



First Quarter 2021
Supplementary
Information

May 10, 2021



## FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements that involve a number of risks and uncertainties. These forward-looking statements include all statements that are not historical fact, including statements that relate to, among other things, future events or our future performance or financial condition. These statements may be identified by words such as "anticipate," "intend," "expect," "may," "could," "should," "would," "plan," "estimate," "seek," "believe," "potential" or "continue" or the negative of these terms and comparable terminology. Such statements are based on expectations as to the future and are not statements of historical fact. Furthermore, forwardlooking statements are not guarantees of future performance and involve a number of assumptions, risks and uncertainties that could cause actual results to differ materially. Important factors that could cause actual results to differ materially from those suggested by the forward-looking statements include, but are not limited to, the risks discussed in Item 1A of Part I "Risk Factors" in our Form 10-K filing with the Securities and Exchange Commission, as the same may be updated from time to time in our Form 10-Q filings. We caution you not to place undue reliance on these forward-looking statements which reflect our view only as of the date of this presentation. We are under no obligation (and expressly disclaim any obligation) to update or alter any forward-looking statements contained herein to reflect any change in our expectations with regard thereto or change in events, conditions or circumstances on which any such statement is based. The risks and uncertainties to which forward-looking statements are subject include, but are not limited to, risks related to the COVID-19 pandemic, customer concentration, the timing of the anticipated

increase in default related referrals following the expiration of foreclosure and eviction moratoriums and forbearance programs, the timing of the expiration of such moratoriums and programs, and any other delays occasioned by government, investor or servicer actions, the use and success of our products and services, our ability to retain existing customers and attract new customers and the potential for expansion or changes in our customer relationships, technology disruptions, our compliance with applicable data requirements, our use of third party vendors and contractors, our ability to effectively manage potential conflicts of interest, macro-economic and industry specific conditions, our ability to effectively manage our regulatory and contractual obligations, the adequacy of our financial resources, including our sources of liquidity and ability to repay borrowings and comply with our Credit Agreement, including the financial and other covenants contained therein, as well as Altisource's ability to retain key executives or employees, behavior of customers, suppliers and/or competitors, technological developments, governmental regulations, taxes and policies.

The financial projections and scenarios contained in this presentation are expressly qualified as forward-looking statements and, as with other forward-looking statements, should not be unduly relied upon.



Adjusted Operating Income (Loss), Pretax Loss Attributable to Altisource, Adjusted Pretax Income (Loss) Attributable to Altisource, Adjusted Net Income (Loss) Attributable to Altisource, Adjusted Earnings (Loss) Per Share – Diluted, Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA"), Adjusted EBITDA, and Net Debt, which are presented elsewhere in the presentation, are non-GAAP measures used by management, existing shareholders, potential shareholders and other users of our financial information to measure Altisource's performance and do not purport to be alternatives to Loss from operations, Loss before income taxes and non-controlling interests, net Loss attributable to Altisource, diluted Loss per share, and long-term debt, including current portion, as measures of financial performance. We believe these measures are useful to management, existing shareholders, potential shareholders and other users of our financial information in evaluating operating profitability and cash flow generation more on a basis of continuing cost and cash flows as they exclude amortization expense related to acquisitions that occurred in prior periods and non-cash share-based compensation, as well as the effect of more significant non-operational items from earnings, cash flows from operating activities and long-term debt, net of cash on-hand. We believe these measures are useful in evaluating the effectiveness of our operations and

underlying business trends in a manner that is consistent with management's evaluation of business performance. Furthermore, we believe the exclusion of more significant non-operational items enables comparability to prior period performance and trend analysis.

It is management's intent to provide non-GAAP financial information to enhance the understanding of Altisource's GAAP financial information, and it should be considered by the reader in addition to, but not instead of, the financial statements prepared in accordance with GAAP. Each non-GAAP financial measure is presented along with the corresponding GAAP measure so as not to imply that more emphasis should be placed on the non-GAAP measure. The non-GAAP financial information presented may be determined or calculated differently by other companies. The non-GAAP financial information presented should not be unduly relied upon.

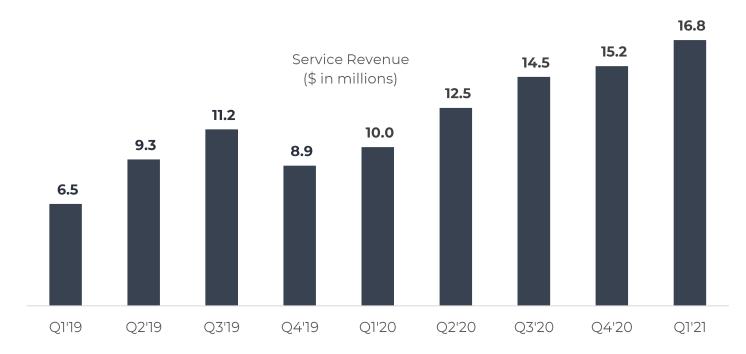
These non-GAAP measures are presented as supplemental information and reconciled to the appropriate GAAP measures in the Appendix.



