

**Fourth Quarter and Full Year 2016  
Results Call  
March 6, 2017**

### **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 including statements regarding whether we will meet our expected financial projections and guidance; whether our total revenue and mobile revenue will continue to grow; whether our mobile revenue will continue to represent greater percentages of our total revenue; whether our net income will continue to grow; whether our adjusted EBITDA will continue to grow; whether our non-GAAP net income will continue to grow; whether we will continue to achieve record results in revenue, net income and adjusted EBITDA; whether we will meet our expectations regarding expected revenue, net income, adjusted EBITDA, capital expenditures and cash flow for the remainder of the year; whether our mobile daily active users (“DAU”) will continue to increase; whether total mobile monthly active users (“MAU”) will continue to increase; whether we will continue to achieve record levels of DAU, MAU and user engagement; whether growth in DAU levels will continue to increase; whether our mobile average revenue per user (“ARPU”) will continue to increase; whether the continued strength of our revenue, adjusted EBITDA and net income reflect the increasing value of our audience to mobile advertisers; whether we are pacing at or above our adjusted EBITDA objective in year one following our acquisition of Skout, Inc. (“Skout”); whether a portfolio approach to apps provides scale and helps people find the most relevant people for them; whether there are two critical ways to continue growth in 2017; whether chat will keep our users coming back and video will keep users on our products longer; whether and when we will launch Live Video to beta users; whether and when we will roll out, begin to monetize and launch on Skout Live Video; whether and when we will launch a product to dramatically increase user choice; whether and when we will support seamless chat across the MeetMe and Skout networks and display MeetMe and Skout users in both apps; whether seamless chat across our apps will increase engagement and demonstrate network effects; whether and when we will close our acquisition of Ifwe, Inc. (“Ifwe”); whether there are opportunities to accelerate Ifwe’s growth in 2017; whether and when we will see a convergence of MeetMe’s and Ifwe’s US mobile ad ARPU; whether and when we will standardize the backend of MeetMe and Ifwe products and whether this will lower technology costs over time; whether and when we will combine the Skout and Ifwe San Francisco offices and whether such combination will result in productivity and financial gains; whether our new hires will continue to build out a world-class collaborative engineering team; whether Ifwe will do at least \$9.0 million in adjusted EBITDA in the first twelve months following the acquisition; whether Louis Willacy will become head of HR for MeetMe after the closing of the Ifwe acquisition; whether Ifwe will be accretive to earnings in the first twelve months following the acquisition; whether the Ifwe acquisition delivers strong shareholder value; whether we have created a clear pathway to \$150 million in revenue with adjusted EBITDA of \$50 million for our combined company; the source of the cash consideration for the Ifwe acquisition; the amount of our marketing spend for the remainder of the year; whether our cash and cash equivalents will continue to increase; whether we will be net income positive for the remainder of the year; whether we will be substantially free cash flow positive for the remainder of the year; whether our mobile traffic and future levels of mobile DAU will continue to grow; whether the mobile advertising market is strong and will continue to grow and whether we are well positioned to capitalize on the increased ad dollars spent on mobile advertising. 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 (the “SEC”), including our Annual Report on Form 10-K for the year ended December 31, 2015 filed with the SEC on March 8, 2016 and our Current Reports on Form 8-K filed with the SEC on October 4, 2016 and March 6, 2017. 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**

