

IAC
Q2 2025 Earnings
Supplemental Financial Information and Operating Metrics

Table of Contents

	<u>Page(s)</u>
Financial Information:	
Financial Results and Reconciliations	2-3
Operating Metrics:	
People Inc. (formerly Dotdash Meredith)	4
Care.com	5
Search	6

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Financial Results and Reconciliations (Unaudited)

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

	2023	2024					2025				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
Revenue											
People Inc.	\$ 1,694.9	\$ 390.5	\$ 425.2	\$ 439.5	\$ 522.1	\$ 1,777.2	\$ 393.1	\$ 427.4			
Care.com	375.0	92.5	87.7	95.7	93.7	369.6	88.9	82.0			
Search	629.0	108.5	101.8	88.3	89.2	387.7	70.3	61.7			
Emerging & Other	229.5	34.0	19.9	18.6	16.6	89.0	18.3	15.9			
Intersegment eliminations	(9.0)	(1.3)	(0.1)	(0.1)	(0.1)	(1.5)	(0.1)	(0.0)			
Total revenue	<u>\$ 2,919.4</u>	<u>\$ 624.3</u>	<u>\$ 634.4</u>	<u>\$ 642.0</u>	<u>\$ 721.4</u>	<u>\$ 2,622.1</u>	<u>\$ 570.5</u>	<u>\$ 586.9</u>			
Operating (loss) income											
People Inc. (a) (b)	\$ (150.7)	\$ (20.8)	\$ 18.3	\$ 22.1	\$ 87.3	\$ 106.9	\$ 43.2	\$ 34.8			
Care.com	40.7	11.6	(1.0)	15.0	3.5	29.2	11.7	3.0			
Search	44.2	4.4	4.6	2.4	6.0	17.4	3.0	5.1			
Emerging & Other	(22.8)	(21.1)	(6.8)	(2.6)	(7.2)	(37.7)	(4.9)	(9.2)			
Corporate	(149.2)	(37.5)	(36.7)	(28.7)	(41.5)	(144.4)	(17.2)	(33.1)			
Total operating (loss) income	<u>\$ (237.8)</u>	<u>\$ (63.4)</u>	<u>\$ (21.5)</u>	<u>\$ 8.1</u>	<u>\$ 48.1</u>	<u>\$ (28.7)</u>	<u>\$ 35.8</u>	<u>\$ 0.6</u>			
Stock-based compensation expense											
People Inc.	\$ (23.5)	\$ (7.3)	\$ (6.7)	\$ (5.8)	\$ (6.0)	\$ (25.8)	\$ (5.5)	\$ (7.2)			
Care.com	(4.5)	(1.4)	(1.3)	(0.7)	(1.2)	(4.6)	(1.0)	(1.2)			
Search	-	-	-	-	-	-	-	-			
Emerging & Other	(1.6)	(0.4)	(0.3)	(0.5)	(0.5)	(1.6)	(0.3)	(2.9)			
Corporate	(44.0)	(10.3)	(12.2)	(11.2)	(12.0)	(45.7)	27.2	(8.2)			
Total stock-based compensation expense	<u>\$ (73.6)</u>	<u>\$ (19.5)</u>	<u>\$ (20.4)</u>	<u>\$ (18.2)</u>	<u>\$ (19.6)</u>	<u>\$ (77.7)</u>	<u>\$ 20.4</u>	<u>\$ (19.5)</u>			
Depreciation											
People Inc. (b)	\$ (70.3)	\$ (8.6)	\$ (6.0)	\$ (5.7)	\$ (6.0)	\$ (26.3)	\$ (9.2)	\$ (5.2)			
Care.com	(3.2)	(1.8)	(1.0)	(1.1)	(2.0)	(6.0)	(0.7)	(0.7)			
Search	(0.1)	-	-	(0.1)	-	(0.1)	-	-			
Emerging & Other	(0.2)	-	-	-	-	(0.1)	-	-			
Corporate	(7.2)	(2.3)	(2.0)	(2.0)	(2.0)	(8.4)	(2.0)	(2.0)			
Total depreciation	<u>\$ (80.9)</u>	<u>\$ (12.7)</u>	<u>\$ (9.1)</u>	<u>\$ (8.9)</u>	<u>\$ (10.1)</u>	<u>\$ (40.8)</u>	<u>\$ (11.9)</u>	<u>\$ (8.0)</u>			
Amortization of intangibles											
People Inc.	\$ (279.7)	\$ (35.2)	\$ (35.4)	\$ (35.0)	\$ (30.8)	\$ (136.4)	\$ (22.4)	\$ (22.4)			
Care.com	(7.8)	(1.6)	(1.3)	(1.3)	(1.3)	(5.5)	(1.1)	(1.0)			
Search	-	-	-	-	-	-	-	-			
Emerging & Other	(0.5)	-	-	-	-	-	-	-			
Corporate	-	-	-	-	-	-	-	-			
Total amortization of intangibles	<u>\$ (288.0)</u>	<u>\$ (36.7)</u>	<u>\$ (36.7)</u>	<u>\$ (36.4)</u>	<u>\$ (32.1)</u>	<u>\$ (141.9)</u>	<u>\$ (23.5)</u>	<u>\$ (23.4)</u>			
Goodwill impairment											
People Inc.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
Care.com	-	-	-	-	-	-	-	-			
Search	-	-	-	-	-	-	-	-			
Emerging & Other	(9.0)	-	-	-	-	-	-	-			
Corporate	-	-	-	-	-	-	-	-			
Total goodwill impairment	<u>\$ (9.0)</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>			

