## Supplemental Information and Non-GAAP Reconciliations

On the pages that follow, the Company has provided certain supplemental information that we believe will assist the reader in assessing our business operations and performance, including certain non-GAAP financial information and required reconciliations to the most comparable GAAP measure. Results for each quarter of 2006 and the first three quarters of 2007 have been recast to reflect discontinued operations. Certain prior year balances have been reclassified to conform to the current year presentation. The supplemental schedules provided include:

## Historical Quarterly Statement of Operations and Adjusted EBITDA Reconciliation

A quarterly statement of operations reflecting the results of each quarterly period for calendar year 2006 and 2007 is provided. This information provides the reader with the information necessary to analyze Dice Holdings, Inc. over the recent past.

## Historical Quarterly Statement of Cash Flows and Free Cash Flow Reconciliation

A quarterly statement of cash flows reflecting the results of each quarterly period for calendar year 2006 and 2007 is provided. This information provides the reader with the information necessary to analyze Dice Holdings, Inc. over the recent past.

## Quarterly Supplemental Data and Certain Non-GAAP Reconciliations

On this schedule, the Company provides certain non-GAAP information of each quarterly period for calendar year 2006 and 2007 that we believe is useful to understanding the business operations of the Company. A discussion of the significant sections is below:

## Adjusted Pro Forma Revenues By Segment

Adjusted pro forma revenues by segment reflects historical revenues adjusted for the addition of deferred revenue that was previously written off as part of purchase accounting adjustments related to the Dice Inc. and eFinancialCareers acquisitions. In addition, the Company has made an addition for revenues of eFinancialCareers, as though we owned the business for all periods presented, in order to provide a comparable revenue basis.

Pro Forma Sales and Marketing Expense
Pro forma sales and marketing expense reflects historical sales and marketing expense adjusted for the addition of sales and marketing expenses for eFinancialCareers, as though we owned the business for all periods presented, in order to provide expense analysis comparable to our business operations today.

# DICE HOLDINGS, INC. 

HISTORICAL QUARTERLY STATEMENTS OF OPERATIONS
(Unaudited)
(in thousands)

## Revenues

Operating expenses:
Cost of revenues
Product development
Sales and marketing
General and administrative
Depreciation
Amortization of intangible assets
Impairment of intangible assets
Total operating expenses
Operating income
nterest expense
Interest income
Income from continuing operations before
income taxes and minority interest
Income tax expense (benefit)
ncome from continuing operations
Discontinued operations:
Income (loss) from discontinued operations
Income tax benefit (expense) from
discontinued operations
Minority interest in net loss of subsidiary Income (loss) from discontinued operations, net of tax

