

Real Matters Inc. – MD&A for the years ended September 30, 2024 and 2023

(tabular and graphical amounts are expressed in thousands of U.S. dollars and thousands of shares, excluding per share amounts, unless otherwise stated)

The following Management Discussion and Analysis ("MD&A") was prepared as of November 20, 2024 and should be read in conjunction with our consolidated financial statements ("financial statements"), including notes thereto, for the years ended September 30, 2024 and 2023. All amounts in this MD&A are reported in thousands of U.S. dollars, unless otherwise stated, and have been prepared in accordance with International Financial Reporting Standards ("IFRS" or "GAAP"). Throughout this MD&A, Real Matters Inc. and its subsidiaries are referred to as "Real Matters," "the Company," "we," "our," or "us". Additional information about the Company, including the Company's Annual Information Form for the year ended September 30, 2023, can be found on SEDAR+ under the Company's profile at www.sedarplus.ca.

We prepare our financial statements in accordance with IFRS, however, we consider certain Non-GAAP financial measures (as hereinafter defined) useful in the assessment of our financial performance. All Non-GAAP measures are identified in this MD&A by superscript (A). Please refer to the "Non-GAAP Measures" section of this MD&A for additional details regarding our use of Non-GAAP measures, including, but not limited to, the definitions of Net Revenue^(A) and Adjusted EBITDA^(A).

OVERVIEW

Real Matters provides residential real estate appraisal and title services to mortgage lenders in the United States of America ("U.S.") and residential real estate appraisal and insurance inspection services in Canada. Our technology-based platform creates a marketplace where independent field professionals, including appraisers, property inspectors, notaries, abstractors and other closing agents, compete for volumes provided by our clients based on their service level, quality of work and professionalism (the "platform"). Our proprietary technology, which we believe is unique in our industry, combined with our network management capabilities, drives greater efficiency by reducing manual processes through robust quality control mechanisms, logistics management capabilities, capacity planning tools and end-to-end transaction management for our clients. We leverage our technology and field professional partnerships with the goal of delivering first-time quality, faster turnaround times and better performance than our competitors.

Headquartered in Markham, Ontario, Real Matters' principal offices include Buffalo, New York and Middletown, Rhode Island. We service the U.S. and Canadian residential mortgage industries through our Solidifi brand and the Canadian property and casualty insurance industry through our iv3 brand.

Our services

Appraisal services

We are one of North America's largest independent providers of residential real estate appraisal services. A residential appraisal is a survey of a home prepared by a qualified appraiser providing their expert opinion on the market value of a residential property.

We leverage our technology-based platform and apply network management capabilities, which are designed to focus on quality at the front-end of the process, to supply residential real estate appraisal services. Our platform is an open network where appraiser performance is tracked and managed in real-time. We believe that our national and regionally managed network has the capacity to scale and deliver better performance than our competitors. We provide the breadth of expertise and local knowledge required to find the most qualified appraiser for every mortgage transaction through robust credentials management and scorecarding.

Title services

In April 2016, we entered the U.S. Title business through the acquisition of Linear Title & Closing Ltd. Our U.S. Title business leverages our technology-based platform and network management capabilities to deliver a scalable solution that drives better performance for our clients and a superior consumer experience. The closing process is critical to a consumer's overall experience as it represents an important point of contact in a mortgage transaction. Our focus is to provide the best consumer experience by working with experienced abstractors, notaries and attorneys.

We are an approved title agent with the largest title insurance underwriters in the U.S. We offer and/or coordinate various title services for refinance, purchase, home equity, default, short sale and real estate owned ("REO") transactions to financial institutions in all 50 states and the District of Columbia, and each state has differing rules and regulations for title agents. As an independent title agent, we provide services required to close a mortgage transaction, including title search, curative, closing and escrow services and title policy issuance. We act on behalf of title insurance underwriters and retain the agent's portion of the premium paid for the title policy, which is typically 70-90% of the title insurance premium. The remaining portion of the premium is remitted to the underwriter as compensation for bearing the risk of loss in the event a claim is made under the insurance policy. Premium splits can vary by geographic region, and in some states, premiums are fixed by regulation.

In addition, we also provide hosted software solutions relating to title services.

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Insurance inspection services

In Canada, through our iv3 brand, we also supply residential and commercial property insurance inspection and loss control services. The purpose of an inspection is to establish the replacement cost of a property in the event of a major catastrophe such as a fire or a flood. The inspection is used as an insurance underwriting and loss control tool to properly match the risk with the appropriate insurance premium and to verify the accuracy of the information collected at the time of the policy application.

Our clients

Our clients include top 100 mortgage lenders in the U.S., the majority of the big five banks in Canada and some of North America's largest insurance carriers.

In the U.S., Tier 1 lenders (as defined in the "Glossary" section of this MD&A) typically allocate market share to their service providers based on performance, and our performance often results in us obtaining an outsized allocation of transaction volumes from these lenders compared to our competitors.

Our U.S. Appraisal segment (as hereinafter defined) provides services to the largest lenders in the U.S., including all six Tier 1 mortgage lenders. We provide appraisal services to mortgage lenders across the following channels: purchase origination, refinance origination, home equity, default and REO. Purchase and refinance mortgage origination revenues accounted for 74% of fiscal 2024 revenues in our U.S. Appraisal segment (2023 – 75%).

Our U.S. Title segment (as hereinafter defined) currently services one Tier 1 lender for title origination volumes and other top 100 lenders. Our strategy is to increase market share in this segment by onboarding more Tier 1, Tier 2 and Tier 3 lenders, many of whom are already clients in the U.S. Appraisal segment.

In Canada, we provide residential mortgage appraisal services to the majority of the big five Canadian banks and residential and commercial property insurance inspection services to some of North America's largest insurance carriers.

Markets we service and their trends

Residential mortgage origination volumes in North America are a key driver of our financial performance. The U.S. mortgage market is one of the largest asset classes in the world and it is highly regulated.

Refinance activity is highly sensitive to changes in interest rates. From the onset of COVID-19 through the first half of fiscal 2022, the mortgage origination market experienced a significant increase in refinance activity due to low interest rates and other contributing factors. Starting in the first half of fiscal 2022 and continuing through fiscal 2023, the U.S. Federal Reserve raised the Federal Funds rate multiple times to mitigate inflationary pressures. Higher mortgage rates, high inflation, reduced affordability, and broader macroeconomic concerns drove significant declines in mortgage origination volume during this period and through fiscal 2024, resulting in mortgage transaction volumes in fiscal 2023 and fiscal 2024 falling to historic 30-year lows.

According to the Mortgage Bankers Association ("MBA"), the average mortgage rate for a 30-year, conventional, fixed-rate mortgage increased by 30 basis points to 6.9% in fiscal 2024 compared with fiscal 2023.

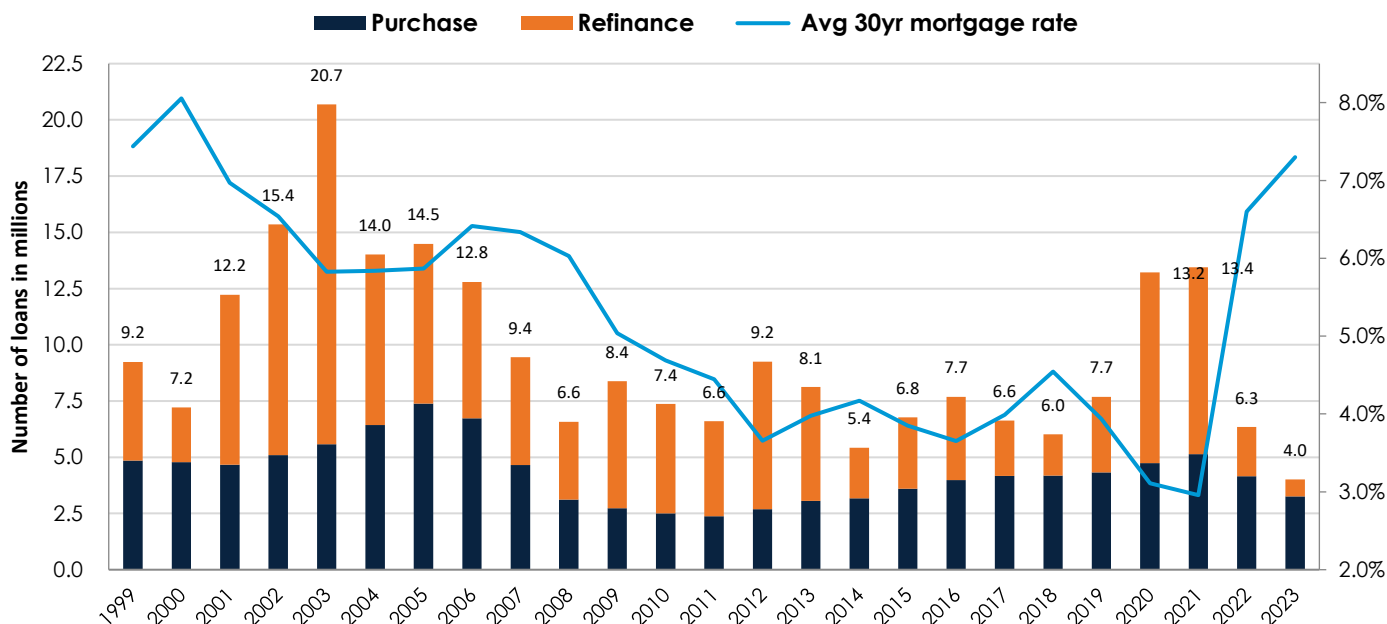
The Home Mortgage Disclosure Act ("HMDA") publishes mortgage origination data annually in the spring for the prior calendar year. According to HMDA, total U.S. mortgage origination volumes (purchase and refinance) decreased 37% year-over-year in calendar 2023 to 4.0 million transactions (purchase - 3.2 million and refinance - 0.8 million).

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The graph below outlines the number of U.S. mortgage origination loans for purchase and refinance transactions on a calendar year basis from 1999 to 2023.

U.S. Mortgage Origination Volumes by Calendar Year (excludes default, REO and home equity loans)



Source: HMDA data for calendar 1999 through 2023.

Our addressable market

The total addressable market ("TAM") for our U.S. Appraisal segment excludes appraisal waivers from the Government-Sponsored Enterprises ("GSEs") and appraisals provided by Veterans Affairs, the majority of which impacts refinance origination volumes. Based on the 4.0 million total U.S. mortgage origination volumes (purchase and refinance) disclosed by HMDA for calendar 2023, we estimate that in calendar 2023 there were approximately 3.4 million addressable mortgage origination transactions (purchase and refinance) requiring appraisals in the U.S. U.S. Appraisal market share for origination transactions is generally allocated by lenders on a centralized, combined volume basis (i.e. the allocation of volume is driven by the lender).

The TAM for our U.S. Title segment is not impacted by waivers or Veterans Affairs volumes. According to HMDA, there were 0.8 million refinance transactions in calendar 2023. Our U.S. Title segment currently targets refinance transactions as this volume is generally centralized by the mortgage lenders. While we have the capability, and we do occasionally provide title services for purchase transactions, most of the volume for U.S. Title purchase transactions is not allocated by the lender.

