# **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

# **FORM 8-K**

# **CURRENT REPORT** Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): August 5, 2021

# VIMEO, INC.

(Exact name of registrant as specified in charter)

Delaware

(State or other jurisdiction of incorporation)

333-251656-01 (Commission File Number)

85-4334195 (IRS Employer Identification No.)

555 West 18th Street, New York, NY	10011
(Address of principal executive offices)	(Zip Code)

Registrant's telephone number, including area code: (212) 314-7300

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12) 

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)) 

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c)) 

Title of each class	curities registered pursuant to Section 12(b) of the Trading Symbol	Name of exchange on which registered
Common Stock, par value \$0.001	VMEO	The Nasdaq Stock Market LLC
		(Nasdaq Global Select Market)

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company  $\boxtimes$ 

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

### ITEM 2.02 Results of Operations and Financial Condition

### **ITEM 7.01 Regulation FD Disclosure**

On August 5, 2021, Vimeo, Inc. (the "Company") announced that it had released its results for the quarter ended June 30, 2021. The full text of the related press release, which is posted on the Company's website at <u>https://vimeo.com/investors/</u> and appears in Exhibit 99.1 hereto, is incorporated herein by reference.

The information furnished under Items 2.02 and 7.01, and in the accompanying Exhibit 99.1 shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act regardless of any general incorporation language in such filing, unless expressly incorporated by specific reference in such filing.

### ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS.

Exhibit No.	Description
Dro	ass Balassa of Vimaa, Inc. datad August 5, 2021

Press Release of Vimeo, Inc. dated August 5, 2021. Cover Page Interactive Data File (embedded within the Inline XBRL document)

# SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

VIMEO, INC.

By:	/s/ Narayan Menon
Name:	Narayan Menon
Title:	Chief Financial Officer (Principal Financial Officer)

Date: August 5, 2021

Exhibit 99.1



### VIMEO REPORTS Q2 2021 FINANCIAL RESULTS - Q2 REVENUE INCREASES 43% TO \$96 MILLION

NEW YORK— August 5, 2021—Vimeo, Inc. (NASDAQ: VMEO) ("Vimeo") released its second quarter results today. Monthly metrics for Vimeo through July 2021 are included on page 2 of this release.

"The evolution of video as the new way to work continues," said Anjali Sud, Chief Executive Officer of Vimeo. "In the second quarter we gained momentum in the enterprise with expanded product breadth, as we enhanced our all-in-one software solution to enable every employee to be a content creator and every business to be video-first. Our execution is on track and we are investing strategically to position Vimeo as a long-term winner in this large and early market."

### VIMEO, INC. SUMMARY RESULTS

(\$ in millions except per share amounts)

	Q2 2021	Q2 2020	Growth
Revenue	\$ 96.0	\$ 67.3	43%
Gross profit	\$ 70.3	\$ 44.4	58%
Gross margin	73 %	66 %	
Operating income (loss)	(20.3)	(12.3)	(65)%
Net income (loss)	(20.4)	(14.8)	NM
Diluted EPS	(0.13)	(0.09)	NM
Adjusted EBITDA	(3.8)	(5.3)	NM

See reconciliation of GAAP to non-GAAP measures beginning on page 7.

### **Q2 2021 HIGHLIGHTS**

- Revenue increased 43% year on year driven by a 17% increase in subscribers and 18% growth in ARPU. Enterprise revenue grew more than 80% in the quarter.
- Operating Loss: GAAP operating loss was \$20.3 million, or 21% of revenues, compared to GAAP operating loss of \$12.3 million, or 18% of revenues, in the second quarter of fiscal 2020.
- Adjusted EBITDA: Adjusted EBITDA was \$(3.8) million, compared to \$(5.3) million in the second quarter of fiscal 2020.
- Cash Flow / Liquidity: Cash flow from operating activities was \$18.2 million, compared to \$10.6 million in the second quarter of fiscal 2020. Free cash flow was \$18.1 million, compared to \$10.2 million in the second quarter of fiscal 2020. We ended the quarter with \$331.0 million in cash and cash equivalents.

### **RECENT BUSINESS HIGHLIGHTS**

- Added and expanded Enterprise customers from the Fortune 500 and across diverse industries, including Ralph Lauren, Expedia, AT&T Wireless, TIAA, Oliver Wyman, eBay and Williams Sonoma.
- Launched Video Library, a secure content hub for employees to share and access knowledge across teams. All videos are automatically captioned and transcribed, easily searchable and can be organized into team workspaces with robust permissioning and controls.
- Further enhanced our product offering with automatic recording and archiving of Zoom meetings to Vimeo, the ability to optimize video thumbnails to
  increase clicks, and automated closed captioning for live streams.
- Launched new partnerships and native integrations with TikTok and Asana, and expanded our existing partnerships with Facebook, Shopify and GoDaddy.