Net income

| Quarters |  |  |  |  | $\begin{gathered} \text { Full Year } \\ 2006 \end{gathered}$ | Quarters |  |  |  |  |  |  |  | Full Year 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q1 2006 | Q2 2006 | Q3 2006 | Q4 2006 |  |  | Q1 2007 |  | 22007 |  | Q 2007 |  | 42007 |  |
| \$ | 16,056 | \$19,205 | \$ 21,577 | \$ 26,562 | \$ 83,400 | \$ | 30,389 | \$ | 34,358 | \$ | 38,089 | \$ | 39,514 | \$142,350 |
|  | 1,089 | 1,016 | 1,118 | 1,405 | 4,628 |  | 1,826 |  | 1,946 |  | 2,443 |  | 2,431 | 8,647 |
|  | 425 | 561 | 486 | 887 | 2,359 |  | 980 |  | 982 |  | 1,178 |  | 1,047 | 4,188 |
|  | 7,055 | 7,960 | 8,178 | 10,263 | 33,456 |  | 13,214 |  | 13,797 |  | 13,469 |  | 12,947 | 53,427 |
|  | 2,014 | 2,175 | 2,350 | 3,724 | 10,263 |  | 3,949 |  | 4,410 |  | 5,213 |  | 5,621 | 19,194 |
|  | 325 | 385 | 454 | 535 | 1,699 |  | 619 |  | 702 |  | 827 |  | 823 | 2,971 |
|  | 3,026 | 2,826 | 2,825 | 4,415 | 13,092 |  | 5,228 |  | 4,773 |  | 4,661 |  | 4,389 | 19,051 |
|  | - | - | - | - | - |  | - |  | - |  | - |  | 2,879 | 2,879 |
|  | 13,934 | 14,923 | 15,411 | 21,229 | 65,497 |  | 25,816 |  | 26,610 |  | 27,791 |  | 30,138 | 110,357 |
|  | 2,122 | 4,282 | 6,166 | 5,333 | 17,903 |  | 4,573 |  | 7,748 |  | 10,298 |  | 9,376 | 31,993 |
|  | $(1,331)$ | (931) | (751) | $(1,775)$ | $(4,788)$ |  | $(2,347)$ |  | $(4,293)$ |  | $(3,387)$ |  | $(3,077)$ | $(13,104)$ |
|  | 27 | 29 | 25 | 153 | 234 |  | 74 |  | 82 |  | 371 |  | 520 | 1,047 |
|  | 818 | 3,380 | 5,440 | 3,711 | 13,349 |  | 2,300 |  | 3,536 |  | 7,282 |  | 6,819 | 19,936 |
|  | 262 | 1,327 | 2,119 | 1,402 | 5,110 |  | (907) |  | 1,689 |  | 2,779 |  | 3,131 | 6,692 |
|  | 556 | 2,053 | 3,321 | 2,309 | 8,239 |  | 3,208 |  | 1,847 |  | 4,503 |  | 3,688 | 13,244 |
|  | (368) | (326) | (393) | $(1,680)$ | $(2,767)$ |  | (949) |  | 109 |  | (460) |  | (284) | $(1,584)$ |
|  | 88 | 130 | 156 | 636 | 1,010 |  | 5,619 |  | (463) |  | 154 |  | $(1,329)$ | 3,981 |
|  | 53 | 77 | 68 | 98 | 296 |  | - |  | 121 |  | - |  | (255) | (134) |
|  | (227) | (119) | (169) | (946) | $(1,461)$ |  | 4,670 |  | (233) |  | (306) |  | $(1,868)$ | 2,263 |
| \$ | 329 | \$ 1,934 | \$ 3,152 | \$ 1,363 | \$ 6,778 | \$ | 7,878 | \$ | 1,613 | \$ | 4,197 | \$ | 1,820 | \$ 15,507 |

Note: Results for 2006 and the first three quarters of 2007 have been recast to reflect discontinued operations

## DICE HOLDINGS, INC.

HISTORICAL QUARTERLY ADJUSTED EBITDA RECONCILIATIONS
(Unaudited)
(in thousands)

