



# First Quarter 2020 Supplementary Information

April 30, 2020



## 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 about management's beliefs and expectations. These statements may be identified by words such as "anticipate," "intend," "expect," "may," "could," "should," "would," "plan," "estimate," "seek," "believe," "potential" and similar expressions. Forward-looking statements are based on management's beliefs as well as assumptions made by and information currently available to management. Because such statements are based on expectations as to the future and are not statements of historical fact, actual results may differ materially from what is contemplated by the forward-looking statements. Altisource does not undertake, and expressly disclaims, any obligation to update any forward-looking statements whether as a result of new information, future events or otherwise. The risks and uncertainties to which forward-looking statements are subject include, but are not limited to, the risks and uncertainties related to pandemics, epidemics or other force majeure events, including the COVID-19 pandemic, and associated impacts to the economy, supply chain, transportation, movement of people, availability of vendors, demand for our products or services, increased costs, recommendations or restrictions imposed by governmental entities, changes in relevant business practices

undertaken or imposed by our clients, vendors or regulators, impacts on contracts and client relationships and potential litigation exposure; our ability to retain existing customers and attract new customers and the potential for changes in our customer relationships; various risks relating to 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, general economic and market conditions, behavior of customers, suppliers and/or competitors, technological developments, governmental regulations, taxes and policies, and other risks and uncertainties detailed in the "Forward-Looking Statements," "Risk Factors" and other sections of Altisource's Form 10-K, March 31, 2020 Form 10-Q and other filings with the Securities and Exchange Commission.

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.



## NON-GAAP MEASURES

Adjusted Operating Income, Pretax Income (Loss) Attributable to Altisource, Adjusted Pretax Income Attributable to Altisource, Adjusted Net Income Attributable to Altisource, Adjusted Earnings Per Share – Diluted, Adjusted Cash Flows From Operating Activities, Cash Flows From Operating Activities Less Capital Expenditures, Adjusted Cash Flows From Operating Activities Less Capital Expenditures, Earnings Before Interest, Taxes, Depreciation and Amortization (“EBITDA”), Adjusted EBITDA, and Net Debt Less Marketable Securities, 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 income (loss) from operations, income (loss) before income taxes and non-controlling interests, net income (loss) attributable to Altisource, diluted earnings (loss) per share, cash flows from operating activities 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 and marketable securities. 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.



## FIRST QUARTER 2020 HIGHLIGHTS

### Financial and Corporate:

- Ended the first quarter 2020 with \$120.4 million of cash, cash equivalents and investment in equity securities
- Ended the first quarter 2020 with \$173.5 million of net debt less investment in equity securities<sup>1</sup>, 30% lower than March 31, 2019
- The Company's first quarter 2020 financial performance in its default related services businesses was negatively impacted by COVID-19 related governmental restrictions and changing vendor and consumer behavior
- To adapt to this rapidly changing COVID-19 environment, Altisource is focused on efforts intended to (1) maintain the health and safety of its employees, (2) adjust the Company's operations to mitigate the impact to its customers and business while complying with governmental orders and guidance and (3) address Altisource's cost structure and preserving liquidity to prepare for what we expect will be a period of lower revenue than planned

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



## FIRST QUARTER 2020 HIGHLIGHTS

### **Business Highlights:**

#### *Field Services*

- Grew Field Services revenue from customers other than Ocwen Financial Corporation (“Ocwen”), New Residential Investment Corp. (“NRZ”) and Front Yard Residential Corporation (“RESI”) by 177% in the first quarter of 2020 compared to the first quarter of 2019

#### *Marketplace*

- Grew Hubzu<sup>1</sup> revenue from customers other than Ocwen, NRZ and RESI by 39% in the first quarter of 2020 compared to the first quarter of 2019
- Grew Hubzu<sup>1</sup> inventory from customers other than Ocwen, NRZ and RESI by 22% since March 31, 2019, with such inventory representing 38% of total Hubzu inventory as of March 31, 2020

#### *Mortgage and Real Estate Solutions*

- Grew Mortgage and Real Estate Solutions revenue from customers other than Ocwen, NRZ and RESI by 47% in the first quarter of 2020 compared to the first quarter of 2019

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



## FIRST QUARTER 2020 FINANCIAL RESULTS

\$ millions (except EPS)	Q1 2020	Q1 2019	Vs. Q1 2019
Revenue <sup>1</sup>	\$ 121.4	\$ 169.9	-29%
Service Revenue <sup>1</sup>	113.2	165.0	-31%
Loss from Operations	(4.2)	(0.6)	n/m
Adjusted Operating Income <sup>2</sup>	8.5	17.3	-51%
Pretax Loss attributable to Altisource <sup>2</sup>	(9.1)	(4.4)	-109%
Adjusted Pretax Income attributable to Altisource <sup>2</sup>	4.4	11.3	-61%
Adjusted EBITDA <sup>2</sup>	13.2	22.7	-42%
Net Loss attributable to Altisource	(11.7)	(3.2)	-266%
Adjusted Net Income attributable to Altisource <sup>2</sup>	2.7	8.0	-67%
Loss Per Share – Diluted	(0.75)	(0.20)	-275%
Adjusted Earnings Per Share – Diluted <sup>2</sup>	0.17	0.48	-65%

<sup>1</sup> \$30.0 million of the decline of revenue and service revenue is from the 2019 sale, discontinuation or exit from certain businesses

Notes: n/m – not meaningful

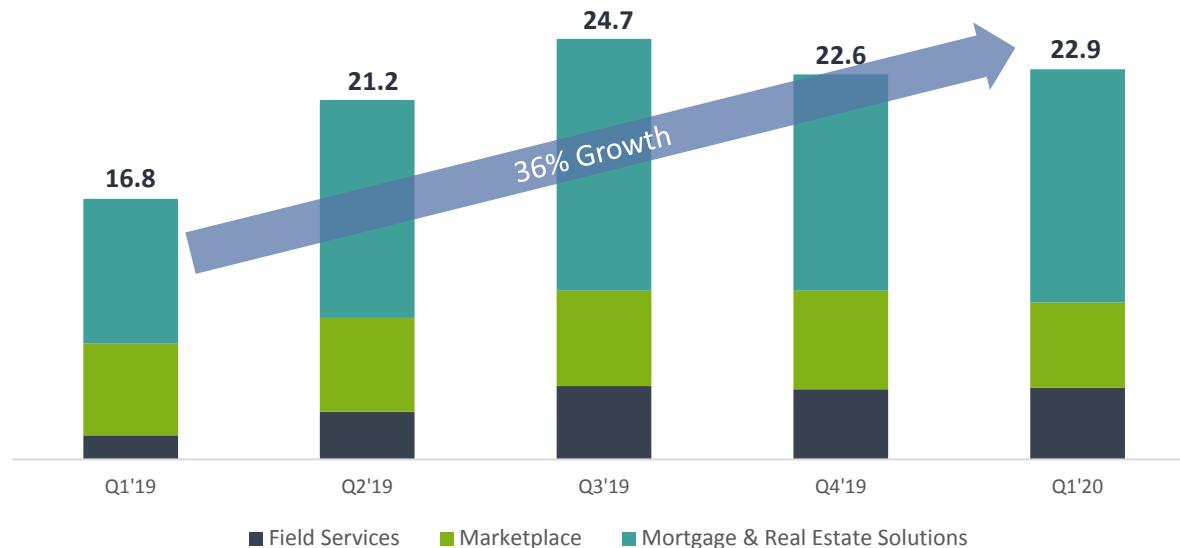
<sup>2</sup> This is a non-GAAP measure defined and reconciled in the Appendix

## DIVERSIFYING AND GROWING REVENUE BASE

In a declining delinquency environment, we're winning default related business and developing a very attractive and growing customer base for our default and origination related services

Core Businesses<sup>1</sup> Service Revenue from customers other than Ocwen, NRZ and RESI

(\$ in millions)



- Q1 '20 service revenue from customers other than Ocwen, NRZ and RESI was 36% higher than Q1 '19

