

IAC
Q4 2018 Earnings
Supplemental Financial Information and Operating Metrics

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IAC

Financial Results and Reconciliations

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

| | 2016 | 2017 | | | | | 2018 | | | | |
|---|-------------------|------------------|------------------|-------------------|------------------|-------------------|------------------|-------------------|-------------------|-------------------|-------------------|
| | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |
| Revenue | | | | | | | | | | | |
| Match Group | \$ 1,118.1 | \$ 298.8 | \$ 309.6 | \$ 343.4 | \$ 378.9 | \$ 1,330.7 | \$ 407.4 | \$ 421.2 | \$ 443.9 | \$ 457.3 | \$ 1,729.9 |
| ANGI Homeservices | 498.9 | 150.7 | 180.7 | 181.7 | 223.2 | 736.4 | 255.3 | 294.8 | 303.1 | 279.0 | 1,132.2 |
| Vimeo | 78.8 | 21.6 | 23.0 | 24.3 | 34.5 | 103.3 | 35.6 | 39.6 | 40.3 | 44.2 | 159.6 |
| Dotdash | 77.9 | 17.6 | 20.7 | 22.3 | 30.4 | 90.9 | 30.0 | 30.8 | 30.1 | 40.2 | 131.0 |
| Applications | 604.1 | 158.9 | 144.0 | 136.3 | 138.8 | 578.0 | 132.0 | 143.1 | 154.0 | 153.3 | 582.3 |
| Emerging & Other | 762.6 | 113.5 | 89.7 | 120.6 | 144.9 | 468.6 | 134.9 | 129.8 | 133.3 | 130.2 | 528.3 |
| Inter-segment eliminations | (0.6) | (0.2) | (0.2) | (0.1) | (0.1) | (0.6) | (0.1) | (0.1) | (0.1) | (0.1) | (0.4) |
| Total revenue | <u>\$ 3,139.9</u> | <u>\$ 760.8</u> | <u>\$ 767.4</u> | <u>\$ 828.4</u> | <u>\$ 950.6</u> | <u>\$ 3,307.2</u> | <u>\$ 995.1</u> | <u>\$ 1,059.1</u> | <u>\$ 1,104.6</u> | <u>\$ 1,104.1</u> | <u>\$ 4,262.9</u> |
| Adjusted EBITDA | | | | | | | | | | | |
| Match Group | \$ 403.4 | \$ 86.2 | \$ 109.9 | \$ 119.6 | \$ 153.2 | \$ 468.9 | \$ 137.7 | \$ 175.6 | \$ 165.0 | \$ 175.6 | \$ 653.9 |
| ANGI Homeservices (a) (b) | 45.9 | 10.2 | 13.7 | (2.3) | 16.2 | 37.9 | 36.6 | 67.0 | 77.7 | 66.2 | 247.5 |
| Vimeo | (20.3) | (6.4) | (5.7) | (5.1) | (6.3) | (23.6) | (7.8) | (7.6) | (4.2) | (8.4) | (28.0) |
| Dotdash | (16.8) | (5.6) | (2.9) | (0.5) | 6.3 | (2.8) | 3.8 | 2.0 | 3.1 | 12.5 | 21.4 |
| Applications | 132.3 | 34.9 | 40.5 | 31.1 | 30.2 | 136.8 | 26.8 | 35.4 | 35.0 | 34.7 | 131.8 |
| Emerging & Other | 10.1 | (3.0) | 4.5 | 11.9 | 12.5 | 25.9 | 8.2 | 8.3 | 12.2 | 7.4 | 36.2 |
| Corporate | (53.3) | (14.3) | (15.5) | (17.1) | (20.8) | (67.8) | (17.0) | (15.6) | (21.5) | (20.0) | (74.0) |
| Total Adjusted EBITDA | <u>\$ 501.2</u> | <u>\$ 102.0</u> | <u>\$ 144.5</u> | <u>\$ 137.6</u> | <u>\$ 191.2</u> | <u>\$ 575.3</u> | <u>\$ 188.4</u> | <u>\$ 265.0</u> | <u>\$ 267.3</u> | <u>\$ 268.0</u> | <u>\$ 988.8</u> |
| Stock-based compensation expense | | | | | | | | | | | |
| Match Group | \$ (52.4) | \$ (18.0) | \$ (15.7) | \$ (19.9) | \$ (15.5) | \$ (69.1) | \$ (17.0) | \$ (16.7) | \$ (16.1) | \$ (16.2) | \$ (66.0) |
