## IAC InterActiveCorp

## IAC REPORTS Q2 RESULTS

IAC/InterActiveCorp (Nasdaq: IACI) reported Q2 results today. The previously announced spin-off of Expedia, Inc. ("Expedia") is expected to occur next week, with IAC and Expedia beginning trading as independent public companies on August 9, 2005. Given the short time between our quarterly results and the spin-off date, we are providing below IAC's operating results excluding Expedia. Expedia's results are available in a separate release, also issued today. IAC's consolidated results (including Expedia) are summarized further below and provided in full later in this release.

Excluding Expedia's results, IAC reported the following:

|  | As if Expedia is $a$ Discontinued Operation in Q2 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q2 2005 |  | 22004 | Growth |
|  | \$ in millions |  |  |  |  |
| Revenue |  | \$ 1,405.4 | \$ | 976.6 | 44\% |
| Operating Income Before Amortization |  | \$ 124.3 | \$ | 89.3 | 39\% |
| Operating Income |  | \$ 66.5 | \$ | 29.3 | 127\% |

In line with our goal of simplifying and streamlining how we view and report IAC, we have introduced sector reporting that corresponds to the broad areas of interactivity in which we operate: Retailing, Services, Media \& Advertising, and Membership \& Subscriptions. We also report the performance of our Emerging Businesses and our corporate expenses. Please see page 2 for these sector results.

Each of the IAC sectors delivered double digit gains despite softness at HSN - U.S. The two largest sectors, Retailing and Services, grew by more than $40 \%$ driven primarily by the acquisition of Cornerstone Brands, a strong contribution from LendingTree and a robust summer concert season.
"This is an excellent beginning for the new IAC in our first report as a balanced enterprise of interactive businesses - and the first rate results of Expedia underscore the positive rationale for separating the assets, providing clarity in the growth of both the IAC businesses as well as the purely travel Expedia," said Chairman and CEO, Barry Diller.

Including Expedia's results, IAC reported the following:

- Revenue up $34 \%$ to $\$ 2.0$ billion
- Operating Income Before Amortization up $24 \%$ to $\$ 308.2$ million
- Operating income up $58 \%$ to $\$ 172.6$ million
- Net income of $\$ 618.1$ million; Diluted EPS of $\$ 0.89$. These include after-tax gains from the sale of Euvia and the VUE interests of $\$ 79.6$ million and $\$ 322.1$ million, respectively
- Adjusted Net Income up $23 \%$ to $\$ 214.9$ million; Adjusted EPS up $34 \%$ to $\$ 0.30$

Please see page 8 for GAAP financial statements and page 15 for definitions of non-GAAP measures.

## SECTOR RESULTS

The sector results below are presented as if IAC treated Expedia as a discontinued operation in Q2. Accordingly, certain corporate expenses, primarily non-cash compensation recognized by IAC related to Expedia employees have been excluded from these results (\$ in millions).

| REVENUE | Q2 2005 | Q2 2004 | Growth |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
| Retailing | $\$ 81.6$ | $\$$ | 517.5 | $47 \%$ |
| Services | 475.8 | 312.2 | $52 \%$ |  |
| Media \& Advertising | 11.5 | 6.9 | $66 \%$ |  |
| Membership \& Subscriptions | 161.3 | 145.6 | $11 \%$ |  |
| Emerging Businesses | 6.2 | 0.2 | $2422 \%$ |  |
| Other | $(11.1)$ | $(5.9)$ | $-87 \%$ |  |
| Total | $\$ 1,405.4$ | $\$$ | 976.6 | $44 \%$ |

OPERATING INCOME BEFORE AMORTIZATION

| Retailing | $\$$ | 58.7 | $\$$ | 42.0 | $40 \%$ |
| :--- | :---: | ---: | :---: | :---: | ---: |
| Services |  | 83.7 |  | 56.5 | $48 \%$ |
| Media \& Advertising |  | 1.9 |  | $(4.3)$ | NM |
| Membership \& Subscriptions |  | 23.6 |  | 19.4 | $21 \%$ |
| Emerging Businesses |  | $(3.4)$ | $(1.1)$ | $-221 \%$ |  |
| Corporate and other |  | $(40.2)$ | $(23.3)$ | $-73 \%$ |  |
| Total | $\$$ | 124.3 | $\$$ | 89.3 | $39 \%$ |

## OPERATING INCOME (LOSS)

Retailing
Services
Media \& Advertising
Membership \& Subscriptions
Emerging Businesses
Corporate and other
Total

| $\$$ | 42.9 | $\$$ | 28.4 | $51 \%$ |
| ---: | ---: | ---: | :---: | ---: |
|  | 66.6 |  | 43.5 | $53 \%$ |
|  | 1.8 |  | $(16.0)$ | NM |
|  | 14.7 |  | 9.3 | $59 \%$ |
|  | $(3.5)$ |  | $(1.3)$ | $-163 \%$ |
|  | $(56.1)$ | $(34.5)$ | $-62 \%$ |  |
| $\$$ | 66.5 | $\$$ | 29.3 | $127 \%$ |

For GAAP purposes Expedia will be treated as a discontinued operation by IAC beginning in Q3.

Please see page 13 for further segment detail and reconciliations to the comparable GAAP measure.

## DISCUSSION OF FINANCIAL AND OPERATING RESULTS

## RETAILING

| Revenue | Q2 2005 |  | Q2 2004 |  | Growth |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | millions |  |
| U.S. | \$ | 667.1 | \$ | 438.2 | 52\% |
| International |  | 94.5 |  | 79.3 | 19\% |
|  | \$ | 761.6 | \$ | 517.5 | 47\% |
| Operating Income Before Amortization |  |  |  |  |  |
| U.S. | \$ | 59.0 | \$ | 41.6 | 42\% |
| International |  | (0.3) |  | 0.4 | NM |
|  | \$ | 58.7 | \$ | 42.0 | 40\% |
| Operating Income |  |  |  |  |  |
| U.S. | \$ | 43.5 | \$ | 28.3 | 54\% |
| International |  | (0.6) |  | 0.1 | NM |
|  | \$ | 42.9 | \$ | 28.4 | 51\% |

Retailing results were driven primarily by the acquisition of Cornerstone Brands ("Cornerstone") in April.

