



## IAC Monthly Metrics

September 14, 2020

As is now our custom, below please find our monthly metrics. As the global pandemic continues to change consumer and business behavior in ways none of us can predict, the volatility of our monthly results will continue and August is no exception. As we have said all along, we're not going to optimize for any month, quarter or even year as we continue to invest for the future.

**2020 Monthly Trends through August (a):**

	Y/Y Growth							
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	July '20	Aug '20
<b>ANGI Homeservices</b>								
Marketplace Revenue	25%	27%	3%	-2%	20%	18%	10%	15%
Advertising & Other Revenue	7%	8%	4%	4%	1%	0%	-2%	-1%
<b>Total North America Revenue</b>	<b>21%</b>	<b>23%</b>	<b>3%</b>	<b>-1%</b>	<b>16%</b>	<b>15%</b>	<b>7%</b>	<b>12%</b>
Europe Revenue	3%	-3%	-27%	-28%	-7%	8%	-5%	2%
<b>Total ANGI Homeservices Revenue</b>	<b>19%</b>	<b>21%</b>	<b>1%</b>	<b>-2%</b>	<b>15%</b>	<b>14%</b>	<b>7%</b>	<b>12%</b>
Other ANGI Homeservices Metrics								
Marketplace Service Requests	11%	13%	-12%	-8%	27%	34%	24%	33%
Marketplace Monetized Transactions	4%	11%	-11%	-11%	8%	10%	5%	10%
Marketplace Transacting Service Professionals	8%	8%	5%	4%	4%	3%	7%	9%
Advertising Service Professionals	4%	7%	4%	4%	3%	4%	5%	6%
<b>Vimeo</b>								
<b>Total Revenue</b>	<b>30%</b>	<b>34%</b>	<b>29%</b>	<b>46%</b>	<b>52%</b>	<b>43%</b>	<b>40%</b>	<b>43%</b>
Ending Subscribers	29%	29%	31%	35%	39%	16%	17%	19%
<b>Dotdash</b>								
Display Advertising Revenue	17%	17%	12%	-5%	-13%	-6%	3%	9%
Performance Marketing Revenue	70%	65%	96%	114%	121%	87%	69%	70%
<b>Total Revenue</b>	<b>31%</b>	<b>29%</b>	<b>30%</b>	<b>23%</b>	<b>17%</b>	<b>16%</b>	<b>22%</b>	<b>27%</b>
<b>Search</b>								
Ask Media Group Revenue	-1%	9%	-4%	-22%	-26%	-11%	-13%	-12%
Desktop Revenue	-42%	-43%	-47%	-47%	-51%	-47%	-44%	-44%
<b>Total Revenue</b>	<b>-21%</b>	<b>-17%</b>	<b>-25%</b>	<b>-33%</b>	<b>-37%</b>	<b>-27%</b>	<b>-26%</b>	<b>-25%</b>
<b>Emerging &amp; Other</b>								
<b>Total Revenue</b>	<b>8%</b>	<b>26%</b>	<b>63%</b>	<b>67%</b>	<b>49%</b>	<b>65%</b>	<b>76%</b>	<b>71%</b>

(a) As of the date of this document, the Company has not yet completed its financial close process for August 2020. As a result, the information herein is preliminary and based upon information available to the Company as of the date of this document. During the course of the financial close process, the Company may identify items that would require it to make adjustments, which may be material, to the information presented above.

