## IACr

## IAC REPORTS Q4 RESULTS

NEW YORK— February 6, 2007-IAC (Nasdaq: IACI) released fourth quarter 2006 results today, reporting $\$ 1.8$ billion in revenue, an $8 \%$ rate of growth over the prior year, and $\$ 268$ million in Operating Income Before Amortization, reflecting slight growth. Adjusted EPS was $\$ 0.67$, compared to $\$ 0.50$ in the year ago period.

For the full year, IAC reported $\$ 6.3$ billion in revenue and double digit Operating Income Before Amortization growth. Free cash flow generated during the twelve months of 2006 was $\$ 542$ million, with $\$ 814$ million in net cash provided by operating activities. Operating (loss) income for the fourth quarter and the full year 2006 was $\$(4)$ million and $\$ 253$ million, respectively, reflecting an intangible asset and goodwill impairment charge of \$214 million in the fourth quarter related to the Discounts segment. GAAP Diluted EPS for the quarter and full year was $\$ 0.05$ and $\$ 0.60$, respectively, compared to $\$ 0.33$ and $\$ 2.46$ in the prior year periods. Both Adjusted EPS and GAAP Diluted EPS reflect the benefit of lower tax rates as more fully described on page 7 .

IAC repurchased 10 million shares of common stock at an average price of $\$ 37.87$ between October 28, 2006 and February 2, 2007. During 2006, IAC repurchased 36.4 million shares of common stock for approximately $\$ 1.0$ billion in aggregate, reducing absolute shares outstanding at January 1, 2006 by 11\%. Currently IAC has 58.8 million shares remaining in its stock repurchase authorization.

Commenting on the results, IAC Chairman and CEO Barry Diller said, "As we mature, as a conglomerate of interrelated businesses, some start up, some making their way and some already established with leading positions, we will more and more accentuate the two key areas we believe most keenly demonstrate our value - free cash flow generation and earnings per share (adjusted). Our 2006 figures demonstrate our ability to drive those metrics that matter most to value creation. While everything metric counts, you will find these leading indicators will become first among equals in our future reporting and commentary."

| SUMMARY RESULTS <br> \$ in millions (except per share amounts) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 42006 |  | 42005 | Growth |  | Y 2006 |  | Y 2005 | Growth |
| Revenue | \$ | 1,823.9 | \$ | 1,691.3 | 7.8\% | \$ | 6,277.6 | \$ | 5,416.5 | 15.9\% |
| Operating Income Before Amortization | \$ | 267.6 | \$ | 266.8 | 0.3\% | \$ | 755.3 | \$ | 665.0 | 13.6\% |
| Adjusted Net Income | \$ | 211.6 | \$ | 174.3 | 21.4\% | \$ | 533.0 | \$ | 470.3 | 13.3\% |
| Adjusted EPS | \$ | 0.67 | \$ | 0.50 | 34.5\% | \$ | 1.63 | \$ | 1.32 | 23.3\% |
| Operating (Loss) Income | \$ | (3.8) | \$ | 190.5 | NM | \$ | 253.4 | \$ | 341.0 | -25.7\% |
| Net Income | \$ | 16.7 | \$ | 113.1 | -85.2\% | \$ | 192.6 | \$ | 868.2 | -77.8\% |
| GAAP Diluted EPS | \$ | 0.05 | \$ | 0.33 | -83.7\% | \$ | 0.60 | \$ | 2.46 | -75.5\% |
| See reconciliation of GAAP to non-GAAP measures beginning on page 13. |  |  |  |  |  |  |  |  |  |  |

Revenue in the quarter reflects increased year-over-year contributions from every sector within IAC. Retailing U.S. revenue increased modestly during the quarter, including slight revenue growth at HSN. The Services sector continued to benefit from strength in Ticketing, while revenue at Lending was flat during a declining mortgage market. In addition, continued growth in queries and revenue per query at Ask.com and across most other search related properties contributed to strong revenue performance in the Media \& Advertising sector. Operating Income Before Amortization grew slightly on higher profits at Ticketing, Personals and Vacations, largely offset by lower profits at Retailing.

## SECTOR RESULTS

Sector results for the quarter were as follows (\$ in millions; rounding differences may occur):

|  | Q4 2006 |  | Q4 2005 | Growth |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| REVENUE |  |  |  |  |  |
| Retailing | $\$$ | 978.9 | $\$$ | 940.9 | $4 \%$ |
| Services |  | 409.8 |  | 379.6 | $8 \%$ |
| Media \& Advertising | 159.8 | 109.5 | $46 \%$ |  |  |
| Membership \& Subscriptions |  | 270.8 | 261.8 | $3 \%$ |  |
| Emerging Businesses |  | 6.0 | 0.7 | $737 \%$ |  |
| Other | $\$ 1.823 .9$ | $\$$ | $1,691.3$ | $8 \%$ |  |
| Total |  |  |  |  |  |


| OPERATING INCOME BEFORE AMORTIZATION |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Retailing | $\$$ | 97.0 | $\$$ | 110.3 | $-12 \%$ |
| Services |  | 80.0 |  | 72.2 | $11 \%$ |
| Media \& Advertising |  | 20.1 |  | 20.3 | $-1 \%$ |
| Membership \& Subscriptions |  | 99.4 |  | 89.9 | $10 \%$ |
| Emerging Businesses |  | $(3.3)$ | $(3.2)$ | $-1 \%$ |  |
| Corporate and other |  | $(25.6)$ | $(22.7)$ | $-13 \%$ |  |
|  | $\$$ | 267.6 | $\$$ | 266.8 | $0 \%$ |

## OPERATING (LOSS) INCOME

| Retailing | $\$$ | 90.0 | $\$$ | 94.5 | $-5 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Services |  | 67.9 | 56.0 | $21 \%$ |  |
| Media \& Advertising |  | 13.9 | 7.7 | $81 \%$ |  |
| Membership \& Subscriptions |  | $(122.3)$ | 81.1 | NM |  |
| Emerging Businesses |  | $(8.0)$ | $(3.4)$ | $-132 \%$ |  |
| Corporate and other |  | $(45.4)$ | $(45.4)$ | $0 \%$ |  |
| Total | \$ | $(3.8)$ | $\$$ | 190.5 | NM |

Please see discussion of financial and operating results beginning on page 3 and reconciliations to the comparable GAAP measures and further segment detail beginning on page 13.

## DISCUSSION OF FINANCIAL AND OPERATING RESULTS

## RETAILING

|  | Q4 2006 |  | Q4 2005 |  | Growth |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | \$ in millions |  |  |  |  |
| U.S. | \$ | 877.7 | \$ | 841.6 | 4\% |
| International |  | 101.2 |  | 99.3 | 2\% |
|  | \$ | 978.9 | \$ | 940.9 | 4\% |
| Operating Income Before Amortization |  |  |  |  |  |
| U.S. | \$ | 92.1 | \$ | 104.3 | -12\% |
| International |  | 5.0 |  | 6.0 | -17\% |
|  | \$ | 97.0 | \$ | 110.3 | -12\% |
| Operating Income |  |  |  |  |  |
| U.S. | \$ | 85.1 | \$ | 88.9 | -4\% |
| International |  | 5.0 |  | 5.6 | -12\% |
|  | \$ | 90.0 | \$ | 94.5 | -5\% |

Retailing revenue growth reflects the results of Shoebuy, acquired in February 2006, and slight growth at HSN and catalogs. Retailing revenue continued to benefit from strong online growth in the fourth quarter, particularly from catalogs.