The U.S. segment consists of HSN and the Cornerstone catalog and internet brands. HSN had a disappointing second quarter with modest year over year sales growth as performance was impacted by disappointing sales productivity in several merchandise categories, and certain product mix effects. Operating income before amortization grew at a slower rate than revenue for the U.S. segment because the Cornerstone brands typically operate at lower percentage margins than HSN and they were included in Q2 2005, but not in the prior year period.

Stronger performance at HSE Germany contributed to higher International revenue, which increased 14\% excluding the benefit of foreign exchange. International profit declined due to an arbitration settlement in connection with a former Spanish language service. Results for Euvia, the sale of which was completed in Q2, are included in discontinued operations and prior periods have been restated accordingly.

## SERVICES



Services results were driven primarily by contribution from LendingTree and higher ticket sales.

Ticketing results were driven by $32 \%$ higher worldwide ticket sales. Domestic ticketing revenue increased 28\%, benefiting from a considerably stronger summer concert season as compared to the prior year period and 5\% higher average revenue per ticket. International revenue grew by 45\%, or 39\% excluding the benefit of foreign exchange, driven primarily by Ticketmaster's purchase of the remaining interest in its Australian joint venture in April 2005, acquisitions in Sweden and Finland in 2004, and strong ticket sales in Canada and Ireland. These effects on international revenue were offset by lower revenue per ticket due to geographic mix and the absence of license income related to the 2004 Olympics. Ticketing profit growth reflects higher revenue, partially offset by higher domestic ticket royalties and increased costs associated with the development and support of ticketing technology.

Financial Services and Real Estate results were driven principally by 194\% higher revenue per transaction, reflecting LendingTree's strategy to close in its own name a portion of the loans sourced through the LendingTree network. The dollar value of closed loans rose $7 \%$ in the period to $\$ 8.4$ billion, with higher purchase activity and flat refinance activity. Real Estate revenue increased due to a higher number of closings and referrals, which partially benefited from the acquisition of iNest and integration of ServiceMagic’s real estate business. Financial Services and Real Estate profit growth was due primarily to higher revenue per closing, partially offset by increased marketing costs and Real Estate customer rebates. Operating income was further impacted by increased amortization of intangible assets.

## MEDIA \& ADVERTISING

|  | Q2 2005 | Q2 2004 | Growth |  |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
|  | $\$$ in millions |  |  |  |  |
| Revenue | $\$$ | 11.5 | $\$$ | 6.9 | $66 \%$ |
| Operating Income Before Amortization | $\$$ | 1.9 | $\$$ | $(4.3)$ | NM |
| Operating Income | $\$$ | 1.8 | $\$$ | $(16.0)$ | NM |

Media \& Advertising results were driven primarily by higher revenue at Citysearch which benefited from strength in its pay-for-performance business, lower operating costs and decreased amortization of intangibles. This was Citysearch’s first-ever profitable quarter. Media \& Advertising will include Ask Jeeves beginning in Q3.

## MEMBERSHIP \& SUBSCRIPTIONS

|  |  | 2005 |  | 2004 | Growth |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | \$ in millions |  |  |  |  |
| Vacations | \$ | 67.8 | \$ | 63.7 | 6\% |
| Personals |  | 61.2 |  | 48.5 | 26\% |
| Discounts |  | 33.1 |  | 34.0 | -3\% |
| Intra-sector Elimination |  | (0.7) |  | (0.6) | -14\% |
|  | \$ | 161.3 | \$ | 145.6 | 11\% |
| Operating Income Before Amortization |  |  |  |  |  |
| Vacations | \$ | 25.8 | \$ | 21.5 | 20\% |
| Personals |  | 10.4 |  | 9.5 | 9\% |
| Discounts |  | (12.7) |  | (11.6) | -9\% |
|  | \$ | 23.6 | \$ | 19.4 | 21\% |
| Operating Income |  |  |  |  |  |
| Vacations | \$ | 19.5 | \$ |  | 28\% |
| Personals |  | 9.5 |  | 7.8 | 22\% |
| Discounts |  | (14.3) |  | (13.7) | -4\% |
|  | \$ | 14.7 | \$ | 9.3 | 59\% |

Membership \& Subscriptions results were driven primarily by membership and subscriber growth.

Vacations results were driven primarily by increases in membership revenue, higher exchange confirmations and higher average fees. Vacations profit growth was due to higher revenue, lower selling and marketing expenses, and a higher percentage of online transactions, partially offset by higher general and administrative expenses.

Personals results were driven largely by a $13 \%$ increase in paid subscribers and higher average revenue per paid subscriber. Personals profit growth was the result of higher revenue and lower operating expenses, including depreciation, partially offset by higher marketing expenses in connection with Match.com's marketing campaign which began in Q1. Lower amortization of intangibles also contributed to higher operating income.

## OTHER ITEMS

Excluding the results of Expedia, which have been presented here as a discontinued operation in Q2, Operating Income Before Amortization was impacted by a $73 \%$ increase in corporate and other expense to $\$ 40.2$ million, driven mainly by transaction expenses related to the spin-off of $\$ 9.1$ million in Q 2 and $\$ 14$ million year-to-date. Operating income was impacted by the increase noted above, plus slightly higher non-cash compensation expense.

As noted on page 1, net income was impacted by the sale of Euvia and the VUE common and preferred interests in Q2, resulting in pre-tax gains of $\$ 129.3$ million and $\$ 523.5$ million, and after-tax gains of $\$ 79.6$ million and $\$ 322.1$ million, respectively. Net income was also impacted by a $\$ 62.8$ million tax benefit related to the write-off of the Company's investment in TVTS.

