



THE
MEET
GROUP

First Quarter 2020 Results

May 6, 2020



Cautionary Note Regarding Forward Looking Statements

Certain statements in this presentation are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The words “believe,” “may,” “estimate,” “continue,” “anticipate,” “intend,” “should,” “plan,” “could,” “target,” “potential,” “opportunity,” “is likely,” “expect” and similar expressions, as they relate to us, are intended to identify forward-looking statements. We have based these forward-looking statements largely on our current expectations and projections about future events and financial trends that we believe may affect our financial condition, results of operations, business strategy and financial needs. Important factors that could cause actual results to differ from those in the forward-looking statements include the risk that our applications will not function easily or otherwise as anticipated, the risk that we will not launch additional features and upgrades as anticipated, the risk that unanticipated events affect the functionality of our applications with popular mobile operating systems, any changes in such operating systems that degrade our mobile applications’ functionality and other unexpected issues which could adversely affect usage on mobile devices. Further information on our risk factors is contained in our filings with the Securities and Exchange Commission (“SEC”), including the Form 10-K for the year ended 2019 filed with the SEC on March 12, 2020. Any forward looking statement made by us herein speaks only as of the date on which it is made. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by law.

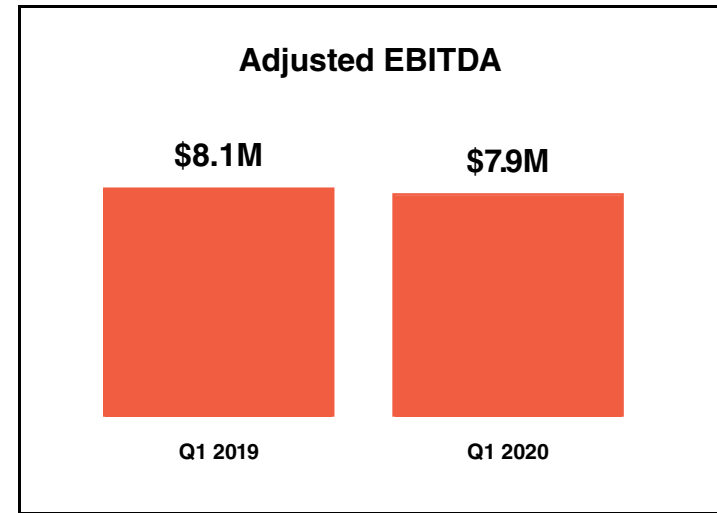
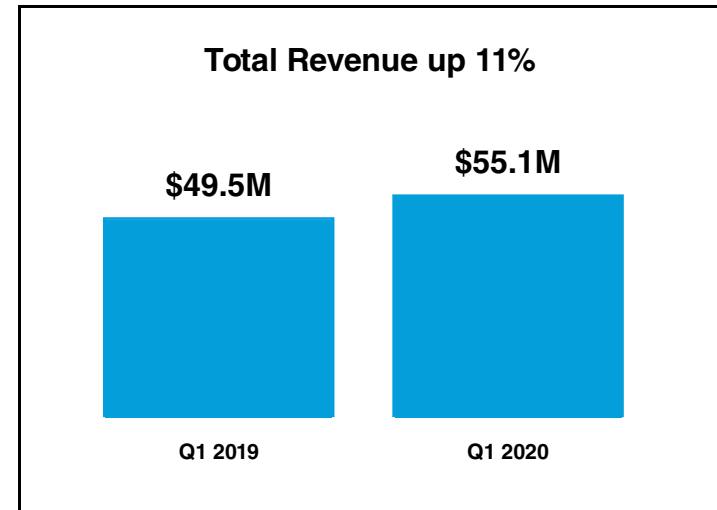
Regulation G - Non-GAAP Measures

This presentation includes a discussion of Adjusted EBITDA, Non-GAAP Net Income and Free Cash Flow which are non-GAAP financial measures. Reconciliations to the most directly comparable GAAP financial measures are provided at the end of the appendix to this presentation. The Company defines mobile traffic and engagement metrics (including MAU, DAU, vDAU, vAPRDAU, chats per day, and new users per day) to include mobile app traffic for all properties and mobile web traffic for MeetMe, Skout and Lovoo.