## Retailing U.S.

Revenue benefited from a mid-single digit increase in units shipped, slightly offset by a lower average price point and a higher average return rate. The average price point decline was primarily due to a product mix shift at HSN from electronics coupled with lower price points in the health and apparel product categories. The higher return rate was due primarily to increased sales of jewelry and accessories at HSN, categories which typically carry a higher return rate. Catalog revenue grew primarily due to a higher average price point and lower return rates.
U.S. Operating Income Before Amortization declined due to higher inventory reserves versus the prior-year period, increased costs associated with management transition and higher on-air distribution costs. Operating income benefited from a decrease in the amortization of intangibles of $\$ 9.7$ million.

## Retailing International

International revenue increased by $2 \%$, but declined $6 \%$ excluding the impact of foreign exchange. Results were driven primarily by decreased revenue across most product categories and higher return rates. Profits continued to be adversely impacted by higher operating expenses, partially offset by lower on-air distribution costs.

## SERVICES

|  | Q4 2006 |  | Q4 2005 |  | Growth |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | \$ in millions |  |  |  |  |
| Ticketing | \$ | 279.1 | \$ | 253.5 | 10\% |
| Lending |  | 100.9 |  | 101.0 | 0\% |
| Real Estate |  | 14.5 |  | 14.6 | -1\% |
| Home Services |  | 15.3 |  | 10.5 | 46\% |
|  | \$ | 409.8 | \$ | 379.6 | 8\% |
| Operating Income Before Amortization |  |  |  |  |  |
| Ticketing | \$ | 65.7 | \$ | 59.1 | 11\% |
| Lending |  | 17.2 |  | 13.9 | 23\% |
| Real Estate |  | (5.4) |  | (2.9) | -88\% |
| Home Services |  | 2.5 |  | 2.1 | 21\% |
|  | \$ | 80.0 | \$ | 72.2 | 11\% |
| Operating Income (Loss) |  |  |  |  |  |
| Ticketing | \$ | 59.1 | \$ | 51.8 | 14\% |
| Lending |  | 14.1 |  | 8.7 | 63\% |
| Real Estate |  | (6.9) |  | (5.6) | -22\% |
| Home Services |  | 1.6 |  | 1.2 | 39\% |
|  | \$ | 67.9 | \$ | 56.0 | 21\% |

Services revenue benefited from continued worldwide strength at Ticketing, while revenue at Lending was flat. Teleservices results are now included in discontinued operations for all periods presented following the sale of PRC during the fourth quarter of 2006.

## Ticketing

Record worldwide ticket volumes drove a $4 \%$ increase in tickets sold, with a $7 \%$ higher average overall revenue per ticket. Domestic revenue increased $8 \%$ resulting primarily from higher average revenue per ticket on stronger concert sales. International revenue grew $15 \%$, or $8 \%$ excluding the effects of foreign exchange, due primarily to increased revenue in the United Kingdom and Canada. International acquisitions in Germany (November 2005) and Spain (July 2006) contributed approximately $\$ 2$ million to Ticketing's overall revenue in the quarter. Profits grew in-line with revenues as higher royalty rates were offset by non-recurring items and increased operating efficiencies.

## Lending

Lending revenue was flat with higher revenue per loan sold and higher transmit revenue resulting from higher transmit fees and growth in transmitted QFs, offset by fewer loans closed at the exchange and fewer loans sold into the secondary market. Close rates were lower during the quarter across all product categories. Revenue from purchase loans grew in the double digits, primarily due to strong growth at LendingTree Loans, while revenue from refinance mortgages grew in the low single digits and revenue from home equity loans decreased at a double digit rate. Profits grew, reflecting flat marketing expenses and lower overall operating expenses.

## SERVICES - continued

## Real Estate

Revenue declined slightly as fewer leads led to fewer closings at the broker and builder networks, partially offset by revenue from closings in the company owned brokerage business, which was not in the prior year results. Losses increased due primarily to increased costs associated with the geographical expansion of the brokerage business, now operating in eight markets, and higher costs related to the development and re-launch of the RealEstate.com website.

## Home Services

Home Services reflects the results of ServiceMagic, which benefited from a $44 \%$ increase in customer service requests and a $22 \%$ increase in the number of service providers in the network. Average revenue per service request increased slightly versus the year ago period on lower cost per service request, but revenue grew faster than profits due to a planned sales force expansion.

## MEDIA \& ADVERTISING

|  | Q4 2006 |  | Q4 2005 | Growth |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  |  | \$ in millions |  |  |  |
| Revenue | $\$$ | 159.8 | $\$$ | 109.5 | $46 \%$ |
| Operating Income Before Amortization | $\$$ | 20.1 | $\$$ | 20.3 | $-1 \%$ |
| Operating Income | $\$$ | 13.9 | $\$$ | 7.7 | $81 \%$ |

Media \& Advertising results include IAC Search \& Media, Citysearch and Evite. IAC Search \& Media consists of proprietary properties such as Ask.com, Ask.com UK and Fun Web Products, and network properties which include syndicated advertising, search results, and toolbars. Both proprietary and network revenue grew during the quarter.

Media \& Advertising revenue growth was driven by an increase in queries and higher revenue per query across most properties. Within IAC Search \& Media, network revenue growth outpaced that of proprietary revenue, primarily due to an increase in syndicated sponsored listings. Proprietary revenue grew on the strength of Ask.com in the U.S. and Fun Web Products, offset by weakness at portal properties and Ask.com UK. Additionally, Citysearch delivered yet another strong quarter of revenue growth.

Media \& Advertising Operating Income Before Amortization declined slightly due to a large proportion of the strong revenue growth coming from high revenue-sharing relationships, and increased marketing, primarily at Ask.com and Fun Web Products.

Media \& Advertising operating income for the current period also reflects a decrease in the amortization of intangibles of $\$ 6.4$ million.

## MEMBERSHIP \& SUBSCRIPTIONS



Membership \& Subscriptions revenue benefited from worldwide growth in subscribers and an increase in the average revenue per paid subscriber at Personals, as well as increased membership and confirmations at Vacations.

## Vacations

Vacations revenue and profit growth was driven by strong renewals, a $4 \%$ increase in members and $6 \%$ growth in confirmations. Confirmations were driven by additional week long resort accommodations sold to members in connection with online promotions. Margin growth was driven primarily by lower marketing expenses and, to a lesser extent, increased operating efficiencies due to $15 \%$ growth in confirmations online.

## Personals

Personals revenue growth was driven by a 7\% increase in worldwide paid subscribers and an increase in the average revenue per paid subscriber due in part to a greater percentage of subscribers at higher package prices versus the prior year. International paid subscribers grew by $13 \%$ due to continued expansion in several markets, most notably in the United Kingdom and Scandinavia. Operating Income Before Amortization grew faster than revenue due to a lower cost of acquisition as a percentage of revenue in North America, partially offset by increased international marketing spend.

## Discounts

Discounts revenue was impacted by disappointing sales through schools and community groups, including declines in the sale of coupon books, gift wrap and related products, partially offset by sales growth from other products in the fundraising channel. Operating Income Before Amortization benefited from lower personnel expenses and operational cost savings. Operating loss includes a $\$ 214$ million impairment charge related to intangible assets and goodwill reflecting significant continued deterioration in the core fundraising channels in which the company operates.

## OTHER ITEMS

Q4 operating income and net income were positively impacted by lower non-cash compensation expense primarily due to higher forfeitures related to the awards assumed in the IAC Search \& Media acquisition and a decrease in expense related to equity award modifications. This decrease was partially offset by an increase in non-cash compensation expense related to equity grants issued during and subsequent to Q4 2005. Q4 operating income and net income were adversely impacted by intangible asset and goodwill impairment charges of $\$ 25$ million and $\$ 189$ million, respectively, related to the Discounts segment described above. The intangible asset impairment charge is included in amortization of intangibles in the accompanying consolidated statement of operations.

