

**IAC**  
Q3 2013 Earnings  
Supplemental Financial Information and Operating Metrics

**Table of Contents**

---

	<u>Page(s)</u>
Financial Information:	
Financial Results and Reconciliations	2-4
Operating Metrics:	
Search & Applications	5
Match	6
HomeAdvisor	7

# IAC

## Financial Results and Reconciliations

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

	2011	2012					2013				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
<b>Revenue</b>											
Search & Applications	\$ 1,040.5	\$ 343.2	\$ 348.8	\$ 370.2	\$ 403.6	\$ 1,465.8	\$ 397.2	\$ 427.4	\$ 407.3		
Match	518.0	174.3	178.4	178.2	182.6	713.4	188.9	194.3	201.1		
Local	303.4	77.1	84.5	84.3	76.7	322.6	74.9	84.7	62.8		
Media	70.2	15.9	38.4	52.7	57.8	164.8	45.3	58.0	51.0		
Other	128.1	30.2	30.6	29.1	44.7	134.6	36.0	35.0	35.1		
Intercompany Elimination	(0.7)	(0.1)	(0.1)	(0.1)	(0.1)	(0.3)	(0.1)	(0.1)	(0.4)		
Total revenue	<u>\$ 2,059.4</u>	<u>\$ 640.6</u>	<u>\$ 680.6</u>	<u>\$ 714.5</u>	<u>\$ 765.3</u>	<u>\$ 2,800.9</u>	<u>\$ 742.2</u>	<u>\$ 799.4</u>	<u>\$ 756.9</u>		
<b>Operating Income Before Amortization</b>											
Search & Applications	\$ 205.0	\$ 73.5	\$ 74.1	\$ 69.2	\$ 96.4	\$ 313.1	\$ 93.6	\$ 96.0	\$ 94.6		
Match	156.3	37.3	62.6	60.0	65.8	225.8	46.3	67.6	68.4		
Local	28.3	4.0	11.8	7.8	1.3	24.9	(1.0)	2.0	12.4		
Media	(15.8)	(6.4)	(6.8)	(12.2)	(19.4)	(44.8)	(8.4)	(3.5)	(8.0)		
Other	(2.5)	(1.4)	(1.8)	(2.3)	(0.7)	(6.1)	(2.5)	(3.4)	(1.9)		
Corporate	(62.8)	(15.7)	(16.3)	(15.9)	(20.1)	(68.0)	(15.3)	(17.7)	(15.6)		
Total Operating Income Before Amortization	<u>\$ 308.4</u>	<u>\$ 91.3</u>	<u>\$ 123.7</u>	<u>\$ 106.6</u>	<u>\$ 123.4</u>	<u>\$ 445.0</u>	<u>\$ 112.8</u>	<u>\$ 140.9</u>	<u>\$ 150.0</u>		
<b>Non-cash compensation expense</b>											
Search & Applications	\$ 0.2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Match	(1.6)	(0.9)	(0.6)	(0.6)	(0.8)	(2.8)	0.2	(0.4)	(0.3)		
Local	-	-	-	-	-	-	-	-	-		
Media	(0.4)	(0.3)	(0.2)	(0.1)	(0.2)	(0.8)	(0.2)	(0.2)	(0.2)		
Other	(0.3)	-	(0.1)	(0.1)	(0.1)	(0.1)	-	-	-		
Corporate	(86.4)	(20.3)	(19.6)	(22.7)	(19.3)	(81.9)	(12.6)	(11.2)	(13.8)		
Total non-cash compensation expense	<u>\$ (88.6)</u>	<u>\$ (21.5)</u>	<u>\$ (20.4)</u>	<u>\$ (23.4)</u>	<u>\$ (20.4)</u>	<u>\$ (85.6)</u>	<u>\$ (12.7)</u>	<u>\$ (11.8)</u>	<u>\$ (14.4)</u>		
<b>Amortization of intangibles</b>											
Search & Applications	\$ (1.2)	\$ -	\$ -	\$ (0.1)	\$ (7.3)	\$ (7.5)	\$ (6.7)	\$ (6.7)	\$ (6.9)		
Match	(17.1)	(6.5)	(5.0)	(3.3)	(2.6)	(17.5)	(4.0)	(4.6)	(2.7)		
Local	(2.8)	(0.2)	(0.2)	(0.5)	(2.4)	(3.2)	(2.4)	(5.9)	(2.6)		
Media	-	-	(0.3)	(0.9)	(5.0)	(6.2)	(0.2)	(0.3)	(0.3)		
Other	(1.1)	(0.4)	(0.4)	(0.4)	(0.4)	(1.5)	(0.7)	(0.6)	(0.6)		
Corporate	-	-	-	-	-	-	-	-	-		
Total amortization of intangibles	<u>\$ (22.1)</u>	<u>\$ (7.0)</u>	<u>\$ (5.8)</u>	<u>\$ (5.2)</u>	<u>\$ (17.7)</u>	<u>\$ (35.8)</u>	<u>\$ (14.1)</u>	<u>\$ (18.1)</u>	<u>\$ (13.0)</u>		
<b>Acquisition-related contingent consideration fair value adjustment</b>											
Search & Applications	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Match	-	-	-	-	-	-	(1.5)	(4.2)	(0.6)		
Local	-	-	-	-	-	-	-	-	-		
Media	-	-	-	-	-	-	-	-	-		
Other	-	-	-	-	-	-	-	-	-		
Corporate	-	-	-	-	-	-	-	-	-		
Total acquisition-related contingent consideration fair value adjustment	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (1.5)</u>	<u>\$ (4.2)</u>	<u>\$ (0.6)</u>		