| ANGI Homeservices (a) (b) | (8.9) | (4.5) | (11.8) | (104.0) | (29.0) | (149.2) | (24.9) | (22.1) | (22.5) | (27.6) | (97.1) |
| Vimeo | - | - | - | - | - | - | - | - | - | - | - |
| Dotdash | - | - | - | - | - | - | - | - | - | - | - |
| Applications | - | - | - | - | - | - | - | - | - | - | - |
| Emerging & Other | (1.3) | (1.7) | (0.1) | (0.1) | (0.1) | (2.1) | (0.1) | (1.3) | (0.3) | 0.8 | (0.9) |
| Corporate | (42.3) | (9.8) | (11.3) | (10.4) | (12.7) | (44.2) | (17.1) | (17.5) | (16.4) | (23.4) | (74.4) |
| Total stock-based compensation expense | <u>\$ (104.8)</u> | <u>\$ (34.0)</u> | <u>\$ (38.9)</u> | <u>\$ (134.5)</u> | <u>\$ (57.3)</u> | <u>\$ (264.6)</u> | <u>\$ (59.1)</u> | <u>\$ (57.6)</u> | <u>\$ (55.4)</u> | <u>\$ (66.4)</u> | <u>\$ (238.4)</u> |
| Depreciation | | | | | | | | | | | |
| Match Group | \$ (27.7) | \$ (7.6) | \$ (7.9) | \$ (8.1) | \$ (9.0) | \$ (32.6) | \$ (8.1) | \$ (8.4) | \$ (8.5) | \$ (7.9) | \$ (33.0) |
| ANGI Homeservices | (8.4) | (3.0) | (3.2) | (3.5) | (4.8) | (14.5) | (6.2) | (5.9) | (6.1) | (6.1) | (24.3) |
| Vimeo | (1.1) | (0.4) | (0.4) | (0.3) | (0.3) | (1.4) | (0.3) | (0.3) | (0.3) | (0.3) | (1.2) |
| Dotdash | (2.8) | (0.8) | (0.4) | (0.7) | (0.3) | (2.3) | (0.2) | (0.2) | (0.2) | (0.2) | (1.0) |
| Applications | (5.1) | (1.0) | (0.9) | (1.2) | (0.8) | (3.9) | (0.8) | (0.8) | (0.6) | (0.5) | (2.6) |
| Emerging & Other | (12.7) | (2.2) | (0.7) | (0.6) | (0.6) | (4.1) | (0.8) | (0.3) | (0.3) | (0.3) | (1.7) |
| Corporate | (13.9) | (4.9) | (4.8) | (2.9) | (2.9) | (15.5) | (2.8) | (2.8) | (2.9) | (3.1) | (11.6) |
| Total depreciation | <u>\$ (71.7)</u> | <u>\$ (19.9)</u> | <u>\$ (18.3)</u> | <u>\$ (17.3)</u> | <u>\$ (18.8)</u> | <u>\$ (74.3)</u> | <u>\$ (19.3)</u> | <u>\$ (18.8)</u> | <u>\$ (18.9)</u> | <u>\$ (18.4)</u> | <u>\$ (75.4)</u> |
| Amortization of intangibles | | | | | | | | | | | |
| Match Group | \$ (16.9) | \$ (0.4) | \$ (0.4) | \$ (0.4) | \$ (0.3) | \$ (1.5) | \$ (0.2) | \$ (0.2) | \$ (0.4) | \$ (0.4) | \$ (1.3) |
| ANGI Homeservices | (3.2) | (1.4) | (2.7) | (2.8) | (16.4) | (23.3) | (16.3) | (15.8) | (15.6) | (14.5) | (62.2) |
| Vimeo | (4.2) | (0.3) | (0.3) | (0.3) | (1.4) | (2.3) | (1.6) | (1.6) | (1.6) | (1.4) | (6.3) |
| Dotdash | (30.8) | (4.8) | (4.6) | (0.2) | (1.0) | (10.7) | (0.4) | (0.4) | (0.4) | (0.4) | (1.6) |
| Applications | (5.5) | (0.6) | (0.5) | (0.5) | (0.5) | (2.2) | (0.5) | (1.6) | (1.3) | (29.8) | (33.3) |
| Emerging & Other | (18.9) | (1.6) | (0.1) | (0.1) | (0.4) | (2.3) | (0.8) | (0.6) | (0.7) | (1.5) | (3.6) |
| Corporate | - | - | - | - | - | - | - | - | - | - | - |
| Total amortization of intangibles | <u>\$ (79.4)</u> | <u>\$ (9.2)</u> | <u>\$ (8.6)</u> | <u>\$ (4.4)</u> | <u>\$ (20.0)</u> | <u>\$ (42.1)</u> | <u>\$ (20.0)</u> | <u>\$ (20.2)</u> | <u>\$ (20.2)</u> | <u>\$ (48.1)</u> | <u>\$ (108.4)</u> |