Q4 other (expense) income comparisons were negatively impacted by foreign exchange losses of $\$ 2.2$ million in Q4 2006 compared with foreign exchange gains of $\$ 2.0$ million in Q4 2005 as well as a $\$ 6.4$ million loss in Q4 2006 and a $\$ 4.8$ million loss in Q4 2005 reflecting changes in the fair value of the derivatives that were created in the Expedia spin-off. The derivatives relate 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.

Q4 net income was also impacted by the sale of PRC which resulted in a pre-tax gain of $\$ 66.3$ million, and an aftertax gain of $\$ 9.6$ million.

In Q4 2006, IAC recorded a tax benefit on continuing operations of $\$ 2.9$ million. This tax benefit is due principally to the net effect of an adjustment of $\$ 19.6$ million related to the release of deferred tax liabilities associated with a foreign equity investment and the increase in the valuation allowance for a deferred tax asset associated with state net operating losses. In addition, there was a benefit associated with the Company's decision to permanently reinvest the earnings of certain foreign subsidiaries. These favorable items were partially offset by the impairment of goodwill (which is only partially deductible for income tax purposes) and interest on tax reserves. In Q4 2006, the effective tax rate for adjusted net income was $24 \%$, which is lower than the federal statutory rate of $35 \%$ due to the items referred to in the second sentence of this paragraph and the benefit associated with the Company's decision to permanently reinvest the earnings of certain foreign subsidiaries, partially offset by interest on tax reserves. The effective tax rates for continuing operations and adjusted net income were $39 \%$ and $37 \%$ in Q4 2005, respectively. These effective tax rates were higher than the federal statutory rate due principally to state taxes. In addition, the tax rate for continuing operations was unfavorably impacted by non-deductible non-cash compensation expense.

## LIQUIDITY AND CAPITAL RESOURCES

During Q4, IAC repurchased 2.4 million shares at an average price of $\$ 37.11$. IAC may purchase shares over an indefinite period of time, depending on those factors IAC management deems relevant at any particular time, including, without limitation, market conditions, share price, and future outlook.

As of December 31, 2006, IAC had approximately $\$ 2.4$ billion in cash, restricted cash and marketable securities, $\$ 1.2$ billion in debt and, excluding $\$ 338.5$ million in LendingTree Loans debt that is non-recourse to IAC, $\$ 1.5$ billion in pro forma net cash and marketable securities.

## 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. <br> Strike / <br> Conversion | As of 2/2/07 |  | Diluti | on at: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Share Price |  |  | \$38.63 | \$40.00 | \$45.00 | \$50.00 | \$55.00 |
| Absolute Shares as of 02/02/07 ${ }^{\text {(a) }}$ | 285.5 |  | 285.5 | 285.5 | 285.5 | 285.5 | 285.5 |
| RSUs and Other | 8.0 |  | 8.0 | 8.0 | 8.0 | 8.0 | 7.9 |
| Options | 23.7 | \$20.83 | 7.5 | 7.6 | 8.1 | 8.5 | 8.9 |
| Warrants | 34.6 | \$27.88 | 9.5 | 10.3 | 13.0 | 15.2 | 16.9 |
| Convertible Notes | 0.7 | \$14.82 | 0.7 | 0.7 | 0.7 | 0.7 | 0.7 |
| Total Treasury Method Dilution |  |  | 25.7 | 26.6 | 29.8 | 32.3 | 34.4 |
| \% Dilution |  |  | 8.2\% | 8.5\% | 9.4\% | 10.2\% | 10.8\% |
| Total Treasury Method Diluted Shares Outstanding |  |  | 311.2 | 312.1 | 315.3 | 317.8 | 319.9 |

(a) Includes 0.1 million shares issued in connection with the conversion of $\$ 2.0$ million convertible notes in January 2007.

## CONFERENCE CALL

IAC will audiocast its conference call with investors and analysts discussing the company's Q4 financial results on Tuesday, February 6, 2007, at 11:00 a.m. Eastern Time (ET). This call will include the disclosure of certain information, including forward-looking information, which may be material to an investor's understanding of IAC's business. The live audiocast is open to the public at www.iac.com/investors.htm.

## OPERATING METRICS

## RETAILING

Retailing - U.S.
Units shipped (mm)
Gross profit $\%$
Return rate
Average price point
Internet \%
HSN total homes - end of period (mm)
Catalogs mailed (mm)

Units shipped (mm)
Gross profit \%
Return rate
Average price point

HSN total homes - end of period (mm)
Catalogs mailed (mm)

| Q4 2006 | Q4 2005 | Growth |
| :--- | :--- | :--- |


| (a) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 16.1 |  | 15.5 | 4\% |
|  | 38.3\% |  | 38.8\% |  |
|  | 17.1\% |  | 16.8\% |  |
| \$ | 58.21 | \$ | 59.79 | -3\% |
| (b) | 29\% |  | 26\% |  |
|  | 89.1 |  | 89.3 | 0\% |
|  | 105.8 |  | 110.3 | -4\% |

## SERVICES

| Ticketing |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of tickets sold (mm) |  |  | 33.2 |  | 31.9 | 4\% |
| Gross value of tickets sold (mm) |  |  | \$1,874 |  | \$1,715 | 9\% |
| Lending |  |  |  |  |  |  |
| Transmitted QFs (000s) | (c) |  | 901.4 |  | 775.6 | 16\% |
| Closings - units (000s) | (d) |  | 60.1 |  | 71.9 | -16\% |
| Closings - dollars (\$mm) | (d) | \$ | 7,600 | \$ | 9,213 | -18\% |
| Real Estate |  |  |  |  |  |  |
| Closings - units (000s) |  |  | 2.9 |  | 3.2 | -11\% |
| Closings - dollars (\$mm) |  | \$ | 729 | \$ | 798 | -9\% |
| MEDIA \& ADVERTISING |  |  |  |  |  |  |
| IAC Search \& Media Revenue by traffic source |  |  |  |  |  |  |
| Proprietary |  |  | 55.5\% |  | 64.8\% |  |
| Network |  |  | 44.5\% |  | 35.2\% |  |
| MEMBERSHIP \& SUBSCRIPTIONS |  |  |  |  |  |  |
| Vacations |  |  |  |  |  |  |
| Members (000s) |  |  | 1,850 |  | 1,782 | 4\% |
| Confirmations (000s) |  |  | 204 |  | 193 | 6\% |
| Share of confirmations online |  |  | 24\% |  | 22\% |  |
| Personals |  |  |  |  |  |  |
| Paid Subscribers (000s) |  |  | 1,275.9 |  | 1,189.4 | 7\% |

Number of tickets sold (mm)
Gross value of tickets sold (mm)
Lending

Real Estate
Closings - units (000s)
Closings - dollars (\$mm)
55.5\% 64.8\%
44.5\% 35.2\%

7\%
(a) Retailing - U.S. metrics include HSN and the catalogs business.
(b) Internet demand as a percent of total Retailing - U.S. demand excluding Liquidations and Services.
(c) Customer "Qualification Forms" (QFs) transmitted to at least one exchange lender (including LendingTree Loans) plus QFs transmitted to at least one GetSmart lender.
(d) Loan closings consist of loans closed by exchange lenders and directly by LendingTree Loans.

