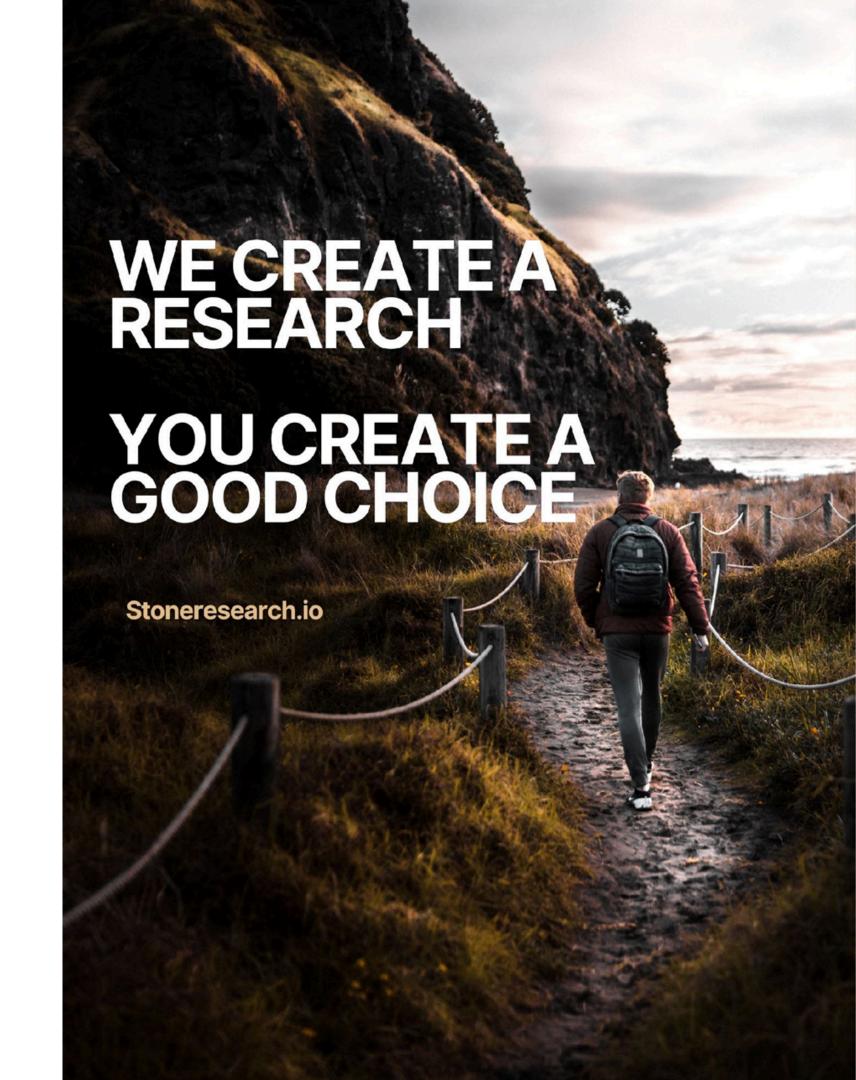


# Research Match Group, Inc

08.2024

Presented by





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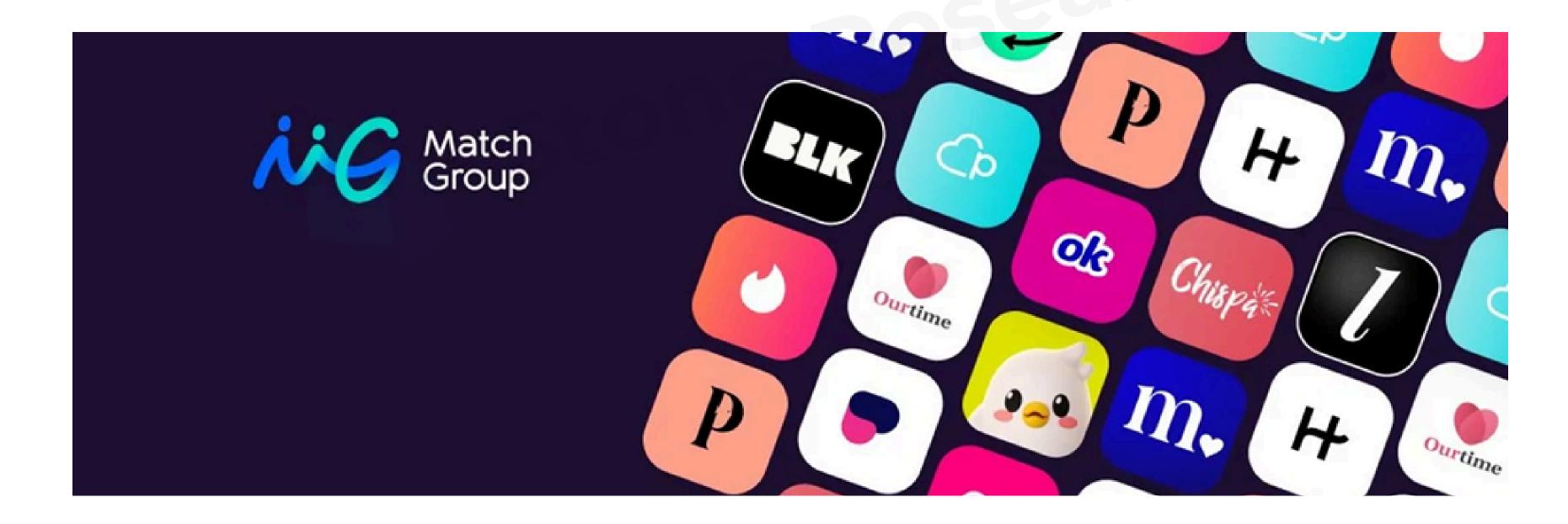
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### **Introduction to Match Group**

Match Group is a global leader in the online dating industry, bringing under its wing a broad portfolio of dating apps and services that cater to users around the world. The company was founded in 2009 as part of InterActiveCorp (IAC), but in 2020 it spun off as an independent company listed on the NASDAQ under the symbol "MTCH." Match Group is headquartered in Dallas, Texas, but the company has offices and teams spread around the world.







### Main sources of revenue

Match Group generates revenue mainly from subscriptions, premium services and advertising. The business model is based on:

### **Premium subscriptions**

Most of the apps and services offered by
Match Group operate on a freemium model,
where basic features are available for free,
but access to advanced options, such as
additional swipes, greater profile visibility or
no ads, requires a subscription. For example,
Tinder offers Tinder Plus, Tinder Gold and
Tinder Platinum options, which vary in the
range of features available.

### **Shopping In Application**

Users have the option to make one-time purchases of additional features, such as "super like," "boost" (increased profile visibility for a specified period of time) or a variety of coins and tokens for use in apps.

### **Advertisements**

Some apps, such as Tinder, also generate revenue from displaying ads, especially in the free version of the app. The ads are usually tailored to users' preferences, which increases their effectiveness.





### Match Group's key products and platforms

Match Group manages a number of popular dating platforms, each targeting a different demographic or meeting different user needs:





### Tinder

The world's most recognizable dating app, mainly targeting a younger user base. Tinder introduced an innovative swiping mechanism that has become synonymous with online dating.





### Match.com

One of the oldest and most established dating sites, targeting people looking for long-term relationships. Match.com operates in many countries, adapting to local markets.





### **OkCupid**

A platform that distinguishes itself from others through detailed questionnaires that help users find people with similar interests and values. OkCupid is very popular among younger, more politically and socially conscious users.





### Hinge

The app promotes itself as "the app you'll delete," focusing on creating deeper, more meaningful relationships. Hinge differentiates itself from Tinder and other apps by providing more detailed profiles and encouraging conversations based on specific context.





### **OurTime**

A service aimed at people over 50 looking for both friendships and romantic relationships.





### **PlentyOfFish**

A broad-based dating site known for its ease of use and large user base, targeting people looking for both friendship and love.





### **Pairs**

The app, popular in Japan and other East Asian countries, is aimed at young professionals seeking long-term relationships.





### Meetic

A popular dating site in Europe, operating on similar principles to Match.com, but more tailored to European users.





### Plans and Innovations for the Future

Match Group is investing heavily in innovation and new technologies to maintain its leadership position in the dating market. Here are some of the key areas of development the company is planning in the coming years:

### **Social Media Integration:**

Match Group is investing in the development of algorithms that will better analyze user preferences and suggest more relevant matches. Artificial intelligence aims not only to improve the quality of matches, but also to provide a more personalized user experience.

### **Audio and Video Services Development:**

In response to the growing demand for interactive forms of communication, Match Group plans to develop video and audio services that will enable users to connect in a more authentic way. One example is the introduction of the ability to organize video dating directly in the app.

# Introducing Virtual Reality (VR) and Augmented Reality (AR):

The company is exploring the use of VR and AR in online dating. One example is to organize virtual dating in 3D spaces, where users can meet in a virtual world before deciding to meet in reality.

### **Security and Moderation:**

Match Group is investing in technologies to improve user security, including algorithms to detect inappropriate content and reporting and moderation systems. The company aims to create a secure environment where users can feel comfortable and protected from harassment or scams

# **Expanding Operations to International Markets:**

Match Group plans to further expand into international markets, especially in regions such as Asia, Latin America and Africa. The company wants to adapt its products to local cultures and dating habits, which will enable it to gain new users in these markets.





### Plans and Innovations for the Future

## Development of Functions Related to User Welfare:

In response to the growing interest in mental health and well-being issues, Match Group plans to introduce features to support users in taking care of their emotional health. These could include, for example, advice on healthy dating, access to educational content on relationships, or integration with meditation and relaxation apps

### **Blockchain and Cryptocurrencies:**

The company is considering using blockchain technology and cryptocurrencies to improve transaction security, protect user data and introduce new monetization models, such as loyalty tokens

# Development of Artificial Intelligence (AI) and Matching Algorithms:

Match Group is investing in the development of algorithms that will better analyze user preferences and suggest more relevant matches. Artificial intelligence aims not only to improve the quality of matches, but also to provide a more personalized user experience.

### **Summary**

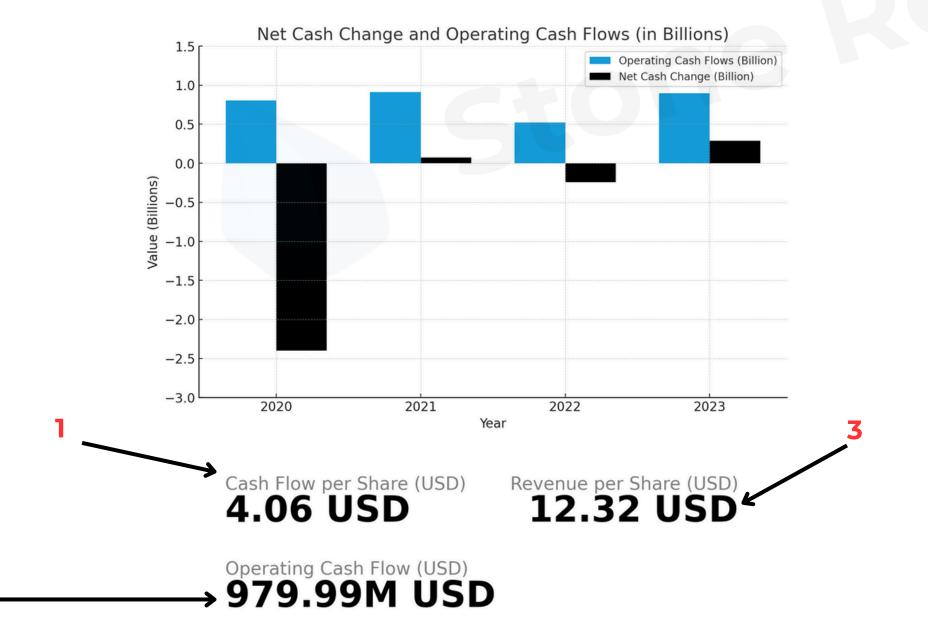
Match Group is a global leader in the online dating industry, owing its position to a broad portfolio of applications and services, advanced technologies and the ability to adapt to users' changing needs. The company generates revenue primarily from subscriptions, in-app purchases and advertising. Future plans include the development of technologies such as AI, VR, AR, and expansion into new markets, which will allow Match Group to maintain its leading position in the industry and attract even more users. The company's long-term strategy is to continue investing in innovations that will not only improve the quality of its services, but also revolutionize the way people establish and maintain relationships in the digital world.



### **Detailed Analysis of Cash Flow Statement 1/2**

Cash Flow Summary

Category	2020	2021	2022	2023
Operating Cash Flows	802.18M	911.33M	523.66M	896.79M
Investing Cash Flows	-4.9B	-941.3M	-82.26M	-78.45M
Financing Cash Flows	1.69B	112.58M	-678.62M	-532.2M
Net Cash Change	-2.4B	76.21M	-243M	289.92M



#### What to pay attention to?

1.The value of cash flow per share is \$4.06. High cash flow per share may indicate good operational management and efficiency in generating cash per share.

2.Cash flow from operations was \$979.99 million in 2023.

This is an important indicator that shows the company is generating a significant amount of cash from its core business, which is a positive sign of healthy operations.

3 Revenue per share is \$12.32. This ratio shows how much of the company's revenue is per share, which is an important measure of operating efficiency relative to the number of shares.

4. In the chart, we see significant changes in net cash, especially in 2020 and 2021, when it was negative. Only in 2023 did the company achieve positive net cash flow. This suggests that the company may have previously struggled financially, but has now improved its financial position.

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### Detailed Analysis of the Cash Flow Statement 2/2

For the fiscal year ended 31/12/2023, Match Group, Inc's revenue increased by 5.51% to \$3.36B. Net income increased by 79.90% to 651.47M. Net asset value increased by 94.69% to -19.07M, and earnings per share increased from 1.24 to 2.26.

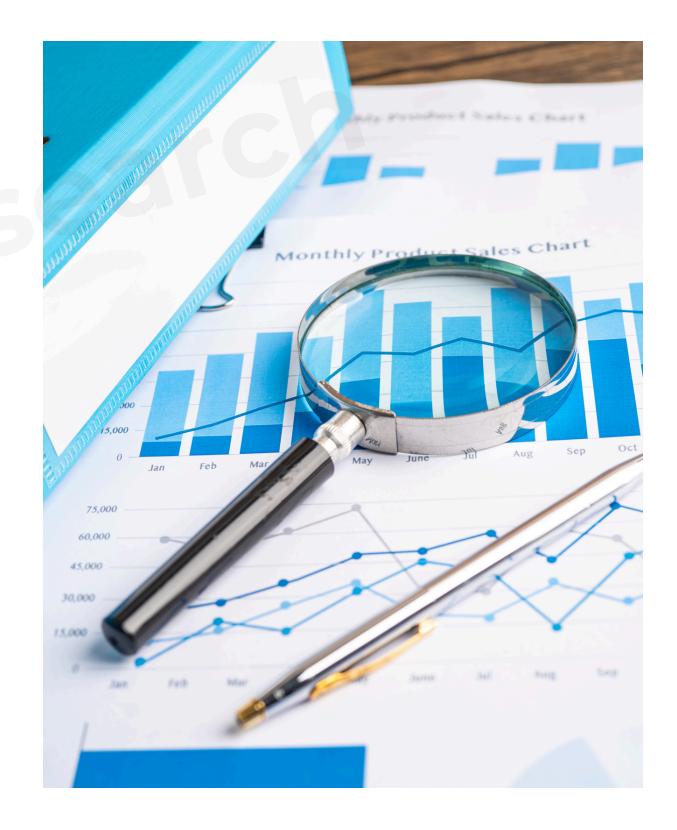
#### Interpretation:

The results of the cash flow statement indicate several important aspects of the company's financial health. First, cash flow from operations is very strong, amounting to nearly **\$980 million**. This means that the company is generating a significant amount of cash from its core operations, which is crucial for long-term stability and the ability to finance current operations and potential investments without incurring additional debt.

However, cash flows from investing and financing activities are negative. The negative cash flow from investing activities (-\$78.45 million) suggests that the company is actively investing in growth, such as the purchase of fixed assets or capital investments. This may indicate the company's desire for further growth and increased market value in the future.

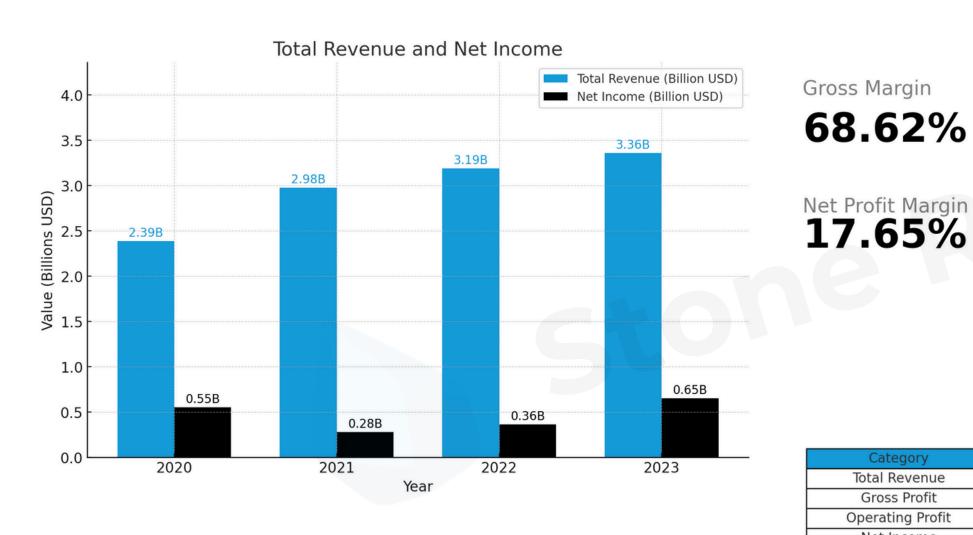
In contrast, negative cash flow from financing activities (-\$532.2 million) may be due to debt service, dividend payments or share repurchases. This may indicate the financial burden the company has to service, which raises questions about its ability to handle debt in the future.

Also worth noting is the positive change in net cash of **\$289.92 million**. This signals that despite capital and financing expenditures, the company was able to increase its cash balance, which is a positive sign for investors, indicating healthy liquidity.



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### **Detailed Analysis of the Profit and Loss Account**



### **Key figures:**

• Total revenue (2023): \$3.36 billion • Net profit (2023): \$651.47 million

• Gross margin: 68,62%

• Operating margin: 25.73%

• Return on investment (ROI): 16,52%

• Net profit growth: 79.90%

Return on Investment

**16.52%** 

Operating Margin

25.73%

Financial Summary

Category	2020	2021	2022	2023
Total Revenue	2.39B	2.98B	3.19B	3.36B
Gross Profit	1.71B	2.07B	1.82B	2.3B
Operating Profit	745.72M	851.68M	515.01M	916.9M
Net Income	553.91M	278.38M	362.13M	651.47M

#### Interpretation:

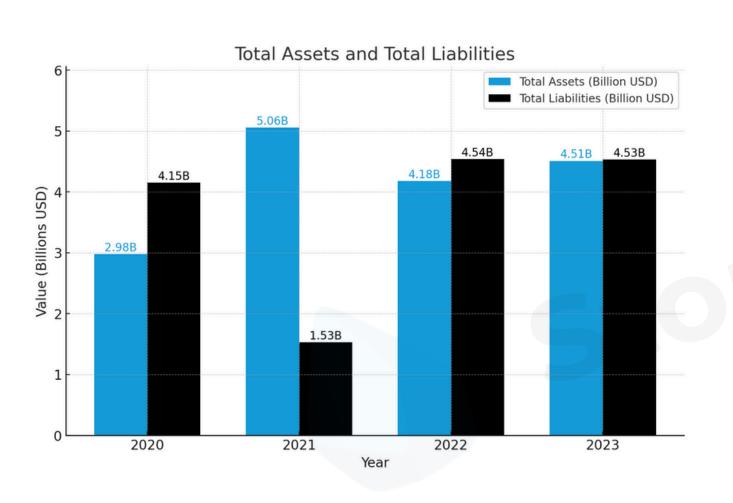
The income statement shows impressive results, especially in terms of net profit growth, which rose nearly 80% year-on-year to **\$651.47 million**. Such a significant increase indicates the company's operational efficiency and ability to turn revenues into profits. A gross margin of 68.62% and an operating margin of 25.73% are indicators of high profitability, suggesting that the company is effectively controlling operating costs. This means that even with an increase in material or labor costs, the company has enough margin to maintain profitability.