|  | Quarters |  |  |  |  |  |  | $\begin{gathered} \text { Full Year } \\ 2006 \end{gathered}$ |  | Quarters |  |  |  |  |  |  |  | $\begin{gathered} \text { Full Year } \\ 2007 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Q1 2006 | Q2 2006 |  | 32006 |  | Q4 2006 |  |  |  | Q1 2007 |  | Q2 2007 |  | 32007 |  | 42007 |  |  |
| Reconciliation of Net Income to Adjusted EBITDA: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Discontinued operations |  | 227 | 119 |  | 169 |  | 946 |  | 1,461 |  | $(4,670)$ |  | 233 |  | 306 |  | 1,868 |  | $(2,263)$ |
| Interest income |  | (27) | (29) |  | (25) |  | (153) |  | (234) |  | (74) |  | (82) |  | (371) |  | (520) |  | $(1,047)$ |
| Interest expense |  | 1,331 | 931 |  | 751 |  | 1,775 |  | 4,788 |  | 2,347 |  | 4,293 |  | 3,387 |  | 3,077 |  | 13,104 |
| Income tax expense (benefit) |  | 262 | 1,327 |  | 2,119 |  | 1,402 |  | 5,110 |  | (907) |  | 1,689 |  | 2,779 |  | 3,131 |  | 6,692 |
| Depreciation |  | 325 | 385 |  | 454 |  | 535 |  | 1,699 |  | 619 |  | 702 |  | 827 |  | 823 |  | 2,971 |
| Amortization of intangible assets |  | 3,026 | 2,826 |  | 2,825 |  | 4,415 |  | 13,092 |  | 5,228 |  | 4,773 |  | 4,661 |  | 4,389 |  | 19,051 |
| Impairment of intangible assets |  | - |  |  |  |  |  |  |  |  |  |  | - |  | - |  | 2,879 |  | 2,879 |
| Non-cash stock compensation expense |  | 237 | 242 |  | 245 |  | 743 |  | 1,467 |  | 574 |  | 1,208 |  | 1,138 |  | 1,180 |  | 4,100 |
| Deferred revenue adjustment |  | 1,202 | 650 |  | 189 |  | 926 |  | 2,967 |  | 758 |  | 518 |  | 248 |  | - |  | 1,524 |
| Adjusted EBITDA |  | 6,912 | \$ 8,385 | \$ | 9,879 | \$ | 11,952 | \$ | 37,128 | \$ | 11,752 | \$ | 14,949 | \$ | 17,171 | \$ | 18,646 |  | 62,519 |
| Reconciliation of Operating Cash Flows to Adjusted EBITDA: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net cash provided by operating activities |  | 9,425 | \$10,394 | \$ | 8,399 | \$ | 10,632 | \$ | 38,850 |  | 14,246 | \$ | 13,158 | \$ | 10,859 | \$ | 16,412 |  | 54,675 |
| Interest expense |  | 1,331 | 931 |  | 751 |  | 1,775 |  | 4,788 |  | 2,347 |  | 4,293 |  | 3,387 |  | 3,077 |  | 13,104 |
| Interest income |  | (27) | (29) |  | (25) |  | (153) |  | (234) |  | (74) |  | (82) |  | (371) |  | (520) |  | $(1,047)$ |
| Income tax expense (benefit) |  | 262 | 1,327 |  | 2,119 |  | 1,402 |  | 5,110 |  | (907) |  | 1,689 |  | 2,779 |  | 3,131 |  | 6,692 |
| Deferred income taxes |  | (74) | $(1,037)$ |  | $(1,675)$ |  | (341) |  | $(3,127)$ |  | 7,386 |  | $(4,170)$ |  | $(1,720)$ |  | 1,016 |  | 2,512 |
| Change in accounts receivable |  | 31 | 26 |  | 1,330 |  | 3,330 |  | 4,717 |  | $(1,072)$ |  | (347) |  | 2,839 |  | 2,707 |  | 4,127 |
| Change in deferred revenue |  | $(6,665)$ | $(2,353)$ |  | $(1,407)$ |  | $(5,743)$ |  | $(16,168)$ |  | $(7,706)$ |  | $(1,648)$ |  | 66 |  | $(2,543)$ |  | $(11,831)$ |
| Changes in working capital |  | 1,278 | $(1,563)$ |  | 107 |  | (706) |  | (884) |  | 1,595 |  | 1,488 |  | $(1,019)$ |  | $(6,244)$ |  | $(4,180)$ |
| Adjustments for discontinued operations |  | 149 | 39 |  | 91 |  | 830 |  | 1,109 |  | $(4,821)$ |  | 49 |  | 104 |  | 1,611 |  | $(3,057)$ |
| Deferred revenue adjustment |  | 1,202 | 650 |  | 189 |  | 926 |  | 2,967 |  | 758 |  | 518 |  | 248 |  | - |  | 1,524 |
| Adjusted EBITDA |  | 6,912 | \$ 8,385 | \$ | 9,879 | \$ | 11,952 | \$ | 37,128 |  | 11,752 | \$ | 14,949 | \$ | 17,171 | \$ | 18,647 |  | 62,519 |

Note: Results for 2006 and the first three quarters of 2007 have been recast to reflect discontinued operations.

