



# Q2 2024 FINANCIAL RESULTS

May 7, 2024

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

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# 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, 2023, which is available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca).

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.

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## 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 and six months ended March 31, 2024, under the heading “Non-GAAP measures”, which is incorporated by reference in this presentation and available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca). Please refer to Appendix A for a reconciliation of these non-GAAP measures to their most directly comparable financial measure included in the unaudited interim condensed consolidated financial statements for the three and six months ended March 31, 2024.

Full reports for Real Matters financial results for the three and six months ended March 31, 2024 are outlined in the unaudited interim condensed consolidated financial statements and the related MD&A of the Company, which are available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca). In addition, supplemental information is available on our website at [www.realmatters.com](http://www.realmatters.com).

# Q2 2024 Highlights

**\$42.2M**

+19% QoQ

**Consolidated Revenues**

**\$11.5M**

+19% QoQ

**Consolidated Net Revenue<sup>1</sup>**

**\$0.7M**

vs \$(1.1)M in Q1'24

**Consolidated Adjusted  
EBITDA<sup>1</sup>**

## U.S. Appraisal

- Outperformed U.S. mortgage market: revenues +16% YoY vs. addressable mortgage origination market volumes +9%
- Record-high Net Revenue<sup>1</sup> margin of 28.3%, Net Revenue<sup>1</sup> +19% YoY
- Strong operating leverage: Adjusted EBITDA<sup>1</sup> margin +730 bps YoY, Adjusted EBITDA<sup>1</sup> +40% YoY
- YoY market share gains with 4 of top 7 clients, launched new channel with a Tier 1, 1 new lender

## U.S. Title

- Refinance origination revenues +23% YoY vs. mortgage market origination refinance volumes +13%
- Net Revenue<sup>1</sup> +9% YoY, Net Revenue<sup>1</sup> margins +720 bps YoY on higher order-to-close ratio
- Adjusted EBITDA<sup>1</sup> of \$(1.7) million from \$(2.3) in Q2'23, operating expenses -18% YoY
- QoQ market share gains with Tier 1 lender and launched 2 new clients

## Canada

- Revenues +2% YoY
- Net Revenue<sup>1</sup> +3% YoY
- Adjusted EBITDA<sup>1</sup> of \$0.9 million down from \$1.0 million in Q2'23
- YoY market share gains with 2 top clients and launched 2 new clients and 1 new channel



# Q2 2024 and Fiscal 2024 Financial Highlights

<i>millions of U.S. dollars</i>	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023	QoQ Change	YoY Change	YTD 2024	YTD 2023	YoY Change
<b>Revenues</b>										
U.S. Appraisal	\$32.6	\$26.8	\$31.2	\$33.5	\$28.0	22%	16%	\$59.3	\$56.3	6%
U.S. Title	2.0	2.0	2.3	2.6	2.2	0%	-9%	4.1	4.6	-11%
Canada	7.6	6.6	8.7	9.9	7.4	15%	2%	14.2	14.9	-5%
<b>Consolidated Revenues</b>	<b>\$42.2</b>	<b>\$35.4</b>	<b>\$42.2</b>	<b>\$46.0</b>	<b>\$37.6</b>	<b>19%</b>	<b>12%</b>	<b>\$77.6</b>	<b>\$75.8</b>	<b>2%</b>
<b>Transaction Costs</b>										
U.S. Appraisal	\$23.4	\$19.3	\$22.6	\$24.2	\$20.3	21%	15%	\$42.7	\$40.9	4%
U.S. Title	1.1	1.1	1.3	1.4	1.4	6%	-19%	2.2	3.0	-25%
Canada	6.1	5.4	7.1	8.2	6.0	14%	2%	11.5	12.2	-6%
<b>Consolidated Transaction Costs</b>	<b>\$30.6</b>	<b>\$25.8</b>	<b>\$31.0</b>	<b>\$33.8</b>	<b>\$27.7</b>	<b>19%</b>	<b>11%</b>	<b>\$56.4</b>	<b>\$56.1</b>	<b>1%</b>
<b>Operating Expenses</b>										
U.S. Appraisal	\$4.9	\$4.8	\$4.7	\$4.4	\$4.6	0%	5%	\$9.6	\$9.9	-3%
U.S. Title	2.5	2.6	2.6	2.8	3.1	-1%	-18%	5.1	6.8	-25%
Canada	0.5	0.5	0.4	0.5	0.4	0%	29%	1.1	0.9	20%
Corporate	3.3	3.7	3.2	3.1	3.8	-10%	-14%	6.9	7.5	-8%
<b>Consolidated Operating Expenses</b>	<b>\$11.2</b>	<b>\$11.6</b>	<b>\$10.9</b>	<b>\$10.8</b>	<b>\$11.9</b>	<b>-3%</b>	<b>-6%</b>	<b>\$22.7</b>	<b>\$25.1</b>	<b>-10%</b>
<b>Net Income (Loss)</b>	<b>\$2.1</b>	<b>(\$3.6)</b>	<b>\$1.6</b>	<b>(\$0.6)</b>	<b>(\$2.6)</b>	<b>158%</b>	<b>181%</b>	<b>(\$1.5)</b>	<b>(\$7.2)</b>	<b>79%</b>