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

## COVID-19 PROGRAMS AND ANTICIPATED IMPACT ON ALTISOURCE

### PROGRAMS:

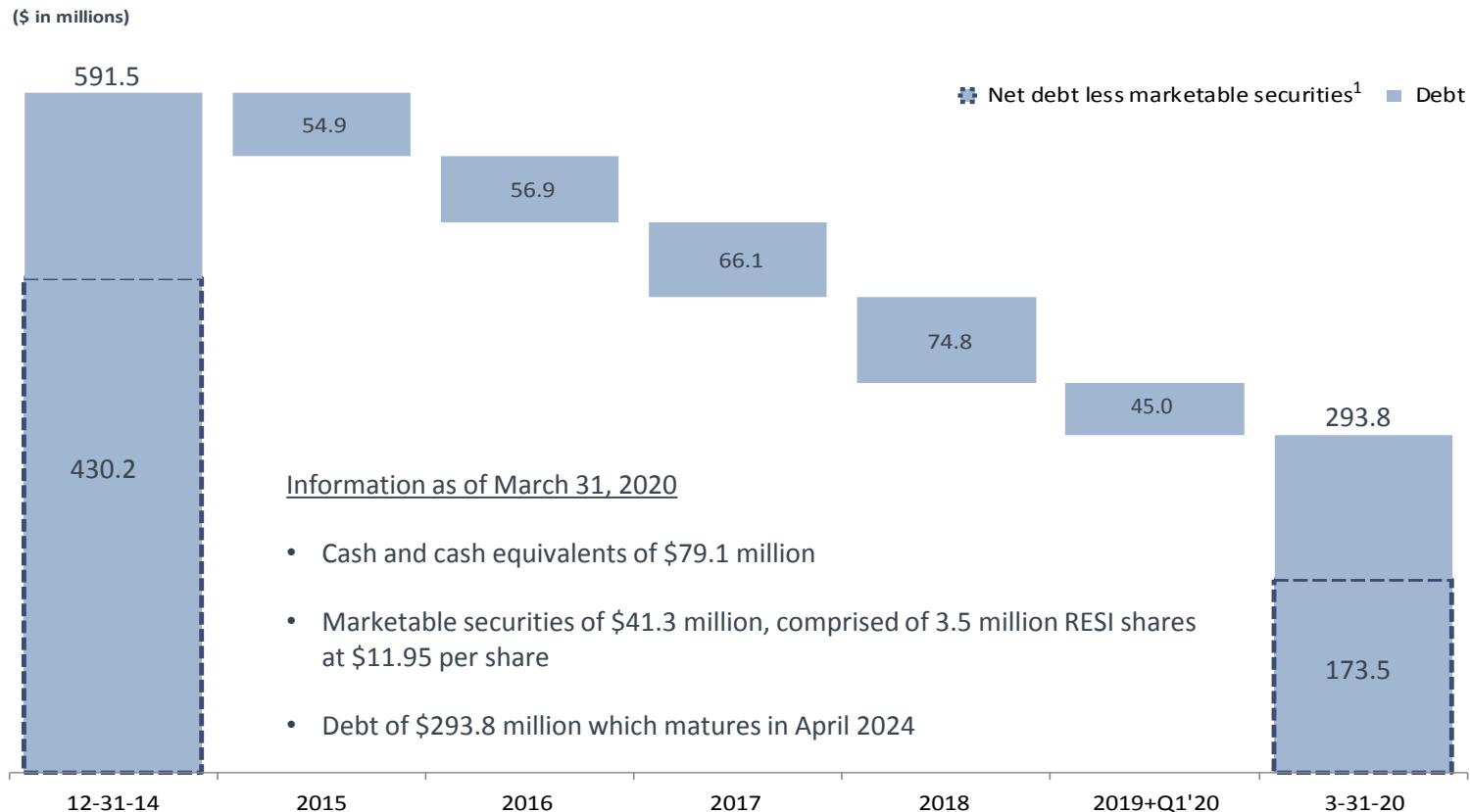
	Altisource Services Impacted	Impact	Near/Medium Impact	Longer Term Impact
<input checked="" type="checkbox"/> Federal and State moratoriums on foreclosure and eviction	Field Services, Hubzu, Equator, Trustee services, default related title and valuation services			1
<input checked="" type="checkbox"/> Forbearance programs	Field Services, Hubzu, Equator, Trustee services, default related title and valuation services			1
<input checked="" type="checkbox"/> Lower Fed Funds Rate	Origination related services including Lenders One, Trelix, Title, Valuation		2	2
<input checked="" type="checkbox"/> Social Distancing, Essential Services and Work-from-Home Mandates	Field Services, Hubzu, Origination related services			

<sup>1</sup> Longer term impact for foreclosure and eviction moratoriums and forbearance programs reflects our belief that these programs will ultimately subside and delinquency rates will stabilize at rates that are higher than they were before the COVID-19 pandemic began

<sup>2</sup> Origination related services growth could be limited by: the government and GSE's willingness to acquire (and the purchase price to acquire) loans in forbearance, higher unemployment rates and economic deterioration

## LONG-TERM DEBT AND NET DEBT LESS MARKETABLE SECURITIES<sup>1</sup>

Altisource has reduced its outstanding debt by 50% and net debt less marketable securities<sup>1</sup> by 60% since 2014



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

## PROGRESS WITH SELECT 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>
2H'17	Top 5 Servicer	Field Services	✓			Q3'19	Very Large
1Q'19	Servicer	Field Services (pre-foreclosure)	✓			Q3'19	Medium
1Q'19	Servicer	Hubzu REO Auctions	✓			Q2'19	
1Q'19		Hubzu Foreclosure Auctions	✓			Q2'19	Medium
Q4'18	Lender	Trelix condition clearing	✓			Q2'19	Medium
Q4'18		Field Services	✓			Q2'20	
Q4'18	Top 25 Servicer	Hubzu Foreclosure Auctions	✓		Q3'20		Large
Q1'19		Loss draft inspections	✓			Q2'19	
Q4'18	Servicer	Hubzu REO Auctions	✓			Q3'19	Medium
Q1'19	Large commercial real estate services and investment firm	Construction Lending Fund Control	✓			Q1'19	Medium
Q1'19	Lender	Trelix underwriting and closing	✓			Q2'19	Medium
Q4'19	Lender	Trelix underwriting	✓			Q4' 19	
Q4'19		Title (refinance)	✓			Q4' 19	Medium
Q4'19	Servicer	Hubzu Foreclosure Auctions Hubzu REO Auctions	✓		Q2' 20		Medium
Q4'19	Lender	Trelix processing	✓			Q4' 19	
Q1'20	Lender	Title (construction)	✓			Q1' 20	Medium
<b>Q1 '20 WINS</b>							
Q1'20	Government Agency	Field Services	✓		Q2' 20		Large
Q1'20	Lender	Trelix processing, underwiting, closing	✓			Q1' 20	Medium
Q1'20	Channel Partner	Title (default)	✓			Q1' 20	Medium
Q1'20	Top 25 Servicer	Hubzu Foreclosure Auctions Hubzu REO Auctions		✓	Q3' 20		Medium
Q1'20	Lender	Trelix processing	✓			Q2' 20	Large
Q1'20	Servicer	Hubzu Foreclosure Auctions Field Services		✓	Q3' 20		Medium
Q1'20	Lender	Trelix underwriting		✓	Q3' 20		Medium
Q1'20	Channel Partner	Verification Services	✓		Q2' 20		Large