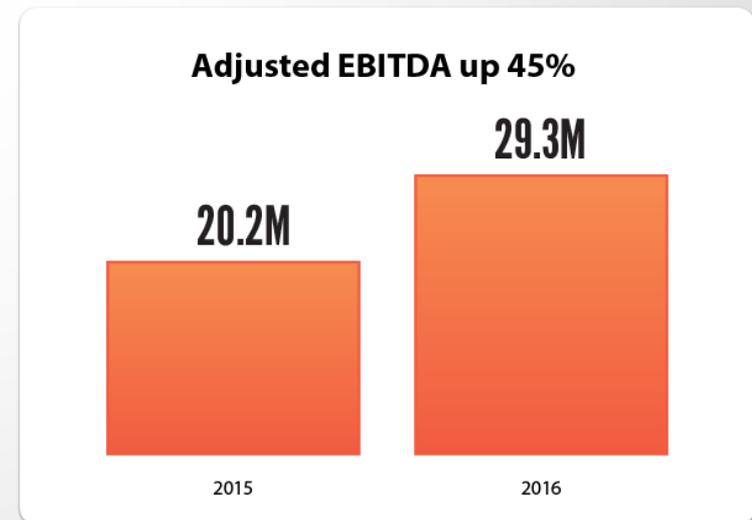
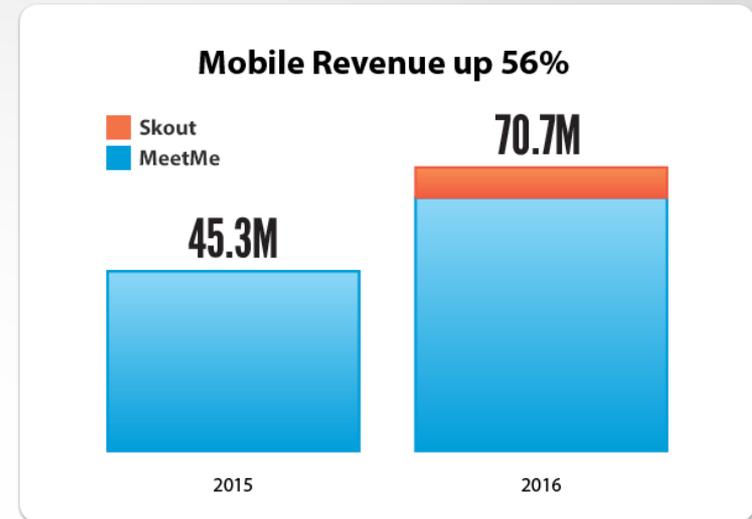
This presentation includes a discussion of Adjusted EBITDA from continuing operations which is a non-GAAP financial measure. Reconciliations to the most directly comparable GAAP financial measures are provided at the end of the appendix to this presentation. The Company defines mobile traffic and engagement metrics (including MAU, DAU, chats per day, and new users per day) to include mobile app traffic for all properties and mobile web traffic for MeetMe and Skout.



