# IAC <br> Q1 2007 Earnings <br> Supplemental Financial Information and Operating Metrics 

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## Financial Results and Reconciliations

(\$ in millions, except per share amounts, rounding differences may exist)

Revenu
Retailing
U.S.

International
Total Retailing
Transactions:
Ticketmaster
LendingTree
SearviceMagic
Total Transacation
Media \& Advertising
Membership \& Subscriptions
Interval
Match
Entertainment
Intra-sector eliminations
Total Membership \& Subscriptions
Emerging Businesses
tal Revenue

Operating Income Before Amortization
Retailing
International
Total Retailing
Transactions:
Ticketmaster
LendingTree
ServiceMagic
Total Transactions
Media \& Advertising
Membership \& Subscriptions:
Interval
Entertainmen
Total Membership \& Subscriptions
Emerging Businesses
Corporate expense and other

| 2005 |  | 2006 |  |  |  |  |  |  |  |  |  | 2007 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | E 12/31 |  | Q1 |  | Q2 |  | Q3 |  | Q4 |  | 12/31 |  | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |
| \$ | 2,671.0 | \$ | 673.3 | \$ | 696.2 | \$ | 686.2 | \$ | 877.7 | \$ | 2,933.4 | \$ | 685.3 |  |  |  |  |
|  | 379.9 |  | 95.8 |  | 78.7 |  | 82.5 |  | 101.2 |  | 358.2 |  | 102.3 |  |  |  |  |
|  | 3,050.9 |  | 769.1 |  | 774.9 |  | 768.7 |  | 978.9 |  | 3,291.6 |  | 787.6 |  |  |  |  |
|  | 950.2 |  | 245.7 |  | 295.1 |  | 265.5 |  | 279.1 |  | 1,085.4 |  | 309.9 |  |  |  |  |
|  | 367.8 |  | 113.9 |  | 107.9 |  | 106.0 |  | 100.9 |  | 428.8 |  | 100.0 |  |  |  |  |
|  | 57.6 |  | 11.4 |  | 15.0 |  | 15.9 |  | 14.5 |  | 56.8 |  | 13.2 |  |  |  |  |
|  | 41.0 |  | 14.0 |  | 16.0 |  | 18.5 |  | 15.3 |  | 63.7 |  | 21.6 |  |  |  |  |
|  | 1,416.5 |  | 385.1 |  | 434.0 |  | 405.9 |  | 409.8 |  | 1,634.7 |  | 444.7 |  |  |  |  |
|  | 213.5 |  | 117.6 |  | 131.3 |  | 135.5 |  | 159.8 |  | 544.2 |  | 168.1 |  |  |  |  |
|  | 272.8 |  | 81.4 |  | 74.1 |  | 72.9 |  | 70.8 |  | 299.1 |  | 89.0 |  |  |  |  |
|  | 249.5 |  | 73.3 |  | 78.3 |  | 80.2 |  | 79.4 |  | 311.2 |  | 82.4 |  |  |  |  |
|  | 219.0 |  | 23.9 |  | 19.5 |  | 32.0 |  | 121.3 |  | 196.8 |  | 20.7 |  |  |  |  |
|  | (1.5) |  | (0.1) |  | (0.8) |  | (0.1) |  | (0.7) |  | (1.6) |  | - |  |  |  |  |
|  | 739.8 |  | 178.4 |  | 171.1 |  | 185.1 |  | 270.8 |  | 805.5 |  | 192.1 |  |  |  |  |
|  | 0.9 |  | 0.4 |  | 0.5 |  | 0.6 |  | 6.0 |  | 7.5 |  | 3.5 |  |  |  |  |
|  | (5.1) |  | (1.4) |  | (1.5) |  | (1.6) |  | (1.5) |  | (6.0) |  | (1.0) |  |  |  |  |
| \$ | 5,416.5 | \$ | 1,449.2 | \$ | 1,510.3 | \$ | 1,494.2 | \$ | 1,823.9 | \$ | 6,277.6 | \$ | 1,595.0 |  |  |  |  |
|  | 276.6 | \$ | 59.0 | \$ | 60.5 | \$ | 57.3 | \$ | 92.1 | \$ | 268.9 | \$ | 39.8 |  |  |  |  |
|  | 5.8 |  | 2.6 |  | (2.6) |  | (0.6) |  | 5.0 |  | 4.4 |  | 5.4 |  |  |  |  |
|  | 282.3 |  | 61.6 |  | 57.9 |  | 56.8 |  | 97.0 |  | 273.3 |  | 45.2 |  |  |  |  |
|  | 218.7 |  | 65.8 |  | 75.9 |  | 57.0 |  | 65.7 |  | 264.4 |  | 71.6 |  |  |  |  |
|  | 80.6 |  | 12.9 |  | 14.8 |  | 18.8 |  | 17.2 |  | 63.6 |  | 3.1 |  |  |  |  |
|  | (16.7) |  | (5.1) |  | (4.6) |  | (6.3) |  | (5.4) |  | (21.3) |  | (6.6) |  |  |  |  |
|  | 11.2 |  | 3.2 |  | 4.4 |  | 6.0 |  | 2.5 |  | 16.2 |  | 6.2 |  |  |  |  |
|  | 293.9 |  | 76.8 |  | 90.5 |  | 75.6 |  | 80.0 |  | 322.9 |  | 74.4 |  |  |  |  |
|  | 30.5 |  | 11.6 |  | 10.7 |  | 15.9 |  | 20.1 |  | 58.3 |  | 17.2 |  |  |  |  |
|  | 110.7 |  | 36.4 |  | 28.9 |  | 29.1 |  | 30.3 |  | 124.8 |  | 41.0 |  |  |  |  |
|  | 47.9 |  | 6.0 |  | 17.3 |  | 19.3 |  | 20.9 |  | 63.4 |  | 8.4 |  |  |  |  |
|  | 17.5 |  | (13.7) |  | (16.6) |  | (3.9) |  | 48.1 |  | 13.9 |  | (13.0) |  |  |  |  |
|  | 176.2 |  | 28.7 |  | 29.5 |  | 44.5 |  | 99.4 |  | 202.0 |  | 36.4 |  |  |  |  |
|  | (12.1) |  | (3.9) |  | (4.2) |  | (4.5) |  | (3.3) |  | (15.9) |  | (2.6) |  |  |  |  |
|  | (105.7) |  | (19.2) |  | (22.1) |  | (18.6) |  | (25.6) |  | (85.4) |  | (22.6) |  |  |  |  |
| \$ | 665.0 | \$ | 155.6 | \$ | 162.5 | \$ | 169.6 | \$ | 267.6 | \$ | 755.3 | \$ | 147.9 |  |  |  |  |