## GAAP FINANCIAL STATEMENTS

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

|  | Three Months Ended December 31, |  |  |  | Twelve Months Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2005 |  | 2006 |  | 2005 |  |
| Product sales | \$ | 1,100,153 | \$ | 1,070,603 | \$ | 3,486,191 | \$ | 3,266,976 |
| Service revenue |  | 723,746 |  | 620,711 |  | 2,791,447 |  | 2,149,530 |
| Net revenue |  | 1,823,899 |  | 1,691,314 |  | 6,277,638 |  | 5,416,506 |
| Cost of sales-product sales |  | 650,943 |  | 622,032 |  | 2,099,394 |  | 1,968,590 |
| Cost of sales-service revenue |  | 295,903 |  | 249,043 |  | 1,121,836 |  | 893,981 |
| Gross profit |  | 877,053 |  | 820,239 |  | 3,056,408 |  | 2,553,935 |
| Selling and marketing expense |  | 352,997 |  | 318,497 |  | 1,311,910 |  | 1,020,614 |
| General and administrative expense |  | 204,409 |  | 189,436 |  | 786,864 |  | 759,341 |
| Other operating expense |  | 36,018 |  | 32,146 |  | 138,843 |  | 112,777 |
| Amortization of non-cash marketing |  | 4,500 |  | - |  | 37,125 |  | - |
| Amortization of intangibles |  | 56,214 |  | 52,562 |  | 183,415 |  | 186,463 |
| Depreciation |  | 37,595 |  | 37,123 |  | 155,795 |  | 133,762 |
| Goodwill impairment |  | 189,085 |  | - |  | 189,085 |  | - |
| Operating (loss) income |  | $(3,765)$ |  | 190,475 |  | 253,371 |  | 340,978 |
| Other income (expense): |  |  |  |  |  |  |  |  |
| Interest income |  | 17,617 |  | 19,622 |  | 72,587 |  | 140,999 |
| Interest expense |  | $(14,550)$ |  | $(19,529)$ |  | $(60,288)$ |  | $(77,635)$ |
| Gain on sale of VUE interests |  | - |  | - |  | - |  | 523,487 |
| Equity in income of unconsolidated affiliates |  | 8,730 |  | 8,264 |  | 34,324 |  | 47,844 |
| Other (expense) income |  | $(8,069)$ |  | $(3,433)$ |  | (616) |  | 12,638 |
| Total other income, net |  | 3,728 |  | 4,924 |  | 46,007 |  | 647,333 |
| (Loss) earnings from continuing operations before income taxes and minority interest |  | (37) |  | 195,399 |  | 299,378 |  | 988,311 |
| Income tax benefit (provision) |  | 2,882 |  | $(75,579)$ |  | $(125,137)$ |  | $(389,726)$ |
| Minority interest in income of consolidated subsidiaries |  | (153) |  | (278) |  | 548 |  | $(2,229)$ |
| Earnings from continuing operations |  | 2,692 |  | 119,542 |  | 174,789 |  | 596,356 |
| Gain (loss) on sale of discontinued operations, net of tax |  | 9,579 |  | $(9,496)$ |  | 9,579 |  | 70,152 |
| Income from discontinued operations, net of tax |  | 4,428 |  | 3,021 |  | 8,267 |  | 209,642 |
| Earnings before preferred dividends |  | 16,699 |  | 113,067 |  | 192,635 |  | 876,150 |
| Preferred dividends |  | - |  | - |  | - |  | $(7,938)$ |
| Net earnings available to common shareholders | \$ | 16,699 | \$ | $\underline{113,067}$ | \$ | 192,635 | \$ | 868,212 |
|  |  |  |  |  |  |  |  |  |
| Earnings per share from continuing operations: |  |  |  |  |  |  |  |  |
| Basic earnings per share | \$ | 0.01 | \$ | 0.37 | \$ | 0.57 | \$ | 1.79 |
| Diluted earnings per share | \$ | 0.01 | \$ | 0.35 | \$ | 0.55 | \$ | 1.68 |
| Net earnings per share available to common shareholders: |  |  |  |  |  |  |  |  |
| Basic earnings per share | \$ | 0.06 | \$ | 0.35 | \$ | 0.63 | \$ | 2.64 |
| Diluted earnings per share | \$ | 0.05 | \$ | 0.33 | \$ | 0.60 | \$ | 2.46 |

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



## LIABILITIES AND SHAREHOLDERS' EQUITY

## CURRENT LIABILITIES

Current maturities of long-term obligations and short-term borrowings
Accounts payable, trade
Accounts payable, client accounts
Deferred revenue
Income taxes payable
Other accrued liabilities
Total current liabilities

| Long-term obligations, net of current maturities | 857,103 | 959,410 |
| :--- | ---: | ---: |
| Other long-term liabilities | 160,263 | 223,367 |
| Deferred income taxes | $1,129,994$ | $1,265,530$ |
| Minority interest | 24,881 | 5,514 |

## 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
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY

| $\$ 358,831$ | $\$$ | 375,276 |
| ---: | ---: | ---: |
| 287,628 | 304,277 |  |
| 304,800 |  | 269,344 |
| 147,120 |  | 122,842 |
| 518,994 | 516,940 |  |
| 635,816 | 644,437 |  |
| $2,253,189$ | $2,233,116$ |  |
|  |  |  |
|  |  |  |
|  | 957,103 | 959,410 |
| 160,263 | 223,367 |  |
| $1,129,994$ | $1,265,530$ |  |
| 24,881 | 5,514 |  |


| - | - |
| ---: | ---: |
| 410 | 399 |
| 32 | 32 |
| $14,636,478$ | $14,341,668$ |
| 320,711 | 128,076 |
| 76,505 | 26,073 |
| $(6,260,145)$ | $(5,260,422)$ |
| $(4,998)$ | $(4,998)$ |
| $8,768,993$ | $9,230,828$ |
| $\$ 13,194,423$ | $\$ 13,917,765$ |

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

## Cash flows from operating activities attributable to continuing operations:

Earnings before preferred dividends
Less: income from discontinued operations, net of tax

## Earnings from continuing operations

Adjustments to reconcile earnings from continuing operations to net cash provided by (used in)
operating activities attributable to continuing operations:
Depreciation and amortization of intangibles
Goodwill impairment
Non-cash compensation expense
Amortization of cable distribution fees
Amortization of non-cash marketing
Deferred income taxes
Excess tax benefits from stock-based awards
Gain on sales of loans held for sale
Gain on sale of VUE interests
Equity in income of unconsolidated affiliates, net of dividends
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
Origination of loans held for sale
Proceeds from sales of loans held for sale
Inventories
Prepaids and other assets
Accounts payable, income taxes payable and accrued liabilities
Deferred revenue
Funds collected by Ticketing on behalf of clients, net
Other, net
Net cash provided by (used in) operating activities attributable to continuing operations
Cash flows from investing activities attributable to continuing operations:
Acquisitions, net of cash acquired
Capital expenditures
Purchases of marketable securities
Proceeds from sales and maturities of marketable securities
Increase in long-term investments
339,210
320,225