### GROWING ORIGINATION REVENUE BASE

We are developing an attractive and growing customer base and launching new offerings for our origination solutions

First Quarter 2021 service revenue from our origination business was 68% higher compared to First Quarter 2020 and was 161% higher compared to First Quarter 2019



<sup>&</sup>lt;sup>1</sup>Excludes revenue from businesses we sold, discontinued, or exited in 2019



### ABOUT LENDERS ONE

Lenders One is the for-profit management company and service provider to a 226 member<sup>1</sup> mortgage cooperative that collectively originated ~16% of all U.S. residential mortgages<sup>2</sup>



# We represent a major portion of the market

If you aggregate all the members' origination production, Lenders One would be the largest residential mortgage lender in the U.S. and roughly the same size as the top 3 lenders combined<sup>3</sup>



# We are just getting started

We grew revenue by 46% in 2020 and are forecasting to grow revenue by approximately 40% to 50% in 2021



# We have a massive growth opportunity

The Lenders One members represent an estimated target market of \$5.7 billion of which we currently capture approximately 1%<sup>4</sup>

Our objective is to offer solutions that help Lenders One members compete against larger, better capitalized companies and accelerate our growth by growing membership, increasing member adoption rate of existing offerings and launching new offerings

<sup>&</sup>lt;sup>1</sup> As of March 29, 2021

<sup>&</sup>lt;sup>2</sup> Estimation based on 2019 HMDA data (2020 summary HMDA data not yet available)

<sup>&</sup>lt;sup>3</sup> Top 3 lenders based on total origination volume (in dollars) are Quicken Loans, United Wholesale Mortgage and Wells Fargo. Source: HousingWire, "Here are the top 15 mortgage lenders of 2020"

<sup>&</sup>lt;sup>4</sup> Target market is based on 247 Lenders One members (2021 end of the year forecast) and forecasted 2021 origination volumes. Altisource capture rate is based on 2021 revenue forecast. This excludes revenue from customers other than Lenders One members

<sup>&</sup>lt;sup>5</sup> Excludes other non-default related businesses



### LENDERS ONE BUSINESS MODEL

Leverage the buying power of the cooperative to improve member profitability and generate revenue for Lenders One primarily through four programs

### Preferred Provider

Participate in member savings from preferred product providers ("Preferred vendors") and better member execution from capital market providers ("preferred investors")

2

### Reseller

Resell products to the members

- eCLOSING
- L FLOOD
- **U** VERIFICATIONS

Performance Based Equity

Obtain
performancebased equity
warrants in
providers that
offer products to
the members

**Direct Provider** 

Direct provider of products to the members













### MASSIVE GROWTH OPPORTUNITY

There is a massive compounding potential growth opportunity from the network effect and improving unit economics to the members and Lenders One

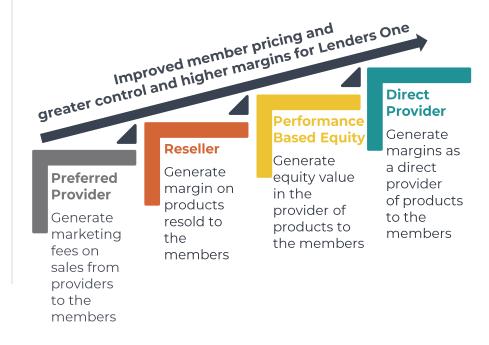
#### **Network Effect**

More members provide greater scale, greater scale improves member profitability, and stronger member profitability increases capture rate which, in turn, attracts more members



#### Improving unit economics

Better pricing to members and margins to Lenders One as we evolve from a preferred provider model to a reseller and/or direct provider for certain offerings





### DEFAULT BUSINESS

- On May 5, 2021, entered into an agreement with Ocwen Financial Corporation (together with its subsidiaries, "Ocwen") extending the term of our services agreements from August 2025 through August 2030 and providing the opportunity to expand the scope of the solutions we deliver to, among other things, include field services, first and second chance foreclosure auctions, and title services on Ocwen's Federal Housing Administration ("F.H.A."), Veterans Affairs ("V.A.") and United States Department of Agriculture ("U.S.D.A.") loans, and establishing a framework to expand foreclosure trustee solutions to additional states
- Our first quarter 2021 financial performance was negatively impacted by:
  - Temporary servicer and government COVID-19 related measures (i.e., foreclosure and eviction moratoriums and borrower forbearance plans), partially offset by growth in our origination business
  - The 2020 direction from one of Ocwen's MSR investors to transition field services, title and valuation referrals to that investor's captive vendors
- Foreclosure starts and active foreclosure inventory at record lows in February 2021, as extended foreclosure moratoriums continue to suppress default activity
- Average seriously delinquent loans in the first quarter of 2021 was 4.1% compared to 1.2% in the first quarter of 2020<sup>1</sup>

