



Paris, 31<sup>st</sup> July 2013

## RESULTS FOR THE 1<sup>ST</sup> SEMESTER OF 2013<sup>1</sup>

## SUBSTANTIAL INCREASE IN THE SUBSCRIBER BASE: +156,000 YEAR OVER YEAR

MEETIC (MEET - FR0004063097), the European leader in online dating, today announces its consolidated half-year results as of June 30, 2013, approved by the Board of Directors on July 25, 2013.

## o Consolidated results to 30<sup>th</sup> June 2013 (MEETIC + Massive Media)

		30/06/2013 (6 months)	30/06/2013 (6 months)	30/06/2013 (6 months)	30/06/2012 (6 months)		
In millions of euros (IFRS)		Meetic excl. Massive Media	Massive Media	Consolidated = Meetic and Massive Media	Consolidated = Meetic excl. Massive Media	Var %	
Revenue		83,6	5,1	88,7	82,0	8%	
EBITDA* before the cost of free shares		16,7	1,8	18,5	19,9	-7%	
	% of total revenue	20,0%	34,1%	20,8%	24,3%		
EBITDA*		16,8	1,8	18,5	19,1	20/	
	% of total revenue	20,1%	34,1%	20,9%	23,2%	-3%	
Operating profit		13,8	-0,8	13,1	17,1		
	% of total revenue	16,5%	-14,8%	14,7%	20,8%	-24%	
Share of profit from JV using the equity method		0,5	0,0	0,5	0,7	-36%	
Net profit from maintained activities		10,9	-4,8	6,1	11,9	-49%	
Net profit	_	10,9	-4,8	6,1	11,9	-49%	
	% of total revenue	13,0%	-93,6%	6,9%	14,6%	<b>-43</b> 70	

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

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





## o MEETIC's results to 30<sup>th</sup> June 2013 (excluding Massive Media)

In millions of euros	30/06/2013 (6 months) 30/06/2012 (6 months)			
IFRS	Meetic excluding Massive Media Media Media		Δ %	
Internet	79,4	78,1	1 70/	
% of total revenue	95% 95%		1,7%	
Mobile	3,4	3,3	2.00/	
% of total revenue	4%	4%	2,9%	
Other	0,8	0,6	27.70/	
% of total revenue	1%	1%	27,7%	
Total	83,6	82,0	2,0%	

In millions of euros	Q2 2013	Q1 2013	Q2 2012	Q1 2012
Internet	39,8	39,6	39,0	39,1
Mobile	1,7	1,7	1,6	1,7
Other	0,5	0,3	0,3	0,3
Total	42,0	41,6	40,8	41,2

MEETIC's revenue (excluding Massive Media) for the 1<sup>st</sup> semester of 2013 increased 2% to €83.6 million. MEETIC's subscribers for the 1<sup>st</sup> semester of 2013 increased by 8% year over year to 811,065.

#### Marketing Expense (excluding Massive Media)

Marketing expense totalled €41.2 million for the 1<sup>st</sup> semester 2013, corresponding to 49% of revenue, compared with €39.0 million or 48% of revenue over the 1<sup>st</sup> semester of 2012. The increase reflects planned initiatives in the current year period.

#### Other expenses (excluding Massive Media)

Other expenses increased by  $\[ \le \]$ 2.5 million excluding cost of free shares from  $\[ \le \]$ 23.1 million for the  $\]$ 5 semester of 2012 to  $\[ \le \]$ 25.6 million for the  $\]$ 5 semester of 2013. The increase reflects product development costs and includes a  $\[ \le \]$ 0.3 million charge in connection with the relocation of the Company's head offices.

EBITDA margin: 20.1% - EBITDA margin before the cost of free shares: 20.0% (excluding Massive Media)

Earnings Before Interest, Taxes, Depreciation and Amortisation (EBITDA) totalled €16.8 million for the 1<sup>st</sup> semester ending the 30<sup>th</sup> June 2013, compared with €19.1 million for the prior year period. The current year period was impacted by the aforementioned increase in marketing expense and product development cost.

#### Net profit: €10.9 million (excluding Massive Media)

MEETIC's net profit totalled €10.9 million for the 1<sup>st</sup> semester ending the 30<sup>th</sup> June 2013, compared with €11.9 million for prior year period.





### o MASSIVE MEDIA's contribution to MEETIC Group Consolidated results to 30<sup>th</sup> June 2013

Massive Media, the company behind Twoo.com, was acquired by MEETIC and consolidated in January 2013. Massive Media reached 95,156 subscribers as of June 30, 2013.

Massive Media's net contribution includes amortization expenses of assets identified through the purchase price allocation of €2,3 million and a non-cash expense corresponding to loss on long term contingent consideration of €4,4 million.

#### Consolidated Net Cash position: € 53.1 million

At 30th June 2013, the Group had a cash position of €53.1 million, compared with a net cash position of €63.4 million at 31st December 2012.

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

Meetic manages online dating services, mainly under the meetic, meetic affinity, match and twoo brands, and markets two highly complementary economic models on the dating market, one based on internet use, the other on mobile phones. From inception, the group has pursued a clear leadership strategy focusing on quality, innovative marketing and perfect technological expertise. Meetic works hard to optimise 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 third quarter of 2013 will be published on: 30th October 2013, before market