| Twelve Months Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: |
| 2006 |  | 2005 |  |
| \$ | $\begin{gathered} 192,635 \\ (17,846) \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 876,150 \\ (279,794) \\ \hline \end{gathered}$ |
|  | 174,789 |  | 596,356 |
| 339,210 |  |  | 320,225 |
| 189,085 |  |  | - |
| 92,344 |  |  | 137,537 |
| 29,565 |  |  | 70,401 |
| 37,125 |  |  | - |
| 12,048 |  |  | $(1,070,271)$ |
| $(221,400)$ |  |  | 152,710 |
|  |  |  | $(179,026)$ |
| - |  |  | $(523,487)$ |
| $(33,324)$ |  |  | $(44,346)$ |
| - |  |  | $(17,573)$ |
| $\begin{array}{r} (548) \\ (16,876) \end{array}$ |  |  | 2,229 |
|  |  |  | $(24,011)$ |
| $(69,323)$ |  |  | $(45,711)$ |
| $(7,841,607)$ |  |  | $(7,381,439)$ |
| 8,089,128 |  |  | 7,394,209 |
| $(26,067)$ |  |  | 3,319 |
| $(14,387)$ |  |  | $(31,906)$ |
| $(1,504)$ |  |  | 446,596 |
| 22,151 |  |  | 33,557 |
| 2,593 |  |  | 70,889 |
| 51,340 |  |  | 7,244 |
| 814,342 |  |  | $(82,498)$ |
| $(117,580)$ |  |  | $(693,388)$ |
| $(251,427)$ |  |  | $(222,912)$ |
| $(934,769)$ |  |  | $(2,158,694)$ |
| $\begin{array}{r} 1,543,818 \\ (13,454) \end{array}$ |  |  | 3,124,145 |
|  |  |  | $(32,363)$ |
| - |  |  | 1,882,291 |
| 267,637 |  |  | 183,016 |
| $(6,822)$ |  |  | 21,934 |
| 487,403 |  |  | 2,104,029 |
| - |  |  | 80,000 |
| 7,700,842 |  |  | 7,217,327 |
| $(7,724,663)$ |  |  | $(7,054,488)$ |
| $(13,827)$ |  |  | $(400,200)$ |
| $(983,208)$ |  |  | $(1,848,258)$ |
| 93,780 |  |  | $(19,887)$ |
| - |  |  | $(655,727)$ |
| - |  |  | $(9,569)$ |
| 17,997 |  |  | - |
| 15,868 |  |  | $(12,384)$ |
| $(893,211)$ |  |  | (2,703,186) |
| 408,534 |  |  | $(681,655)$ |
| 6,252 |  |  | 763,861 |
| $(6,317)$ |  |  | $(19,794)$ |
| 765 |  |  | $(47,882)$ |
| 700 |  |  | 696,185 |
| 31,826 |  |  | $(27,148)$ |
| 441,060 |  |  | $(12,618)$ |
| 987,080 |  |  | 999,698 |
| \$ | 1,428,140 | \$ | 987,080 |


| Twelve Months Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: |
| 2006 |  | 2005 |  |
| \$ | $\begin{gathered} 192,635 \\ (17,846) \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 876,150 \\ (279,794) \\ \hline \end{gathered}$ |
|  | 174,789 |  | 596,356 |
| 339,210 |  |  | 320,225 |
| 189,085 |  |  | - |
| 92,344 |  |  | 137,537 |
| 29,565 |  |  | 70,401 |
| 37,125 |  |  | - |
| 12,048 |  |  | $(1,070,271)$ |
| $(221,400)$ |  |  | 152,710 |
|  |  |  | $(179,026)$ |
| - |  |  | $(523,487)$ |
| $(33,324)$ |  |  | $(44,346)$ |
| - |  |  | $(17,573)$ |
| $\begin{array}{r} (548) \\ (16,876) \end{array}$ |  |  | 2,229 |
|  |  |  | $(24,011)$ |
| $(69,323)$ |  |  | $(45,711)$ |
| $(7,841,607)$ |  |  | $(7,381,439)$ |
| 8,089,128 |  |  | 7,394,209 |
| $(26,067)$ |  |  | 3,319 |
| $(14,387)$ |  |  | $(31,906)$ |
| $(1,504)$ |  |  | 446,596 |
| 22,151 |  |  | 33,557 |
| 2,593 |  |  | 70,889 |
| 51,340 |  |  | 7,244 |
| 814,342 |  |  | $(82,498)$ |
| $(117,580)$ |  |  | $(693,388)$ |
| $(251,427)$ |  |  | $(222,912)$ |
| $(934,769)$ |  |  | $(2,158,694)$ |
| $\begin{array}{r} 1,543,818 \\ (13,454) \end{array}$ |  |  | 3,124,145 |
|  |  |  | $(32,363)$ |
| - |  |  | 1,882,291 |
| 267,637 |  |  | 183,016 |
| $(6,822)$ |  |  | 21,934 |
| 487,403 |  |  | 2,104,029 |
| - |  |  | 80,000 |
| 7,700,842 |  |  | 7,217,327 |
| $(7,724,663)$ |  |  | $(7,054,488)$ |
| $(13,827)$ |  |  | $(400,200)$ |
| $(983,208)$ |  |  | $(1,848,258)$ |
| 93,780 |  |  | $(19,887)$ |
| - |  |  | $(655,727)$ |
| - |  |  | $(9,569)$ |
| 17,997 |  |  | - |
| 15,868 |  |  | $(12,384)$ |
| $(893,211)$ |  |  | (2,703,186) |
| 408,534 |  |  | $(681,655)$ |
| 6,252 |  |  | 763,861 |
| $(6,317)$ |  |  | $(19,794)$ |
| 765 |  |  | $(47,882)$ |
| 700 |  |  | 696,185 |
| 31,826 |  |  | $(27,148)$ |
| 441,060 |  |  | $(12,618)$ |
| 987,080 |  |  | 999,698 |
| \$ | 1,428,140 | \$ | 987,080 |

Net cash provided by investing activities attributable to continuing operations
Cash flows from financing activities attributable to continuing operations:
Borrowings
Borrowings under warehouse lines of credit
Repayments of warehouse lines of credit
Principal payments on long-term obligations
Purchase of treasury stock
Issuance of common stock, net of withholding taxes
Redemption of preferred stock
Preferred dividends

| Twelve Months Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: |
| 2006 |  | 2005 |  |
| \$ | $\begin{gathered} 192,635 \\ (17,846) \\ \hline \end{gathered}$ | \$ | $\begin{gathered} 876,150 \\ (279,794) \\ \hline \end{gathered}$ |
|  | 174,789 |  | 596,356 |
| 339,210 |  |  | 320,225 |
| 189,085 |  |  | - |
| 92,344 |  |  | 137,537 |
| 29,565 |  |  | 70,401 |
| 37,125 |  |  | - |
| 12,048 |  |  | $(1,070,271)$ |
| $(221,400)$ |  |  | 152,710 |
|  |  |  | $(179,026)$ |
| - |  |  | $(523,487)$ |
| $(33,324)$ |  |  | $(44,346)$ |
| - |  |  | $(17,573)$ |
| $\begin{array}{r} (548) \\ (16,876) \end{array}$ |  |  | 2,229 |
|  |  |  | $(24,011)$ |
| $(69,323)$ |  |  | $(45,711)$ |
| $(7,841,607)$ |  |  | $(7,381,439)$ |
| 8,089,128 |  |  | 7,394,209 |
| $(26,067)$ |  |  | 3,319 |
| $(14,387)$ |  |  | $(31,906)$ |
| $(1,504)$ |  |  | 446,596 |
| 22,151 |  |  | 33,557 |
| 2,593 |  |  | 70,889 |
| 51,340 |  |  | 7,244 |
| 814,342 |  |  | $(82,498)$ |
| $(117,580)$ |  |  | $(693,388)$ |
| $(251,427)$ |  |  | $(222,912)$ |
| $(934,769)$ |  |  | $(2,158,694)$ |
| $\begin{array}{r} 1,543,818 \\ (13,454) \end{array}$ |  |  | 3,124,145 |
|  |  |  | $(32,363)$ |
| - |  |  | 1,882,291 |
| 267,637 |  |  | 183,016 |
| $(6,822)$ |  |  | 21,934 |
| 487,403 |  |  | 2,104,029 |
| - |  |  | 80,000 |
| 7,700,842 |  |  | 7,217,327 |
| $(7,724,663)$ |  |  | $(7,054,488)$ |
| $(13,827)$ |  |  | $(400,200)$ |
| $(983,208)$ |  |  | $(1,848,258)$ |
| 93,780 |  |  | $(19,887)$ |
| - |  |  | $(655,727)$ |
| - |  |  | $(9,569)$ |
| 17,997 |  |  | - |
| 15,868 |  |  | $(12,384)$ |
| $(893,211)$ |  |  | (2,703,186) |
| 408,534 |  |  | $(681,655)$ |
| 6,252 |  |  | 763,861 |
| $(6,317)$ |  |  | $(19,794)$ |
| 765 |  |  | $(47,882)$ |
| 700 |  |  | 696,185 |
| 31,826 |  |  | $(27,148)$ |
| 441,060 |  |  | $(12,618)$ |
| 987,080 |  |  | 999,698 |
| \$ | 1,428,140 | \$ | 987,080 |