<sup>1</sup> Source: Mortgage Monitor reports published by Black Knight (March 2021 and December 2020)



# MEDIUM TO LONG TERM PROSPECTS FOR THE DEFAULT BUSINESS ARE STRONG

	Impacte	d by Pandemic	Potential Stabili	zed Environment
\$ millions	2020 <sup>1</sup>	Midpoint of 2021 Scenarios	Pre-pandemic delinquency rates <sup>2</sup>	December 2020 delinquency rates <sup>3</sup>
Service Revenue:				
Ocwen / NRZ <sup>4</sup> continuing	\$ 161.4	\$ 79.4	\$ 198.5	\$ 248.5
All other customers	31.4	30.9	44.3	148.1
Subtotal	192.8	110.3	242.8	396.6
Service revenue related to transitioned field services, title and valuation	88.3	-	-	-
Total Service Revenue	\$ 281.1	\$ 110.3	\$ 242.8	\$396.6
Change from 2021 Midpoint			120%	260%

<sup>&</sup>lt;sup>1</sup> 2020 service revenue includes one quarter of pre-pandemic results and three quarters of pandemic-impacted results; 2020 service revenue also benefited from sales of pre-pandemic REO inventory throughout the year. As a significant portion of REO inventory was sold in 2020 and REO inflows remain constrained, we anticipate that REO sales in 2021 will be lower than 2020

- Ocwen / NRZ portfolios average 30+ day delinquency rate of 16.9% for non-GSE loans and 3.0% for GSE and FHA loans
- All other customers average 90+ day delinquency rate of 1.3%

- Ocwen / NRZ portfolios 30+ day delinquency rate of 21.2% for non-GSE loans and 7.6% for GSE and FHA loans
- All other customers 90+ day delinquency rate of 4.4%

<sup>&</sup>lt;sup>2</sup> The pre-pandemic delinquency rates used above are as follows:

<sup>&</sup>lt;sup>3</sup>The December 2020 delinquency rates used above are as follows:

<sup>&</sup>lt;sup>4</sup> New Residential Investment Corporation ("NRZ")



### SINGLE FAMILY REAL ESTATE INVESTOR MARKET

There are an estimated one million single family investor homes sold per year representing a much larger market than approximately 140 thousand<sup>2</sup> foreclosures that became REO in 2019

We are leveraging our default offerings to support our Signature Buyer and Signature Seller<sup>3</sup> programs for the single family real estate investor market

## **Programs** Acquire Signature Buyer and Signature Seller Sell Manage

## Offerings



(RENTAL DATA SOLUTIONS)



(VALUATIONS SERVICES)





(CONSTRUCTION RISK

MANAGEMENT)









<sup>&</sup>lt;sup>1</sup>Source: RentRange data and other internal estimates

<sup>&</sup>lt;sup>2</sup>Source: ATTOM Data Solutions

<sup>&</sup>lt;sup>3</sup>This program is also available to homeowners and their real estate agents



## FIRST QUARTER 2021 FINANCIAL RESULTS

\$ millions (except per share amounts)	Q1 2021	Q1 2020	Vs. Q1 2020	Q4 2020	Vs. Q4 2020
Revenue	\$50.5	\$121.4	-58%	\$60.0	-16%
Service Revenue	48.1	113.2	-58%	57.7	-17%
Loss from Operations	(18.6)	(4.2)	347%	(15.6)	19%
Adjusted Operating (Loss) Income <sup>1</sup>	(10.2)	8.5	-220%	(10.1)	1%
Pretax Loss attributable to Altisource <sup>1</sup>	(21.2)	(9.2)	129%	(3.9)	443%
Adjusted Pretax (Loss) Income attributable to Altisource <sup>1</sup>	(13.1)	4.4	-395%	(15.0)	-13%
Adjusted EBITDA <sup>1</sup>	(8.5)	13.2	-165%	(7.3)	17%
Net Loss attributable to Altisource	(22.0)	(11.7)	89%	(7.2)	205%
Adjusted Net (Loss) Income attributable to Altisource <sup>1</sup>	(14.3)	2.7	n/m	(17.2)	17%
Loss Per Share – Diluted	(1.40)	(0.75)	86%	(0.46)	204%
Adjusted (Loss) Earnings Per Share – Diluted <sup>1</sup>	(0.91)	0.17	n/m	(1.10)	17%