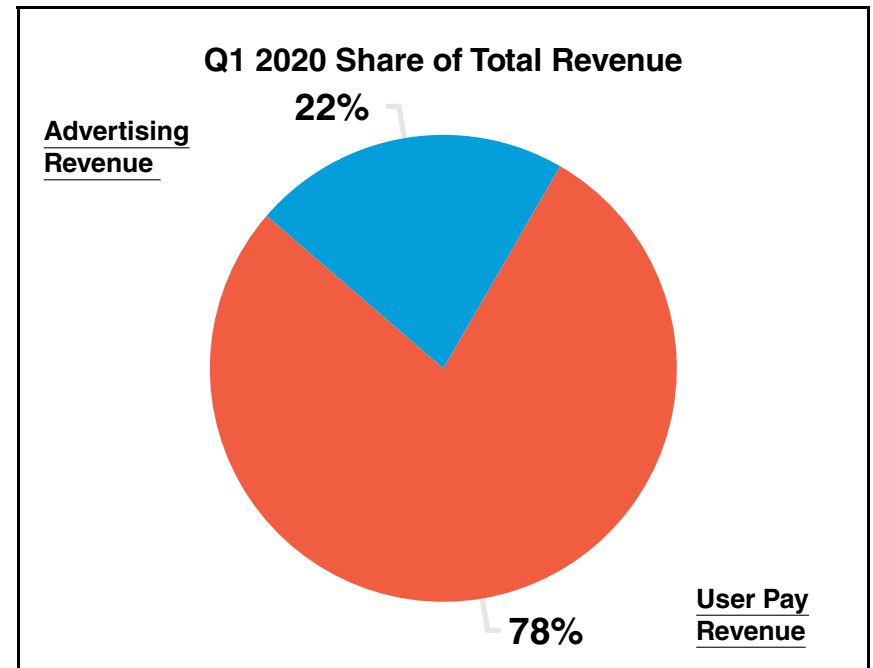
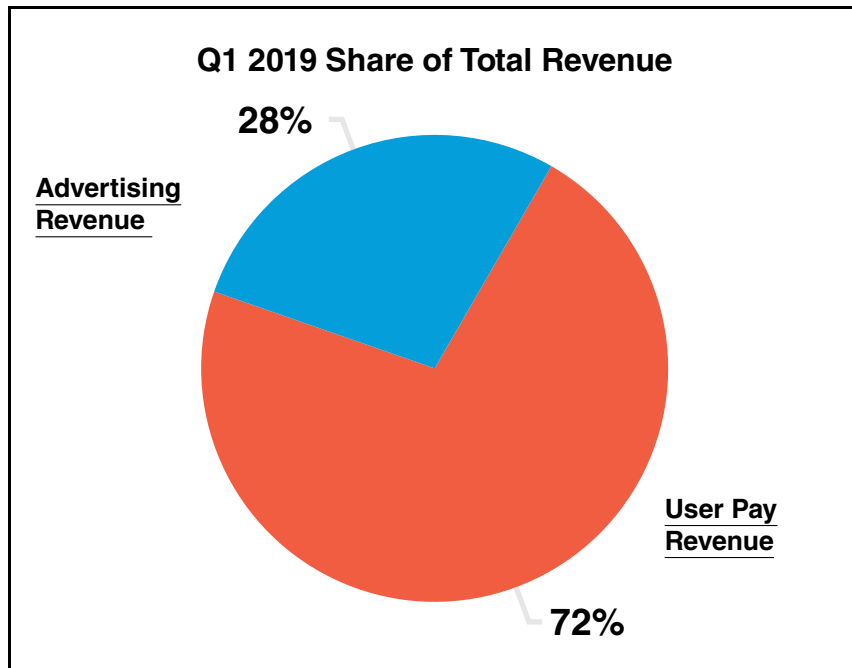
First Quarter 2020 Summary

- Total revenue grew 11% from Q1 2019 to \$55.1M million.
- Adjusted EBITDA was \$7.9M million, a 14% Adjusted EBITDA margin.
- Cash and Cash Equivalents totaled \$32.1 million at March 31, 2020
- Cash flow from operating activities of \$5.6 million for the three months ended March 31, 2020.