# IAC

## Financial Results and Reconciliations

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

	2011	2012					2013				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
<b>Operating income (loss)</b>											
Search & Applications	\$ 204.0	\$ 73.5	\$ 74.1	\$ 69.0	\$ 89.1	\$ 305.6	\$ 87.0	\$ 89.3	\$ 87.8		
Match	137.6	29.9	57.1	56.1	62.4	205.5	41.0	58.4	64.8		
Local	25.5	3.8	11.7	7.3	(1.1)	21.7	(3.4)	(4.0)	9.9		
Media	(16.3)	(6.7)	(7.3)	(13.2)	(24.6)	(51.8)	(8.8)	(4.0)	(8.5)		
Other	(3.9)	(1.7)	(2.2)	(2.7)	(1.1)	(7.7)	(3.2)	(4.1)	(2.5)		
Corporate	(149.2)	(36.0)	(35.9)	(38.6)	(39.4)	(149.8)	(27.9)	(29.0)	(29.4)		
<b>Total operating income</b>	<b>\$ 197.8</b>	<b>\$ 62.8</b>	<b>\$ 97.5</b>	<b>\$ 78.0</b>	<b>\$ 85.3</b>	<b>\$ 323.6</b>	<b>\$ 84.6</b>	<b>\$ 106.7</b>	<b>\$ 122.0</b>		
Equity in (losses) earnings of unconsolidated affiliates	(36.3)	(5.9)	(19.0)	(3.3)	2.9	(25.3)	(0.1)	(1.1)	(3.3)		
Interest expense	(5.4)	(1.3)	(1.4)	(1.4)	(2.0)	(6.1)	(7.7)	(7.7)	(7.6)		
Other income (expense), net	15.5	2.8	(0.4)	0.4	(5.8)	(3.0)	1.7	-	16.7		
Earnings from continuing operations before income taxes	171.5	58.3	76.7	73.8	80.3	289.1	78.5	98.0	127.8		
Income tax benefit (provision)	4.0	(27.1)	(28.6)	(27.6)	(35.9)	(119.2)	(25.7)	(39.4)	(36.1)		
Earnings from continuing operations	175.6	31.2	48.1	46.2	44.4	169.8	52.7	58.5	91.7		
(Loss) earnings from discontinued operations, net of tax	(4.0)	3.7	(4.6)	(5.6)	(2.5)	(9.1)	(0.9)	(1.1)	3.9		
Net earnings	171.6	34.8	43.5	40.6	41.9	160.8	51.8	57.5	95.6		
Net loss (earnings) attributable to noncontrolling interests	2.7	(0.4)	(0.1)	0.2	(1.2)	(1.5)	1.9	0.8	1.3		
Net earnings attributable to IAC shareholders	<b>\$ 174.2</b>	<b>\$ 34.5</b>	<b>\$ 43.3</b>	<b>\$ 40.7</b>	<b>\$ 40.7</b>	<b>\$ 159.3</b>	<b>\$ 53.6</b>	<b>\$ 58.3</b>	<b>\$ 96.9</b>		
GAAP diluted weighted average shares outstanding	94.3	91.7	91.9	94.7	94.0	93.1	87.4	86.6	86.1		
GAAP diluted earnings per share	<b>\$ 1.85</b>	<b>\$ 0.38</b>	<b>\$ 0.47</b>	<b>\$ 0.43</b>	<b>\$ 0.43</b>	<b>\$ 1.71</b>	<b>\$ 0.61</b>	<b>\$ 0.67</b>	<b>\$ 1.13</b>		