The high return on investment (ROI) of 16.52% is a very positive indicator, indicating that the company is effectively using its assets to generate profits. Investors may take this as a sign that the company has a sound investment strategy that is likely to continue in the future, which could lead to further increases in the company's value.

### **02** Financial Analysis



### **Detailed Balance Sheet Analysis**



-2,952.68%	708.97%
Long-term Debt/Equity	Total Debt/Equity
2.51	2.51
Quick Ratio	Current Ratio

### **Key figures:**

• Total assets (2023): \$4.51 billion

• Total liabilities (2023): \$4.53 billion

• Total equity (2023): -\$19.07 million

Current ratio: 2,51

Total debt/equity: 708.97%

Total Assets, Liabilities, and Equity Summary

Category	2020	2021	2022	2023
Total Assets	2.98B	5.06B	4.18B	4.51B
Total Liabilities	4.15B	1.53B	4.54B	4.53B
Total Equity	-1.18B	-194.58M	-358.88M	-19.07M

#### Interpretation:

The company's balance sheet reveals some challenges, especially in terms of its capital structure. **Total assets are \$4.51 billion,** which is close to total liabilities (\$4.53 billion). This means that the company has significant liabilities that almost completely offset its assets. The most disturbing indicator is the **negative equity of -\$19.07 million**. Negative equity indicates that liabilities exceed assets, which means that the company finances itself mainly with debt rather than equity.

A current ratio of 2.51 indicates that the company has the ability to cover its short-term liabilities with current assets, which is a positive sign. However, the total debt/equity ratio of 708.97% is very high and suggests that the company is significantly indebted. This capital structure could pose serious risks, especially if market conditions deteriorate, which could increase debt service costs or limit access to additional financing.



### **Summary and Interpretation for the Investor**

The company's financial results paint a picture of a company that, on the one hand, has impressive profitability and strong cash flow, but on the other hand faces significant challenges related to high debt levels and negative equity.

From a profitability perspective, the company is in very good shape. High operating and gross margins, as well as significant growth in net income, indicate the company's ability to generate profits even in a challenging market environment. Investors may take this as a sign that the company has solid operating fundamentals and can continue to increase its revenues and profits in the future.

However, the balance sheet structure is a clear source of risk. **Negative equity and a very high debt-to-equity ratio (more than 700%)** suggest that the company may have difficulty managing its liabilities, especially in the face of possible financial difficulties or economic crises. If interest rates rise or credit conditions deteriorate, the company could face a challenge in the form of rising debt service costs.

However, cash flow is a strong point on the company's balance sheet. Strong cash flow from operations and a positive net change in cash indicate that the company is able to generate enough cash to cover its current financing needs and partly to service its debt as well. This allows the company some flexibility in its financial operations, although the continued need to service debt may limit investment opportunities.

#### **Conclusion for the investor:**

- For investors, the company presents both opportunities and risks. Strengths include high profitability, strong cash flow and growth potential. The risks are mainly due to the high level of debt and negative equity, which could pose a significant risk to the company's solvency in the long term.
- Investors should carefully consider their exposure to this company's shares, taking into account both the current strong profitability and potential long-term debt risks. It will also be crucial to monitor how the company intends to manage its balance sheet in the future whether it will take steps to reduce debt or pursue capital restructuring.
- If the company manages to successfully manage its debt and improve its capital structure, it could be an attractive investment option from the perspective of further stock appreciation. However, investors with a lower risk tolerance may hold off until the company demonstrates clear improvements in financial management and debt reduction.



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### **Interpretation of Key Financial Indicators**

### **Profitability**

- ROE (Return on Equity): Since equity is negative (-\$19.07 million), calculating ROE (return on equity) in the traditional way is not possible. Negative equity suggests that the company has more liabilities than net assets, which is an unfavorable situation and a red warning signal for investors. In such cases, ROE is not a useful indicator, as a negative value could distort the true picture of profitability.
- ROA (Return on Assets) can be calculated as the ratio of net income to total assets. For this company, ROA is 14.44%
   (\$651.47 million / \$4.51 billion). This is an indicator suggesting that the company is generating solid returns on its assets. An ROA of more than 10% is considered a good result, suggesting that the company is effectively using its assets to generate profits.

### **Liquidity Indicators**

• The current ratio is 2.51, which means the company has \$2.51 in current assets for every \$1 in current liabilities. This is a healthy ratio, indicating that the company is able to easily pay its current liabilities. A ratio value above 2 is often considered good, confirming that the company has sufficient liquidity to meet its current financial needs.

#### **Debt**

• The D/E Ratio (Debt to Equity Ratio) is extremely high at 708.97%. Such a ratio means that the company is heavily indebted, which increases financial risk. A high D/E ratio suggests that the company is dependent on external financing, which could be dangerous if interest rates rise or if the company has trouble refinancing its debt. For investors, this is an important warning, indicating the need for caution when making investment decisions.

#### **Performance Indicators**

• Asset Turnover is **0.74** (total revenues of \$3.36 billion / assets of \$4.51 billion). This is a moderate ratio, suggesting that the company generates \$0.74 in revenue for every \$1 invested in assets. While this is not a very high ratio, it shows that the company is able to manage its assets fairly effectively to generate revenue. However, there is potential for improvement to make the use of assets more efficient.



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### **Financial Forecasts**

### **Optimistic scenario:**

In the optimistic scenario, it is assumed that the company will be able to further increase its revenues and net profits on the basis of current profitability and effective operational management. Revenue growth could come from new investments, market expansion or improved operational efficiency. In addition, if the company opts for a debt reduction strategy through financial restructuring or increased equity, debt ratios could improve. In such a scenario, an improved balance sheet structure could lead to a further increase in the market value of the stock and a greater attractiveness of the company to investors.

### **Pessimistic Scenario:**

In a pessimistic scenario, there is a risk that the company could face difficulties servicing its high level of debt, especially if interest rates rise or macroeconomic conditions deteriorate. Increased financing costs could negatively affect net profits, and the company could be forced to seek additional financing or sell assets to meet its obligations. If the balance sheet deteriorates further, the company's credit rating could be downgraded, which would further increase debt service costs and could lead to a decline in shareholder value.

### **Conclusions for the Investor:**

Investors should consider both scenarios and closely monitor both the company's operational performance and its financial management strategy. In particular, it will be crucial to track steps taken to improve its balance sheet structure and reduce debt. Investors who are willing to take higher risks may find that the company has the potential for further growth, especially if optimistic forecasts materialize. More cautious investors, on the other hand, may wait for signs of improvement in the capital structure before deciding to commit more to this company's stock

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### **Sector Analysis**

#### **Market Overview:**

Match Group operates in the global online dating market, which includes applications and internet platforms enabling users to make connections, arrange dates, and build relationships. This market is part of the broader sector of internet and mobile services.

### **Market Size and Growth Dynamics:**

The global online dating market experienced significant growth. In 2023, the value of this market was estimated at approximately \$8.5 billion, with projections indicating further growth at a rate of about 5-7% annually in the coming years. This growth is driven by the increasing acceptance of online dating, especially among younger generations, as well as by the rising reach of internet and mobile services worldwide.

#### **Market Trends:**

- Personalization & Al: Increasing importance of artificial intelligence algorithms in matching partners and personalizing user experiences.
- Security: Greater focus on user safety and privacy, leading to the development of advanced security features.
- Monetization: Growth of subscription models and the introduction of new premium features that increase user engagement and revenue.
- Niches & Diversity: Growing number of applications targeting specific demographic groups, e.g., LGBTQ+ individuals, seniors, or people with specific interests.

### **Competition:**

#### Match Group faces several significant competitors in the global market:



Bumble Inc.: The main competitor, with the Bumble app, which places greater control in women's hands in the dating process.



Facebook Dating: A service introduced by Meta Platforms, leveraging the facebook vast user base of Facebook.



**Grindr:** Targeted at the LGBTQ+ community, particularly popular among men.

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### **Company Position in the Market:**

#### **Market Share:**

Match Group is the leader in the online dating market with a dominant share, estimated at around **50-60%** of the global market according to various estimates. The company owns many popular dating platforms, including Tinder, Match.com, Meetic, OkCupid, Hinge, PlentyOfFish, as well as niche applications.

### **Competitive Advantages:**

- **Brand Portfolio:** Match Group has a diverse range of platforms that cater to different market segments, giving it an edge in adapting to changing user preferences.
- **Scalability:** Thanks to its global reach, the company can introduce innovations and new features on a large scale, quickly responding to changes in user preferences.
- **Technology Investments:** Strong focus on innovation in technology, including AI and big data, improving match quality and user experience.



#### **Competition with Other Companies:**

Despite its dominant position, **Match Group** must face growing competition, especially from companies like **Bumble**, which have introduced innovative approaches to online dating. Despite the competition, Match Group maintains an advantage thanks to its extensive portfolio and ability to absorb or dominate niche markets.

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### **Regulatory Environment:**

### **Legal Regulations:**

Match Group, operating in the global market, is subject to various legal regulations in different jurisdictions:



#### **Personal Data Protection:**

Regulations such as **GDPR** in Europe impose an obligation on Match Group to protect users' personal data, requiring significant investments in IT security and compliance with the law.



### **Antitrust Regulations**

Due to its dominant market position, the company is subject to regulatory scrutiny regarding compliance with antitrust laws, especially in the European Union and the United States.



### **Content Regulations:**

Match Group must also adapt to local content regulations, which may restrict or prohibit certain content in its applications, particularly in regions with restrictive cultural or religious laws (e.g., the Middle East).

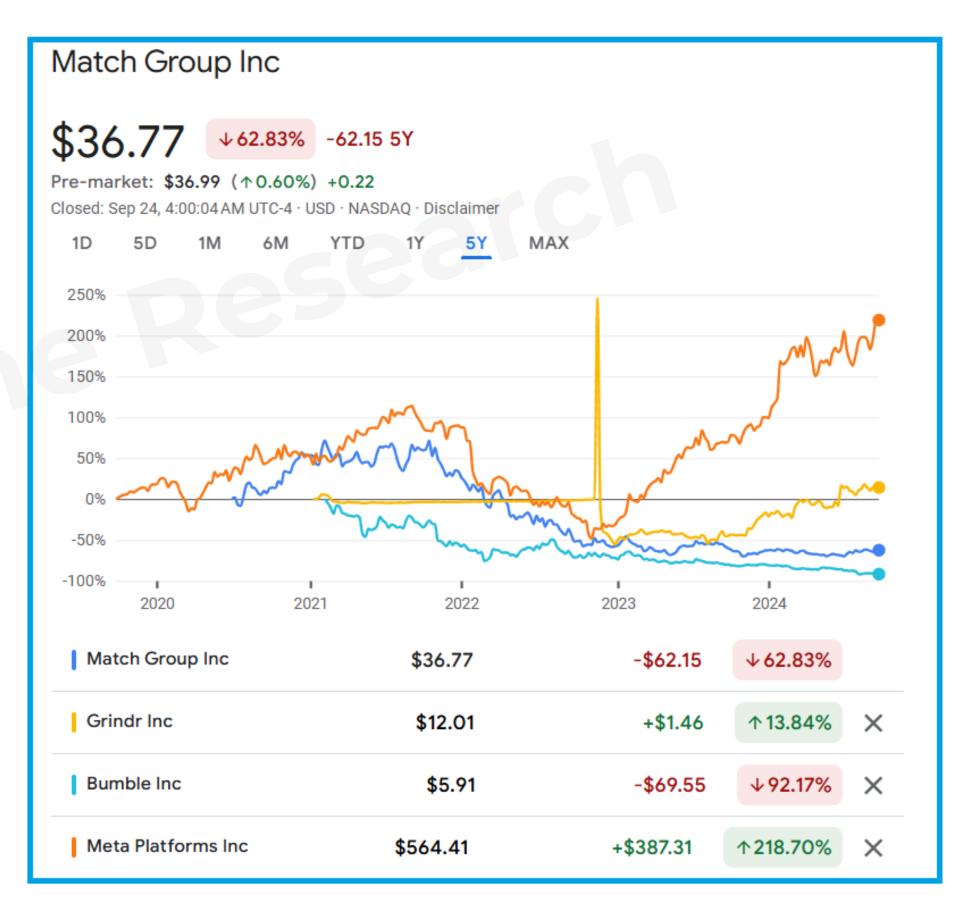
#### **Summary:**

Match Group is a dominant player in the global online dating market, with a broad portfolio of brands and a significant scale of operations. The market it operates in is characterized by dynamic growth and is driven by technological trends such as artificial intelligence and personalization. The company is well-prepared to compete thanks to its diversified offering and innovations, although it must also constantly monitor evolving legal regulations and rules in the markets it serves.



### **Match Group Competitive Analysis**

Match.com, Hinge, OkCupid and others, is a leader in the online dating industry, but operates in a highly competitive environment. Match Group's competitors range from large, multinational companies to smaller, niche apps that seek to attract users with unique features and approaches to dating. Below I provide a detailed analysis of Match Group's competitors, including the major players in the market, the main threats they pose, and the implications for Match Group.





### **Major Threats Posed by Competition**

#### **Product Innovations:**

Match Group's competitors continuously introduce innovations that can attract users, such as video call features (Badoo) or allowing women to initiate contact (Bumble). The lack of rapid implementation of new features in Match Group's applications may lead to a loss of users.

#### **Service Diversification:**

Bumble has diversified its services by introducing **Bumble BFF** and **Bumble Bizz**. This strategy can attract users who are not only seeking dates but also friendships and professional connections. Match Group could consider this as a potential direction for development.

# Dependency on Specific Demographic Groups:

Applications like Grindr or Happn target specific niches or demographic groups, enabling them to dominate certain market segments, making it harder for Match Group to enter these areas.

#### **Free Business Models:**

Competitors such as Facebook Dating offer their services for free, which can attract users who might otherwise be willing to pay for Match Group's applications. The freemium model may become less effective if free alternatives remain equally attractive.

#### **Conclusion:**

Competition for Match Group is intense and diverse, with major players in the market introducing innovative features and strategies to attract users. To maintain its leading position, Match Group must continuously innovate, ensure the diversity of its product portfolio, and adapt to changing user preferences. Ignoring growing competition could lead to a loss of market share and revenue.





### **Key Competitors 1/3**



**Bumble Inc.** manages the dating apps **Bumble** and **Badoo**. **Bumble**, launched in **2014**, gained popularity due to its unique feature that allows women to make the first move in interactions. Badoo is one of the largest dating apps in the world, particularly popular in Europe and Latin America.

#### **Strategy:**

- Women's Initiative: Bumble promotes itself as an app that gives women control over interactions, attracting users seeking more balanced and controlled interactions.
- **Diversification:** Bumble has expanded its activities into other areas, such as friendships (**Bumble BFF**) and professional networking (**Bumble Bizz**), increasing the reach of its app and its attractiveness to users.

#### **Threats:**

- Market Share Growth: Bumble is rapidly increasing its market share, especially in North America and Europe. This could erode the user base of Match Group's applications.
- **Global Expansion:** With the growing popularity of Badoo in international markets, Bumble could accelerate its global expansion, challenging Match Group's position.



**Facebook Dating** is part of the Facebook ecosystem and was launched in 2019. It leverages Facebook's massive database of users to connect people based on their interests, groups, and events they participate in.

#### Strategy:

- Integration with Facebook: Facebook Dating uses Facebook's extensive data resources, allowing for more precise matching of partners.
- **Affordability:** The service is free, which is a significant competitive advantage over paid apps.

#### **Threats:**

- Free Business Model: Facebook Dating may attract users who are unwilling to pay for dating services, potentially impacting Match Group's revenue.
- **Privacy Concerns:** Facebook's privacy issues may deter some users from using Facebook Dating, while scandals could draw regulatory attention to the entire industry, affecting Match Group as well.





### **Key Competitors 2/3**



#### Grindr

**Grindr** is the largest dating app in the world for LGBT+ individuals, especially popular among gay and bisexual men. The app is widely used by people seeking both short-term and long-term relationships.

#### **Strategy:**

- **Strong Position in the Niche:** Grindr dominates the market for LGBT+ dating apps, allowing it to maintain a loyal user base.
- **Monetization:** Grindr earns revenue from premium subscriptions and ads targeting specific demographic groups, enhancing the effectiveness of its marketing campaigns.

#### **Threats:**

- **Niche Domination:** Match Group, despite having niche apps like Chispa (for Latinos) or BLK (for African Americans), has a weaker presence in the LGBT+ segment compared to Grindr, limiting its ability to penetrate this market.
- **Privacy Concerns:** Grindr has often been criticized for weak privacy safeguards, which could open the door for competitors.



**eHarmony** is a dating service launched in 2000 that focuses on long-term relationships. The platform uses advanced matching algorithms based on detailed personality questionnaires.

#### **Strategy:**

- Long-Term Compatibility: eHarmony stands out in the market by focusing on long-term relationships, attracting people seeking serious commitments.
- **Trusted Brand:** A long history and strong reputation among users seeking lasting relationships make eHarmony an appealing choice for a specific market segment.

#### Threats:

- **Specialization:** The strong focus on long-term relationships limits the platform's ability to attract a broader user base, especially younger users who may prefer more casual apps like Tinder.
- **Technological Stagnation:** The lack of technological innovation compared to newer players could lead to eHarmony losing appeal among younger users.

### **04** Competitive Analysis



### **Key Competitors 3/3**



**Happn** is a dating app that allows users to meet people they cross paths with in real life. It operates based on location, enabling users to connect with people in their immediate vicinity.

#### **Strategy:**

- **Localization:** Happn stands out with its unique approach to dating, based on real-life encounters, which can be more appealing to people who want to meet someone in their neighborhood.
- **Appeal to Urban Users:** The app is particularly popular in large cities, where the likelihood of coincidental meetings with other users is higher.

#### **Threats:**

- **Limited Reach:** Its focus on local encounters restricts the potential global reach of the app.
- **Niche Appeal:** While Happn is popular in cities, it may struggle to attract users in rural areas or smaller towns where crossing paths with other users is less frequent.





### **Threats Posed by Competitors**



#### **Increase in Market Share by Competitors**

Competitors, such as **Bumble** and **Facebook Dating**, are aggressively increasing their market shares, particularly in North America and Europe. For Match Group, which has traditionally dominated these markets, this means the necessity to intensify marketing efforts and introduce innovations to retain existing users and attract new ones.

### **Product and Technological Innovations**

New players are introducing innovative features that can attract users, such as video calls (Badoo), women-first initiatives (Bumble), or location-based meetings (Happn). For Match Group to maintain its leading position, it must continuously invest in technological development and introduce new features that meet the evolving needs of users.

### **Service Diversification by Competitors**

Competitors, such as Bumble, are diversifying their offerings, enabling them to attract a broader range of user groups (e.g., **Bumble BFF** and **Bumble Bizz**). While Match Group already has a broad portfolio of apps, it must consider further diversification.

### 04 Competitive Analysis



### **Global Interest in Different Dating Apps**

#### 1. Tinder

**North America and Europe:** Tinder remains the most popular dating app in both regions. It has a massive user base, especially among younger demographic groups aged **18-34**. It stands out for its simplicity and swipe-based matching system.