The consolidated effective tax rates for continuing operations and adjusted net income were $39 \%$ in Q2 2005 compared to $39 \%$ and $37 \%$, respectively, in Q2 2004. Q2 2005 effective tax rates were higher than the federal statutory rate of $35 \%$ due principally to state taxes and non-deductible transaction expenses related to the spin-off. The Q2 2005 effective tax rate for continuing operations was further impacted by the non-deductible amortization of non-cash compensation. Q2 2004 effective tax rates were higher than the federal statutory rate principally due to state taxes and the effective tax rate for continuing operations was further impacted by non-deductible amortization of intangibles.

## LIQUIDITY AND CAPITAL RESOURCES

As of June 30, 2005, IAC, on a consolidated basis, had $\$ 4.7$ billion in cash and marketable securities. This includes $\$ 264$ million in net funds collected on behalf of clients by Ticketing and $\$ 758.3$ million in combined deferred merchant bookings and deferred revenue at Expedia. As of June 30, 2005, IAC had total debt of $\$ 1.6$ billion, $\$ 789.9$ million of which is included in current maturities. Total debt consists mainly of $7.00 \%$ Senior Notes due 2013, 6.75\% Senior Notes due 2005, and short-term borrowings at LendingTree Loans, and does not include IAC’s convertible preferred stock with a balance sheet carrying value based on the par value of $\$ 0.01$ per share and an aggregate face value of $\$ 656$ million. Substantially all of the shares of the convertible preferred stock will be redeemed in connection with the spin-off.

As of June 30, 2005, IAC would have had approximately $\$ 1.8$ billion in net cash and marketable securities, pro forma for the acquisition of Ask Jeeves (including the assumption of cash and convertible debt), the spin-off of Expedia, redemption of substantially all of IAC's convertible preferred, taxes to be paid in connection with IAC's sale of the VUE interests, the maturity of IAC's 6 3/4 \% Senior Notes, and excluding LendingTree Loans' debt that is non-recourse to IAC.

## OPERATING METRICS

## RETAILING

Retailing - U.S.

| Units Shipped (mm) |  | 12.8 | 9.5 | $34 \%$ |
| :--- | :---: | :---: | :---: | :---: |
| Gross Profit $\%$ |  | $39.0 \%$ | $38.0 \%$ |  |
| Return Rate |  | $16.6 \%$ | $16.9 \%$ |  |
| Average price point |  | $\$ 57.17$ | $\$$ | 50.32 |
| Internet \% | (a) | $23 \%$ | $15 \%$ |  |
| HSN total homes - end of period (mm) |  | 88.7 | 84.1 | $5 \%$ |
| Catalogs Mailed (mm) |  | 109.3 | 16.8 | $552 \%$ |

## SERVICES

## Ticketing

| Number of tickets sold (mm) |  |  | 30.8 |  | 23.3 | 32\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross value of tickets sold (mm) |  |  | \$1,705 |  | \$1,270 | 34\% |
| Financial Services \& Real Estate |  |  |  |  |  |  |
| Loan closings - units (000s) | (b) |  | 71.4 |  | 70.1 | 2\% |
| Loan closings - dollars (mm) | (b) | \$ | 8,360 | \$ | 7,847 | 7\% |
| Real Estate closings - units (000s) |  |  | 4.0 |  | 2.6 | 53\% |
| Real Estate closings - dollars (mm) |  | \$ | 984.2 | \$ | 647.3 | 52\% |
| Total transactions - units (000s) | (c) |  | 1,664 |  | 1,672 | 0\% |
| Revenue per transaction |  | \$ | 78.31 | \$ | 26.68 | 194\% |

## MEDIA \& ADVERTISING

$\begin{array}{llllll}\text { Citysearch average monthly unique users (mm) } & \text { (d) } & 13.0 & 7.2 & 80 \%\end{array}$

## MEMBERSHIP \& SUBSCRIPTIONS

| Vacations |  |  |  |
| :--- | ---: | ---: | ---: |
| Members (000s) | 1,743 | 1,651 | $6 \%$ |
| Confirmations (000s) | 216 | 211 | $2 \%$ |
| Share of confirmations online | $20.5 \%$ | $17.5 \%$ |  |
| Personals |  |  |  |
| Paid Subscribers (000s) | $1,127.9$ | 997.6 | $13 \%$ |

(a) Internet \% is Internet demand as a percent of total Retailing - U.S. demand excluding Liquidations and Services.
(b) Loan closings consist of direct loans and loans through the exchange.
(c) Transactions are comprised of lending and real estate transmits and closings. For qualifying forms sent to multiple parties, each transmit is counted as a transaction.
(d) Internal estimate.