DICE HOLDINGS, INC.
QUARTERLY STATEMENTS OF CASH FLOWS AND FREE CASH FLOWS
(Unaudited)

| Quarters |  |  |  |  |  |  |  | Full Year 2006 |  | Quarters |  |  |  |  |  |  |  | $\begin{gathered} \text { Full Year } \\ 2007 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1 2006 |  | Q2 2006 |  | Q3 2006 |  | Q4 2006 |  |  |  | Q1 2007 |  | Q2 2007 |  | Q3 2007 |  | Q4 2007 |  |  |  |
| \$ | 329 | \$ | 1,934 | \$ | 3,152 | \$ | 1,363 | \$ | 6,778 | \$ | 7,877 | \$ | 1,613 | \$ | 4,197 | \$ | 1,820 | \$ | 15,507 |
|  | 325 |  | 385 |  | 454 |  | 535 |  | 1,699 |  | 619 |  | 702 |  | 827 |  | 823 |  | 2,971 |
|  | 3,026 |  | 2,826 |  | 2,825 |  | 4,415 |  | 13,092 |  | 5,228 |  | 4,773 |  | 4,661 |  | 4,389 |  | 19,051 |
|  | 74 |  | 1,037 |  | 1,675 |  | 341 |  | 3,127 |  | $(7,386)$ |  | 4,170 |  | 1,720 |  | $(1,016)$ |  | $(2,512)$ |
|  | 78 |  | 80 |  | 78 |  | 116 |  | 352 |  | 151 |  | 185 |  | 202 |  | 257 |  | 795 |
|  | 237 |  | 242 |  | 245 |  | 743 |  | 1,467 |  | 574 |  | 1,208 |  | 1,138 |  | 1,180 |  | 4,100 |
|  | - |  | - |  | - |  | - |  |  |  | - |  | - |  | - |  | 2,879 |  | 2,879 |
|  | (31) |  | (26) |  | $(1,330)$ |  | $(3,330)$ |  | $(4,717)$ |  | 1,072 |  | 347 |  | $(2,839)$ |  | $(2,707)$ |  | $(4,127)$ |
|  | (91) |  | 313 |  | (185) |  | (82) |  | (45) |  | (840) |  | (661) |  | 199 |  | 36 |  | $(1,266)$ |
|  | $(1,032)$ |  | 1,550 |  | (94) |  | (270) |  | 154 |  | $(1,882)$ |  | (198) |  | 1,397 |  | 4,681 |  | 3,998 |
|  | 6,665 |  | 2,353 |  | 1,407 |  | 5,743 |  | 16,168 |  | 7,706 |  | 1,648 |  | (66) |  | 2,543 |  | 11,831 |
|  | (155) |  | (300) |  | 172 |  | 1,058 |  | 775 |  | 1,127 |  | (629) |  | (577) |  | 1,527 |  | 1,448 |
|  | 9,425 |  | 10,394 |  | 8,399 |  | 10,632 |  | 38,850 |  | 14,246 |  | 13,158 |  | 10,859 |  | 16,412 |  | 54,675 |
|  | (782) |  | (706) |  | (573) |  | (588) |  | $(2,649)$ |  | (631) |  | (893) |  | $(1,048)$ |  | (949) |  | $(3,521)$ |
|  | (100) |  |  |  | - |  | (100) |  | (200) |  |  |  | (200) |  | - |  | - |  | (200) |
|  | 99 |  | 98 |  | - |  | 399 |  | 596 |  | - |  | 200 |  | 200 |  | 599 |  | 999 |
|  | - |  | - |  | - |  | $(104,738)$ |  | $(104,738)$ |  | - |  | - |  | - |  | - |  | - |
|  | - |  | - |  | - |  | 41,560 |  | 41,560 |  | - |  | - |  | - |  | - |  |  |
|  | (133) |  | (832) |  | - |  | - |  | (965) |  | - |  | - |  | - |  | - |  | - |
|  | - |  | - |  | - |  | - |  | - |  | (15) |  | (17) |  | - |  | - |  | (32) |
|  | (916) |  | $(1,440)$ |  | (573) |  | (63,467) |  | $(66,396)$ |  | (646) |  | (910) |  | (848) |  | (350) |  | $(2,754)$ |