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Financial Results and Reconciliations

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

| | 2016 | 2017 | | | | | 2018 | | | | |
|--|-------------------|-----------------|-----------------|------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |
| Acquisition-related contingent consideration fair value adjustments | | | | | | | | | | | |
| Match Group | \$ 9.2 | \$ (1.3) | \$ (3.0) | \$ (0.1) | \$ (0.9) | \$ (5.3) | \$ (0.2) | \$ (0.1) | \$ (0.1) | \$ (0.1) | \$ (0.3) |
| ANGI Homeservices | - | - | - | - | - | - | - | - | - | - | - |
| Vimeo | 0.2 | - | - | - | - | - | - | - | - | - | - |
| Dotdash | - | - | - | - | - | - | - | - | - | - | - |
| Applications | (12.0) | (0.5) | - | - | - | (0.5) | - | - | - | (1.1) | (1.1) |
| Emerging & Other | 0.1 | - | - | - | - | - | - | - | - | - | - |
| Corporate | - | - | - | - | - | - | - | - | - | - | - |
| Total acquisition-related contingent consideration fair value adjustments | <u>\$ (2.6)</u> | <u>\$ (1.9)</u> | <u>\$ (3.0)</u> | <u>\$ (0.1)</u> | <u>\$ (0.9)</u> | <u>\$ (5.8)</u> | <u>\$ (0.2)</u> | <u>\$ (0.1)</u> | <u>\$ (0.1)</u> | <u>\$ (1.2)</u> | <u>\$ (1.5)</u> |
| Goodwill impairment | | | | | | | | | | | |
| Match Group | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| ANGI Homeservices | - | - | - | - | - | - | - | - | - | - | - |
| Vimeo | - | - | - | - | - | - | - | - | - | - | - |
| Dotdash (c) | (198.3) | - | - | - | - | - | - | - | - | - | - |
| Applications | - | - | - | - | - | - | - | - | - | - | - |
| Emerging & Other (c) | (77.0) | - | - | - | - | - | - | - | - | - | - |
| Corporate | - | - | - | - | - | - | - | - | - | - | - |
| Total goodwill impairment | <u>\$ (275.4)</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ -</u> |
| Operating (loss) income | | | | | | | | | | | |
| Match Group | \$ 315.5 | \$ 58.9 | \$ 83.0 | \$ 91.0 | \$ 127.7 | \$ 360.5 | \$ 112.2 | \$ 150.2 | \$ 139.9 | \$ 151.0 | \$ 553.3 |
| ANGI Homeservices (a) (b) | 25.4 | 1.4 | (4.1) | (112.5) | (33.9) | (149.2) | (10.8) | 23.3 | 33.5 | 17.9 | 63.9 |
| Vimeo | (25.4) | (7.1) | (6.4) | (5.8) | (8.1) | (27.3) | (9.7) | (9.6) | (6.2) | (10.1) | (35.6) |
| Dotdash | (248.7) | (11.3) | (7.9) | (1.4) | 4.9 | (15.7) | 3.2 | 1.3 | 2.4 | 11.8 | 18.8 |
| Applications | 109.7 | 32.8 | 39.1 | 29.4 | 28.9 | 130.2 | 25.5 | 33.1 | 33.0 | 3.3 | 94.8 |