## GAAP FINANCIAL STATEMENTS

## IAC CONSOLIDATED STATEMENT OF OPERATIONS (unaudited; \$ in thousands except per share amounts)

|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  | 2004 |  | 2005 |  | 2004 |  |
| Service revenue | \$ | 1,160,649 | \$ | 919,312 | \$ | 2,177,151 | \$ | 1,764,470 |
| Product sales |  | 799,567 |  | 543,988 |  | 1,426,269 |  | 1,131,320 |
| Net revenue |  | 1,960,216 |  | 1,463,300 |  | 3,603,420 |  | 2,895,790 |
| Cost of sales-service revenue |  | 418,434 |  | 331,356 |  | 783,638 |  | 656,388 |
| Cost of sales-product sales |  | 486,989 |  | 336,238 |  | 869,817 |  | 701,506 |
| Gross profit |  | 1,054,793 |  | 795,706 |  | 1,949,965 |  | 1,537,896 |
| Selling and marketing expense |  | 423,092 |  | 295,649 |  | 760,674 |  | 599,415 |
| General and administrative expense |  | 234,947 |  | 171,041 |  | 447,842 |  | 336,250 |
| Other operating expense |  | 27,606 |  | 21,063 |  | 54,931 |  | 41,141 |
| Amortization of cable distribution fees |  | 17,054 |  | 17,811 |  | 33,781 |  | 35,033 |
| Amortization of non-cash distribution and marketing expense |  | 3,485 |  | 4,733 |  | 3,917 |  | 11,072 |
| Amortization of non-cash compensation expense |  | 59,382 |  | 55,342 |  | 109,910 |  | 124,310 |
| Amortization of intangibles |  | 72,828 |  | 78,511 |  | 147,204 |  | 156,808 |
| Depreciation expense |  | 43,848 |  | 42,286 |  | 87,991 |  | 83,914 |
| Operating income |  | 172,551 |  | 109,270 |  | 303,715 |  | 149,953 |
| Other income (expense): |  |  |  |  |  |  |  |  |
| Interest income |  | 45,741 |  | 48,126 |  | 99,750 |  | 93,334 |
| Interest expense |  | $(18,946)$ |  | $(19,457)$ |  | $(40,609)$ |  | $(38,850)$ |
| Gain on sale of VUE |  | 523,487 |  | - |  | 523,487 |  | - |
| Equity in the income of VUE |  | 43,126 |  | 11,038 |  | 21,960 |  | 10,686 |
| Equity in the income of unconsolidated affiliates and other |  | 19,080 |  | 5,195 |  | 24,000 |  | 12,370 |
| Total other income, net |  | 612,488 |  | 44,902 |  | 628,588 |  | 77,540 |
| Earnings from continuing operations before income taxes and minority interest |  | 785,039 |  | 154,172 |  | 932,303 |  | 227,493 |
| Income tax expense |  | $(304,327)$ |  | $(59,417)$ |  | $(376,039)$ |  | $(88,241)$ |
| Minority interest in income of consolidated subsidiaries |  | $(1,469)$ |  | (974) |  | $(1,820)$ |  | $(1,485)$ |
| Earnings from continuing operations |  | 479,243 |  | 93,781 |  | 554,444 |  | 137,767 |
| Gain on sale of Euvia, net of tax |  | 79,648 |  | - |  | 79,648 |  | - |
| Income (loss) from discontinued operations, net of tax |  | 62,492 |  | $(20,585)$ |  | 59,502 |  | $(23,044)$ |
| Earnings before preferred dividends |  | 621,383 |  | 73,196 |  | 693,594 |  | 114,723 |
| Preferred dividends |  | $(3,263)$ |  | $(3,262)$ |  | $(6,526)$ |  | $(6,526)$ |
| Net earnings available to common shareholders | \$ | 618,120 | \$ | 69,934 | \$ | 687,068 | \$ | 108,197 |
| Earnings per share |  |  |  |  |  |  |  |  |
| Basic earnings per share from continuing operations | \$ | 0.74 | \$ | 0.13 | \$ | 0.82 | \$ | 0.19 |
| Diluted earnings per share from continuing operations | \$ | 0.68 | \$ | 0.12 | \$ | 0.76 | \$ | 0.17 |
| Basic earnings per share | \$ | 0.96 | \$ | 0.10 | \$ | 1.02 | \$ | 0.16 |
| Diluted earnings per share | \$ | 0.89 | \$ | 0.09 | \$ | 0.95 | \$ | 0.14 |

## IAC CONSOLIDATED BALANCE SHEET (unaudited; \$ in thousands)

|  |  | $\begin{gathered} \hline \text { June 30, } \\ 2005 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \hline \text { ecember 31, } \\ & 2004 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | ASSETS |  |  |  |
| CURRENT ASSETS |  |  |  |  |
| Cash and cash equivalents |  | \$ 2,492,039 | \$ | 1,099,698 |
| Restricted cash and cash equivalents |  | 69,414 |  | 41,377 |
| Marketable securities |  | 2,143,878 |  | 2,409,745 |
| Accounts and notes receivable, net |  | 611,298 |  | 497,485 |
| Loans available for sale, net |  | 427,383 |  | 206,256 |
| Inventories, net |  | 388,129 |  | 240,977 |
| Deferred income taxes |  | 170,450 |  | 109,752 |
| Assets held for sale |  | 5,149 |  | 339,880 |
| Other current assets |  | 256,178 |  | 170,597 |
| Total current assets |  | 6,563,918 |  | 5,115,767 |
| Computer and broadcast equipment |  | 852,998 |  | 789,236 |
| Buildings and leasehold improvements |  | 175,504 |  | 163,972 |
| Furniture and other equipment |  | 181,487 |  | 158,298 |
| Land |  | 20,394 |  | 21,168 |
| Projects in progress |  | 147,528 |  | 71,247 |
|  |  | 1,377,911 |  | 1,203,921 |
| Less: accumulated depreciation and amortization |  | $(801,085)$ |  | $(695,238)$ |
| Total property, plant and equipment 576,826 508,683 |  |  |  |  |
| Goodwill |  | 11,741,157 |  | 11,210,964 |
| Intangible assets, net |  | 2,540,096 |  | 2,333,663 |
| Long-term investments |  | 119,085 |  | 1,609,335 |
| Preferred interest exchangeable for common stock |  | - |  | 1,428,530 |
| Cable distribution fees, net |  | 57,109 |  | 77,484 |
| Notes receivable and advances, net of current portion |  | 625 |  | 615 |
| Deferred charges and other |  | 177,026 |  | 105,075 |
| Non-current assets of discontinued operations |  | 7,731 |  | 8,749 |
| TOTAL ASSETS |  | \$ 21,783,573 | \$ | 22,398,865 |

LIABILITIES AND SHAREHOLDERS' EQUITY

## CURRENT LIABILITIES

Current maturities of long-term obligations and short-term borrowings
Accounts payable, trade
Accounts payable, client accounts
Accrued distribution fees
Deferred merchant bookings
Deferred revenue
Income tax payable
Liabilities held for sale
Other accrued liabilities
Current liabilities of discontinued operations
Total current liabilities
Long-term obligations, net of current maturitie
Other long-term liabilities
Non-current liabilities of discontinued operations
Deferred income taxes
Common stock exchangeable for preferred interest
Minority interest