#### 2. Badoo

**Europe and Africa:** Badoo is particularly popular in Europe and South Africa. It offers features like the **"People Nearby"** section, making it widely used for both dating and social meetings. Badoo has a strong presence in countries like Italy, where many users rely on the platform for casual dating and building new connections.

#### 3. Bumble

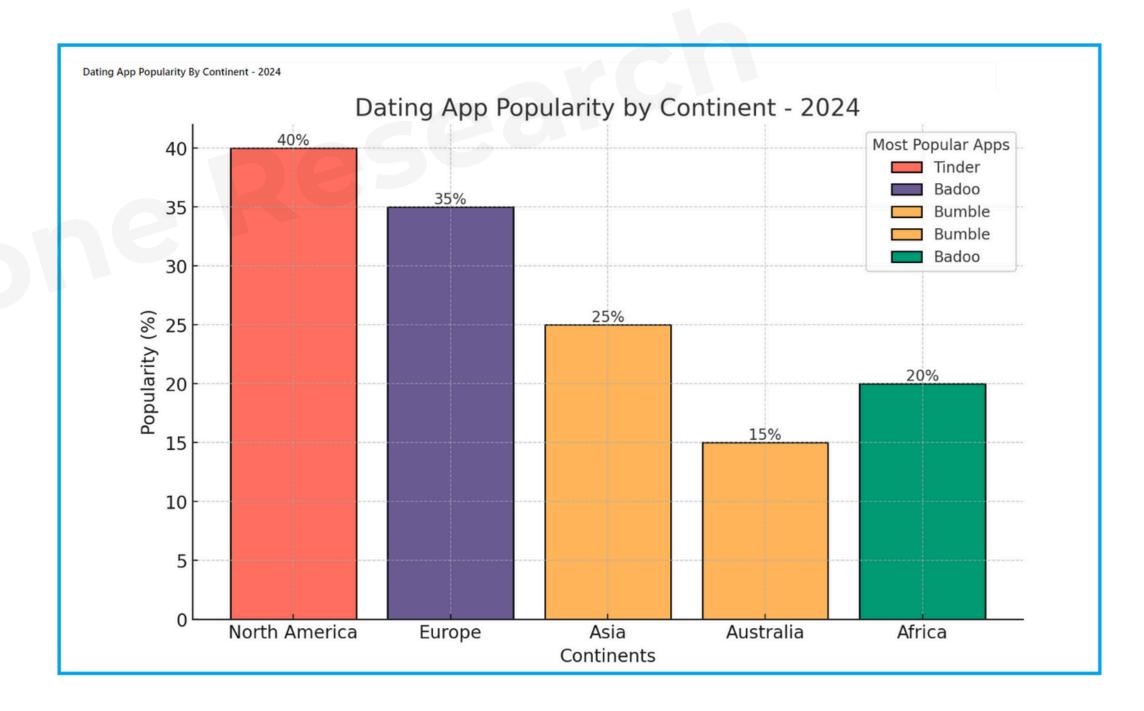
Australia and Asia: Bumble is gaining popularity in Australia and some parts of Asia. It allows women to make the first move, distinguishing it from other apps. Bumble is also popular in countries like India, where its unique approach is highly valued.

#### 4. Grindr

Grindr is the most popular dating app for the LGBTQ+ community worldwide, with over **30 million downloads.** It is particularly popular in North America and some parts of Europe.

#### 5. Facebook Dating

Facebook Dating is available in many countries, but in no specific region has it achieved the popularity of apps like **Tinder** or **Bumble**. The app integrates with the Facebook platform, offering a familiar interface, but it has not yet become a dominant player in any particular market.



### **04** Competitive Analysis

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### Financial and Technical Information 1/3

#### **Price Information**

#### **Price Changes:**

The increase in stock prices for MTCH (+1.22%) and GRND (+1.69%) suggests positive market sentiment for these companies, while the moderate increase in BMBL (+0.76%) indicates a more neutral perspective.

#### Volume:

MTCH stands out with high trading volume **(3,180,527 shares)**, which may indicate greater investor interest. Investors might see this as a signal of increased market activity and potential price changes.

#### **Technicals**

#### **20-Day Moving Average:**

GRND stocks are trading above their 20-day moving average, which may suggest a positive trend. For MTCH and BMBL, stocks are near their moving averages, indicating less pronounced trends.

#### **Technical Indicators:**

The stochastic indicator for **MTCH (84.36%)** suggests the stock may be "overbought," signaling a potential upcoming correction. Meanwhile, the indicator for **BMBL (45.09%)** and **GRND (78.43%)** suggests moderate market strength, with no clear signal of significant rises or falls.

#### Relative Strength Index (RSI):

RSI values for MTCH (59.78%) and GRND (55.17%) are in the neutral range, while BMBL (38.29%) is nearing the oversold zone, which could signal a potential buying opportunity.

#### Weighted Alpha:

GRND's weighted alpha (+104.37%) indicates a strong upward trend, potentially attracting investors seeking growth opportunities. In contrast, BMBL (-58.34%) reflects a strong negative trend, signaling further potential declines.

Symbol	MTCH	BMBL	GRND
Company	Match Group Inc	Bumble Inc	Grindr Inc
F			
Exchange	NASDAQ	NASDAQ	NYSE
Open	37.12	6.61	11.96
High	37.47	6.71	12.16
Low	36.93	6.55	11.96
Last	37.19	6.59	12.04
Change	+0.45	+0.05	+0.20
% Change	+1.22%	+0.76%	+1.69%
Volume	3,180,527	1,849,957	297,831
20-Day Average Volume	4,141,816	6,115,928	528,491
Previous Close	36.74	6.54	11.84
Industry	Internet Commerce	Internet - Software	Internet - Software
Has Options	Yes	Yes	Yes
	Technicals		
20-Day Moving Average	35.92	6.65	11.74
20-Day Raw Stochastic	84.36%	45.90%	78.41%
20-Day Relative Strength	59.78%	38.29%	55.17%
Weighted Alpha	-9.11	-58.34	+104.72
Today's Opinion	72% Buy	100% Sell	100% Buy
Previous Opinion	72% Buy	100% Sell	100% Buy
Last Month's Opinion	24% Buy	88% Sell	88% Buy

#### Opinion:

A strong "Buy" signal for GRND and MTCH, and a "Sell" for BMBL suggests that investors might consider purchasing GRND and MTCH stocks while selling BMBL based on current technical indicators.



### Financial and Technical Information 2/3

#### Performance (Wydajność)

#### 5-Day Change:

MTCH (+2.39%) and GRND (+1.62%) show short-term growth, which may indicate positive sentiment in the near term. BMBL (-2.52%) shows a decline, possibly reflecting investor uncertainty or weak fundamentals.

#### 1-Month Change:

MTCH (+12.32%) and GRND (+3.90%) show solid growth, particularly MTCH, suggesting a strong short-term upward trend. In contrast, BMBL (-27.95%) has lost significant value, indicating potential issues with fundamentals or a change in market outlook.

#### 3-Month Change:

**GRND (+28.54%)** has seen substantial growth over a medium-term horizon, which could attract investors seeking stocks in a growth phase. Meanwhile, **BMBL (-42.08%)** continues its decline, potentially deterring investors.

#### 6-Month Change:

**GRND** stands out with growth of **(+44.69%)**, highlighting a strong long-term growth dynamic. **MTCH (+3.47%)** shows moderate growth, while **BMBL (-42.49%)** continues to decline, reflecting further challenges.

	Performance		
5-Days			
%Chg	+2.39% since 08/22/24	+1.62% since 08/22/24	-2.52% since 08/22/24
Low	36.59 on 08/23/24	6.36 on 08/23/24	11.39 on 08/28/24
High	37.90 on 08/26/24	7.05 on 08/26/24	12.53 on 08/23/24
1-Month			
%Chg	+12.32% since 07/29/24	-27.95% since 07/29/24	+3.90% since 07/29/24
Low	33.08 on 07/30/24	4.80 on 08/08/24	10.26 on 08/05/24
High	38.84 on 07/31/24	9.72 on 07/31/24	12.53 on 08/23/24
3-Month			
%Chg	+26.24% since 05/29/24	-42.08% since 05/29/24	+28.54% since 05/29/24
Low	29.13 on 07/01/24	4.80 on 08/08/24	8.95 on 06/11/24
High	38.84 on 07/31/24	12.03 on 06/04/24	12.83 on 07/16/24
6-Month			
%Chg	+3.47% since 02/29/24	-42.49% since 02/29/24	+44.69% since 02/29/24
Low	27.66 on 05/08/24	4.80 on 08/08/24	7.93 on 03/04/24
High	38.84 on 07/31/24	12.49 on 05/20/24	12.83 on 07/16/24
	Key Statistics		
Market Capitalization, \$K	9,760,642	825,341	2,080,004
Shares Outstanding, K	265,668	126,199	175,676
Annual Sales	3,364,500,000	1,051,830,000	259,690,000
Annual Net Income	651,540,000	-4,210,000	-55,770,000
Last Quarter Sales	864,070,000	268,620,000	82,350,000
Last Quarter Net Income	133,330,000	27,400,000	-22,420,000
60-Month Beta	1.48	1.70	0.35

#### **Key Statistics**

#### **Market Capitalization:**

MTCH (9,760,624K) is a significantly larger company compared to BMBL (825,341K) and GRND (2,080,004K), suggesting greater stability and the ability to withstand tougher market conditions. Larger players, like MTCH, typically have more resources to navigate recessions or declines.

#### **Earnings and Sales:**

MTCH reports significantly higher annual net income (651,540,000) and sales (3,364,500,000), which may indicate a stronger financial position compared to its competitors. BMBL and GRND have lower figures, potentially limiting their long-term profitability.

#### **Beta:**

MTCH (1.48) and BMBL (1.70) have higher betas, indicating greater risk and volatility compared to the market. GRND, with a much lower beta (0.35), represents lower risk, though it may also offer smaller returns.



### Financial and Technical Information 3/3

### **Per-Share Information**

#### **Earnings Per Share (EPS):**

MTCH has the highest **EPS (0.48)**, which is a positive indicator for investors seeking profitable companies. Both BMBL and GRND report negative EPS, indicating that these companies are currently operating at a loss.

#### Ratios

#### **Price/Earnings (P/E):**

MTCH has the lowest P/E ratio (16.13), suggesting that the stock may be attractively valued relative to its earnings. The higher P/E ratio of **BMBL** (19.56) might indicate that the stock is overvalued, especially considering the company's net loss.

Per	-Share Information		
Most Recent Earnings	0.48 on 07/30/24	0.22 on 08/07/24	0.07 on 08/08/24
Latest Earnings Date	07/30/24	08/07/24	08/08/24
Most Recent Dividend	N/A	N/A	N/A
Next Ex-Dividends Date	N/A	N/A	N/A
Ratios			
Price/Earnings ttm	16.13	19.56	59.90
	Ratios		
Price/Earnings ttm	16.13	19.56	59.90

#### **Summary:**

The charts provide detailed data on the three publicly traded companies: Match Group Inc (MTCH), Bumble Inc (BMBL), and Grindr Inc (GRND), which are listed on NASDAQ and NYSE. For experienced investors, interpreting these charts should include a fundamental and technical analysis, focusing on risk, growth potential, and current market trends.

- MTCH (Match Group Inc): Appears to be a stable and well-managed company with strong fundamentals. Technical indicators and opinions suggest a growth trend, making it a potential "buy" for investors.
- **BMBL (Bumble Inc):** The company faces challenges, as evidenced by both fundamental and technical indicators. Investors might consider selling or observing the stock, waiting for signs of improvement.
- **GRND (Grindr Inc):** A strong short-term growth signal makes **GRND** an attractive choice for investors seeking dynamic growth opportunities. Its low P/E ratio might further indicate a favorable entry point.

For the best investment decisions, ongoing monitoring of technical indicators, financial results, and market sentiment is recommended to adapt to changing conditions effectively.



### **SWOT Analysis 1/2**

#### **STRENGTHS**

- Dominant Market Position: Match Group has a broad portfolio of popular dating brands, such as Tinder, which is one of the global market leaders. This strong position in the industry increases its competitive advantage.
- Global Reach: Match Group operates in over 190 countries, allowing access to a broad user base and enabling revenue diversification in international markets.
- Strong Subscription Revenue: Subscription models, such as Tinder Gold and Tinder Plus, generate stable and recurring income, providing a solid financial foundation for the company.
- Advanced Technology and Innovation:
   Match Group regularly invests in the development of new features and algorithms, increasing user engagement and improving app performance.
- High Profitability: The company demonstrates solid financial results with high operating margins, giving it an advantage in reinvesting profits for further growth.

#### **WEAKNESSES**

- Dependence on a Single Product: Tinder generates a significant portion of Match Group's revenue, increasing the risk associated with over-reliance on one brand. A slowdown in Tinder's growth or loss of popularity could significantly impact the company's financial results.
- Increasing Competition: The dating app market is seeing more new players, such as Bumble, which offers innovative features and poses a challenge to Match Group.
- Privacy and Security Issues: Applications are increasingly scrutinized for privacy concerns related to personal data breaches, which could harm the company's reputation and result in legal liability.
- Challenges in Monetization Models: Introducing new premium features and microtransactions may face resistance from users, impacting revenue growth.

#### **OPPORTUNITIES**

- Expansion into Emerging Markets: Match Group has the potential to further expand into emerging markets such as Asia and Latin America, where internet dating penetration is still relatively low.
- Innovation in Monetization Models:
   Introducing new premium features and subscription models, such as microtransactions, could help increase user spending.
- Development of AI and Machine Learning: Investing in advanced technologies like AI can improve user matching, increase engagement, and positively impact user retention and revenue.
- Growth in Mobile App Usage: The increasing number of global mobile users offers a significant opportunity for growth, particularly among younger demographics.

#### **THREATS**

- Regulatory Changes: Increasing regulations concerning data privacy and antitrust issues worldwide could raise operating and legal costs for the company.
- Growing Competition: New dating apps, such as Bumble or Facebook Dating, may attract users, potentially reducing Match Group's market share.
- Economic Downturns: In the event of a global economic crisis or recession, users may limit spending on subscriptions and premium services, negatively impacting company revenue.
- Rising Marketing Costs: To maintain its market position, Match Group may need to invest heavily in marketing and user acquisition, which could increase operating costs and reduce margins.

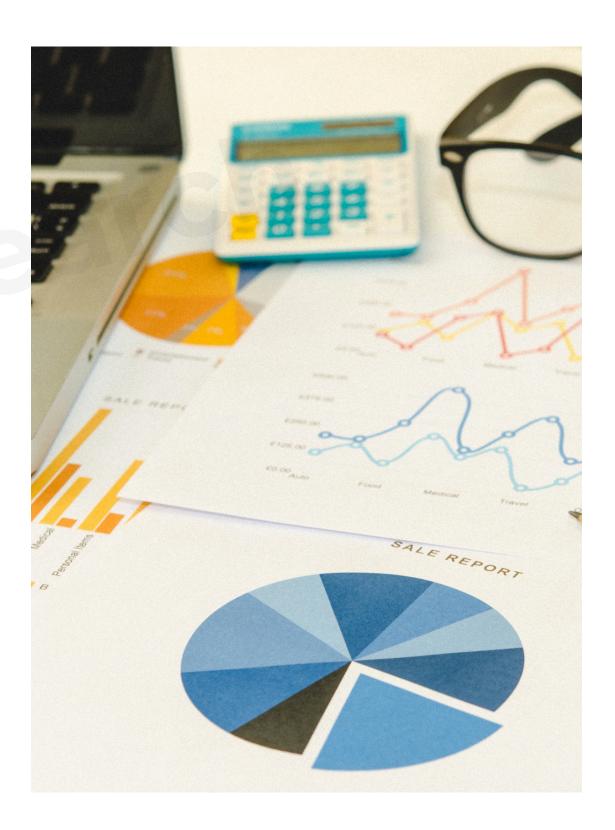


### **SWOT Analysis 2/2**

### **Summary:**

Match Group Inc is a strong player in the online dating market, with a broad portfolio of brands and global reach. The company benefits from a dominant market position and strong cash flows, enabling further growth and expansion. However, challenges such as increasing competition, dependence on Tinder, and regulatory changes could pose threats to future growth. Match Group has the opportunity to further develop through geographic expansion, technological innovation, and user monetization, but it will need to carefully manage the risks associated with a dynamically changing market and regulations.

Investors should monitor how the company addresses these challenges while also assessing its ability to capitalize on emerging opportunities.



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### Porter's 5 Forces 1/3

### **Competitive Rivalry (Industry Competition): High**

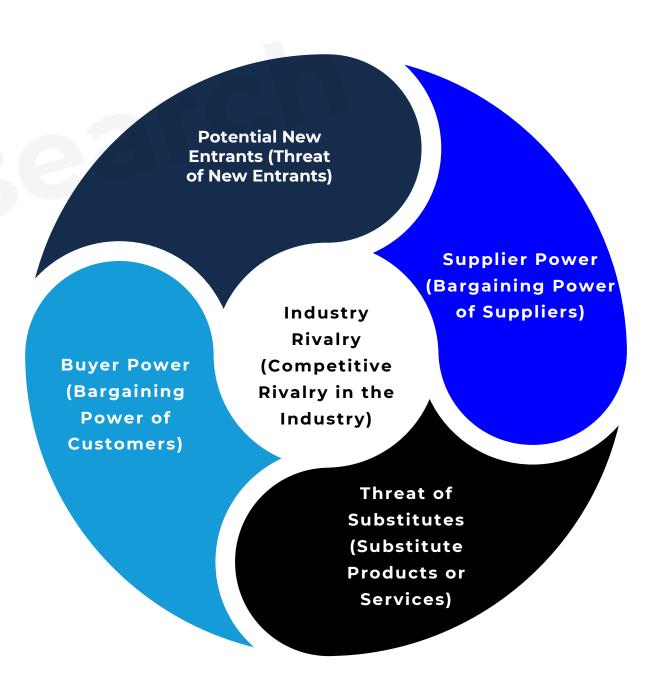
The dating app industry is highly competitive, with many players operating on both global and local markets. Major competitors, such as Bumble, Facebook Dating, and Grindr, continually introduce new features and solutions to attract users.

- Key Factors
- Differentiation of Offerings:
- Dating apps vary in features, monetization models, and target user groups. Competitors can introduce innovative features, forcing Match Group to continuously improve its products.
- Switching Costs for Users:
- Switching to other platforms is relatively easy and inexpensive for users, increasing the intensity of competition.
- High Marketing Costs:
- Companies need to invest heavily in marketing to acquire and retain users, which raises operational costs and impacts profitability.

### Threat of New Entrants (Potential New Players): Moderate

The barrier to entry for new dating apps is relatively low, allowing new companies to enter the market easily. However, sustaining a presence requires significant investment in marketing, technology development, and user acquisition.

- Key Factors
- Low Initial Costs:
- Developing new dating apps requires relatively low initial resources, encouraging new entrants.
- Network Effect:
- Match Group benefits from the network effect, meaning the value of its apps increases with the number of users. New players may struggle to gain critical mass to compete with major platforms like Tinder.
- Brand Building:
- New entrants must invest significant resources in building brand recognition and user trust, which can act as a barrier to entry.





### Porter's 5 Forces 2/3

### Supplier Power (Bargaining Power of Suppliers): Low

In the dating app industry, suppliers play a limited role, and their influence on Match Group is relatively low. Suppliers include technology providers, payment platforms, advertising services, and hosting services.

- Key Factors
- **Diversified Technology Suppliers:** Match Group uses various providers of technological services (e.g., cloud services, analytics), reducing their bargaining power.
- Low Switching Costs for Suppliers: The company can relatively easily switch between technology or advertising suppliers, further lowering their bargaining power.
- Dependence on Technology Giants: While reliance on platforms like Apple and Google (App Store, Google Play) is significant, Match Group has opportunities to negotiate and avoid monopolization by a single platform.