# Full Year 2016 Highlights

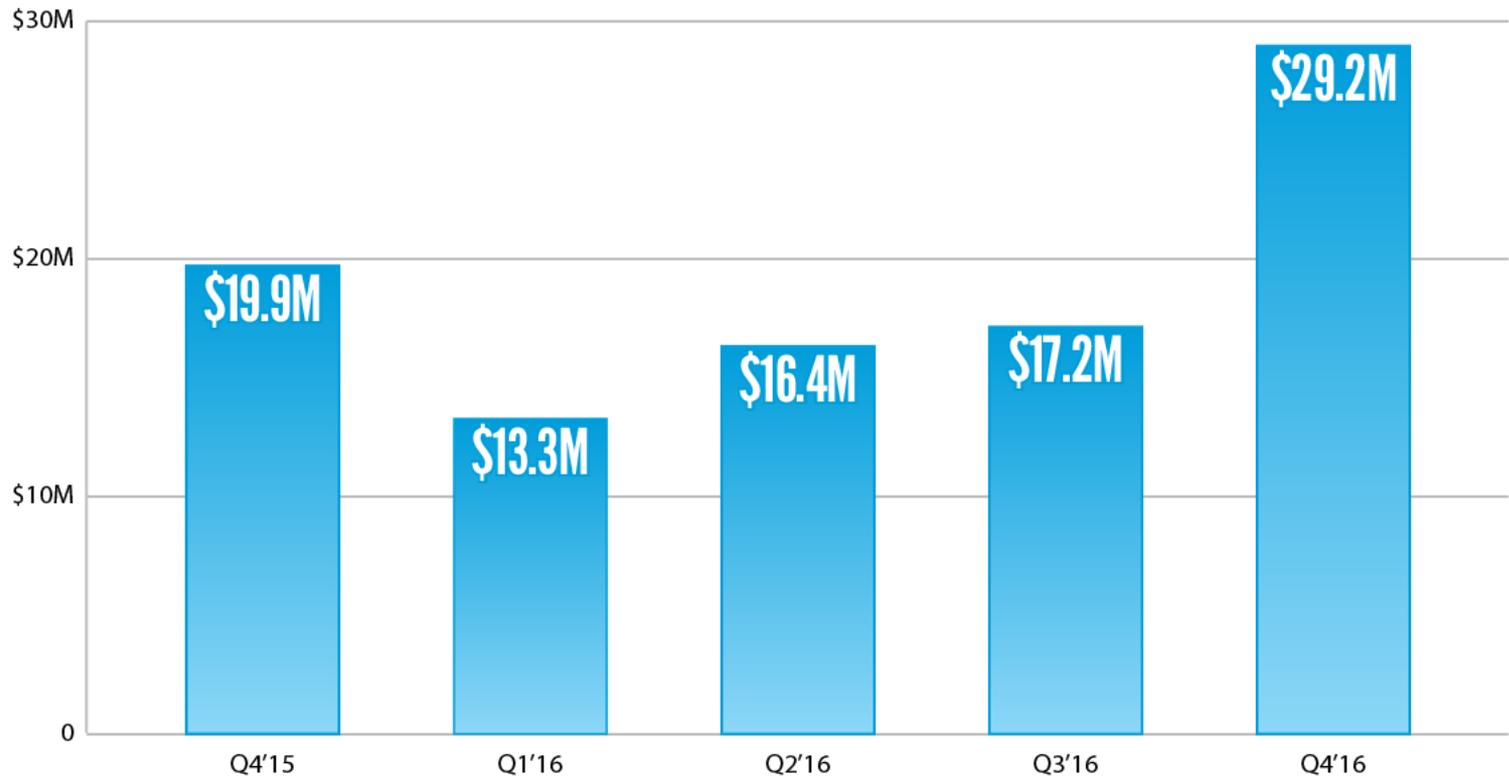


- » Total revenue grew 34% from FY 2015 to \$76.1 million.
- » Mobile revenue grew 56% from FY 2015 to \$70.7 million.
- » Net Income, excluding the one-time deferred tax benefit, was \$18.2 million, up 204% from Net Income of \$6.0 million in FY 2015.
- » Adjusted EBITDA grew 45% from FY 2015 to \$29.3 million, representing a 39% adjusted EBITDA margin.





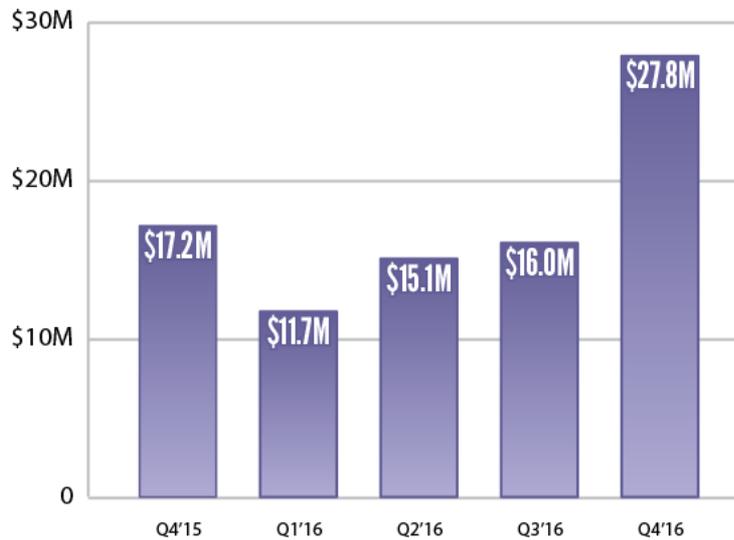
**Total Revenue**



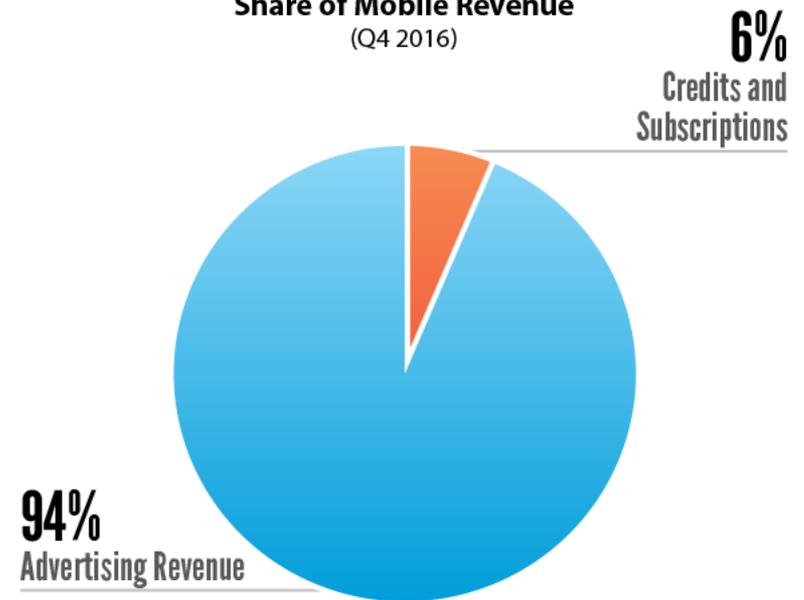
Note: Q4 2016 results reflect Skout as of the acquisition date of October 3, 2016.