Financial Results and Reconciliations
(\$ in millions, except per share amounts, rounding differences may exist)

Non-cash compensation expense
Retailing:
International
Total Retailing
Transactions:
Ticketmaster
LendingTree
Real Estate
Total Transactions
Media \& Advertising
Membership \& Subscriptions:
Interval
Match
Entertainment
Total Membership \& Subscriptions
Emerging Businesses
Total non-cash compensation expens

## Amortization of non-cash marketin

Retailing:
International
Total Retailing
Transactions:
Ticketmaster
LendingTree
Real Estate
Total Transactions
Media \& Advertising
Membership \& Subscriptions
Interval
Match
Entertainment
Total Membership \& Subscriptions Emerging Businesses
Corporate expense and other
Total amortization of non-cash marketing
See Footnotes on Page 6


## Financial Results and Reconciliations

(\$ in millions, except per share amounts, rounding differences may exist)

Amortization of intangibles and goodwill impairment
Retailing:
International
Total Retailing
Transactions:
Ticketmaster
LendingTree
SearviceMagic
Total Transactions
Media \& Advertising
Membership \& Subscriptions
Interval
Match
Entertainment (b)
Total Membership \& Subscriptions
merging Businesses
Corporate expense and other
Total amortization of intangibles and goodwill impairmen
Operating Income (Loss)
Retailing
U.S.
International

Total Retailing
Transactions:
Ticketmaster
LendingTree
Real Estate
ServiceMagic
Total Transactions
Media \& Advertising
Membership \& Subscriptions
Membership \& Subscri
Interval
Match
Entertainment (b)
Total Membership \& Subscriptions
Emerging Businesses
Corporate expense and other (a)
Total operating income (loss)
See Footnotes on Page 6

## IAC

Financial Results and Reconciliations
(\$ in millions, except per share amounts, rounding differences may exist)

Earnings from continuing operations before
income taxes and minority interest
Income tax (provison) benefit (c)
Minority interest
Earnings from continuing operations
Gain on sale of discontinued operations, net of tax Discontinued operations, net of tax (e)
Earnings before preferred dividends
Preferred dividends
Net earnings available to common shareholder:
GAAP Diluted weighted average shares outstanding
Diluted earnings per share