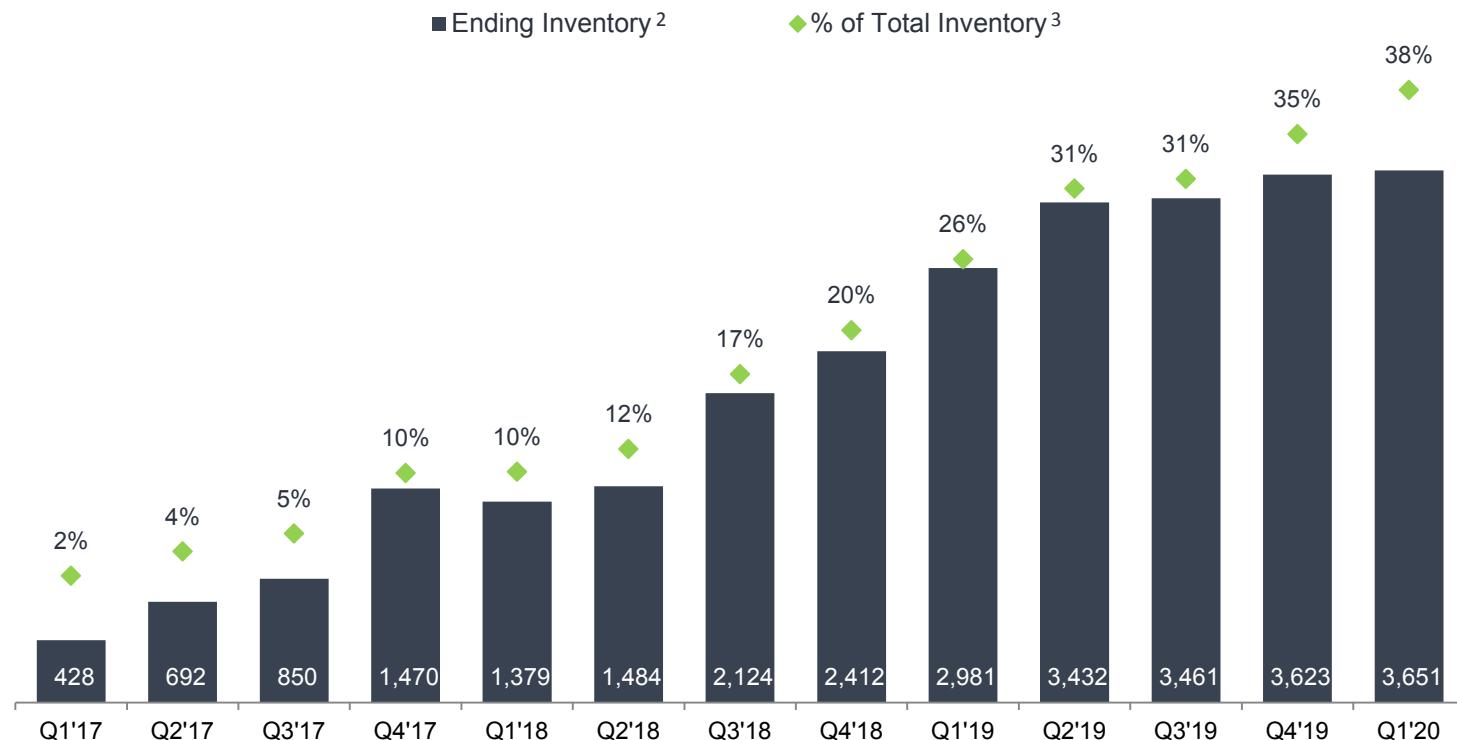
<sup>1</sup> Servicer size based on information from Inside Mortgage Finance

<sup>2</sup> Estimated stabilized annual revenue opportunity categories:

- Very Large: Estimated stabilized annual revenue opportunity of greater than \$25 million
- Large: Estimated stabilized annual revenue opportunity of \$5 million – \$25 million
- Medium: Estimated stabilized annual revenue opportunity of \$1 million - \$4.9 million

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

Hubzu inventory from customers other than Ocwen, NRZ and RESI has grown 22% since March 31, 2019 and represents 38% of total Hubzu inventory as of March 31, 2020



<sup>1</sup> Hubzu, as that term is used herein, represents a collection of businesses that include asset management, real estate brokerage, auction and Hubzu.com, an online auction and marketing platform

<sup>2</sup> Ending Inventory represents approximate end of the quarter Hubzu inventory from customers other than Ocwen, NRZ and RESI

<sup>3</sup> Total Inventory represents all Hubzu inventory at the end of the period

# APPENDIX

FINANCIAL  
PERFORMANCE

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12

OPERATING  
METRICS

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15

NON-GAAP  
MEASURES

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17

LINE OF  
BUSINESS  
OVERVIEWS

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25

INVESTOR  
RELATIONS  
INFORMATION

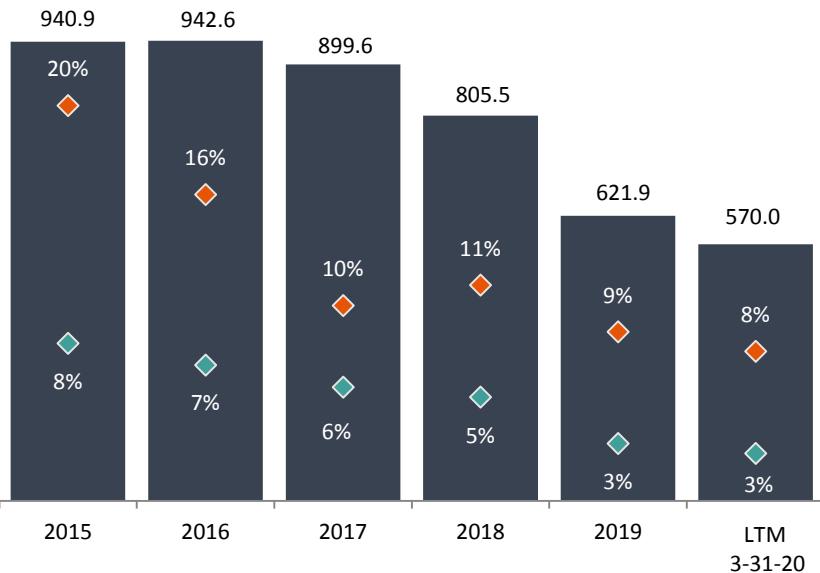
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28

## FINANCIAL PERFORMANCE

### Service Revenue (\$ millions)

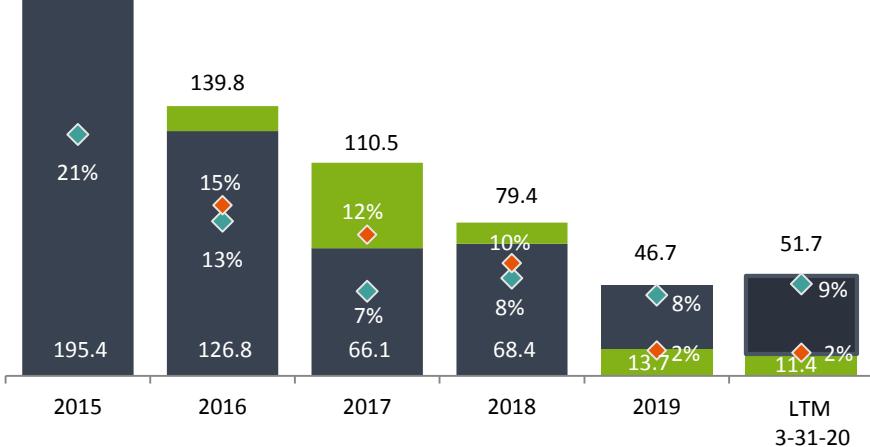
- ◆ Operating Income Margin%
- ◆ Adjusted Operating Income<sup>1</sup> Margin%



### Cash Flows From Operating Activities (\$ millions)

- Cash Flows From Operating Activities → ◆ Amount as a % of Service Revenue
- Adjusted Cash Flows From Operating Activities → ◆ Amount as a % of Service Revenue