## Appendix

### 2019 Monthly Growth Rates

	Jan '19	Feb '19	Mar '19	Apr '19	May '19	June '19	July '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
<b>ANGI Homeservices</b>												
<i>Revenue</i>												
Marketplace Revenue	34%	29%	36%	33%	21%	29%	35%	26%	25%	23%	22%	28%
Advertising & Other Revenue	-13%	-12%	-13%	-13%	-14%	-12%	-12%	-11%	-9%	-6%	-7%	-3%
<b>Total North America Revenue</b>	<b>19%</b>	<b>17%</b>	<b>21%</b>	<b>21%</b>	<b>12%</b>	<b>18%</b>	<b>23%</b>	<b>16%</b>	<b>16%</b>	<b>16%</b>	<b>14%</b>	<b>19%</b>
Europe Revenue	9%	12%	15%	10%	14%	14%	16%	8%	7%	5%	7%	-9%
<b>Total ANGI Homeservices Revenue</b>	<b>19%</b>	<b>17%</b>	<b>21%</b>	<b>20%</b>	<b>12%</b>	<b>18%</b>	<b>22%</b>	<b>16%</b>	<b>16%</b>	<b>15%</b>	<b>14%</b>	<b>17%</b>
<i>Pro Forma Revenue <sup>(a)</sup></i>												
Marketplace Revenue	34%	29%	36%	33%	21%	29%	35%	26%	25%	23%	22%	27%
Advertising & Other Revenue	-7%	-4%	-4%	-3%	-3%	0%	2%	3%	3%	6%	5%	9%
<b>Total North America Revenue</b>	<b>22%</b>	<b>20%</b>	<b>25%</b>	<b>24%</b>	<b>15%</b>	<b>22%</b>	<b>27%</b>	<b>20%</b>	<b>20%</b>	<b>19%</b>	<b>18%</b>	<b>22%</b>
Europe Revenue	9%	12%	15%	10%	14%	14%	16%	8%	7%	5%	7%	-9%
<b>Total Pro Forma ANGI Homeservices Revenue</b>	<b>21%</b>	<b>19%</b>	<b>24%</b>	<b>23%</b>	<b>15%</b>	<b>22%</b>	<b>26%</b>	<b>20%</b>	<b>19%</b>	<b>18%</b>	<b>17%</b>	<b>20%</b>
<i>Other ANGI Homeservices Metrics</i>												
Marketplace Service Requests	15%	12%	20%	25%	11%	17%	22%	14%	21%	12%	15%	25%
Marketplace Monetized Transactions	20%	10%	15%	19%	7%	14%	17%	11%	18%	12%	12%	18%
Marketplace Transacting Service Professionals	19%	17%	16%	15%	15%	14%	13%	12%	15%	8%	9%	9%
Advertising Service Professionals	-18%	-18%	-13%	-11%	-9%	-6%	-5%	-3%	-1%	1%	3%	3%
<b>Vimeo</b>												
<b>Total Revenue</b>	<b>20%</b>	<b>19%</b>	<b>29%</b>	<b>13%</b>	<b>10%</b>	<b>23%</b>	<b>32%</b>	<b>30%</b>	<b>26%</b>	<b>18%</b>	<b>21%</b>	<b>32%</b>
Ending Subscribers	9%	8%	8%	8%	8%	31%	31%	30%	30%	30%	29%	30%
<b>Dotdash</b>												
Display Advertising Revenue	11%	8%	15%	16%	19%	20%	21%	18%	26%	40%	22%	36%
Performance Marketing Revenue	13%	27%	15%	46%	33%	43%	77%	89%	81%	79%	54%	64%
<b>Total Revenue</b>	<b>12%</b>	<b>12%</b>	<b>15%</b>	<b>22%</b>	<b>22%</b>	<b>24%</b>	<b>33%</b>	<b>33%</b>	<b>37%</b>	<b>47%</b>	<b>28%</b>	<b>42%</b>
<b>Search</b>												
Ask Media Group Revenue	23%	5%	2%	15%	25%	24%	27%	29%	15%	17%	-2%	10%
Desktop Revenue	-20%	-16%	-19%	-24%	-25%	-29%	-36%	-39%	-36%	-34%	-44%	-43%
<b>Total Revenue</b>	<b>-2%</b>	<b>-7%</b>	<b>-9%</b>	<b>-6%</b>	<b>-3%</b>	<b>-6%</b>	<b>-8%</b>	<b>-11%</b>	<b>-13%</b>	<b>-10%</b>	<b>-24%</b>	<b>-18%</b>
<b>Emerging &amp; Other</b>												
<b>Total Revenue</b>	<b>54%</b>	<b>53%</b>	<b>-29%</b>	<b>-1%</b>	<b>17%</b>	<b>-16%</b>	<b>-4%</b>	<b>-3%</b>	<b>-26%</b>	<b>-22%</b>	<b>-11%</b>	<b>3%</b>

(a) Pro Forma growth rates reflect actual 2019 as compared to Pro Forma 2018 revenue (excluding deferred revenue write-offs in connection with the Angie's List transaction and the Handy acquisition, as well as Felix revenue which was sold on December 31, 2018).