| Emerging & Other | (99.7) | (8.6) | 3.6 | 11.1 | 11.3 | 17.4 | 6.5 | 6.1 | 10.9 | 6.5 | 30.0 |
| Corporate | (109.4) | (29.0) | (31.6) | (30.3) | (36.5) | (127.4) | (36.9) | (35.9) | (40.8) | (46.5) | (160.0) |
| Total operating (loss) income | <u>\$ (32.6)</u> | <u>\$ 37.1</u> | <u>\$ 75.6</u> | <u>\$ (18.6)</u> | <u>\$ 94.4</u> | <u>\$ 188.5</u> | <u>\$ 90.0</u> | <u>\$ 168.4</u> | <u>\$ 172.8</u> | <u>\$ 133.9</u> | <u>\$ 565.1</u> |
| Interest expense | (109.1) | (24.8) | (24.7) | (25.0) | (30.7) | (105.3) | (26.5) | (27.4) | (27.6) | (27.9) | (109.3) |
| Other income (expense), net | 60.7 | (7.7) | 10.2 | (10.2) | (8.5) | (16.2) | (4.6) | 171.1 | 8.1 | 131.1 | 305.7 |
| (Loss) earnings before income taxes | (81.1) | 4.6 | 61.1 | (53.8) | 55.1 | 67.0 | 58.8 | 312.2 | 153.3 | 237.2 | 761.6 |
| Income tax benefit (provision) | 64.9 | 23.9 | 19.4 | 279.5 | (31.8) | 291.1 | 29.0 | (31.4) | 18.2 | (19.7) | (3.8) |
| Net (loss) earnings | (16.2) | 28.5 | 80.6 | 225.6 | 23.3 | 358.0 | 87.8 | 280.9 | 171.6 | 217.5 | 757.7 |
| Net (earnings) loss attributable to noncontrolling interests | (25.1) | (2.3) | (14.3) | (46.0) | 9.5 | (53.1) | (16.8) | (62.5) | (25.8) | (25.7) | (130.8) |
| Net (loss) earnings attributable to IAC shareholders | <u>\$ (41.3)</u> | <u>\$ 26.2</u> | <u>\$ 66.3</u> | <u>\$ 179.6</u> | <u>\$ 32.8</u> | <u>\$ 304.9</u> | <u>\$ 71.1</u> | <u>\$ 218.4</u> | <u>\$ 145.8</u> | <u>\$ 191.8</u> | <u>\$ 627.0</u> |
| Impact from public subsidiaries' dilutive securities (d) | \$ - | \$ (2.4) | \$ (7.9) | \$ (23.7) | \$ 0.6 | \$ (33.5) | \$ (7.4) | \$ (7.0) | \$ (8.3) | \$ (5.7) | \$ (25.2) |
| GAAP diluted weighted average shares outstanding | 80.0 | 82.5 | 83.8 | 87.2 | 89.1 | 85.3 | 89.1 | 90.9 | 92.0 | 91.0 | 91.3 |
| GAAP diluted (loss) earnings per share (e) | <u>\$ (0.52)</u> | <u>\$ 0.29</u> | <u>\$ 0.70</u> | <u>\$ 1.79</u> | <u>\$ 0.37</u> | <u>\$ 3.18</u> | <u>\$ 0.71</u> | <u>\$ 2.32</u> | <u>\$ 1.49</u> | <u>\$ 2.04</u> | <u>\$ 6.59</u> |

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IAC

Financial Results and Reconciliations

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

| 2016 | 2017 | | | | | 2018 | | | | |
|-----------|------|----|----|----|-----------|------|----|----|----|-----------|
| FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |

