



Boulogne-Billancourt, 25<sup>th</sup> July 2012

# RESULTS FOR THE 1<sup>ST</sup> HALF OF 2012<sup>1</sup> EBITDA MARGIN: 23.2%

MEETIC (MEET - FR0004063097), the European leader in online dating, today announces its consolidated quarterly and half-year results to 30<sup>th</sup> June 2012, approved by the Board meeting of 23<sup>rd</sup> July 2012.

## ☐ Consolidated revenue at 30<sup>th</sup> June 2012

In millions of euros		30/06/2012 (6 months)	30/06/2011 (6 months)	Δ%
Internet		78.1	89.9	-13.2%
	% of total revenue	95%	97%	
Mobile		3.3	1.7	+93.3%
	% of total revenue	4%	2%	
Other		0.6	0.8	-21.7%
	% of total revenue	1%	1%	
TOTAL		82.0	92.4	-11.3%

In millions of euros	Q2 2012	Q1 2012	Q2 2011	Q1 2011
Internet	39.0	39.1	44.9	45.0
Mobile	1.6	1.7	0.9	0.8
Other	0.3	0.3	0.4	0.4
TOTAL	40.8	41.2	46.2	46.2

Revenue for the  $1^{st}$  half of 2012 totalled 82.0 million euros, and integrates a 13.2% decrease in the number of subscribers, which totalled 733,158 at  $30^{th}$  June.

ARPU (Average Revenue Per User) was €17.48 over the 1<sup>st</sup> half of 2012, almost stable compared to the first half of 2011 (€17.53) and higher than the second half of 2011 (€16.9).

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<sup>&</sup>lt;sup>1</sup> Limited review procedures have been carried out on half year consolidated accounts. The issue of the limited review report is in progress.





### □ Consolidated results at 30<sup>th</sup> June 2012

In millions of euros (IFRS)		<b>30<sup>th</sup> June 2012</b> (Consolidated)	<b>30<sup>th</sup> June 2011</b> (Consolidated)	Δ%
Revenue		82.0	92.4	-11%
EBITDA* before the cost of free shares % of total revenue		<b>19.9</b> <i>24.3%</i>	12.3 <i>13.3%</i>	+62.4%
EBITDA*	% of total revenue	<b>19.1</b> 23.2%	10.2 11.0%	+87%
Operating profit	% of total revenue	<b>17.1</b> 20.8%	8.5 <i>9.2%</i>	+102%
Share of profit from JV using the equity method		0.7	0.8	-16%
Net profit from maintained activities		11.9	6.0	+97%
Net profit	% of total revenue	<b>11.9</b> 14.6%	6.0 <i>6.5%</i>	+97%

<sup>\*</sup> Earnings Before Interest, Taxes, Depreciation and Amortization

Marketing expenses for the first six months of the year totalled €39.0 million, or 47.6% of revenue, versus €58.3 million and 63% of revenue for the 1<sup>st</sup> half of 2011.

#### EBITDA: +87%

As a consequence of this lower rate of investment, profitability improved significantly, with EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) coming to €19.1 million at 30<sup>th</sup> June 2012 compared to €10.2 million at 30<sup>th</sup> June 2011. The EBITDA margin was thus 23.2% at 30<sup>th</sup> June 2012 and 34.0% for the second quarter alone.

#### Net margin: 14.6%

Net profit for the 1<sup>st</sup> half of 2012 came to €11.9 million giving a net margin of 14.6%, compared to 6.5% for the 1<sup>st</sup> half of 2011.

#### Cash flow

At 30<sup>th</sup> June 2012, the Group had a net cash position of €47.2 million and no debt. This compares to a net cash position of €33.1 million at 31<sup>st</sup> December 2011.





About Meetic Group, European online dating leader (www.meetic-corp.com): Meetic manages two services in Europe: online dating and matchmaking, mainly under the Meetic and Meetic Affinity brands, and markets two highly complementary economic models on the dating market, one based on internet use, the other on mobile phones. By acquiring the European activities of world leader match.com in June 2009, Meetic has strengthened its first place on the continent. The group is currently established in 15 European countries, and is available in 11 languages. From inception, the group has pursued a clear leadership strategy focusing on quality, innovative marketing and perfect technological expertise. Meetic works hard to optimize service quality and to satisfy every possible expectation of its European subscribers. IAC/InterActiveCorp is Meetic's main shareholder, with an 81% stake.

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Results for the 3<sup>rd</sup> quarter of 2012 will be published on 24<sup>th</sup> October 2012, before market