



# Morgan Stanley Leveraged Finance Conference

June 5, 2018

# Forward-Looking Statements and Estimates

This presentation contains forward-looking statements that involve a number of risks and uncertainties. These forwardlooking 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 undertakes no 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, our ability to retain existing customers and attract new customers and the potential for changes in our customer relationships, including the possibility of early termination of our Cooperative Brokerage Agreement with New Residential Investment Corp. or the possibility that we may not be successful in negotiating a satisfactory services agreement with New Residential Investment Corp.; the possibility that Ocwen Financial Corporation's acquisition of PHH Corporation will not be completed; 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; and other risks and uncertainties detailed in the "Forward-Looking Statements," "Risk Factors" and other sections of Altisource's Form 10-K 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 Altisource makes no representation that the actual financial results will be the same as those set out in the financial projections and scenarios. These financial projections and scenarios should not be unduly relied upon.



Adjusted Operating Income, Earnings Before Interest, Taxes, Depreciation and Amortization ("EBITDA"), Adjusted EBITDA, Cash Flows From Operating Activities Less Capital Expenditures, Adjusted Cash Flows From Operating Activities Less Capital Expenditures, Net Debt Less Marketable Securities and Cash Interest Expense, 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, net income (loss) attributable to Altisource, cash flows from operating activities, long-term debt, including current portion and interest expense 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, depreciation expense, financing expense and costs related to the development of new businesses and technologies, as well as the effect of more significant non-recurring items from earnings, cash flows 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-recurring 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.



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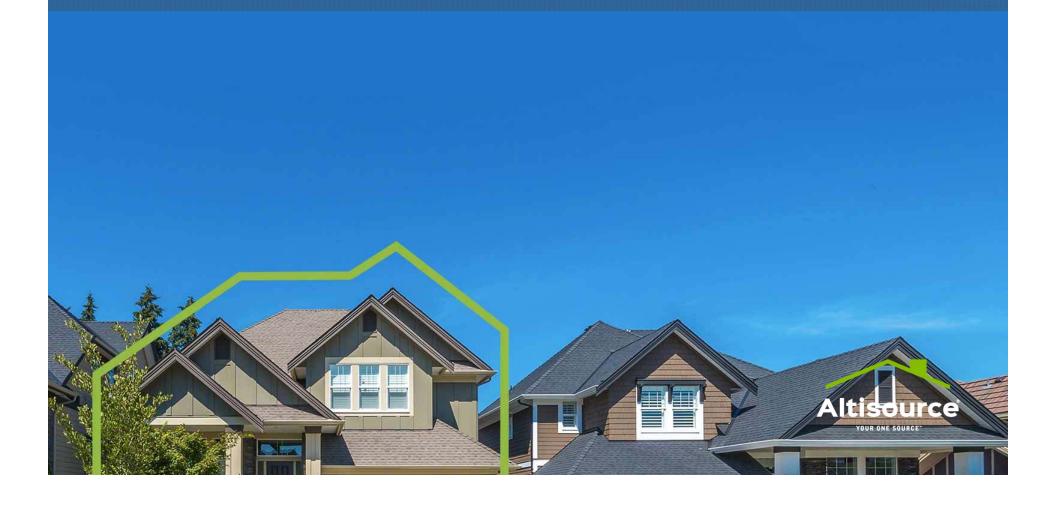
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### **Vision:**

To be the premier real estate and mortgage marketplace connecting market participants and providing related services



### **About Altisource**

Altisource is a leading provider of services and technologies for the mortgage and real estate industries, focusing on the needs of servicers, real estate investors, originators and consumers

		TTM 3/31/18 Service Revenue <sup>1</sup>	2017 Total Addressable U.S. Market <sup>2</sup>
Servicer Solutions	Services and technologies for mortgage servicers to manage delinquencies, preserve, maintain, market and sell homes	\$669 million	\$6 billion
Real Estate Investor Solutions	Services and technologies for residential real estate investors to buy, manage, renovate, lease and sell investment homes	\$77 million <sup>3</sup>	\$225 billion <sup>3</sup>
Origination Solutions	Services and technologies for loan originators to grow their business and underwrite and sell loans	\$49 million	\$23 billion
Consumer Real Estate Solutions	Services and technologies for consumers to purchase and sell homes	\$5 million	\$124 billion

<sup>&</sup>lt;sup>1</sup> Trailing twelve months ("TTM") excludes \$58 million Service Revenue from customer relationship management, asset recovery management and IT infrastructure services recorded in Other Businesses, Corporate and Eliminations

<sup>&</sup>lt;sup>3</sup> Includes the sales price of single family rental homes sold



<sup>&</sup>lt;sup>2</sup> Source: Altisource estimates

# Our Services and Technologies<sup>1</sup>

# Altisource has scalable, nationwide businesses that can drive growth across our strategic businesses

	Real Estate Brokerage	Title and Escrow	Property Preservation and Inspection	Valuation	Online Auction	Insurance	Property Management
Servicer Solutions	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$
Origination Solutions		$\checkmark$		$\sqrt{}$		$\sqrt{}$	
Real Estate Investor Solutions	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$
Consumer Real Estate Solutions	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$	$\sqrt{}$		$\sqrt{}$	