# Q2 2024 and Fiscal 2024 Non-GAAP Measures

millions of U.S. dollars	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023	QoQ Change	YoY Change	YTD 2024	YTD 2023	YoY Change
<b>Net Revenue<sup>1</sup></b>										
U.S. Appraisal	\$9.2	\$7.5	\$8.6	\$9.2	\$7.7	23%	19%	\$16.6	\$15.4	9%
Net Revenue <sup>1</sup> Margin	28.3%	27.9%	27.5%	27.5%	27.6%			28.1%	27.3%	
U.S. Title	0.9	1.0	1.0	1.2	0.8	-7%	9%	1.9	1.6	13%
Net Revenue <sup>1</sup> Margin	44.0%	47.3%	45.0%	45.2%	36.8%			45.7%	35.7%	
Canada	1.4	1.2	1.6	1.7	1.4	15%	3%	2.7	2.7	-2%
Net Revenue <sup>1</sup> Margin	18.9%	18.8%	17.9%	17.6%	18.7%			18.8%	18.3%	
<b>Total Net Revenue<sup>1</sup></b>	<b>\$11.5</b>	<b>\$9.7</b>	<b>\$11.2</b>	<b>\$12.1</b>	<b>\$9.9</b>	<b>19%</b>	<b>16%</b>	<b>\$21.2</b>	<b>\$19.7</b>	<b>8%</b>
<b>Net Revenue<sup>1</sup> Margin</b>	<b>27.3%</b>	<b>27.3%</b>	<b>26.5%</b>	<b>26.4%</b>	<b>26.4%</b>			<b>27.3%</b>	<b>26.0%</b>	
<b>Adjusted EBITDA<sup>1</sup></b>										
U.S. Appraisal	\$4.4	\$2.7	\$3.9	\$4.8	\$3.1	65%	40%	\$7.1	\$5.5	30%
Adjusted EBITDA <sup>1</sup> Margin	47.9%	35.8%	46.0%	52.0%	40.6%			42.5%	35.5%	
U.S. Title	(1.7)	(1.6)	(1.6)	(1.6)	(2.3)	-2%	28%	(3.3)	(5.2)	37%
Adjusted EBITDA <sup>1</sup> Margin	-184.8%	-167.9%	-150.4%	-133.6%	-279.3%			-176.0%	-316.4%	
Canada	0.9	0.7	1.2	1.3	1.0	26%	-8%	1.6	1.8	-13%
Adjusted EBITDA <sup>1</sup> Margin	62.3%	56.8%	72.9%	73.7%	69.8%			59.7%	67.0%	
Corporate <sup>2</sup>	(2.9)	(2.9)	(2.9)	(2.8)	(3.5)	-4%	16%	(5.8)	(6.7)	14%
<b>Total Adjusted EBITDA<sup>1</sup></b>	<b>\$0.7</b>	<b>(\$1.1)</b>	<b>\$0.6</b>	<b>\$1.7</b>	<b>(\$1.7)</b>	<b>166%</b>	<b>142%</b>	<b>(\$0.4)</b>	<b>(\$4.6)</b>	<b>92%</b>
<b>Adjusted EBITDA<sup>1</sup> Margin</b>	<b>6.2%</b>	<b>-11.1%</b>	<b>5.3%</b>	<b>13.8%</b>	<b>-16.9%</b>			<b>-1.7%</b>	<b>-23.4%</b>	