As at October 25, 2024, the MBA Forecast estimates that total U.S. mortgage origination volumes increased by 7% year-over-year in fiscal 2024 (purchase - decrease of 2% and refinance - increase of 48%), and that volumes will increase by 36% in fiscal 2025 compared to fiscal 2024 (purchase - increase of 4% and refinance - increase of 127%). As at October 10, 2024, the Fannie Mae Housing Forecast estimates that total U.S. mortgage origination volumes¹ decreased by 3% year-over-year in fiscal 2024 (purchase - decrease of 7% and refinance - increase of 15%), and that volumes will increase by 32% in fiscal 2025 compared to fiscal 2024 (purchase - increase of 9% and refinance - increase of 112%).

In addition to mortgage origination transactions, we also service home equity, default and REO transactions. However, due to the lack of available market data, we are unable to estimate the market size for these transactions.

Due to the lack of available market data, we are unable to estimate the market size for the Canadian segment.

¹ The Fannie Mae Housing Forecast only provides mortgage originations in dollar amounts based on the total dollar value of the transactions. To calculate the number of mortgage origination transactions, the dollar amounts were divided by the average loan amount provided by the MBA Forecast.

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Seasonality and other trends

Residential mortgage origination volumes in North America are influenced by cyclical trends and seasonality. Cyclical trends include changes in interest rates, refinancing rates, the capacity of lenders to underwrite mortgages, house prices, housing inventory, demand for housing, the availability of funds for mortgage loans, credit requirements, regulatory changes, household indebtedness, employment levels and the general health of the North American economy. Transaction-based revenues for appraisal services in our U.S. Appraisal and Canadian segments are also impacted by the seasonal nature of the residential mortgage industry, which typically see home buyers purchase more homes in our third and fourth fiscal quarters, representing the three months ending June 30 and September 30, respectively.

Our market share is not only impacted by the size of the addressable residential mortgage origination market but also by our clients' relative share of the addressable market. Gains or losses in our clients' share of the addressable market impact our overall market share. As discussed above, the prevalence of appraisal waivers provided by the GSEs and the volume of appraisals provided by Veterans Affairs can also impact the size of the TAM for our U.S. Appraisal segment.

Long-term focus

We take a long-term view to manage and measure the success of our business strategies due to the cyclicity and seasonality of the mortgage origination market. Accordingly, our principal focus is on growing market share in the residential mortgage origination market over the long-term. Market share growth is achieved by onboarding new customers and increasing market share with our existing clients. The mortgage market is subject to the influence of many factors, such as broader economic conditions, changes in interest rates, changes in our clients' share of the market and regulatory changes. As we scale transaction volumes, we expect to expand Net Revenue^(A) and Adjusted EBITDA^(A) margins.

Target Operating Model

In July 2024, we set U.S. Appraisal and U.S. Title Net Revenue^(A) and Adjusted EBITDA^(A) margin targets contingent upon achieving a range of transaction volumes, irrespective of market size or market share. We also provided absolute dollar target ranges for U.S. Appraisal and U.S. Title Adjusted EBITDA^(A).

Our targets, outlined in the table below (the "Target Operating Model"), reflect our expectations of the profitability of our business at higher volume levels.

Target Operating Model

| | U.S. Appraisal Segment | U.S. Title Segment |
|--|------------------------|---------------------|
| Real Matters' annual mortgage origination transaction volumes assumption | 550,000 - 620,000 | 120,000 - 150,000 |
| Targets: | | |
| Net Revenue ^(A) margin | 26% - 28% | 60% - 65% |
| Adjusted EBITDA ^(A) margin | 65% - 70% | 50% - 55% |
| Adjusted EBITDA ^(A) | \$50 - \$65 million | \$30 - \$45 million |

The following assumptions were used to determine the Target Operating Model:

- Real Matters' annual mortgage origination transaction volumes between 550,000 to 620,000 in our U.S. Appraisal segment and 120,000 to 150,000 in our U.S. Title segment;
- No changes in laws and regulations in the U.S. mortgage industry that materially adversely impact our business;
- No material changes in the pricing or profitability for our services;
- No material fluctuation of volumes attributable to home equity, REOs, default, diversified or flood services;
- Our ability to continue leveraging our platform to improve Net Revenue^(A) and Adjusted EBITDA^(A) margins; and
- No impact from acquisitions, dispositions or re-segmentation of existing segments.

We believe the Target Operating Model will better assist investors in understanding our current objectives, strategic priorities, and expectations for the future. Our focus remains on the long term, and we continue to believe in our ability to continue to grow volumes and generate significant earnings with scale.

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Below is a comparison of our historical performance from fiscal 2020 to 2024 against the Target Operating Model:

| | U.S. Appraisal Segment Actuals | | | | |
|---|--------------------------------|-------------|-------------|-------------|-------------|
| | Fiscal 2020 | Fiscal 2021 | Fiscal 2022 | Fiscal 2023 | Fiscal 2024 |
| Real Matters' annual mortgage origination transaction volumes | 469,299 | 511,591 | 331,758 | 141,690 | 150,675 |
| Net Revenue ^(A) margin | 23.8% | 21.5% | 22.1% | 27.4% | 27.6% |
| Adjusted EBITDA ^(A) margin | 59.3% | 57.5% | 48.6% | 42.8% | 46.2% |
| Adjusted EBITDA ^(A) | \$ 39,851 | \$ 39,797 | \$ 26,997 | \$ 14,178 | \$ 16,667 |

| | U.S. Title Segment Actuals | | | | |
|---|----------------------------|-------------|-------------|-------------|-------------|
| | Fiscal 2020 | Fiscal 2021 | Fiscal 2022 | Fiscal 2023 | Fiscal 2024 |
| Real Matters' annual mortgage origination transaction volumes | 118,388 | 129,680 | 31,537 | 3,312 | 3,431 |
| Net Revenue ^(A) margin | 63.1% | 68.1% | 63.1% | 40.6% | 46.3% |
| Adjusted EBITDA ^(A) margin | 49.3% | 36.0% | -35.1% | -215.6% | -170.4% |
| Adjusted EBITDA ^(A) | \$ 44,291 | \$ 31,784 | \$ (8,084) | \$ (8,338) | \$ (6,811) |

Please refer to the "Cautionary Note Regarding Forward-Looking Information" contained in this MD&A for a description of the risks that impact our business and that could impact the achievement of our Target Operating Model.

Important factors affecting our results from operations

Our business is subject to a variety of risks and uncertainties, and the targets outlined above contain forward-looking information. Please refer to the "Cautionary Note Regarding Forward-Looking Information" contained in this MD&A for a description of the risks that impact our business and that could cause our financial results to vary.

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FINANCIAL PERFORMANCE

The following is a discussion of our consolidated financial condition and results of operations for the three months and years ended September 30, 2024 and 2023.

Review of Operations - For the three months and year ended September 30, 2024

This section provides detailed information and analysis about the Company's performance for the three months and year ended September 30, 2024.

Please also refer to the tables in the "Foreign Currency Exchange Rates" section of this MD&A for additional details regarding the impact foreign currency exchange ("FX") had on our consolidated operating results for the three months and year ended September 30, 2024.

Consolidated

| | Three months ended September 30 | | | | Year ended September 30 | | | |
|---------------------------------------|---------------------------------|-----------|------------|-------------|-------------------------|------------|----------|-------------|
| | 2024 | 2023 | Change | % Change | 2024 | 2023 | Change | % Change |
| Revenues | \$ 45,622 | \$ 42,189 | \$ 3,433 | 8% | \$ 172,722 | \$ 163,914 | \$ 8,808 | 5% |
| Transaction costs | \$ 33,601 | \$ 31,023 | \$ 2,578 | 8% | \$ 126,358 | \$ 120,899 | \$ 5,459 | 5% |
| Operating expenses | \$ 12,632 | \$ 10,860 | \$ 1,772 | 16% | \$ 47,268 | \$ 46,751 | \$ 517 | 1% |
| Amortization | \$ 753 | \$ 873 | \$ (120) | -14% | \$ 3,157 | \$ 3,877 | \$ (720) | -19% |
| Net (loss) income | \$ (156) | \$ 1,622 | \$ (1,778) | -110% | \$ 18 | \$ (6,196) | \$ 6,214 | 100% |
| <i>Non-GAAP measures</i> | | | | | | | | |
| Net Revenue ^(A) | \$ 12,021 | \$ 11,166 | \$ 855 | 8% | \$ 46,364 | \$ 43,015 | \$ 3,349 | 8% |
| Net Revenue ^(A) margin | 26.3% | 26.5% | -0.2% | -1% | 26.8% | 26.2% | 0.6% | 2% |
| Adjusted EBITDA ^(A) | \$ 560 | \$ 594 | \$ (34) | -6% | \$ 1,850 | \$ (2,359) | \$ 4,209 | 178% |
| Adjusted EBITDA ^(A) margin | 4.7% | 5.3% | -0.6% | -11% | 4.0% | -5.5% | 9.5% | 173% |

| Consolidated operating results | | |
|--------------------------------|--|---|
| | Three months ended September 30, 2024 vs. Three months ended September 30, 2023 | Year ended September 30, 2024 vs. Year ended September 30, 2023 |
| Revenues | ↑ The 8% increase in consolidated revenues was due to an increase in revenues from all three segments. | ↑ The 5% increase in consolidated revenues was primarily due to an increase in revenues from our U.S. Appraisal segment which was partially offset by a decrease in revenues in our U.S. Title segment. |
| Transaction costs | ↑ The 8% increase in transaction costs was primarily due to an increase from our U.S. Appraisal and Canada segments which was partially offset by a decrease in transaction costs from our U.S. Title segment. | ↑ The 5% increase in transaction costs was primarily due to an increase from our U.S. Appraisal segment which was partially offset by a decrease in transaction costs from our U.S. Title and Canada segments. |
| Operating expenses | ↑ Operating expenses increased by 16% primarily due to: <ul style="list-style-type: none"> an increase of \$1.6 million in salaries and benefits related to compensation increases, new hires and higher stock-based compensation expense; an increase of \$0.1 million from the amortization of a prepaid client integration fee. | ↑ Operating expenses increased by 1% primarily due to: <ul style="list-style-type: none"> an increase of \$1.6 million in salaries and benefits related to compensation increases, new hires and higher stock-based compensation expense; an increase of \$0.4 million from the amortization of a prepaid client integration fee; partially offset by a \$0.4 million decrease in office, computer and insurance expenses resulting from lower U.S. Title segment variable bank and courier expenses, lower IT expenses, and lower insurance premiums. Bad debt and other expenses also declined by \$0.8 million. |