Note: On March 31, 2017, Match Group sold its non-dating business, consisting of The Princeton Review, and has reflected it as a discontinued operation in Q1 2017 in its standalone financial statements; Match Group financial information for prior periods was recast to conform to this presentation. The non-dating business did not meet the threshold to be reflected as a discontinued operation at the IAC level. IAC moved the non-dating business to its Emerging & Other segment in Q1 2017 and prior period financial information was recast to conform to this presentation. As a result, Match Group's revenue, operating income and Adjusted EBITDA in IAC's financial results conform to the corresponding amounts in Match Group's standalone financial statements.

(a) In connection with the completion of the HomeAdvisor and Angie's List combination on September 29, 2017 (the "Combination"), the HomeAdvisor segment was renamed ANGI Homeservices.

Q3 2017 operating loss of \$112.5 million at ANGI Homeservices reflects: (i) \$96.9 million in stock-based compensation expense related primarily to: (A) a modification charge arising from the conversion of vested HomeAdvisor equity awards into ANGI Homeservices equity awards in connection with the Combination and (B) expense related to the acceleration of converted ANGI Homeservices equity awards held by Angie's List employees upon the termination of their employment in connection with the Combination and (ii) \$26.0 million in costs related to the Combination.

Q4 2017, Q1 2018, Q2 2018, Q3 2018 and Q4 2018 operating (loss) income of \$(33.9) million, \$(10.8) million, \$23.3 million, \$33.5 million and \$17.9 million, respectively, at ANGI Homeservices includes \$25.1 million, \$19.1 million, \$16.7 million, \$16.0 million and \$18.8 million, respectively, in stock-based compensation expense related primarily to: (i) a modification charge related to previously issued and unvested HomeAdvisor equity awards and the expense related to the conversion of previously issued and unvested Angie's List equity awards, both in connection with the Combination, and (ii) expense related to the acceleration of converted ANGI Homeservices equity awards held by Angie's List employees upon the termination of their employment in connection with the Combination, as well as \$22.0 million, \$5.3 million, \$2.6 million, \$1.0 million and \$0.1 million, respectively, in costs related to the Combination (including \$7.6 million, \$2.8 million, \$1.8 million, \$0.7 million and \$0.1 million, respectively, of deferred revenue write-offs).

Operating income (loss) and Adjusted EBITDA for FYE 2016, Q2 2017 and FYE 2017 will not agree to the ANGI Homeservices financial segment information on a standalone basis due to a \$1.3 million accrual that was recorded retrospectively in Q3 2016 as the standalone HomeAdvisor combined financial statements were prepared. This accrual was recorded in IAC's consolidated financial statements in Q2 2017.

(b) In connection with the acquisition of Handy on October 19, 2018, Q3 2018 and Q4 2018 operating income of \$33.5 million and \$17.9 million, respectively, at ANGI Homeservices includes \$1.3 million and \$2.4 million, respectively, in transaction-related items (including \$0.4 million of deferred revenue write-offs in Q4 2018). Q4 2018 was further impacted by \$1.9 million in stock-based compensation expense.

(c) Prior to the fourth quarter of 2018, IAC Publishing was a reportable segment consisting of one operating segment and one reporting unit. In the fourth quarter of 2018, IAC Publishing was split into two new operating segments and reporting units: Dotdash and Ask Media Group (included in the Emerging & Other segment). The 2016 goodwill impairment of IAC Publishing was allocated to these two reporting units based upon their relative fair values as of October 1, 2018.

(d) Represents the reduction in Match Group's and ANGI Homeservices (with effect from September 29, 2017, the date of the completion of the Combination) earnings attributable to IAC from the assumed exercise of Match Group and ANGI Homeservices dilutive securities under the if-converted method. Quarterly amounts may not add to the related annual amount based on the outcome of the if-converted method calculation for each respective period.

(e) Quarterly per share amounts may not add to the related annual per share amount due to differences in the average common shares outstanding during each period.