#### Threat of Substitutes (Substitute Products or Services): Moderate

The threat from substitutes in the dating industry exists but is moderate. Substitutes include other ways of forming interpersonal relationships, such as real-life (offline) meetings, social events, or newer forms of social media (e.g., Facebook, Instagram).

- Key Factors
- Offline Meetings: Traditional methods of meeting new people, such as social events, remain an alternative to dating apps, though digitization and social changes are driving the growing popularity of apps.
- **Social Media:** Social platforms like Instagram or Facebook can also serve as platforms for forming new connections, making them a substitute for traditional dating apps.
- Increased Acceptance of Dating Apps: Growing popularity and acceptance of dating apps as a primary way of forming relationships reduce the threat posed by substitutes.

#### **Buyer Power (Bargaining Power of Customers): High**

Users of dating apps have significant bargaining power because they can easily switch between platforms. A wide variety of apps on the market allows users to experiment with different options, forcing Match Group to continually improve its offerings.

- Key Factors
- Low Switching Costs: Users can easily switch to a competitor's app, increasing their bargaining power.
- Availability of Free Options: Many dating apps offer free versions, reducing user willingness to pay for premium services.
- Impact of Reviews and Ratings: User reviews and ratings greatly influence app reputation, forcing Match Group to maintain high-quality services.



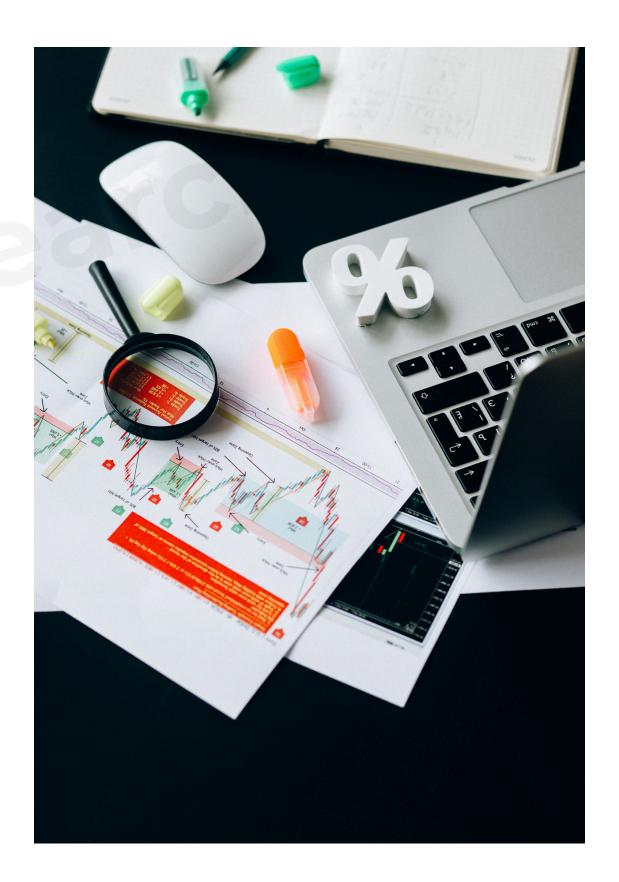
### Porter's 5 Forces 3/3

#### **Summary:**

Match Group Inc. operates in an industry characterized by high competition and dynamic changes. The company benefits from its strong market position and network effect, which provides it with a key advantage over new entrants. With its broad portfolio of dating apps and global reach, Match Group is able to diversify its revenue and respond effectively to changing user needs.

However, the company must address challenges such as the growing bargaining power of customers, who can easily switch between competing apps, and pressure from substitutes such as social media or new apps. While the barriers to entry are relatively low, major players like Match Group have an advantage due to their significant financial resources, recognizable brands, and user trust.

In the future, maintaining innovation and further investment in technologies like artificial intelligence, which can improve user engagement and matching quality, will be critical. It will also be important to monitor regulatory changes and adapt to growing data privacy demands to avoid potential legal risks.



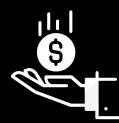
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### Risk Analysis 1/3



### **Market Risks**

- **High Competition:** The online dating industry is highly competitive, with numerous players such as **Bumble, Grindr,** and new dating apps that can attract users with innovative features and business models. Competitors can lead to price pressure and reduced market share, potentially negatively impacting Match Group's revenue and profitability.
- Changing User Preferences: User preferences for dating apps can change dynamically. The rising popularity of new apps or shifts in social trends can lead to decreased user engagement on Match Group's platforms, negatively affecting its operational performance.
- Impact of Macroeconomic Factors: Global economic slowdown, recession, or rising unemployment can lead to reduced consumer spending on premium services, such as app subscriptions. These macroeconomic factors could particularly affect younger users, who are a key demographic group for apps like **Tinder**.



### **Financial Risks**

- Dependence on a Single Revenue Source: A significant portion of Match Group's revenue comes from Tinder, which is the dominant brand in its portfolio. Any slowdown in Tinder's growth or loss of popularity could significantly affect the company's financial results. Over-reliance on a single revenue source increases financial risk.
- **Currency Fluctuations:** Since Match Group operates in international markets, currency fluctuations can impact its financial performance. Currency volatility can affect revenue, costs, and operational expenses, thereby negatively influencing profitability.
- Credit Risk and Debt: A high level of debt can increase the company's credit risk. Rising interest rates may increase the cost of servicing debt, negatively impacting financial results and limiting the company's ability to invest in future growth. Match Group must effectively manage its balance sheet to avoid liquidity problems.

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### Risk Analysis 2/3



### **Operational Risks**

- Data Security and User Privacy: Match Group manages a vast amount of personal data from its users, making it a target for cyberattacks. Data breaches or privacy incidents can lead to serious legal consequences, loss of reputation, and reduced user trust, potentially negatively affecting the company's operations.
- **Technology and Innovation Management:** The tech industry requires constant investment in innovation and technological updates. If Match Group fails to keep pace with the rapid pace of technological advancement, it risks losing its competitive edge. The high speed of innovation is critical for maintaining user engagement and improving app experiences.
- Effective Talent Management: High competition for the best tech and software engineering talent can create recruitment and retention challenges. Losing key employees could negatively impact the pace of innovation and the company's ability to launch new products and services.



### **Regulatory Risks**

- Changes in Data Privacy Regulations: Evolving data protection regulations, such as GDPR in Europe or privacy laws in the US, can increase operational costs and lead to financial penalties for non-compliance. Privacy requirements for personal data may demand additional investment in technology infrastructure and data management processes.
- Antitrust Controls: As one of the largest players in the market, Match Group may come under scrutiny from antitrust authorities. Antitrust regulations can limit the company's ability to execute mergers and acquisitions, potentially hindering its market expansion and growth opportunities.
- Policy and Regulatory Changes in Different Countries: Operating globally means Match Group must adapt to diverse regulations across different regions. Political instability and policy changes, especially in emerging markets, may pose risks to operations and increase compliance burdens.

### Risk Analysis 3/3

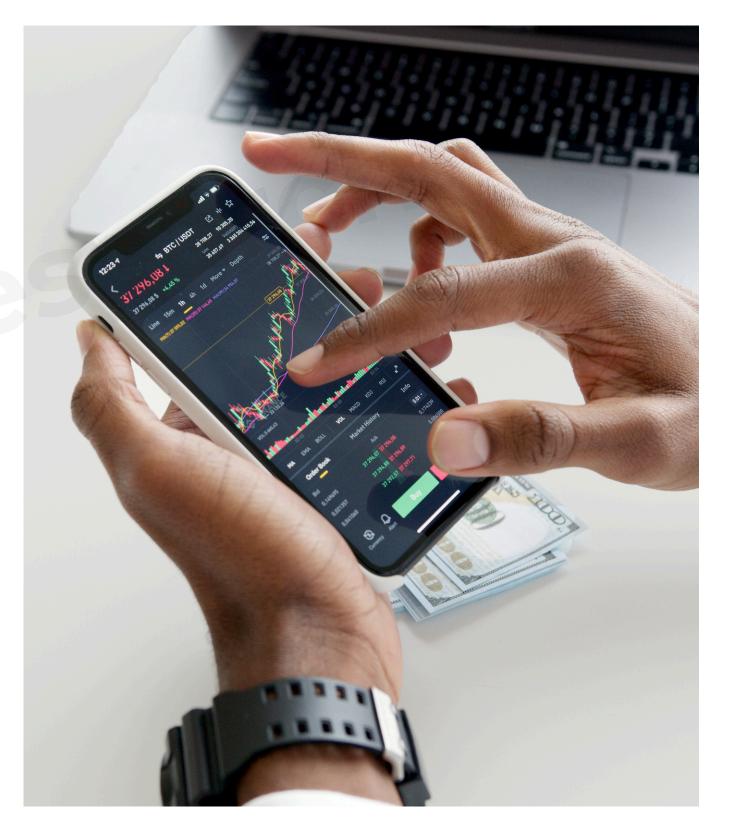
### **Summary:**

Match Group Inc. operates in a dynamically evolving tech industry, which entails numerous opportunities as well as risks. Key market risks, such as intense competition and shifting user preferences, may affect the company's ability to maintain its leadership position. Operational risks, including data security and technological innovation, are crucial for maintaining user trust and supporting the company's further growth.

Financial risks, such as dependence on a single revenue source and currency fluctuations, can impact the company's financial stability. Match Group must also address increasing regulatory requirements, which may raise operating costs or limit business flexibility.

To minimize risks, Match Group should continue diversifying its product portfolio, investing in technology to ensure data security, and monitoring evolving regulations. This approach will enable the company to maintain its leadership position in the global dating app market.







### **Overview of Financial Results**

Match Group is a leader in the global online dating market, holding a dominant position with apps such as Tinder and Hinge. Below is an overview of the company's key financial results over recent years:

### Revenue

In 2023, Match Group achieved revenue of approximately \$3.2 billion, representing an increase of about 8% year-over-year. This growth is primarily driven by Tinder, which generates about 60% of the company's total revenue, as well as the rapid growth of Hinge, which has become the second most important brand in the company's portfolio.

## **Operating Profit (EBIT)**

 Operating profit amounted to approximately \$1.2 billion, providing a solid operating margin of about 38%.
 Match Group achieves high profitability thanks to its scalable business model, where unit acquisition costs are relatively low compared to the revenue generated from subscriptions.

### **Net Profit**

In 2023, the company's net profit
amounted to approximately \$740
million, resulting in a net margin of
about 23%. This high profitability reflects
Match Group's strong market position
and low operating costs.



## **Balance Sheet Analysis**

The company's balance sheet analysis shows that Match Group has a healthy financial structure, but certain elements of risk related to debt are present.

### **Assets**

At the end of 2023, Match Group had assets valued at approximately \$6.5
 billion, of which around \$1.3 billion was in cash and cash equivalents. The company has a stable asset base, which supports further growth and investment in new technologies and acquisitions.

## Liabilities

• The company's liabilities amount to approximately **\$4 billion**, most of which is long-term debt. While the level of debt is relatively high, the company is able to service its obligations thanks to strong cash flows.

## **Equity**

• The company's equity is about **\$2.5 billion**, giving it a relatively healthy debtto-liabilities ratio. The debt-to-equity
ratio is about **1.6x**, which is an
acceptable level for a company
operating in the technology sector.

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### **Debt**

## **Net Debt**

• Match Group's net debt amounts to approximately **\$2.7 billion**. This is a debt level that may raise some concerns, particularly in the case of an economic slowdown. However, the company regularly services its obligations and maintains a stable financial policy.

### **Debt-to-EBITDA Ratio**

• The debt-to-EBITDA ratio is approximately **3.5x**, which is within acceptable limits for a company of this type. This ratio indicates that Match Group can service its debt, but an increase in debt levels could limit future investment opportunities.

## **Cost of Debt Servicing**

 The cost of debt servicing is fully covered by the company's operating profits, with an interest coverage ratio of approximately 5x, suggesting the company is comfortably able to service its interest obligations.





## **Cash Flow Analysis**

## **Operating Cash Flow**

• In **2023**, Match Group generated approximately **\$1.2 billion** in operating cash flow. This cash flow is primarily driven by subscription revenue from dating apps like Tinder and Hinge, which are the main engines of the company's operations. Strong operating cash flow highlights the company's ability to generate cash even in challenging market conditions.

## **Investing Cash Flow**

Cash flow from investing activities
 amounted to approximately \$300
 million (negative). Match Group actively
 invests in the development of its apps,
 including new technologies,
 functionalities, and potential
 acquisitions to support further growth.
 Higher investment outflows are
 associated with rising competition in the
 dating app market and the need for
 innovation.

## **Financing Cash Flow**

• Cash flow from financing activities amounted to approximately \$800 million (negative). The main expenditures in this category include debt repayment, dividend payments, and share buyback programs. The company consistently meets its long-term obligations and seeks to increase shareholder value by reducing the number of shares in circulation.

## Free Cash Flow (FCF)

• Free cash flow, a key indicator of the company's financial stability, was approximately **\$900 million**. Positive free cash flow indicates that, after accounting for investment expenses, the company still generates a significant amount of cash, which can be used for debt repayment, dividends, or further investments



## **Key Financial Metrics 1/2**

### **Gross Margin**

- **Description:** Gross margin indicates what portion of revenue, after deducting the cost of goods sold (COGS), remains to cover financial and operating expenses.
- Value: Match Group maintains a high gross margin of 75-80%. This reflects the low variable costs associated with digital services and efficient operations.
- **Significance:** A high gross margin indicates strong sales profitability, which allows the company to reinvest profits into growth and cover core operating costs.

### **Operating Margin (EBIT Margin)**

- Description: Operating margin shows the percentage of revenue the company retains as operating profit after covering all operational costs, but before taxes and interest.
- Value: Match Group achieves an operating margin in the range of 35-40%. This reflects the company's ability to generate substantial profits from its core operations at relatively low costs.
- **Significance:** A high operating margin indicates efficient cost management, increasing the company's ability to generate profits at the operational level.

### **Net Margin**

- Description: Net margin is a metric that shows what portion of revenue remains as net profit after accounting for all costs, including taxes and interest.
- Value: Match Group's net margin is approximately 20-25%, demonstrating strong ability to generate profits after all costs.
- **Significance:** A high net margin indicates that Match Group effectively manages both operating and financial costs, translating into greater returns for shareholders.

#### **Debt-to-EBITDA Ratio**

- **Description:** The debt-to-EBITDA ratio measures the proportion of debt to earnings before interest, taxes, depreciation, and amortization (EBITDA). It assesses the company's ability to service its debt using operational earnings.
- Value: Match Group's debtto-EBITDA ratio is approximately 3.5x. This indicates a relatively high level of debt, but the company generates sufficient operating profit to service its debt over time.
- **Significance:** A high debt level represents potential risk, but stable cash flows and high operating profitability enable the company to effectively manage its debt obligations.



## **Key Financial Metrics 2/2**

### **Interest Coverage Ratio**

- **Description:** This ratio measures how many times the company's operating profit (EBIT) can cover its interest expenses.
- Value: Match Group achieves an interest coverage ratio of 5x, which means the company is able to comfortably cover its interest costs multiple times from its operating profits.
- **Significance:** A high interest coverage ratio indicates the company has a stable financial structure and is unlikely to face problems servicing its debt.

### Free Cash Flow (FCF)

- **Description:** Free cash flow is the cash generated from operating activities after capital expenditure (CapEx). It shows how much cash the company has available for debt repayment, dividend payments, share buybacks, or investments.
- Value: Match Group generates free cash flow of approximately \$900 million annually.
- **Significance:** High free cash flow indicates that the company generates sufficient cash to meet obligations while also increasing shareholder value through strategic reinvestments.

### **Debt to Equity Ratio**

- Description: The debt-toequity ratio measures the proportion of the company's debt relative to its equity. It shows the extent to which the company's financial structure is financed by debt versus equity.
- **Value:** Match Group's net debt-to-equity ratio is approximately 1.6x.
- Significance: A high debt-toequity ratio signals a significant level of debt, but strong cash flows and high operating profitability allow the company to effectively manage its debt.

#### **Current Ratio**

- Description: The current ratio measures the company's ability to meet its short-term obligations using its current assets.
- **Value:** Match Group's current ratio is 1.3x.
- **Significance:** A current ratio above 1 indicates that the company has sufficient working capital to cover short-term liabilities, reflecting good financial liquidity.

### **Earnings Per Share (EPS)**

- Description: EPS measures how much profit is attributed to each share of the company. It is one of the most important indicators for investors.
- Value: Match Group generates approximately \$2.65 EPS.
- Significance: A high and growing EPS is a signal of strong earnings performance and the company's ability to increase shareholder value.



### **Financial Scenarios**

01.

### **Optimistic Scenario:**

- Assuming continued growth in the number of users and increasing demand for online dating, Match Group could increase its revenue by approximately **10-15%** annually.
- Further development of the Hinge app and expansion into new markets could boost subscription revenue.
- Maintaining high operating margins at around **40%**, along with strong cash flows, would allow for further debt repayment and increased dividends for shareholders.

02.

### **Neutral Scenario:**

- Revenue growth at around 8% annually, with continued dominance of **Tinder** and stable growth of other apps.
- Debt levels remain stable, with continued debt repayment from generated cash flows.
- Stable operating margins and high free cash flow are maintained.

03.

### **Pessimistic Scenario:**

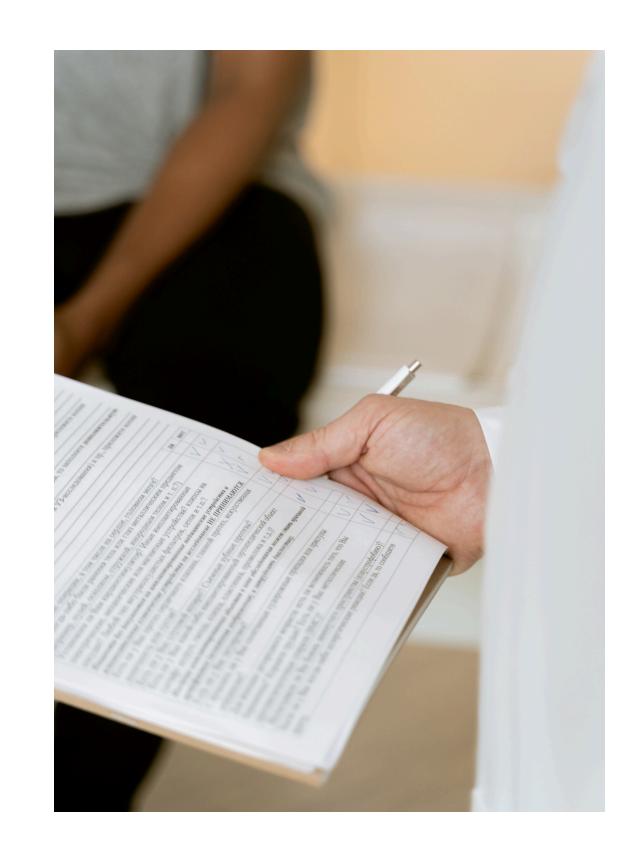
- A slowdown in user growth and competitive pressure from new market players could lead to stagnation in revenue.
- High debt levels become problematic in the event of declining profits, potentially necessitating debt restructuring.
- A reduction in operating margins and difficulties in servicing debt could negatively impact the company's value and its ability to invest in growth.



## Conclusion

Match Group is a stable and profitable company with a dominant position in the global online dating market. The company achieves high margins due to its scalable business model and growing demand for its services. Despite relatively high debt levels, strong cash flows allow it to service debt and continue to invest in growth. Key risk factors are dependence on a single app (Tinder) and increasing competition in the market. In the long term, the company must continue to diversify its revenue streams to minimize the risk that Tinder's dominance will decline. Match Group is well positioned for the future, but should carefully monitor debt levels and further investments in new technologies.