See notes on page 3

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Financial Results and Reconciliations (Unaudited)

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

	2023	2024					2025				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
Adjusted EBITDA (e)											
People Inc. (a)	\$ 222.8	\$ 30.2	\$ 66.4	\$ 68.6	\$ 130.1	\$ 295.4	\$ 80.3	\$ 69.6			
Care.com	56.2	16.4	2.7	18.1	7.9	45.2	14.5	5.8			
Search	44.3	4.4	4.6	2.5	6.0	17.5	3.0	5.1			
Emerging & Other	(11.5)	(20.6)	(6.5)	(2.1)	(6.7)	(36.0)	(4.5)	(6.3)			
Corporate	(98.0)	(24.9)	(22.5)	(15.5)	(27.5)	(90.3)	(42.4)	(22.8)			
Total Adjusted EBITDA	\$ 213.7	\$ 5.5	\$ 44.8	\$ 71.6	\$ 109.9	\$ 231.8	\$ 50.9	\$ 51.4			
Net earnings (loss) attributable to IAC shareholders	\$ 265.9	\$ 45.0	\$ (142.2)	\$ (243.7)	\$ (199.0)	\$ (539.9)	\$ (216.8)	\$ 211.5			
Add back:											
Net (loss) earnings attributable to noncontrolling interests	(7.6)	(0.1)	0.8	6.3	(0.4)	6.6	2.2	(0.8)			
Loss (earnings) from discontinued operations, net of tax (d)	36.6	4.5	(3.2)	(38.8)	(2.3)	(39.8)	(15.3)	-			
Income tax provision (benefit)	98.2	46.5	(40.4)	(86.2)	(61.8)	(141.9)	(79.2)	63.0			
Other income, net	(46.6)	(30.3)	(50.1)	(10.4)	(7.7)	(98.5)	(7.7)	(2.8)			
Unrealized (gain) loss on investment in MGM Resorts International	(721.7)	(163.8)	179.3	346.3	287.4	649.2	324.3	(307.4)			
Interest expense	137.5	34.7	34.5	34.7	31.9	135.7	28.3	37.2			
Operating (loss) income	(237.8)	(63.4)	(21.5)	8.1	48.1	(28.7)	35.8	0.6			
Add back:											
Stock-based compensation expense	73.6	19.5	20.4	18.2	19.6	77.7	(20.4)	19.5			
Depreciation	80.9	12.7	9.1	8.9	10.1	40.8	11.9	8.0			
Amortization of intangibles	288.0	36.7	36.7	36.4	32.1	141.9	23.5	23.4			
Goodwill impairment	9.0	-	-	-	-	-	-	-			
Adjusted EBITDA	\$ 213.7	\$ 5.5	\$ 44.8	\$ 71.6	\$ 109.9	\$ 231.8	\$ 50.9	\$ 51.4			
Diluted weighted average shares outstanding	86.5	85.9	83.1	83.2	83.3	83.1	82.2	82.2			
Diluted earnings (loss) per share from continuing operations (e)	\$ 3.31	\$ 0.56	\$ (1.74)	\$ (3.33)	\$ (2.42)	\$ (6.89)	\$ (2.80)	\$ 2.57			
Diluted (loss) earnings per share from discontinued operations (d)(e)	(0.34)	(0.05)	0.03	0.40	0.03	0.40	0.16	-			
Diluted earnings (loss) per share attributable to IAC shareholders (e)	\$ 2.97	\$ 0.51	\$ (1.71)	\$ (2.93)	\$ (2.39)	\$ (6.49)	\$ (2.64)	\$ 2.57			