<b>Reconciliation of GAAP EPS to Adjusted EPS</b>											
<b>Net earnings attributable to IAC shareholders</b>	<b>\$ 174.2</b>	<b>\$ 34.5</b>	<b>\$ 43.3</b>	<b>\$ 40.7</b>	<b>\$ 40.7</b>	<b>\$ 159.3</b>	<b>\$ 53.6</b>	<b>\$ 58.3</b>	<b>\$ 96.9</b>		
Non-cash compensation expense	88.6	21.5	20.4	23.4	20.4	85.6	12.7	11.8	14.4		
Amortization of intangibles	22.1	7.0	5.8	5.2	17.7	35.8	14.1	18.1	13.0		
Acquisition-related contingent consideration fair value adjustment	-	-	-	-	-	-	1.5	4.2	0.6		
Meetic re-measurement loss	11.7	-	-	-	-	-	-	-	-		
News_Beast re-measurement loss	-	-	18.6	3.0	(3.0)	18.6	-	-	-		
Gain on sale of VUE interests and related effects	6.6	0.5	1.0	1.0	1.0	3.6	1.0	1.0	1.0		
Discontinued operations, net of tax	4.0	(3.7)	4.6	5.6	2.5	9.1	0.9	1.1	(3.9)		
Impact of income taxes and noncontrolling interests	(86.6)	(11.7)	(12.5)	(11.5)	(13.1)	(48.8)	(11.0)	(11.7)	(10.6)		
<b>Adjusted Net Income</b>	<b>\$ 220.5</b>	<b>\$ 48.1</b>	<b>\$ 81.3</b>	<b>\$ 67.4</b>	<b>\$ 66.2</b>	<b>\$ 263.1</b>	<b>\$ 72.7</b>	<b>\$ 82.9</b>	<b>111.4</b>		
<b>Adjusted EPS weighted average shares outstanding (a)</b>	<b>97.8</b>	<b>95.0</b>	<b>95.1</b>	<b>95.6</b>	<b>94.3</b>	<b>95.0</b>	<b>87.7</b>	<b>87.1</b>	<b>86.6</b>		
<b>Adjusted EPS</b>	<b>\$ 2.26</b>	<b>\$ 0.51</b>	<b>\$ 0.86</b>	<b>\$ 0.71</b>	<b>\$ 0.70</b>	<b>\$ 2.77</b>	<b>\$ 0.83</b>	<b>\$ 0.95</b>	<b>\$ 1.29</b>		
<b>GAAP Basic weighted average shares outstanding</b>	<b>86.8</b>	<b>82.8</b>	<b>86.2</b>	<b>88.3</b>	<b>87.7</b>	<b>86.2</b>	<b>84.2</b>	<b>83.6</b>	<b>83.1</b>		
Options, warrants and RSUs, treasury method	7.6	8.9	5.8	6.4	6.3	6.8	3.2	3.0	3.0		
<b>GAAP Diluted weighted average shares outstanding</b>	<b>94.3</b>	<b>91.7</b>	<b>91.9</b>	<b>94.7</b>	<b>94.0</b>	<b>93.1</b>	<b>87.4</b>	<b>86.6</b>	<b>86.1</b>		
Impact of RSUs	3.4	3.3	3.1	0.9	0.3	1.9	0.3	0.5	0.5		
<b>Adjusted EPS shares outstanding (a)</b>	<b>97.8</b>	<b>95.0</b>	<b>95.1</b>	<b>95.6</b>	<b>94.3</b>	<b>95.0</b>	<b>87.7</b>	<b>87.1</b>	<b>86.6</b>		