## RECONCILIATIONS OF GAAP TO NON-GAAP MEASURES

IAC RECONCILIATION OF OPERATING CASH FLOW FROM CONTINUING OPERATIONS TO FREE CASH FLOW
(unaudited; \$ in millions)

Net cash provided by (used in) operating activities attributable to continuing operations (Decrease) increase in warehouse loans payable Capital expenditures
Tax payments related to the sale of VUE interests
Preferred dividends paid
Free Cash Flow (a)

| Twelve Months Ended December 31, |  |  |  |
| :--- | :---: | :---: | :---: |
| 2006 |  | 2005 |  |
| $\$$ | 814.3 | $\$$ | $(82.5)$ |
|  | $(23.8)$ | 162.8 |  |
|  | $(251.4)$ | $(222.9)$ |  |
|  | 3.1 | 862.6 |  |
|  | - | $(9.6)$ |  |
| $\$$ | 542.2 | $\$$ | 710.4 |

(a) In accordance with the Company's adoption of SFAS 123R, excess tax benefits from stock-based awards, $\$ 18$ million in 2006, are included in net cash used in financing activities and therefore not included in Free Cash Flow. Accordingly, amounts presented for operating cash flows and free cash flows for 2006 will be adversely affected in comparison to prior results; however, there is no change in economic substance resulting from this change in reporting classification. Excess tax benefits from stock-based awards in 2005 of $\$ 152.7$ million were included in net cash provided by operating activities and Free Cash Flow.

For the twelve months ended December 31, 2006, consolidated Free Cash Flow decreased by $\$ 168$ million from the prior year period due to a smaller increase in working capital, including a smaller contribution from Ticketing client cash, as well as higher cash taxes paid. Ticketing client cash contributed $\$ 2.6$ million in the current period, versus $\$ 70.9$ million in the prior year period. Free Cash Flow includes the change in warehouse loans payable because the change in loans held for sale is already included in cash provided by operating activities. Free Cash Flow excludes tax payments related to the sale of the Company's interests in VUE because the proceeds on the sale were not included in cash provided by operating activities.

## IAC RECONCILIATION OF GAAP EPS TO ADJUSTED EPS (unaudited; \$ in thousands except per share amounts)

|  | Three Months Ended December 31, |  |  |  | Twelve Months Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2006 |  | 2005 |  | 2006 |  | 2005 |  |
| Diluted earnings per share | \$ | 0.05 | \$ | 0.33 | \$ | 0.60 | \$ | 2.46 |
| GAAP diluted weighted average shares outstanding |  | 308,997 |  | 344,004 |  | 319,535 |  | 356,618 |
| Net earnings available to common shareholders | \$ | 16,699 | \$ | 113,067 | \$ | 192,635 | \$ | 868,212 |
| Non-cash compensation expense |  | 21,572 |  | 23,759 |  | 92,344 |  | 137,537 |
| Amortization of non-cash marketing |  | 4,500 |  | - |  | 37,125 |  | - |
| Amortization of intangibles |  | 56,214 |  | 52,562 |  | 183,415 |  | 186,463 |
| Goodwill impairment |  | 189,085 |  | - |  | 189,085 |  | - |
| Equity in income of VUE |  | - |  | - |  | - |  | $(21,960)$ |
| Net other expense (income) related to fair value adjustment on derivatives |  | 6,367 |  | 4,826 |  | 9,344 |  | $(4,574)$ |
| Gain on sale of VUE interests and related effects |  | 6,270 |  | - |  | 14,861 |  | $(523,487)$ |
| (Gain) loss on sale of discontinued operations, net of tax |  | $(9,579)$ |  | 9,496 |  | $(9,579)$ |  | $(70,152)$ |
| Discontinued operations, net of tax |  | $(4,428)$ |  | $(3,021)$ |  | $(8,267)$ |  | $(209,642)$ |
| Impact of income taxes and minority interest |  | $(75,289)$ |  | $(27,128)$ |  | $(169,006)$ |  | 106,759 |
| Interest on convertible notes, net of tax |  | 176 |  | 767 |  | 1,027 |  | 1,179 |
| Adjusted Net Income | \$ | 211,587 | \$ | 174,328 | \$ | 532,984 | \$ | 470,335 |
| Adjusted EPS weighted average shares outstanding |  | 315,331 |  | 349,530 |  | 327,280 |  | 355,961 |
| Adjusted EPS | \$ | 0.67 | \$ | 0.50 | \$ | 1.63 | \$ | 1.32 |
| GAAP Basic weighted average shares outstanding |  | 293,732 |  | 320,654 |  | 305,204 |  | 329,459 |
| Options, warrants and restricted stock, treasury method |  | 15,265 |  | 19,077 |  | 14,331 |  | 19,367 |
| Conversion of convertible preferred and convertible notes (if applicable) |  | - |  | 4,273 |  | - |  | 7,792 |
| GAAP Diluted weighted average shares outstanding |  | 308,997 |  | 344,004 |  | 319,535 |  | 356,618 |
| Impact of restricted shares and convertible preferred and notes (if applicable), net |  | 6,334 |  | 5,526 |  | 7,745 |  | (657) |
| Adjusted EPS shares outstanding |  | 315,331 |  | 349,530 |  | 327,280 |  | 355,961 |

For Adjusted EPS purposes, the impact of RSUs on shares outstanding is based on the weighted average number of RSUs outstanding as compared with shares outstanding for GAAP purposes, which includes RSUs on a treasury method basis.

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

|  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |

(A) Non-cash compensation expense includes $\$ 1.6$ million, $\$ 1.7$ million and $\$ 18.3$ million which are included in cost of sales, selling and marketing expense and general and
administrative expense, respectively, in the accompanying consolidated statement of operations.
Supplemental: Depreciation
Retailing:
US
International
Total Retailing


## IAC RECONCILIATION OF DETAILED SEGMENT RESULTS TO GAAP

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

(A) Non-cash compensation expense includes $\$ 7.0$ million, $\$ 7.6$ million, $\$ 77.6$ million and $\$ 0.1$ million which are included in cost of sales, selling and marketing expense, general and administrative expense and other operating expense, respectively, in the accompanying consolidated statement of operations.