<sup>&</sup>lt;sup>1</sup> The services and technologies listed in this Slide represent approximately 75% of our 2017 service revenue



### Servicer Solutions



#### **Our Solutions**

We provide services and technologies for loan servicers to manage delinquencies, preserve, maintain, market and sell homes

#### **Background**

As a result of the credit crisis and the subsequent loan servicer consolidation, this business grew rapidly by providing servicers with outsourced services and technology for their delinquent portfolios

Servicer Solutions is leveraging its national scale and comprehensive suite of solutions to expand its footprint to bank and non-bank servicers of FHA portfolios and asset-backed investment funds with REO and whole loan portfolios. Our customers include 7 of the top 10 servicers and 1 of the GSEs, among others





### Real Estate Investor Solutions



#### **Our Solutions**

We provide services and technologies for residential real estate investors to buy, manage, renovate, lease and sell investment homes

#### **Background**

Historically, this business generated the majority of its revenue and earnings from providing Front Yard Residential Corporation (NYSE: RESI) with outsourced services to support its non-performing loan, REO, and single family rental portfolios

Leveraging Altisource's suite of real estate related services and expertise in managing rental properties, we are transitioning this business to focus on sourcing residential real estate investments for investors, and providing related services





# **Origination Solutions**



#### **Our solutions**

We provide services and technologies for loan originators to grow their business and underwrite and sell loans

#### **Background**

Origination Solutions supports the growth and profitability of correspondent lenders and mid-tier mortgage bankers through our suite of origination products. We do so primarily by leveraging the Lenders One cooperative, which represented approximately 16%¹ of the 2017 originations market, and our Mortgage Builder loan origination software, customer base

Growing Lenders One membership and the associated higher loan origination volume drives more closed loans to Lenders One correspondent lenders. Altisource sells its variety of products and services to correspondent lenders, Lenders One members, Mortgage Builder customers and others



<sup>&</sup>lt;sup>1</sup> Sources: Altisource estimates, U.S. Ioan originations for 2017 based on the Mortgage Bankers Association estimates dated January 20, 2018



### **Consumer Real Estate Solutions**



#### **Our Solutions**

We provide consumers with a technology enabled real estate brokerage and the suite of services typically used in connection with a home purchase and sale transaction in a convenient, easy-to-use manner

#### **Background**

With Owners.com®, Altisource leverages its experience operating a top 10, nationwide real estate brokerage and one of the largest online real estate auction marketplaces

Originally a for-sale-by-owner business, Owners.com® launched its buy-side brokerage offering in February 2016 in Atlanta and South Florida and now serves 25 markets in 8 states







# Key Investment Highlights

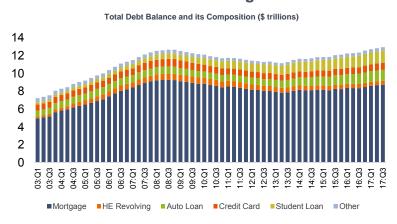
1	Attractive Industry Dynamics	Counter-cyclical businesses positioned to benefit from loosening credit standards and growing FHA issuance
2	Large Growth Opportunities	A client base that includes some of the largest players in the servicing and origination industry consolidation
3	Historical Track Record	Historical track record of incubating, launching and expanding services
4	Attractive Financial Profile	Capital light business model with strong free cash flow generation and a highly variable cost structure
5	Strong Cash Flow Coverage	Long term contracts with Ocwen <sup>1</sup> and NRZ <sup>1</sup> provide significant cash flow coverage
6	Experienced Management Team	Experienced management team with significant equity ownership

1 See Altisource's 1st Quarter 2018 SEC Form 10-Q filed on April 26, 2018 and Altisource's 2017 SEC Form 10-K filed on February 22, 2018 for additional information

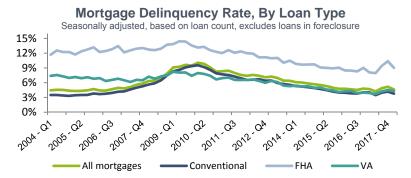


# **Attractive Industry Dynamics**

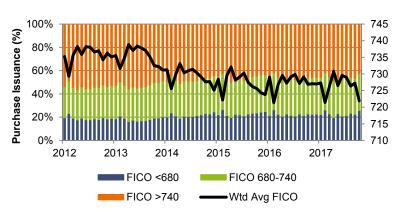
# Aggregate household debt is increasing since its most recent trough in Q2 2013



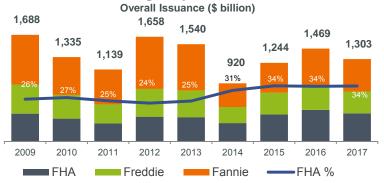
# FHA mortgages have higher delinquency rates than conventional Agency mortgages