Share of Total Revenue by Revenue Source

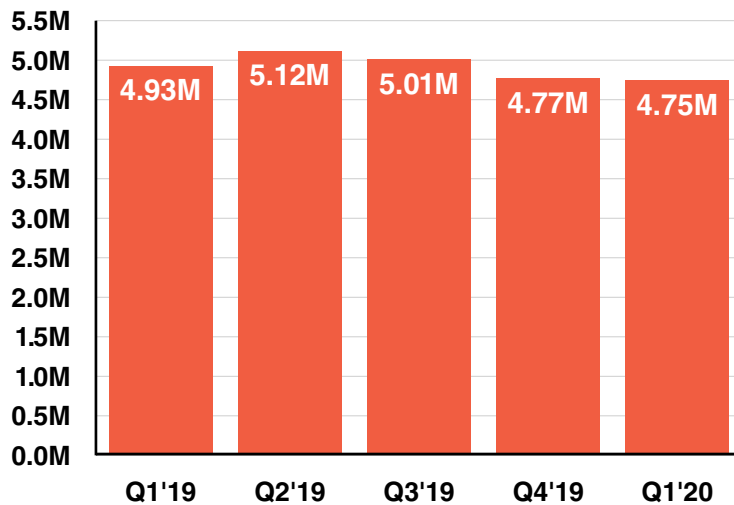


Results for 2019 reflect Growlr as of the acquisition date of March 5, 2019. User Pay Revenue includes subscriptions and other in-app and web purchases.

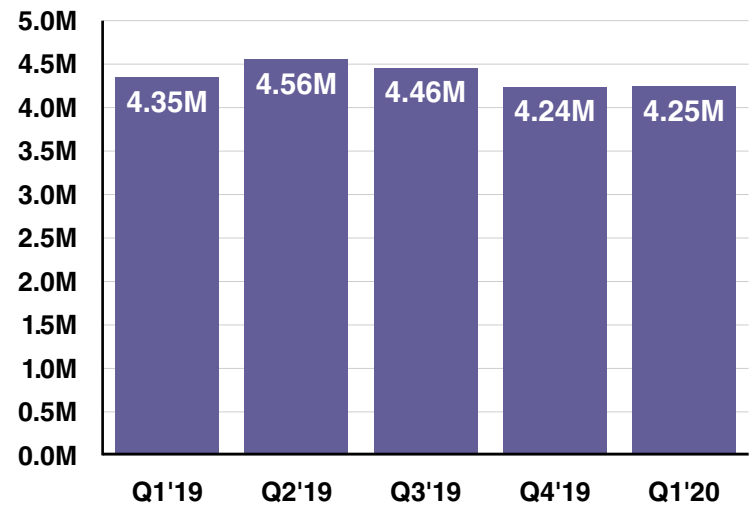


Daily Active Users (DAU)