### ANGI Homeservices 2018 Revenue to Pro Forma Revenue Reconciliation

	Jan '18	Feb '18	Mar '18	Apr '18	May '18	June '18	July '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
<b>Revenue</b>	<b>\$ 82.9</b>	<b>\$ 79.9</b>	<b>\$ 92.6</b>	<b>\$ 95.5</b>	<b>\$ 101.6</b>	<b>\$ 97.7</b>	<b>\$ 101.0</b>	<b>\$ 101.2</b>	<b>\$ 100.9</b>	<b>\$ 102.1</b>	<b>\$ 92.0</b>	<b>\$ 84.8</b>
Add back: Angie's List deferred revenue write-offs	1.1	0.9	0.9	0.7	0.6	0.5	0.4	0.2	0.1	0.2	0.0	0.2
Less: Felix revenue (sold on December 31, 2018)	(2.7)	(2.6)	(3.2)	(3.1)	(3.5)	(3.4)	(3.6)	(3.5)	(3.0)	(3.0)	(2.8)	(2.5)
<b>Pro Forma Revenue</b>	<b>\$ 81.3</b>	<b>\$ 78.1</b>	<b>\$ 90.3</b>	<b>\$ 93.1</b>	<b>\$ 98.7</b>	<b>\$ 94.8</b>	<b>\$ 97.7</b>	<b>\$ 97.9</b>	<b>\$ 98.0</b>	<b>\$ 99.4</b>	<b>\$ 89.3</b>	<b>\$ 82.6</b>

**Cautionary Statement Regarding Forward-Looking Information**

This document may contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. The use of words such as "anticipates," "estimates," "expects," "plans" and "believes," among others, generally identify forward-looking statements. These forward-looking statements include, among others, statements relating to: IAC's future financial performance, business prospects and strategy, anticipated trends and prospects in the industries in which IAC's businesses operate and other similar matters. Actual results could differ materially from those contained in these forward-looking statements for a variety of reasons, including, among others: the impact of the COVID-19 outbreak on our businesses, our continued ability to successfully market, distribute and monetize our products and services through search engines, digital app stores and social media platforms, our ability to market our products and services in a successful and cost-effective manner, the continued display of links to websites offering our products and services in a prominent manner in search results, changes in our relationship with (or policies implemented by) Google, our ability to compete, the failure or delay of the markets and industries in which our businesses operate to migrate online, adverse economic events or trends (particularly those that adversely impact consumer confidence and spending behavior), either generally and/or in any of the markets in which our businesses operate, our ability to build, maintain and/or enhance our various brands, our ability to develop and monetize versions of our products and services for mobile and other digital devices, our ability to establish and maintain relationships with quality service professionals and caregivers, our continued ability to communicate with users and consumers via e-mail (or other sufficient means), our ability to access, collect and use personal data about our users and subscribers, our ability to successfully offset increasing digital app store fees, our ability to protect our systems from cyberattacks and to protect personal and confidential user information, the occurrence of data security breaches, fraud and/or additional regulation involving or impacting credit card payments, the integrity, quality, scalability and redundancy of our systems, technology and infrastructure (and those of third parties with whom we do business), changes in key personnel, our ability to service our outstanding indebtedness and interest rate risk, dilution with respect to our investment in ANGI Homeservices, foreign exchange currency rate fluctuations, operational and financial risks relating to acquisitions and our continued ability to identify suitable acquisition candidates, our ability to operate in (and expand into) international markets successfully, regulatory changes, our ability to adequately protect our intellectual property rights and not infringe the intellectual property rights of third parties and the possibility that our historical consolidated and combined results may not be indicative of our future results. 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 forward-looking 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's management as of the date of this document. IAC does not undertake to update these forward-looking statements.