## SHAREHOLDERS' EQUITY

Preferred stock
Common stock
Class B convertible common stock
Additional paid-in capital
Retained earnings
Accumulated other comprehensive income
Treasury stock
Note receivable from key executive for common stock issuance
Total shareholders' equity

| 131 | 131 |
| ---: | ---: |
| 7,021 | 6,970 |
| 646 | 646 |
| $15,637,219$ | $14,058,797$ |
| $3,115,828$ | $2,428,760$ |
| 32,777 | 81,051 |
| $(4,543,600)$ | $(1,966,053)$ |
| $(4,998)$ | $(4,998)$ |
| $14,245,024$ | $14,605,304$ |
| $\$ 21,783,573$ | $\$ 22,398,865$ |

## IAC CONSOLIDATED STATEMENTS OF CASH FLOWS <br> (unaudited; \$ in thousands)

## Cash flows from operating activities:

Earnings from continuing operations
Adjustments to reconcile earnings from continuing operations to net cash provided by operating activities:

Depreciation and amortization
Amortization of non-cash distribution and marketing expense
Amortization of non-cash compensation expense
Amortization of cable distribution fees
Amortization of deferred financing costs
Deferred income taxes
Gain on sale of VUE
Equity in income of unconsolidated affiliates, including VUE
Non-cash interest income
Minority interest in income of consolidated subsidiaries
Increase in cable distribution fees
Changes in current assets and liabilities:
Accounts and notes receivable
Loans available for sale
Inventories
Prepaids and other assets
Accounts payable and accrued liabilities
Deferred revenue
Deferred merchant bookings
Funds collected by Ticketmaster on behalf of clients, net
Other, net
Net cash provided by operating activities
Cash flows provided by (used in) investing activities:
Acquisitions, net of cash acquired
Capital expenditures
(Increase) decrease in long-term investments and notes receivable
Purchase of marketable securities
Proceeds from sale of marketable securities
Proceeds from sale of VUE
Proceeds from sale of Euvia
Other, net
Net cash provided by (used in) investing activities
Cash flows used in financing activities:
Warehouse loan borrowings, net
Principal payments on long-term obligations
Purchase of treasury stock by IAC
Proceeds from subsidiary stock, including stock options
Proceeds from issuance of common stock, including stock options
Preferred dividends
Other, net
Net cash used in financing activities
Net cash (used in) provided by discontinued operations
Effect of exchange rates changes on cash and cash equivalents
Net increase in cash and cash equivalents
Cash and cash equivalents at beginning of period
Cash and cash equivalents at end of period


## DILUTIVE SECURITIES

IAC has various tranches of dilutive securities. The table below details these securities as well as potential dilution at various stock prices (shares in millions):

|  | Shares | Avg. Strike / Conversion |  | $\begin{aligned} & \hline \text { s of } \\ & 25 / 05 \\ & \hline \end{aligned}$ | Dilution at: |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average Share Price |  |  | \$ | 26.78 | \$ | 30.00 | \$ | 35.00 | \$ | 40.00 | \$ | 45.00 |
| Absolute Shares as of 7/25/05 | 669.0 |  |  | 669.0 |  | 669.0 |  | 669.0 |  | 669.0 |  | 669.0 |
| RSUs | 11.3 |  |  | 11.3 |  | 11.3 |  | 11.3 |  | 11.3 |  | 11.3 |
| Options | 91.9 | \$ 14.21 |  | 27.0 |  | 28.8 |  | 31.2 |  | 33.1 |  | 34.7 |
| Warrants | 71.9 | \$ 24.82 |  | 11.0 |  | 14.4 |  | 19.6 |  | 25.9 |  | 30.8 |
| Convertible Notes | 8.6 | \$ 13.34 |  | 8.6 |  | 8.6 |  | 8.6 |  | 8.6 |  | 8.6 |
| Convertible Preferred | 19.4 | $\begin{gathered} \$ 33.75 \\ \text { (initial) } \end{gathered}$ |  | 0.0 |  | 0.0 |  | 19.4 |  | 20.2 |  | 20.8 |
| Total Treasury Method Dilution |  |  |  | 58.0 |  | 63.1 |  | 90.2 |  | 99.2 |  | 106.3 |
| \% Dilution |  |  |  | 8.0\% |  | 8.6\% |  | 11.9\% |  | 12.9\% |  | 13.7\% |
| Total Treasury Method Diluted S | tanding |  |  | 727.0 |  | 732.1 |  | 759.3 |  | 768.2 |  | 775.3 |

IAC has outstanding approximately 12.4 million shares of restricted stock and restricted stock units ("RSUs"), which generally vest over five years from date of grant, including 5.6 million issued in 2005, and 1.1 million which will be settled in cash and therefore have no dilutive effect.

The shares above reflect the acquisition of Ask Jeeves on July 19, 2005. The shares above do not reflect the reverse 1 -for-2 stock split IAC intends to do immediately prior to, and the adjustments as a result of, the spin-off of Expedia. Also, in connection with the spin-off, holders of over 99\% of IAC's convertible preferred stock elected to receive $\$ 50$ in cash per share plus accrued and unpaid dividends in return for their shares. This amount will be paid upon completion of the spin-off.

IAC has repurchased 52.8 million shares year-to-date under its authorized plan through July 31, at an average price of $\$ 22.21$, including 48 million shares purchased during Q2 at an average price of $\$ 22.24$. Additionally, IAC repurchased 56.6 million shares in connection with the VUE transaction.