### MeetMe Mobile Revenue



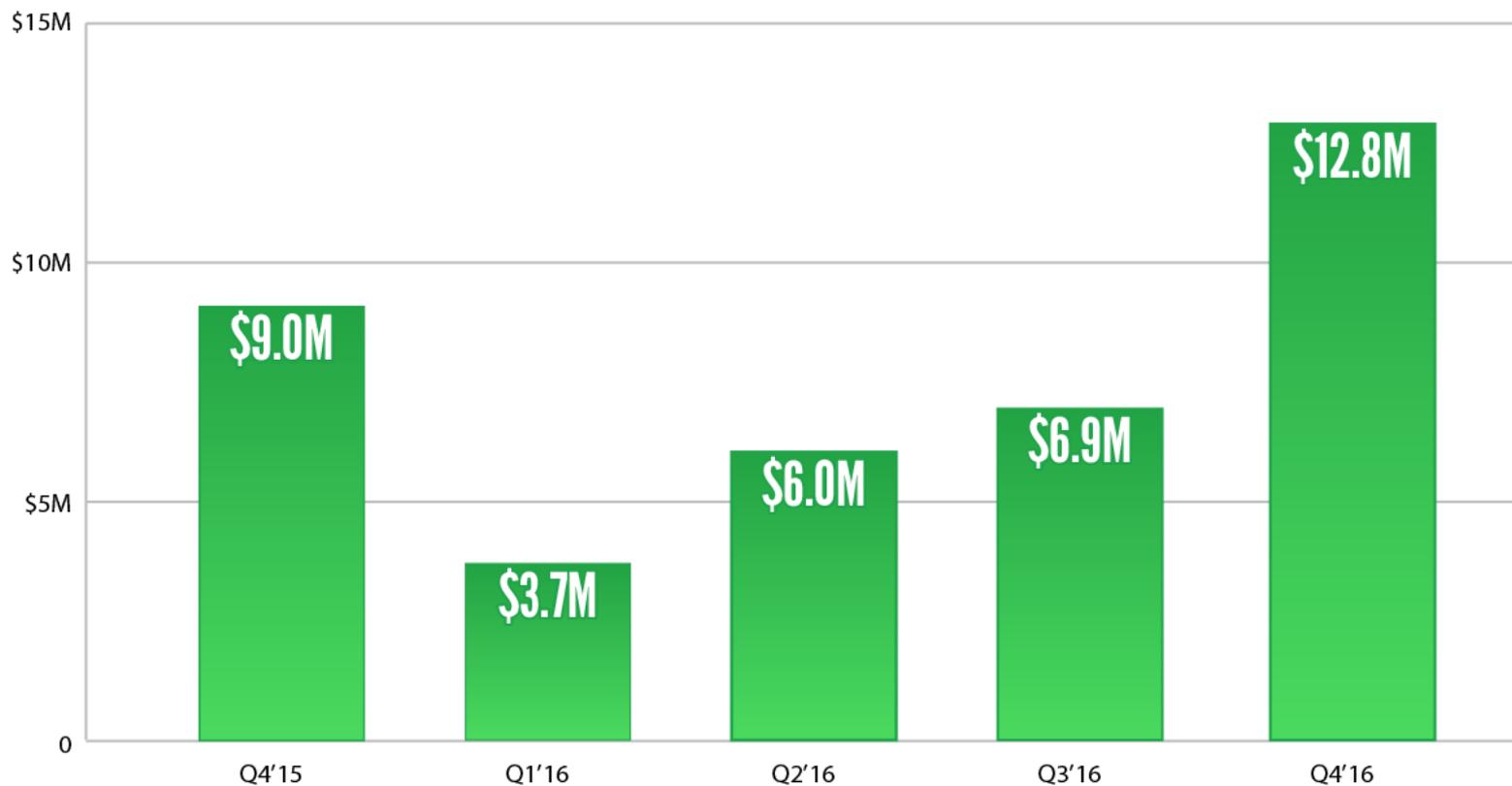
### Share of Mobile Revenue (Q4 2016)