# Monthly Trends (year-over-year growth trends) <sup>(a)</sup>

	Apr '21	May '21	Jun '21	Jul '21
Revenue	46%	42%	41%	35%
Subscribers	21%	18%	17%	16%
Average Revenue per User ("ARPU")	19%	18%	19%	16%

(a) As of the date of this document, the Company has not yet completed its financial close process for July 2021. As a result, the information herein for July 2021 is preliminary and based upon information available to the Company as of the date of this document. During the course of the financial close process, the Company may identify items that would require it to make adjustments, which may impact growth rates and be material to the information presented above.

### VIDEO CONFERENCE CALL

Vimeo will live stream a video conference to answer questions regarding its second quarter results on Friday, August 6, 2021, at 8:30 a.m. Eastern Time. This live stream will include the disclosure of certain information, including forward-looking information, which may be material to an investor's understanding of Vimeo's business. The live stream will be open to the public at https://www.vimeo.com/investors.

### GAAP FINANCIAL STATEMENTS

# VIMEO, INC. CONSOLIDATED STATEMENT OF OPERATIONS (\$ in thousands except per share data)

		Three Months Ended June 30,				Six Months Ended June 30,			
		2021		2020		2021		2020	
Revenue	\$	96,046	\$	67,334	\$	185,468	\$	124,302	
Cost of revenue (exclusive of depreciation shown separately below)		25,771		22,899		50,727		41,257	
Gross profit		70,275		44,435		134,741		83,045	
Operating expenses:									
Research and development expense		27,062		16,262		48,538		31,555	
Sales and marketing expense		40,248		26,519		72,317		51,644	
General and administrative expense		21,508		10,983		36,026		23,187	
Depreciation		186		102		300		160	
Amortization of intangibles		1,583		2,915		3,471		6,038	
Total operating expenses		90,587		56,781		160,652		112,584	
Operating loss		(20,312)		(12,346)		(25,911)		(29,539)	
Interest expense		(122)		—		(186)		—	
Interest expense-related party		—		(2,372)		(726)		(4,825)	
Other income (expense), net		142		(164)		10,229		(223)	
Loss before income taxes		(20,292)		(14,882)		(16,594)		(34,587)	
Income tax (provision) benefit		(100)		106		(485)		(449)	
Net loss	\$	(20,392)	\$	(14,776)	\$	(17,079)	\$	(35,036)	
Per share information:									
Basic loss per share	\$	(0.13)	\$	(0.09)	\$	(0.11)	\$	(0.22)	
Diluted loss per share	\$	(0.13)		(0.09)		(0.11)		(0.22)	
Weighted average shares outstanding used in the computation of net loss per share <sup>(a)</sup> :		,				,		~ ~ ~	
Basic		159,418		159,381		159,399		159,381	
Diluted		159,418		159,381		159,399		159,381	
Stock-based compensation expense by function:									
Cost of revenue	\$	169	\$	21	\$	189	\$	25	
Research and development expense	Ψ	5,748	Ψ	706	Ψ	7,468	Ψ	1,166	
Sales and marketing expense		1,498		173		1,820		330	
General and administrative expense		7,280		3,115		10,130		4,510	
Total stock-based compensation expense	\$	14,695	\$	4,015	\$	19,607	\$	6,031	
וטומו זוטנג-שמשבע נטוווףבוושמווטוו בגףבוושב	Ψ	14,090	Ψ	4,013	Ψ	10,001	Ψ	0,001	

(a) Weighted average basic and diluted shares outstanding for the three and six months ended June 30, 2020 reflect Vimeo's outstanding shares immediately after the completion of Vimeo's separation from the remaining businesses of IAC/InterActiveCorp. For additional information on the separation, see the registration statement on Form S-1 of Vimeo, Inc. filed with the SEC on May 26, 2021.