Activities<sup>1</sup>

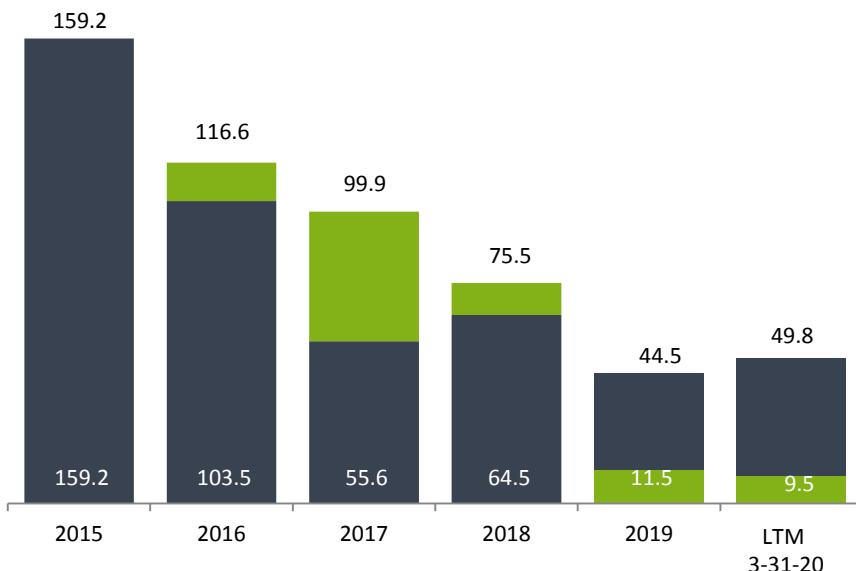


<sup>1</sup> This is a non-GAAP measure defined and reconciled in this Appendix

## FINANCIAL PERFORMANCE

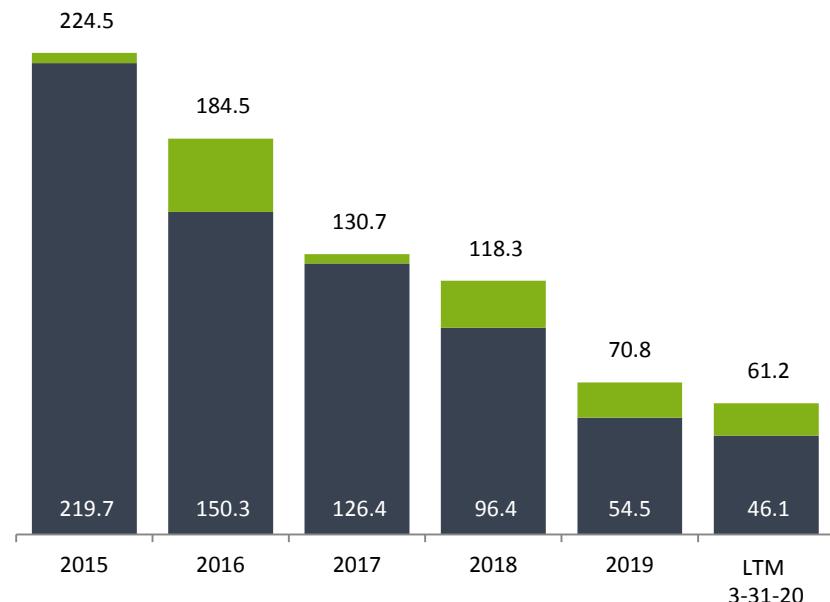
### Cash Flows From Operating Activities Less Capital Expenditures (\$ millions)

■ Cash Flows From Operating Activities Less Capital Expenditures<sup>1</sup>  
 ■ Adjusted Cash Flows From Operating Activities Less Capital Expenditures<sup>1</sup>



### EBITDA (\$ millions)

■ EBITDA<sup>1</sup>  
 ■ Adjusted EBITDA<sup>1</sup>

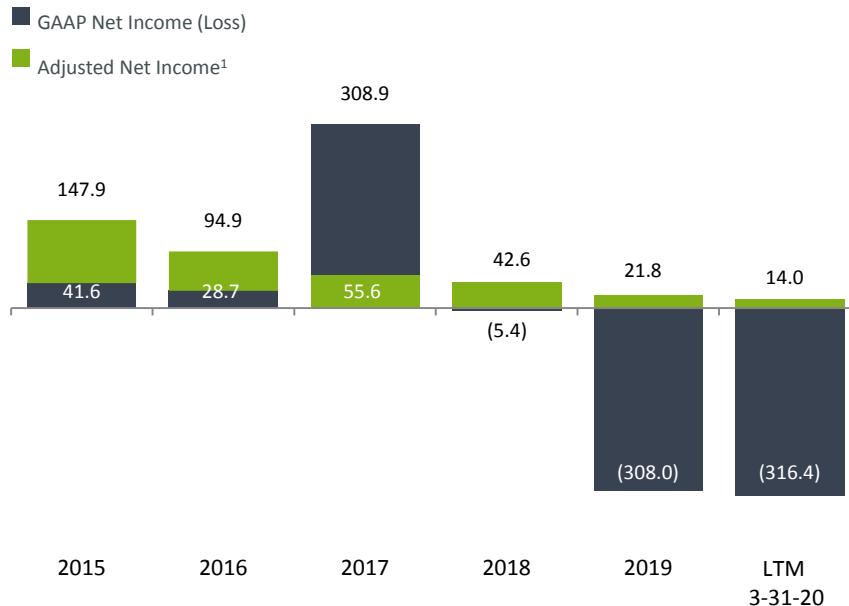


<sup>1</sup> This is a non-GAAP measure defined and reconciled in this Appendix

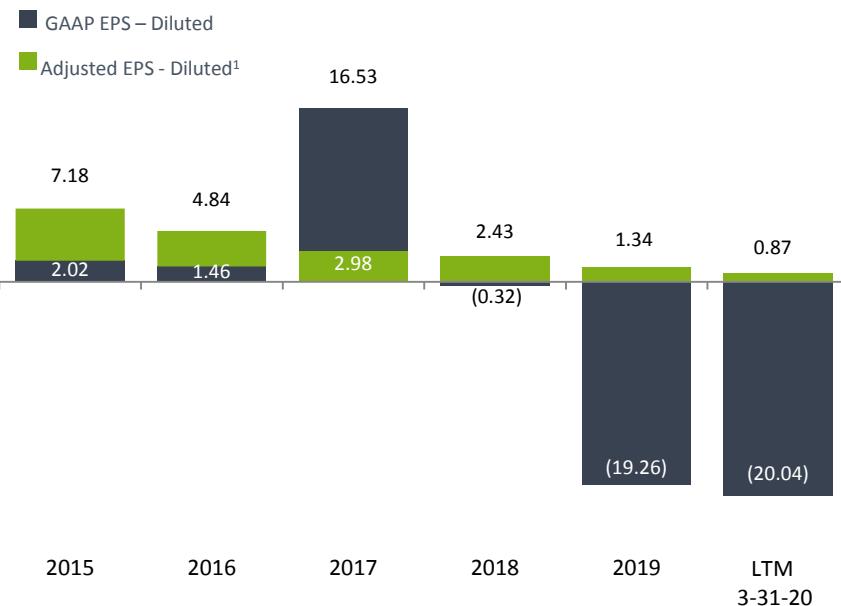
## FINANCIAL PERFORMANCE

### Net Income (Loss) Attributable to Altisource

(**\$ millions**)



### Earnings (Loss) per Share - Diluted (\$)



<sup>1</sup> This is a non-GAAP measure defined and reconciled in this Appendix



## OPERATING METRICS

	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20
<b>Ocwen Serviced Portfolio<sup>1</sup>:</b>									
<b>Default Related Services excluding mortgage charge-off:</b>									
Service revenue <sup>2</sup> per delinquent loan <sup>3</sup> per quarter									
Non-GSE	\$ 697	\$ 837	\$ 874	\$ 883	\$ 816	\$ 735	\$ 723	\$ 786	\$ 668
GSE <sup>4</sup>	\$ 85	\$ 88	\$ 91	\$ 88	\$ 36	\$ 58	\$ 99	\$ 82	\$ 65
Average number of delinquent loans serviced by Ocwen <sup>5,6</sup>									
Non-GSE (in thousands)	171	153	144	141	139	136	137	133	129
GSE (in thousands)	17	15	14	13	19	19	20	19	20
Average delinquency rate of loans serviced by Ocwen <sup>6</sup>									
Non-GSE	19.1%	17.8%	17.3%	17.5%	16.1%	16.6%	17.6%	17.6%	17.5%
GSE	6.4%	5.9%	5.4%	5.3%	3.0%	3.0%	3.1%	3.0%	3.3%
Provisional loan count serviced by Ocwen as of the end of the period <sup>6</sup>									
Non-GSE (in thousands)	883	853	825	800	854	801	775	751	731
GSE (in thousands)	268	258	246	238	636	624	635	620	615
<b>Servicer Technologies and IT Infrastructure Services:</b>									
Service revenue per loan per quarter	\$10	\$11	\$13	\$10	\$6	\$5	\$2	\$0	\$1
Average number of loans serviced by Ocwen (in thousands) <sup>5,6</sup>	1,163	1,123	1,084	1,048	1,502	1,445	1,425	1,384	1,352

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

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

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

<sup>5</sup> Average loans serviced for Q1'20 is provisional and subject to change

<sup>6</sup> Amounts presented herein for Q4'17 through Q4'18 are based on loans serviced by Ocwen on REALServicing. Amounts presented herein for Q1'19 through Q1'20 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