# Adjusted EBITDA



Adjusted EBITDA

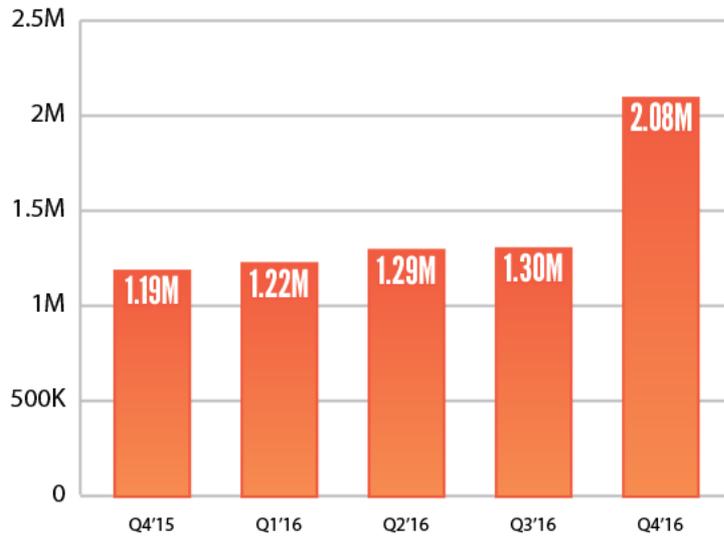


Adjusted EBITDA is a non-GAAP financial measure. For definition of Adjusted EBITDA, please refer to the Adjusted EBITDA Reconciliation slide in the appendix of this presentation. Q4 2016 results reflect Skout as of the acquisition date of October 3, 2016.

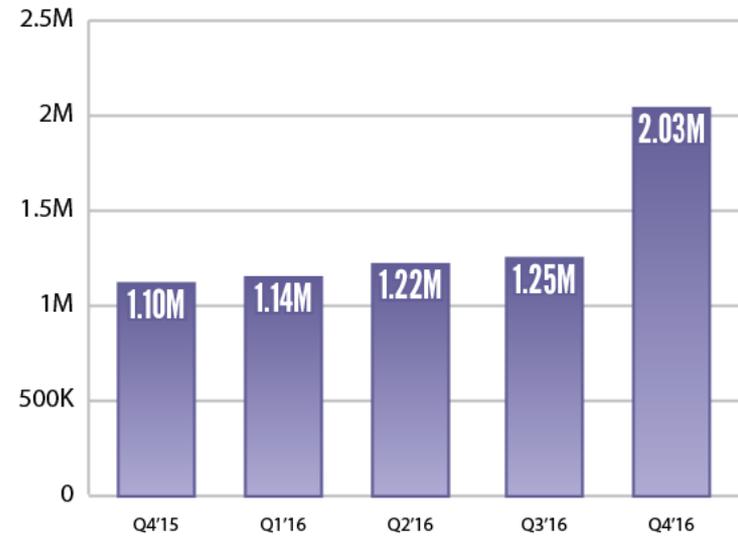
# Daily Active Users (DAU)



### Average Total DAU



### Average Mobile DAU

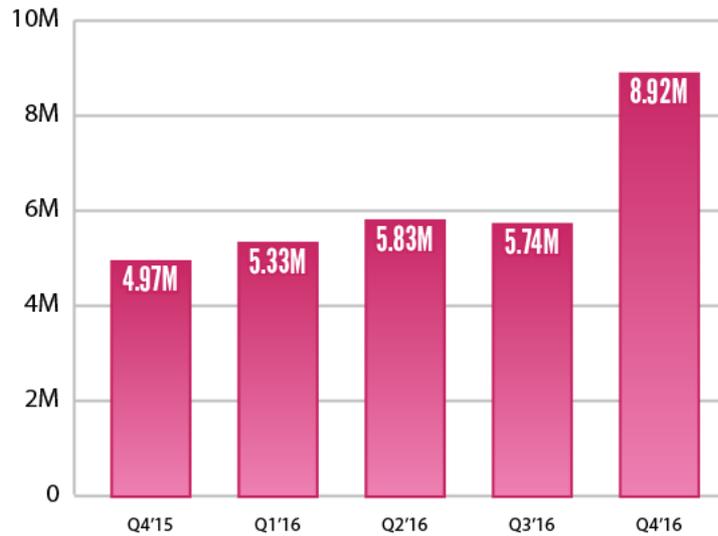


Note: Q4 2016 daily active users reflect Skout as of the acquisition date of October 3, 2016.