# VIMEO, INC. CONSOLIDATED BALANCE SHEET (\$ in thousands)

Total current liabilities225,054232,757Long-term debt—related party—50,000Other long-term liabilities8,6743,242Commitments and contingencies——SHAREHOLDERS' EQUITY:——Common stock1,551—Class B common stock94—Class A Voting common stock of Vimeo OpCo—837Class B Non-Voting common stock of Vimeo OpCo—663Preferred stock——Additional paid-in-capital677,667366,676Accumulated deficit(300,088)(283,009)		June 30, 2021	D	ecember 31, 2020
Accounts receivable, net         16,383         12,785           Prepaid expenses and other current assets         363,497         130,728           Total current assets         363,497         130,728           Leasehold improvements and equipment, net         3,232         3,311           Goodwill         219,337         219,337           Intangible assets with definite lives, net         7,383         10,884           Other non-current assets         19,417         6,839           TOTAL ASSETS         \$ 612,866         \$ 371,079           LIABILITIES AND SHAREHOLDERS' EQUITY         -         44,565           Deferred revenue         165,338         137,4436           Accounts payable, trade         \$ 4,563         \$ 3,324           Promissory note due on demand—related party         -         44,565           Deferred revenue         165,338         137,4436           Accrued expenses and other current liabilities         225,054         222,757           Long-term debt—related party         -         50,000           Other long-term liabilities         8,674         3,242           Commitments and contingencies         -         637,657           SHAREHOLDER'S EQUITY:         -         -         633,674      <	ASSETS			
Prepaid expenses and other current assets         16,090         7,332           Total current assets         363,497         130,728           Leasehold improvements and equipment, net         3,232         3,321           Goodwill         219,337         219,337           Intangible assets with definite lives, net         7,383         10,854           Other non-current assets         19,177         6,839           TOTAL ASSETS         \$ 612,866         \$ 371,079           LIABILITIES AND SHAREHOLDERS' EQUITY         -         44,563           LABILITIES         \$ 4,563         \$ 3,324           Promissory note due on demand—related party         -         -           Promissory note due on demand—related party         -         51,513         47,432           Total current liabilities         225,054         232,757         232,2757           Long-term debt—related party         -         50,000         -         50,000           Other long-term liabilities         8,674         3,242         -         50,000           Commitments and contingencies         -         -         50,000         -         663           SHAREHOLDERS' EQUITY:         -         -         663         -         663	Cash and cash equivalents	\$ 331,024	\$	110,011
Total current assets         363.497         130.728           Leasehold improvements and equipment, net         3,232         3,321           Goodwill         219,337         219,337           Intangible assets with definite lives, net         7,383         10.854           Other non-current assets         19.417         6.839           TOTAL ASSETS         \$ 612.866         \$ 371.079           LIABILITIES AND SHAREHOLDERS' EQUITY         -         44.565           Accounts payable, trade         \$ 4,563         \$ 3.324           Promissory note due on demand—related party         -         44.565           Deferred revenue         165.338         137.436           Accrured expreses and other current liabilities         55.153         47.432           Total current liabilities         225.054         232.757           Long-term debt—related party         -         50.000           Other long-term liabilities         8,674         3.242           Commitments and contingencies         -         50.000           SHAREHOLDERS' EQUITY:         -         -           Common stock         94         -           Class B common stock of Vimeo OpCo         -         -           Class B Non-Voting common stock of Vimeo OpC	Accounts receivable, net	16,383		12,785
Leasehold improvements and equipment, net         3,232         3,321           Goodwill         219,337         219,337         219,337           Intangible assets with definite lives, net         7,383         10,854           Other non-current assets         19,417         6,839           TOTAL ASSETS         \$ 612,866         \$ 371,079           LIABILITIES         \$ 612,866         \$ 371,079           LABILITIES         \$ 4,563         \$ 3,324           Promissory note due on demand—related party         —         44,565           Deferred revenue         165,338         137,436           Accrued expenses and other current liabilities         55,153         47,432           Total current liabilities         225,054         222,757           Long-term debt—related party         —         450,000           Other long-term liabilities         8,674         3,242           Commitments and contingencies         36,74         3,242           SHAREHOLDERS' EQUITY:         —         463           Class B common stock         94         —           Class B ton-Voting common stock of Vimeo OpCo         —         463           Class B Non-Voting common stock of Vimeo OpCo         —         —           Class B	Prepaid expenses and other current assets	16,090		7,932
Goodwill         219,337         219,337           Intangible assets with definite lives, net         7,383         10,854           Other non-current assets         19,417         6,839           TOTAL ASSETS         \$ 612,866         \$ 371,079           LIABILITIES AND SHAREHOLDERS' EQUITY             LIABILITIES         \$ 4,563         \$ 3,324           Promissory note due on demand—related party         -         44,565           Deferred revenue         105,338         137,436           Accrued expenses and other current liabilities         55,153         47,432           Total current liabilities         225,054         232,757           Long-term liabilities         8,674         3,242           Commitments and contingencies         -         50,000           SHAREHOLDERS' EQUITY:         -         50,000           Class B common stock         1,551         -           Class B common stock of Vimeo OpCo         -         8,674           Class B Non-Voting common stock of Vimeo OpCo         -         633           Preferred stock         -         -           Additional paid-in-capital         6677,667         366,676           Accurulated dificit         (300,08)	Total current assets	363,497		130,728