- (a) The 2023 operating loss of \$150.7 million and Adjusted EBITDA of \$222.8 million at People Inc. include \$44.7 million of impairment charges of a right-of-use asset related to certain unoccupied leased office space. Q1 2025 operating income of \$43.2 million and Adjusted EBITDA of \$80.3 million at People Inc. include a gain of \$36.2 million related to the aforementioned unoccupied office space.
- (b) The 2023 operating loss of \$150.7 million and depreciation of \$70.3 million at People Inc. include \$25.3 million of impairment charges related to leasehold improvements and furniture and equipment related to certain unoccupied leased office space and a \$4.2 million write-off of certain leasehold improvements and furniture and equipment.
- (c) Adjusted Earnings Before Interest, Taxes, Depreciation and Amortization ("Adjusted EBITDA") is defined as operating income excluding: (1) stock-based compensation expense; (2) depreciation; and (3) acquisition-related items consisting of (i) amortization of intangible assets and impairments of goodwill and intangible assets, if applicable, and (ii) gains and losses recognized on changes in the fair value of contingent consideration arrangements, if applicable. We believe this measure is useful for analysts and investors as this measure allows a more meaningful comparison between our performance and that of our competitors. Adjusted EBITDA has certain limitations because it excludes the impact of these expenses.
- (d) On March 31, 2025, IAC completed the spin-off of Angi, including Roofing, by means of a special dividend (the "Distribution") of all shares of Angi capital stock held by IAC to holders of its common stock and Class B common stock. As a result of the Distribution, IAC no longer owns any shares of Angi's capital stock and Angi became an independent public company. The operations of Angi, including Roofing, which Angi sold on November 1, 2023 and IAC included in Emerging & Other following its sale, are presented as discontinued operations within IAC's consolidated financial statements for all periods prior to March 31, 2025.
- (e) Quarterly per share amounts may not add up to the related annual per share amount due to differences in the number of average common shares outstanding during each period.

**IAC
People Inc.**

(\$ in millions; rounding differences may occur)

	2023	2024					2025				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
People Inc.											
<i>Revenue</i>											
Advertising revenue	\$ 560.8	\$ 132.9	\$ 153.4	\$ 165.6	\$ 191.8	\$ 643.7	\$ 134.6	\$ 161.2			
Performance marketing revenue	231.1	51.5	53.5	52.3	86.5	243.9	57.3	61.1			
Licensing and other revenue	100.6	24.9	31.1	28.5	32.3	116.8	32.4	38.1			
Total Digital Revenue (a)	\$ 892.4	\$ 209.3	\$ 238.1	\$ 246.4	\$ 310.6	\$ 1,004.4	\$ 224.2	\$ 260.4			
Print Revenue (b)	823.5	185.9	191.7	198.5	217.9	794.0	173.8	173.5			
Intersegment eliminations	(21.0)	(4.7)	(4.6)	(5.5)	(6.5)	(21.2)	(4.9)	(6.5)			
Total People Inc. Revenue	\$ 1,694.9	\$ 390.5	\$ 425.2	\$ 439.5	\$ 522.1	\$ 1,777.2	\$ 393.1	\$ 427.4			

Metrics (in millions)

Total Sessions (c)	10,813	2,750	2,573	2,675	2,666	10,664	2,484	2,444			
Core Sessions (d)	8,370	2,273	2,165	2,297	2,327	9,062	2,211	2,202			

(a) Includes Advertising revenue, Performance Marketing revenue and Licensing and Other revenue.