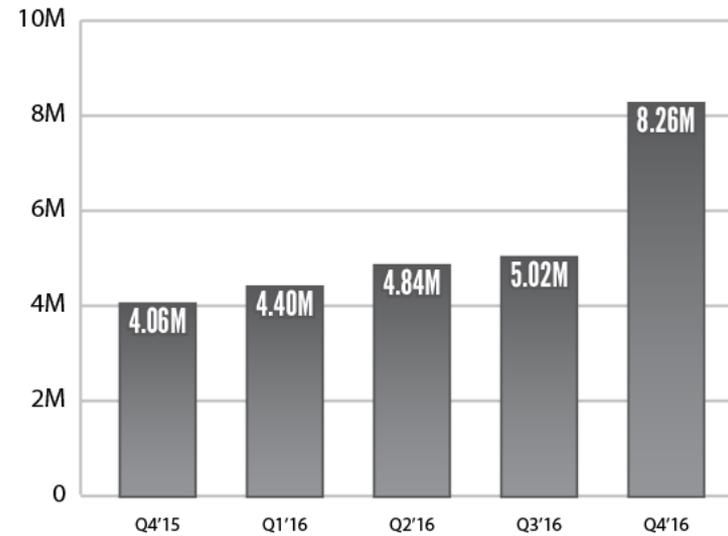
# Monthly Active Users (MAU)



### Average Total MAU



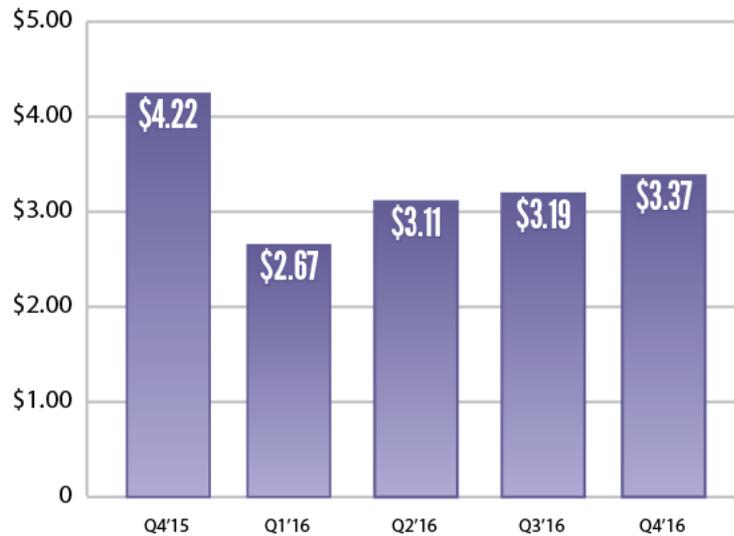
### Average Mobile MAU



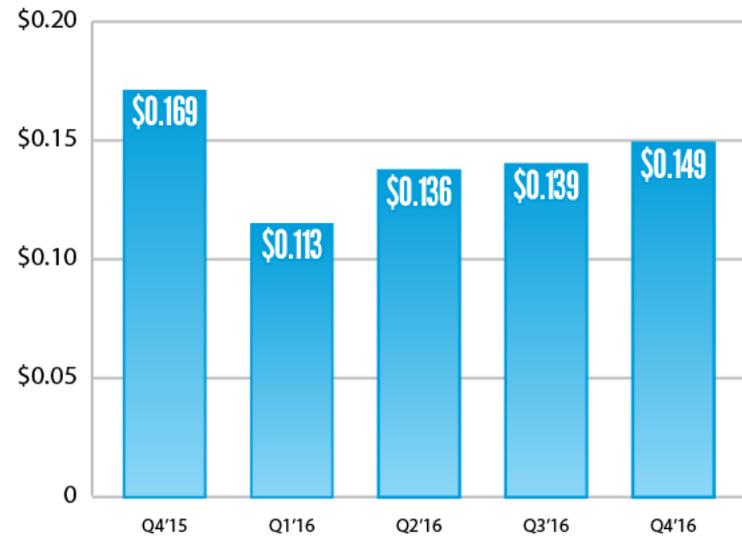
Note: Q4 2016 monthly active users reflect Skout as of the acquisition date of October 3, 2016.



