# Recent Financial Results

**Dara Khosrowshahi** 

Executive Vice President & CFO

### **Gross Transaction Value**



#### Revenue





2001 = \$3,469

### **OIBA**

\$ in millions



# Q 3 P&L Summary

\$ in millions, except per share data	Q3 03	Q3 02	GROWTH %
Revenue	\$1,610	\$1,185	36%
OIBA	192	96	100%
Net Income	19	(37)	nm
Diluted EPS	\$0.02	\$(0.07)	nm
Adjusted Net Income	\$130	\$47	173%
Adjusted Shares Outstanding	786	688	14%
Adjusted EPS	\$0.17	\$0.07	153%



# Q 3 Charges

\$ in millions, except per share data	Q3 03	Q3 02	<b>GROWTH</b> %
OIBA after Charges	192	96	100%
CHARGES:			
Hotels.com	4	-	
TVTS Satellite Contract	5	-	
PRC Real Estate & Software	2	-	
HSN Italy Write-Off	-	31	
Total Charges/OIBA Impact	\$11	\$31	
OIBA before Charges	\$203	\$127	60%
Adjusted Net Income before Charges	\$141	\$79	79%



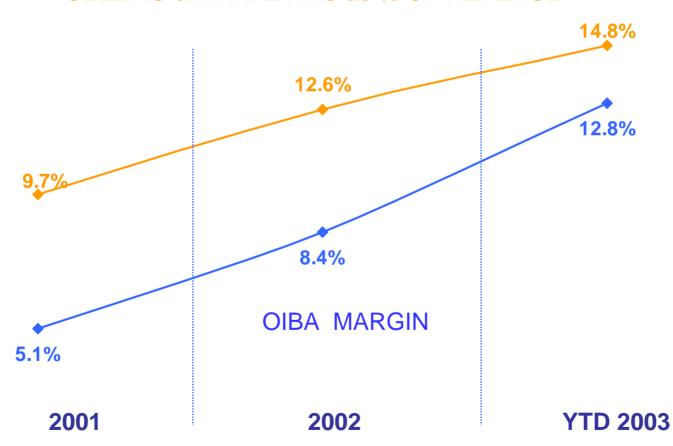
# Q3 Segment Financials

\$ in millions		REVENUE			OIBA	
	2002	2003	GROWTH %	2002	2003	GROWTH%
IAC Travel	\$459	\$734	60%	\$84	\$138	64%
Electronic Retailing	450	526	17%	8	48	515%
Ticketing	162	178	10%	26	32	25%
Personals	34	48	44%	5	10	107%
Local Services	8	29	283%	(7)	(18)	159%
Financial Services & Real Estate	-	24	nm	-	3	nm
Teleservices	75	76	1%	1	2	99%
Corporate & Other	(2)	(5)	nm	(21)	(23)	nm
Total	\$1,185	\$1,610	36%	\$96	\$192	100%