In the case of the optimistic scenario, Match Group can continue to grow, and shareholders can expect increased profits and dividend payments. However, a pessimistic scenario, associated with increased competitive pressures and debt problems, could negatively affect the company's value in the long term.



## 07 Technical Analysis





#### **Additional Indicators:**

• The Exponential Moving Averages (EMAs) displayed on the chart suggest that short-term EMAs (9, 20) and long-term EMAs (50, 200) indicate a slow upward movement following previous declines. If shorter EMAs cross the longer EMAs from below, it may signal a buy opportunity.

### **General Interpretation:**

- **Uptrend:** The price is on an upward path, suggesting that investors still hold optimistic expectations for further growth, provided support levels remain intact.
- **Buying Near Support:** Investors may consider purchasing near the support lines, especially if the price bounces off these levels.
- Caution Near Resistance: Approaching resistance levels requires caution, as the price may reverse or weaken if it fails to break through.

The chart provides positive signals for investors, but further growth depends on whether the price stays above the support and follows the upward trend.

### **Support Lines (Red):**

The chart displays four support levels:

- **\$34.61 USD** The nearest support level, which may be tested before the price bounces upward. It has previously held multiple tests and rebounded.
- **\$32.51 USD** A deeper support level that served as a boundary where price action halted in the past.
- **\$29.71** and **\$27.86 USD** Lower, critical support levels that may be tested in case of sharp declines. They represent important observation points in case shorter support levels fail.

### **Resistance Line (Green):**

 The resistance level at \$42.45 USD marks the threshold, above which stronger growth could occur if the price breaks through. Breaking this level would confirm the continuation of the upward trend and open the way for growth toward higher levels.

### **Uptrend Line (Orange):**

 This line represents the current upward trend, reflecting market stabilization. As long as the price remains above this line, many factors will support buyers. A break below the trend line could signal weakening and potential movement toward lower support levels.

### **Buying Zones (Circles):**

• Highlighted circles mark potential buying zones. These are points where the price neared the support or trend lines and subsequently bounced upward. These zones may interest traders seeking favorable entry points, provided the market confirms its upward movement.

## 08 Our Views



### **Feedback**

Tinder remains the most popular app, but competitors such as Bumble and Hinge are gaining popularity. A significant portion of users are looking for serious relationships, suggesting a shift in the perception of apps as tools not just for short-term encounters, but also for building lasting relationships. This trend reflects broader social and technological changes. The increase in the number of dating app users can be linked to the growing popularity of remote work, which limits traditional ways of meeting new people, forcing many to use online platforms. Diversity of users is also an important aspect, with an increasing number of LGBTQ+ people using these apps. Thus, it can be seen that dating apps are becoming an integral part of modern social life, adapting to changes in the way we establish and manage relationships online. From this perspective, Match Group, as a market leader, is perfectly positioned to further develop its portfolio and innovate to meet the needs of different user groups.

A 2023 Pew Research article discusses key findings about online dating in the US. About **30%** of American adults have used dating apps, with **12%** finding a lasting relationship through these platforms. However, experiences vary - while many users report success, others complain of frustration, superficiality and negative interactions such as inappropriate messages. A significant group of users are LGBTQ+ people, who are more likely to use the app than heterosexual users. The overall impact of the app on relationships remains mixed.

Source: https://www.pewresearch.org/short-reads/2023/02/02/key-findings-about-online-dating-in-the-u-s/





## **Trends and Innovations**

Dating apps continue to evolve dynamically, and their future may include several interesting trends and innovations:

### Personalization and AI:

- **Description:** Utilization of artificial intelligence to better match users. Algorithms analyze not only user profiles but also behaviors, preferences, and interactions to offer more accurate partner suggestions.
- Benefits: Enables more precise and effective matching, potentially increasing the app's effectiveness and improving the quality of dates.

### **Security and Privacy:**

- Description: Increasing importance of personal data protection and user safety. Apps are introducing better identity verification methods, encrypted communication, and privacy management options.
- **Benefits:** Reduces the risk of fraud, scams, and unauthorized access to personal data, enhancing comfort and security in app usage.

### Video and VR:

- **Description:** Integration of video functions and potentially virtual reality (VR) technology. Video allows for video calls, and VR could create more immersive dating experiences.
- **Benefits:** Simplifies building connections and may increase authenticity and engagement in conversations, offering innovative ways to interact.

### **Psychological Support:**

- **Description:** The possibility of integrating counseling services and emotional support within dating apps. This could include access to psychological support groups or platforms.
- **Benefits:** Helps users cope with emotional challenges related to dating, improving overall experiences and mental health.

### **Inclusion:**

- **Description:** Dating apps are increasingly focusing on diversity, offering features tailored to specific social groups, such as LGBTQ+ individuals, people with disabilities, or those with various sexual preferences.
- **Benefits:** Ensures that all social groups have an equal chance of finding a partner, promoting greater diversity and inclusivity.

### **Gamification:**

- **Description:** Incorporating game elements, such as challenges, rewards, or rankings, into dating apps. This can make app usage more engaging and fun.
- Benefits: Increases user engagement, motivating them to explore the app further and improving the dating experience.

### **Ethics and Culture:**

- **Description:** Growing interest in mental health and ethical aspects of dating. Apps can take a more positive approach to relationships by incorporating cultural and emotional considerations.
- Benefits: Encourages better and more respectful user behavior, improving the overall experience and satisfaction in using dating apps.

### **Integration with Other Platforms:**

- **Description:** Increased collaboration between dating apps and social media or other platforms. This may include login options through other accounts and sharing information or photos.
- **Benefits:** Simplifies app usage and increases functionality, allowing users to seamlessly connect their accounts and share content.

## 08 Our Views



### Metaverse

As a developing virtual reality, the metaverse has the potential to transform many aspects of life, including dating. Below are some key ways the metaverse can impact dating platforms:

01.

#### **Virtual Meetings**

- **Description:** The metaverse enables the creation of virtual spaces where users can meet and talk in realistic, three-dimensional environments.
- **Benefits:** Offers the possibility of experiencing dates in a more immersive way, e.g., by exploring virtual locations, participating in events, or enjoying games and video activities together.

02.

#### **Authentic Interactions**

- **Description:** Thanks to advanced VR and AR technologies, users can create more authentic and engaging interactions, similar to real-life meetings.
- **Benefits:** Increases the chances of building deeper and more genuine emotional connections, improving the quality of dates and relationships.

03.

### **Personalization and Avatars**

- **Description:** In the metaverse, users can create and customize their avatars, allowing for better self-expression and individuality.
- **Benefits:** Enables users to present themselves in a way that may be closer to their aspirations or real identity, making it easier to attract compatible partners.

04.

### **Shared Experiences**

- **Description:** The metaverse offers opportunities to participate in shared experiences, such as concerts, exhibitions, or games, which can serve as unique date ideas.
- **Benefits:** Allows couples to share unique experiences, strengthening bonds and creating shared memories.

05.

### Safety and Control

- **Description:** Virtual environments can offer better control over interactions, as well as additional protection mechanisms, such as privacy controls or identity verification.
- **Benefits:** Enhances user safety and comfort during online dating and facilitates moderation of inappropriate behavior.

06.

### . Accessibility and Inclusion

- **Description:** The metaverse can make dating accessible to individuals who face challenges participating in traditional forms of dating, e.g., due to disabilities.
- **Benefits:** Expands dating opportunities for those in unique circumstances who may find socializing difficult.

07.

### **Education and Guidance**

- **Description:** The metaverse can host virtual advisory centers or training workshops that offer support and education on dating and relationships.
- **Benefits:** Provides users with access to expert advice and support in a more interactive and engaging environment.

08.

### **New Monetization Models**

- **Description:** The metaverse can introduce new monetization opportunities for dating apps, such as paid experiences or exclusive access to virtual locations.
- **Benefits:** Creates new revenue streams for platforms and enables the development of varied offers for users.





## Scientific Research 1/2

In 2023 and 2024, several psychological studies were conducted to analyze challenges related to forming connections in real life and using dating platforms. Below are some examples of studies that highlight these aspects:

## 1.Study "The Role of Social Anxiety in Online Dating: A Review and Meta-Analysis" (2023):

- Authors: Dr. Emily Johnson and Dr. David Smith
- **Description:** This study reviews and meta-analyzes research on the impact of social anxiety on the use of dating apps. The study revealed that individuals with higher levels of social anxiety often use dating platforms as an alternative to face-to-face interactions, such as meeting people on the street. Dating apps offer the possibility of controlling interactions and reducing the stress associated with direct engagement with strangers.
- **Findings:** Dating app users with high levels of social anxiety often reported higher levels of comfort and confidence in virtual environments compared to real-life interactions.

## 2.Study "Online Dating and the 'Social Skill' Deficit: Insights from a Longitudinal Study" (2024):

- Authors: Dr. Jessica Turner and Dr. Michael Lee
- **Description:** This longitudinal study examines the relationship between difficulties in forming face-to-face connections and the use of dating platforms. Researchers analyzed problems with social interactions in everyday life, such as issues with initiating conversations on the street, and their impact on the likelihood of using dating apps.
- **Findings:** Individuals who struggled with initiating face-to-face interactions often sought alternative ways to form connections, such as through dating apps, to enhance their comfort and reduce anxiety. The study demonstrated that apps can provide a supportive environment that helps alleviate fears related to direct interactions.





## Scientific Research 2/2

In 2023 and 2024, several psychological studies were conducted analyzing challenges related to forming connections in real life and the use of dating platforms. Below are examples of studies that address these aspects:

## 3.Study "Navigating Social Interactions: How Online Dating Platforms Impact Social Skills Development" (2023):

- Authors: Dr. Sara Thompson and Dr. Robert Green
- **Description:** This study focuses on the impact of using dating platforms on the development of social skills. It analyzed differences in social skills development between people actively using dating apps and those who prefer traditional forms of interaction.
- **Findings:** The study found that people using dating apps often rely on text and virtual communication, which can limit their development of direct interaction skills. It was observed that such individuals may face difficulties engaging in real-life conversations. However, the study confirmed that dating apps are often used as a way to avoid direct confrontations and seek interactions in environments where users feel more comfortable.

## 4.Study "Social Interaction and Online Dating: Exploring the Relationship between Face-to-Face Social Skills and Digital Dating Preferences" (2024):

- Authors: Dr. Laura Martinez and Dr. James Brown
- **Description:** This study examined how social skills related to reallife interactions influence preferences for using dating platforms. Researchers analyzed differences in approaches to dating based on social skills and preferences for forming connections in daily life
- **Findings:** Results indicated that people who struggle with face-to-face interactions often use dating platforms as an alternative to avoid the stress associated with direct interactions. Furthermore, the use of dating platforms can act as a form of "training" for those who wish to improve their social skills.

These studies highlight how challenges related to forming real-life connections can influence the use of dating platforms and how these apps can serve as a support system for overcoming difficulties in social interactions.





## **Company Management**

Officer	Position	Since	<b>Total Compens</b>	Age	Sex
Mr. Bernard Kim	Chief Executive Officer, Director	2022	23 921 211	46	Male
Ms. Sharmistha Dubey	Director	2018	23 016 375	52	Female
Mr. Glenn Schiffman	Director	2016	299 942	53	Male
Mr. Thomas Mcinerney	Independent Chairman of the Board	2005	389 942	59	Male
Mr. Gary Swidler	President, Chief Financial Officer		23 677 633	52	Male
Mr. D. V. Williams	Chief People Officer				Male
Mr. Philip Eigenmann	Chief Accounting Officer		1 292 868	52	Male
Mr. Jared Sine	Chief Business Affairs and Legal Officer, Secre		8 565 840	44	Male
Mr. Stephen Bailey	Independent Director		309 942	43	Male
Ms. Melissa Brenner	Independent Director		304 942	48	Female
Ms. Ann Mcdaniel	Independent Director		329 942	67	Female
Ms. Wendi Murdoch	Independent Director		319 942	54	Female
Ms. Pamela Seymon	Independent Director		304 942	67	Female
Mr. Alan Spoon	Independent Director		334 942	71	Male





## **Board experience and trivia 1/2**

#### Mr. Bernard Kim

- Experience: Bernard Kim is the current CEO of Match Group, having assumed the role in May 2022. Before joining Match Group, he was the President at Zynga, responsible for global operations and strategy for mobile game development. Previously, he worked at Electronic Arts (EA), managing the mobile games division.
- **Trivia:** Kim played a key role in the global success of popular mobile games such as Words With Friends and FarmVille.

### Mr. Glenn Schiffman

- Experience: Glenn Schiffman served as the CFO of Match Group until 2021. Before that, he held the position of CFO at IAC, the parent company of Match Group. He is now involved in various consulting and investment roles.
- **Trivia:** Schiffman played a key role in the IPO process for several companies and in managing complex financial structures.

### Ms. Sharmistha Dubey

- Experience: Sharmistha "Shar" Dubey served as the CEO of Match Group from March 2020 to May 2022. Previously, she was the President of Match Group, overseeing products such as Tinder, Match.com, OkCupid, and Hinge. Before that, she held various leadership roles within the company.
- **Trivia:** Dubey, an engineer by training, was instrumental in transforming Match Group into a global leader in the online dating market.

### Mr. Thomas McInerney

- **Experience:** Thomas McInerney is currently the CEO of IAC (InteractiveCorp), the parent company of Match Group. He has extensive experience in managing digital media and technology, having previously worked at Walt Disney Company.
- **Trivia:** McInerney was pivotal in the process of spinning off Match Group from IAC as a separate public entity.

### **Mr. Gary Swidler**

- **Experience:** Gary Swidler is the current CFO and COO of Match Group. Before joining Match Group, Swidler was a Managing Director at Bank of America Merrill Lynch, specializing in investment banking.
- **Trivia:** Swidler was instrumental in managing Match Group's finances during the COVID-19 pandemic, as the company adapted to new operating conditions.

### Mr. D. V. Williams

- Experience: D. V. Williams serves as the Chief Human Resources Officer (CHRO) at Match Group, responsible for HR strategy and organizational culture. Before joining Match Group, he worked at companies such as Kimberly-Clark and PepsiCo.
- **Trivia:** Williams is an expert in building inclusive workplace cultures and implementing diversity and equality initiatives.

### Mr. Philip Eigenmann

- **Experience:** Philip Eigenmann serves as the Chief Accounting Officer (CAO) at Match Group. His experience includes managing accounting roles at companies in the technology and finance sectors.
- **Trivia:** Eigenmann played a key role in implementing new accounting standards within the company.





## **Board experience and trivia 2/2**

### **Mr. Jared Sine**

- **Experience:** Jared Sine served as the Chief Legal Officer and Corporate Secretary at Match Group, managing legal and regulatory issues for the company. Before joining Match Group, he worked at Expedia as a senior legal advisor.
- **Trivia:** Sine played a key role in numerous transactions and acquisitions that strengthened Match Group's position in the online dating market.

### Mr. Stephen Bailey

- **Experience:** Stephen Bailey is the Chief Information Security Officer (CISO) at Match Group, responsible for cybersecurity and the protection of user data. Before joining Match Group, he worked in security roles at companies like Dell.
- **Trivia:** Bailey specializes in identifying threats and building resilient systems against cyberattacks.

### Ms. Melissa Brenner

- Experience: Melissa Brenner serves as the Chief Marketing Officer (CMO) at Match Group. With extensive experience in digital marketing and brand strategy, she previously worked at the NBA, where she was responsible for the digital transformation of the league.
- **Trivia:** Brenner was instrumental in the development of global marketing campaigns that elevated the NBA's brand image on the international stage.

### Ms. Wendi Murdoch

- **Experience:** Wendi Murdoch is an entrepreneur and investor known for numerous investments in tech startups and media. She is also recognized as the former spouse of media mogul Rupert Murdoch.
- **Trivia:** Wendi Murdoch is active in the film and technology industry, investing in modern media and artificial intelligence.

### Ms. Ann McDaniel

- **Experience:** Ann McDaniel is a board member at Match Group with extensive experience in journalism and media management. She previously worked at The Washington Post Company as an executive vice president.
- **Trivia:** McDaniel is known for her work in restructuring and developing digital media at The Washington Post.

### Ms. Pamela Seymon

- **Experience:** Pamela Seymon is a lawyer and board member at Match Group. She has extensive experience in legal matters related to corporations and international transactions.
- **Trivia:** Seymon advised on key mergers and acquisitions in the tech market.

### Mr. Alan Spoon

- **Experience:** Alan Spoon is a partner at the venture capital firm Polaris Partners and a board member at Match Group. Previously, he served as the president of The Washington Post Company.
- **Trivia:** Spoon has extensive experience investing in startups, particularly in media, and has overseen the growth of Polaris Partners into a leading venture capital firm.

## Stone Research www.stoneresearch.io

## Companies investing in the company 1/2

1	Investor	Date	No. of Shares
2	The Vanguard Group, Inc.	31.12.2023	31 822 766
3	State Street Global Advisors (US)	31.12.2023	15 198 630
4	BlackRock Institutional Trust Company, N.A.	31.12.2023	14 620 179
5	Columbia Threadneedle Investments (US)	31.12.2023	9 737 143
6	Nuveen LLC	31.12.2023	7 562 696
7	Geode Capital Management, L.L.C.	31.12.2023	6 254 251
8	T. Rowe Price Investment Management, Inc.	31.12.2023	5 736 673
9	Neuberger Berman, LLC	31.12.2023	5 414 928
10	Sands Capital Management, LLC	31.12.2023	4 906 043
11	Brown Advisory	31.12.2023	4 817 023
12	Morgan Stanley & Co. LLC	31.12.2023	4 305 710
13	Millennium Management LLC	31.12.2023	4 116 765
14	Amundi Asset Management, SAS	31.12.2023	3 799 415
15	Fidelity Management & Research Company LLC	31.12.2023	3 624 575
16	Invesco Capital Management LLC	31.12.2023	3 462 918
17	First Manhattan Co. LLC	31.12.2023	3 185 053
18	Edmond de Rothschild Asset Management (France) S.A.	31.12.2023	3 136 418
19	Norges Bank Investment Management (NBIM)	31.12.2023	3 093 246
20	Elliott Management Corporation	31.12.2023	3 000 000
21	HSBC Global Asset Management (UK) Limited	31.12.2023	2 802 892
22	Boston Partners	31.12.2023	2 663 506
23	Charles Schwab Investment Management, Inc.	31.12.2023	2 466 837
24	TD Securities, Inc.	31.12.2023	2 459 678
25	First Trust Advisors L.P.	31.12.2023	2 300 596
26	BlackRock Asset Management Ireland Limited	31.12.2023	2 185 197
27	Bank of Nova Scotia	31.12.2023	2 149 975
28	Goldman Sachs Asset Management, L.P.	31.12.2023	1 964 183
29	Goldman Sachs & Company, Inc.	31.12.2023	1 926 338
30	Nomura Securities Co., Ltd.	31.12.2023	1 909 106
31	Northern Trust Investments, Inc.	31.12.2023	1 893 618
32	Ostrum Asset Management	31.12.2023	1 833 232
33	Legal & General Investment Management Ltd.	31.12.2023	1 804 391
34	Parsifal Capital Management, LP	31.12.2023	1 803 162
35	CPP Investment Board	31.12.2023	1 757 502
36	Two Sigma Investments, LP	31.12.2023	1 728 955
37	Eagle Asset Management, Inc.	31.12.2023	1 588 306