## OPERATING METRICS

	Q1'18	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20
<b>Hubzu:</b>									
Service revenue (in millions) <sup>1,2</sup>	\$ 43.3	\$ 45.5	\$ 37.5	\$ 33.4	\$ 32.2	\$ 28.1	\$ 22.2	\$ 27.8	\$ 23.1
Number of homes sold on Hubzu:									
Ocwen serviced portfolios <sup>3</sup>	3,880	4,374	4,018	3,577	3,279	2,700	2,081	2,585	2,107
Front Yard Residential	199	138	69	34	90	52	30	23	6
All other <sup>4</sup>	214	288	257	369	444	413	584	530	575
Total	4,293	4,800	4,344	3,980	3,813	3,165	2,695	3,138	2,688

<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>2</sup> Includes brokerage and fees generated from the sale of homes under the Company's buy-renovate-lease-sell program (program ended in June 2019, brokerage and fees generated are included in Q1'18 through Q2'19 service revenue)

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

<sup>4</sup> Includes homes sold under the Company's buy-renovate-lease-sell ("BRS") program only when those homes are sold through Hubzu (program ended in June 2019, homes sold are included in Q1'18 through Q2'19; the second quarter 2019 bulk sale of BRS homes is not included herein)



## NON-GAAP MEASURES

Adjusted operating income, pretax income (loss) attributable to Altisource, adjusted pretax income attributable to Altisource, adjusted net income attributable to Altisource, adjusted Earnings per Share – Diluted, adjusted cash flows from operating activities, cash flows from operating activities less capital expenditures, adjusted cash flows from operating activities less capital expenditures, EBITDA, adjusted EBITDA, and net debt less marketable securities, 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 is calculated by removing intangible asset amortization expense, share-based compensation expense, gain on sale of businesses, loss on BRS portfolio sale, sales tax accrual, net of reimbursement, restructuring charges, goodwill and other assets write-off from business exits, Pointillist losses, litigation settlement loss, impairment loss and gain on Equator earn out liability, from income (loss) from operations
- Pretax income (loss) attributable to Altisource is calculated by reducing net income attributable to non-controlling interests from income (loss) before income taxes and non-controlling interests
- Adjusted pretax income attributable to Altisource is calculated by removing non-controlling interests, intangible asset amortization expense, share-based compensation expense, gain on sale of businesses, loss on BRS portfolio sale, sales tax accrual, net of reimbursement, restructuring charges, loss on debt refinancing, goodwill and other assets write-off from business exits, Pointillist losses, unrealized (loss) gain on investment in equity securities, litigation settlement loss, impairment loss and gain on Equator earn out liability, from income (loss) before income taxes and non-controlling interests
- Adjusted net income attributable to Altisource is calculated by removing intangible asset amortization expense (net of tax), share-based compensation expense (net of tax), gain on sale of businesses (net of tax), loss on sales of BRS portfolio sale (net of tax), sales tax accrual, net of reimbursement (net of tax), restructuring charges (net of tax), loss on debt refinancing (net of tax), goodwill and other assets write-off from business exits (net of tax), Pointillist losses (net of tax), unrealized (loss) gain on investment in equity securities (net of tax), certain income tax related items, net, litigation settlement loss (net of tax), impairment loss (net of tax) and gain on Equator earn out liability (net of tax), from net income (loss) attributable to Altisource

## NON-GAAP MEASURES

- Adjusted diluted earnings per share is calculated by dividing net income (loss) attributable to Altisource after removing intangible asset amortization expense (net of tax), share-based compensation expense (net of tax), gain on sale of businesses (net of tax), loss on BRS portfolio sale (net of tax), sales tax accrual, net of reimbursement (net of tax), restructuring charges (net of tax), loss on debt refinancing (net of tax), goodwill and other assets write-off from business exits (net of tax), Pointillist losses (net of tax), unrealized (loss) gain on investment in equity securities (net of tax), certain income tax related items, net, litigation settlement loss (net of tax), impairment loss (net of tax) and gain on Equator earn out liability (net of tax), by the weighted average number of diluted shares
- Adjusted cash flow from operating activities is calculated by removing the cash payment related to the litigation settlement loss, net of insurance recovery, the change in short-term investments in real estate and payment of sales tax accrual from cash flows from operating activities
- Cash flow from operating activities less capital expenditures is calculated by deducting capital expenditures from cash flows from operating activities
- Adjusted cash flow from operating activities less capital expenditures is calculated by removing litigation settlement loss, net of insurance recovery, the change in short-term investments in real estate, payment of sales tax accrual and capital expenditures from cash flows from operating activities
- EBITDA is calculated by deducting income tax benefit or adding income tax provision, interest expense (net of interest income), non-cash impairment losses, unrealized (loss) gain on investment in equity securities and depreciation and amortization, less non-cash gains associated with reductions of the Equator earn out liability, from GAAP net income (loss) attributable to Altisource
- Adjusted EBITDA is calculated by deducting income tax benefit or adding income tax provision, interest expense (net of interest income), non-cash impairment losses, unrealized (loss) gain on investment in equity securities, loss on debt refinancing, depreciation and amortization, litigation settlement losses net of insurance recovery, loss on BRS portfolio sale, sales tax accrual, net of reimbursement, restructuring charges, goodwill and other assets write-off from business exits, Pointillist losses, and share-based compensation less non-cash gains associated with reductions of the Equator earn out liability and gain on sale of businesses, from GAAP net income (loss) attributable to Altisource
- Net debt less marketable securities is calculated as long-term debt, including current portion, minus cash and cash equivalents and marketable securities
- The reconciliations of non-GAAP measures to GAAP measures are shown on slides 19 to 24



## NON-GAAP MEASURES

Reconciliation (\$ in millions except per share data)	2015	2016	2017	2018	2019	Q1'19	Q1'20	LTM 3/31/2020
Income (Loss) from Operations	79.1	65.1	49.7	42.5	18.1	(0.6)	(4.2)	14.5
Add: Intangible asset amortization expense	41.1	47.6	35.4	28.4	19.0	8.6	4.2	14.6
Add: Share-based compensation	4.8	6.2	4.3	10.2	11.9	2.6	2.9	12.1
Less: Gain on sale of businesses	-	-	-	(13.7)	(17.8)	-	-	(17.8)
Add: Loss on BRS portfolio sale	-	-	-	-	1.8	-	-	1.8
Add: Sales tax accrual, net of reimbursement	-	-	-	6.2	0.3	2.1	-	(1.7)
Add: Restructuring charges	-	-	-	11.6	14.1	4.4	2.9	12.6
Add: Goodwill and other assets write-off from business exits	-	-	-	2.6	6.1	0.2	-	5.9
Add: Pointillist losses	-	-	-	-	-	-	2.6	2.6
Add: Litigation settlement loss <sup>1</sup>	-	28.0	-	0.5	-	-	-	-
Add: Impairment loss	71.8	-	-	-	-	-	-	-
Less: Gain on Equator earn out liability	(7.6)	-	-	-	-	-	-	-
Adjusted Operating Income	189.2	146.9	89.3	88.3	53.4	17.3	8.5	44.6
Income (Loss) Before Income Taxes and Non-Controlling Interests	53.1	44.3	35.4	1.4	12.4	(4.0)	(9.1)	7.3
Less: Net (loss) attributable to non-controlling interests	(3.2)	(2.7)	(2.7)	(2.7)	(2.1)	(0.4)	(0.1)	(1.8)
Pretax Income (Loss) Attributable to Altisource	49.9	41.6	32.6	(1.3)	10.3	(4.4)	(9.2)	5.5
Add: Intangible asset amortization expense	41.1	47.6	35.4	28.4	19.0	8.6	4.2	14.6
Add: Share-based compensation	4.8	6.2	4.3	10.2	11.9	2.6	2.9	12.1
Less: Gain on sale of businesses	-	-	-	(13.7)	(17.8)	-	-	(17.8)
Add: Loss on BRS portfolio sale	-	-	-	-	1.8	-	-	1.8
Add: Sales tax accrual, net of reimbursement	-	-	-	6.2	0.3	2.1	-	(1.7)
Add: Restructuring charges	-	-	-	11.6	14.1	4.4	2.9	12.6
Add: Loss on debt refinancing	-	-	-	4.4	-	-	-	-
Add: Goodwill and other assets write-off from business exits	-	-	-	2.6	6.1	0.2	-	5.9
Add: Pointillist losses	-	-	-	-	-	-	2.3	2.3
Add: Unrealized loss (gain) on investment in equity securities	-	-	-	13.0	(14.4)	(2.2)	1.3	(10.8)
Add: Litigation settlement loss <sup>1</sup>	-	28.0	-	0.5	-	-	-	-
Add: Impairment loss	71.8	-	-	-	-	-	-	-
Less: Gain on Equator earn out liability	(7.6)	-	-	-	-	-	-	-
Adjusted Pretax Income Attributable to Altisource	160.0	123.4	72.3	62.0	31.2	11.3	4.4	24.4

