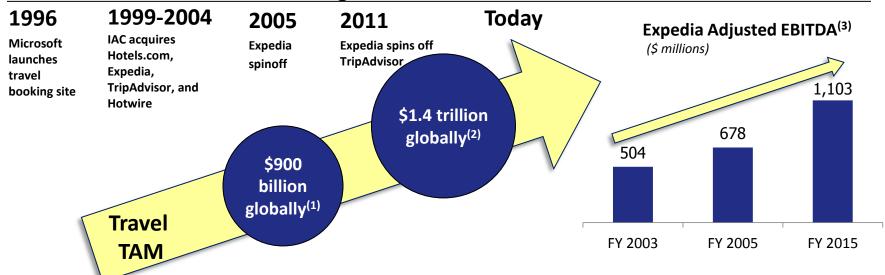
\*Chart shows Capital Allocation since spins of LendingTree, HSN, Interval Leisure Group and Ticketmaster in 2008



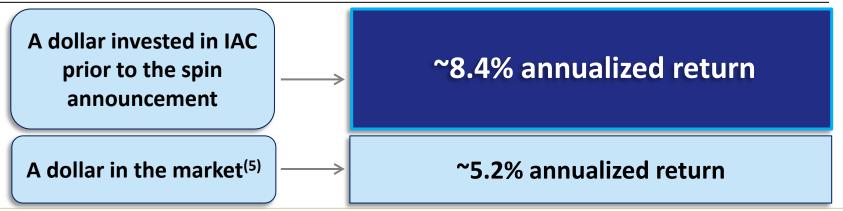
## Case Study: Realizing value for shareholders: **Expedia** spinoff



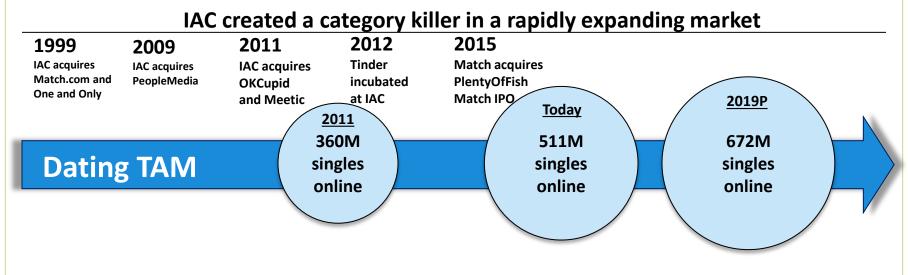
#### How IAC set the stage to create one of the online travel leaders



Value created for our investors through the Expedia spin off<sup>(4)</sup>



#### Case Study: Realizing value for shareholders: matchgroup IPO





Net Cash Dividend to IAC<sup>(2)</sup> ~\$1.6 billion spent on M&A since acquiring Value of IAC's Match Stake Match in 1999<sup>(1)</sup>

~\$3.4 billion

~\$1.5 billion

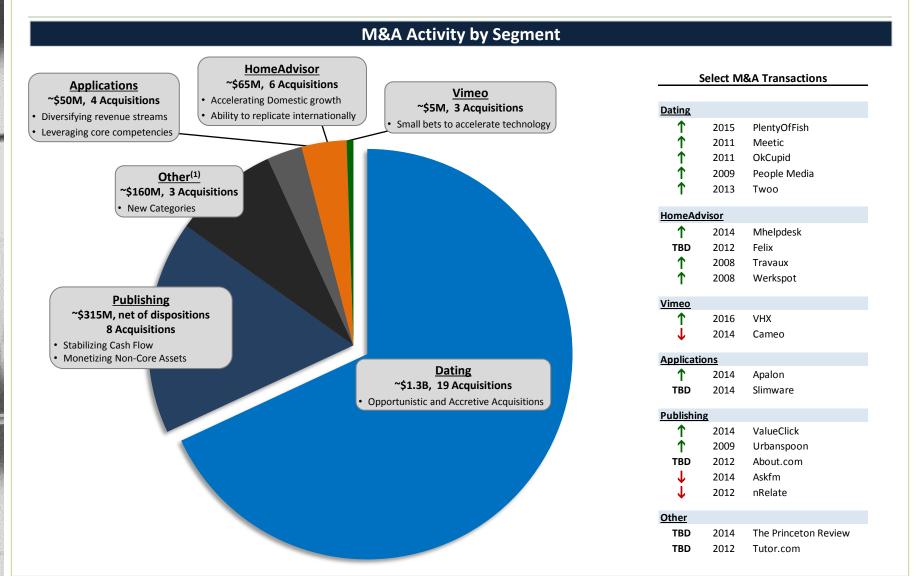
Free Cash Flow from over \$1.7 billion **Cumulative Adjusted EBITDA**(3)



<sup>(1)</sup> Reflects cash acquisitions at Match Group and includes initial Match.com and One and Only acquisition

<sup>(2)</sup> See page 88 of Match Group, Inc. 2015 10K. Dividend to IAC includes ~\$1 billion cash dividend and \$445 million debt exchange

#### M&A Focus Areas and Track Record Since 2008 Quad Spin



## **Appendix**

### Q2'16 LTM Adjusted EBITDA: GAAP to Non-GAAP Reconciliation

(\$ '000s)	Match Group	HomeAdvisor	Video	Applications	Publishing
Operating Income	\$ 228,850	\$ 22,684	\$ (30,354)	\$ 130,207	\$ (366,386)
Depreciation	26,893	7,251	1,542	4,618	8,984
Amortization of Intangibles	24,994	3,088	1,721	6,164	125,402
Stock-based Compensation Expense	62,354	1,624	66	-	-
Acquisition-related Contingent Consideration Fair					
Value Adjustments	3,584	-	(394)	8,765	-
Goodwill Impairment	-	-	-	-	275,367
Adjusted EBITDA	\$ 346,675	\$ 34,647	\$ (27,419)	\$ 149,754	\$ 43,367