Intangible assets with definite lives, net         7,383         10,854           Other non-current assets         19,417         6,839           TOTAL ASSETS         \$ 612,866         \$ 371,079           LIABILITIES         \$ 4,563         \$ 3,324           Accounts payable, trade         \$ 4,563         \$ 3,324           Promissory note due on demand—related party         —         44,565           Deferred revenue         165,338         137,436           Accounts payable, trade         55,153         47,432           Total current liabilities         55,153         47,432           Total current liabilities         55,153         47,432           Total current liabilities         68,674         3,242           Commitments and contingencies         —         50,000           Other long-term liabilities         8,674         3,242           Common stock         1,551         —           Class B common stock of Vimeo OpCo         —         8,674           Class B Non-Voting common stock of Vimeo OpCo         —         6,637           Preterred stock         —         —         6,637           Preterred stock         —         —         6,637           Preterred stock         —	Leasehold improvements and equipment, net	3,232		3,321
Other non-current assets         19,417         6,839           TOTAL ASSETS         \$         612,866         \$         371,079           LIABILITIES AND SHAREHOLDERS' EQUITY         LIABILITIES         3,324           Promissory note due on demand—related party         -         44,563         \$         3,324           Promissory note due on demand—related party         -         44,563         \$         3,324           Promissory note due on demand—related party         -         44,563         \$         3,324           Promissory note due on demand—related party         -         44,563         \$         3,324           Promissory note due on demand—related party         -         -         44,563         \$         3,324           Other renue         363         137,436         362         225,054         232,757           Total current liabilities         55,153         47,432         20,000         20,000           Other long-term liabilities         8,674         3,242         32,424         33,245         33,245         33,245         33,245         33,245         33,245         33,245         33,245         33,245         33,245         33,245         33,245         33,245         33,245         33,245         33,245	Goodwill	219,337		219,337
TOTAL ASSETS         \$         612,866         \$         371,079           LIABILITIES AND SHAREHOLDERS' EQUITY	Intangible assets with definite lives, net	7,383		10,854
LIABILITIES AND SHAREHOLDERS' EQUITY         LIABILITIES:         Accounts payable, trade       \$ 4,563       \$ 3,324         Promissory note due on demand—related party       — 44,565         Deferred revenue       165,338       137,436         Accrued expenses and other current liabilities       55,153       47,432         Total current liabilities       225,054       223,757         Long-term debt—related party       —       50,000         Other long-term liabilities       8,674       3,242         Commitments and contingencies       8,674       3,242         SHAREHOLDERS' EQUITY:       —       50,000         Class B Nomon stock       94       —         Class B Nomon stock of Vimeo OpCo       —       837         Class B Non-Voting common stock of Vimeo OpCo       —       663         Prefered stock       —       —         Acditional paid-in-capital       677,667       366,676         Accumulated deficit       (300,088)       (283,009)         Accumulated deficit       (300,088)       (283,009)         Accumulated other comprehensive loss       (86)       (87)         Total shareholders' equity       379,138       85,080	Other non-current assets	 19,417		6,839
LIABILITIES:           Accounts payable, trade         \$ 4,663         \$ 3,324           Promissory note due on demand—related party         —         44,565           Deferred revenue         165,338         137,436           Accrued expenses and other current liabilities         55,153         47,432           Total current liabilities         225,054         223,757           Long-term debt—related party         —         50,000           Other long-term liabilities         —         50,000           Other long-term liabilities         —         50,000           Other long-term liabilities         …         50,000           Other long-term liabilities         …         …           Commitments and contingencies         …         …           SHAREHOLDERS' EQUITY:         …         …           Common stock	TOTAL ASSETS	\$ 612,866	\$	371,079
Accounts payable, trade         \$ 4,563         \$ 3,324           Promissory note due on demand—related party         —         44,565           Deferred revenue         165,338         137,436           Accrued expenses and other current liabilities         55,153         47,432           Total current liabilities         225,054         223,757           Long-term debt—related party         —         50,000           Other long-term liabilities         8,674         3,242           Commitments and contingencies         8,674         3,242           SHAREHOLDERS' EQUITY:         —         50,000           Class B common stock         1,551         —           Class B Non-Voting common stock of Vimeo OpCo         —         663           Preferred stock         —         —           Additional paid-in-capital         677,667         366,676           Accumulated deficit         (300,088)         (283,009)           Accumulated other comprehensive loss         (86)         (87)           Total shareholders' equity         379,138         85,080	LIABILITIES AND SHAREHOLDERS' EQUITY			