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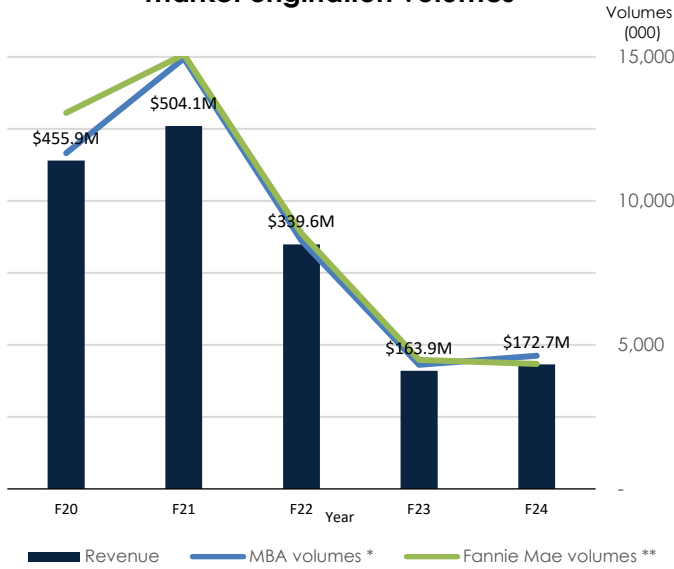
| Consolidated operating results | | |
|---|---|---|
| | Three months ended September 30, 2024 vs. Three months ended September 30, 2023 | Year ended September 30, 2024 vs. Year ended September 30, 2023 |
| Amortization | ↓ Amortization expense was 14% lower mainly due to a reduction of right-of-use assets related to our leased office space combined with fully amortized computer equipment and leasehold improvements. | ↓ Amortization expense was 19% lower due to a reduction of right-of-use assets related to our leased office space combined with fully amortized computer equipment and leasehold improvements. |
| Net (loss) income | ↓ Net loss increased by \$1.8 million. In addition to Adjusted EBITDA ^(A) being relatively flat, as outlined below, the decrease in net income is mainly due to: <ul style="list-style-type: none"> • an increase in net foreign exchange loss of \$3.1 million; • increased stock-based compensation expense of \$0.8 million; • partially offset by an increase in gain on fair value of derivatives of \$1.9 million, higher interest income of \$0.2 million and an increase in income tax recovery of \$0.1 million. | ↑ Net income increased by \$6.2 million. In addition to the increase of \$4.2 million in Adjusted EBITDA ^(A) , as outlined below, the increase in net income is mainly due to: <ul style="list-style-type: none"> • decreased amortization expenses of \$0.7 million; • no restructuring expenses in fiscal 2024 (fiscal 2023 - \$1.7 million); • higher interest income of \$1.0 million; • decrease in net foreign exchange loss of \$0.9 million; • increase in gain on fair value of derivatives of \$1.3 million; • partially offset by lower income tax recovery of \$2.1 million and increased stock-based compensation expense of \$1.4 million. |
| Net Revenue^(A) | ↑ Consolidated Net Revenue ^(A) increased by 8% primarily due to an increase in consolidated revenues which was partially offset by a modest decrease in consolidated Net Revenue ^(A) margin. | ↑ Consolidated Net Revenue ^(A) increased by 8% primarily due to an increase in consolidated revenues and improved consolidated Net Revenue ^(A) margin. |
| Net Revenue^(A) margin | ↓ Consolidated Net Revenue ^(A) margin decreased by 20 basis points primarily due to a decrease in Net Revenue ^(A) margin from our U.S. Appraisal segment which was partially offset by improved Net Revenue ^(A) margin from U.S. Title and Canada segments. | ↑ Consolidated Net Revenue ^(A) margin increased by 60 basis points as we serviced more standard properties due in part to the decline in GSEs waivers. |
| Adjusted EBITDA^(A) and Adjusted EBITDA^(A) margin | ↓ We recorded slightly lower Adjusted EBITDA ^(A) and Adjusted EBITDA ^(A) margin due to an increase in consolidated operating expenses that was partially offset by higher consolidated Net Revenue ^(A) , as outlined above. | ↑ We recorded higher Adjusted EBITDA ^(A) and Adjusted EBITDA ^(A) margin due to an increase in consolidated Net Revenue ^(A) , partially offset by slightly higher consolidated operating expenses, as outlined above. |

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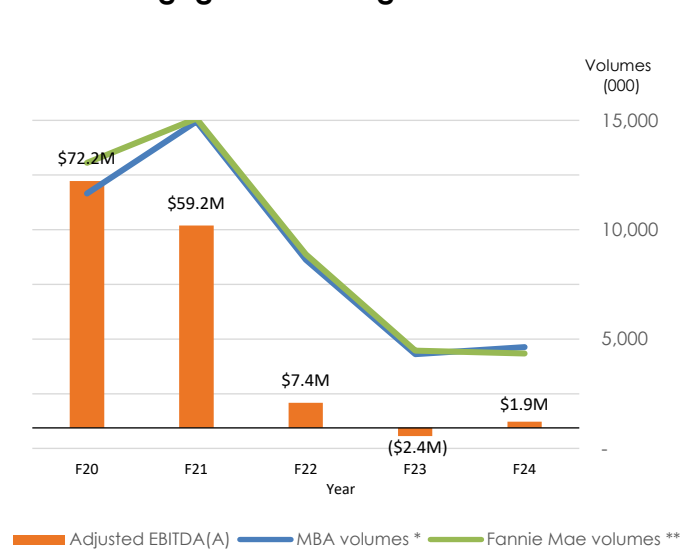
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The tables that follow compare our consolidated Revenues, Adjusted EBITDA^(A) and Net Income or Loss to estimated mortgage market origination volumes.

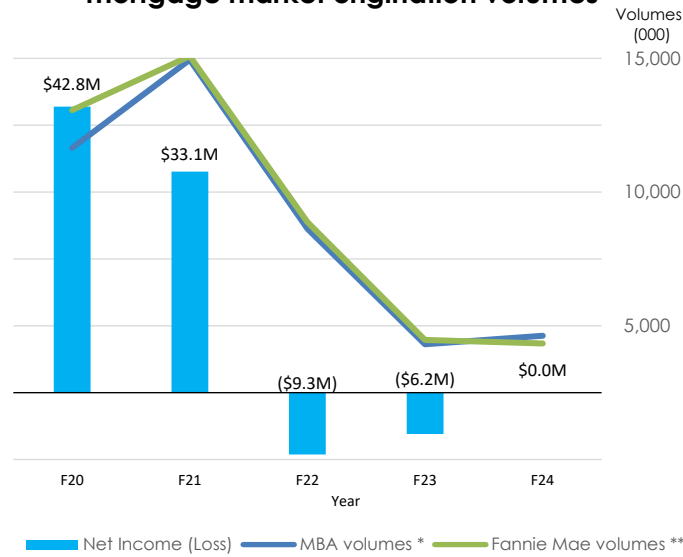
Consolidated Revenues vs mortgage market origination volumes



Consolidated Adjusted EBITDA^(A) vs mortgage market origination volumes



Consolidated Net Income or Loss vs mortgage market origination volumes



* Based on the most recent MBA Mortgage Finance Forecast

** Based on the most recent Fannie Mae Housing Forecast (volumes derived from using the average loan amount from the MBA Forecast)

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Business Segment Analysis - Review of Operations - For the three months and year ended September 30, 2024

We conduct our business in the U.S. and Canada through three reportable segments: (i) U.S. appraisal ("U.S. Appraisal"); (ii) U.S. title ("U.S. Title"); and (iii) Canada or Canadian. Expenses attributable to corporate activities are recorded in our Corporate segment.

U.S. Appraisal

| | Three months ended September 30 | | | | Year ended September 30 | | | |
|--|---------------------------------|-----------|----------|----------|-------------------------|------------|----------|----------|
| | 2024 | 2023 | Change | % Change | 2024 | 2023 | Change | % Change |
| Revenues | | | | | | | | |
| Purchase origination | \$ 14,890 | \$ 14,433 | \$ 457 | 3% | \$ 59,691 | \$ 57,947 | \$ 1,744 | 3% |
| Refinance origination | 8,898 | 7,657 | 1,241 | 16% | 36,472 | 32,629 | 3,843 | 12% |
| Home equity | 9,063 | 8,316 | 747 | 9% | 31,182 | 27,226 | 3,956 | 15% |
| Other | 934 | 754 | 180 | 24% | 3,312 | 3,044 | 268 | 9% |
| | \$ 33,785 | \$ 31,160 | \$ 2,625 | 8% | \$ 130,657 | \$ 120,846 | \$ 9,811 | 8% |
| Transaction costs | | | | | | | | |
| Transaction costs | \$ 24,753 | \$ 22,601 | \$ 2,152 | 10% | \$ 94,612 | \$ 87,729 | \$ 6,883 | 8% |
| Operating expenses | \$ 4,946 | \$ 4,624 | \$ 322 | 7% | \$ 19,378 | \$ 18,939 | \$ 439 | 2% |
| Amortization | \$ 81 | \$ 112 | \$ (31) | -28% | \$ 336 | \$ 550 | \$ (214) | -39% |
| Non-GAAP measures | | | | | | | | |
| Net Revenue ^(A) | \$ 9,032 | \$ 8,559 | \$ 473 | 6% | \$ 36,045 | \$ 33,117 | \$ 2,928 | 9% |
| Net Revenue ^(A) margin | 26.7% | 27.5% | -0.8% | -3% | 27.6% | 27.4% | 0.2% | 1% |
| Adjusted EBITDA ^(A) | \$ 4,086 | \$ 3,935 | \$ 151 | 4% | \$ 16,667 | \$ 14,178 | \$ 2,489 | 18% |
| Adjusted EBITDA ^(A) margin | 45.2% | 46.0% | -0.8% | -2% | 46.2% | 42.8% | 3.4% | 8% |
| Real Matters' mortgage origination volumes (in units) | | | | | | | | |
| | 38,795 | 35,120 | 3,675 | 10% | 150,675 | 141,690 | 8,985 | 6% |

| U.S. Appraisal operating results | | |
|----------------------------------|--|--|
| | Three months ended September 30, 2024 vs. Three months ended September 30, 2023 | Year ended September 30, 2024 vs. Year ended September 30, 2023 |
| Revenues | <p>↑ Revenues from purchase and refinance mortgage originations increased principally due to market share gains with existing and new clients and higher addressable mortgage origination volume for refinance transactions.</p> <p>Home equity revenues increased by 9% and accounted for 27% of the segment's revenues (Q4 2023 – 27%) mainly due to new clients and market share gains.</p> | <p>↑ Revenues from purchase and refinance mortgage originations increased principally due to market share gains with existing and new clients and higher addressable mortgage origination volume for refinance transactions.</p> <p>Home equity revenues increased by 15% and accounted for 24% of the segment's revenues (2023 – 23%) mainly due to new clients and market share gains.</p> |
| Transaction costs | <p>↑ Transaction costs increased due in large part to market share gains with existing and new clients, higher addressable mortgage origination volume for refinance transactions and higher home equity volumes, as outlined in the revenue discussion above.</p> | <p>↑ Transaction costs increased due in large part to market share gains with existing and new clients, higher addressable mortgage origination volume for refinance transactions and higher home equity volumes, as outlined in the revenue discussion above.</p> |