<sup>1</sup> Net of insurance recovery

Note: Numbers may not sum due to rounding

## NON-GAAP MEASURES

Reconciliation (\$ in millions except per share data)	2015	2016	2017	2018	2019	Q1'19	Q1'20	LTM 3/31/20
Net Income (Loss) Attributable to Altisource	41.6	28.7	308.9	(5.4)	(308.0)	(3.2)	(11.7)	(316.4)
Add: Intangible asset amortization expense, net of tax	38.2	36.8	27.5	19.9	14.3	6.0	4.2	11.0
Add: Share-based compensation, net of tax	4.5	4.8	3.3	7.1	8.9	1.8	2.6	9.3
Less: Gain on sale of businesses, net of tax	-	-	-	(9.3)	(10.6)	-	-	(10.6)
Add: Loss on BRS portfolio sale, net of tax	-	-	-	-	1.4	-	-	1.4
Add: Sales tax accrual, net of reimbursement, net of tax	-	-	-	4.6	0.2	1.5	-	(1.3)
Add: Restructuring charges, net of tax	-	-	-	9.0	10.7	3.4	2.5	9.6
Add: Loss on debt refinancing, net of tax	-	-	-	3.2	-	-	-	-
Add: Goodwill and other assets write-off from business exits, net of tax	-	-	-	2.0	4.6	0.2	-	4.4
Add: Pointillist losses, net of tax	-	-	-	-	-	-	1.8	1.8
Add: Unrealized loss (gain) on investment in equity securities, net of tax	-	-	-	9.6	(10.8)	(1.7)	1.3	(8.1)
(Less) Add: Certain income tax related items, net	-	-	(284.1)	1.6	311.2	-	1.9	313.0
Add: Litigation settlement loss <sup>1</sup> , net of tax	-	24.6	-	0.3	-	-	-	-
Add: Impairment loss, net of tax	70.6	-	-	-	-	-	-	-
Less: Gain on Equator earn out liability, net of tax	(6.9)	-	-	-	-	-	-	-
Adjusted Net Income Attributable to Altisource	147.9	94.9	55.6	42.6	21.8	8.0	2.7	14.0
Earnings (Loss) Per Share – Diluted	2.02	1.46	16.53	(0.32)	(19.26)	(0.20)	(0.75)	(20.04)
Add: Impact of using diluted share count instead of basic share count for loss per share	-	-	-	0.01	0.34	0.01	0.01	0.34
Add: Intangible asset amortization expense, net of tax per diluted share	1.85	1.88	1.47	1.14	0.88	0.36	0.27	0.68
Add: Share-based compensation, net of tax per diluted share	0.22	0.24	0.18	0.41	0.55	0.11	0.17	0.58
Less: Gain on sale of businesses, net of tax per diluted share	-	-	-	(0.53)	(0.65)	-	-	(0.66)
Add: Loss on BRS portfolio sale, net of tax per diluted share	-	-	-	-	0.09	-	-	0.09
Add: Sales tax accrual, net of reimbursement, net of tax per diluted share	-	-	-	0.26	0.01	0.09	-	(0.08)
Add: Restructuring charges, net of tax per diluted share	-	-	-	0.51	0.66	0.20	0.16	0.60
Add: Loss on debt refinancing, net of tax per diluted share	-	-	-	0.18	-	-	-	-
Add: Goodwill and other assets write-off from business exits, net of tax per diluted share	-	-	-	0.11	0.28	0.01	-	0.28
Add: Pointillist losses, net of tax, per diluted share	-	-	-	-	-	-	0.11	0.11
Add: Unrealized loss (gain) on investment in equity securities, net of tax per diluted share	-	-	-	0.55	(0.67)	(0.10)	0.09	(0.51)
Add (Less): Certain income tax related items, net per diluted share	-	-	(15.20)	0.09	19.12	-	0.12	19.49
Add: Litigation settlement loss <sup>1</sup> , net of tax per diluted share	-	1.25	-	0.02	-	-	-	-
Add: Impairment loss, net of tax per diluted share	3.43	-	-	-	-	-	-	-
Less: Gain on Equator earn out liability, net of tax per diluted share	(0.34)	-	-	-	-	-	-	-
Adjusted Earnings Per Share – Diluted	7.18	4.84	2.98	2.43	1.34	0.48	0.17	0.87

<sup>1</sup> Net of insurance recovery

Note: Numbers may not sum due to rounding

## NON-GAAP MEASURES

Reconciliation (\$ in millions except per share data)	2015	2016	2017	2018	2019	Q1'19	Q1'20	LTM 3/31/20
Cash Flows From Operating Activities	195.4	126.8	66.1	68.4	46.7	(6.7)	(1.6)	51.7
Add: Litigation settlement loss <sup>1</sup>	-	-	28.0	0.5	-	-	-	-
Add: Change in short-term real estate investments related to buy-renovate-lease-sell	-	13.0	16.4	10.5	(39.9)	0.4	-	(40.3)
Add: Payment of sales tax accrual	-	-	-	-	6.9	6.9	-	-
Adjusted Cash Flows From Operating Activities	195.4	139.8	110.5	79.4	13.7	0.6	(1.6)	11.4
Cash Flows From Operating Activities	195.4	126.8	66.1	68.4	46.7	(6.7)	(1.6)	51.7
Less: Capital Expenditures	(36.2)	(23.3)	(10.5)	(3.9)	(2.2)	(0.8)	(0.5)	(1.9)
Cash Flows From Operating Activities Less Capital Expenditures	159.2	103.5	55.6	64.5	44.5	(7.4)	(2.2)	49.8
Add: Litigation settlement loss payment <sup>1</sup>	-	-	28.0	0.5	-	-	-	-
Add: Change in short-term real estate investments related to buy-renovate-lease-sell	-	13.0	16.4	10.5	(39.9)	0.4	-	(40.3)
Add: Payment of sales tax accrual	-	-	-	-	6.9	6.9	-	-
Adjusted Cash Flows From Operating Activities Less Capital Expenditures	159.2	116.6	99.9	75.5	11.5	(0.2)	(2.2)	9.5
Net Income (Loss) Attributable to Altisource	41.6	28.7	308.9	(5.4)	(308.0)	(3.2)	(11.7)	(316.4)
Add (Less): Income tax provision (benefit)	8.3	12.9	(276.3)	4.1	318.3	(1.2)	2.4	321.9
Add: Interest expense, net of interest income	28.1	24.3	22.0	25.5	21.1	5.8	4.6	19.9
Add: Depreciation and amortization	77.6	84.4	71.8	59.2	37.5	14.3	8.3	31.6
Add: Unrealized loss (gain) on investment in equity securities	-	-	-	13.0	(14.4)	(2.2)	1.3	(10.8)
Add: Impairment losses	71.8	-	-	-	-	-	-	-
Less: Gain on Equator earn-out liability	(7.6)	-	-	-	-	-	-	-
EBITDA	219.7	150.3	126.4	96.4	54.5	13.4	5.1	46.1
Add: Share-based compensation	4.8	6.2	4.3	10.2	11.9	2.6	2.9	12.1
Less: Gain on sale of businesses	-	-	-	(13.7)	(17.8)	-	-	(17.8)
Add: Loss on BRS portfolio sale	-	-	-	-	1.8	-	-	1.8
Add: Sales tax accrual, net of reimbursement	-	-	-	6.2	0.3	2.1	-	(1.7)
Add: Restructuring charges	-	-	-	11.6	14.1	4.4	2.9	12.6
Add: Loss on debt refinancing	-	-	-	4.4	-	-	-	-
Add: Goodwill and other assets write-off from business exits	-	-	-	2.6	6.1	0.2	-	5.9
Add: Pointillist losses	-	-	-	-	-	-	2.3	2.3
Add: Litigation settlement loss <sup>1</sup>	-	28.0	-	0.5	-	-	-	-
Adjusted EBITDA	224.5	184.5	130.7	118.3	70.8	22.7	13.2	61.2