# Conventional and FHA purchase money mortgages exhibit decreasing FICO scores



# FHA issuance is increasing as a percentage of Agency issuance

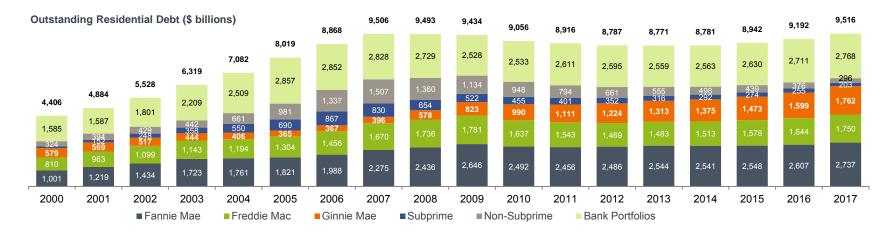


Sources: Federal Reserve Bank of New York. Fannie Mae. Freddie Mac. Ginnie Mae and Nomura Securities



# 1 Attractive Industry Dynamics

#### FHA loans outstanding are growing



FHA borrowers have higher LTV and lower FICO scores compared to GSE borrowers

2017 Originations									
GSEs FHA									
FICO	741	690							
LTV	75	95							
DTI	35	42							

Non-bank servicers are increasing their market share in FHA servicing



Sources: Fannie Mae, Freddie Mac, Ginnie Mae, Intex and Nomura Securities



# 2 Large Growth Opportunities

FHA is growing its market share of total originations

- FHA issuance grew to 34% of combined Freddie, Fannie and Ginnie issuance volumes in 2017, up from 26% in 2009¹
- FHA mortgages exhibit higher delinquency rates than conventional agency mortgages<sup>2</sup>

Our clients represent some of the largest players in the servicing and origination industry consolidation

- Origination and servicing costs are rising in the backdrop of increasing regulatory requirements
- Current clients are acquiring MSR portfolios from smaller originators and servicers
- Current clients are acquiring smaller originators and servicers that are restructuring

Servicers and originators are consolidating their vendor footprint

- Servicer and originators are consolidating their vendor footprint to high performers with national scale
- Clients are expanding business with vendors who offer comprehensive solutions across the mortgage lifecycle
- New clients are increasingly turning to vendors with a marquee client base for referrals

Fixed income investors are driving demand for single family rentals

- Fixed income investors are driving demand for turn-key solutions in the U.S. single family rental market
- Successful operators need multiple acquisition channels and scalable renovation vendor management.
- Highly fragmented market with limited large scale turnkey solution providers<sup>3</sup>

Slowing origination volumes are driving process outsourcing

- Rising underwriting costs and declining origination volumes are driving the outsourcing of underwriting processes<sup>4</sup>
- Growth of non-qualified mortgages is generating demand for loan certification insurance to protect against loan manufacturing defects
- Mid-sized mortgage bankers desire expanded access to capital markets and correspondents, seek access to greater closed loan volume

<sup>&</sup>lt;sup>4</sup> Source: Mortgage Bankers Association



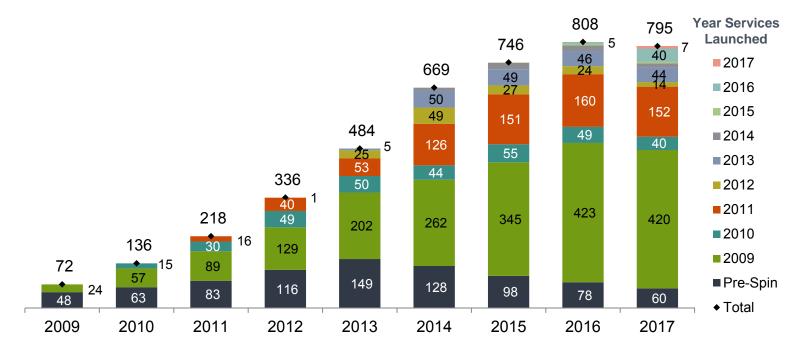
<sup>1.2</sup> Sources: Federal Reserve Bank of New York, Fannie Mae, Freddie Mac, Ginnie Mae and Nomura Securities

<sup>&</sup>lt;sup>3</sup> Sources: Current Population Survey/Housing Vacancy Survey, Series H-111, U.S. Census Bureau

# 3 Historical Track Record

#### Historical record of incubating, launching and expanding services

Service Revenue<sup>1,2</sup> (\$ million)



<sup>1</sup> Excludes the following: (i) service revenue from post-charge-off consumer debt collection services, customer relationship management services, IT infrastructure management services (ii) Equator acquisition related deferred revenue (iii) service revenue from Ocwen-facing servicer solutions technologies and (iv) certain services that we discontinued

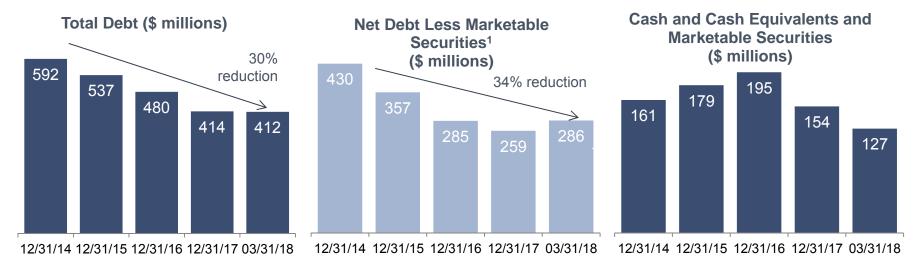
<sup>&</sup>lt;sup>2</sup> Service revenue of businesses that were acquired are treated as if the services were launched during the year of acquisition. However, fee-based businesses acquired from Homeward Residential, Inc. and Residential Capital, LLC comprised services that existed at the time of acquisition. Therefore, the service revenue from those services are included in the years those services were launched by Altisource