<sup>&</sup>lt;sup>1</sup>This is a non-GAAP measure defined and reconciled in the Appendix



# APPENDIX

FIRST QUARTER 2021 HIGHLIGHTS OPERATING METRICS NON-GAAP MEASURES INVESTOR RELATIONS INFORMATION

12

16

19

**27** 

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11



## FIRST QUARTER 2021 HIGHLIGHTS

- Service revenue from our origination business grew by 68% in the first quarter of 2021 to \$16.8 million compared to the first quarter of 2020; the origination business has a diversified customer base with no single customer representing more than 11% of service revenue in the first quarter of 2021
- Service revenue from customers other than Ocwen, NRZ and Front Yard Residential Corporation ("RESI") grew by 12% in the first quarter of 2021 compared to the first quarter of 2020; this reflects the 68% growth from our origination business, partially offset by the negative impact of COVID-19 on our default business
- On May 5, 2021, entered into an agreement with Ocwen extending the term of our services agreements from August 2025 through August 2030 and providing the opportunity to expand the scope of the solutions we deliver to, among other things, include field services, first and second chance foreclosure auctions, and title services on Ocwen's F.H.A., V.A. and U.S.D.A. loans, and establishing a framework to expand foreclosure trustee solutions to additional states



## FIRST QUARTER 2021 HIGHLIGHTS

- Our first quarter 2021 financial performance was negatively impacted by:
  - Temporary servicer and government COVID-19 related foreclosure and eviction moratoriums and borrower forbearance plans, partially offset by growth in our origination business
  - The 2020 direction from one of Ocwen's MSR investors to transition field services, title and valuation referrals to that investor's captive vendors
- To address lower revenue in the default business, the Company aggressively reduced cash costs and simplified the organization; we anticipate that 2021 cash operating costs (excluding outside fees and services) should be more than \$20 million lower than the first quarter annualized costs



## PROGRESS WITH SELECT<sup>2</sup> CUSTOMER WINS

Notified of win	Customer description <sup>1</sup>	Service	Agreements executed	Agreements in negotiation	Anticipated "Go Live" Date	Began receiving referrals in	Est. Stabilized revenue opportunity <sup>2</sup>
Q4'18	Top 25 Servicer	Field Services	٧			Q2'20	Large
Q4'19	Servicer	Hubzu Foreclosure Auctions Hubzu REO Auctions	٧			Q2' 20	Medium
Q1'20	Lender	Title (construction)	٧			Q1' 20	Medium
Q1'20	Lender	Trelix processing, underwiting, closing	٧			Q1' 20	Medium
Q1'20	Channel Partner	Title (default)	٧			Q1' 20	Medium
Q1'20	Top 25 Servicer	Hubzu Foreclosure Auctions Hubzu REO Auctions	٧		Q2' 21		Medium
Q1'20	Servicer	Hubzu Foreclosure Auctions Field Services		٧	Q3' 21		Medium
Q1'20	Channel Partner	Verification Services	٧			Q3' 20	Large
Q2'20	Top 10 Servicer	Call Center Services	٧			Q3' 20	Medium
Q2'20	Originator	Trelix - Underwriting	٧		Q3' 21		Large
Q2'20	Channel Partner	Castleline	٧		Q2' 21		Large
Q4'20	Originator	Trelix		V	Q2'21		Medium
Q4'20	Investor	SFR Services (multiple)	٧			Q4' 20	Medium
Q1 '21 WI	NS						
Q1'21	Originator	Trelix - Underwriting	٧			Q1' 21	Medium
Q1'21	Investor	SFR Services (multiple)		٧	Q2' 21		Medium

<sup>&</sup>lt;sup>1</sup> Servicer size based on information from Inside Mortgage Finance

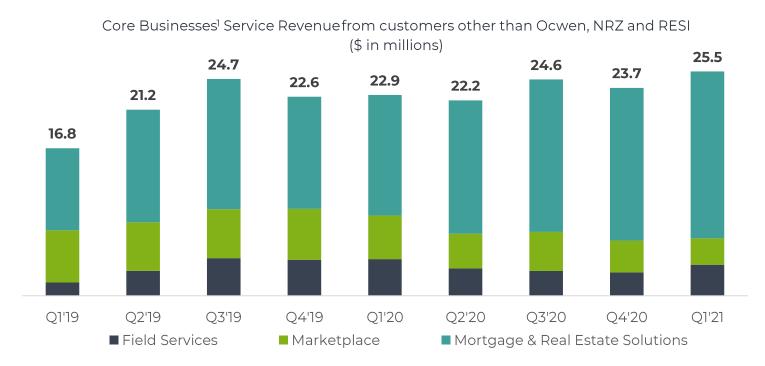
List excludes Wins with estimated stabilized annual revenue opportunities of less than \$1 million. Categories are as follows:
 Large: Estimated stabilized annual revenue opportunity of \$5 million - \$25 million
 Medium: Estimated stabilized annual revenue opportunity of \$1 million - \$4.9 million