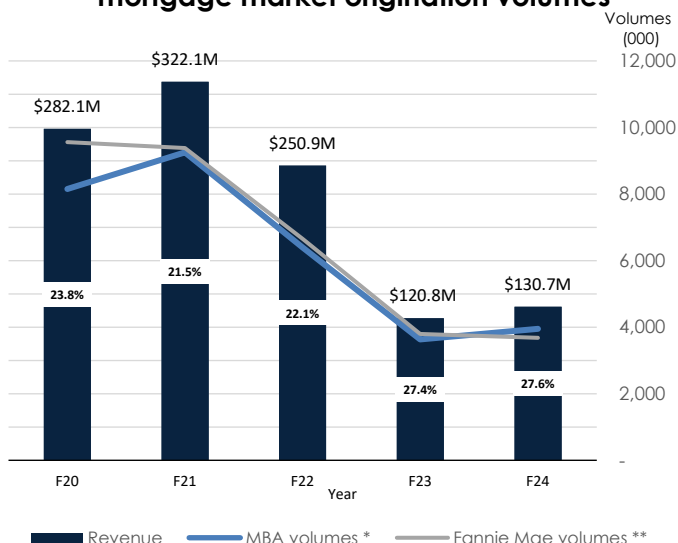
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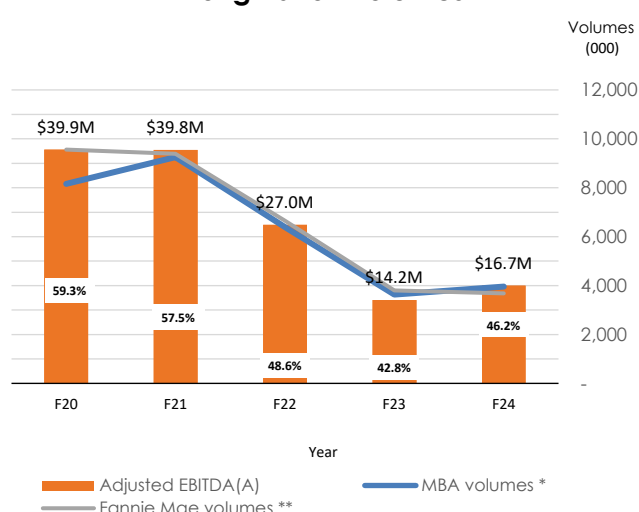
| U.S. Appraisal operating results | | |
|---|--|---|
| | Three months ended September 30, 2024 vs. Three months ended September 30, 2023 | Year ended September 30, 2024 vs. Year ended September 30, 2023 |
| Operating expenses | ↑ Operating expenses increased by 7% primarily on higher salaries and benefits costs of \$0.4 million due to compensation increases and new hires. | ↑ Operating expenses increased by 2% primarily on higher salaries and benefits costs of \$0.9 million due to compensation increases and new hires. This increase was partially offset by lower communication expense of \$0.2 million and a reduction of \$0.1 million in bad debt expense. |
| Amortization | ↓ Amortization expense decreased due to a reduction of right-of-use assets related to our leased office space combined with fully amortized computer equipment and leasehold improvements. | ↓ Amortization expense decreased due to a reduction of right-of-use assets related to our leased office space combined with fully amortized computer equipment and leasehold improvements. |
| Net Revenue^(A) | ↑ Net Revenue ^(A) increased by 6% mainly due to market share gains with existing and new clients, higher addressable mortgage origination volume for refinance transactions and higher home equity revenues, partially offset by lower Net Revenue ^(A) margin. | ↑ Net Revenue ^(A) increased by 9% mainly due to market share gains with existing and new clients, higher addressable mortgage origination volume for refinance transactions, higher home equity revenues and improved Net Revenue ^(A) margin. |
| Net Revenue^(A) margin | ↓ Net Revenue ^(A) margin decreased by 80 basis points mostly due to the distribution of transaction volumes as it relates to geographies, clients and product mix. | ↑ Net Revenue ^(A) margin increased by 20 basis points mostly due to the distribution of transaction volumes as it relates to geographies, clients and product mix. |
| Adjusted EBITDA^(A) | ↑ Adjusted EBITDA ^(A) increased on higher Net Revenue ^(A) , partially offset by higher operating expenses as described above. | ↑ Adjusted EBITDA ^(A) increased on higher Net Revenue ^(A) , partially offset by higher operating expenses as described above. |
| Adjusted EBITDA^(A) margin | ↓ Adjusted EBITDA ^(A) margin contracted on higher operating expenses, partially offset by higher Net Revenue ^(A) as described above. | ↑ Adjusted EBITDA ^(A) margin increased on higher Net Revenue ^(A) , partially offset by higher operating expenses as described above. |

The tables that follow compare our U.S. Appraisal segment: (i) Revenues and Net Revenue^(A) margin; and (ii) Adjusted EBITDA^(A) and Adjusted EBITDA^(A) margin, against addressable mortgage market origination volumes.

U.S. Appraisal Revenues & Net Revenue^(A) margin vs addressable mortgage market origination volumes



U.S. Appraisal Adjusted EBITDA^(A) & Adjusted EBITDA^(A) margin vs addressable mortgage market origination volumes



* Based on the most recent MBA Mortgage Finance Forecast

** Based on the most recent Fannie Mae Housing Forecast (volumes derived from using the average loan amount from the MBA Forecast)

Real Matters Inc. – MD&A for the years ended September 30, 2024 and 2023

(tabular and graphical amounts are expressed in thousands of U.S. dollars and thousands of shares, excluding per share amounts, unless otherwise stated)

Our U.S. Appraisal segment is our more mature business in the U.S. Increased transaction volumes on our platform from net market share gains and higher market volumes resulted in annual Net Revenue^(A) and Adjusted EBITDA^(A) margin expansion from fiscal 2017 to 2020. In fiscal 2021, despite the year-over-year increase in transaction volumes, our Net Revenue^(A) and Adjusted EBITDA^(A) margin contracted because we serviced a higher proportion of high-value and complex properties, due in part to an increase in GSEs waivers. The use of GSEs waivers has declined substantially since fiscal 2021, reverting to historical standards.

From fiscal 2022 to fiscal 2023, U.S. mortgage interest rates increased by 213 basis points on average. This resulted in a sharp decline in U.S. mortgage origination transactions, with volumes well below historical 30-year lows. As a result of these market changes, we experienced steep declines in transaction volumes which led to a corresponding decline in our Net Revenue^(A) and Adjusted EBITDA^(A) during that period; however, we were able to expand Net Revenue^(A) margin, as we leveraged our field professional network in a lower market environment and serviced more standard properties, due in part to the decline in GSEs waivers. In fiscal 2024, our Net Revenue^(A) margin and Adjusted EBITDA^(A) margin improved for the reasons noted in the table above.

U.S. Title

| | Three months ended September 30 | | | | Year ended September 30 | | | | |
|--|---------------------------------|------------|----------|----------|-------------------------|------------|------------|----------|--|
| | 2024 | 2023 | Change | % Change | 2024 | 2023 | Change | % Change | |
| Revenues - title services | | | | | | | | | |
| Refinance origination | \$ 1,093 | \$ 846 | \$ 247 | 29% | \$ 3,306 | \$ 3,028 | \$ 278 | 9% | |
| Home equity | 750 | 776 | (26) | -3% | 2,937 | 3,475 | (538) | -15% | |
| REO | 327 | 505 | (178) | -35% | 1,459 | 2,132 | (673) | -32% | |
| Diversified | 260 | 206 | 54 | 26% | 927 | 891 | 36 | 4% | |
| | \$ 2,430 | \$ 2,333 | \$ 97 | 4% | \$ 8,629 | \$ 9,526 | \$ (897) | -9% | |
| Transaction costs | | | | | | | | | |
| Transaction costs | \$ 1,219 | \$ 1,282 | \$ (63) | -5% | \$ 4,631 | \$ 5,659 | \$ (1,028) | -18% | |
| Operating expenses | \$ 2,802 | \$ 2,632 | \$ 170 | 6% | \$ 10,809 | \$ 12,205 | \$ (1,396) | -11% | |
| Amortization | \$ 559 | \$ 672 | \$ (113) | -17% | \$ 2,388 | \$ 2,979 | \$ (591) | -20% | |
| Non-GAAP measures | | | | | | | | | |
| Net Revenue ^(A) | \$ 1,211 | \$ 1,051 | \$ 160 | 15% | \$ 3,998 | \$ 3,867 | \$ 131 | 3% | |
| Net Revenue ^(A) margin | 49.8% | 45.0% | 4.8% | 11% | 46.3% | 40.6% | 5.7% | 14% | |
| Adjusted EBITDA ^(A) | \$ (1,591) | \$ (1,581) | \$ (10) | -1% | \$ (6,811) | \$ (8,338) | \$ 1,527 | 18% | |
| Adjusted EBITDA ^(A) margin | -131.4% | -150.4% | 19.0% | 13% | -170.4% | -215.6% | 45.2% | 21% | |
| Real Matters' mortgage origination volumes (in units) | | | | | | | | | |
| | 1,141 | 936 | 205 | 22% | 3,431 | 3,312 | 119 | 4% | |

| U.S. Title operating results | | |
|------------------------------|---|--|
| | Three months ended September 30, 2024 vs. Three months ended September 30, 2023 | Year ended September 30, 2024 vs. Year ended September 30, 2023 |
| Revenues | <p>↑ Revenues from refinance mortgage originations increased principally due to market share gains with existing and new clients and higher refinance mortgage origination volume.</p> <p>The decline in home equity and REO revenues were primarily due to changes in our client portfolio. Home equity and REO revenues accounted for 44% of the segment's revenues (Q4 2023 – 55%) which is historically higher than usual due to the significant decrease in our refinance mortgage origination revenues over the last two years.</p> | <p>↓ Revenues from refinance mortgage originations increased principally due to market share gains with existing and new clients and higher refinance mortgage origination volume.</p> <p>The decline in home equity and REO revenues were primarily due to changes in our client portfolio. Home equity and REO revenues accounted for 51% of the segment's revenues (2023 – 59%) which is historically higher than usual due to the significant decrease in refinance mortgage origination revenues over the last two years.</p> |

Real Matters Inc. – MD&A for the years ended September 30, 2024 and 2023

(tabular and graphical amounts are expressed in thousands of U.S. dollars and thousands of shares, excluding per share amounts, unless otherwise stated)

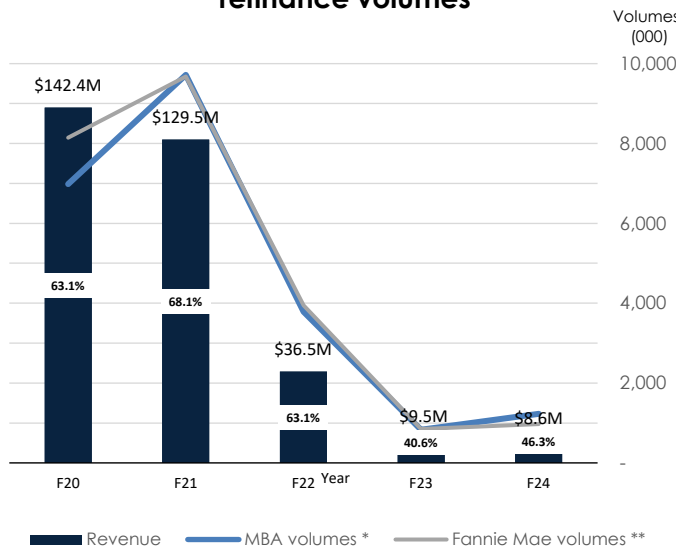
| U.S. Title operating results | | |
|---|---|---|
| | Three months ended September 30, 2024 vs. Three months ended September 30, 2023 | Year ended September 30, 2024 vs. Year ended September 30, 2023 |
| Transaction costs | ↓ Transaction costs declined due in large part to lower volumes of home equity and REO transactions and higher proportion of incoming order volumes that closed, partially offset by higher refinance mortgage origination volumes as outlined in the revenue discussion above. | ↓ Transaction costs declined due in large part to lower volumes of home equity and REO transactions and higher proportion of incoming order volumes that closed, partially offset by higher refinance mortgage origination volumes as outlined in the revenue discussion above. |
| Operating expenses | ↑ Operating expenses increased by 6% mainly due to higher salaries and benefits costs of \$0.1 million principally due to an increase in compensation. | ↓ Operating expenses declined by 11% mainly due to lower salaries and benefits costs of \$0.8 million and a reduction in courier, office and bank charges of \$0.5million as a result of lower volumes. |
| Amortization | ↓ Amortization expense decreased due to a reduction of right-of-use assets related to our leased office space combined with fully amortized computer equipment and leasehold improvements. | ↓ Amortization expense decreased due to a reduction of right-of-use assets related to our leased office space combined with fully amortized computer equipment and leasehold improvements. |
| Net Revenue^(A) | ↑ Net Revenue ^(A) increased due to higher refinance origination volumes and higher Net Revenue ^(A) margin, partially offset by a decrease in home equity and REO volumes, as outlined in the revenue discussion above. | ↑ Net Revenue ^(A) increased due to higher refinance origination volumes and higher Net Revenue ^(A) margin, partially offset by a decrease in home equity and REO volumes, as outlined in the revenue discussion above. |
| Net Revenue^(A) margin | ↑ Net Revenue ^(A) margin increased by 480 basis points due to a larger proportion of higher margin refinance origination volumes and larger proportion of order volumes that closed. | ↑ Net Revenue ^(A) margin increased by 570 basis points due to a larger proportion of higher margin refinance origination volumes and larger proportion of order volumes that closed. |
| Adjusted EBITDA^(A) | ↓ Adjusted EBITDA ^(A) was relatively flat due to the Net Revenue ^(A) and Net Revenue ^(A) margin improvement, as outlined above, offset by higher operating expenses. | ↑ Adjusted EBITDA ^(A) improved due to the Net Revenue ^(A) and Net Revenue ^(A) margin improvement and lower operating expenses, as outlined above. |
| Adjusted EBITDA^(A) margin | ↑ Adjusted EBITDA ^(A) margin increased by 1,900 basis points due to the Net Revenue ^(A) and Net Revenue ^(A) margin improvement, as outlined above, partially offset by higher operating expenses. | ↑ Adjusted EBITDA ^(A) margin increased by 4,520 basis points due to the Net Revenue ^(A) and Net Revenue ^(A) margin improvement and lower operating expenses, as outlined above. |