**IAC
Match Group**

(rounding differences may occur)

| | 2016 | 2017 | | | | | 2018 | | | | |
|---|------------|----------|----------|----------|----------|------------|----------|----------|----------|----------|------------|
| | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |
| Match Group | | | | | | | | | | | |
| Revenue (\$ in millions) | | | | | | | | | | | |
| Direct Revenue | | | | | | | | | | | |
| North America (a) | \$ 673.9 | \$ 175.3 | \$ 178.5 | \$ 186.9 | \$ 200.6 | \$ 741.3 | \$ 211.4 | \$ 222.2 | \$ 233.6 | \$ 235.3 | \$ 902.5 |
| International (b) | 393.4 | 112.4 | 120.9 | 143.2 | 163.3 | 539.9 | 181.4 | 185.6 | 197.9 | 209.8 | 774.7 |
| Total Direct Revenue (c) | \$ 1,067.4 | \$ 287.8 | \$ 299.4 | \$ 330.1 | \$ 364.0 | \$ 1,281.2 | \$ 392.7 | \$ 407.7 | \$ 431.5 | \$ 445.2 | \$ 1,677.2 |
| Indirect Revenue | 50.7 | 11.0 | 10.1 | 13.3 | 14.9 | 49.4 | 14.6 | 13.5 | 12.4 | 12.2 | 52.7 |
| Total Revenue | \$ 1,118.1 | \$ 298.8 | \$ 309.6 | \$ 343.4 | \$ 378.9 | \$ 1,330.7 | \$ 407.4 | \$ 421.2 | \$ 443.9 | \$ 457.3 | \$ 1,729.8 |
| Average Subscribers (d) (in thousands) | | | | | | | | | | | |
| North America (a) | 3,268 | 3,386 | 3,452 | 3,615 | 3,816 | 3,569 | 3,976 | 4,131 | 4,278 | 4,265 | 4,161 |
| International (b) | 2,140 | 2,525 | 2,649 | 2,944 | 3,228 | 2,839 | 3,457 | 3,592 | 3,812 | 3,968 | 3,712 |
| Total Average Subscribers | 5,408 | 5,911 | 6,101 | 6,559 | 7,044 | 6,408 | 7,433 | 7,723 | 8,090 | 8,233 | 7,873 |
| ARPU (e) | | | | | | | | | | | |
| North America (a) | \$ 0.56 | \$ 0.57 | \$ 0.56 | \$ 0.56 | \$ 0.57 | \$ 0.56 | \$ 0.58 | \$ 0.58 | \$ 0.59 | \$ 0.59 | \$ 0.59 |
| International (b) | \$ 0.50 | \$ 0.48 | \$ 0.49 | \$ 0.52 | \$ 0.54 | \$ 0.51 | \$ 0.57 | \$ 0.56 | \$ 0.55 | \$ 0.56 | \$ 0.56 |
| Total ARPU | \$ 0.54 | \$ 0.53 | \$ 0.53 | \$ 0.54 | \$ 0.55 | \$ 0.54 | \$ 0.58 | \$ 0.57 | \$ 0.57 | \$ 0.58 | \$ 0.57 |

(a) North America consists of our businesses for users located in the United States and Canada.

(b) International consists of our businesses for users located outside of the United States and Canada.

(c) Direct Revenue includes both subscription and à la carte revenue that is received directly from an end user of our products.

(d) Average Subscribers is calculated by summing the number of Subscribers at the end of each day in the relevant measurement period and dividing it by the number of calendar days in that period. A Subscriber is a user who purchases a subscription to one of our products. Users who purchase only à la carte features do not qualify as Subscribers.

(e) ARPU, or Average Revenue per Subscriber, is Direct Revenue from Subscribers in the relevant measurement period (whether in the form of subscription or à la carte revenue from Subscribers) divided by the Average Subscribers in such period divided by the number of calendar days in such period. Direct Revenue from users who are not Subscribers and have purchased only à la carte features is not included in ARPU.