## RECONCILIATIONS OF GAAP TO NON-GAAP MEASURES

## IAC RECONCILIATION OF CASH FLOW FROM OPERATIONS TO FREE CASH FLOW (unaudited; in millions)

Net Cash Provided by Operating Activities
Warehouse loans payable
Capital expenditures
Preferred dividend paid
Free Cash Flow

| Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: |
| $\mathbf{2 0 0 5}$ |  | 2004 |  |
| $\$$ | 915.5 | $\$$ | 964.2 |
|  | 217.2 |  | - |
|  | $(143.4)$ | $(99.6)$ |  |
|  | $(6.5)$ | $(6.5)$ |  |
| $\$$ | 982.8 | $\$$ | 858.1 |

For the six months ended June 30, 2005, consolidated free cash flow increased by $\$ 124.7$ million due primarily to higher earnings, an increased contribution to working capital from deferred merchant bookings and deferred revenue at Expedia, and Ticketing client cash, offset by increases in accounts receivable at Expedia and Retailing, higher cash taxes paid, higher capital expenditures and higher inventory at Retailing. Free Cash Flow includes an increase in warehouse loans payable in Financial Services and Real Estate, which is offset by a use of working capital related to an increase in loans held for sale. Deferred merchant bookings and deferred revenue at Expedia contributed $\$ 391.0$ million to the change in operating cash flows during the period, versus $\$ 292.0$ million in the prior year. Ticketing client cash contributed $\$ 120.2$ million to the change in operating cash flows, versus $\$ 50.2$ million in the prior year.

## IAC RECONCILIATION OF GAAP EPS TO ADJUSTED EPS

(unaudited; \$ in thousands except per share amounts)

|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  | 2004 |  | 2005 |  | 2004 |  |
| Diluted earnings per share | \$ | 0.89 | \$ | 0.09 | \$ | 0.95 | \$ | 0.14 |
| GAAP diluted weighted average shares outstanding |  | 700,355 |  | 750,622 |  | 727,417 |  | 751,395 |
| Net income | \$ | 618,120 | \$ | 69,934 | \$ | 687,068 | \$ | 108,197 |
| Amortization of distribution and marketing expense |  | 3,485 |  | 4,733 |  | 3,917 |  | 11,072 |
| Amortization of compensation expense |  | 59,382 |  | 55,342 |  | 109,910 |  | 124,310 |
| Amortization of intangibles |  | 72,828 |  | 78,511 |  | 147,204 |  | 156,808 |
| Gain on sale of Euvia, net of tax |  | $(79,648)$ |  | - |  | $(79,648)$ |  | - |
| Discontinued operations, net of tax |  | $(62,492)$ |  | 20,585 |  | $(59,502)$ |  | 23,044 |
| Gain on sale of VUE |  | $(523,487)$ |  | - |  | $(523,487)$ |  | - |
| Equity in the income of VUE |  | $(43,126)$ |  | $(11,038)$ |  | $(21,960)$ |  | $(10,686)$ |
| Impact of income taxes and minority interest |  | 166,559 |  | $(45,926)$ |  | 121,569 |  | $(103,217)$ |
| Preferred dividends |  | 3,263 |  | 3,262 |  | 6,526 |  | 6,526 |
| Adjusted Net Income | \$ | 214,884 | \$ | 175,403 | \$ | 391,597 | \$ | 316,054 |
| Adjusted EPS weighted average shares outstanding |  | 711,046 |  | 776,534 |  | 737,329 |  | 777,031 |
| Adjusted EPS | \$ | 0.30 | \$ | 0.23 | \$ | 0.53 | \$ | 0.41 |
| GAAP Basic weighted average shares outstanding |  | 643,716 |  | 698,564 |  | 670,958 |  | 698,032 |
| Options, warrants and restricted stock, treasury method |  | 37,205 |  | 52,058 |  | 37,025 |  | 53,363 |
| Conversion of preferred shares to common (if applicable) |  | 19,434 |  | - |  | 19,434 |  | - |
| GAAP Diluted weighted average shares outstanding |  | 700,355 |  | 750,622 |  | 727,417 |  | 751,395 |
| Add'l restricted shares and convertible preferred (if applicable) |  | 10,691 |  | 25,912 |  | 9,912 |  | 25,636 |
| Adjusted EPS shares outstanding |  | 711,046 |  | 776,534 |  | 737,329 |  | 777,031 |

For adjusted EPS purposes, the impact of RSU's is based on the weighted average amount of RSU's outstanding as compared with shares outstanding for GAAP purposes, which includes RSU's on a treasury method basis.

IAC RECONCILIATION OF DETAILED SEGMENT RESULTS TO GAAP Q2 AND YTD
(unaudited; \$ in millions; rounding differences may occur)