### DIVERSIFYING AND GROWING REVENUE BASE

We are winning business and developing an attractive and growing customer base for our default and origination solutions

First Quarter 2021 service revenue from customers other than Ocwen, NRZ, and RESI was 12% higher compared to First Quarter 2020, driven by 68% growth from our origination business, partially offset by the negative impact of COVID-19 on our other businesses



<sup>&</sup>lt;sup>1</sup>Core Businesses are Field Services, Marketplace and Mortgage and Real Estate Solutions



### OPERATING METRICS

	O O	1'19	G	2'19	C	3'19	G	Q4 <b>'</b> 19	ဂ	1'20	ဂ	2'20	ဂ	3'20	ဂ	4'20	ဂ	1'21
Ocwen Serviced Portfolio¹:	_	1 10	_	10	ď	.0 10		(T 10	~	1 20	٠.			0 20	_	T		
Default Related Services excluding mortgage charge-off:																		
Service revenue <sup>2</sup> per delinquent loan <sup>3</sup> per quarter																		
Non-GSE	\$	816	\$	735	\$	723	\$	786	\$	668	\$	359	\$	366	\$	235	\$	157
GSE <sup>4</sup>	\$	36	\$	58	\$	99	\$	82	\$	65	\$	14	\$	15	\$	21	\$	23
Average number of delinquent loans serviced by																		
Ocwen <sup>5,6</sup>																		
Non-GSE (in thousands)		139		136		137		133		129		185		161		138		135
GSE (in thousands)		19		19		20		19		20		49		44		28		24
Average delinquency rate of loans serviced by Ocwen <sup>6</sup>																		
Non-GSE		16.1%		16.6%		17.6%		17.6%		17.5%	2	25.8%	:	23.3%	:	20.8%	:	21.0%
GSE		3.0%		3.0%		3.1%		3.0%		3.3%		7.9%		7.7%		7.7%		6.3%
Provisional loan count serviced by Ocwen as of the end of the period <sup>6</sup>																		
Non-GSE (in thousands)		854		801		775		751		731		711		681		655		633
GSE (in thousands)		636		624		635		620		615		617		480		365		381
Servicer Technologies and IT Infrastructure Services:																		
Service revenue per loan per quarter		\$6		\$5		\$2		\$0		\$1		\$0		\$0		\$0		\$0
Average number of loans serviced by Ocwen (in thousands) <sup>5,6</sup>		1,502		1,445		1,425		1,384		1,352		1,337		1,259		1,021		1,026

<sup>&</sup>lt;sup>1</sup>Includes the MSRs acquired (or to be acquired) by NRZ from Ocwen

<sup>&</sup>lt;sup>2</sup> Includes service revenue related to the portfolios serviced or subserviced by Ocwen when a party other than Ocwen/NRZ selects Altisource as a service provider. Service revenue generated from certain services is not recorded separately for non-GSE and GSE loans. For these services, service revenue has been allocated between non-GSE and GSE loans based on estimates

<sup>&</sup>lt;sup>3</sup> Delinquent loans include loans that are delinquent for more than 30 days including loans in bankruptcy, foreclosure and REO

<sup>&</sup>lt;sup>4</sup> Throughout this presentation, GSE loans also include Government National Mortgage Association (Ginnie Mae)

<sup>&</sup>lt;sup>5</sup> Average loans serviced for Q1'21 is provisional and subject to change

<sup>&</sup>lt;sup>6</sup> Amounts presented herein for Q1'19 through Q1'21 are based on all loans serviced by Ocwen, regardless of the servicing system, and include loans from Ocwen's acquisition of PHH; information contained herein is based upon information reported to us by Ocwen. Delinquency rates include loans in forbearance programs



### OPERATING METRICS

	Q1 <b>'</b> 19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21
Hubzu:									
Service revenue (in millions) <sup>1,2</sup>	\$ 32.2	\$ 28.1	\$ 22.2	\$ 27.8	\$ 23.1	\$ 14.5	\$ 21.4	\$ 12.2	\$ 7.4
Number of homes sold on Hubzu:									
Ocwen serviced portfolios <sup>3</sup>	3,279	2,700	2,081	2,585	2,107	1,465	1,709	860	570
Front Yard Residential	90	52	30	23	6	3	3	2	-
All other <sup>4</sup>	444	413	584	530	575	447	464	327	227
Total	3,813	3,165	2,695	3,138	2,688	1,915	2,176	1,189	797