Promissory note due on demand—related party         -         44,565           Deferred revenue         165,338         137,436           Accrued expenses and other current liabilities         55,153         47,432           Total current liabilities         225,054         232,757           Long-term debt—related party         -         50,000           Other long-term liabilities         8,674         3,242           Commitments and contingencies         -         50,000           SHAREHOLDERS' EQUITY:         -         -           Class B common stock         1,551         -           Class B Non-Voting common stock of Vimeo OpCo         -         837           Class B Non-Voting common stock of Vimeo OpCo         -         6337           Class B Non-Voting common stock of Vimeo OpCo         -         -           Preferred stock         -         -         -           Additional paid-in-capital         677,667         366,676         360,999           Accumulated deficit         (300,088)         (283,009)         379,138         85,080	LIABILITIES:			
Deferred revenue165,338137,436Accrued expenses and other current liabilities55,15347,432Total current liabilities225,054232,757Long-term debt—related party-50,000Other long-term liabilities8,6743,242Commitments and contingencies-50,000SHAREHOLDERS' EQUITY:Common stock1,551-Class B common stock of Vineo OpCo-837Class B Non-Voting common stock of Vineo OpCo-6837Class B Non-Voting common stock of Vineo OpCoAdditional paid-in-capital677,667366,676Accumulated deficit(300,088)(283,009)Accumulated other comprehensive loss(86)(87)Total shareholders' equity379,13885,080	Accounts payable, trade	\$ 4,563	\$	3,324
Accrued expenses and other current liabilities55,15347,432Total current liabilities225,054232,757Long-term debt—related party—50,000Other long-term liabilities8,6743,242Commitments and contingencies——SHAREHOLDERS' EQUITY:——Common stock1,551—Class B common stock of Vimeo OpCo—837Class B Non-Voting common stock of Vimeo OpCo—663Preferred stock——Additional paid-in-capital677,667366,676Accumulated deficit(300,088)(283,009)Accumulated other comprehensive loss(86)(87)Total shareholders' equity379,13885,080	Promissory note due on demand—related party	_		
Total current liabilities225,054232,757Long-term debt—related party—50,000Other long-term liabilities8,6743,242Commitments and contingencies——SHAREHOLDERS' EQUITY:——Common stock1,551—Class B common stock of Vimeo OpCo—837Class B Non-Voting common stock of Vimeo OpCo—663Preferred stock——Additional paid-in-capital677,667366,676Accumulated deficit(300,088)(283,009)Accumulated other comprehensive loss—(86)Total shareholders' equity379,13885,080		165,338		137,436
Long-term debt—related party—50,000Other long-term liabilities8,6743,242Commitments and contingencies——SHAREHOLDERS' EQUITY:——Common stock1,551—Class B common stock of Vimeo OpCo—837Class B Non-Voting common stock of Vimeo OpCo—663Preferred stock——Additional paid-in-capital677,667366,676Accumulated deficit(300,088)(283,009)Accumulated other comprehensive loss(86)(87)Total shareholders' equity379,13885,080	Accrued expenses and other current liabilities	 55,153		47,432
Other long-term liabilities8,6743,242Commitments and contingencies-SHAREHOLDERS' EQUITY:-Common stock1,551-Class B common stock94-Class A Voting common stock of Vimeo OpCo-837Class B Non-Voting common stock of Vimeo OpCo-663Preferred stockAdditional paid-in-capital677,667366,676Accumulated deficit(300,088)(283,009)Accumulated other comprehensive loss(86)(87)Total shareholders' equity379,13885,080	Total current liabilities	225,054		232,757
Commitments and contingenciesSHAREHOLDERS' EQUITY:Common stock1,551Class B common stock94Class A Voting common stock of Vimeo OpCo94Class B Non-Voting common stock of Vimeo OpCoClass B Non-Voting common stock of Vimeo OpCoClass B Non-Voting common stock of Vimeo OpCoClass A Voting common stock of Vimeo OpCoClass B Non-Voting common stock of Vimeo OpCoCommulated other comprehensive loss(86)Commulated other comprehensive loss(86)Total shareholders' equity379,138Stock	Long-term debt—related party	_		50,000
SHAREHOLDERS' EQUITY:Common stock1,551Class B common stock94Class A Voting common stock of Vimeo OpCoClass B Non-Voting common stock of Vimeo OpCoClass B Non-Voting common stock of Vimeo OpCoPreferred stockAdditional paid-in-capital677,667Accumulated deficit(300,088)Accumulated other comprehensive loss(86)Total shareholders' equity379,138Assession379,138	Other long-term liabilities	8,674		3,242
Common stock1,551Class B common stock94Class A Voting common stock of Vimeo OpCo837Class B Non-Voting common stock of Vimeo OpCo663Preferred stockAdditional paid-in-capital677,667366,676Accumulated deficit(300,088)(283,009)Accumulated other comprehensive loss(86)(87)Total shareholders' equity379,13885,080	Commitments and contingencies			
Class B common stock94—Class A Voting common stock of Vimeo OpCo—837Class B Non-Voting common stock of Vimeo OpCo—663Preferred stock——Additional paid-in-capital677,667366,676Accumulated deficit(300,088)(283,009)Accumulated other comprehensive loss(86)(87)Total shareholders' equity379,13885,080	SHAREHOLDERS' EQUITY:			
Class A Voting common stock of Vimeo OpCo—837Class B Non-Voting common stock of Vimeo OpCo—663Preferred stock——Additional paid-in-capital677,667366,676Accumulated deficit(300,088)(283,009)Accumulated other comprehensive loss(86)(87)Total shareholders' equity379,13885,080	Common stock	1,551		—
Class B Non-Voting common stock of Vimeo OpCo—663Preferred stock——Additional paid-in-capital677,667366,676Accumulated deficit(300,088)(283,009)Accumulated other comprehensive loss(86)(87)Total shareholders' equity379,13885,080	Class B common stock	94		_
Preferred stock         —         —           Additional paid-in-capital         677,667         366,676           Accumulated deficit         (300,088)         (283,009)           Accumulated other comprehensive loss         (86)         (87)           Total shareholders' equity         379,138         85,080	Class A Voting common stock of Vimeo OpCo	_		837
Additional paid-in-capital       677,667       366,676         Accumulated deficit       (300,088)       (283,009)         Accumulated other comprehensive loss       (86)       (87)         Total shareholders' equity       379,138       85,080	Class B Non-Voting common stock of Vimeo OpCo	_		663
Accumulated deficit(300,088)(283,009)Accumulated other comprehensive loss(86)(87)Total shareholders' equity379,13885,080	Preferred stock	_		—
Accumulated other comprehensive loss(86)(87)Total shareholders' equity379,13885,080	Additional paid-in-capital			,
Total shareholders' equity379,13885,080				(283,009)
	Accumulated other comprehensive loss	 (86)		(87)
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY         \$ 612,866         \$ 371,079	Total shareholders' equity	379,138		85,080
	TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	\$ 612,866	\$	371,079