## Reconciliation of GAAP EPS to Adjusted EPS

Net earnings available to common shareholders
Non-cash compensation expense (a)
Amortization of non-cash marketing
Amortization of intangibles (b)
Goodwill impairment (b)
Equity in income of VUE
Net other (income) expense related to fair value adjustment on derivatives (d)
Gain on sale of VUE and related effects (c)
Gain on sale of discontinued operations, net of tax
incoct of income taxes and minoity
hterest on convertible notes, net of tax

## Adjusted Net Incom

Adjusted EPS weighted average shares outstanding (f)

## Adjusted EPS

GAAP Basic weighted average shares outstanding
Options, warrants and restricted stock treasury meth
Conversion of convertible preferred and convertible notes (if applicable) GAAP Diluted weighted average shares outstanding

Impact of restricted shares and convertible preferred and notes (if applicable), net Adjusted EPS shares outstanding (f)

See Footnotes on Page 6


The financial, statistical and other information contained herein is unaudited.

## Financial Results and Reconciliations

(\$ in millions, except per share amounts, rounding differences may exist)

(a) Corporate expense and other operating loss in 2005 includes a $\$ 67$ million non-cash compensation charge related to the treatment of vested stock options in connection with the Expedia spin-off, partially offset by a $\$ 5.5$ miliion reduction in non-cash compensation expense due to the cumulative effect of a change in the Company's estimate related to the number of stock-based awards that were expected to vest. Entertainment Q4 2006 operating loss includes a $\$ 214$ million impairment charge related to intangible assets and goodwill
(c) In 2005, IAC recorded a gain of $\$ 523.5$ million pre-tax ( $\$ 322.1$ million after-tax) in connection with the sale of its VUE common and preferred interests.
(d) Changes in the fair value of the derivatives that were created in the Expedia spin-off are recorded as gains or losses in income for the appropriate period.

The derivatives arise due to IAC's obligation to deliver both IAC and Expedia shares upon the conversion of the Ask Convertible Notes and the exercise of certain IAC warrants.
(e) Discontinued operations consists of the results of ECS/Styleclick, TVTS, Quiz TV Limited and iBuy for all periods presented, EUVIA through June 2, 2005, Expedia through August 8, 2005 and PRC through November 28, 2006

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## IAC

International Revenue
(\$ in millions, rounding differences may exist)

|  | $\begin{gathered} \hline 2005 \\ \hline \text { FYE 12/31 } \end{gathered}$ |  | 2006 |  |  |  |  |  |  |  |  |  | 2007 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Q1 |  | Q2 |  | Q3 |  | Q4 |  | FYE 12/31 |  | Q1 |  | Q2 | Q3 | Q4 | FYE 12/31 |
| International Revenue (a) (b) | \$ | 776 | \$ | 210 | \$ | 205 | \$ | 204 | \$ | 251 | \$ | 871 | \$ | 255 |  |  |  |  |
| \% of Total |  | 14\% |  | 15\% |  | 14\% |  | 14\% |  | 14\% |  | 14\% |  | 16\% |  |  |  |  |

(a) International revenues are determined by geographic point of sale.
(b) Historical international revenue has been restated to reflect the impact of discontinued operations.

The financial, statistical and other information contained herein is unaudited.

IAC

## RETAILING

(in millions except per unit data, rounding differences may exist)

|  | 2005 | 2006 |  |  |  |  | 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |
| Retailing- U.S. (a) |  |  |  |  |  |  |  |  |  |  |  |
| Units shipped | 50.7 | 12.7 | 12.7 | 12.9 | 16.1 | 54.3 | 12.5 |  |  |  |  |
| Gross profit \% | 38.3\% | 38.3\% | 39.8\% | 38.5\% | 38.3\% | 38.7\% | 37.2\% |  |  |  |  |
| Return rate (b) | 16.6\% | 17.7\% | 18.1\% | 17.9\% | 17.1\% | 17.7\% | 18.3\% |  |  |  |  |
| Average Price Point | \$57.72 | \$58.72 | \$59.97 | \$58.06 | \$58.21 | \$58.70 | \$59.49 |  |  |  |  |
| Internet \% (c) | 23\% | 26\% | 26\% | 26\% | 29\% | 27\% | 30\% |  |  |  |  |
| HSN total homes (end of period) | 89.3 | 89.4 | 88.9 | 88.6 | 89.1 | 89.1 | 89.8 |  |  |  |  |
| HSN/America's Store FTEs ("full-time equivalents") (end of period) (d) | 76.8 | 76.8 | 76.0 | 75.6 | 75.9 | 75.9 | 76.2 |  |  |  |  |
| Catalogs Mailed | 336.1 | 110.7 | 111.2 | 98.1 | 105.8 | 425.8 | 102.7 |  |  |  |  |