|  | - |  | - |  |  |  | 77,000 |  | 77,000 |  | 113,000 |  | - |  | - |  | - |  | 113,000 |
|  | $(9,000)$ |  | $(9,000)$ |  | $(9,000)$ |  | $(10,000)$ |  | $(37,000)$ |  | $(11,000)$ |  | $(11,000)$ |  | $(55,300)$ |  | (300) |  | $(77,600)$ |
|  |  |  |  |  |  |  | $(11,180)$ |  | $(11,180)$ |  | $(107,718)$ |  | - |  |  |  | - |  | (107,718) |
|  | - |  | - |  | - |  | - |  | - |  | (180) |  | - |  | - |  | - |  | (180) |
|  | - |  | - |  |  |  | - |  | - |  | $(4,602)$ |  | - |  | - |  |  |  | $(4,602)$ |
|  | - |  | - |  |  |  | (856) |  | (856) |  | $(2,239)$ |  | - |  | (7) |  | (118) |  | $(2,364)$ |
|  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 81,003 |  | - |  | 81,003 |
|  | - |  | - |  | - |  | - |  | - |  | - |  | (456) |  | (981) |  | $(1,447)$ |  | $(2,884)$ |
|  | - |  | - |  | - |  |  |  | - |  | - |  | - |  | 89 |  | 265 |  | 354 |
|  | - |  | - |  | - |  | - |  | - |  | - |  | (175) |  | - |  | - |  | (175) |
|  | $(9,000)$ |  | $(9,000)$ |  | $(9,000)$ |  | 54,964 |  | 27,964 |  | $(12,739)$ |  | $(11,631)$ |  | 24,804 |  | $(1,600)$ |  | $(1,166)$ |
|  | 53 |  | 698 |  | 319 |  | 932 |  | 2,002 |  | 718 |  | (338) |  | 203 |  | 394 |  | 977 |
|  | (6) |  | (76) |  | (4) |  | (65) |  | (151) |  | (6) |  | $\stackrel{-}{-}$ |  | - |  | $-$ |  | (6) |
|  | 47 |  | 622 |  | 315 |  | 867 |  | 1,851 |  | 712 |  | (338) |  | 203 |  | 394 |  | 971 |
|  | - |  | - |  | - |  | 91 |  | 91 |  | 20 |  | 105 |  | 29 |  | (39) |  | 115 |
|  | (444) |  | 576 |  | (859) |  | 3,087 |  | 2,360 |  | 1,593 |  | 384 |  | 35,047 |  | 14,817 |  | 51,841 |
|  | 3,324 |  | 2,880 |  | 3,456 |  | 2,597 |  | 3,324 |  | 5,684 |  | 7,277 |  | 7,661 |  | 42,708 |  | 5,684 |
| \$ | 2,880 | \$ | 3,456 | \$ | 2,597 | \$ | 5,684 | \$ | 5,684 | \$ | 7,277 | \$ | 7,661 | \$ | 42,708 | \$ | 57,525 | \$ | $\stackrel{\text { 57,525 }}{ }$ |
| \$ | $\begin{gathered} 9,425 \\ (782) \\ \hline \end{gathered}$ | \$ | $\begin{array}{r} 10,394 \\ (706) \end{array}$ | \$ | $\begin{gathered} 8,399 \\ (573) \\ \hline \end{gathered}$ | \$ | $\begin{array}{r} 10,632 \\ (588) \\ \hline \end{array}$ | \$ | $\begin{aligned} & 38,850 \\ & (2,649) \end{aligned}$ | \$ | $\begin{gathered} 14,246 \\ (631) \end{gathered}$ | \$ | $\begin{array}{r} 13,158 \\ (893) \\ \hline \end{array}$ | \$ | $\begin{aligned} & 10,859 \\ & (1,048) \end{aligned}$ | \$ | $\begin{gathered} 16,412 \\ (949) \\ \hline \end{gathered}$ | \$ | $\begin{aligned} & 54,675 \\ & (3,521) \end{aligned}$ |
| \$ | 8,643 | \$ | 9,688 | \$ | 7,826 | \$ | 10,044 | \$ | 36,201 | \$ | 13,615 | \$ | 12,265 | \$ | 9,811 | \$ | 15,463 | \$ | 51,154 | Net income