IAC

ANGI Homeservices

(rounding differences may occur)

| | 2016 | 2017 | | | | | 2018 | | | | |
|---|-----------|----------|----------|----------|----------|-----------|----------|----------|----------|----------|------------|
| | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |
| ANGI Homeservices | | | | | | | | | | | |
| <i>Revenue (\$ in millions)</i> | | | | | | | | | | | |
| As Reported | | | | | | | | | | | |
| Marketplace (a) | \$ 428.9 | \$ 129.6 | \$ 155.8 | \$ 156.6 | \$ 139.4 | \$ 581.4 | \$ 165.6 | \$ 204.7 | \$ 213.0 | 191.1 | \$ 774.5 |
| Advertising & Other (b) | 33.0 | 8.4 | 9.7 | 10.5 | 68.8 | 97.5 | 70.4 | 72.8 | 73.5 | 70.9 | 287.7 |
| Total North America | \$ 461.8 | \$ 138.1 | \$ 165.5 | \$ 167.1 | \$ 208.2 | \$ 678.9 | \$ 236.0 | \$ 277.5 | \$ 286.6 | \$ 262.0 | \$ 1,062.2 |
| Europe | 37.0 | 12.7 | 15.2 | 14.6 | 15.0 | 57.5 | 19.3 | 17.3 | 16.5 | 16.9 | 70.1 |
| Total ANGI Homeservices revenue | \$ 498.9 | \$ 150.7 | \$ 180.7 | \$ 181.7 | \$ 223.2 | \$ 736.4 | \$ 255.3 | \$ 294.8 | \$ 303.1 | \$ 279.0 | \$ 1,132.2 |
| Pro Forma (c) | | | | | | | | | | | |
| Marketplace (a) | \$ 428.9 | \$ 129.6 | \$ 155.8 | \$ 156.6 | \$ 139.4 | \$ 581.4 | \$ 165.6 | \$ 204.7 | \$ 213.0 | \$ 191.5 | \$ 774.9 |
| Advertising & Other (b) | 356.3 | 81.6 | 82.5 | 80.2 | 76.5 | 320.7 | 73.3 | 74.5 | 74.3 | 71.1 | 293.1 |
| Total North America | \$ 785.2 | \$ 211.2 | \$ 238.2 | \$ 236.8 | \$ 215.9 | \$ 902.1 | \$ 238.9 | \$ 279.3 | \$ 287.3 | \$ 262.6 | \$ 1,068.0 |
| Europe | 37.0 | 12.7 | 15.2 | 14.6 | 15.0 | 57.5 | 19.3 | 17.3 | 16.5 | 16.9 | 70.1 |
| Total ANGI Homeservices revenue | \$ 822.2 | \$ 223.9 | \$ 253.5 | \$ 251.4 | \$ 230.9 | \$ 959.6 | \$ 258.2 | \$ 296.6 | \$ 303.8 | \$ 279.5 | \$ 1,138.1 |
| Other ANGI Homeservices Metrics | | | | | | | | | | | |
| Marketplace Service Requests (in thousands) (a) (d) | 13,208 | 3,656 | 5,223 | 5,023 | 4,227 | 18,129 | 5,031 | 6,799 | 6,405 | 5,254 | 23,488 |
| Marketplace Paying Service Professionals (in thousands) (a) (e) | 143 | 156 | 164 | 172 | 181 | 181 | 194 | 202 | 206 | 214 | 214 |
| Marketplace Revenue per Paying Service Professional (a)(f) | | \$ 830 | \$ 949 | \$ 908 | \$ 771 | | \$ 855 | \$ 1,016 | \$ 1,034 | \$ 895 | |
| Advertising Service Professionals (in thousands) (g) | 49 | 49 | 49 | 47 | 45 | 45 | 41 | 39 | 37 | 36 | 36 |

(a) Reflects the HomeAdvisor and Handy domestic marketplace service, including consumer connection revenue for consumer matches, membership subscription revenue from service professionals and revenue from completed jobs sourced through the Handy platform. It excludes revenue from Angie's List, mHelpDesk, HomeStars and Felix.

(b) Includes Angie's List revenue (revenue from service professionals under contract for advertising and membership subscription fees from consumers) as well as revenue from mHelpDesk, HomeStars and Felix.