Real Matters Inc. – MD&A for the years ended September 30, 2024 and 2023

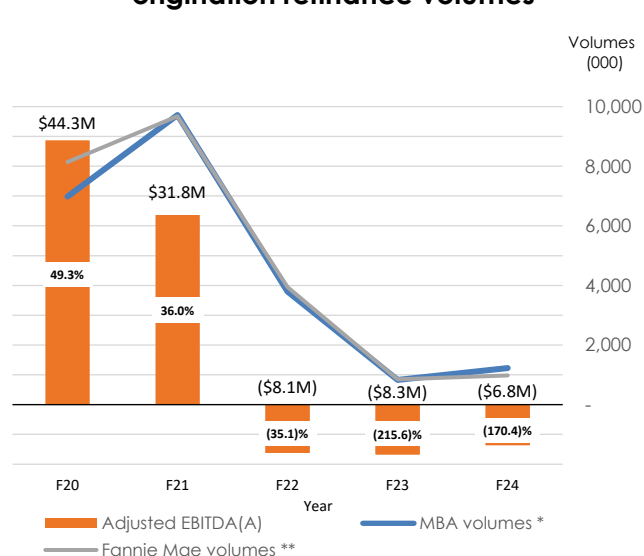
(tabular and graphical amounts are expressed in thousands of U.S. dollars and thousands of shares, excluding per share amounts, unless otherwise stated)

The tables that follow compare our U.S. Title segment: (i) Revenues and Net Revenue^(A) margin; and (ii) Adjusted EBITDA^(A) and Adjusted EBITDA^(A) margin, against addressable mortgage market origination volumes.

U.S. Title Revenues & Net Revenue^(A) margin vs mortgage market origination refinance volumes



U.S. Title Adjusted EBITDA^(A) & Adjusted EBITDA^(A) margin vs mortgage market origination refinance volumes



* Based on the most recent MBA Mortgage Finance Forecast

** Based on the most recent Fannie Mae Housing Forecast (volumes derived from using the average loan amount from the MBA Forecast)

Currently, our U.S. Title segment predominately services refinance mortgage origination volumes which are highly sensitive to interest rates. Increased transaction volumes on our platform from higher market volumes and market share gains resulted in annual Net Revenue^(A) and Adjusted EBITDA^(A) margin expansion from fiscal 2018 to 2020. After experiencing a surge due to low interest rates, refinance market volumes began to decline in the second half of fiscal 2021 in line with increases in U.S. mortgage interest rates. Our Net Revenue^(A) and Adjusted EBITDA^(A) margins contracted in fiscal 2022 and 2023 in line with the substantial decline in transaction volumes on our platform, and we focused on operational efficiencies and significantly reduced our U.S. Title operating expenses. In fiscal 2024, our Net Revenue^(A) margin and Adjusted EBITDA^(A) margin improved for the reasons noted in the table above.

Canada

| | Three months ended September 30 | | | | Year ended September 30 | | | |
|---------------------------------------|---------------------------------|----------|--------|----------|-------------------------|-----------|----------|----------|
| | 2024 | 2023 | Change | % Change | 2024 | 2023 | Change | % Change |
| Revenues | \$ 9,407 | \$ 8,696 | \$ 711 | 8% | \$ 33,436 | \$ 33,542 | \$ (106) | 0% |
| Transaction costs | \$ 7,629 | \$ 7,140 | \$ 489 | 7% | \$ 27,115 | \$ 27,511 | \$ (396) | -1% |
| Operating expenses | \$ 575 | \$ 422 | \$ 153 | 36% | \$ 2,226 | \$ 1,782 | \$ 444 | 25% |
| Amortization | \$ - | \$ - | \$ - | 0% | \$ - | \$ - | \$ - | 0% |
| <i>Non-GAAP measures</i> | | | | | | | | |
| Net Revenue ^(A) | \$ 1,778 | \$ 1,556 | \$ 222 | 14% | \$ 6,321 | \$ 6,031 | \$ 290 | 5% |
| Net Revenue ^(A) margin | 18.9% | 17.9% | 1.0% | 6% | 18.9% | 18.0% | 0.9% | 5% |
| Adjusted EBITDA ^(A) | \$ 1,203 | \$ 1,134 | \$ 69 | 6% | \$ 4,095 | \$ 4,249 | \$ (154) | -4% |
| Adjusted EBITDA ^(A) margin | 67.7% | 72.9% | -5.2% | -7% | 64.8% | 70.5% | -5.7% | -8% |

Real Matters Inc. – MD&A for the years ended September 30, 2024 and 2023

(tabular and graphical amounts are expressed in thousands of U.S. dollars and thousands of shares, excluding per share amounts, unless otherwise stated)

| Canada operating results | | |
|---|--|---|
| | Three months ended September 30, 2024 vs. Three months ended September 30, 2023 | Year ended September 30, 2024 vs. Year ended September 30, 2023 |
| Revenues | ↑ Revenues increased due to higher market volumes and net market share gains with new and existing clients for appraisal services. Insurance inspection revenues were relatively flat. | ↓ Revenues were relatively flat, as net market share gains with new and existing clients for appraisal services were offset by lower market volumes and modestly lower insurance inspection revenues. |
| Transaction costs | ↑ Transaction costs increased due to higher market volumes and net market share gains with new and existing clients for appraisal services, as outlined in the revenue discussion above. | ↓ Transaction costs declined modestly due in large part to our ability to leverage our field professional network in a lower market environment. |
| Operating expenses | ↑ Operating expenses increased by 36% mainly due to the amortization of a prepaid client integration fee. | ↑ Operating expenses increased by 25% mainly due to the amortization of a prepaid client integration fee. |
| Net Revenue^(A) | ↑ Net Revenue ^(A) increased by 14% due to higher market volumes, net market share gains and improved Net Revenue ^(A) margin. | ↑ Net Revenue ^(A) increased by 5% due to improved Net Revenue ^(A) margin. |
| Net Revenue^(A) margin | ↑ Net Revenue ^(A) margin increased by 100 basis points as we leveraged our field professional network in a lower market environment. | ↑ Net Revenue ^(A) margin increased by 90 basis points as we leveraged our field professional network in a lower market environment. |
| Adjusted EBITDA^(A) | ↑ Adjusted EBITDA ^(A) improved due to an increase in Net Revenue ^(A) which was partially offset by higher operating expenses, as outlined above. | ↓ Adjusted EBITDA ^(A) was lower due to the increase in operating expenses which was partially offset by higher Net Revenue ^(A) , as outlined above. |
| Adjusted EBITDA^(A) margin | ↓ Adjusted EBITDA ^(A) margin was lower by 520 basis points due to the increase in operating expenses which was partially offset by higher Net Revenue ^(A) , as outlined above. | ↓ Adjusted EBITDA ^(A) margin was lower by 570 basis points due to the increase in operating expenses which was partially offset by higher Net Revenue ^(A) , as outlined above. |

Corporate and other items

| | Three months ended September 30 | | | | Year ended September 30 | | | |
|--|---------------------------------|------------|------------|----------|-------------------------|------------|------------|----------|
| | 2024 | 2023 | Change | % Change | 2024 | 2023 | Change | % Change |
| Operating expenses | \$ 4,309 | \$ 3,182 | \$ 1,127 | 35% | \$ 14,855 | \$ 13,825 | \$ 1,030 | 7% |
| Amortization | \$ 113 | \$ 89 | \$ 24 | 27% | \$ 433 | \$ 348 | \$ 85 | 24% |
| Loss on disposal of property and equipment | \$ - | \$ 24 | \$ (24) | -100% | \$ - | \$ - | \$ - | 0% |
| Restructuring expenses | \$ - | \$ 14 | \$ (14) | -100% | \$ - | \$ 1,703 | \$ (1,703) | -100% |
| Interest expense | \$ 89 | \$ 75 | \$ 14 | 19% | \$ 346 | \$ 283 | \$ 63 | 22% |
| Interest income | \$ (509) | \$ (339) | \$ (170) | 50% | \$ (1,779) | \$ (825) | \$ (954) | 116% |
| Net foreign exchange loss (gain) | \$ 1,328 | \$ (1,797) | \$ 3,125 | -174% | \$ 244 | \$ 1,186 | \$ (942) | -79% |
| Gain on fair value of derivatives | \$ (1,915) | \$ (60) | \$ (1,855) | 3092% | \$ (2,072) | \$ (815) | \$ (1,257) | 154% |
| Income tax recovery | \$ (201) | \$ (106) | \$ (95) | 90% | \$ (818) | \$ (2,949) | \$ 2,131 | -72% |

| Corporate operating results | | |
|-----------------------------|--|--|
| | Three months ended September 30, 2024 vs. Three months ended September 30, 2023 | Year ended September 30, 2024 vs. Year ended September 30, 2023 |
| Operating expenses | ↑ Operating expenses increased by \$1.1 million due to higher salaries and benefits costs of \$1.0 million, reflecting an increase in compensation and higher stock-based compensation expenses. | ↑ Operating expenses increased by \$1.0 million primarily due to higher salaries and benefits costs of \$1.4 million, reflecting an increase in compensation and higher stock-based compensation expenses partially offset by lower IT expenses and severance costs. |
| Amortization | ↑ Amortization expense increased modestly. | ↑ Amortization expense increased modestly. |