### $oldsymbol{(4)}$

## Attractive Financial Profile

Altisource has used some of its cash flow to reduce Debt and Net Debt while maintaining strong liquidity



- Since December 31, 2014, Altisource reduced its total debt by \$179.4 million, including voluntary purchases of \$160.1 million par value at a weighted average discount of 11.4%
- On April 3, 2018, Altisource refinanced its Senior Secured Term Loan extending the maturity from December 2020 to April 2024. The new SSTL has no maintenance covenants, carries over the available baskets for restricted payments from our previous credit agreement, and reduces net debt by the value of marketable securities<sup>2</sup> in determining whether excess cash flow sweeps are required
- Altisource plans to continue to opportunistically purchase its common stock and reduce debt through contractual amortization given the strong cash flows from the Ocwen and NRZ portfolios and the progress we are making with existing and new customers

Note: Numbers may not sum due to rounding



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

<sup>&</sup>lt;sup>2</sup> Up to \$75 million

# Attractive Financial Profile

#### Significant Free Cash Flow Generation as a Percentage of Debt

- Adjusted Cash Flows From Operating Activities less Capital Expenditures<sup>1</sup>(A)
- Net Debt less Marketable Securities<sup>1</sup> (B)



#### **High Fixed Charge Coverage Ratio**

## Adjusted EBITDA<sup>1</sup> less Capital Expenditures to Cash Interest Expense<sup>1</sup>

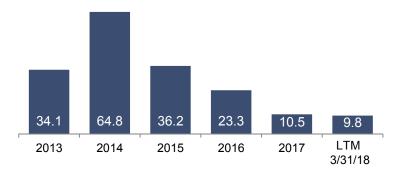




<sup>2</sup> Excludes reimbursable expenses, interest expense, depreciation and intangible asset amortization

#### **Limited Capital Expenditures**

**Capital Expenditures (\$ millions)** 



# Highly variable cost structure allows significant operating flexibility



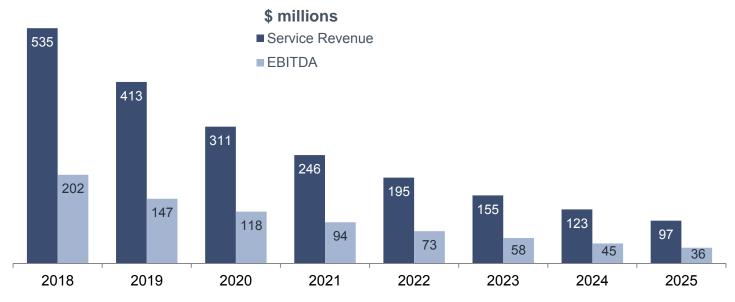
2017 Costs as a % of Total Costs<sup>2</sup>



<sup>&</sup>lt;sup>3</sup> Includes costs of short-term investments in real estate

# Strong Cash Flow Coverage

We anticipate that the existing Ocwen and NRZ portfolios, with UPB of \$179 billion as of December 31, 2017, will provide an estimated \$2.1 billion of revenue and approximately \$770 million of EBITDA through 2025<sup>1</sup>



- The projections assume run-off of the portfolio and a decline in delinquencies consistent with recent trends; potential growth from Ocwen, NRZ or an economic downturn are not factored into these projections
- EBITDA does not consider corporate and segment overhead
- The projections do not include revenue from Ocwen's announced acquisition of PHH Corporation

<sup>&</sup>lt;sup>1</sup> This is an estimate and actual results could differ materially from what is presented here



# Strong Cash Flow Coverage

Estimated cash flows from the Ocwen and NRZ portfolio provide significant coverage

Present Value<sup>1</sup> of OCN / NRZ Cash Flow<sup>2</sup> as % of Net Debt Less Marketable Securities<sup>3,7</sup>

		Non	Non-GSE Delinquency Scenario <sup>4</sup>							
		-2 pp <sup>5</sup>	-1 pp <sup>5</sup>	Base	+1 pp <sup>5</sup>	+2 pp <sup>5</sup>				
C	-10%	86%	99%	113%	126%	139%				
Service Revenue	-5%	95%	109%	123%	137%	151%				
per Delinquent	Base	103%	118%	133%	148%	162%				
Non-GSE Loan Scenario <sup>6</sup>	5%	112%	128%	143%	158%	174%				
	10%	121%	137%	153%	169%	185%				