Supplemental: Depreciation

| Retailing: |  |  |
| :---: | :---: | :---: |
| US | \$ | 37.4 |
| International |  | 5.3 |
| Total Retailing |  | 42.7 |
| Services: |  |  |
| Ticketing |  | 38.2 |
| Lending |  | 9.3 |
| Real Estate |  | 2.4 |
| Home Services |  | 1.7 |
| Total Services |  | 51.6 |
| Media \& Advertising |  | 27.7 |
| Membership \& Subscriptions: |  |  |
| Vacations |  | 7.8 |
| Personals |  | 7.5 |
| Discounts |  | 5.7 |
| Total Membership \& Subscriptions |  | 21.1 |
| Emerging Businesses |  | 2.0 |
| Corporate and other |  | 10.7 |
| Total Depreciation | \$ | 155.8 |

## IAC RECONCILIATION OF DETAILED SEGMENT RESULTS TO GAAP

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

|  | For the three months ended December 31, 2005 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Operating Income Before Amortization | Non-cash compensation expense (A) |  | Amortization of noncash marketing |  | Amortization of intangibles |  | Operating income (loss) |  |
| Retailing: |  |  |  |  |  |  |  |  |  |
| U.S. | 104.3 | \$ | (0.1) | \$ | - | \$ | (15.4) | \$ | 88.9 |
| International | 6.0 |  | - |  | - |  | (0.3) |  | 5.6 |
| Total Retailing | 110.3 |  | (0.1) |  | - |  | (15.7) |  | 94.5 |
| Services: |  |  |  |  |  |  |  |  |  |
| Ticketing | 59.1 |  | - |  | - |  | (7.3) |  | 51.8 |
| Lending | 13.9 |  | (0.5) |  | - |  | (4.8) |  | 8.7 |
| Real Estate | (2.9) |  | (0.2) |  | - |  | (2.5) |  | (5.6) |
| Home Services | 2.1 |  | (0.1) |  | - |  | (0.8) |  | 1.2 |
| Total Services | 72.2 |  | (0.9) |  | - |  | (15.4) |  | 56.0 |
| Media \& Advertising | 20.3 |  | - |  | - |  | (12.6) |  | 7.7 |
| Membership \& Subscriptions: |  |  |  |  |  |  |  |  |  |
| Vacations | 25.3 |  | - |  | - |  | (6.3) |  | 19.0 |
| Personals | 15.4 |  | - |  | - |  | (1.0) |  | 14.4 |
| Discounts | 49.3 |  | - |  | - |  | (1.6) |  | 47.7 |
| Total Membership \& Subscriptions | 89.9 |  | - |  | - |  | (8.8) |  | 81.1 |
| Emerging Businesses | (3.2) |  | (0.1) |  | - |  | (0.1) |  | (3.4) |
| Corporate and other | (22.7) |  | (22.7) |  | - |  | - |  | (45.4) |
| Total | \$ 266.8 | \$ | (23.8) | \$ | - | \$ | (52.6) | \$ | 190.5 |
| Other income, net |  |  |  |  |  |  |  |  | 4.9 |
| Earnings from continuing operations before income taxes and minority interest |  |  |  |  |  |  |  |  | 195.4 |
| Income tax provision |  |  |  |  |  |  |  |  | (75.6) |
| Minority interest in income of consolidated subsidiaries |  |  |  |  |  |  |  |  | (0.3) |
| Earnings from continuing operations |  |  |  |  |  |  |  |  | 119.5 |
| Loss on sale of discontinued operations, net of tax |  |  |  |  |  |  |  |  | (9.5) |
| Income from discontinued operations, net of tax |  |  |  |  |  |  |  |  | 3.0 |
| Earnings before preferred dividends |  |  |  |  |  |  |  |  | 113.1 |
| Preferred dividends |  |  |  |  |  |  |  |  | - |
| Net earnings available to common shareholders |  |  |  |  |  |  |  | \$ | $\underline{113.1}$ |

(A) Non-cash compensation expense includes $\$ 2.1$ million, $\$ 2.6$ million and $\$ 19.0$ million which are included in cost of sales, selling and marketing expense and general and administrative expense, respectively, in the accompanying consolidated statement of operations.

| Supplemental: Depreciation |  |  |
| :---: | :---: | :---: |
| Retailing: |  |  |
| US | \$ | 10.5 |
| International |  | 1.2 |
| Total Retailing |  | 11.7 |
| Services: |  |  |
| Ticketing |  | 9.2 |
| Lending |  | 1.6 |
| Real Estate |  | 0.4 |
| Home Services |  | 0.3 |
| Total Services |  | 11.5 |
| Media \& Advertising |  | 6.3 |
| Membership \& Subscriptions: |  |  |
| Vacations |  | 2.1 |
| Personals |  | 1.8 |
| Discounts |  | 1.3 |
| Total Membership \& Subscriptions |  | 5.1 |
| Emerging Businesses |  | 0.1 |
| Corporate and other |  | 2.4 |
| Total Depreciation | \$ | 37.1 |

## IAC RECONCILIATION OF DETAILED SEGMENT RESULTS TO GAAP

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

|  | For the year ended December 31, 2005 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Operating Income <br> Before Amortization | Non-cash compensation expense (A) |  | Amortization of noncash marketing |  | Amortization of intangibles |  | Operating income (loss) |  |
| Retailing: |  |  |  |  |  |  |  |  |  |
| U.S. \$ | \$ 276.6 | \$ | (0.4) | \$ | - | \$ | (59.4) | \$ | 216.7 |
| International | 5.8 |  | - |  | - |  | (1.3) |  | 4.5 |
| Total Retailing | 282.3 |  | (0.4) |  | - |  | (60.8) |  | 221.1 |
| Services: |  |  |  |  |  |  |  |  |  |
| Ticketing | 218.7 |  | - |  | - |  | (28.7) |  | 189.9 |
| Lending | 80.6 |  | (1.9) |  | - |  | (23.4) |  | 55.3 |
| Real Estate | (16.7) |  | (1.0) |  | - |  | (11.9) |  | (29.5) |
| Home Services | 11.2 |  | 0.7 |  | - |  | (3.0) |  | 8.9 |
| Total Services | 293.9 |  | (2.2) |  | - |  | (67.1) |  | 224.6 |
| Media \& Advertising | 30.5 |  | - |  | - |  | (22.8) |  | 7.7 |
| Membership \& Subscriptions: |  |  |  |  |  |  |  |  |  |
| Vacations | 110.7 |  | - |  | - |  | (25.2) |  | 85.5 |
| Personals | 47.9 |  | - |  | - |  | (3.8) |  | 44.1 |
| Discounts | 17.5 |  | - |  | - |  | (6.4) |  | 11.2 |
| Total Membership \& Subscriptions | 176.2 |  | - |  | - |  | (35.4) |  | 140.8 |
| Emerging Businesses | (12.1) |  | (0.1) |  | - |  | (0.4) |  | (12.7) |
| Corporate and other | (105.7) |  | (134.8) |  | - |  | - |  | (240.6) |
| Total $\quad$ \$ | \$ 665.0 | \$ | (137.5) | \$ | \$ - | \$ | (186.5) | \$ | 341.0 |
| Other income, net |  |  |  |  |  |  |  |  | 647.3 |
| Earnings from continuing operations before income taxes and minority interest |  |  |  |  |  |  |  |  | 988.3 |
| Income tax provision |  |  |  |  |  |  |  |  | (389.7) |
| Minority interest in income of consolidated subsidiaries |  |  |  |  |  |  |  |  | (2.2) |
| Earnings from continuing operations |  |  |  |  |  |  |  |  | 596.4 |
| Gain on sale of discontinued operations, net of tax |  |  |  |  |  |  |  |  | 70.2 |
| Income from discontinued operations, net of tax |  |  |  |  |  |  |  |  | 209.6 |
| Earnings before preferred dividends |  |  |  |  |  |  |  |  | 876.2 |
| Preferred dividends |  |  |  |  |  |  |  |  | (7.9) |
| Net earnings available to common shareholders |  |  |  |  |  |  |  | \$ | 868.2 |

(A) Non-cash compensation expense includes $\$ 7.4$ million, $\$ 5.8$ million, $\$ 124.2$ million and $\$ 0.1$ million which are included in cost of sales, selling and marketing expense, general and administrative expense and other operating expense, respectively, in the accompanying consolidated statement of operations.

| Supplemental: Depreciation |  |  |
| :---: | :---: | :---: |
| Retailing: |  |  |
| US | \$ | 40.9 |
| International |  | 6.7 |
| Total Retailing |  | 47.6 |
| Services: |  |  |
| Ticketing |  | 36.7 |
| Lending |  | 5.5 |
| Real Estate |  | 1.2 |
| Home Services |  | 1.0 |
| Total Services |  | 44.4 |
| Media \& Advertising |  | 13.2 |
| Membership \& Subscriptions: |  |  |
| Vacations |  | 7.4 |
| Personals |  | 8.2 |
| Discounts |  | 4.8 |
| Total Membership \& Subscriptions |  | 20.3 |
| Emerging Businesses |  | 0.3 |
| Corporate and other |  | 8.0 |
| Total Depreciation | \$ | 133.8 |