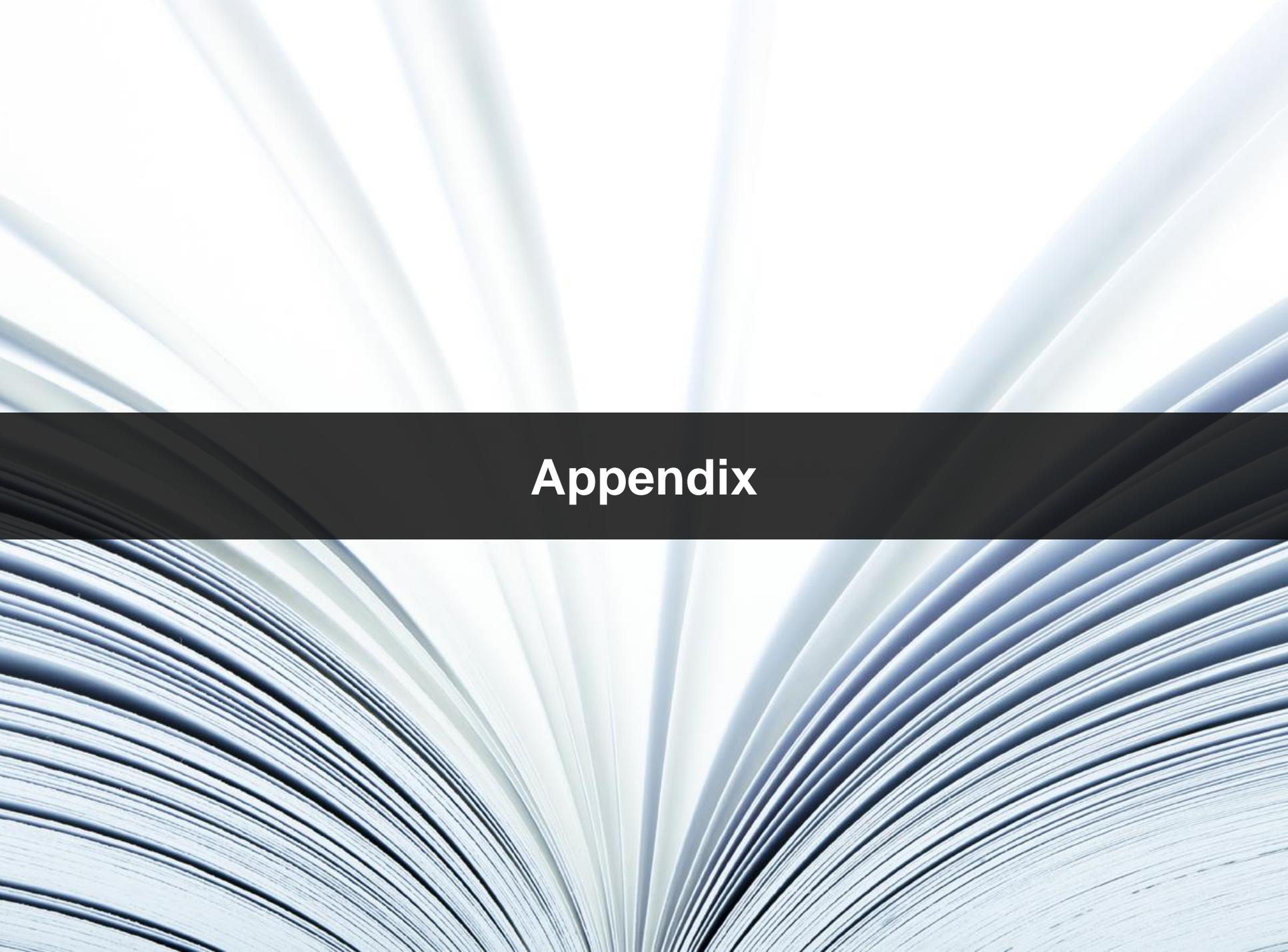
### ARPU - Mobile



### ARPDau - Mobile



Average Revenue per User (ARPU) is calculated by dividing quarterly MeetMe mobile revenue by the average mobile monthly active users (MAUs). ARPU chart refers to mobile ARPU of MeetMe. Average Revenue per Daily Active User (ARPDau) is calculated by dividing average daily MeetMe mobile revenue by the average mobile daily active users (DAUs). ARPDau charts refer to mobile ARPDau of MeetMe. Q4 2016 ARPU and APRDAU reflect Skout as of the acquisition date of October 3, 2016.