|  | Three Months Ended June 30, |  |  |  | Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  | 2004 |  | 2005 |  | 2004 |  |
| Revenue |  |  |  |  |  |  |  |  |
| Retailing: |  |  |  |  |  |  |  |  |
| U.S. | \$ | 667.1 | \$ | 438.2 | \$ | 1,165.1 | \$ | 906.0 |
| International |  | 94.5 |  | 79.3 |  | 195.4 |  | 172.6 |
| Total Retailing |  | 761.6 |  | 517.5 |  | 1,360.5 |  | 1,078.5 |
| Services: |  |  |  |  |  |  |  |  |
| Ticketing |  | 257.8 |  | 195.1 |  | 469.1 |  | 397.4 |
| Financial Services \& Real Estate |  | 130.3 |  | 44.6 |  | 236.2 |  | 84.3 |
| Teleservices |  | 77.0 |  | 72.5 |  | 154.1 |  | 144.3 |
| Home Services |  | 10.6 |  | - |  | 18.3 |  | - |
| Total Services |  | 475.8 |  | 312.2 |  | 877.7 |  | 626.1 |
| Media \& Advertising |  | 11.5 |  | 6.9 |  | 20.5 |  | 12.7 |
| Membership \& Subscriptions: |  |  |  |  |  |  |  |  |
| Vacations |  | 67.8 |  | 63.7 |  | 142.8 |  | 133.1 |
| Personals |  | 61.2 |  | 48.5 |  | 115.3 |  | 97.3 |
| Discounts |  | 33.1 |  | 34.0 |  | 57.7 |  | 60.3 |
| Intra-sector elimination |  | (0.7) |  | (0.6) |  | (0.7) |  | (0.6) |
| Total Membership \& Subscriptions |  | 161.3 |  | 145.6 |  | 315.1 |  | 290.1 |
| Expedia, Inc. |  | 555.0 |  | 487.0 |  | 1,040.1 |  | 900.2 |
| Emerging Businesses |  | 6.2 |  | 0.2 |  | 10.0 |  | 0.2 |
| Other |  | (11.3) |  | (6.2) |  | (20.4) |  | (12.2) |
| Total Revenue | \$ | 1,960.2 | \$ | 1,463.3 | \$ | 3,603.4 | \$ | 2,895.8 |
| Operating Income Before Amortization |  |  |  |  |  |  |  |  |
| Retailing: |  |  |  |  |  |  |  |  |
| U.S. | \$ | 59.0 | \$ | 41.6 | \$ | 115.5 | \$ | 83.2 |
| International |  | (0.3) |  | 0.4 |  | 2.5 |  | 1.7 |
| Total Retailing |  | 58.7 |  | 42.0 |  | 118.0 |  | 84.8 |
| Services: |  |  |  |  |  |  |  |  |
| Ticketing |  | 62.7 |  | 46.7 |  | 109.7 |  | 93.5 |
| Financial Services and Real Estate |  | 15.0 |  | 5.6 |  | 24.7 |  | 8.7 |
| Teleservices |  | 2.4 |  | 4.2 |  | 6.6 |  | 7.4 |
| Home Services |  | 3.6 |  | - |  | 5.6 |  | - |
| Total Services |  | 83.7 |  | 56.5 |  | 146.7 |  | 109.6 |
| Media \& Advertising: |  | 1.9 |  | (4.3) |  | 1.0 |  | (9.0) |
| Membership \& Subscriptions: |  |  |  |  |  |  |  |  |
| Vacations |  | 25.8 |  | 21.5 |  | 58.9 |  | 47.6 |
| Personals |  | 10.4 |  | 9.5 |  | 15.9 |  | 15.9 |
| Discounts |  | (12.7) |  | (11.6) |  | (24.7) |  | (20.2) |
| Total Membership \& Subscriptions |  | 23.6 |  | 19.4 |  | 50.1 |  | 43.2 |
| Expedia, Inc. |  | 177.4 |  | 155.4 |  | 317.4 |  | 257.0 |
| Emerging Businesses |  | (3.4) |  | (1.1) |  | (5.9) |  | (1.8) |
| Corporate Expense and other |  | (33.7) |  | (20.1) |  | (62.6) |  | (41.8) |
| Total Operating Income Before Amortization | \$ | 308.2 | \$ | 247.9 | \$ | 564.7 | \$ | 442.1 |
| Amortization of Non-Cash Items |  |  |  |  |  |  |  |  |
| Retailing: |  |  |  |  |  |  |  |  |
| U.S. | \$ | 15.5 | \$ | 13.2 | \$ | 28.7 | \$ | 26.5 |
| International |  | 0.3 |  | 0.3 |  | 0.7 |  | 0.7 |
| Total Retailing |  | 15.8 |  | 13.6 |  | 29.4 |  | 27.1 |
| Services: |  |  |  |  |  |  |  |  |
| Ticketing |  | 7.4 |  | 6.2 |  | 14.4 |  | 12.4 |
| Financial Services and Real Estate |  | 8.8 |  | 6.8 |  | 21.8 |  | 13.4 |
| Teleservices |  | - |  | - |  | - |  | - |
| Home Services |  | 0.9 |  | - |  | 0.5 |  | - |
| Total Services |  | 17.1 |  | 13.0 |  | 36.7 |  | 25.8 |
| Media \& Advertising |  | 0.1 |  | 11.7 |  | 0.1 |  | 23.8 |
| Membership \& Subscriptions: |  |  |  |  |  |  |  |  |
| Vacations |  | 6.3 |  | 6.3 |  | 12.6 |  | 12.6 |
| Personals |  | 0.9 |  | 1.7 |  | 1.9 |  | 5.2 |
| Discounts |  | 1.6 |  | 2.1 |  | 3.3 |  | 4.3 |
| Total Membership \& Subscriptions |  | 8.8 |  | 10.2 |  | 17.8 |  | 22.1 |
| Expedia, Inc. |  | 36.2 |  | 35.4 |  | 68.6 |  | 70.5 |
| Emerging Businesses |  | 0.1 |  | 0.3 |  | 0.2 |  | 0.3 |
| Corporate Expense and other |  | 57.5 |  | 54.4 |  | 108.3 |  | 122.5 |
| Total amortization of non-cash items | \$ | 135.7 | \$ | 138.6 | \$ | 261.0 | \$ | 292.2 |

## IAC RECONCILIATION OF DETAILED SEGMENT RESULTS TO GAAP - continued

(unaudited; \$ in millions; rounding differences may occur)


## DEFINITIONS OF NON-GAAP MEASURES

Operating Income Before Amortization is defined as operating income excluding: (1) amortization of non-cash distribution, marketing and compensation expense, (2) amortization of intangibles and goodwill impairment, if applicable, (3) pro forma adjustments for significant acquisitions, if applicable, and (4) one-time items, if applicable. We believe this measure is useful to investors because it represents the consolidated operating results from IAC's segments, taking into account depreciation, which we believe is an ongoing cost of doing business, but excluding the effects of any other non-cash expenses. Operating Income Before Amortization has certain limitations in that it does not take into account the impact to IAC's statement of operations of certain expenses, including non-cash compensation, non-cash payments to partners, and acquisition-related accounting.

Adjusted Net Income generally captures all items on the statement of operations that have been, or ultimately will be, settled in cash and is defined as net income available to common shareholders excluding: (1) amortization of non-cash distribution, marketing and compensation expense, (2) amortization of intangibles and goodwill impairment, if applicable, (3) pro forma adjustments for significant acquisitions, if applicable, (4) equity income or loss from IAC's $5.44 \%$ interest in VUE and gain on the sale of IAC's interest in VUE, (5) one-time items, net of related tax, and minority interest, if applicable and (6) discontinued operations, net of tax. We believe Adjusted Net Income is useful to investors because it represents IAC's consolidated results, taking into account depreciation, which we believe is an ongoing cost of doing business, as well as other charges which are not allocated to the operating businesses such as interest expense, taxes and minority interest, but excluding the effects of any other non-cash expenses.