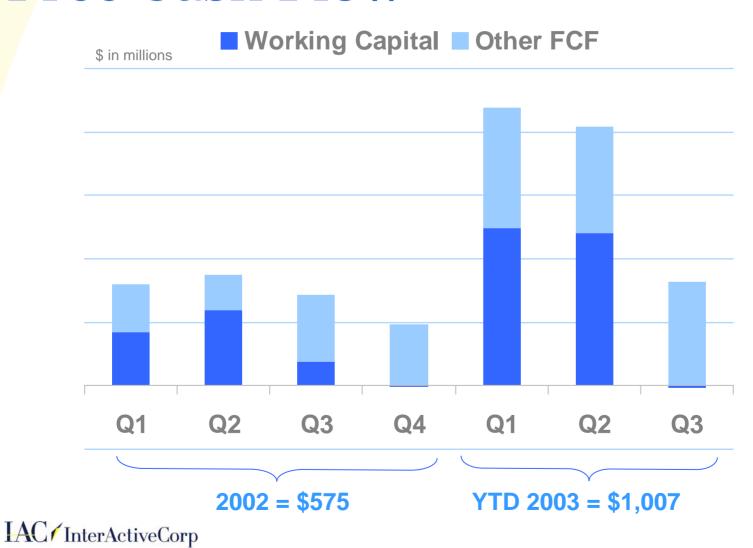
## Leverage

#### SELLING & MARKETING as % OF REVENUE





### **Free Cash Flow**



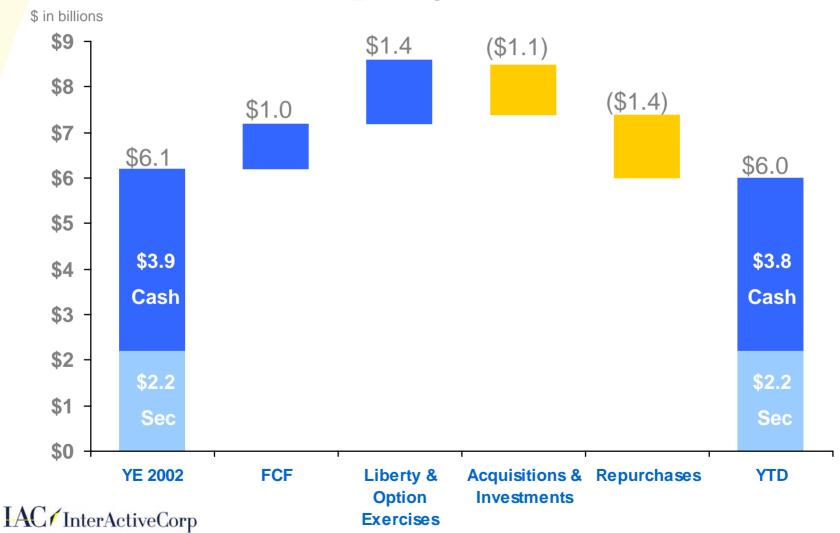
## Travel Working Capital

(Expedia & Hotels.com)

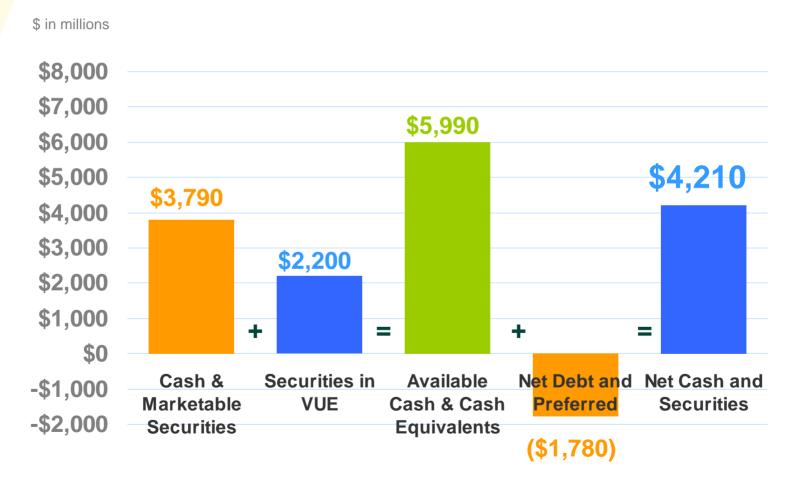
\$ in millions	2002	2003E
Increase in Gross Bookings	\$2,834	\$3,000+
Increase in Working Capital	\$220	\$310 - \$360
Increase in Working Capital as % of Gross Bookings Increase	~8%	~10%



## YTD Cash Deployment



## **Current Capitalization**





### **Cash Cushion**

\$ in millions

Pro Forma 9/30/03 Cash Balance	\$3,790
Stock Repurchases (50m Shares @ \$35)	\$(1,750)
Available Cash	\$2,040
Cash Cushion (working capital, growth, acquisitions)	\$(1,500) - \$(2,000)
Excess Cash	\$40 - \$540
VUE Securities	\$2,200
Cash & Securities Available	\$2,240 - \$2,740



### 2004 Growth Initiatives

#### IAC Travel

- International
- Corporate Travel
- New Products

#### IAC / Electronic Retailing

- Customer Service
- Fulfillment capabilities

#### **IAC** Ticketing

- Upgrade of Core Technology
- International Rebuild
- New products

#### IAC / Personals

#### **New products**

- Advanced Search
- Community
- Quizlets
- Events

#### IAC/Local Services

- Online product
- Registered card
- Pay for Performance

#### IAC Financial Services & Real Estate

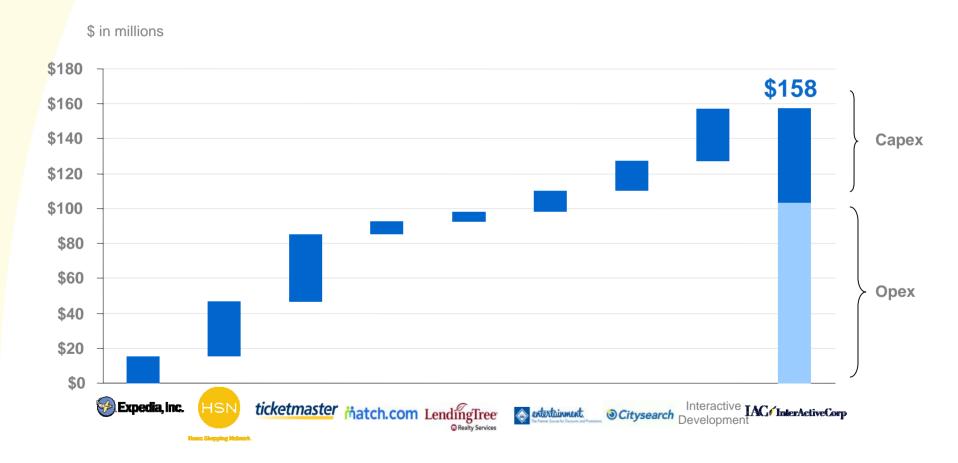
- Real Estate
- New technology

### Interactive Development

New ideas



### 2004 Growth Initiatives





### **OIBA Growth Estimate**





## Perspective

- Focus on near term and long term financial performance
- Significant free cash flow generation
- Strong balance sheet
- Use business leverage to invest in growth initiatives