## VIMEO, INC. CONSOLIDATED STATEMENT OF CASH FLOWS

(\$ in thousands)

		Three Months	Endeo	d June 30,	Six Months Ended June 30,			
		2021		2020		2021	2020	
Cash flows from operating activities:								
Net loss	\$	(20,392)	\$	(14,776)	\$	(17,079)	\$	(35,036)
Adjustments to reconcile net loss to net cash provided by operating activities:								
Stock-based compensation expense		14,695		4,015		19,607		6,031
Amortization of intangibles		1,584		2,915		3,471		6,038
Depreciation		185		102		300		160
Provision for credit losses		198		798		280		1,622
Gain on the sale of an asset		—		—		(10,217)		
Other adjustments, net		309		1,015		540		2,386
Changes in assets and liabilities:								
Accounts receivable		(2,970)		(3,535)		(5,248)		(6,755)
Prepaid expenses and other assets		(4,271)		(642)		(6,100)		(1,864)
Accounts payable and other liabilities		10,545		(1,024)		3,026		1,079
Deferred revenue		18,290		21,707		29,571		36,526
Net cash provided by operating activities		18,173		10,575		18,151		10,187
Cash flows from investing activities:								
Capital expenditures		(80)		(356)		(215)		(433)
Proceeds from the sale of an asset						7,768		
Other, net		—		—		_		98
Net cash provided by (used in) investing activities		(80)		(356)		7,553		(335)
Cash flows from financing activities:								
Proceeds from sale of common stock, net of fees				—		299,750		
Principal payments on related-party debt		_		(7,853)		(94,565)		(7,853)
Proceeds from issuance of related-party debt				(2,442)		_		
Deferred financing costs		—		_		(1,440)		—
Withholding taxes paid related to equity awards		(3,448)		(507)		(8,181)		(1,089)
Proceeds from exercise of stock options		4		—		4		—
Net cash provided by (used in) financing activities		(3,444)		(10,802)		195,568		(8,942)
Total cash provided (used)		14,649		(583)		221,272		910
Effect of exchange rate changes on cash and cash equivalents and restricted cash		75		157		(57)		(32)
Net increase (decrease) in cash and cash equivalents and restricted cash		14,724		(426)		221,215		878
Cash and cash equivalents and restricted cash at beginning of period		316,528		3,267		110,037		1,963
Cash and cash equivalents and restricted cash at end of period	\$	331,252	\$	2,841	\$	331,252	\$	2,841

### RECONCILIATION OF GAAP TO NON-GAAP MEASURES

(	'\$ i	'n	millions:	roundina	differences	mav	occur	)
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	•	unding differences may occur) Three Months Ended June 30,				Six Months Ended June 30,			
		2021		2020		2021		2020	
Reconciliation of gross profit:									
GAAP Gross profit	\$	70.3	\$	44.4	\$	134.7	\$	83.0	
% of Revenue		73%		66%		73%		67%	
Add back: Stock-based compensation expense		0.2		—		0.2		—	
Non-GAAP Gross Profit	\$	70.4	\$	44.5	\$	134.9	\$	83.1	
% of Revenue		73%		66%		73%		67%	
Reconciliation of operating expenses:									
GAAP Research and development expense	\$	27.1	\$	16.3	\$	48.5	\$	31.6	
% of Revenue		28%		24%		26%		25%	
Less: Stock-based compensation expense		5.7		0.7		7.5		1.2	
Non-GAAP Research and development expense	\$	21.3	\$	15.6	\$	41.1	\$	30.4	
% of Revenue		22%		23%		22%		24%	
GAAP Sales and marketing expense	\$	40.2	\$	26.5	\$	72.3	\$	51.6	
% of Revenue		42%		39%		39%		42%	
Less: Stock-based compensation expense		1.5		0.2		1.8		0.3	
Non-GAAP Sales and marketing expense	\$	38.7	\$	26.3	\$	70.5	\$	51.3	
% of Revenue		40%		39%		38%		41%	
GAAP General and administrative expense	\$	21.5	\$	11.0	\$	36.0	\$	23.2	
% of Revenue		22%		16%		19%		19%	
Less: Stock-based compensation expense		7.3		3.1		10.1		4.5	
Non-GAAP General and administrative expense	\$	14.2	\$	7.9	\$	25.9	\$	18.7	
% of Revenue		15%		12%		14%		15%	
Reconciliation of net loss to Adjusted EBITDA:									
Net loss	\$	(20.4)	\$	(14.8)	\$	(17.1)	\$	(35.0)	
Add back:									
Income tax provision		0.1		(0.1)		0.5		0.4	
Other (income) expense, net		(0.1)		0.2		(10.2)		0.2	
Interest expense-related party		—		2.4		0.7		4.8	
Interest expense		0.1		<u> </u>		0.2			
Operating loss		(20.3)		(12.3)		(25.9)		(29.5)	
% of Revenue		(21)%		(18)%		(14)%		(24)%	
Add back:									
Stock-based compensation expense		14.7		4.0		19.6		6.0	
Depreciation		0.2		0.1		0.3		0.2	
Amortization of intangibles		1.6	-	2.9	_	3.5	-	6.0	
Adjusted EBITDA	\$	(3.8)	\$	(5.3)	\$	(2.5)	\$	(17.3)	
% of Revenue		(4)%		(8)%		(1)%		(14)%	