Table A - Non-GSE Delinquency Rate Scenarios

	2018	2019	2020	2021	2022	2023	2024	2025
-2 pp <sup>5</sup>	15.6%	14.0%	12.5%	11.2%	10.0%	9.0%	8.0%	7.1%
-1 pp <sup>5</sup>	16.6%	15.0%	13.5%	12.2%	11.0%	10.0%	9.0%	8.1%
Base	17.6%	16.0%	14.5%	13.2%	12.0%	11.0%	10.0%	9.1%
+1 pp	18.6%	17.0%	15.5%	14.2%	13.0%	12.0%	11.0%	10.1%
+2 pp	19.6%	18.0%	16.5%	15.2%	14.0%	13.0%	12.0%	11.1%

Table B - Service Revenue per Delinquent Non-GSE Loan Scenarios

(\$)	2018	2019	2020	2021	2022	2023	2024	2025
-10%	2,866	2,866	2,866	2,866	2,866	2,866	2,866	2,866
-5%	3,025	3,025	3,025	3,025	3,025	3,025	3,025	3,025
Base	3,184	3,184	3,184	3,184	3,184	3,184	3,184	3,184
5%	3,343	3,343	3,343	3,343	3,343	3,343	3,343	3,343
10%	3,502	3,502	3,502	3,502	3,502	3,502	3,502	3,502

<sup>&</sup>lt;sup>7</sup> This is a non-GAAP measure defined and reconciled in the Appendix



<sup>&</sup>lt;sup>1</sup> Discount rate used:5.5%

<sup>&</sup>lt;sup>2</sup> Estimated Ocwen and NRZ cash flow was discounted to its present value by using EBITDA from the prior slide and allocating the (i) pro-rata portions of segment overhead, corporate overhead, cash taxes, capital expenditures and (ii) the full interest expense on the senior secured term loan through March 31, 2024

<sup>&</sup>lt;sup>3</sup> Balance as of March 31, 2018

<sup>&</sup>lt;sup>4</sup> See Table A for non-GSE delinquency rates used in the scenarios

<sup>&</sup>lt;sup>5</sup> Percentage point difference from the base scenario

<sup>&</sup>lt;sup>6</sup> See Table B for service revenue per delinquent non-GSE loan used in the scenarios

# Strong Cash Flow Coverage

Ocwen's recent announcement of its acquisition of PHH Corporation positions it for growth

- Anticipate providing the PHH portfolio with the same fee-based services that we provide on Ocwen's current portfolio following the closing of Ocwen's announced anticipated acquisition of PHH, which, on a pro forma basis, serviced and subserviced approximately 553,000 loans as of December 31, 2017<sup>1</sup>
- Altisource has long-term agreements with Ocwen to provide the outsourced fee-based services on Ocwen's servicing portfolio. Similar to Ocwen's other servicing acquisitions, Altisource anticipates that it will provide these fee-based services on the PHH servicing portfolio

<sup>&</sup>lt;sup>1</sup> The number of loans serviced and subserviced by PHH as of December 31, 2017 (672,000 loans) has been reduced herein by 118,550 loans related to February 2018 notices received from three of PHH's subservicing clients of their intent to transfer these loans to other servicers. This information is based on Ocwen's February 28, 2018 Investor Presentation "PHH Corporation Acquisition Overview"



# Experienced Management Team

- Management with significant experience within our industry
- Named Executive Officers collectively own approximately 6.89% of our common stock<sup>1</sup>



William B. Shepro Chief Executive Officer & Director

Mr. Shepro was appointed CEO and to the Board of Altisource in August 2009. Mr. Shepro previously served as the President and COO of Ocwen Solutions at Ocwen Financial Corp.



Indroneel Chatterjee Chief Financial Officer

Before joining Altisource in October 2017, served as Head of Credit Solutions, Global Markets at Nomura



Kevin J. Wilcox Chief Administration and Risk Officer

Vivek Bhandari

President, Real

Estate Investor

Solutions

Before joining Altisource in August 2009, served as Executive Vice President, Chief Administration Officer and Corporate Secretary for Ocwen Financial Corp.



John A. Vella Chief Revenue Officer

Before joining Altisource in November 2013, served as Chief Operating Officer at Equator, LLC



Michelle D. Esterman Executive Vice President, Finance

Before joining Altisource in March 2012, served as Senior Manager, Audit & Enterprise Risk Services for Deloitte & Touche, LLP



Justin Vedder Chief Operating Officer, Origination Solutions<sup>2</sup>

Before joining Altisource in July 2015, served as Executive Vice President of CastleLine Risk and Insurance Services. LLC



Marcello Mastioni President, Real Estate Marketplace

Before joining Altisource in August 2017, served as Vice President and Managing Director for EMEA at HomeAway



Before joining Altisource in August 2009, served as the Vice President of Operations within the Financial Services division at Ocwen Financial



Joseph A.
Davila
President,
Servicer
Solutions

Before joining Altisource in July 2011, served as Vice President of Operations at Capital One Financial

- For purposes of this calculation, an individual is considered the beneficial owner of shares of common stock if he or she directly or indirectly has, or shares, voting power or investment power, as defined in the rules promulgated under the Exchange Act, or has the right to acquire such beneficial ownership within 60 days after March 21, 2018.
- 2 Effective July 1,2018