<sup>&</sup>lt;sup>1</sup> Revenue from Ocwen/NRZ homes sold on Hubzu is also reflected in service revenue per delinquent loan per quarter reported in the previous slide

<sup>&</sup>lt;sup>2</sup> Includes brokerage and fees generated from the sale of homes under the Company's buy-renovate-lease-sell program ("BRS") (program ended in June 2019, brokerage and fees generated are included in Q1'19 through Q2'19 service revenue)

<sup>&</sup>lt;sup>3</sup> Includes the portfolios acquired (or to be acquired) by NRZ from Ocwen

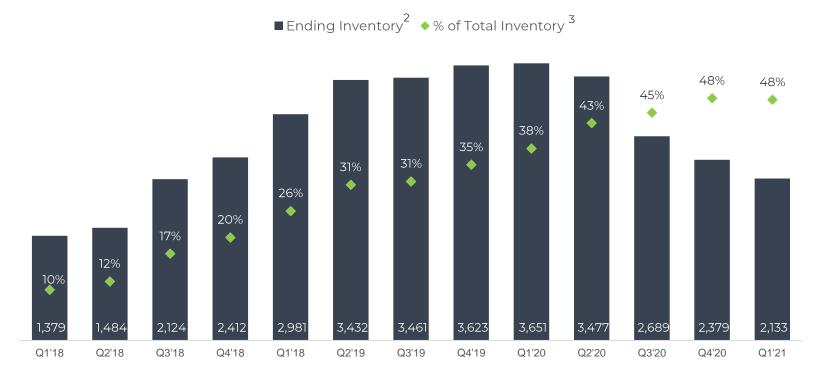
<sup>&</sup>lt;sup>4</sup> Includes homes sold under the Company's BRS program only when those homes are sold through Hubzu (program ended in June 2019, homes sold are included in Q1'19 through Q2'19; the second quarter 2019 bulk sale of BRS homes is not included herein)



### HUBZU<sup>1</sup> INVENTORY

Hubzu inventory from customers other than Ocwen, NRZ and RESI has grown 55% since March 31, 2018 and represents 48% of total Hubzu inventory as of March 31, 2021

Q2'20 through Q1'21 inventory has declined primarily from the sale of homes in inventory and lower referral volume due to the foreclosure moratoriums and forbearance programs



<sup>&</sup>lt;sup>1</sup> Hubzu is a collection of businesses that includes asset management, real estate brokerage, auction and Hubzu.com

<sup>&</sup>lt;sup>2</sup> Ending Inventory represents Hubzu inventory from customers other than Ocwen, NRZ and RESI at the end of the period

<sup>&</sup>lt;sup>3</sup> Total Inventory represents all Hubzu inventory at the end of the period including Ocwen, NRZ and RESI inventory



Adjusted operating income (loss), pretax loss attributable to Altisource, adjusted pretax income (loss) attributable to Altisource, adjusted earnings (loss) per Share – Diluted, EBITDA, adjusted EBITDA, and net debt are non-GAAP measures used by our Chairman and Chief Executive Officer (our chief operating decision maker), existing shareholders and potential shareholders to measure Altisource's performance.

- Adjusted operating income (loss) is calculated by removing intangible asset amortization expense, sharebased compensation expense, sales tax accrual, net of reimbursement, restructuring charges, Pointillist losses, and cost of cost savings initiatives and other from loss from operations
- Pretax loss attributable to Altisource is calculated by reducing net income attributable to non-controlling interests from loss before income taxes and non-controlling interests
- Adjusted pretax income (loss) attributable to Altisource is calculated by removing non-controlling interests, intangible asset amortization expense, share-based compensation expense, sales tax accrual, net of reimbursement, restructuring charges, Pointillist losses, cost of cost savings initiatives and other, and unrealized loss (gain) on investment in equity securities from loss before income taxes and non-controlling interests
- Adjusted net income (loss) attributable to Altisource is calculated by removing intangible asset amortization
  expense (net of tax), share-based compensation expense (net of tax), sales tax accrual, net of reimbursement
  (net of tax), restructuring charges (net of tax), Pointillist losses (net of tax), cost of cost savings initiatives and
  other (net of tax), unrealized loss (gain) on investment in equity securities (net of tax) and certain income tax
  related items, net, from net loss attributable to Altisource