(c) Pro Forma results reflect the inclusion of Angie's List revenue for all periods and exclude deferred revenue write-offs of \$0.1 million in Q3 2017, \$7.6 million in Q4 2017, \$2.8 million in Q1 2018, \$1.8 million in Q2 2018, \$0.7 million in Q3 2018 and \$0.1 million in Q4 2018 in connection with the Angie's List transaction. Pro forma results also exclude deferred revenue write-offs of \$0.4 million in connection with the Handy acquisition.

(d) Fully completed and submitted domestic customer service requests to HomeAdvisor and completed jobs sourced through the Handy platform.

(e) The number of HomeAdvisor and Handy domestic service professionals that had an active subscription and/or paid for consumer matches or completed a job sourced through the Handy platform in the last month of the period. An active HomeAdvisor subscription is a subscription for which HomeAdvisor was recognizing revenue on the last day of the relevant period.

(f) Pro forma Marketplace quarterly revenue divided by Marketplace Paying Service Professionals.

(g) Reflects the total number of Angie's List service professionals under contract for advertising at the end of the period.

IAC
Vimeo

(rounding differences may occur)

| | 2016 | 2017 | | | | | 2018 | | | | |
|---------------------------------------|-----------|---------|---------|---------|---------|-----------|---------|---------|---------|---------|-----------|
| | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |
| Vimeo | | | | | | | | | | | |
| <i>Revenue (\$ in millions)</i> | | | | | | | | | | | |
| Platform (a) | \$ 78.8 | \$ 21.6 | \$ 23.0 | \$ 24.3 | \$ 30.9 | \$ 99.7 | \$ 32.9 | \$ 36.3 | \$ 37.2 | \$ 40.2 | \$ 146.7 |
| Hardware (b) | - | - | - | - | 3.7 | 3.7 | 2.6 | 3.3 | 3.1 | 4.0 | 13.0 |
| Total Vimeo | \$ 78.8 | \$ 21.6 | \$ 23.0 | \$ 24.3 | \$ 34.5 | \$ 103.3 | \$ 35.6 | \$ 39.6 | \$ 40.3 | \$ 44.2 | \$ 159.6 |
| Ending Subscribers (in thousands) (c) | 768 | 800 | 828 | 847 | 873 | 873 | 901 | 917 | 932 | 952 | 952 |

(a) Platform Revenue primarily includes subscription SaaS and other related revenue from Vimeo subscribers.

(b) Hardware Revenue includes sales of our live streaming accessories.

(c) The number of subscribers to Vimeo's SaaS video tools at the end of the period.

**IAC
Applications**

(rounding differences may occur)

| | 2016 | 2017 | | | | | 2018 | | | | |
|---------------------------------|-----------|----------|----------|----------|----------|-----------|----------|----------|----------|----------|-----------|
| | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 | Q1 | Q2 | Q3 | Q4 | FYE 12/31 |
| Applications | | | | | | | | | | | |
| <i>Revenue (\$ in millions)</i> | | | | | | | | | | | |
| Desktop (a) | \$ 563.3 | \$ 142.4 | \$ 130.3 | \$ 122.6 | \$ 126.8 | \$ 522.1 | \$ 117.6 | \$ 114.4 | \$ 118.5 | \$ 108.2 | \$ 458.8 |
| Mobile (b) | 40.8 | 16.5 | 13.7 | 13.7 | 12.0 | 55.8 | 14.4 | 28.6 | 35.4 | 45.0 | 123.5 |
| Total Applications Revenue | \$ 604.1 | \$ 158.9 | \$ 144.0 | \$ 136.3 | \$ 138.8 | \$ 578.0 | \$ 132.0 | \$ 143.1 | \$ 154.0 | \$ 153.3 | \$ 582.3 |

(a) Desktop is comprised of revenue generated by applications distributed through both direct-to-consumer marketing and business-to-business partnerships.

(b) Mobile includes Apalon, iTranslate, TelTech and Daily Burn and is comprised primarily of revenue generated by mobile applications distributed through iOS and Android.