<sup>1</sup> Net of insurance recovery



## NON-GAAP MEASURES

Reconciliation (\$ in millions except per share data)	2015	2016	2017	2018	2019	Q1'19	Q1'20	LTM 3/31/20
Calculation of the impact of intangible asset amortization expense, net of tax								
Intangible amortization expense	41.1	47.6	35.4	28.4	19.0	8.6	4.2	14.6
Tax benefit from intangible asset amortization	(2.9)	(10.8)	(7.8)	(8.5)	(4.7)	(2.7)	(0.0)	(3.6)
Intangible asset amortization expense, net of tax	38.2	36.8	27.5	19.9	14.3	6.0	4.2	11.0
Diluted share count (in 000s)	20,619	19,612	18,692	17,523	16,277	16,638	15,769	16,062 <sup>(1)</sup>
Intangible asset amortization expense, net of tax per diluted share	1.85	1.88	1.47	1.14	0.88	0.36	0.27	0.68
Calculation of the impact of share-based compensation, net of tax								
Share-based compensation	4.8	6.2	4.3	10.2	11.9	2.6	2.9	12.1
Tax benefit from share-based compensation	(0.3)	(1.4)	(0.9)	(3.1)	(3.0)	(0.8)	(0.3)	(2.9)
Share-based compensation, net of tax	4.5	4.8	3.3	7.1	8.9	1.8	2.6	9.3
Diluted share count (in 000s)	20,619	19,612	18,692	17,523	16,277	16,638	15,769	16,062 <sup>(1)</sup>
Share-based compensation, net of tax per diluted share	0.22	0.24	0.18	0.41	0.55	0.11	0.17	0.58
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	-	-	-	13.0	(14.4)	(2.2)	1.3	(10.8)
Tax (benefit) provision from the unrealized loss (gain) on investment in equity securities	-	-	-	(3.4)	3.6	0.6	-	2.7
Unrealized loss (gain) on investment in equity securities, net of tax	-	-	-	9.6	(10.8)	(1.7)	1.3	(8.1)
Diluted share count (in 000s)	20,619	19,612	18,692	17,523	16,277	16,638	15,769	16,062 <sup>(1)</sup>
Unrealized loss (gain) on investment in equity securities, net of tax per diluted share	-	-	-	0.55	(0.67)	(0.10)	0.09	(0.51)
Calculation of the impact of impairment loss, net of tax								
Impairment loss	71.8	-	-	-	-	-	-	-
Tax benefit from impairment loss	(1.2)	-	-	-	-	-	-	-
Impairment loss, net of tax	70.6	-	-	-	-	-	-	-
Diluted share count (in 000s)	20,619	19,612	18,692	17,523	16,277	16,638	15,769	16,062 <sup>(1)</sup>
Impairment loss, net of tax per diluted share	3.43	-	-	-	-	-	-	-
Calculation of the gain on the Equator earn out liability, net of tax								
Gain on Equator earn out liability	(7.6)	-	-	-	-	-	-	-
Tax provision from gain on Equator earn out liability	0.7	-	-	-	-	-	-	-
Gain on Equator earn out liability, net of tax	(6.9)	-	-	-	-	-	-	-
Diluted share count (in 000s)	20,619	19,612	18,692	17,523	16,277	16,638	15,769	16,062 <sup>(1)</sup>
Gain on Equator earn out liability, net of tax per diluted share	(0.34)	-	-	-	-	-	-	-

(1) Calculated as the simple average of the quarterly diluted share counts in each quarter of the twelve months ended March 31, 2020

Note: Numbers may not sum due to rounding

## NON-GAAP MEASURES

Reconciliation (\$ in millions except per share data)	2015	2016	2017	2018	2019	Q1'19	Q1'20	LTM 3/31/20
Calculation of the impact of litigation settlement loss, net of tax								
Litigation settlement loss <sup>1</sup>	-	28.0	-	0.5	-	-	-	-
Tax benefit from litigation settlement loss <sup>1</sup>	-	(3.4)	-	(0.2)	-	-	-	-
Litigation settlement loss, net of tax	-	24.6	-	0.3	-	-	-	-
Diluted share count (in 000s)	20,619	19,612	18,692	17,523	16,277	16,638	15,769	16,062 <sup>(2)</sup>
Litigation settlement loss <sup>1</sup> , net of tax per diluted share	-	1.25	-	0.02	-	-	-	-
Calculation of the impact of loss on BRS portfolio sale, net of tax								
Loss on BRS portfolio sale	-	-	-	-	1.8	-	-	1.8
Tax benefit from loss on BRS portfolio sale	-	-	-	-	(0.4)	-	-	(0.4)
Loss on BRS portfolio sale, net of tax	-	-	-	-	1.4	-	-	1.4
Diluted share count (in 000s)	20,619	19,612	18,692	17,523	16,277	16,638	15,769	16,062 <sup>(2)</sup>
Loss on BRS portfolio sale, net of tax per diluted share	-	-	-	-	0.09	-	-	0.09
Calculation of the impact of gain on sale of businesses, net of tax								
Gain on sale of businesses	-	-	-	(13.7)	(17.8)	-	-	(17.8)
Tax provision from gain on sale of businesses	-	-	-	4.3	7.2	-	-	7.2
Gain on sale of businesses, net of tax	-	-	-	(9.3)	(10.6)	-	-	(10.6)
Diluted share count (in 000s)	20,619	19,612	18,692	17,523	16,277	16,638	15,769	16,062 <sup>(2)</sup>
Gain on sale of businesses, net of tax per diluted share	-	-	-	(0.53)	(0.65)	-	-	(0.66)
Calculation of the impact of sales tax accrual, net of reimbursement, net of tax								
Sales tax accrual, net of reimbursement	-	-	-	6.2	0.3	2.1	-	(1.7)
Tax benefit from sales tax accrual	-	-	-	(1.6)	(0.1)	(0.5)	-	0.4
Sales tax accrual, net of reimbursement, net of tax	-	-	-	4.6	0.2	1.5	-	(1.3)
Diluted share count (in 000s)	20,619	19,612	18,692	17,523	16,277	16,638	15,769	16,062 <sup>(2)</sup>
Sales tax accrual, net of reimbursement, net of tax per diluted share	-	-	-	0.26	0.01	0.09	-	(0.08)
Calculation of the goodwill and other assets write-off from business exits, net of tax								
Goodwill and other assets write-off from business exits	-	-	-	2.6	6.1	0.2	-	5.9
Tax benefit from goodwill and other assets write-off from business exits	-	-	-	(0.7)	(1.5)	(0.1)	-	(1.5)
Goodwill and other assets write-off from business exits, net of tax	-	-	-	2.0	4.6	0.2	-	4.4
Diluted share count (in 000s)	20,619	19,612	18,692	17,523	16,277	16,638	15,769	16,062 <sup>(2)</sup>
Goodwill and other assets write-off from business exits, net of tax per diluted share	-	-	-	0.11	0.28	0.01	-	0.28

<sup>1</sup> Net of insurance recovery

(2) Calculated as the simple average of the quarterly diluted share counts in each quarter of the twelve months ended March 31, 2020

Note: Numbers may not sum due to rounding

## NON-GAAP MEASURES

Reconciliation (\$ in millions except per share data)	2015	2016	2017	2018	2019	Q1'19	Q1'20	LTM 3/31/20
Calculation of the impact of restructuring charges, net of tax								
Restructuring charges	-	-	-	11.6	14.1	4.4	2.9	12.6
Tax benefit from restructuring charges	-	-	-	(2.6)	(3.4)	(1.0)	(0.4)	(3.0)
Restructuring charges, net of tax	-	-	-	9.0	10.7	3.4	2.5	9.6
Diluted share count (in 000s)	20,619	19,612	18,692	17,523	16,277	16,638	15,769	16,062 <sup>(1)</sup>
Restructuring charges, net of tax per diluted share	-	-	-	0.51	0.66	0.20	0.16	0.60
Calculation of the impact of certain income tax related items, net								
Luxembourg deferred tax valuation allowance and Luxembourg subsidiaries merger, net	-	-	(300.9)	-	291.5	-	-	291.5
Other income tax rate changes	-	-	6.3	-	14.0	-	1.4	15.4
Foreign income tax reserves	-	-	10.5	-	5.6	-	0.5	6.1
Certain income tax related items, net	-	-	(284.1)	1.6	311.2	-	1.9	313.0
Diluted share count (in 000s)	20,619	19,612	18,692	17,523	16,277	16,638	15,769	16,062 <sup>(1)</sup>
Certain income tax related items, net per diluted share	-	-	(15.20)	0.09	19.12	-	0.12	19.49
Calculation of the impact of the loss on debt refinancing, net of tax								
Loss on debt refinancing	-	-	-	4.4	-	-	-	-
Tax benefit from the loss on debt refinancing	-	-	-	(1.2)	-	-	-	-
Loss on debt refinancing, net of tax	-	-	-	3.2	-	-	-	-
Diluted share count (in 000s)	20,619	19,612	18,692	17,523	16,277	16,638	15,769	16,062 <sup>(1)</sup>
Loss on debt refinancing, net of tax per diluted share	-	-	-	0.18	-	-	-	-
Calculation of the impact of Pointillist losses, net of tax								
Pointillist losses	-	-	-	-	-	-	2.3	2.3
Tax benefit from Pointillist losses	-	-	-	-	-	-	(0.5)	(0.5)
Pointillist losses, net of tax	-	-	-	-	-	-	1.8	1.8
Diluted share count (in 000s)	20,619	19,612	18,692	17,523	16,277	16,638	15,769	16,062 <sup>(1)</sup>
Pointillist losses, net of tax, per diluted share	-	-	-	-	-	-	0.11	0.11