See Footnote on Page 4

## IAC

### Financial Results and Reconciliations

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

	2011	2012					2013				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
<b>Supplemental: Depreciation</b>											
Search & Applications	\$ 25.5	\$ 3.3	\$ 3.4	\$ 3.3	\$ 5.0	\$ 15.0	\$ 3.9	\$ 6.4	\$ 3.9		
Match	10.8	3.5	3.7	4.5	4.6	16.3	4.7	4.8	5.0		
Local	10.4	2.8	2.5	2.5	2.4	10.1	2.3	2.7	1.3		
Media	0.7	0.2	0.3	0.4	0.5	1.4	0.5	0.5	0.5		
Other	0.9	0.2	0.3	0.3	0.3	1.1	0.3	0.3	0.4		
Corporate	8.5	2.1	2.1	2.1	2.3	8.5	2.3	2.3	2.4		
Total depreciation	<u>\$ 56.7</u>	<u>\$ 12.1</u>	<u>\$ 12.2</u>	<u>\$ 13.1</u>	<u>\$ 15.0</u>	<u>\$ 52.5</u>	<u>\$ 14.0</u>	<u>\$ 17.0</u>	<u>\$ 13.5</u>		

- (a) For Adjusted EPS purposes, the impact of RSUs on shares outstanding is based on the weighted average number of RSUs outstanding, including performance-based RSUs outstanding that the Company believes are probable of vesting. For GAAP diluted EPS purposes, RSUs, including performance-based RSUs for which the performance criteria have been met, are included on a treasury method basis.

**IAC**  
**Search & Applications**

(rounding differences may exist)

	2011	2012					2013				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
<b>Search &amp; Applications</b>											
<i>Revenue (\$ in millions)</i>											
Websites (a)	\$ 500.1	\$ 159.3	\$ 171.1	\$ 183.0	\$ 197.0	\$ 710.4	\$ 189.6	\$ 202.9	\$ 214.9		
Applications (b)	540.4	183.9	177.7	187.2	206.6	755.4	207.5	224.6	192.4		
Total Search & Applications	\$ 1,040.5	\$ 343.2	\$ 348.8	\$ 370.2	\$ 403.6	\$ 1,465.8	\$ 397.2	\$ 427.4	\$ 407.3		
<i>Queries (in millions)</i>											
Websites (c)	7,142	2,565	2,617	2,801	2,635	10,617	2,955	3,325	3,707		
Applications (d)	16,025	4,989	4,646	4,926	5,475	20,036	5,906	6,168	5,348		
Total Search & Applications	23,167	7,553	7,263	7,726	8,110	30,653	8,861	9,493	9,055		

(a) Websites revenue includes Ask.com, About.com, CityGrid Media and Dictionary.com, excluding downloadable applications related revenue.

(b) Applications revenue includes B2C and B2B, as well as downloadable applications related revenue from Ask.com and Dictionary.com.

(c) Websites queries include Ask.com, but exclude Ask.com's downloadable applications, About.com, CityGrid Media and Dictionary.com.

(d) Applications queries include B2C and B2B, as well as downloadable application queries from Ask.com.

**IAC**  
**Match**

(rounding differences may exist)

	2011	2012					2013				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
<b>Match</b>											
<b>Paid Subscribers (in thousands)</b>											
Core (a)	1,664	1,797	1,777	1,792	1,803	1,803	1,940	1,945	1,953		
Meetic (b)	762	757	750	768	769	769	812	811	841		
Developing (c)	270	267	260	259	240	240	388	440	514		
Total Paid Subscribers	2,696	2,821	2,787	2,818	2,811	2,811	3,140	3,196	3,308	-	-

- (a) Core consists of Match.com in the United States, Chemistry and People Media.
- (b) Meetic consists of the publicly traded personals company Meetic S.A., excluding Twoo.
- (c) Developing includes OkCupid, DateHookup, Twoo and Match's international operations, excluding Meetic S.A.

**IAC**  
**HomeAdvisor**

(rounding differences may exist)

	2011	2012					2013				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
<b>HomeAdvisor (in thousands)</b>											
Domestic Service Requests (a)	6,341	1,618	1,839	1,710	1,274	6,442	1,209	1,785	1,630		
Domestic Accepts (b)	8,359	2,031	2,219	2,141	1,687	8,078	1,631	2,088	1,895		
International Service Requests (a)	748	186	233	208	243	870	232	274	257		
International Accepts (b)	880	247	284	247	311	1,089	314	345	308		

(a) Fully completed and submitted customer service requests on HomeAdvisor.

(b) The number of times service requests are accepted by service professionals. A service request can be transmitted to and accepted by more than one service professional.