- Adjusted diluted earnings (loss) per share is calculated by dividing net loss attributable to Altisource after
  removing intangible asset amortization expense (net of tax), share-based compensation expense (net of tax),
  sales tax accrual, net of reimbursement (net of tax), restructuring charges (net of tax), Pointillist losses (net of
  tax), cost of cost savings initiatives and other (net of tax), unrealized loss (gain) on investment in equity
  securities (net of tax), and certain income tax related items by the weighted average number of diluted shares
- EBITDA is calculated by adding income tax provision, interest expense (net of interest income), depreciation
  and amortization and unrealized loss (gain) on investment in equity securities to GAAP net loss attributable to
  Altisource
- Adjusted EBITDA is calculated by adding income tax provision, interest expense (net of interest income), depreciation and amortization, unrealized loss (gain) on investment in equity securities, shared-based compensation, sales tax accrual, net of reimbursement, restructuring charges, Pointillist losses, and cost of cost savings initiatives and other, from GAAP net loss attributable to Altisource
- Net debt is calculated as long-term debt, including current portion, minus cash and cash equivalents
- The reconciliations of non-GAAP measures to GAAP measures are shown on slides 21 to 26



Reconciliation (\$ in millions except per share data)	Q1'20	Q4'20	Q1'21
Loss from Operations	(4.2)	(15.6)	(18.6)
Add: Intangible asset amortization expense	4.2	3.4	2.6
Add: Share-based compensation	2.9	1.2	1.4
Add: Sales tax accrual, net of reimbursement	-	(2.1)	
Add: Restructuring charges	2.9	1.1	-
Add: Pointillist losses	2.6	1.9	2.4
Add: Cost of cost savings initiatives and other	-	-	2.0
Adjusted Operating Income (Loss)	8.5	(10.1)	(10.2)
Loss Before Income Taxes and Non-Controlling Interests	(9.1)	(3.7)	(21.1)
Less: Net Income attributable to non-controlling interests	(0.1)	(0.2)	(0.1)
Pretax Loss Attributable to Altisource	(9.2)	(3.9)	(21.2)
Add: Intangible asset amortization expense	4.2	3.4	2.6
Add: Share-based compensation	2.9	1.2	1.4
Add: Sales tax accrual, net of reimbursement	-	(2.1)	-
Add: Restructuring charges	2.9	1.1	-
Add: Pointillist losses	2.3	1.7	2.1
Add: Cost of cost savings initiatives and other	-	-	2.0
Add: Unrealized loss (gain) on investment in equity securities	1.3	(16.4)	-
Adjusted Pretax Income (Loss) Attributable to Altisource	4.4	(15.0)	(13.1)



Reconciliation (\$ in millions except per share data)	Q1'20	Q4'20	Q1'21
Net Loss Attributable to Altisource	(11.7)	(7.2)	(22.0)
Add: Intangible asset amortization expense, net of tax	4.2	3.4	2.6
Add: Share-based compensation, net of tax	2.6	1.0	1.3
Add: Sales tax accrual, net of reimbursement, net of tax	-	(2.1)	-
Add: Restructuring charges, net of tax	2.5	0.8	_
Add: Pointillist losses, net of tax	1.8	2.6	2.1
Add: Cost of cost savings initiatives and other, net of tax	-	-	1.7
Add: Unrealized loss (gain) on investment in equity securities, net of tax	1.3	(16.4)	-
Add: Certain income tax related items, net	1.9	0.7	0.0
Adjusted Net Income (Loss) Attributable to Altisource	2.7	(17.2)	(14.3)
Loss Per Share – Diluted	(0.75)	(0.46)	(1.40)
Add: Impact of using diluted share count instead of basic share count for loss per share	0.01	-	-
Add: Intangible asset amortization expense, net of tax per diluted share	0.27	0.22	0.17
Add: Share-based compensation, net of tax per diluted share	0.17	0.07	0.08
Add: Sales tax accrual, net of reimbursement, net of tax per diluted share	=	(0.13)	=
Add: Restructuring charges, net of tax per diluted share	0.16	0.05	-
Add: Pointillist losses, net of tax per diluted share	0.11	0.17	0.13
Add: Cost of cost savings initiatives and other, net of tax per diluted share	=	-	0.11
Add: Unrealized loss (gain) on investment in equity securities, net of tax per diluted share	0.09	(1.05)	=
Add: Certain income tax related items, net per diluted share	0.12	0.04	0.00
Adjusted Earnings (Loss) Per Share – Diluted	0.17	(1.10)	(0.91)



Reconciliation (\$ in millions except per share data)	Q1'20	Q4'20	Q1'21
Net Loss Attributable to Altisource	(11.7)	(7.2)	(22.0)
Add: Income tax provision	2.4	3.3	0.8
Add: Interest expense, net of interest income	4.6	4.5	3.5
Add: Depreciation and amortization	8.3	6.7	3.8
Add: Unrealized loss (gain) on investment in equity securities	1.3	(16.4)	-
EBITDA	5.1	(9.1)	(13.9)
Add: Share-based compensation	2.9	1.2	1.4
Add: Sales tax accrual, net of reimbursement	-	(2.1)	-
Add: Restructuring charges	2.9	1.1	-
Add: Pointillist losses	2.3	1.6	2.0
Add: Cost of cost savings initiatives and other	-	=	2.0
Adjusted EBITDA	13.2	(7.3)	(8.5)