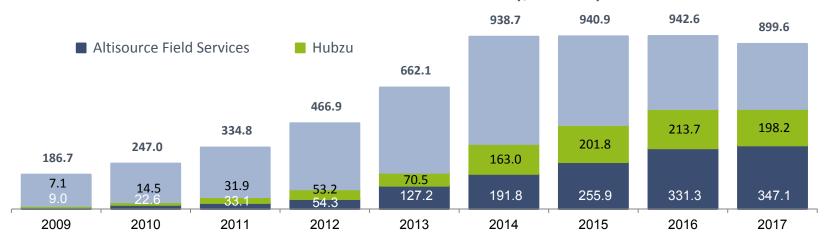




# Strong Historical Growth of the Core Businesses

#### Altisource has grown its Field Services and Hubzu businesses

#### **Altisource Service Revenue (\$ millions)**



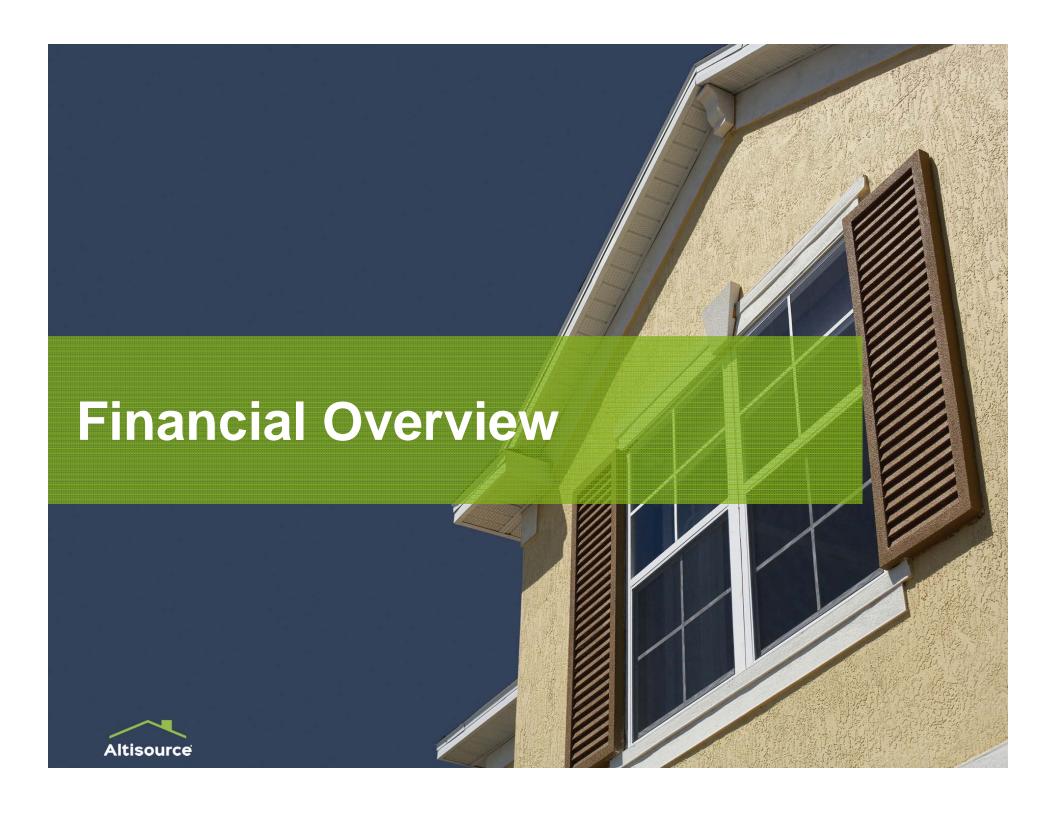
#### Recent transaction multiples for competitors highlight the potential value creation for shareholders

	2017 Altisource EBITD	$A^1$	Competitor EBITDA <sup>2</sup>	Transaction
Altisource Business Unit	(\$ millions)	Competitor	(\$ millions)	Multiple <sup>2</sup>
Altisource Field Services	62	Mortgage Contracting Services LLC	85	9.3x
Hubzu	138	Ten-X,LLC (Auction.com)	95	17.3x

<sup>1</sup> EBITDA calculations for Altisource Field Services and Hubzu include pro rata Servicer Solutions segment expense allocations but exclude certain corporate allocations

<sup>&</sup>lt;sup>2</sup> Source: S&P Global Levered Loan Commentary





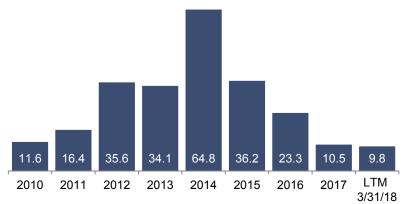
### **Financial Performance**

#### Service Revenue (\$ millions)

- ♦ Operating Income Margin%
- ◆ Adjusted Operating Income¹ Margin%

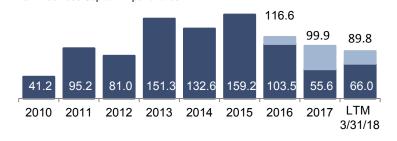


**Capital Expenditures (\$ millions)** 



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

- Cash Flows From Operating Activities Less Capital Expenditures¹
- Adjusted Cash Flows From Operating
  Activities Less Capital Expenditures<sup>1</sup>