38	Schroder Investment Management North America Inc.	31.12.2023	1 514 455
39	J.P. Morgan Securities LLC	31.12.2023	1 483 471
40	MFS Investment Management	31.12.2023	1 477 007
41	Scharf Investments, LLC	31.03.2024	1 467 996
42	BNY Mellon Asset Management	31.12.2023	1 444 353
43	UBS Financial Services, Inc.	31.12.2023	1 360 953
44	ClearBridge Investments, LLC	31.12.2023	1 322 045
45	Fidelity Institutional Asset Management	31.12.2023	1 310 593
46	Kodai Capital Management, L.P.	31.12.2023	1 304 460
47	Dimensional Fund Advisors, L.P.	31.12.2023	1 227 300
48	Franklin Advisers, Inc.	31.12.2023	1 115 266
49	Parametric Portfolio Associates LLC	31.12.2023	1 103 119
50	BofA Global Research (US)	31.12.2023	1 070 603
51	Empower Advisory Group, LLC	31.12.2023	1 054 511
52	Nordea Funds Oy	31.12.2023	1 045 186
53	Grantham Mayo Van Otterloo & Co LLC	31.12.2023	977 975
54	BlackRock Investment Management (UK) Ltd.	31.12.2023	953 957
55	Mellon Investments Corporation	31.12.2023	945 691
56	AQR Capital Management, LLC	31.12.2023	945 482
57	Renaissance Technologies LLC	31.12.2023	945 264
58	American Century Investment Management, Inc.	31.12.2023	940 537
59	BlackRock Financial Management, Inc.	31.12.2023	928 733
60	RBC Wealth Management, International	31.12.2023	910 210
61	Point72 Asset Management, L.P.	31.12.2023	900 769
62	Pictet Asset Management Ltd.	31.12.2023	891 920
63	Schweizerische Nationalbank	31.12.2023	867 971
64	Personal Capital Advisors Corporation	31.12.2022	860 293
65	Marshall Wace LLP	31.12.2023	832 054
66	Barclays Bank PLC	31.12.2023	791 401
67	Citadel Advisors LLC	31.12.2023	770 655
68	Bronte Capital Management Pty Ltd.	31.12.2023	751 733
69	Rothschild & Co Asset Management Europe SCS	31.12.2023	727 958
70	Goldman Sachs Asset Management International	31.01.2024	709 704
71	DWS Investments UK Limited	31.12.2023	705 082
72	Nordea Investment Management AB (Denmark)	29.02.2024	685 115
73	Invesco Advisers, Inc.	31.12.2023	684 098



## Companies investing in the company 2/2

74	JAT Capital Management LP	31.12.2023	680 667
75	PSP Investments	31.12.2023	639 340
76	Morgan Stanley Smith Barney LLC	31.12.2023	605 160
77	Jane Street Capital, L.L.C.	31.12.2023	600 151
78	Bandera Partners LLC	31.12.2023	595 000
79	TD Asset Management Inc.	31.12.2023	586 528
80	Rhumbline Advisers Ltd. Partnership	31.12.2023	581 377
81	BlackRock Japan Co., Ltd.	31.12.2023	573 123
82	KBC Group NV	31.12.2023	570 457
83	BlackRock Investment Management, LLC	31.12.2023	567 822
84	Sumitomo Mitsui Trust Bank, Limited	31.03.2024	560 345
85	Managed Account Advisors LLC	31.12.2023	518 276
86	Flossbach von Storch AG	31.12.2023	504 956
87	Incline Global Management, LLC	31.12.2023	503 470
88	California Public Employees' Retirement System	31.12.2023	500 477
89	UBS Asset Management (Switzerland)	31.12.2023	474 808
90	Walleye Capital LLC	31.12.2023	465 817
91	Northern Trust Global Investments	31.12.2023	464 763
92	T. Rowe Price Associates, Inc.	31.12.2023	455 063
93	Credit Suisse Funds AG	31.12.2023	444 232
94	Tikvah Management LLC	31.12.2023	438 800
95	Credit Suisse Securities (USA) LLC	31.12.2023	437 958
96	Milestone Resources Group, Ltd.	31.12.2023	431 796
97	California State Teachers Retirement System	31.12.2023	430 270
98	Ulysses Management LLC	31.12.2023	421 799
99	Dominion Fund Management Limited	29.02.2024	415 175
100	Swedbank Robur Fonder AB	29.02.2024	409 700
101	UBS Asset Management (UK) Ltd.	31.12.2023	406 360

Large investment institutions, such as **Vanguard, BlackRock** and **State Street**, play a key role in the financial market, and their involvement in an asset can indicate its attractiveness and stability. The presence of these institutions increases the confidence and predictability of an asset, which can attract individual investors. However, the investment decisions of these institutions can significantly affect the market, so it is worth following them when making your own decisions. Passive funds invest for the long term, which stabilizes prices, while hedge funds employ more speculative strategies. A high concentration of stocks in the hands of a few large institutions can pose a risk to the market, as their decisions to sell can trigger rapid price changes.







## **Congressional Transactions**

<b>Transaction Date</b>	Congress Member	Chamber	Transaction Type	Amount Before (\$)	Amount After
11.11.2022	Ron L Wyden	Senate	Sale (Full)	15 001	50 000
11.11.2022	Ron L Wyden	Senate	Sale (Full)	15 001	50 000
01.04.2021	Ron L Wyden	Senate	Purchase	15 001	50 000
04.08.2020	Ron L Wyden	Senate	Purchase	1001	15 000
07.05.2020	Ron L Wyden	Senate	Purchase	50 001	100 000
07.05.2020	Ron L Wyden	Senate	Purchase	50 001	100 000

### Data about financial transactions of Congress members, such as Ron L. Wyden, are significant for investors because:

They indicate future market movements: Congress members may have access to insider information, which means their investment decisions could indicate future market changes.

- They help track sector preferences: Frequent investments in a particular sector may highlight anticipated growth in those sectors.
- They suggest regulatory changes: The sale or purchase of stocks ahead of major political decisions could signal upcoming changes in legislation.
- They provide timing insights: Decisions by policymakers before or after significant events may suggest the best timing for transactions.

### **Summary:**

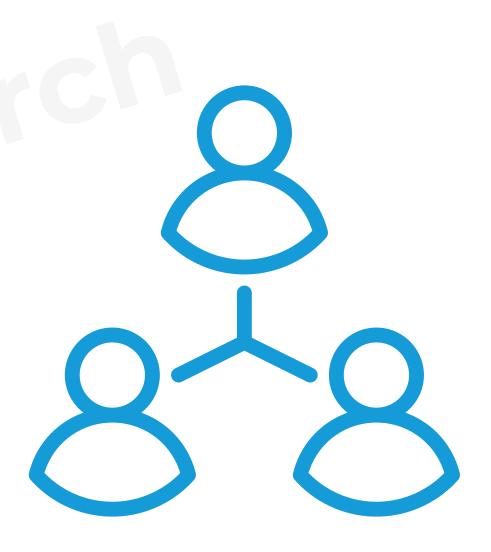
For investors, financial transactions made by Congress members can serve as valuable sources of information. They can be treated as potential indicators of market movements, shifts in regulatory environments, or general sentiment about specific sectors. Monitoring such data allows for better understanding of investment preferences and opportunities arising from political decisions.



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## **Insider Transactions 1/3**

1	Filing Date	Transaction Date	Officer	Change	<b>Transaction Price</b>	Num of Shares held
2	Jul 02, 2024	Jul 01, 2024	Teckman Jeanette	-31	-	219
3	Jul 02, 2024	Jul 01, 2024	Teckman Jeanette	-11	30,38	8916
4	Jul 02, 2024	Jul 01, 2024	Teckman Jeanette	31	-	8927
5	Jul 02, 2024	Jun 30, 2024	Schiffman Glenn	411	30,38	30 015
6	Jul 02, 2024	Jun 30, 2024	Jones Laura Rachel	411	30,38	427
7	Jun 25, 2024	Jun 22, 2024	SPOON ALAN G	-6088	-	
8	Jun 25, 2024	Jun 22, 2024	SPOON ALAN G	6088	-	283 314
9	Jun 25, 2024	Jun 22, 2024	Schiffman Glenn	-6088	-	
10	Jun 25, 2024	Jun 22, 2024	Schiffman Glenn	6088	-	29 603
11	Jun 25, 2024	Jun 22, 2024	Seymon Pamela	-6088		-
12	Jun 25, 2024	Jun 22, 2024	Seymon Pamela	6088		82 171
13	Jun 25, 2024	Jun 22, 2024	MCINERNEY THOMAS	-6088		-
14	Jun 25, 2024	Jun 22, 2024	MCINERNEY THOMAS	6088	-	344 042
15	Jun 25, 2024	Jun 22, 2024	MCDANIEL ANN	-6088	_	-
16	Jun 25, 2024	Jun 22, 2024	MCDANIEL ANN	6088	-	19 189
17	Jun 25, 2024	Jun 22, 2024	Brenner Melissa Anne	-6088	-	-
18	Jun 25, 2024	Jun 22, 2024	Brenner Melissa Anne	6088	-	13 199
19	Jun 25, 2024	Jun 22, 2024	Dubey Sharmistha	-6088	-	-
20	Jun 25, 2024	Jun 22, 2024	Dubey Sharmistha	6088	-	338 043
21	Jun 25, 2024	Jun 22, 2024	Bailey Stephen	-6088	-	-
22	Jun 25, 2024	Jun 22, 2024	Bailey Stephen	6088	-	13 199
23	Jun 25, 2024	Jun 21, 2024	SPOON ALAN G	8061	-	8061
24	Jun 25, 2024	Jun 21, 2024	Schiffman Glenn	8061	-	8061
25	Jun 25, 2024	Jun 21, 2024	Seymon Pamela	8061	-	8061
26	Jun 25, 2024	Jun 21, 2024	MCINERNEY THOMAS	8061	-	8061
27	Jun 25, 2024	Jun 21, 2024	MCDANIEL ANN	8061	-	8061
28	Jun 25, 2024	Jun 21, 2024	Brenner Melissa Anne	8061	-	8061
29	Jun 25, 2024	Jun 21, 2024	Dubey Sharmistha	8061	-	8061
30	Jun 25, 2024	Jun 21, 2024	Bailey Stephen	8061	-	8061
31	Jun 18, 2024	Jun 15, 2024	Seymon Pamela	-585	-	-
	Jun 18, 2024	Jun 15, 2024	Seymon Pamela	585	-	76 083
	Jun 18, 2024	Jun 15, 2024	SPOON ALAN G	-585	-	-
	Jun 18, 2024	Jun 15, 2024	SPOON ALAN G	585	-	277 226
	Jun 18, 2024	Jun 15, 2024	Schiffman Glenn	-585	-	-
	Jun 18, 2024	Jun 15, 2024	Schiffman Glenn	585	-	23 515





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## **Insider Transactions 2/3**

37	Jun 18, 2024	Jun 15, 2024	Murdoch Wendi	-585	_	-
	Jun 18, 2024	Jun 15, 2024	Murdoch Wendi	585	_	8543
	_	Jun 15, 2024	MCINERNEY THOMAS	-585	-	-
40	Jun 18, 2024	Jun 15, 2024	MCINERNEY THOMAS	585	-	337 954
41	Jun 18, 2024	Jun 15, 2024	MCDANIEL ANN	-585	-	-
42	Jun 18, 2024	Jun 15, 2024	MCDANIEL ANN	585	-	13 101
43	Jun 18, 2024	Jun 15, 2024	Brenner Melissa Anne	-585	-	-
44	Jun 18, 2024	Jun 15, 2024	Brenner Melissa Anne	585	-	7111
45	Jun 18, 2024	Jun 15, 2024	Bailey Stephen	-585	-	
46	Jun 18, 2024	Jun 15, 2024	Bailey Stephen	585	-	7111
47	Jun 04, 2024	Jun 01, 2024	Teckman Jeanette	-987	-	6907
48	Jun 04, 2024	Jun 01, 2024	Teckman Jeanette	-164	-	1151
49	Jun 04, 2024	Jun 01, 2024	Teckman Jeanette	-349	30,63	8896
50	Jun 04, 2024	Jun 01, 2024	Teckman Jeanette	987	-	9245
51	Jun 04, 2024	Jun 01, 2024	Teckman Jeanette	-58	30,63	8258
52	Jun 04, 2024	Jun 01, 2024	Teckman Jeanette	164	-	8316
53	Jun 04, 2024	Jun 01, 2024	Eigenmann Philip D	-987	-	6907
54	Jun 04, 2024	Jun 01, 2024	Eigenmann Philip D	-340	30,63	14 916
55	Jun 04, 2024	Jun 01, 2024	Eigenmann Philip D	987	-	15 256
56	Jun 04, 2024	Jun 01, 2024	Kim Bernard Jin	-30 966	-	30 966
57	Jun 04, 2024	Jun 01, 2024	Kim Bernard Jin	-15 694	30,63	55 370
58	Jun 04, 2024	Jun 01, 2024	Kim Bernard Jin	30 966	-	71 064
59	Apr 02, 2024	Apr 01, 2024	Teckman Jeanette	-31	-	250
60	Apr 02, 2024	Apr 01, 2024	Teckman Jeanette	-11	36,28	7752
61	Apr 02, 2024	Apr 01, 2024	Teckman Jeanette	31	-	7763
62	Apr 02, 2024	Mar 31, 2024	Schiffman Glenn	345	36,28	22 930
63	Apr 02, 2024	Mar 31, 2024	Murdoch Wendi	241	36,28	7958
64	Apr 02, 2024	Mar 31, 2024	Jones Laura Rachel	15	36,28	15
65	Mar 26, 2024	Mar 24, 2024	Jones Laura Rachel	6993	-	6993
66	Mar 26, 2024	Mar 24, 2024	Rascoff Spencer M	6993	-	6993
67	Mar 05, 2024	Mar 02, 2024	Sine Jared F.	-32 883	-	-
68	Mar 05, 2024	Mar 02, 2024	Sine Jared F.	-9628	35,91	77 264
69	Mar 05, 2024	Mar 02, 2024	Sine Jared F.	32 883	-	86 892
70	Mar 05, 2024	Mar 01, 2024	Swidler Gary	-37 770	-	75 538
71	Mar 05, 2024	Mar 01, 2024	Swidler Gary	64 498	-	64 498
72	Mar 05, 2024	Mar 01, 2024	Swidler Gary	-20 936	36,04	216 625





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## **Insider Transactions 3/3**

73 Mar 05, 2024	Mar 01, 2024 Sw	idler Gary	37 770	-	237 561
74 Mar 05, 2024	Mar 01, 2024 Sin	ne Jared F.	-20 602	-	41 202
75 Mar 05, 2024	Mar 01, 2024 Sin	ne Jared F.	-8770	-	8770
76 Mar 05, 2024	Mar 01, 2024 Sin	ne Jared F.	-500	36,05	54 009
77 Mar 05, 2024	Mar 01, 2024 Sin	ne Jared F.	-5017	36,04	54 509
78 Mar 05, 2024	Mar 01, 2024 Sin	ne Jared F.	20 602	-	59 526
79 Mar 05, 2024	Mar 01, 2024 Sin	ne Jared F.	-3242	36,04	38 924
80 Mar 05, 2024	Mar 01, 2024 Sin	ne Jared F.	8770	-	42 166
81 Mar 05, 2024	Mar 01, 2024 Eig	genmann Philip D	-3951	-	7894
82 Mar 05, 2024	Mar 01, 2024 Eig	genmann Philip D	-3069	-	-
83 Mar 05, 2024	Mar 01, 2024 Eig	genmann Philip D	14 780	_	14 780
84 Mar 05, 2024	Mar 01, 2024 Eig	genmann Philip D	-1457	36,04	14 269
85 Mar 05, 2024	Mar 01, 2024 Eig	genmann Philip D	3951	-	15 726
86 Mar 05, 2024	Mar 01, 2024 Eig	genmann Philip D	-1055	36,04	11 775
87 Mar 05, 2024	Mar 01, 2024 Eig	genmann Philip D	3069		12 830
88 Mar 05, 2024	Mar 01, 2024 Kin	m Bernard Jin	-41 203		82 406
89 Mar 05, 2024	Mar 01, 2024 Kin	m Bernard Jin	139 747		139 747
90 Mar 05, 2024	Mar 01, 2024 Kin	m Bernard Jin	-16 718	36,04	40 098
91 Mar 05, 2024	Mar 01, 2024 Kin	m Bernard Jin	41 203	-	56 816
92 Feb 21, 2024	Feb 19, 2024 Sin	ne Jared F.	-5509	-	-
93 Feb 21, 2024	Feb 19, 2024 Sin	ne Jared F.	-1465	37,59	33 396
94 Feb 21, 2024	Feb 19, 2024 Sin	ne Jared F.	5509	-	34 861
95 Feb 21, 2024	Feb 19, 2024 Eig	genmann Philip D	-537	-	537
96 Feb 21, 2024	Feb 19, 2024 Eig	genmann Philip D	-213	37,59	9761
97 Feb 21, 2024	Feb 19, 2024 Eig	genmann Philip D	537	-	9974
98 Feb 21, 2024	Feb 19, 2024 Du	bey Sharmistha	-5509	-	-
99 Feb 21, 2024	Feb 19, 2024 Du	bey Sharmistha	-1572	37,59	331 955
100 Feb 21, 2024	Feb 19, 2024 Du	bey Sharmistha	5509	-	333 527
101 Feb 02, 2024	Feb 01, 2024 Sin	ne Jared F.	-500	38,76	29 352
102 Jan 03, 2024	Jan 02, 2024 Sin	ne Jared F.	-500	35,98	29 852
103 Jan 03, 2024	Dec 31, 2023 Sch	niffman Glenn	342	36,5	22 586
104 Jan 03, 2024	Dec 31, 2023 Mu	urdoch Wendi	240	36,5	7716
105 Dec 05, 2023	Dec 01, 2023 Sin	ne Jared F.	-500	32,32	30 352
106 Nov 06, 2023	Nov 02, 2023 Sch	niffman Glenn	4000	29,11	22 243
107 Nov 03, 2023	Nov 01, 2023 Sin	ne Jared F.	-500	30,25	30 685
108 Oct 25, 2023	Oct 23, 2023 Sch	niffman Glenn	-692	-	
109 Oct 25, 2023	Oct 23, 2023 Sch	hiffman Glenn	692	-	18 243
110 Oct 03, 2023	Oct 02, 2023 Sin	ne Jared F.	-500	39	31 185
111 Oct 03, 2023	Sep 30, 2023 Mu	urdoch Wendi	223	39,18	7476
112 Oct 03, 2023	Sep 30, 2023 Sch	hiffman Glenn	319	39,18	17 551

These data provide investors with information about the investment activity of a company's employees, such as purchases and sales of shares.

Investors can interpret this data as an indicator of confidence in the company frequent stock purchases may suggest employees' belief in the company's future growth, while sales may indicate concerns about the company's future or profit realization. In addition, intense trading activity may suggest important changes in the company that employees may know about earlier than the market.

Watching such movements allows investors to better assess the mood within a company and potentially adjust their own investment decisions.