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

# Appendix A – Non-GAAP Measures



Net Revenue represents the difference between revenues and transaction costs. Net Revenue margin is calculated as Net Revenue divided by Revenues. The reconciling items between net income or loss and Net Revenue for the periods present below were as follows:

<i>millions of U.S. dollars</i>	Q2 2024	Q1 2024	Q4 2023	Quarter ended		Six months ended	
				Q3 2023	Q2 2023	March 31, 2024	March 31, 2023
Net income (loss)	\$2.1	(\$3.6)	\$1.6	(\$0.6)	(\$2.6)	(\$1.5)	(\$7.2)
Operating expenses	11.2	11.6	10.9	10.7	11.9	22.8	25.1
Amortization	0.8	0.8	0.9	1.0	1.0	1.6	2.0
Restructuring expenses	-	-	-	-	0.4	-	1.7
Interest expense	0.1	0.1	0.1	0.1	0.1	0.2	0.2
Interest income	(0.4)	(0.4)	(0.3)	(0.2)	(0.2)	(0.8)	(0.3)
Net foreign exchange (gain) loss	(2.2)	2.0	(1.8)	1.8	0.1	(0.2)	1.1
Loss (gain) on fair value of derivatives	0.1	(0.2)	(0.1)	(0.5)	(0.3)	(0.1)	(0.3)
Income tax recovery	(0.2)	(0.6)	(0.1)	(0.2)	(0.5)	(0.8)	(2.6)
<b>Net Revenue</b>	<b>\$11.5</b>	<b>\$9.7</b>	<b>\$11.2</b>	<b>\$12.1</b>	<b>\$9.9</b>	<b>\$21.2</b>	<b>\$19.7</b>

# Appendix A – Non-GAAP Measures



Adjusted EBITDA represents net income or loss before stock-based compensation expense, amortization, restructuring expenses, interest expense, interest income, net foreign exchange gain or loss, gain or loss on fair value of derivatives and income tax expense or recovery. Adjusted EBITDA margin is calculated as Adjusted EBITDA divided by Net Revenue. The reconciling items between net income or loss and Adjusted EBITDA for the periods presented below were as follows:

<i>millions of U.S. dollars</i>	Q2 2024	Q1 2024	Q4 2023	Quarter ended		Six months ended	
				Q3 2023	Q2 2023	March 31, 2024	March 31, 2023
Net income (loss)	\$2.1	(\$3.6)	\$1.6	(\$0.6)	(\$2.6)	(\$1.5)	(\$7.2)
Stock-based compensation expense	0.4	0.8	0.3	0.3	0.3	1.2	0.8
Amortization	0.8	0.8	0.9	1.0	1.0	1.6	2.0
Restructuring expenses	-	-	-	-	0.4	-	1.7
Interest expense	0.1	0.1	0.1	0.1	0.1	0.2	0.2
Interest income	(0.4)	(0.4)	(0.3)	(0.2)	(0.2)	(0.8)	(0.3)
Net foreign exchange (gain) loss	(2.2)	2.0	(1.8)	1.8	0.1	(0.2)	1.1
Loss (gain) on fair value of derivatives	0.1	(0.2)	(0.1)	(0.5)	(0.3)	(0.1)	(0.3)
Income tax recovery	(0.2)	(0.6)	(0.1)	(0.2)	(0.5)	(0.8)	(2.6)
<b>Adjusted EBITDA</b>	<b>\$0.7</b>	<b>(\$1.1)</b>	<b>\$0.6</b>	<b>\$1.7</b>	<b>(\$1.7)</b>	<b>(\$0.4)</b>	<b>(\$4.6)</b>