Real Matters Inc. – MD&A for the years ended September 30, 2024 and 2023

(tabular and graphical amounts are expressed in thousands of U.S. dollars and thousands of shares, excluding per share amounts, unless otherwise stated)

| Corporate operating results | | |
|---|---|---|
| | Three months ended September 30, 2024 vs. Three months ended September 30, 2023 | Year ended September 30, 2024 vs. Year ended September 30, 2023 |
| Loss on disposal of property and equipment | ↓ We did not dispose of any property and equipment in the current quarter. The loss on disposal of property and equipment incurred in Q4 2023 reflects the disposal of a right-of-use asset. | - We did not dispose of any property and equipment in the current fiscal year. Gains and losses on disposal of property and equipment incurred in fiscal 2023 due to the disposal of right-of-use assets and furniture and fixtures fully offset each other. |
| Restructuring expenses | ↓ We did not incur restructuring expenses during the current quarter. Restructuring expenses incurred in Q4 2023 represented severance costs attributable to changes in our organizational structure. | ↓ We did not incur restructuring expenses during the current fiscal year. Restructuring expenses incurred in fiscal 2023 represented severance costs attributable to changes in our organizational structure. |
| Interest expense and Interest Income | ↑ The increase in interest expense and income is mostly related to the current higher interest rates environment and the interest incurred on our total return swaps. | ↑ The increase in interest expense and income is mostly related to the current higher interest rates environment and the interest incurred on our total return swaps. |
| Net foreign exchange loss (gain) | ↑ Net foreign exchange gains or losses represent non-cash gains or losses on long-term financing arrangements between our Canadian and U.S. entities within the consolidated group of companies. The resulting current quarter losses and comparative quarter gains were the result of changes in the FX rate between the Canadian and U.S. dollar. | ↓ Net foreign exchange gains or losses represent non-cash gains or losses on long-term financing arrangements between our Canadian and U.S. entities within the consolidated group of companies. The resulting current and comparative fiscal year losses were the result of changes in the FX rate between the Canadian and U.S. dollar. |
| Gain on fair value of derivatives | ↑ We have two outstanding total return swaps to manage our cash flow exposure arising from changes in our share price attributable to cash-settled RSUs. The fair value of the swap fluctuates on an inverse relationship to our share price. | ↑ We have two outstanding total return swaps to manage our cash flow exposure arising from changes in our share price attributable to cash-settled RSUs. The fair value of the swap fluctuates on an inverse relationship to our share price. |
| Income tax recovery | ↑ We recorded a loss before income tax recoveries of \$0.4 million. Income tax calculated at the statutory income tax rate, including foreign income subject to tax at a different statutory tax rate, resulted in an income tax recovery of \$0.1 million. Income tax recoveries related to non-deductible expenses, including RSUs, and non-taxable income totaled \$0.1 million. | ↓ We recorded a loss before income tax recoveries of \$0.8 million. Income tax calculated at the statutory income tax rate, including foreign income subject to tax at a different statutory tax rate, resulted in an income tax recovery of \$0.2 million. Income tax recoveries related to non-deductible expenses, including RSUs, and non-taxable income totaled \$0.8 million. |

NON-GAAP MEASURES

We prepare our financial statements in accordance with IFRS. However, we consider certain Non-GAAP financial measures useful additional information to assess our financial performance. These measures, which we believe are widely used by investors, securities analysts and other interested parties to evaluate our performance, do not have a standardized meaning prescribed by GAAP and therefore may not be comparable to similarly titled measures presented by other publicly traded companies, nor should they be construed as an alternative to financial measures determined in accordance with IFRS. Non-GAAP measures include "Adjusted EBITDA", "Net Revenue" and "Adjusted Net Income or Loss".

(A)

Adjusted EBITDA

All references to "Adjusted EBITDA" in this MD&A are to net income or loss before stock-based compensation expense, amortization, gain or loss on disposal of property and equipment, 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 is a measure of our operating profitability and therefore excludes certain items that are viewed by us as either non-cash (in the case of equity-settled stock-based compensation expense, amortization, gain or loss on disposal of property and equipment, unrealized net foreign exchange gain or loss, unrealized gain or loss on the fair value of derivatives and deferred income taxes) or non-operating (in the case of cash-settled stock-based compensation expense, restructuring

Real Matters Inc. – MD&A for the years ended September 30, 2024 and 2023

(tabular and graphical amounts are expressed in thousands of U.S. dollars and thousands of shares, excluding per share amounts, unless otherwise stated)

expenses, realized net foreign exchange gain or loss, realized gain or loss on the fair value of derivatives, interest expense, interest income and current income taxes). Adjusted EBITDA is a useful financial and operating metric for the Company, and our board of directors, and represents a measure of our operating performance to value our Company relative to our peers. The reasons for excluding each item are as follows:

Stock-based compensation expense: These costs represent non-cash expenses for equity-settled stock-based compensation awards and non-operating expenses for cash-settled stock-based compensation awards. These amounts are recorded to operating expenses and represent a different class of expense than those included in Adjusted EBITDA.

Amortization: As a non-cash item, amortization is not indicative of our operating profitability and therefore represents a different class of expense than those included in Adjusted EBITDA.

Gain or loss on disposal of property and equipment: As a non-cash item, the disposal of property and equipment is not indicative of our operating profitability and therefore represents a different class of expense than those included in Adjusted EBITDA.

Restructuring expenses: Restructuring expenses represent costs attributable to employee severance resulting from changes in our management and organizational structure. These costs are not indicative of continuing operations and therefore represent a different class of expense than those included in Adjusted EBITDA.

Interest expense and income: Interest expense or income reflects our debt and equity mix, interest rates, investment strategy and borrowing position from time-to-time. Accordingly, interest expense or income reflects our treasury and financing activities and therefore represents a different class of expense or income than those included in Adjusted EBITDA.

Net foreign exchange gain or loss: As non-cash items, unrealized net foreign exchange gains or losses are not indicative of our operating profitability. Realized net foreign exchange gains or losses reflect our treasury and financing activities and represents a different class of income or expense than those included in Adjusted EBITDA.

Gain or loss on fair value of derivatives: As a non-cash item, gains or losses resulting from the fair value of derivatives are not indicative of our operating profitability. Gains or losses from the fair value of derivatives reflect our treasury activities and represents a different class of income or expense than those included in Adjusted EBITDA.

Income taxes: Income taxes are a function of tax laws and rates and are affected by matters that are separate from our daily operations. Income taxes are not indicative of our operating profitability and represents a different class of expense or recovery than those included in Adjusted EBITDA.

The reconciling items between Adjusted EBITDA and net income or loss are detailed in the consolidated statements of operations and comprehensive income or loss for the three months and years ended September 30, 2024 and 2023. The reconciling items between net income or loss and Adjusted EBITDA for the three months and years ended September 30, 2024 and 2023 were as follows:

| | Three months ended September 30 | | Year ended September 30 | |
|--|---------------------------------|----------|-------------------------|------------|
| | 2024 | 2023 | 2024 | 2023 |
| Net (loss) income | \$ (156) | \$ 1,622 | \$ 18 | \$ (6,196) |
| Stock-based compensation expense | 1,171 | 288 | 2,754 | 1,377 |
| Amortization | 753 | 873 | 3,157 | 3,877 |
| Loss on disposal of property and equipment | - | 24 | - | - |
| Restructuring expenses | - | 14 | - | 1,703 |
| Interest expense | 89 | 75 | 346 | 283 |
| Interest income | (509) | (339) | (1,779) | (825) |
| Net foreign exchange loss (gain) | 1,328 | (1,797) | 244 | 1,186 |
| Gain on fair value of derivatives | (1,915) | (60) | (2,072) | (815) |
| Income tax recovery | (201) | (106) | (818) | (2,949) |
| Adjusted EBITDA | \$ 560 | \$ 594 | \$ 1,850 | \$ (2,359) |

Real Matters Inc. – MD&A for the years ended September 30, 2024 and 2023

(tabular and graphical amounts are expressed in thousands of U.S. dollars and thousands of shares, excluding per share amounts, unless otherwise stated)

Management calculates Adjusted EBITDA as follows:

| | Three months ended September 30 | | Year ended September 30 | |
|---------------------------------------|---------------------------------|-----------|-------------------------|------------|
| | 2024 | 2023 | 2024 | 2023 |
| Revenues | \$ 45,622 | \$ 42,189 | \$ 172,722 | \$ 163,914 |
| Less: Transaction costs | 33,601 | 31,023 | 126,358 | 120,899 |
| Less: Operating expenses | 12,632 | 10,860 | 47,268 | 46,751 |
| Add: Stock-based compensation expense | 1,171 | 288 | 2,754 | 1,377 |
| Adjusted EBITDA | \$ 560 | \$ 594 | \$ 1,850 | \$ (2,359) |

Adjusted EBITDA by reportable segment was as follows:

| | Three months ended September 30 | | Year ended September 30 | |
|--|---------------------------------|----------|-------------------------|------------|
| | 2024 | 2023 | 2024 | 2023 |
| U.S. Appraisal | \$ 4,086 | \$ 3,935 | \$ 16,667 | \$ 14,178 |
| U.S. Title | (1,591) | (1,581) | (6,811) | (8,338) |
| Canada | 1,203 | 1,134 | 4,095 | 4,249 |
| Corporate (excluding stock-based compensation expense) | (3,138) | (2,894) | (12,101) | (12,448) |
| Consolidated Adjusted EBITDA | \$ 560 | \$ 594 | \$ 1,850 | \$ (2,359) |

Adjusted EBITDA margin (expressed as Adjusted EBITDA divided by Net Revenue) by reportable segment and consolidated was as follows:

| | Three months ended September 30 | | Year ended September 30 | |
|---|---------------------------------|---------|-------------------------|---------|
| | 2024 | 2023 | 2024 | 2023 |
| U.S. Appraisal | 45.2% | 46.0% | 46.2% | 42.8% |
| U.S. Title | -131.4% | -150.4% | -170.4% | -215.6% |
| Canada | 67.7% | 72.9% | 64.8% | 70.5% |
| Consolidated Adjusted EBITDA margin (including Corporate, but excluding stock-based compensation expense) | 4.7% | 5.3% | 4.0% | -5.5% |

Net Revenue

All references to "Net Revenue" in this MD&A are to Adjusted EBITDA plus operating expenses less stock-based compensation expense. Net Revenue is an additional measure of our operating profitability and therefore excludes certain items detailed below. Net Revenue represents the difference between revenues and transaction costs. Transaction costs represent expenses directly attributable to a revenue transaction and include: appraisal costs, various processing fees, credit card fees, connectivity fees, insurance inspection costs, closing agent costs, external abstractor costs and external quality review costs. Net Revenue is a useful financial and operating metric for us and our board of directors to assess our operating performance and serves to measure our Company relative to our peers.