(1) Calculated as the simple average of the quarterly diluted share counts in each quarter of the twelve months ended March 31, 2020

Reconciliation (\$ in millions)	12-31-14	12-31-15	12-31-16	12-31-17	12-31-18	12-31-19	3-31-20
Senior secured term loans	\$591.5	\$536.6	\$479.7	\$413.6	\$338.8	\$293.8	\$293.8
Less: Cash and cash equivalents	(161.4)	(179.3)	(149.3)	(105.0)	(58.3)	(82.7)	(79.1)
Less: Marketable securities	-	(45.8)	(49.2)	(36.2)	(42.6)	(41.3)	
Net debt less marketable securities	\$430.2	\$357.3	\$284.6	\$259.4	\$244.3	\$168.5	\$173.5

Note: Numbers may not sum due to rounding

## FIELD SERVICES

Grew Field Services revenue from customers other than Ocwen, NRZ and RESI by 177% in the first quarter of 2020 compared to the first quarter of 2019

### Business Overview

- Provides inspection, preservation and maintenance services for pre-foreclosure and post-foreclosure properties, and a vendor transaction, invoice and oversight workflow platform
- One of the leading providers and well positioned for potential growth from our scale, national footprint, consolidation of service providers and growing customer base

### Service Offerings

 <b>Inspection Services</b>	✓ Exterior and interior inspections, loss draft inspections, property condition reports, etc.
 <b>Preservation and Specialty Services</b>	✓ Seasonal services, recurring maintenance, repairs, hazard repairs management, utility payments, property registration, etc.
 <b>Community Engagement Services</b>	✓ Relationships with homeowners associations, national and local non-profits, and other community stakeholders to effectively address local issues
 <b>Automated Solutions</b>	✓ Proprietary technology platforms to help effectively manage business needs
 <b>Quality Control in the Field</b>	✓ Regional field service managers to quality control check vendors' performance

### Key Business Highlights and Market Opportunity

- Comprehensive product offering:** A suite of pre-foreclosure and post-foreclosure field services with a mature compliance and vendor oversight program
- Nationwide Presence:** A national footprint with an extensive and proven vendor network
- Strong Positioning:** Opportunity for growth as customers consolidate to vendors with a national footprint, strong performance and a robust compliance and control environment
- Attractive Financial Profile:** Attractive margins and free cash flow conversion through scale and global lower cost workforce
- High Barriers to Entry:** Significant investment required to a) develop the compliance and control environment and vendor network, and b) implement the vendor management and payment technology
- Strong momentum of clients wins:** Diversifying the client base with leading bank and non-bank servicer clients
- Growing Unit Revenue:** Preservation spend per property increasing to address community blight
- Countercyclical Upside:** Attractive client base and vendor consolidation positions the business for strong potential growth in a recessionary environment; immediate focus on providing services to FHA loan servicers as FHA loans typically have higher delinquency rates

## MARKET PLACE

Grew Hubzu revenue from customers other than Ocwen, NRZ and RESI by 39% in the first quarter of 2020 compared to the first quarter of 2019

### Business Overview

- Provides residential asset management, brokerage, online marketing and disposition, and a workflow platform for foreclosures, short sales and real estate owned assets ("REO")
- One of the leading online auction marketplaces<sup>1</sup> in the distressed residential real estate space and we believe is well positioned for potential growth from our scale, national footprint and growing customer base

### Service Offerings



- ✓ Nationwide online marketing and auction platform for short sales, foreclosure sales and REO sales
- ✓ Nationwide real estate brokerage (in-house listing agents)
- ✓ REO Asset Management



- ✓ Technology platform to help facilitate the management and sale of distressed loans and real estate in an efficient, transparent and compliant manner

### Key Business Highlights and Market Opportunity

- Growing Addressable Market:** Anticipate a growing addressable market for online auctions from the expanded adoption of online auction as a disposition strategy by FHA, GSEs & servicers
- Strong Positioning:** One of the largest nationwide online marketplaces for single family residential short sales, foreclosure auction marketing and sales, and REO sales
- Attractive Financial Profile:** Strong margins and free cash flow conversion
- High Barriers to Entry:** High costs to a) develop the technology, b) acquire the supply of homes to sell, c) develop the buyer base to acquire homes, d) obtain and manage required regulatory licenses, and e) maintain the compliance and controls infrastructure
- Strong Operational Performance:** Strong sale conversion rates; access to real-time data for clients to monitor asset performance and process
- Strong Momentum of Client Wins:** Attractive and growing customer base that includes 4 of the top 5 Servicers<sup>2</sup> and the largest GSE, with an opportunity to cross-sell our suite of related services (e.g., valuation, title and closing, field services)
- Countercyclical Upside:** We believe our attractive client base positions the business for strong potential growth in a recessionary environment; immediate focus on providing foreclosure auction marketing and sale services to FHA loan servicers as FHA loans typically have higher delinquency rates

<sup>1</sup> Source: "4 top online real estate auction websites" by Homes4Income, September 2018

<sup>2</sup> Based on UPB per Inside Mortgage Finance, March 2020



## MORTGAGE & REAL ESTATE SOLUTIONS

Grew Mortgage and Real Estate Solutions revenue from customers other than Ocwen, NRZ and RESI by 47% in the first quarter of 2020 compared to the first quarter of 2019

### Business Overview

- Provides a suite of solutions, services and technologies typically used in originating, buying, selling and servicing residential mortgages

### Service Offerings

#### Direct and Reseller Services

#### Premium Title™

- ✓ Default related services to Ocwen and other servicers (e.g., valuation, title, trustee) and origination related services to Lenders One members and other originators (e.g., construction risk management, valuation, title, flood reseller)

#### Springhouse®

AN ALTISOURCE® BUSINESS UNIT



#### Fulfillment Services



#### Capital Markets



- ✓ Quality control, underwriting, closing and processing services, loan manufacturing insurance and reseller services to Lenders One members and other originators

- ✓ Loan trading services to improve loan sale execution for the Lenders One members (i.e., the Preferred Investor Model)

### Key Business Highlights and Market Opportunity

- Strong Positioning:** Scale, global workforce and automation supports customer growth at competitive cost

- Large Growth Potential:** As the manager of the Lenders One cooperative, Altisource has credible access to 200+ mid-tier originators that originated over \$300 billion in residential mortgages in 2019; we believe this represents a largely untapped opportunity

- Attractive Customer Value Proposition:** A suite of related services that can be sold a-la-carte or as part of a bundle

- Considerable capital markets opportunity:** Tremendous potential to grow revenue and earnings by further improving Lenders One members' profitability through a more structured capital markets program

- Unique Products:** Offers unique risk mitigation and insurance products designed to help reduce customers' loan put back risk and drive business to other service offerings

- Attractive Financial Profile:** Attractive margins and free cash flow conversion through scale and global lower cost workforce

- Countercyclical Upside:** Attractive client base and industry wide vendor consolidation positions the default related businesses for strong potential growth in a recessionary environment



## 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](mailto:Investor.relations@altisource.com)**

### EXCHANGE

NASDAQ Global Select Market

### TICKER

ASPS

### HEADQUARTERS

Luxembourg

### EMPLOYEES

Approximately 3,100



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