- Advertising revenue – primarily includes revenue generated from digital advertisements and intent-based advertising targeting capabilities (D/Cipher+), which are sold directly to advertisers or through advertising agencies and programmatic advertising networks.

- Performance Marketing revenue – includes commissions generated through affiliate commerce, performance marketing services and affinity marketing channels. Affiliate commerce commission revenue is generated when People Inc.'s

branded content refers consumers to commerce partner websites resulting in a purchase or transaction. Performance marketing services commission revenue is generated on a cost-per-click or cost-per-action basis. Affinity marketing programs are arrangements where People Inc. acts as an agent for both People Inc. and third-party publishers to market and place magazine subscriptions online for which commission revenue is earned when a subscriber name has been provided to the publisher.

- Licensing and Other revenue – primarily includes revenue generated through brand and content licensing and similar agreements. Brand licensing generates royalties from long-term trademark licensing agreements with retailers, manufacturers, publishers and service providers. Content licensing royalties are earned from our relationship with Apple News+ as well as other content use and distribution relationships, including utilization in large-language models and other artificial intelligence-related activities.

(b) Primarily includes subscription, advertising, newsstand, project and other and performance marketing revenue. Project and other and performance marketing revenue include revenue from advertising agency related revenue and customer publishing, and revenue from marketing third-party magazine subscriptions, respectively.

(c) Represents unique visits to all sites that are part of People Inc.'s network.

(d) Represents a subset of Total Sessions that comprises unique visits to People Inc.'s most significant (in terms of investment) owned and operated sites as follows:

PEOPLE	InStyle	Simply Recipes
Allrecipes	Food & Wine	Serious Eats
Investopedia	Martha Stewart	EatingWell
Better Homes & Gardens	Byrdie	Parents
Verywell Health	REAL SIMPLE	Verywell Mind
The Spruce	Southern Living	Health
Travel + Leisure		

IAC
Care.com

(rounding differences may occur)

	2023	2024					2025				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
Care.com											
<i>Revenue (\$ in millions)</i>											
Consumer	\$ 210.5	\$ 52.3	\$ 47.6	\$ 46.3	\$ 45.0	\$ 191.3	\$ 47.5	\$ 43.4			
Enterprise	164.6	40.2	40.1	49.4	48.6	178.3	41.3	38.6			
Total Care.com revenue	<u>\$ 375.0</u>	<u>\$ 92.5</u>	<u>\$ 87.7</u>	<u>\$ 95.7</u>	<u>\$ 93.7</u>	<u>\$ 369.6</u>	<u>\$ 88.9</u>	<u>\$ 82.0</u>			

(a) Consumer revenue consists of revenue primarily generated through subscription fees from families and caregivers, both domestically and internationally, for its suite of products and services.

Consumer revenue also includes revenue generated through Care.com's comprehensive household payroll and tax support services (HomePay) as well as through contracts with businesses that advertise through its platform.

(b) Enterprise revenue consists of revenue primarily generated through annual contracts with businesses (*Care for Business*) (employers or re-sellers) who provide access to Care.com's suite of products and services as an employee benefit.

**IAC
Search**

(rounding differences may occur)

	2023	2024					2025				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
Search											
<i>Revenue (\$ in millions)</i>											
Ask Media Group (a)	\$ 551.1	\$ 90.0	\$ 84.3	\$ 72.6	\$ 74.0	\$ 320.9	\$ 57.7	\$ 51.4			
Desktop (b)	78.0	18.5	17.5	15.7	15.2	66.8	12.6	10.2			
Total Search Revenue	<u>\$ 629.0</u>	<u>\$ 108.5</u>	<u>\$ 101.8</u>	<u>\$ 88.3</u>	<u>\$ 89.2</u>	<u>\$ 387.7</u>	<u>\$ 70.3</u>	<u>\$ 61.7</u>			

(a) Ask Media consists of revenue generated from advertising principally through the display of paid listings in response to search queries, as well as from display advertisements appearing alongside content on its various websites, and, to a lesser extent, affiliate commerce commission revenue.

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