Average Total DAU

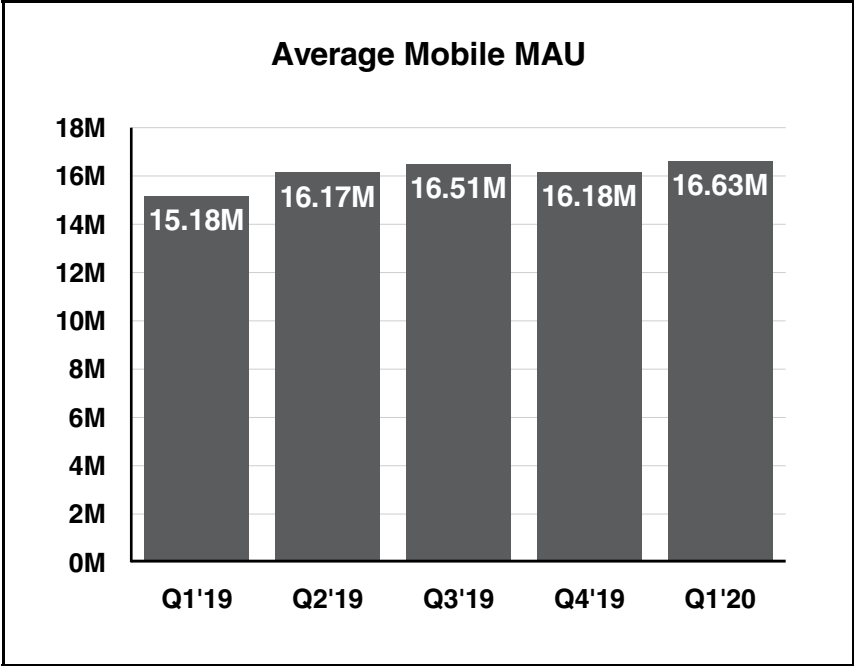
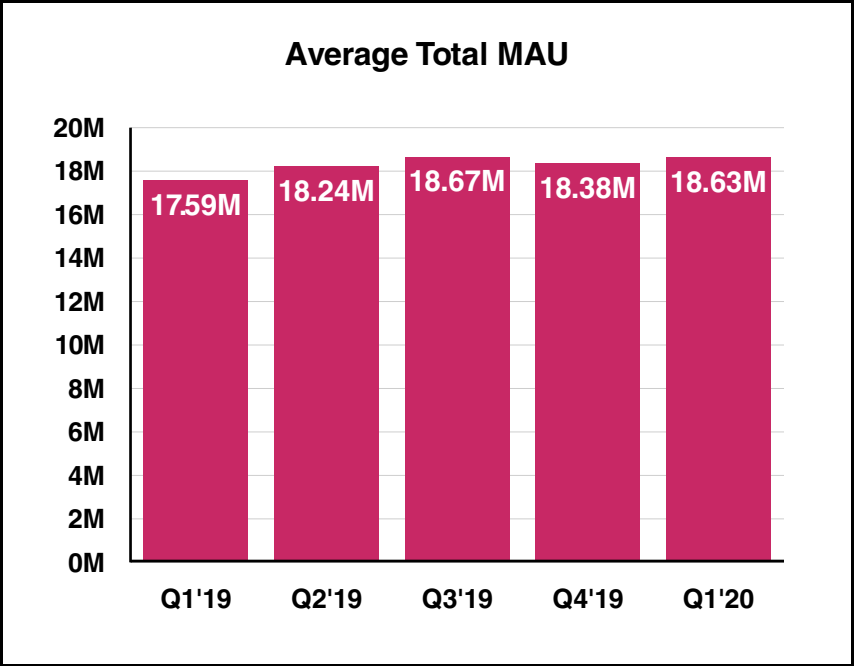


Average Mobile DAU

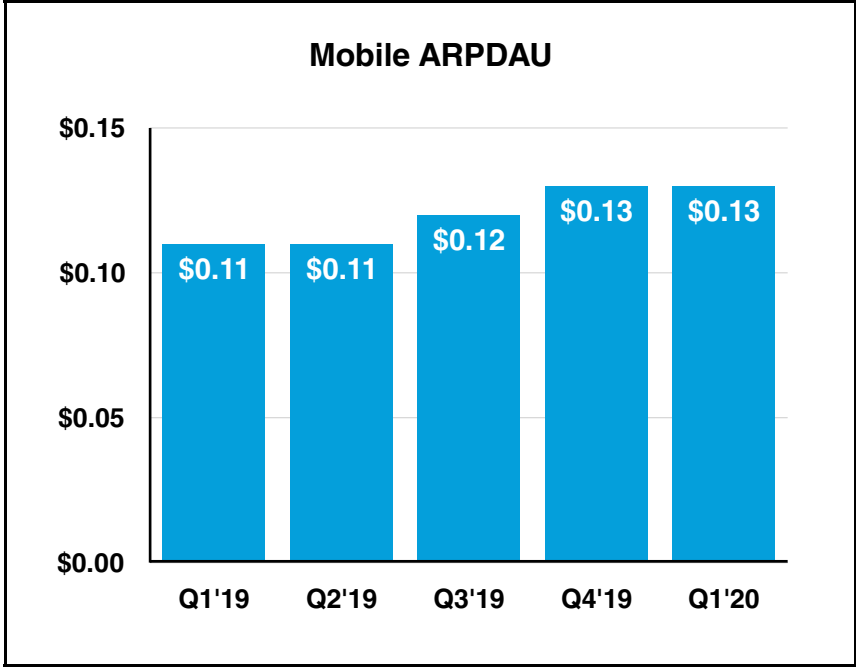
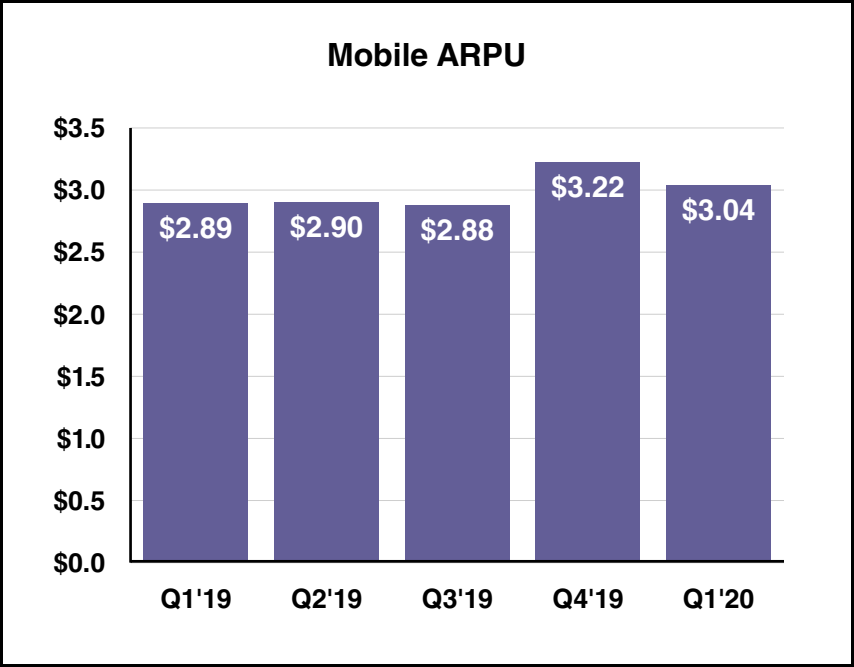