#### **EBITDA (\$ millions)**



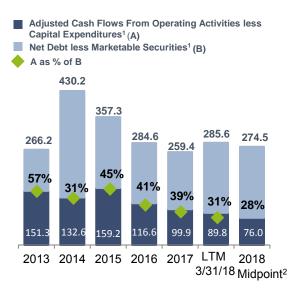


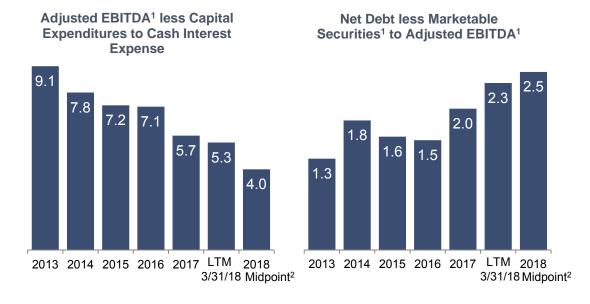
<sup>&</sup>lt;sup>1</sup> This is a non-GAAP measure defined and reconciled in the Appendix



# Strong Free Cash Flow Coverage

#### Strong Free Cash Flow Generation, Interest Coverage and Debt Coverage Ratios





<sup>&</sup>lt;sup>2</sup> 2018 Scenarios are provided in slide 30



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



# 2018 Scenarios

#### 2018 Scenarios

\$ millions	Scena	rio A	Scena	rio B	Midpoi Scenar and	ios A
Service Revenue	\$	810	\$	900	\$	855
Related to Ocwen / NRZ	\$	510	\$	560	\$	535
Unrelated to Ocwen / NRZ	\$	300	\$	340	\$	320
Investments	\$	45	\$	35	\$	40
Net Income Attributable to Altisource	\$	6	\$	10	\$	8
Adjusted EBITDA <sup>1</sup>	\$	105	\$	113	\$	109
Cash Flows From Operating Activities	\$	30	\$	21	\$	25
Adjusted Cash Flows From Operating Activities <sup>1</sup>	\$	80	\$	91	\$	85
Adjusted Cash Flows From Operating Activities Less Capital Expenditures <sup>1</sup>	\$	70	\$	82	\$	76

Note: Numbers may not sum due to rounding



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

- Adjusted Operating Income, EBITDA, Adjusted EBITDA, Cash Flows From Operating Activities Less Capital Expenditures, Adjusted Cash Flows From Operating Activities Less Capital Expenditures, Net Debt Less Marketable Securities and Cash Interest Expense, are non-GAAP measures used by our Chief Executive Officer (our chief operating decision maker), existing shareholders and potential shareholders to measure Altisource's performance
- Adjusted Operating Income is calculated by adding intangible asset amortization expense, share-based compensation, noncash impairment losses and litigation settlement loss, net of insurance recovery to, and deducting non-cash gains associated with reductions of the Equator earn out liability from, GAAP income (loss) from operations
- 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 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 on investment in equity securities, depreciation and
  amortization, litigation settlement loss (net of insurance recovery) and share-based compensation less non-cash gains
  associated with reductions of the Equator earn out liability from, GAAP net income (loss) attributable to Altisource
- 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 adding litigation settlement loss (net
  of insurance recovery) and short-term real-estate investments related to the buy-renovate-lease-sell program to, and
  deducting capital expenditures from, cash flows from operating activities



- Net Debt Less Marketable Securities is calculated as long-term debt, including current portion, minus cash and cash equivalents and marketable securities
- Cash Interest Expense is calculated by deducting amortization of debt discount and debt issuance costs from GAAP interest expense
- The reconciliations of non-GAAP measures to GAAP measures are shown on slides 33 to 35