Adjusted EPS is defined as Adjusted Net Income divided by weighted fully diluted shares outstanding for Adjusted EPS purposes. We include dilution from options and warrants per the treasury stock method and include all shares relating to restricted stock/share units ("RSU") in shares outstanding for Adjusted EPS. This differs from the GAAP method for including RSUs, which treats them on a treasury method basis. In addition, convertible instruments are assumed to be converted in determining shares outstanding for Adjusted EPS, if the effect is dilutive. Shares outstanding for Adjusted EPS purposes are therefore higher than shares outstanding for GAAP EPS purposes. We believe Adjusted EPS is useful to investors because it represents, on a per share basis, IAC's consolidated results, taking into account depreciation, which we believe is an ongoing cost of doing business, as well as other charges which are not allocated to the operating businesses such as interest expense, taxes and minority interest, but excluding the effects of any other non-cash expenses. Adjusted Net Income and Adjusted EPS have the same limitations as Operating Income Before Amortization, and in addition Adjusted Net Income and Adjusted EPS do not account for IAC's passive former ownership in VUE. Therefore, we think it is important to evaluate these measures along with our consolidated statement of operations.

Free Cash Flow is defined as net cash provided by operating activities, including preferred dividends received from VUE, less capital expenditures, investments to fund Retailing International unconsolidated operations and preferred dividends paid by IAC. In addition, Free Cash Flow includes tax distributions on the VUE common and preferred interests upon receipt of the distributions by IAC. For purposes of Free Cash Flow, we also include changes in warehouse loans payable in Financial Services and Real Estate due to the close connection that exists with changes in loans held by sale which are included in cash provided by operations. We believe Free Cash Flow is useful to investors because it represents the cash that our operating businesses generate, before taking into account cash movements that are non-operational.

Free Cash Flow has certain limitations in that it does not represent the total increase or decrease in the cash balance for the period, nor does it represent the residual cash flow for discretionary expenditures. For example, it does not take into account stock repurchases. Therefore, we think it is important to evaluate Free Cash Flow along with our consolidated statement of cash flows.

We endeavor to compensate for the limitations of the non-GAAP measures presented by also providing the comparable GAAP measures, GAAP financial statements, and descriptions of the reconciling items and adjustments, to derive the non-GAAP measures. For IAC’s Principles of Financial Reporting, a detailed explanation of why we believe these non-GAAP measures are useful to investors and management, please refer to IAC's website at www.iac.com/investors.htm.

## OTHER INFORMATION

## CONFERENCE CALL

IAC will audiocast its conference call with investors and analysts discussing the company's Q2 financial results and certain forward-looking information on Tuesday, August 2, 2005, at 10:00 a.m. Eastern Time (ET). The live audiocast is open to the public at www.iac.com/investors.htm.

## ADDITIONAL INFORMATION AND WHERE TO FIND IT

## Safe Harbor Statement Under the Private Securities Litigation Reform Act of 1995

This press release contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include statements relating to IAC's anticipated financial performance, business prospects, new developments, pending transactions and similar matters, and/or statements that use words such as "anticipates," "estimates," "expects," "intends," "plans," "believes" and similar expressions. These forward-looking statements are based on management's current expectations and assumptions, 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 the forward-looking statements included in this report for a variety of reasons, including, among others: adverse changes in economic conditions generally or in any of the markets or industries in which IAC's businesses operate, changes in senior management at IAC and/or its businesses, the rate of growth of the Internet, the e-commerce industry and broadband access, the rate of online migration in the various markets and industries in which IAC's businesses operate, the ability of IAC to expand successfully in international markets, the successful completion of pending corporate transactions and the integration of acquired businesses, and the integrity, security and redundancy of the systems and networks of IAC and its businesses. Certain of these and other risks and uncertainties are discussed in IAC's filings with the Securities and Exchange Commission ("SEC"). Other unknown or unpredictable factors also could have a material adverse effect on IAC's business, financial condition and results of operations. In light of these risks and uncertainties, the forward-looking statements discussed in this press release may not occur. Accordingly, readers should not place undue reliance on these forward-looking statements, which only reflect the views of IAC management as of the date of this press release.

IAC is not under any obligation and does not intend to publicly update or review any of these forward-looking statements contained in this press release, whether as a result of new information, future events or otherwise, even if experience or future events make it clear that any expected results expressed or implied by those forward-looking statements will not be realized.

## ADDITIONAL INFORMATION ABOUT THE SPIN-OFF

As previously announced, IAC intends to spin-off its travel-related businesses into a separate publicly-traded company. In connection with the proposed spin-off, IAC has filed a proxy statement/prospectus with the SEC. Stockholders of IAC are urged to read the proxy statement/prospectus, because it contains important information about IAC, the proposed spin-off transaction and related matters. Investors and security holders can obtain free copies of the proxy statement/prospectus by contacting Investor Relations, IAC/InterActiveCorp, Carnegie Hall Tower, 152 W. 57th Street, 42nd Floor, New York, NY 10019 (Telephone: (212) 314-7400). Investors and security holders can also obtain free copies of the proxy statement/prospectus and other documents filed by IAC and Expedia with the SEC in connection with the proposed spin-off at the SEC's web site at www.sec.gov. In addition to the proxy statement, IAC files annual, quarterly and current reports, proxy statements and other information with the SEC, each of which should be available at the SEC's web site at www.sec.gov. You may also read and copy any reports, statements and other information filed by IAC at the SEC public reference room at 450 Fifth Street, N.W., Washington, D.C. 20549. Please call the SEC at 1-800-SEC-0330 for further information.

## About IAC/InterActiveCorp

IAC operates leading and diversified businesses in sectors being transformed by the internet, online and offline... our mission is to harness the power of interactivity to make daily life easier and more productive for people all over the world. To view a full list of the companies of IAC please visit our website at http://iac.com

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