Retailing International (Households as of end of period) (e) (ownership \% as of 03/31/07 in parentheses)

HSE Germany (includes Austria and Switzerland) (100\%)
Shop Channel (Japan) (30\%)

38.5
19.0


| 2006 |  |  |  |  | 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1 | Q2 | Q3 | Q4 | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |
| 39.4 | 39.0 | 39.1 | 39.2 | 39.2 | 39.5 |  |  |  |  |
| 19.6 | 20.0 | 20.4 | 20.6 | 20.6 | 20.9 |  |  |  |  |

(a) Retailing-U.S. metrics include HSN and the catalogs business. Cornerstone was acquired in April 2005.
(b) Historical return rates have changed slightly to reflect a change in our definition of gross sales to exclude commissions.
(c) Internet $\%$ is Internet demand as a percent of total Retailing- U.S. demand excluding Liquidations and Services.
(d) FTEs apply a $50 \%$ weighting towards DBS homes.
(e) Beginning in Q3 2005, HSE 2005 households have been restated to count satellite households individually,
including those where a satellite dish transmits to several households through a master antenna television system.

The financial, statistical and other information contained herein is unaudited.

IAC

## TRANSACTIONS

(rounding differences may exist)

## Ticketmaster

Number of tickets sold (mm)
Gross value of tickets sold (\$mm)

| 2005 | 2006 |  |  |  |  | 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |
| 119.4 | 31.3 | 32.8 | 30.9 | 33.2 | 128.2 | 35.9 |  |  |  |  |
| \$ 6,236 | \$ 1,576 | \$ 1,991 | \$ 1,609 | \$ 1,874 | \$ 7,050 | \$ 2,076 |  |  |  |  |

## LendingTree

Transmitted QFs (000s) (a)
Closings - units (000s) (b)
Closings - dollars (\$mm) (b)

| 2005 | 2006 |  |  |  |  |  | 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FYE 12/31 | Q1 | Q2 | Q3 | Q4 |  | 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |
| 3,241.6 | 999.4 | 1,062.2 | 1,020.6 | 901.4 |  | 3,984 | 1,002.5 |  |  |  |  |
| 283.6 | 67.0 | 70.9 | 68.7 | 60.1 |  | 266.7 | 62.1 |  |  |  |  |
| \$ 34,747 | \$ 8,119 | \$ 8,370 | \$ 8,031 | \$ 7,600 | \$ | 32,119 | \$ 7,376 |  |  |  |  |

## Real Estate

Closings - units (000s)
Closings - dollars (\$mm)

(a) Customer "Qualification Forms" (QFs) transmitted to at least one exchange lender (including LendingTree Loans) plus QFs transmitted to at least one GetSmart lender.
(b) Loan closings consist of loans closed by exchange lenders and directly by LendingTree Loans.

The financial, statistical and other information contained herein is unaudited.

IAC
MEDIA \& ADVERTISING
(rounding differences may exist)

| 2005 |  | 2006 |  |  |  |  | 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 | Q2 | Q3 | Q4 | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |
| IAC Search \& Media - Revenue by Traffic Source (a) |  |  |  |  |  |  |  |  |  |  |  |
| Proprietary |  | 64.1\% | 63.0\% | 59.3\% | 55.5\% | 60.2\% | 55.0\% |  |  |  |  |
| Network |  | 35.9\% | 37.0\% | 40.7\% | 44.5\% | 39.8\% | 45.0\% |  |  |  |  |

(a) Metrics are presented pro forma for comparison purposes. The acquisition of IAC Search \& Media (formerly Ask Jeeves, Inc.) closed on July 19, 2005.

The financial, statistical and other information contained herein is unaudited.

IAC
MEMBERSHIP \& SUBSCRIPTIONS
(rounding differences may exist)

|  | 2005 | 2006 |  |  |  |  | 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |
| Interval |  |  |  |  |  |  |  |  |  |  |  |
| Members (000s) | 1,782 | 1,804 | 1,822 | 1,843 | 1,850 | 1,850 | 1,907 |  |  |  |  |
| Confirmations (000s) | 880 | 283.6 | 227 | 213 | 204 | 928 | 301.2 |  |  |  |  |
| Share of confirmations online | 21\% | 24\% | 23\% | 25\% | 24\% | 24\% | 25\% |  |  |  |  |

## Match <br> Paid Subscribers (000s)

| 2005 | 2006 |  |  |  |  | 2007 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |
| 1,189.4 | 1,324.3 | 1,296.4 | 1,319.7 | 1,275.9 | 1,275.9 | 1,338.9 |  |  |  |  |

The financial, statistical and other information contained herein is unaudited.

