



 **REAL
MATTERS**

Q1 2021 Financial Results

January 28, 2021

(all amounts are expressed in U.S. dollars,
excluding per share amounts and unless
otherwise stated)

Cautionary Note Regarding Forward-Looking Information

This presentation contains “forward-looking information” within the meaning of applicable Canadian securities laws. Words such as “aim”, “could”, “forecast”, “target”, “may”, “might”, “will”, “would”, “expect”, “anticipate”, “estimate”, “intend”, “plan”, “seek”, “believe”, “likely” and “predict”, and variations of such words and similar expressions, are intended to identify such forward-looking information, although not all forward-looking information contains these identifying words.

The forward-looking information in this presentation includes statements which reflect the current expectations of management with respect to our business and the industry in which we operate and is based on management’s experience and perception of historical trends, current conditions and expected future developments, as well as other factors that management believes appropriate and reasonable in the circumstances. The forward-looking information reflects management’s beliefs based on information currently available to management, including information obtained from third-party sources, and should not be read as a guarantee of the occurrence or timing of any future events, performance or results.

The forward-looking information in this presentation is subject to risks, uncertainties and other factors that are difficult to predict and that could cause actual results to differ materially from historical results or results anticipated by the forward-looking information. A comprehensive discussion of the factors which could cause results or events to differ from current expectations can be found in the “Risk Factors” section of our Annual Information Form for the year ended September 30, 2020, which is available on SEDAR at www.sedar.com.

Readers are cautioned not to place undue reliance on the forward-looking information, which reflect our expectations only as of the date of this presentation. Except as required by law, we do not undertake to update or revise any forward-looking information, whether as a result of new information, future events or otherwise.

Non-GAAP Measures

The non-GAAP measures used in this presentation, including Net Revenue, Net Revenue Margins, Adjusted EBITDA and Adjusted EBITDA Margins do not have a standardized meaning prescribed by International Financial Reporting Standards and are therefore unlikely to be comparable to similar measures presented by other issuers. These non-GAAP measures are more fully defined and discussed in the Company’s MD&A for the three months ended December 31, 2020, available on SEDAR at www.sedar.com.

Full reports for Real Matters financial results for the three months ended December 31, 2020 are outlined in the unaudited condensed consolidated financial statements and the related MD&A of the Company, which are available on SEDAR at www.sedar.com. In addition, supplemental information is available on our website at www.realmatters.com.

Q1 Business Highlights

Consolidated
Revenues

+15.9%

Consolidated
Net Revenue¹

+24.8%

Consolidated
Adj. EBITDA¹

+19.7%

Macro Trends

- Estimate addressable market for U.S. Appraisal flat YoY
- Estimate addressable market for U.S. Title +60% YoY

U.S. Appraisal

- Origination only revenues +9.2% relative to an estimated flat addressable market
- Net Revenue¹ Margin -40 bps due to capacity additions, mix of business
- Adjusted EBITDA¹ of \$8.8 million flat YoY, Adjusted EBITDA¹ margins of 56.3%
- Went live with one new Tier 2 lender in two channels

U.S. Title

- Centralized title revenues +92.9% relative to an estimated 60% addressable market increase
- Net Revenue¹ Margin +250 bps due to transaction flow
- Adjusted EBITDA¹ of \$11.6 million +37.5% YoY, Adjusted EBITDA¹ margins of 43.5% — building capacity for second half, anticipated new client launches
- Went live with two new lenders (including one Tier 2 lender)

Canada

- Revenues +40.7% on increased market share and market volumes, offset in part by lower insurance inspection revenues due to COVID-19

NCIB

- Purchased 1.2 million shares under our normal course issuer bid at a cost of \$18.9 million

1. Net Revenue, Net Revenue Margin, Adjusted EBITDA and Adjusted EBITDA Margin are Non-GAAP measures. See page 2.

Q1 2021 Financial Highlights

US\$ millions	Q1 2021	Q1 2020	Change
Revenues			
U.S. Appraisal	\$69.6	\$67.4	3.2%
U.S. Title	39.9	28.7	39.0%
Canada	10.8	7.7	40.7%
Total Revenues	\$120.3	\$103.8	15.9%
Transaction Costs			
U.S. Appraisal	\$53.9	\$51.9	3.8%
U.S. Title	13.3	10.2	29.3%
Canada	9.1	6.4	44.0%
Total Transaction Costs	\$76.3	\$68.5	11.3%
Operating Expenses			
U.S. Appraisal	\$6.9	\$6.7	3.5%
U.S. Title	15.1	10.0	50.2%
Canada	0.4	0.6	-26.9%
Corporate	5.1	4.3	19.6%
Total Operating Expenses	\$27.5	\$21.6	27.6%

Q1 2021 Non-GAAP Measures

US\$ millions

	Q1 2021	Q1 2020	Change
Net Revenue¹			
U.S. Appraisal	\$15.7	\$15.5	1.4%
<i>Net Revenue¹ Margin</i>	22.6%	23.0%	
U.S. Title	26.6	18.5	44.4%
<i>Net Revenue¹ Margin</i>	66.8%	64.3%	
Canada	1.7	1.3	25.1%
<i>Net Revenue¹ Margin</i>	15.3%	17.2%	
Total Net Revenue¹	\$44.0	\$35.3	24.8%
<i>Net Revenue¹ Margin</i>	36.6%	34.0%	
Adjusted EBITDA¹			
U.S. Appraisal	\$8.8	\$8.8	-0.2%
<i>Adjusted EBITDA¹ Margin</i>	56.3%	57.2%	
U.S. Title	11.6	8.4	37.5%
<i>Adjusted EBITDA¹ Margin</i>	43.5%	45.7%	
Canada	1.2	0.7	67.8%
<i>Adjusted EBITDA¹ Margin</i>	73.7%	55.0%	
Corporate ²	-4.2	-3.4	-22.4%
Total Adjusted EBITDA¹	\$17.4	\$14.5	19.7%
<i>Adjusted EBITDA¹ margin</i>	39.6%	41.2%	

1. Net Revenue, Net Revenue Margin, Adjusted EBITDA and Adjusted EBITDA Margin are Non-GAAP measures. See page 2. 2. Excludes stock-based compensation.