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## **Hedge Funds Transactions 1/2**

1 Re	port Date	Hedge Fund Name	Activity	Share Change	Total Current Share	% of Portfolio	<b>Holding Change</b>
2	30.06.2024	Aurora Investment Counsel	Buy	10 716	71 002	1,27%	17.78%
3	30.06.2024	Cetera Investment Advisers	Sell	-20 943	58 583	0%	-26.33%
4	30.06.2024	Capital Impact Advisors, LLC	Sell	-11 690		0%	-100%
5	30.06.2024	TD PRIVATE CLIENT WEALTH LLC	Buy	2401	2810	0%	587.04%
6	30.06.2024	IFM Investors Pty Ltd	Sell	-2027	53 058	0,02%	-3.68%
7	30.06.2024	JANE STREET GROUP, LLC	Sell	-134 238	392 754	0%	-25.47%
8	30.06.2024	Colony Group, LLC	Sell	-16 103		0%	-100%
9	30.06.2024	CAPTRUST FINANCIAL ADVISORS	Sell	-27 142	11 089	0%	-70.99%
10	30.06.2024	GSA CAPITAL PARTNERS LLP	Sell	-22 854	-	0%	-100%
11	30.06.2024	NORTHWESTERN MUTUAL INVESTMENT MANAGEMENT COMPANY, LLC	Sell	-170	8454	0,01%	-1.97%
12	30.06.2024	Creative Planning	Buy	27	12 689	0%	0.21%
13	30.06.2024	MidWestOne Financial Group, Inc.	Buy	86	9980	0,05%	0.87%
14	30.06.2024	COMERICA BANK	Sell	-28 889	35 724	0%	-44.71%
15	30.06.2024	Ilmarinen Mutual Pension Insurance Co	Sell	-100 000		0%	-100%
16	30.06.2024	MFA WEALTH ADVISORS, LLC	Buy	186	186	0%	
17	30.06.2024	Chevy Chase Trust Holdings, LLC	Sell	-6374	145 058	0,01%	-4.21%
18	30.06.2024	NEW YORK STATE TEACHERS RETIREMENT SYSTEM	Sell	-6626	250 543	0,02%	-2.58%
19	30.06.2024	Retirement Systems of Alabama	Sell	-1390	58 603	0,01%	-2.32%
20	30.06.2024	Elliott Investment Management L.P.	Buy	7 580 013	11 705 013	2,10%	183.76%
21	30.06.2024	BI Asset Management Fondsmaeglerselskab A/S	Sell	-9694	-	0%	-100%
22	30.06.2024	Parsifal Capital Management, LP	Sell	-161 193	-	0%	-100%
23	30.06.2024	Y-Intercept (Hong Kong) Ltd	Sell	-96 728	-	0%	-100%
24	30.06.2024	Walleye Capital LLC	Buy	427 847	537 162	0,03%	391.39%
25	30.06.2024	Bridgefront Capital, LLC	Buy	17 635	17 635	0,22%	
26	30.06.2024	DZ BANK AG Deutsche Zentral Genossenschafts Bank, Frankfurt am Main	Sell	-4989	3700	0%	-57.42%
27	30.06.2024	Centiva Capital, LP	Sell	-30 981	-	0%	-100%
28	30.06.2024	Teza Capital Management LLC	Buy	7351	7351	0,03%	
29	30.06.2024	13D Management LLC	Buy	148 398	148 398	3,29%	
30	30.06.2024	Strategic Global Advisors, LLC	Buy	33 714	33 714	0,21%	
31	30.06.2024	Colonial Trust Advisors	Sell	-13	-	0%	-100%
32	30.06.2024	Incline Global Management LLC	Sell	-70 165	359 242	4,50%	-16.34%
33		Norinchukin Bank, The	Buy	1680	11 027	0,01%	17.97%
34	30.06.2024	Petrus Trust Company, LTA	Sell	-9660	-	0%	-100%
35	30.06.2024	CAPSTONE INVESTMENT ADVISORS, LLC	Buy	14 560	30 540	0%	91.11%
36	30.06.2024	O'SHAUGHNESSY ASSET MANAGEMENT, LLC	Sell	-1854	6825	0%	-21.36%



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## **Hedge Funds Transactions 2/2**

37	30.06.2024 J. Goldman & Co LP	Sell	-32 040		0%	-1009
38	30.06.2024 Public Sector Pension Investment Board	Buy	3562	642 902	0,12%	0.569
39	30.06.2024 Laurion Capital Management LP	Sell	-10 168		0%	-1009
40	30.06.2024 AMUNDI	Sell	-1 007 638	736 918	0,01%	-57.769
41	30.06.2024 Laird Norton Wetherby Wealth Management, LLC	Sell	-527	11 127	0,02%	-4.529
42	30.06.2024 AQR CAPITAL MANAGEMENT LLC	Buy	168 955	675 768	0,03%	33.349
43	30.06.2024 ADAGE CAPITAL PARTNERS GP, L.L.C.	Sell	-61 800	104 816	0,01%	-37.099
44	30.06.2024 GLENVIEW CAPITAL MANAGEMENT, LLC	Buy	354 222	354 222	0,21%	
45	30.06.2024 WEXFORD CAPITAL LP	Buy	1432	8879	0,07%	19.23
46	30.06.2024 Royal Bank of Canada	Sell	-897 588	591 550	0%	-60.289
47	30.06.2024 State of Wyoming	Sell	-1568	8063	0,04%	-16.289
48	30.06.2024 Kestra Advisory Services, LLC	Buy	3233	13 287	0%	32.16
49	30.06.2024 BARCLAYS PLC	Buy	29 229	1 348 245	0,01%	2,229
50	30.06.2024 Bridgewater Associates, LP	Buy	55 936	55 936	0,01%	
51	30.06.2024 JAT Capital Mgmt LP	Buy	139 951	340 618	1,33%	69.749
52	30.06.2024 BRITISH COLUMBIA INVESTMENT MANAGEMENT Corp	Sell	-66 044	51 374	0,01%	-56.25
53	30.06.2024 272 Capital LP	Buy	28 200	55 198	0,84%	104.45
54	30.06.2024 TORONTO DOMINION BANK	Buy	711 018	877 847	0,04%	426.2
55	30.06.2024 Squarepoint Ops LLC	Sell	-172	7199	0%	-2.33
56	30.06.2024 Point72 Italy, S.r.l.	Sell	-60 080		0%	-1009
57	30.06.2024 Cubist Systematic Strategies, LLC	Sell	-45 802		0%	-1009
58	30.06.2024 Aristides Capital LLC	Buy	9583	64 140	0,28%	17.57
59	30.06.2024 Bayesian Capital Management, LP	Sell	-11 000		0%	-100
60	30.06.2024 Man Group plc	Buy	140 231	232 978	0,02%	151.2
61	30.06.2024 ALLIANCEBERNSTEIN L.P.	Buy	28 152	419 925	0%	7.19
62	30.06.2024 Schonfeld Strategic Advisors LLC	Buy	5052	12 338	0%	69.34
63	30.06.2024 Quarry LP	Buy	461	1307	0,01%	54.49
64	30.06.2024 Treasurer of the State of North Carolina	Sell	-9301	115 199	0,01%	-7.47
65	30.06.2024 CITADEL ADVISORS LLC	Sell	-299 755	30 699	0%	-90.71
66	30.06.2024 LAZARD ASSET MANAGEMENT LLC	Buy	98 391	509 329	0,02%	23.94
67	30.06.2024 DoubleLine ETF Adviser LP	Buy	2836	35 173	0,28%	8.77
68	30.06.2024 Holocene Advisors, LP	Buy	178 858	178 858	0,02%	
69	30.06.2024 MILLENNIUM MANAGEMENT LLC	Buy	912 933	944 321	0,01%	2908.549
70	30.06.2024 D. E. Shaw & Co., Inc.	Sell	-86 354	116 711	0%	-42.53
71	30.06.2024 BROWN ADVISORY INC	Sell	-4 215 227	112 481	0%	-97.4
72	30.06.2024 Utah Retirement Systems	Sell	-3200	43 802	0,02%	-6.81
73	30.06.2024 VOLORIDGE INVESTMENT MANAGEMENT, LLC	Sell	-559 805		0%	-100
74	30.06.2024 MBB PUBLIC MARKETS I LLC	Buy	11 676	18 584	0,01%	169.02
75	30.06.2024 Invenomic Capital Management LP	Buy	456 131	456 131	0,67%	
76	30.06.2024 SHERBROOKE PARK ADVISERS LLC	Buy	24 777	24 777	0,13%	
77	30.06.2024 Gotham Asset Management, LLC	Sell	-12 435	83 960	0,03%	-12.99

These data show the investment activity of various mutual funds and hedge funds, including information on their stock purchases and sales. For investors, they are important because:

They provide an opportunity to track trends and investment decisions of major players.

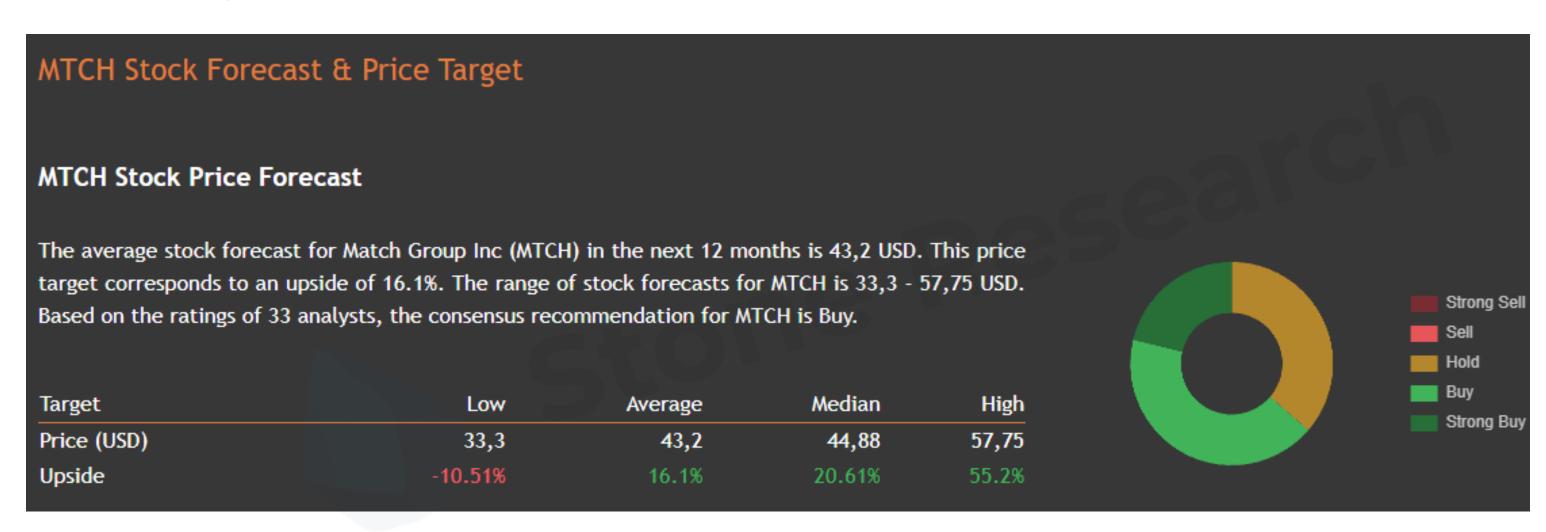
The data shows which funds are buying and which are selling stocks, which can suggest their predictions about the market. For example, large purchases may indicate an expected increase in the value of stocks. Assessing market sentiment: Selling of stocks by many funds may be seen as a sign of pessimism about the future of a particular company or sector, while purchases may indicate optimism.

Changes in investment portfolios: Watching how fund portfolios change in composition helps investors understand which stocks are considered valuable by professionals and which may be at risk of falling in value. Potential investment signals: Significant purchases or sales by large funds can be taken as signals to make their own investment decisions. For example, if a fund sells shares en masse, it may prompt other investors to analyze the situation closely.

For investors, this data is a valuable tool to monitor market movements and make better investment decisions based on the actions of large and well-informed financial institutions.



## Forecasting stock prices



### **Price Forecast**

### As analyzed by 33 analysts:

- MTCH's average share price forecast is \$43.2 for the next 12 months.
- This represents a potential increase of 16.1% over the current value of the stock.
- The range of forecasts varies from \$33.3 to \$57.75, indicating the diversity of opinions among analysts.



## **Forecasting and Analyst Recommendations**

### It is worth noting that most analysts are optimistic about the future of the company:

- 33 analysts recommend buying the stock, emphasizing a positive market outlook for MTCH.
- The pie chart shows no "sell" recommendations, with most analysts favoring "hold" or "buy."

#### **Recommendation Trends**

In recent months, a growing trend in **"buy"** recommendations has been observed. Historically, **"hold"** recommendations prevailed, which may indicate increased investor confidence in the company's future.

### **Financial Forecasts**

## The financial analysis of MTCH also presents promising results for the future: Revenue:

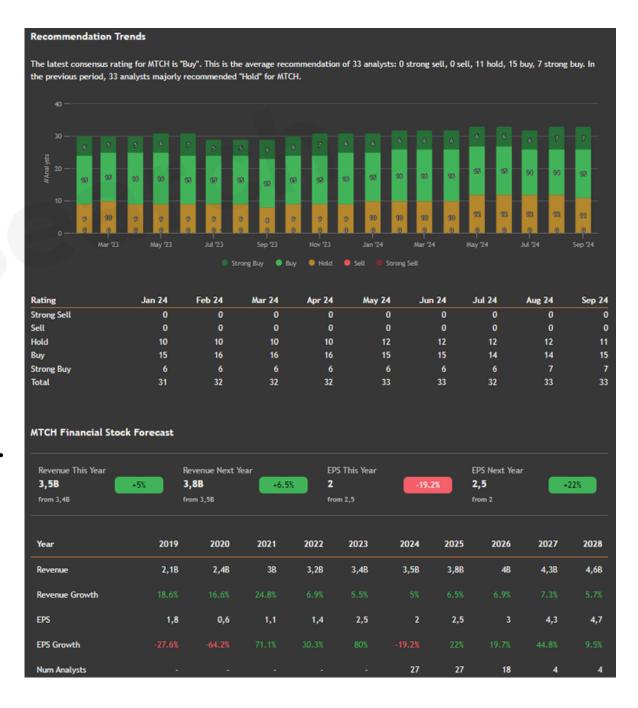
- For the current year: \$3.58 billion, indicating a 5% increase compared to the previous year.
- For next year: Projected revenue of \$3.88 billion, representing an accelerated growth rate of 6.5%. Earnings Per Share (EPS):
- For the current year: EPS of \$2.00, marking a 16.8% increase.
- For next year: Projected EPS of \$2.50, reflecting a 22% increase.

These figures demonstrate MTCH's ability to not only grow its revenue but also improve profitability, which is crucial for investors.

### **Summary:**

Match Group (MTCH) appears to be on a promising growth trajectory, with positive growth forecasts for both stock price and financial performance. Analyst recommendations are predominantly positive, which could encourage investors to consider investing in this company. However, as with any investment, it is crucial to carefully analyze risks and opportunities before making a decision.

This detailed analysis provides investors with the potential to better understand Match Group's market position and make informed investment decisions.





## **Crisis Simulation Model 1/2**

Our proprietary simulation model, based on logistic regression and random decision trees recalculating financial and macroeconomic indicators, allows for an accurate assessment of Match Group's financial condition from 2020 to 2023. Indicators such as revenue growth, improvement in operating margin, and debt reduction highlight the company's growing financial stability.

Year	Revenue (billion USD)	Net Income (billion USD)	)	Total Debt (billion USD)	Ratio	Operating Cash Flow (billion USD)	Debt-to- Equity Ratio	GDP Growth (%)			Interest Rates (%)			Deviation of Net		Probability of Survival (%)
2020	2,39	0,2	8,4	4,26	1,5	0,55	2,3	-3,4	8,1	1,2	0,5	-1	0,15	0,05	0,35	80
2021	3	0,5	16,7	4,15	1,6	0,85	1,9	5,7	5,8	4,7	0,25	2	0,28	0,18	0,3	85
2022	3,36	0,65	19,3	3,98	1,8	1,05	1,7	2,3	4,4	6,7	1	1,5	0,29	0,25	0,31	90
2023	3,65	0,8	21,9	3,85	2	1,2	1,5	1,8	3,9	5,2	1,5	1	0,34	0,29	0,32	92

### **Interpretation of Results:**

- Stable Revenue and Profit Growth: From 2020 to 2023, Match Group demonstrated stable revenue growth, which is a positive signal for a company operating in the digital dating services industry. Net income also increased, and the operating margin improved from 8.4% in 2020 to 21.9% in 2023.
- **Debt Reduction and Liquidity Improvement:** The company reduced its total debt from \$4.26 billion in 2020 to \$3.85 billion in 2023. Liquidity ratios also improved, reflecting the company's enhanced ability to manage its short-term obligations.
- **Debt-to-Equity Ratio:** This ratio systematically declined from **2.3** in **2020** to **1.5** in **2023**. A decrease in this ratio signifies reduced dependence on debt, which could help in weathering financial crises.
- Impact of Macroeconomic Indicators: Despite variable GDP growth rates, indicators such as inflation, interest rates, and unemployment remained relatively stable, contributing to maintaining the company's financial stability.
- **Anomaly Detection:** Standard deviations for indicators such as revenue, net income, and debt were relatively low, indicating reduced volatility in financial results and increased predictability.
- Survival Probability: The company's survival probability increased from 80% in 2020 to 92% in 2023, highlighting Match Group's financial stability and resilience in navigating challenging market conditions.



## **Crisis Simulation Model 2/2**

Conducting a crisis simulation using the model and sample data that could resemble a scenario of an economic crisis includes the following variables:

- A **45%** drop in revenue
- GDP decline by **5%**
- Increase in interest rates by **12%**
- Inflation rise by **27%**

Company	Year	Revenue (billion USD) (simulation)	GDP Growth (%) (simulation)	Interest Rates (%) (simulation)	Inflation (%) (simulation)	Total Debt (billion USD) (simulation)	Debt-to-Equity Ratio (simulation)	Probability of Survival (%) (simulation)
Match								
Group	2020	1,31	-8,4	12,5	28,2	4,26	2,3	60
Match								
Group	2021	1,65	0,7	12,25	31,7	4,15	1,9	65
Match								
Group	2022	1,85	-2,7	13	33,7	3,98	1,7	70
Match								
Group	2023	2,01	-3,2	13,5	32,2	3,85	1,5	75

### **Conclusion:**

The crisis simulation shows that Match Group would have to face significant financial and operational challenges to survive under such tough economic conditions. A substantial decline in revenue, high inflation, and a sharp increase in interest rates would place the company in a difficult position. Despite the initial high financial risk (with an 80% survival probability in 2020), the company managed to improve its stability over the years, achieving a 92% survival probability by 2023. This suggests that Match Group has the capability to adapt and implement crisis management strategies.

### Can Match Group Survive a Crisis in the Future?

Comparing historical data and simulation results, it can be concluded that the company has a relatively high chance of surviving a crisis, although it requires significant adaptation efforts and effective risk management. Key aspects will include managing operational costs, restructuring debt, and maintaining financial liquidity.

Although the company demonstrates the potential for survival, its long-term stability in the face of significant challenges will depend on effectively adapting its business strategies to changing macroeconomic conditions. In this regard, Match Group has a chance to weather a crisis, provided that appropriate restructuring actions and efficient crisis management strategies are implemented.