# Appendix

# Adjusted EBITDA Reconciliation



	For the Three Months Ended		For the Years Ended	
	December 31,		December 31,	
	2016	2015	2016	2015
Net Income Allocable to Common Stockholders	\$ 776,902,922	\$ 776,073,267	\$ 2,626,618	\$ 775,969,628
Interest Expense	777,160	777,4,723	777,9,388	777,59,962
Depreciation and Amortization	777,802,568	777,60,201	777,069,211	777,140,205
Stock-based Compensation Expense	777,013,145	777,332,223	777,567,987	777,341,965
Change in Warrant Liability	777,749,916)	777,49,500	777,27,875,362)	777,76,301
(Benefit) Provision for Income Taxes	777,29,169	777,777,777	777,457,295	777,777,777
Acquisition and Restructuring Costs	777,777,777	777,777,777	777,777,777	777,777,777
Bad Debt Expense Outside Normal Range	777,777,777	777,777,777	777,777,777	777,735,204
(Gain) Loss on Cumulative Effect of Foreign Currency Translation Adjustment	777,777,777(69)	777,777,777(5,640)	777,777,777(33,416)	777,777,777(56,438)
Gain on Sale of Asset	777,777,777	777,777,777	777,777,777	777,777,777(163,333)
Adjusted EBITDA	\$ 2,800,979	\$ 777,017,093	\$ 29,338,317	\$ 20,232,977
GAAP Basic Net Income per Common Stockholders	\$ 777,777,777.17	\$ 777,777,777.13	\$ 777,777,777.89	\$ 777,777,777.13
GAAP Diluted Net Income per Common Stockholders	\$ 777,777,777.15	\$ 777,777,777.12	\$ 777,777,777.80	\$ 777,777,777.12
Basic Adjusted EBITDA per Common Stockholders	\$ 777,777,777.22	\$ 777,777,777.20	\$ 777,777,777.56	\$ 777,777,777.45
Diluted Adjusted EBITDA per Common Stockholders	\$ 777,777,777.20	\$ 777,777,777.17	\$ 777,777,777.51	\$ 777,777,777.41
Weighted Average Number of Shares Outstanding, Basic	777,8,856,831	777,6,090,961	777,1,963,702	777,5,419,175
Weighted Average Number of Shares Outstanding, Diluted	777,4,121,470	777,1,735,136	777,7,745,652	777,9,535,826

Adjusted EBITDA is a non-GAAP financial measure. The Company defines Adjusted EBITDA as earnings (or loss) from operations before interest expense, benefit or provision for income taxes, depreciation and amortization, stock-based compensation, warrant obligations, non-recurring acquisition, restructuring or other expenses, gain or loss on cumulative foreign currency translation adjustment, gain on sale of asset, bad debt expense outside the normal range, and goodwill and long-lived asset impairment charges. The Company excludes stock based compensation because it is noncash in nature. We believe Adjusted EBITDA is an important measure of our operating performance because it allows management, investors and analysts to evaluate and assess our operating results from period to period after removing the impact of acquisition related costs, and other items of a nonoperational nature that affect comparability. We recognize that Adjusted EBITDA has inherent limitations because of the excluded items.

# Non-GAAP Net Income Reconciliation



	For the Three Months Ended		For the Years Ended	
	December 31,		December 31,	
	2016	2015	2016	2015
GAAP Net Income	\$ 779,902,922	\$ 775,073,267	\$ 2,626,618	\$ 775,969,628
Amortization of Intangibles	777,364,850	777,78,750	777,507,433	777,524,166
Stock-based compensation expense	777,013,145	777,332,223	777,567,987	777,341,965
Benefit (provision) for income taxes	777,749,916)	777,49,500	777,27,875,362)	777,76,301
Acquisition and restructuring costs	777,29,169	777,-----	777,457,295	777,-----
Bad debt expense outside normal range	777,-----	777,-----	777,-----	777,735,204
Non-GAAP Net Income	\$ 2,360,170	\$ 777,933,740	\$ 2,6925,971	\$ 2,6847,264
GAAP basic net income per common stockholders	\$ 777,0.17	\$ 777,0.13	\$ 777,0.89	\$ 777,0.13
GAAP diluted net income per common stockholders	\$ 777,0.15	\$ 777,0.12	\$ 777,0.80	\$ 777,0.12
Basic Non-GAAP net income per common stockholders	\$ 777,0.21	\$ 777,0.17	\$ 777,0.52	\$ 777,0.37
Diluted Non-GAAP net income per common stockholders	\$ 777,0.19	\$ 777,0.15	\$ 777,0.47	\$ 777,0.34
Weighted average number of shares outstanding, Basic	777,8,856,831	777,46,090,961	777,1,963,702	777,5,419,175
Weighted average number of shares outstanding, Diluted	777,4,121,470	777,1,735,136	777,7,745,652	777,9,535,826

Non-GAAP Net Income is a non-GAAP financial measure. The Company defines Non-GAAP Net Income as earnings (or loss) before benefit or provision for income taxes, amortization on intangibles, non-recurring acquisition and restructuring costs, bad debt expense outside the normal range, and non-cash stock-based compensation.