- 

Adjustments to reconcile net income to net cash provided by operating
activities of continuing operations
Depreciation

## Amortization

Deferred income taxes
Amortization of deferred financing costs
Share based compensation
Impairment of intangible ass
Changes in operating assets and liabilities:
Accounts receivable
Prepaid expenses and other assets
Accounts payable and accrued expenses
Deferred revenue
Oner, net
Net cash provided by operating activities of continuing operations
Cash flows used for investing activities:
Purchases of fixed assets
securities
Maturities and sales of marketable securitie
Acquisition of eFinancial Group Limited
Proceeds from the sale of eFinancialNews Limited
Amounts paid under Targeted Job Fairs acquisition agreement
Other, net Other, net
Net cash used for investing activities of continuing operations
Cash flows provided by (used for) financing activities of continuing operations
Proceeds from long-term debt
Payments on long-term debt
Dividends paid on convertible preferred stock
Dividends paid on common stock
Payments to holders of vested stock options in lieu of dividends
Financing costs paid
Proceeds from initial public offering
Payment of costs related to initial public offering
Proceeds from stock option exercises
Other
Net cash provided by (used for) financing activities of continuing operations
Net cash provided by (used for) operating activities of discontinued
operations
et cash used for investing activities of discontinued operations
Net cash provided by (used for) discontinued operations
Effect of exchange rate changes
Net change in cash and cash equivalents for the period
Cash and cash equivalents, beginning of period
Cash and cash equivalents, end of period
Free cash flow:
Net cash
Net cash provided by operating activities
Less: Capital expenditures

Free cash flow \begin{tabular}{llllllll}
\& 8,643 \& $\$$ \& 9,688 \& $\$$ \& 7,826 \& $\$$ \& 10,044 <br>
\hline

 

$\$ \quad 36,201$ <br>
\hline
\end{tabular}

Note: Results for 2006 and the first three quarters of 2007 have been recast to reflect discontinued operations.

## DICE HOLDINGS, INC.

NON-GAAP RECONCILIATIONS AND QUARTERLY SUPPLEMENTAL DATA
(Unaudited)
(dollars in thousands except per customer data)

## Reconciliation of GAAP Reported Revenue by Segment to

Adjusted Pro Forma Revenue by Segment
DCS Online:
Reported Actual
Deferred Revenue Adjustment (1)
DCS Online
eFinancialCareers:
Reported Actual
eFinancialCareers Pro Forma Adjustment
Deferred Revenue Adjustment (1)
eFinancialCareers
Other:
Reported Actual
eFinancialCareers Pro Forma Adjustment
Deferred Revenue Adjustment (1)
Other