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## Recommendations from financial institutions 1/2

То	From	Action	Company	Date	1
Hold	Hold	Maintain	Stifel	01.08.2024	2
Outperform	Outperform	Maintain	RBC Capital	01.08.2024	3
Buy	Buy	Maintain	Deutsche Bank	01.08.2024	4
Buy	Buy	Maintain	Goldman Sachs	01.08.2024	5
Neutral	Neutral	Maintain	Citigroup	01.08.2024	6
Buy	Buy	Maintain	TD Cowen	01.08.2024	7
Hold	Hold	Maintain	Truist Securities	01.08.2024	8
Buy	Buy	Maintain	Deutsche Bank	31.07.2024	9
Outperform		Initialize	Wolfe Research	16.07.2024	10
Neutral	Neutral	Maintain	Citigroup	15.07.2024	11
Equal-Weight	Equal-Weight	Maintain	Morgan Stanley	10.07.2024	12
Positive	Positive	Maintain	Susquehanna	13.05.2024	13
Overweight	Overweight	Maintain	Keybanc	09.05.2024	14
Buy	Buy	Maintain	Deutsche Bank	09.05.2024	15
Equal-Weight	Equal-Weight	Maintain	Wells Fargo	09.05.2024	16
Buy	Buy	Maintain	TD Cowen	09.05.2024	17
Outperform	Outperform	Maintain	RBC Capital	09.05.2024	18
Neutral	Neutral	Maintain	UBS	09.05.2024	19
Buy	Buy	Maintain	Goldman Sachs	09.05.2024	20
Overweight	Overweight	Maintain	Keybanc	06.05.2024	21
Market Perform		Initialize	Raymond James	04.04.2024	22
Overweight	Overweight	Reiterate	Piper Sandler	27.03.2024	23
Neutral	Neutral	Maintain	Citigroup	01.02.2024	24
Overweight	Overweight	Maintain	JP Morgan	01.02.2024	25
Overweight	Overweight	Maintain	Keybanc	01.02.2024	26
Neutral	Neutral	Maintain	UBS	26.01.2024	27
Overweight	Overweight	Maintain	Keybanc	28.12.2023	28
Hold	Hold	Maintain	Truist Securities	03.11.2023	29
Positive	Positive	Maintain	Susquehanna	02.11.2023	30
Overweight	Overweight	Maintain	Barclays	02.11.2023	31
Overweight	Overweight	Maintain	Keybanc	02.11.2023	32
Outperform	Outperform	Maintain	RBC Capital	02.11.2023	33
Overweight	Overweight	Maintain	Morgan Stanley	02.11.2023	34
Overweight	Overweight	Maintain	Keybanc	20.10.2023	35
Buy		Reiterate	B of A Securities	19.10.2023	36

37	26.09.2023	HSBC	Initialize		Hold
38	13.09.2023		Maintain	Overweight	Overweight
39	03.08.2023		Maintain	Overweight	Overweight
40	03.08.2023	<u> </u>	Maintain	Hold	Hold
41	03.08.2023		Maintain	Outperform	Outperform
42	03.08.2023		Maintain	Positive	Positive
43	03.08.2023		Maintain	Overweight	Overweight
44	03.08.2023		Maintain	Overweight	Overweight
45	02.08.2023		Upgrade	Neutral	Buy
46	21.06.2023	Wolfe Research	Downgrade	Outperform	Peer Perform
47	08.05.2023	Wells Fargo	Maintain	·	Overweight
48	04.05.2023	UBS	Maintain		Neutral
49	04.05.2023	TD Cowen	Maintain		Outperform
50	04.05.2023	RBC Capital	Maintain		Outperform
51	04.05.2023	Loop Capital	Maintain		Hold
52	04.05.2023	Truist Securities	Maintain		Hold
53	04.05.2023	Citigroup	Maintain		Buy
54	04.05.2023	Barclays	Maintain		Overweight
55	01.05.2023	Keybanc	Maintain		Overweight
56	21.04.2023	Goldman Sachs	Maintain		Buy
57	17.04.2023	TD Cowen	Maintain		Outperform
58	11.04.2023	Baird	Initialize		Outperform
59	06.04.2023	Citigroup	Maintain		Neutral
60	20.03.2023		Maintain		Overweight
61	14.03.2023	Barclays	Upgrade	Equal-Weight	Overweight
62	02.02.2023	Deutsche Bank	Maintain		Buy
63	02.02.2023	Cowen & Co.	Maintain		Outperform
64	02.02.2023	Citigroup	Maintain		Neutral
65	02.02.2023	Piper Sandler	Reiterate		Overweight
66	02.02.2023	Oppenheimer	Downgrade	Outperform	Perform
67	26.01.2023	Citigroup	Initialize		Neutral
68	25.01.2023	Barclays	Maintain		Equal-Weight
69	24.01.2023	Jefferies	Maintain		Buy
70	06.01.2023	Piper Sandler	Maintain		Overweight
71	04.01.2023	New Street Research	Initialize		Buy
72	08.12.2022	UBS	Initialize		Neutral



## Recommendations from financial institutions 2/2

This data provides investors with information about the current recommendations of financial institutions for specific stocks.

Recommendation changes, such as "Upgrade" (raising recommendations) or "Downgrade" (lowering recommendations), can influence investors' decisions to buy or sell these stocks. If many institutions raise or lower their recommendations at the same time, this can trigger stock price movements, which is an important signal for investors. Maintaining positive recommendations ("Maintain Overweight") may indicate confidence in the continued growth of stock values, while neutral or negative recommendations may suggest caution in investing.

73	03.11.2022	JP Morgan	Maintain		Overweight
74	03.11.2022	Keybanc	Maintain		Overweight
75	25.10.2022	Cowen & Co.	Maintain		Outperform
76	24.10.2022	Truist Securities	Maintain		Hold
77	24.10.2022	Keybanc	Maintain		Overweight
78	18.10.2022	Goldman Sachs	Maintain		Buy
79	11.10.2022	Morgan Stanley	Maintain		Overweight
80	04.10.2022	JP Morgan	Maintain		Overweight
81	15.09.2022	Stifel	Initialize		Hold
82	14.09.2022	Loop Capital	Downgrade	Buy	Hold
83	04.08.2022	Morgan Stanley	Maintain		Overweight
84	04.08.2022	Goldman Sachs	Maintain		Buy
85	04.08.2022	Cowen & Co.	Maintain		Outperform
86	04.08.2022	Oppenheimer	Maintain		Outperform
87	04.08.2022	Susquehanna	Maintain		Positive
88	04.08.2022	Deutsche Bank	Maintain		Buy
89	04.08.2022	Piper Sandler	Maintain		Overweight
90	04.08.2022	Keybanc	Maintain		Overweight
91	03.08.2022	BTIG	Downgrade	Buy	Neutral
92	03.08.2022	Truist Securities	Downgrade	Buy	Hold
93	26.07.2022	Cowen & Co.	Maintain		Outperform
94	19.07.2022	Barclays	Maintain		Equal-Weight
95	19.07.2022	JP Morgan	Maintain		Overweight
96	11.07.2022	Keybanc	Maintain		Overweight
97	08.07.2022	Evercore ISI Group	Maintain		Outperform
98	07.07.2022	Evercore ISI Group	Maintain		Outperform
99	10.06.2022	Goldman Sachs	Maintain		Buy
100	09.05.2022	Wells Fargo	Upgrade	Equal-Weight	Overweight
101	05.05.2022	RBC Capital	Maintain		Outperform

For investors, keeping track of such developments is important, as it can help identify trends and make better investment decisions.

## **Criminal Report**



## **Controversies and Legal Proceedings 1/2**

Match Group is a dominant company in the online dating app sector. Despite its leading market position, it has been at the center of numerous controversies and legal proceedings that cast a shadow over its operations.

## **Federal Trade Commission** (FTC) Lawsuit from 2019

In 2019, the Federal Trade Commission (FTC) filed a lawsuit against Match Group, accusing the company of engaging in deceptive and misleading practices. The allegations included sending false notifications about user interest to nonsubscribers, pressuring them into purchasing subscriptions. Additionally, the FTC stated that Match Group failed to prevent fraud on its platform, exposing users to scammers operating under fake romantic schemes.

## **Class-Action Lawsuit Over Addictive Design of Dating Apps**

In February 2024, Match Group faced a class-action lawsuit, alleging that the company intentionally designed apps like Tinder and Hinge in a way that exploits user behavior. The lawsuit highlighted addictive mechanics resembling gambling, leading to excessive usage and potential mental health impacts for users.

## **Lawsuit Against Google**

In May 2022, Match Group filed <u>a lawsuit</u> against Google, accusing the tech giant of imposing unfair terms regarding the payment system in the Google Play Store. Match Group claimed that Google abused its market dominance by forcing developers to use its payment system and charging high commissions.



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## **Controversies and Legal Proceedings 2/2**

Match Group, despite its dominant position in the online dating app market, faces numerous legal, financial, and user security challenges. Controversies surrounding the company's business practices and allegations of inadequate user protection have tarnished its reputation and raised questions about the future of the corporation in a rapidly changing digital environment.

## Romantic Scams and Company Response

Match Group has been repeatedly criticized for insufficient measures to protect users from <u>romantic scams</u>. In 2023, losses from such scams exceeded \$1 billion. Although the company introduced certain security measures, many users continue to fall victim to scammers. Match Group's CEO, Bernard Kim, expressed empathy for the victims but also controversially stated that "things happen in life", drawing public criticism.

## Financial Problems and Decline in App Popularity

In 2024, Match Group faced <u>financial</u> <u>challenges</u> due to the declining popularity of its apps, especially Tinder. In the third quarter of 2024, the number of paying Tinder users dropped by **4%** compared to the previous year, and the number of active monthly users fell by **9%**. The company also projected lower revenues for the fourth quarter, causing its stock price to drop by **16%**. Analysts attributed this decline to rising competition and changing user preferences but noted that the exact cause remains unclear.

## **Controversies Related to User Security**

Match Group has been criticized for insufficient security measures to protect users from sexual predators. In **2019**, reports emerged of mishandling cases involving accusations of sexual assault, undermining trust in the dating platforms owned by the corporation.

## Legal Disputes with Former Employees

In 2018, Tinder co-founders filed a <u>lawsuit</u> against Match Group, accusing the company of deliberately undervaluing Tinder's worth to avoid paying due stock options. The case was settled in 2021 with a payout totaling **\$441 million.** 

## **Speculative Information**



## Challenges of the Dating Giant 1/2

Match Group is a global leader in the digital dating platform industry, managing a portfolio of brands with hundreds of millions of users worldwide. The most recognizable applications, such as **Tinder**, **Match.com**, **OkCupid**, and **Hinge**, have become integral to many people's lives, offering convenient tools for meeting people and building relationships. While the company has achieved remarkable financial success and sets industry standards, its bright success is overshadowed by challenges and controversies that cast a shadow on its reputation.

## 01.

### **Issues with Cultural and Moral Perception**

- Problem Description: Critics increasingly accuse Match Group of promoting a "hook-up culture" and lacking commitment to fostering deep relationships.
- Why it Matters? A growing number of users, especially younger individuals, value more authentic and meaningful dating experiences. As a company perceived to promote superficial connections, Match Group risks losing users to more niche applications focused on quality dating experiences.
- Example of Actions: Match Group invested in Hinge, an app marketed under the slogan "Designed to Be Deleted", emphasizing its focus on fostering meaningful relationships.

## 02.

### Potential Investments in Augmented Reality (AR) and Virtual Reality (VR)

- **Problem Description:** AR/VR technology could transform how people establish connections online. Investing in this technology could be critical to maintaining innovation.
- Why it Matters?
- The possibility of hosting virtual dates in **3D** environments could mark the next major step for online dating.
- Competitors are also developing such projects, increasing pressure on Match Group to act quickly.
- Actions: Hyperconnect, a recently acquired Match Group subsidiary, is testing VR applications for dating.



### **User Data Breach on the Dark Web**

- **Problem Description:** In 2024, cybersecurity researchers revealed that data from Tinder users, including private photos and location information, had become available on the **Dark Web.**
- **Company Response:** Match Group announced it had taken steps to tighten data protection procedures, but the exact scope of the breach has not been confirmed.
- Consequences:
- A decline in user trust in platforms owned by Match Group.
- Potential lawsuits and financial losses related to privacy violations.



## 14

## **Speculative Information**

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## Challenges of the Dating Giant 2/2

## 04.

### **Legal Disputes with Competitors**

- **Problem Description:** Match Group has been involved in numerous legal disputes with Bumble, accusing each other of idea theft, patent infringement, and other violations.
- Why it Matters? Such conflicts could cost the company millions in legal fees and settlements. Public disclosure of these disputes can damage the company's reputation.
- **Solution:** In 2020, both companies reached a settlement, though details remain confidential. Investors should monitor if similar disputes arise in the future.

## 05.

### **Macroeconomic Uncertainty**

- **Problem Description:** In 2024, the global economy is grappling with high inflation and financial market uncertainty. Consumers might reduce spending on discretionary services like dating apps.
- Why it Matters? Economic slowdowns can lead to a decline in premium subscriptions, affecting revenue.
- **Solution:** The company offers cheaper subscription plans and freemium models to retain users.

## 06.

### Political and Cultural Challenges in International Markets

- **Problem Description:** In some countries, using dating apps is socially or politically stigmatized. For instance, platforms like Tinder face challenges in **India** or the **Middle East** due to local regulations.
- Why it Matters? Match Group risks losing growth potential in emerging markets. Legal and cultural adaptation is costly and time-consuming.
- **Example:** In 2024, **Hinge** launched a localized version in India, focusing on fostering family-oriented relationships and addressing cultural norms.



### Problems with the Subscription Model

- **Problem Description:** Match Group's subscription model relies on premium features like **"Super Likes"** or profile visibility boosts, which some users criticize for offering low added value.
- Why it Matters: In 2024, some users expressed dissatisfaction with the high costs of premium features that don't enhance matchmaking success.
- **Potential Consequences:** Dissatisfied users might unsubscribe, impacting revenue. Investors should monitor subscription trends to assess the sustainability of user retention.



### **Opportunities for Acquisitions and Mergers**

- **Problem Description:** Match Group remains active in acquisitions to expand its portfolio. The company also seeks to acquire larger technology corporations.
- Examples:
- In 2021, Match Group acquired Hyperconnect, an Al-powered communications technology company, for \$1.7 billion.
- There is potential interest in giants like **Meta** (formerly Facebook), which could significantly change the competitive landscape.
- Why it Matters? Acquisitions could improve Match Group's technological edge but might increase debt due to financing through loans.

## **Research Summary**



**Match Group, Inc.** is a global leader in the online dating market, managing a broad portfolio of applications such as Tinder, Match.com, Hinge, OkCupid and many others. The company is a dominant player in the market, controlling about 50-60% of the global dating app market. Analysis from the Stone Research report provides detailed information on the company's financial performance, strategy, innovation and challenges.

### **Match Group's Strengths:**

Dominant Market Position: The company has a strong market position thanks to its broad portfolio of dating brands, which enables it to reach different user segments. The popularity of Tinder and the growing position of Hinge strengthen Match Group's position in the segment of apps for younger users

#### **Weaknesses and Threats:**

Dependence on Tinder: Tinder generates a significant portion of Match Group's revenue. Any slowdown in growth or loss of popularity of this app could negatively affect the company's financial performance. This concentration risk is one of the main strategic challenges

### **Growing Competition:**

New players such as Bumble, Facebook Dating and niche apps are attracting users with unique features. Match Group must constantly innovate to maintain its leadership position

### **High Debt:**

The company's debt is about **\$4 billion**, which increases financial risk. Although strong cash flow allows the company to service its obligations, the high level of debt may limit opportunities for further investment and growth

**Regulatory Changes:** Match Group has to adapt to varying regulations in the markets in which it operates, including data protection regulations and antitrust laws, especially in Europe and the US



### **Controversies and Legal Proceedings**

### FTC Lawsuit (2019)

In 2019, the **Federal Trade Commission** (FTC) filed a lawsuit against Match Group for sending false notifications about user interest, encouraging users to purchase paid subscriptions. The FTC also accused the company of insufficient measures to combat fraudsters operating on its platforms. This event damaged the company's reputation and raised questions about its business ethics.

### Class Action Lawsuit Regarding Addictive App Design (2024)

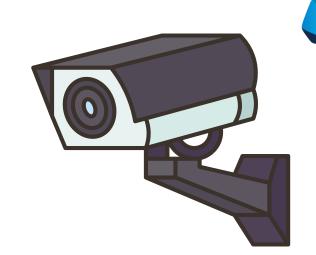
In 2024, Match Group was accused of designing its apps to be intentionally addictive by using mechanisms that exploit user behavior. This type of claim raises concerns about ethical practices in the digital industry and positions the company as a controversial leader in the sector.

### **Lawsuit Against Google**

In 2022, Match Group filed a lawsuit against Google, accusing the tech giant of imposing unfair payment system terms within the **Google Play Store.** Match Group claimed that Google abused its market position to force developers into its payment system and charge high fees.

### **Disputes with Competitors and Former Employees**

Match Group has faced numerous disputes, including with Bumble and Tinder's co-founders, who accused the company of wrongful practices related to share valuations. A settlement in this case amounted to **\$441 million**, significantly impacting Match Group's financial obligations.





### **User Safety and Data Protection**

### **Romance Scams**

Losses from romance scams on Match Group platforms exceeded **\$1 billion** in 2023. While the company introduced certain security measures, critics argue that these actions are insufficient. **CEO Bernard Kim** faced backlash for downplaying the issue.

### Data Breach in 2024

In 2024, Tinder user data, including photos and location information, was found on the **Dark Web**, leading to a significant loss of trust in Match Group platforms. This data breach could result in further class action lawsuits and legal costs.

### **Issues Related to Sexual Assaults**

Match Group faced accusations of failing to protect users from sexual assault. The criticism also extended to inadequate responses to reports of such incidents, negatively affecting the brand's reputation.

## 15 Research Summary



### **Scalability and Global Reach:**

A presence in more than 190 countries allows the company to diversify its revenues and rapidly innovate in different markets. Match Group successfully adapts its products to local markets, which gives it a competitive advantage.

Strong Cash Flow and Profitability: High operating cash flow (approximately \$980 million in 2023) and an operating margin of 38% attest to the company's effective operational management and stable financial condition .

Investments in Innovation: Match Group continues to develop its technologies, investing in matching algorithms, artificial intelligence, and audio and video features. The company is also exploring the use of blockchain and cryptocurrency technologies, which could improve security and introduce new monetization models.

### **Opportunities for the Future:**

- Expansion into Emerging Markets: Match Group plans to expand further in Asia, Latin America and Africa, where the penetration of dating services is relatively low. Adapting its products to local markets could significantly increase its user base and revenue.
- New Monetization Models:
- The introduction of additional premium features, microtransactions, and integration with **VR** and **AR** technologies can increase per-user revenue and improve engagement
- Artificial Intelligence Development: Investments in AI and matching algorithms will allow better personalization of user experiences, which can increase user satisfaction and retention

### Investment Evaluation and Recommendation:

Match Group is an attractive investment option for investors seeking exposure to the growing online dating market. The company has a strong financial foundation, a dominant market position and a clear strategy for growth and innovation. However, high debt levels and dependence on a single product (**Tinder**) are significant risks. From an investor's perspective, it is recommended to monitor the activities of competitors and the effectiveness of the strategy to expand into international markets and introduce new features.

### **Recommendation:**

An investment in Match Group could be beneficial, especially if the company manages to reduce its dependence on Tinder and successfully implement its innovative projects. However, investors should be aware of regulatory risks and high debt that could affect the company's future financial performance.

## Legal disclaimer

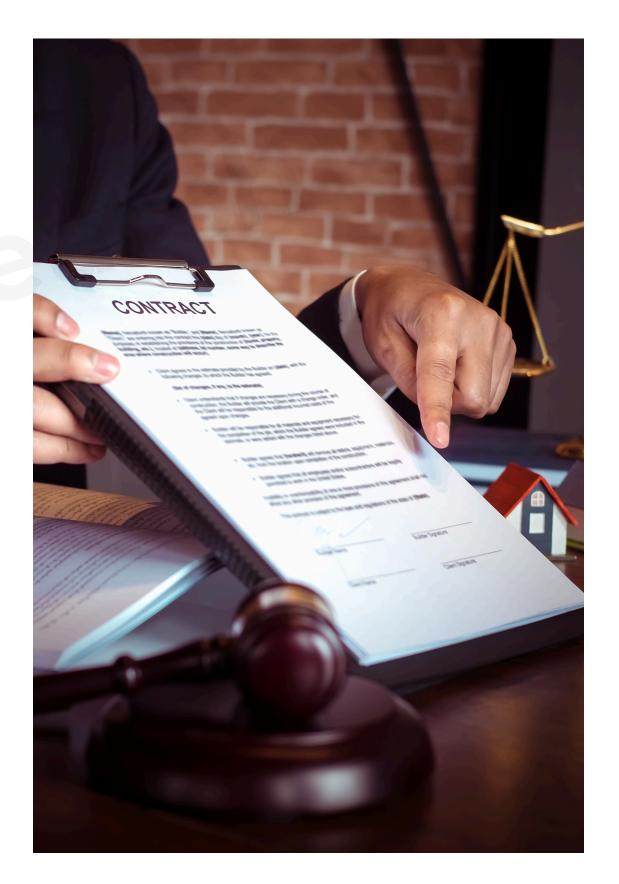


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