The reconciling items between net income or loss and Net Revenue for the three months and years ended September 30, 2024 and 2023 are detailed in the consolidated statements of operations and comprehensive income or loss and were as follows:

| | Three months ended September 30 | | Year ended September 30 | |
|--|---------------------------------|-----------|-------------------------|------------|
| | 2024 | 2023 | 2024 | 2023 |
| Net (loss) income | \$ (156) | \$ 1,622 | \$ 18 | \$ (6,196) |
| Operating expenses | 12,632 | 10,860 | 47,268 | 46,751 |
| Amortization | 753 | 873 | 3,157 | 3,877 |
| Loss on disposal of property and equipment | - | 24 | - | - |
| Restructuring expenses | - | 14 | - | 1,703 |
| Interest expense | 89 | 75 | 346 | 283 |
| Interest income | (509) | (339) | (1,779) | (825) |
| Net foreign exchange loss (gain) | 1,328 | (1,797) | 244 | 1,186 |
| Gain on fair value of derivatives | (1,915) | (60) | (2,072) | (815) |
| Income tax recovery | (201) | (106) | (818) | (2,949) |
| Net Revenue | \$ 12,021 | \$ 11,166 | \$ 46,364 | \$ 43,015 |

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(tabular and graphical amounts are expressed in thousands of U.S. dollars and thousands of shares, excluding per share amounts, unless otherwise stated)

Management calculates Net Revenue as follows:

| | Three months ended September 30 | | Year ended September 30 | |
|-------------------------|---------------------------------|-----------|-------------------------|------------|
| | 2024 | 2023 | 2024 | 2023 |
| Revenues | \$ 45,622 | \$ 42,189 | \$ 172,722 | \$ 163,914 |
| Less: Transaction costs | 33,601 | 31,023 | 126,358 | 120,899 |
| Net Revenue | \$ 12,021 | \$ 11,166 | \$ 46,364 | \$ 43,015 |

Net Revenue by reportable segment was as follows:

| | Three months ended September 30 | | Year ended September 30 | |
|--------------------------|---------------------------------|-----------|-------------------------|-----------|
| | 2024 | 2023 | 2024 | 2023 |
| U.S. Appraisal | \$ 9,032 | \$ 8,559 | \$ 36,045 | \$ 33,117 |
| U.S. Title | 1,211 | 1,051 | 3,998 | 3,867 |
| Canada | 1,778 | 1,556 | 6,321 | 6,031 |
| Consolidated Net Revenue | \$ 12,021 | \$ 11,166 | \$ 46,364 | \$ 43,015 |

Net Revenue margin (expressed as Net Revenue divided by Revenues) by reportable segment and consolidated was as follows:

| | Three months ended September 30 | | Year ended September 30 | |
|---------------------------------|---------------------------------|-------|-------------------------|-------|
| | 2024 | 2023 | 2024 | 2023 |
| U.S. Appraisal | 26.7% | 27.5% | 27.6% | 27.4% |
| U.S. Title | 49.8% | 45.0% | 46.3% | 40.6% |
| Canada | 18.9% | 17.9% | 18.9% | 18.0% |
| Consolidated Net Revenue margin | 26.3% | 26.5% | 26.8% | 26.2% |

Adjusted Net Income or Loss

All references to "Adjusted Net Income or Loss" in this MD&A are to net income or loss before stock-based compensation expense, amortization of intangibles, restructuring expenses, net foreign exchange gain or loss, and gain or loss on fair value of derivatives, each net of the related tax effects, as applicable. Adjusted Net Income or Loss is a term that does not have a standardized meaning prescribed by IFRS and is unlikely to be comparable to similar measures used by other entities. Adjusted Net Income or Loss is a measure of our operating profitability and, by definition, excludes certain items detailed above. These items are viewed by us as either non-cash (in the case of equity-settled stock-based compensation expense, amortization of intangibles, unrealized net foreign exchange gain or loss and unrealized gain or loss on fair value of derivatives) or non-operating (in the case of cash-settled stock-based compensation expense, restructuring expenses, realized net foreign exchange gain or loss and realized gain or loss on fair value of derivatives). Adjusted Net Income or Loss is a useful financial and operating metric for the Company, and our board of directors, as it represents net income or loss from operations which excludes treasury and capital costs, acquisition and related costs, non-operating costs, and restructuring expenses.

The reconciling items between net income or loss and Adjusted Net Income or Loss for the three months and years ended September 30, 2024 and 2023 were as follows:

| | Three months ended September 30 | | Year ended September 30 | |
|-----------------------------------|---------------------------------|----------|-------------------------|------------|
| | 2024 | 2023 | 2024 | 2023 |
| Net (loss) income | \$ (156) | \$ 1,622 | \$ 18 | \$ (6,196) |
| Stock-based compensation expense | 1,171 | 288 | 2,754 | 1,377 |
| Amortization of intangibles | 441 | 385 | 1,672 | 1,485 |
| Restructuring expenses | - | 14 | - | 1,703 |
| Net foreign exchange loss (gain) | 1,328 | (1,797) | 244 | 1,186 |
| Gain on fair value of derivatives | (1,915) | (60) | (2,072) | (815) |
| Related tax effects | 41 | 388 | 49 | (929) |
| Adjusted Net Income (Loss) | \$ 910 | \$ 840 | \$ 2,665 | \$ (2,189) |

Adjusted EBITDA, Net Revenue and Adjusted Net Income or Loss should not be considered, in isolation, indicators of our financial performance, or as an alternative to, or a substitute for, net income or loss or other information presented in our financial statements.

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(tabular and graphical amounts are expressed in thousands of U.S. dollars and thousands of shares, excluding per share amounts, unless otherwise stated)

SELECTED ANNUAL INFORMATION

| | Year ended September 30 | | |
|---|-------------------------|------------|------------|
| | 2024 | 2023 | 2022 |
| Revenues | \$ 172,722 | \$ 163,914 | \$ 339,642 |
| Net income (loss) | \$ 18 | \$ (6,196) | \$ (9,265) |
| Net income (loss) per weighted average share, basic | \$ 0.00 | \$ (0.08) | \$ (0.12) |
| Net income (loss) per weighted average share, diluted | \$ 0.00 | \$ (0.08) | \$ (0.12) |
| Total assets | \$ 134,280 | \$ 128,738 | \$ 137,004 |
| Total non-current liabilities | \$ 4,239 | \$ 2,941 | \$ 4,312 |

Revenues

2024-2023

Please see the "Review of Operations – For the three months and year ended September 30, 2024" section of this MD&A for a detailed discussion regarding the change in revenues between fiscal 2024 and fiscal 2023.

2023-2022

Consolidated revenues declined due to lower revenues across all three segments. Revenues in our U.S. Appraisal segment declined due to lower addressable mortgage origination volumes, partially offset by higher home equity revenues from new clients and market share gains. The revenue decline in our U.S. Title segment was due primarily to lower refinance mortgage origination market volumes, changes in our client portfolio, and lower home equity volumes serviced. Canadian segment revenues declined due to lower market volumes for appraisal services, modestly lower insurance inspection revenues and FX, partially offset by net market share gains for appraisal services with new and existing clients.

Net income (loss)

2024-2023

Please see the "Review of Operations – For the three months and year ended September 30, 2024" section of this MD&A for a detailed discussion of the components comprising the change in net income between fiscal 2024 and fiscal 2023.

2023-2022

Net loss in fiscal 2023 improved by \$3.1 million compared to fiscal 2022 as we recognized a goodwill impairment charge in fiscal 2022 attributable to our U.S. Title segment due to the continued decline in economic and market conditions for mortgage origination refinance activity. No such charge was recorded in fiscal 2023. Other favourable changes included a gain on fair value of our total return swap entered into in fiscal 2023 and higher interest income. These positive contributions were partially offset by lower Adjusted EBITDA^(A) and higher net foreign exchange losses due to changes in the FX rate between the Canadian and U.S. dollar.

Total Assets

2024-2023

Total assets increased by \$5.5 million between fiscal 2023 and fiscal 2024. Higher cash and cash equivalents of \$6.8 million (discussed below under the header "Cash Flows") was partially offset by a decrease in trade and other receivable of \$2.0 million due to timing of collections and a reduction in prepaid expenses of \$0.4 million due to normal course amortization. Non-current assets increased by \$1.2 million mainly due to an increase in deferred tax assets of \$1.1 million and higher other assets of \$2.1 million representing the change in fair value of our total return swaps, partially offset by a reduction of \$2.0 million in intangibles and property equipment due to normal course amortization of those balances.

2023-2022

Total assets declined \$8.3 million between fiscal 2022 and fiscal 2023. Lower cash and cash equivalents of \$3.8 million, lower trade and other receivables of \$4.5 million, lower income tax recoverable of \$0.9 million, lower intangibles of \$1.0 million, lower property and equipment of \$3.1 million, was partially offset by higher other assets of \$0.8 million and higher deferred tax assets of \$3.5 million. A decline in Adjusted EBITDA^(A) impacted our cash and cash equivalents balance. Trade and other receivables declined due to lower mortgage origination market activity for our U.S. and Canadian operations. The decline in intangibles was the result of normal course amortization. Lower property and equipment balances were due to the disposal of a right-of-use asset and normal course amortization, partially offset by new equipment additions. The decrease in income taxes recoverable reflects income tax refunds collected during the year. Other assets represent the fair value of our total return swap. The increase in deferred tax assets is largely attributable to loss carryforwards in our U.S. and Canadian operating entities.

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Total Non-Current Liabilities

2024-2023

Total non-current liabilities increased by \$1.3 million due primarily to an increase in other liabilities of \$2.0 million associated with the future payment of cash-settled RSUs, which was partially offset by a decrease in lease liabilities of \$0.7 million, mainly representing normal course lease payments and lease amendments.

We expect to satisfy our total non-current liabilities as they come due based on our expectations of future operating performance and our current cash and cash equivalents balance.

2023-2022

Total non-current liabilities declined \$1.4 million due primarily to lower long-term lease liabilities of \$1.9 million, mainly representing normal course lease payments and lease amendments, partially offset by an increase in other liabilities of \$0.5 million associated with the future payment of cash-settled RSUs.

SUMMARY OF QUARTERLY RESULTS

The following table sets out selected financial information and Non-GAAP measures as reported for each of the eight most recent quarters, the latest of which ended September 30, 2024. The financial information has been prepared on the same basis as the Company's audited consolidated financial statements, and all necessary adjustments have been included in the amounts stated below to present fairly the unaudited quarterly results when read in conjunction with the audited consolidated financial statements of the Company and the related notes to those statements.