Monthly Active Users (MAU)



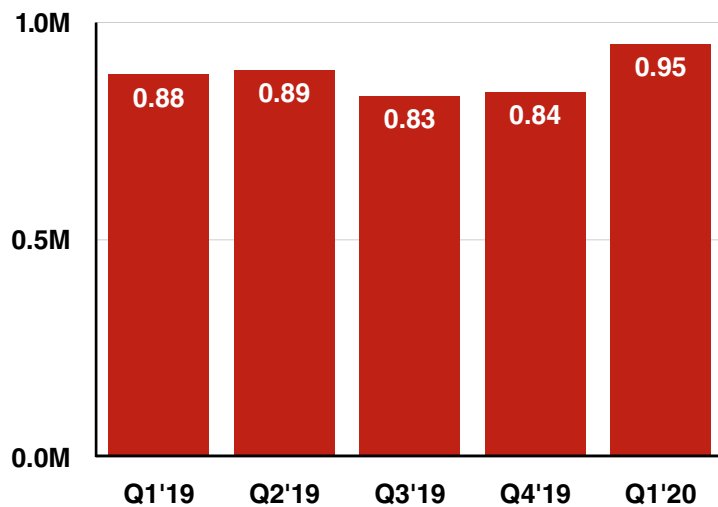
Monthly active users (MAUs) reflect Growlr as of the acquisition date of March 5, 2019. Mobile MAUs refer to MAUs on The Meet Group's mobile apps and the MeetMe, Skout and Lovoo mobile web sites. As of March 2020, overlap between MeetMe, Skout, Tagged, Hi5, Growlr and Lovoo mobile monthly active users was less than 6%.



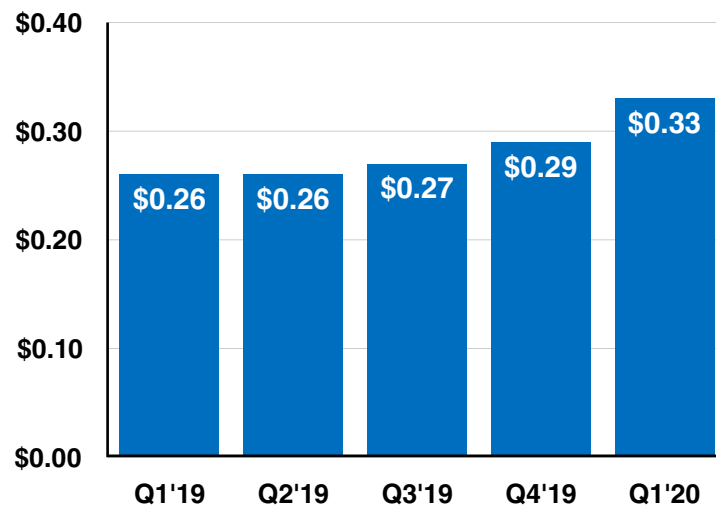
Average Revenue per User (ARPU) is calculated by dividing quarterly mobile revenue by the average mobile MAUs. The ARPU chart refers to mobile ARPU on The Meet Group's mobile apps and the MeetMe, Skout and Lovoo mobile web sites. Average Revenue per Daily Active User (ARPDau) is calculated by dividing average daily mobile revenue by the average mobile DAUs. The ARPDau chart refers to mobile ARPDau on The Meet Group's mobile apps and the MeetMe, Skout and Lovoo mobile web sites. ARPU and ARPDau reflect Growlr as of the acquisition date of March 5, 2019.



