



Boulogne-Billancourt, 2<sup>nd</sup> May 2012

# **RESULTS FOR THE 1<sup>ST</sup> QUARTER OF 2012** EBITDA MARGIN: 12.5%

MEETIC (MEET - FR0004063097), the European leader in online dating, today announces its consolidated results for the 1<sup>st</sup> quarter to 31<sup>st</sup> March 2012.

## **Consolidated revenue for the three-month period ending 31<sup>st</sup> March 2012**

In millions of euros		31/03/2012 (3 months)	31/03/2011 (3 months)	Δ
Internet		39.1	45.0	-13.1%
	% of total revenue	95%	97%	
Mobile		1.7	0.8	+112.5%
	% of total revenue	4%	2%	
Other		0.3	0.4	-25.0%
	% of total revenue	1%	1%	
TOTAL		41.2	46.2	-10.8%

Unaudited

Consolidated revenue for the first quarter of 2012 decreased to  $\leq$ 41.2 million driven by a 13% decrease in subscribers. The number of subscribers at  $31^{st}$  March 2012 was 757,332.





In millions of euros (IFRS)	<b>31<sup>st</sup> March 2012</b> (Consolidated)	<b>31<sup>st</sup> March 2011</b> (Consolidated)
Revenue	41.2	46.2
EBITDA* before the cost of free shares % of total revenue	<b>5,9</b> <i>14.3%</i>	-2.1
EBITDA* % of total revenue	<b>5.2</b> <i>12.5%</i>	-3.0
<b>Operating profit</b> % of total revenue	<b>4.2</b> <i>10.3%</i>	-3.9
Share of profit from JV using the equity method	0.4	0.5
Net profit from maintained activities	3.4	-3.2
Net profit % of total revenue	<b>3.4</b> <i>8.2%</i>	-3.2

### **Consolidated results for the three-month period ending 31<sup>st</sup> March 2012**

Unaudited

\* Earnings Before Interest, Taxes, Depreciation and Amortization

Marketing expense for the three-month period ending 31<sup>st</sup> March 2012 was €23.7 million, or 58% of revenue, compared to €36.5 million, or 79% of revenue, for the prior year period.

#### EBITDA margin: 12.5% - EBITDA margin before the cost of free shares: 14.3%

Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) increased to  $\leq 5.3$  million for the threemonth period ending  $31^{st}$  March 2012 compared to  $\leq 3.0$  million for the prior year period. The increase in EBITDA was driven by lower marketing expense. EBITDA margin was 12.5% and <u>EBITDA margin before the cost</u> of free shares was 14.3% for the three-month period ending  $31^{st}$  March 2012.

#### Net profit: €3.4 million

Net profit totalled  $\notin$ 3.4 million for the three-month period ending  $31^{st}$  March 2012, giving a net margin of 8.2%, compared to a net loss of  $\notin$ 3.2 million for the prior year period.

#### Cash flow:

At  $31^{st}$  March 2012, the Group had a net cash position of  $\notin 36.1$  million and no debt. At  $31^{st}$  December 2011, the Group had a net cash position of  $\notin 33.1$  million and no debt.





About Meetic Group, European online dating leader (<u>www.meetic-corp.com</u>): 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.

#### Listed on Euronext Paris - Compartment B of the NYSE Euronext - ISIN: FR0004063097

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Results for the first half of 2012 will be published on: 25<sup>th</sup> July 2012, before market