Reconciliation (\$ in millions except per share data)	Q1'20	Q4'20	Q1'21
Calculation of the impact of intangible asset amortization expense, net of tax			
Intangible amortization expense	4.2	3.4	2.6
Tax benefit from intangible asset amortization	(0.0)	(0.0)	(0.0)
Intangible asset amortization expense, net of tax	4.2	3.4	2.6
Diluted share count (in 000s)	15,769	15,657	15,717
Intangible asset amortization expense, net of tax per diluted share	0.27	0.22	0.17
Calculation of the impact of share-based compensation, net of tax			
Share-based compensation	2.9	1.2	1.4
Tax benefit from share-based compensation	(0.3)	(0.2)	(0.2)
Share-based compensation, net of tax	2.6	1.0	1.3
Diluted share count (in 000s)	15,769	15,657	15,717
Share-based compensation, net of tax per diluted share	0.17	0.07	0.08
Calculation of the impact of the unrealized loss (gain) on investment in equity			
securities, net of tax			
Unrealized loss (gain) on investment in equity securities	1.3	(16.4)	-
Tax provision from the unrealized loss (gain) on investment in equity securities	-	-	-
Unrealized loss (gain) on investment in equity securities, net of tax	1.3	(16.4)	-
Diluted share count (in 000s)	15,769	15,657	15,717
Unrealized loss (gain) on investment in equity securities, net of tax per diluted share	0.09	(1.05)	-



Reconciliation (\$ in millions except per share data)	Q1'20	Q4'20	Q1'21
Calculation of the impact of sales tax accrual, net of reimbursement, net of tax			
Sales tax accrual, net of reimbursement	-	(2.1)	-
Tax benefit from sales tax accrual	-	-	-
Sales tax accrual, net of reimbursement, net of tax	_	(2.1)	_
Diluted share count (in 000s)	15,769	15,657	15,717
Sales tax accrual, net of reimbursement, net of tax per diluted share	-	(0.13)	-
Calculation of the impact of restructuring charges, net of tax  Restructuring charges	2.9	1.1	
Tax benefit from restructuring charges	(0.4)	(0.2)	_
Restructuring charges, net of tax	2.5	0.8	_
Diluted share count (in 000s)	15,769	15,657	15,717
Restructuring charges, net of tax per diluted share	0.16	0.05	_
Calculation of the impact of certain income tax related items, net Income tax rate changes	1.4	_	_
Foreign income tax reserves/other	0.5	0.7	0.0
Certain income tax related items, net	1.9	0.7	0.0
Diluted share count (in 000s)	15,769	15,657	15,717
Certain income tax related items, net per diluted share	0.12	0.04	0.00



Reconciliation (\$ in millions except per share data)	Q1'20	Q4'20	Q1'21
Calculation of the impact of Pointillist losses, net of tax			
Pointillist losses	2.3	1.7	2.1
Tax provision from Pointillist losses	(0.5)	0.9	=
Pointillist losses, net of tax	1.8	2.6	2.1
Diluted share count (in 000s)	15,769	15,657	15,717
Pointillist losses, net of tax, per diluted share	0.11	0.17	0.13
Calculation of the impact of Cost of cost savings initiatives and other, net of tax			
Cost of cost savings initiatives and other	-	-	2.0
Tax benefit from Cost of cost savings initiatives and other	-	-	(0.3)
Cost of cost savings initiatives and other, net of tax	=	=	1.7
Diluted share count	15,769	15,657	15,717
Cost of cost savings initiatives and other, net of tax, per diluted share	-	-	0.11

Reconciliation (\$ in millions)	12-31-20	3-31-21
Senior secured term loans	\$247.2	\$247.2
Less: Cash and cash equivalents	(58.3)	(41.3)
Net debt	\$188.9	\$205.9



## INVESTOR RELATIONS INFORMATION

ABOUT ALTISOURCE	Altisource Portfolio Solutions S.A. is an integrated service provider and marketplace for the real estate and mortgage industries. Combining operational excellence with a suite of innovative services and technologies, Altisource helps solve the demands of the ever-changing markets we serve.
CONTACT INFORMATION	All Investor Relations inquiries should be sent to: Investor.relations@altisource.com
EXCHANGE	NASDAQ Global Select Market
TICKER	ASPS
HEADQUARTERS	Luxembourg
EMPLOYEES	Approximately 2,500



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