Reconciliation (\$ in millions)	2010	2011	2012	2013	2014	2015	2016	2017	LTM 3/31/2018
Cash Flows From Operating Activities	52.8	111.6	116.5	185.5	197.5	195.4	126.8	66.1	75.9
Add: Litigation settlement loss <sup>1</sup>	-	-	-	-	-	-	-	28.0	-
Add: Increase in short-term real estate investments									
related to buy-renovate-lease-sell	-	-	-	-	-	-	13.0	16.4	23.8
Adjusted Cash Flows From Operating Activities	52.8	111.6	116.5	185.5	197.5	195.4	139.8	110.5	99.7
Cash Flows From Operating Activities	52.8	111.6	116.5	185.5	197.5	195.4	126.8	66.1	75.9
Less:Capital Expenditures	11.6	16.4	35.6	34.1	64.8	36.2	23.3	10.5	9.8
Cash Flows From Operating Activities Less Capital									
Expenditures	41.2	95.2	81.0	151.3	132.6	159.2	103.5	55.6	66.0
Add: Litigation settlement loss payment <sup>1</sup>	-	-	-	-	-	-	-	28.0	-
Add: Increase in short-term real estate investments									
related to buy-renovate-lease-sell	-	-	-	-	-	-	13.0	16.4	23.8
Adjusted Cash Flows From Operating Activities Less									
Capital Expenditures	41.2	95.2	81.0	151.3	132.6	159.2	116.6	99.9	89.8
Net Income Attributable to Altisource	49.3	71.1	110.6	130.0	134.5	41.6	28.7	308.9	298.2
Add: Income tax provision (benefit)	(0.4)	7.9	8.7	8.5	10.2	8.3	12.9	(276.3)	(280.2)
Add: Interest expense, net of interest income	0.1	0.1	1.0	19.4	23.3	28.1	24.3	22.0	22.0
Add: Impairment losses	2.8	-	-	-	37.5	71.8	-	-	-
Add: Unrealized loss on investment in equity securities	-	-	-	-	-	-	-	-	7.5
Less: Gain on Equator earn-out	-	-	-	-	(37.9)	(7.6)	-	-	-
Add: Depreciation and amortization	12.0	13.6	17.8	47.2	66.7	77.6	84.4	71.8	68.5
EBITDA	63.8	92.8	138.2	205.1	234.2	219.7	150.3	126.4	116.1
Add: Share-based compensation	3.1	3.9	3.6	2.4	2.2	4.8	6.2	4.3	5.8
Add: Litigation settlement loss <sup>1</sup>	-	-	-	-	-	-	28.0	-	
Adjusted EBITDA	66.9	96.7	141.8	207.5	236.4	224.5	184.5	130.7	121.8

#### **Net Debt Less Marketable Securities**

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Reconciliation (\$ in millions)	12/31/2013	12/31/2014	12/31/2015	12/31/2016	12/31/2017	3/31/2018	2018 Midpoint				
Senior secured term loan	\$396.5	\$591.5	\$536.6	\$479.7	\$413.6	\$412.1	\$387.3				
Less: Cash and cash equivalents	(130.3)	(161.4)	(179.3)	(149.3)	(105.0)	(84.9)	(69.5)				
Net Debt	266.2	430.2	357.3	330.4	308.6	327.2	317.8				
Less: Marketable securities	-	-	-	(45.8)	(49.2)	(41.7)	(\$43.4)				
Net Debt Less Marketable Securities	\$266.2	\$430.2	\$357.3	\$284.6	\$259.4	\$285.6	\$274.5				

<sup>1</sup> Net of insurance recovery Note: Numbers may not sum due to rounding



Reconciliation (\$ in millions)	2010	2011	2012	2013	2014	2015	2016	2017	LTM 3/31/2018
Operating Income (Loss)	55.0	85.7	127.4	162.1	170.5	79.1	65.1	49.7	42.0
Add: Intangible asset amortization expense	4.9	5.3	5.0	28.2	37.7	41.1	47.6	35.4	33.4
Add:Share-based compensation	3.1	3.9	3.6	2.4	2.2	4.8	6.2	4.3	5.8
Add: Impairment loss	2.8	-	-	-	37.5	71.8	-	-	-
Gain on Equator earn out liability	-	-	-	-	(37.9)	(7.6)	-	-	-
Add: Litigation settlement loss <sup>1</sup>	-	-	-	-	-	-	28.0	-	-
Adjusted Operating Income	65.8	94.9	136.1	192.6	209.9	189.2	146.9	89.3	81.1

Reconciliation (\$ in millions except share count and per share values)	2013	2014	2015	2016	2017	LTM 3/31/2018	2018 Midpoint
Interest Expense	20.3	23.4	28.2	24.4	22.3	22.3	26.7
Less: Amortization of debt discount	(0.2)	(0.3)	(0.5)	(0.4)	(0.3)	(0.3)	(0.6)
Less: Amortization of debt issuance costs	(1.0)	(1.2)	(1.4)	(1.1)	(8.0)	(8.0)	(0.9)
Cash Interest Expense	19.1	21.9	26.3	22.9	21.1	21.2	25.2

<sup>&</sup>lt;sup>1</sup> Net of insurance recovery Note: Numbers may not sum due to rounding



#### 2018 Scenarios<sup>1</sup>

Reconciliation (\$ in millions )	Α	В	Midpoint
Net Income Attributable to Altisource	6	10	8
Add: Income tax provision	4	6	5
Add: Interest expense, net of interest income	27	27	27
Add: Depreciation and amortization	56	57	56
Add: Share-based compensation	8	9	9
Add: Loss on debt refinancing	4	4	4
Adjusted EBITDA	105	113	109
Cash Flows From Operating Activities	30	21	25
Add: Increase in short-term real estate investments related to buy-renovate-lease-sell	50	70	60
Adjusted Cash Flows From Operating Activities	80	91	85
Less: Capital Expenditures	(10)	(8)	(9)
Adjusted Cash Flows From Operating Activities Less Capital Expenditures	70	82	76

<sup>&</sup>lt;sup>1</sup> Scenarios assume an effective income tax rate of 30.0% Note: Numbers may not sum due to rounding