| Quarters |  |  |  |  |  |  | $\begin{gathered} \text { Full Year } \\ 2006 \\ \hline \end{gathered}$ |  | Quarters |  |  |  |  |  |  |  | Full Year 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1 2006 |  | Q2 2006 |  | Q3 2006 |  | Q42006 |  |  |  | 12007 |  | Q22007 |  | Q3 2007 |  | Q 2007 |  |  |
| \$ 15,441 | \$ | 18,513 | \$ | 20,818 | \$ | 22,513 | \$ | 77,285 | \$ | 23,350 | \$ | 25,234 | \$ | 26,557 | \$ | 27,074 | \$ | 102,215 |
| 1,202 |  | 650 |  | 189 |  | 8 |  | 2,049 |  | - |  | - |  | - |  | - |  | - |
| 16,643 |  | 19,163 |  | 21,007 |  | 22,521 |  | 79,334 |  | 23,350 |  | 25,234 |  | 26,557 |  | 27,074 |  | 102,215 |
| - |  | - |  | - |  | 2,924 |  | 2,924 |  | 5,145 |  | 6,497 |  | 8,349 |  | 9,667 |  | 29,658 |
| 3,307 |  | 4,008 |  | 4,687 |  | 1,583 |  | 13,585 |  | - |  | - |  | - |  | - |  | - |
| - |  | - |  | - |  | 412 |  | 412 |  | 379 |  | 301 |  | 147 |  | - |  | 827 |
| 3,307 |  | 4,008 |  | 4,687 |  | 4,919 |  | 16,921 |  | 5,524 |  | 6,798 |  | 8,496 |  | 9,667 |  | 30,485 |
| 616 |  | 692 |  | 759 |  | 1,125 |  | 3,191 |  | 1,894 |  | 2,628 |  | 3,183 |  | 2,773 |  | 10,478 |
| 1,234 |  | 1,358 |  | 1,347 |  | 492 |  | 4,431 |  | - |  | - |  | - |  | - |  | - |
| - |  | - |  | - |  | 506 |  | 506 |  | 379 |  | 217 |  | 101 |  | - |  | 697 |
| 1,850 |  | 2,050 |  | 2,106 |  | 2,123 |  | 8,128 |  | 2,273 |  | 2,845 |  | 3,284 |  | 2,773 |  | 11,175 |
| \$ 16,057 | \$ | 19,205 | \$ | 21,577 | \$ | 26,562 | \$ | 83,400 | \$ | 30,389 | \$ | 34,358 | \$ | 38,089 | \$ | 39,514 | \$ | 142,350 |
| 4,541 |  | 5,366 |  | 6,034 |  | 2,075 |  | 18,016 |  | - |  | - |  | - |  | - |  | - |
| 20,598 |  | 24,571 |  | 27,611 |  | 28,637 |  | 101,416 |  | 30,389 |  | 34,358 |  | 38,089 |  | 39,514 |  | 142,350 |
| 1,202 |  | 650 |  | 189 |  | 926 |  | 2,967 |  | 758 |  | 518 |  | 248 |  | - |  | 1,524 |
| \$ 21,800 | \$ | 25,221 | \$ | 27,800 | \$ | 29,563 | \$ | 104,383 | \$ | 31,147 | \$ | 34,876 | \$ | 38,337 | \$ | 39,514 | \$ | 143,874 |
| 76.3\% |  | 76.0\% |  | 75.6\% |  | 76.2\% |  | 76.0\% |  | 75.0\% |  | 72.4\% |  | 69.3\% |  | 68.5\% |  | 71.0\% |
| 15.2\% |  | 15.9\% |  | 16.9\% |  | 16.6\% |  | 16.2\% |  | 17.7\% |  | 19.5\% |  | 22.2\% |  | 24.5\% |  | 21.2\% |
| 8.5\% |  | 8.1\% |  | 7.5\% |  | 7.2\% |  | 7.8\% |  | 7.3\% |  | 8.1\% |  | 8.5\% |  | 7.0\% |  | 7.8\% |
| 100.0\% |  | 100.0\% |  | 100.0\% |  | $\underline{\text { 100.0\% }}$ |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |  | 100.0\% |

## Segment Definitions:

DCS Online: Dice.com and ClearanceJobs.com
eFinancialCareers: eFinancialCareers worldwide, excluding the US
Other: Targeted Job Fairs, eFinancialCareers (US), JobsintheMoney.com
(1) Deferred revenue adjustments are related to deferred revenue written off in application of purchase
accounting. See discussion at "Supplemental Information and Non-GAAP Reconciliations".
(2) Reflects simple average of three months in each quarterly period.

Note: Results for 2006 and the first three quarters of 2007 have been recast to reflect discontinued operations.