## RECONCILIATION OF GAAP TO NON-GAAP MEASURES

	Т	hree Months	Ende	d June 30,		Six Month	June 30,	
		2021		2020		2021	2020	)
Reconciliation of net loss to Adjusted net income (loss):								
Net loss	\$	(20.4)	\$	(14.8)	\$	(17.1)	\$	(35.0)
% of Revenue		(21)%		(22)%		(9)%		(28)%
Add back:								
Stock-based compensation expense		14.7		4.0		19.6		6.0
Depreciation		0.2		0.1		0.3		0.2
Amortization of intangibles		1.6		2.9		3.5		6.0
Income tax effects related to non-GAAP adjustments		—		—		—		
Adjusted Net income (loss)	\$	(3.9)	\$	(7.7)	\$	6.3	\$	(22.8)
% of Revenue		(4)%		(12)%		3%		(18)%
Reconciliation of diluted loss per share to Adjusted EPS:								
Diluted loss per share	\$	(0.13)	\$	(0.09)	\$	(0.11)	\$	(0.22)
Add back:	Ŧ	()	•	()	Ŧ	()	•	()
Stock-based compensation expense		0.09		0.03		0.12		0.04
Depreciation		_		_		_		_
Amortization of intangibles		0.01		0.02		0.02		0.04
Income tax effects related to non-GAAP adjustments				_		_		
Adjusted EPS	\$	(0.02)	\$	(0.05)	\$	0.04	\$	(0.14)
Diluted weighted average shares		159,418		159,381		159,399		159,381
Computation of Free Cash Flow:								
Net cash provided by operating activities	\$	18.2	\$	10.6	\$	18.2	\$	10.2
Less: Capital expenditures		(0.1)		(0.4)		(0.2)		(0.4)
Free Cash Flow	\$	18.1	\$	10.2	\$	17.9	\$	9.8
			-					

# (\$ in millions except per share data; shares in thousands; rounding differences may occur)

### PRINCIPLES OF FINANCIAL REPORTING

Vimeo has provided in this press release certain non-GAAP financial measures, including non-GAAP Adjusted EBITDA, non-GAAP gross profit, non-GAAP operating expenses, Adjusted net income, Adjusted EPS, and free cash flow, to supplement our financial information presented in accordance with GAAP. We use these non-GAAP financial measures internally in analyzing our financial results and believe that use of these non-GAAP financial measures is useful to investors as an additional tool to evaluate ongoing operating results and trends and in comparing Vimeo's financial results with other companies in its industry, many of which present similar non-GAAP financial measures. Adjusted EBITDA is the metric on which our internal budgets are based and also the metric by which management is compensated. We believe that investors should have access to, and we are obligated to provide, the same set of tools that we use in analyzing our results. These non-GAAP measures should be considered in addition to results prepared in accordance with GAAP, but should not be considered a substitute for or superior to GAAP results. Our presentation of these non-GAAP financial measures by other companies. Vimeo endeavors to compensate for the limitations of the non-GAAP measures presented by providing the comparable GAAP measure with equal or greater prominence and descriptions of the reconciling items, including quantifying such items, to derive the non-GAAP measure. We encourage investors to examine the reconciling adjustments between the GAAP and corresponding non-GAAP measure, which are included in this release. Interim results are not necessarily indicative of the results that may be expected for a full year.

#### **Definitions of Non-GAAP Measures**

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 amortization of intangible assets and impairments of goodwill and intangible assets, 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. The above items ("Adjusted EBITDA Non-GAAP Adjustments") are excluded from our Adjusted EBITDA measure because these items are non-cash in nature. Adjusted EBITDA has certain limitations because it excludes the impact of these expenses.

Non-GAAP gross profit excludes the effect of stock-based compensation included in Cost of revenue.

<u>Non-GAAP operating expenses</u> include Non-GAAP Research and development expense, Non-GAAP Sales and marketing expense, and Non-GAAP General and administrative expense. These Non-GAAP operating expenses exclude the effect of stock-based compensation expense included in their respective expense items.

Adjusted net income and Adjusted EPS exclude the effect of the Adjusted EBITDA Non-GAAP Adjustments, as well as the related income tax effects. Adjusted EPS is calculated by dividing Adjusted net income by the Diluted weighted average shares outstanding used in the computation of net loss per share.

Free Cash Flow is defined as net cash used in operating activities less cash used for capital expenditures. We believe Free Cash Flow is useful to investors as a liquidity measure because it measures our ability to generate or use cash.