## IAC'S PRINCIPLES OF FINANCIAL REPORTING

IAC reports Operating Income Before Amortization, Adjusted Net Income, Adjusted EPS and Free Cash Flow, all of which are supplemental measures to GAAP. These measures are among the primary metrics by which we evaluate the performance of our businesses, on which our internal budgets are based and by which management is compensated. We believe that investors should have access to, and we are obligated to provide, the same set of tools that we use in analyzing our results. These nonGAAP measures should be considered in addition to results prepared in accordance with GAAP, but should not be considered a substitute for or superior to GAAP results. IAC endeavors to compensate for the limitations of the non-GAAP measures presented by providing the comparable GAAP measures with equal or greater prominence and descriptions of the reconciling items, including quantifying such items, to derive the non-GAAP measures. We encourage investors to examine the reconciling adjustments between the GAAP and non-GAAP measures contained in this release and which we discuss below.

## Definitions of Non-GAAP Measures

Operating Income Before Amortization is defined as operating income excluding, if applicable: (1) non-cash compensation expense and amortization of non-cash marketing, (2) amortization of intangibles and goodwill impairment, (3) pro forma adjustments for significant acquisitions, and (4) one-time items. 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 marketing, 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, net of tax effects and minority interest, (1) noncash compensation expense and amortization of non-cash marketing, (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) non-cash income or expense reflecting changes in the fair value of the derivatives created in the Expedia spin-off as a result of both IAC and Expedia shares being issuable upon the conversion of the Ask Convertible Notes and the exercise of certain IAC warrants, (6) one-time items, if applicable and (7) discontinued operations. 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 restricted shares and restricted stock units ("RSUs") 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 former passive 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 and preferred dividends paid by IAC. For purposes of Free Cash Flow, we also include changes in warehouse loans payable in Lending due to the close connection that exists with changes in loans held by sale which are included in cash provided by operations. In addition, Free Cash Flow excludes the tax payments related to the sale of IAC's interests in VUE due to the exclusion of the proceeds on the sale from cash provided by operating activities. 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.

## IAC'S PRINCIPLES OF FINANCIAL REPORTING - continued

## Pro Forma Results

We will only present Operating Income Before Amortization, Adjusted Net Income and Adjusted EPS on a pro forma basis if we view a particular transaction as significant in size or transformational in nature. For the periods presented in this release, there are no transactions that we have included on a pro forma basis.

## One-Time Items

Operating Income Before Amortization and Adjusted Net Income are presented before one-time items, if applicable. These items are truly one-time in nature and non-recurring, infrequent or unusual, and have not occurred in the past two years or are not expected to recur in the next two years, in accordance with SEC rules. GAAP results include one-time items. For the periods presented in this release, there are no adjustments for any one-time items.

## Non-Cash Expenses That Are Excluded From Our Non-GAAP Measures

Non-cash compensation expense consists principally of expense associated with the grants, including unvested grants assumed in acquisitions, of restricted stock, restricted stock units and stock options. These expenses are not paid in cash, and we include the related shares in our fully diluted shares outstanding which, for restricted stock units and stock options, are included on a treasury method basis. We view the true cost of our restricted stock units as the dilution to our share base, and as such all units are included in our shares outstanding for Adjusted EPS purposes. Upon vesting of restricted stock and restricted stock units and the exercise of certain stock options, the awards are settled, at the Company's discretion, on a net basis, with the Company remitting the required tax withholding amount from its current funds.

Amortization of non-cash marketing consists of non-cash advertising secured from Universal Television as part of the transaction pursuant to which VUE was created, and the subsequent transaction by which IAC sold its partnership interests in VUE (collectively referred to as "NBC Universal Advertising"). The NBC Universal Advertising is available for television advertising on various NBC Universal network and cable channels without any cash cost.

The NBC Universal Advertising is excluded from Operating Income Before Amortization and Adjusted Net Income because it is non-cash and generally is incremental to the advertising the Company otherwise secures as a result of its ordinary cost/benefit marketing planning process. Accordingly, the Company's aggregate level of advertising, and the increased concentration of that advertising on NBC Universal network and cable channels, does not reflect what our advertising effort would otherwise be without these credits, which will expire on September 30, 2008 if not exhausted before then. As a result, management believes that treating the NBC Universal Advertising as an expense does not appropriately reflect its true cost/benefit relationship, nor does it best reflect the Company's long-term level of advertising expenditures. Nonetheless, while the benefits directly attributable to television advertising are always difficult to determine, and especially so with respect to the NBC Universal Advertising due to its incrementality and heavy concentration, it is likely that the Company does derive benefits from it, though management believes such benefits are generally less than those received through its regular advertising for the reasons stated above. Operating Income Before Amortization and Adjusted Net Income therefore have the limitation of including those benefits while excluding the associated expense.

Amortization of intangibles is a non-cash expense relating primarily to acquisitions. At the time of an acquisition, the intangible assets of the acquired company, such as supplier contracts and customer relationships, are valued and amortized over their estimated lives. While it is likely that we will have significant intangible amortization expense as we continue to acquire companies, we believe that since intangibles represent costs incurred by the acquired company to build value prior to acquisition, they were part of transaction costs.

Equity income or loss from IAC's 5.44\% common interest in VUE is excluded from Adjusted Net Income and Adjusted EPS because IAC had no operating control over VUE, had no way to forecast this business, and did not consider the results of VUE in evaluating the performance of IAC's businesses. The gain from the sale in June 2005 of IAC's interests in VUE and related effects are excluded from Adjusted Net Income and Adjusted EPS for similar reasons.

Non-cash income or expense reflecting changes in the fair value of the derivatives created in the Expedia spin-off is excluded from Adjusted Net Income and Adjusted EPS because the obligations underlying these derivatives, which relate to the Ask Convertible Notes and certain IAC warrants, are expected to ultimately be settled in shares of IAC common stock and Expedia common stock, and not in cash.

## Free Cash Flow

We look at Free Cash Flow as a measure of the strength and performance of our businesses, not for valuation purposes. In our view, applying "multiples" to Free Cash Flow is inappropriate because it is subject to timing, seasonality and one-time events. We manage our business for cash and we think it is of utmost importance to maximize cash - but our primary valuation metrics are Operating Income Before Amortization and Adjusted EPS. In addition, because Free Cash Flow is subject to timing, seasonality and one-time events, we believe it is not appropriate to annualize quarterly Free Cash Flow results.

## OTHER INFORMATION

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

This press release and our conference call to be held at 11:00 a.m. Eastern Time today may contain "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 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 these forward-looking statements for a variety of reasons, including, among others: 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 online migration in the various markets and industries in which IAC's businesses operate, technological changes, regulatory changes, changes in the interest rate environment or a slowdown in the domestic housing market, effectiveness of hedging activities, changes affecting distribution channels, consumer acceptance of new products and services, changes in the advertising market and the ability of IAC to expand successfully in international markets. 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, these forward-looking statements 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 does not undertake to update these forward-looking statements.

## About IAC

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

## Contact Us

## IAC Investor Relations

James Hart / Eoin Ryan
(212) 314-7400

## IAC Corporate Communications

Andrea Riggs / Stacy Simpson
(212) 314-7280 / 7470

## IAC

152 West $57^{\text {th }}$ Street, $42^{\text {nd }}$ Floor New York, NY 10019 212.314.7300 Fax 212.314.7309 http://iac.com