## DICE HOLDINGS, INC.

NON-GAAP RECONCILIATIONS AND QUARTERLY SUPPLEMENTAL DATA (continued)
(Unaudited)
(dollars in thousands except per customer data)

## Sales and Marketing Expens

Reported Actual
eFinancialCareers Pro Forma Adjustment
Total Pro Forma Sales and Marketing Expense
Actual Sales and Marketing Expense as a
Percentage of Actual Revenue
Pro Forma Sales and Marketing Expense as a Percentage of Pro Forma Adjusted Revenue

## Reconciliation of Adjusted EBITDA

to Pro Forma Adjusted EBITDA
Adjusted EBITDA
eFinancialCareers Pro Forma Adjustmen Pro Forma Adjusted EBITDA
Pro Forma Adjusted EBITDA Margin
Dice.com Recruitment Package Customers (end of period)

| Quarters |  |  |  |  |  |  |  | $\begin{gathered} \text { Full Year } \\ 2006 \end{gathered}$ |  | Quarters |  |  |  |  |  |  |  | $\begin{gathered} \text { Full Year } \\ 2007 \\ \hline \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1 2006 |  | Q2 2006 |  | Q3 2006 |  | Q4 2006 |  |  |  | Q1 2007 |  | Q2 2007 |  | Q3 2007 |  | Q4 2007 |  |  |  |
| \$ | 7,055 | \$ | 7,960 | \$ | 8,178 | \$ | 10,263 | \$ | 33,456 | \$ | 13,214 | \$ | 13,797 | \$ | 13,469 | \$ | 12,947 | \$ | 53,427 |
|  | 1,933 |  | 2,352 |  | 2,885 |  | 949 |  | 8,119 |  | - |  | - |  | - |  | - |  | - |
| \$ | 8,988 | \$ | 10,312 | \$ | 11,063 | \$ | 11,212 | \$ | 41,575 | \$ | 13,214 | \$ | 13,797 | \$ | 13,469 | \$ | 12,947 | \$ | 53,427 |
|  | 43.9\% |  | 41.4\% |  | 37.9\% |  | 38.6\% |  | 40.1\% |  | 43.5\% |  | 40.2\% |  | 35.4\% |  | 32.8\% |  | 37.5\% |
|  | 41.2\% |  | 40.9\% |  | 39.8\% |  | 37.9\% |  | 39.8\% |  | 42.4\% |  | 39.6\% |  | 35.1\% |  | 32.8\% |  | 37.1\% |
| \$ | 6,912 | \$ | 8,385 | \$ | 9,879 | \$ | 11,952 | \$ | 37,128 | \$ | 11,752 | \$ | 14,949 | \$ | 17,171 | \$ | 18,646 | \$ | 62,519 |
|  | 844 |  | 401 |  | 584 |  | $(1,210)$ |  | 619 |  | - |  | - |  | - |  | - |  | - |
| \$ | 7,756 | \$ | 8,786 | \$ | 10,463 | \$ | 10,742 | \$ | 37,747 | \$ | 11,752 | \$ | 14,949 | \$ | 17,171 | \$ | 18,646 | \$ | $\underline{62,519}$ |
|  | 35.6\% |  | 34.8\% |  | 37.6\% |  | 36.3\% |  | 36.2\% |  | 37.7\% |  | 42.9\% |  | 44.8\% |  | 47.2\% |  | 43.5\% |
|  | 6,800 |  | 7,300 |  | 7,600 |  | 7,600 |  | n.a. |  | 8,500 |  | 8,800 |  | 9,000 |  | 8,700 |  | n.a. |
| \$ | 753 | \$ | 772 | \$ | 795 | \$ | 813 |  | n.a. | \$ | 826 | \$ | 830 | \$ | 839 | \$ | 852 |  | n.a. |
| \$ | 23,559 | \$ | 25,899 | \$ | 27,298 | \$ | 34,383 |  | n.a. | \$ | 42,114 | \$ | 43,854 | \$ | 43,871 | \$ | 46,230 |  | n.a. |

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