### Non-Cash Expenses That Are Excluded From Non-GAAP Measures

Stock-based compensation expense consists of expense associated with the grants of Vimeo stock appreciation rights ("SARs"), including performancebased SARs, restricted stock awards, and restricted stock units. These expenses are not paid in cash and we view the economic costs of stock-based awards to be the dilution to our share base; we also consider the dilutive impact of the stock-based awards in GAAP diluted earnings per share, to the extent such impact is dilutive. Equity awards are generally settled on a gross basis in shares of Vimeo common stock such that individual award holders will pay their withholding tax obligation, generally by selling shares of Vimeo common stock (including a portion of the shares received in connection with the applicable exercise).

<u>Depreciation</u> is a non-cash expense relating to our leasehold improvements and equipment and is computed using the straight-line method to allocate the cost of depreciable assets to operations over their estimated useful lives, or, in the case of leasehold improvements, the lease term, if shorter.

Amortization of intangible assets and impairments of goodwill and intangible assets are non-cash expenses related to acquisitions. At the time of an acquisition, the identifiable definite-lived intangible assets of the acquired company, such as

customer relationships, technology and trade names, are valued and amortized over their estimated lives. An impairment is recorded when the carrying value of an intangible asset or goodwill exceeds its fair value. We believe that intangible assets represent costs incurred by the acquired company to build value prior to acquisition and the related amortization and impairments of intangible assets or goodwill, if applicable, are not ongoing costs of doing business.

### Metric Definitions

Gross Margin - Revenue less cost of revenue, divided by revenue.

**Subscribers** – The number of users who have an active subscription to one of Vimeo's paid plans measured at the end of the relevant period. Vimeo counts each account with a subscription plan as a subscriber. In the case of enterprise customers who maintain multiple accounts across Vimeo's platforms as part of a single enterprise subscription plan, Vimeo counts only one subscriber. Vimeo does not count team members who have access to a subscriber's account as additional subscribers.

Average Subscribers – The sum of the number of Subscribers at the beginning and at the end of the relevant measurement period divided by two.

Average Revenue per User ("ARPU") – The annualized revenue for the relevant period divided by Average Subscribers. For periods that are less than a full year, annualized revenue is calculated by dividing the revenue for that particular period by the number of calendar days in the period and multiplying this value by the number of days in that year.

Enterprise Customers – Subscribers who purchase plans through contact with our sales force.

### OTHER INFORMATION

### **Cautionary Statement Regarding Forward-Looking Information**

This press release and the Vimeo livestream which will be held at 8:30 a.m. Eastern Time on August 6, 2021, contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as "will," "may," "could," "should," "would," "anticipates," "estimates. "expects," "plans," "projects," "forecasts," "intends," "targets," "seeks" and "believes," as well as variations of these words or comparable words, among others, generally identify forward-looking statements. These forward-looking statements include, among others, statements relating to Vimeo's future results of operations and financial condition, business strategy, and plans and objectives of management for future operations, including statements attributable to our Chief Executive Officer. Forward-looking statements are based on our management's beliefs and assumptions and on information currently available. These forward-looking statements are subject to a number of known and unknown risks, uncertainties and assumptions. Actual results could differ materially from those contained in or implied by these forward-looking statements. Factors that could cause or contribute to such differences include, but are not limited to: the risks inherent in Vimeo's recently completed separation from IAC, the risks that the anticipated benefits from the separation will not be realized. changes in the regulatory landscape, including, in particular, changes in laws that might increase the liability of online intermediaries for user-generated content, reputational damage caused by problematic user content or our decisions to remove (or not remove) it; changes in policies implemented by third party platforms upon which we rely for traffic and distribution of mobile apps, increased competition in the online video category, our ability to convert visitors into uploaders and uploaders into paying subscribers, our ability to retain paying subscribers by maintaining and improving our value proposition, our ability to provide video storage and streaming in a cost-effective manner, our ability to successfully attract enterprise customers, our ability to protect sensitive data from unauthorized access, the integrity, quality, scalability and redundancy of our systems, technology and infrastructure (and those of third parties with which we do business), our ability to successfully operate in and expand into additional international markets, our ability to adequately protect our intellectual property rights and not infringe the intellectual property rights of third parties, foreign exchange currency rate fluctuations, the impact of the COVID-19 pandemic on our business, adverse changes in economic conditions, the possibility that our historical consolidated and combined results may not be indicative of our future results and the other factors set forth in the section titled "Risk Factors" in our Registration Statement on Form S-1 filed with the SEC on May 26, 2021 as they may be updated by our periodic reports subsequently filed with the SEC. Other unknown or unpredictable factors that could also adversely affect Vimeo's business, financial condition and results of operations may arise from time to time. In light of these risks and uncertainties, these forward-looking statements may not prove to be accurate. Accordingly, you should not place undue reliance on these forward-looking statements, which only reflect the views of Vimeo's management as of the date of this communication. Vimeo does not undertake to update these forward-looking statements.

### About Vimeo

Vimeo is the world's leading all-in-one video software solution. Our platform enables any professional, team, and organization to unlock the power of video to create, collaborate and communicate. We proudly serve our growing community of over 200 million users — from creatives to entrepreneurs to the world's largest companies. Vimeo is an operating business of IAC. Learn more at <u>www.vimeo.com</u>.

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