Average Video Daily Active Users (vDAU)



Video ARPDAU (vARPDAU)



We define a video daily active user (vDAU) as a registered user of one of our platforms who has logged in and visited our live video product, either as a broadcaster or a viewer, on the day of measurement on The Meet Group's mobile apps and the MeetMe, Skout and Lovoo mobile web sites. Average Daily Video Revenue per Video Daily Active User (vARPDAU) is calculated by dividing average daily video revenue by the average vDAUs.

The background of the slide is a close-up, artistic photograph of an open book. The pages are numerous and tightly packed, creating a dense, layered effect. The lighting is soft, highlighting the texture of the paper. The overall color palette is a range of blues, from light, airy tones to deeper, more saturated hues, giving it a professional and academic feel.

Appendix



Adjusted EBITDA Reconciliation (Unaudited)

	Three Months Ended March 31,	
	2020	2019
<i>(in thousands)</i>		
Net (loss) income	\$ (2,408)	\$ 1,258
Interest expense	396	403
Income tax expense	373	254
Depreciation and amortization expense	2,820	3,198
Stock-based compensation expense	3,185	2,425
Acquisition, restructuring and other	3,370	479
Loss on disposal of assets	108	—
Loss on foreign currency transactions	7	65
Adjusted EBITDA	<u>\$ 7,851</u>	<u>\$ 8,082</u>

Adjusted EBITDA is a non-GAAP financial measure. The Company defines Adjusted EBITDA as income or loss from operations before interest expense, benefit from or provision for income taxes, depreciation and amortization expense, stock-based compensation expense, non-recurring acquisition, restructuring or other expenses, gain or loss on foreign currency transactions, gain or loss on sale or disposal of assets, bad debt expense outside the normal range and goodwill and long-lived asset impairment charges. The Company excludes stock-based compensation expense because it is non-cash in nature. The Company believes Adjusted EBITDA is an important measure of its operating performance because it allows its management, investors and analysts to evaluate and assess its core operating results from period to period after removing the impact of acquisition-related costs, and other items of a non-operational nature that affect comparability. The Company recognizes that Adjusted EBITDA has inherent limitations because of the excluded items.



Non-GAAP Net Income Reconciliation (Unaudited)

(in thousands, except share and per share data)

	Three Months Ended March 31,	
	2020	2019
GAAP net (loss) income	\$ (2,408)	\$ 1,258
Stock-based compensation expense	3,185	2,425
Amortization of intangibles	2,177	2,562
Income tax expense	373	254
Acquisition, restructuring and other	3,370	479
Non-GAAP Net Income	\$ 6,697	\$ 6,978

GAAP basic net (loss) income per share	\$ (0.03)	\$ 0.02
GAAP diluted net (loss) income per share	\$ (0.03)	\$ 0.02
Basic Non-GAAP net income per share	\$ 0.09	\$ 0.09
Diluted Non-GAAP net income per share	\$ 0.09	\$ 0.09
Weighted average shares outstanding:		
Basic	71,001,906	74,848,080
Diluted	75,921,590	78,799,248

Non-GAAP Net Income is a non-GAAP financial measure. The Company defines Non-GAAP Net Income as net income (or loss) before benefit from or provision for income taxes, amortization on intangibles, non-recurring acquisition, restructuring and other costs, goodwill and long-lived asset impairment charges and non-cash stock-based compensation expense.