| | Q4 2024 | Q3 2024 | Q2 2024 | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
|---|-----------|-----------|-----------|------------|-----------|-----------|------------|------------|
| Revenues | | | | | | | | |
| U.S. Appraisal | \$ 33,785 | \$ 37,505 | \$ 32,567 | \$ 26,800 | \$ 31,160 | \$ 33,430 | \$ 27,996 | \$ 28,260 |
| U.S. Title | 2,430 | 2,129 | 2,034 | 2,036 | 2,333 | 2,609 | 2,223 | 2,361 |
| Canada | 9,407 | 9,853 | 7,567 | 6,609 | 8,696 | 9,911 | 7,391 | 7,544 |
| Total revenues | \$ 45,622 | \$ 49,487 | \$ 42,168 | \$ 35,445 | \$ 42,189 | \$ 45,950 | \$ 37,610 | \$ 38,165 |
| Net (loss) income | \$ (156) | \$ 1,699 | \$ 2,073 | \$ (3,598) | \$ 1,622 | \$ (619) | \$ (2,580) | \$ (4,619) |
| Net (loss) income per weighted average share, basic and diluted | \$ 0.00 | \$ 0.02 | \$ 0.03 | \$ (0.05) | \$ 0.02 | \$ (0.01) | \$ (0.04) | \$ (0.06) |
| Net Revenue ^(A) | | | | | | | | |
| U.S. Appraisal | \$ 9,032 | \$ 10,339 | \$ 9,205 | \$ 7,469 | \$ 8,559 | \$ 9,204 | \$ 7,730 | \$ 7,624 |
| U.S. Title | 1,211 | 929 | 894 | 964 | 1,051 | 1,178 | 818 | 820 |
| Canada | 1,778 | 1,871 | 1,430 | 1,242 | 1,556 | 1,746 | 1,382 | 1,347 |
| Total Net Revenue ^(A) | \$ 12,021 | \$ 13,139 | \$ 11,529 | \$ 9,675 | \$ 11,166 | \$ 12,128 | \$ 9,930 | \$ 9,791 |
| Net Revenue ^(A) margin | | | | | | | | |
| U.S. Appraisal | 26.7% | 27.6% | 28.3% | 27.9% | 27.5% | 27.5% | 27.6% | 27.0% |
| U.S. Title | 49.8% | 43.6% | 44.0% | 47.3% | 45.0% | 45.2% | 36.8% | 34.7% |
| Canada | 18.9% | 19.0% | 18.9% | 18.8% | 17.9% | 17.6% | 18.7% | 17.9% |
| Net Revenue ^(A) margin | 26.3% | 26.6% | 27.3% | 27.3% | 26.5% | 26.4% | 26.4% | 25.7% |
| Adjusted EBITDA ^(A) | | | | | | | | |
| U.S. Appraisal | \$ 4,086 | \$ 5,499 | \$ 4,406 | \$ 2,676 | \$ 3,935 | \$ 4,788 | \$ 3,140 | \$ 2,315 |
| U.S. Title | (1,591) | (1,949) | (1,652) | (1,619) | (1,581) | (1,574) | (2,285) | (2,898) |
| Canada | 1,203 | 1,296 | 891 | 705 | 1,134 | 1,286 | 964 | 865 |
| Corporate (excluding stock-based compensation) | (3,138) | (3,196) | (2,935) | (2,832) | (2,894) | (2,831) | (3,500) | (3,223) |
| Adjusted EBITDA ^(A) | \$ 560 | \$ 1,650 | \$ 710 | \$ (1,070) | \$ 594 | \$ 1,669 | \$ (1,681) | \$ (2,941) |
| U.S. Appraisal mortgage origination volume (expressed in units) | 38,795 | 42,864 | 37,285 | 31,731 | 35,120 | 38,154 | 33,398 | 35,018 |
| U.S. Title mortgage origination volume (expressed in units) | 1,141 | 720 | 705 | 865 | 936 | 959 | 624 | 793 |

Seasonality

Residential mortgage origination volumes in North America are influenced by cyclical trends and seasonality. Cyclical trends include changes in interest rates, refinancing rates, the capacity of lenders to underwrite mortgages, house prices, housing inventory, demand for housing, the availability of funds for mortgage loans, credit requirements, regulatory

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changes, household indebtedness, employment levels and the general health of the North American economy. Transaction-based revenues for appraisal services in our U.S. Appraisal and Canadian segments are also impacted by the seasonal nature of the residential mortgage industry, which typically see home buyers purchase more homes in our third and fourth fiscal quarters, representing the three months ending June 30 and September 30, respectively.

Net (loss) income

Net income or loss generally follows the rise and fall in revenues. However, net income or loss is also impacted by changes in stock-based compensation expense, amortization, gains or losses on disposal of property and equipment, other non-operating costs, restructuring expenses, interest expense, interest income, net foreign exchange gains or losses and net gains or losses on fair value of derivatives. Net income tax expense or recovery also impacts net income or loss.

Please see the “Review of Operations – For the three months and year ended September 30, 2024” section of this MD&A for a detailed discussion of the components comprising the change in net income (loss) between the fourth quarter of fiscal 2024 and the fourth quarter of fiscal 2023.

FINANCIAL CONDITION, LIQUIDITY AND CAPITAL RESOURCES

Select Consolidated Statement of Financial Position (“Balance Sheet”) Information

| | As at September 30 2024 | | As at September 30 2023 | | Change |
|---|----------------------------|--------|----------------------------|--------|------------|
| Trade and other receivables | \$ | 13,336 | \$ | 15,295 | \$ (1,959) |
| Intangibles | \$ | 2,855 | \$ | 4,004 | \$ (1,149) |
| Goodwill | \$ | 43,181 | \$ | 43,181 | \$ - |
| Working capital position - (current assets less current liabilities) | \$ | 51,333 | \$ | 47,097 | \$ 4,236 |

Trade and other receivables

The decrease in trade and other receivables was due in large part to timing of collections.

Intangibles

The decline in intangibles was due to normal course amortization, partially offset by capitalized software development costs incurred to enhance our software platforms.

Working capital position

Our consolidated working capital position increased on a comparative basis to \$51.3 million. The Company has no outstanding debt. Total current assets increased by \$4.4 million, while total current liabilities increased by \$0.1 million. The increase in total current assets was primarily due to an increase in cash and cash equivalents of \$6.8 million (discussed below under the header “Cash Flows”), partially offset by a decrease in trade and other receivables of \$2.0 million.

Cash Flows

| | Three months ended September 30 | | | Year ended September 30 | | |
|--|---------------------------------|----------|----------|-------------------------|------------|-----------|
| | 2024 | 2023 | Change | 2024 | 2023 | Change |
| Cash flows generated from (utilized in): | | | | | | |
| Operating activities | \$ 6,352 | \$ (29) | \$ 6,381 | \$ 5,449 | \$ (2,564) | \$ 8,013 |
| Investing activities | (218) | (174) | (44) | (169) | (799) | 630 |
| Financing activities | 1,367 | 201 | 1,166 | 1,424 | (445) | 1,869 |
| Effect of foreign currency translation on cash and cash equivalents | 256 | (192) | 448 | 98 | 7 | 91 |
| Net cash inflow (outflow) | \$ 7,757 | \$ (194) | \$ 7,951 | \$ 6,802 | \$ (3,801) | \$ 10,603 |

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(tabular and graphical amounts are expressed in thousands of U.S. dollars and thousands of shares, excluding per share amounts, unless otherwise stated)

| Changes in cash flows generated from (utilized in): | | |
|---|--|---|
| | Three months ended September 30, 2024 vs. Three months ended September 30, 2023 | Year ended September 30, 2024 vs. Year ended September 30, 2023 |
| Operating activities | <p>↑ Cash generated by operating activities increased by \$6.4 million due in part to:</p> <ul style="list-style-type: none"> increased change in non-cash working capital items of \$9.4 million mainly related to the timing of collection for trade and other receivables; partially offset by a decrease in income taxes recovered of \$2.8 million. | <p>↑ Cash generated by operating activities increased by \$8.0 million due in part to:</p> <ul style="list-style-type: none"> a \$4.2 million increase in Adjusted EBITDA^(A) as outlined in the “Review of Operations - For the three months and year ended September 30, 2024” section of this MD&A; reduction of \$1.7 million in restructuring expenses as no further restructuring activities were undertaken in fiscal 2024; an increase in interest income of \$1.0 million; increased change in non-cash working capital items of \$1.8 million; partially offset by \$0.6 million lower income taxes recovered and an increase of \$0.1 million in interest paid. |
| Investing activities | <p>↓ Cash utilized in investing activities was relatively flat.</p> | <p>↑ Cash utilized in investing activities decreased by \$0.6 million due to higher payments received from subleased office space and lower additions of property and equipment.</p> |
| Financing activities | <p>↑ Cash generated from financing activities increased by \$1.2 million mainly due to an increase in proceeds from the exercise of stock options.</p> | <p>↑ Cash generated from financing activities increased by \$1.9 million mainly due to increased proceeds from the exercise of stock options partially offset by lower proceeds from lease liabilities.</p> |

Contractual Obligations

As at September 30, 2024

| | Payments due | | | | |
|--------------------------------------|------------------|------------------|-----------------|---------------|---------------|
| | Total | Less than 1 year | 1-3 years | 4-5 years | After 5 years |
| Leases | \$ 3,096 | \$ 1,221 | \$ 1,308 | \$ 567 | - |
| Trade payables and accrued charges | 13,252 | 13,252 | - | - | - |
| Other liabilities | 2,501 | - | 2,501 | - | - |
| Total contractual obligations | \$ 18,849 | \$ 14,473 | \$ 3,809 | \$ 567 | - |

The Company expects that cash and cash equivalents and future operating cash flows will be sufficient to fund ongoing business requirements, including working capital and other contractual obligations.

Total return swaps

The Company entered into total return swaps to manage our cash flow exposure arising from changes in our share price attributable to cash-settled RSUs. Details of the total return swaps as at September 30, 2024 are as follows:

Total return swaps

| Date entered | Notional amount C\$ (expressed in millions) | Share price C\$ | Number of units (expressed in millions) | Effective date | Expiration date |
|---------------|---|-----------------|---|----------------|-----------------|
| December 2022 | \$2.4 | \$4.21 | 0.6 | December 2022 | December 2025 |
| November 2023 | \$2.0 | \$5.78 | 0.4 | December 2023 | December 2026 |

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DISCLOSURE OF OUTSTANDING SHARE DATA

| Number of shares issued and outstanding (in thousands) | September 30, 2024 | November 20, 2024 |
|--|--------------------|-------------------|
| Common shares | 74,002 | 74,002 |
| Restricted shares | (101) | (101) |
| Preferred shares | - | - |
| Total contributed equity | 73,901 | 73,901 |

Stock options

At September 30, 2024, stock options issued and outstanding totaled 2.4 million (September 30, 2023 – 3.6 million) and 2.2 million (September 30, 2023 – 3.2 million) were exercisable for common shares of the Company.

RSUs

At September 30, 2024, RSUs issued and outstanding totaled 1.2 million (September 30, 2023 – 0.8 million) and 0.3 million (September 30, 2023 – 0.2 million) were vested but unsettled.

Dividends

The Company's current policy is to not pay dividends.

FOREIGN CURRENCY EXCHANGE RATES

Although our functional currency is the Canadian dollar, we have elected to report our financial results in U.S. dollars to improve the comparability of our financial results with our peers. Reporting our results in U.S. dollars also reduces the impact foreign currency exchange fluctuations have on our reported amounts because our complement of assets and operations are larger in the U.S. than they are in Canada.

Our consolidated financial position and operating results have been translated to U.S. dollars applying FX rates outlined in the table below. FX rates are expressed as the amount of U.S. dollars required to purchase one Canadian dollar and represents the daily average rate published by the Bank of Canada.

| | Fiscal 2024 | | | Fiscal 2023 | | |
|---------------------|----------------------------------|--|-----------------------|------------------------------------|--|-----------------------|
| | Consolidated Balance Sheet | Consolidated Statement of Operations and Comprehensive Income or loss | | Consolidat- ed Balance Sheet | Consolidated Statement of Operations and Comprehensive Income or loss | |
| | Current | Average | Cumulative Average | Current | Average | Cumulative Average |
| December 31 | \$ 0.7561 | \$ 0.7343 | \$ 0.7343 | 0.7383 | 0.7364 | 0.7364 |
| March 31 | \$ 0.7380 | \$ 0.7414 | \$ 0.7378 | 0.7389 | 0.7398 | 0.7381 |
| June 30 | \$ 0.7306 | \$ 0.7308 | \$ 0.7355 | 0.7553 | 0.7445 | 0.7402 |
| September 30 | \$ 0.7408 | \$ 0.7333 | \$ 0.7349 | 0.7396 | 0.7456 | 0.7415 |

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FX Impact on Consolidated Results

The following tables have been prepared to assist readers in assessing the FX impact on select operating results for the three months and year ended September 30, 2024.

| | Three months ended September 30 | | | |
|---|---------------------------------|---------------|-------------|--|
| | 2023 | 2024 | 2024 | 2024 |
| | (as reported) | (as reported) | (FX impact) | (current period amounts applying prior period FX rate) |
| Consolidated Statement of Operations | | | | |
| Revenues | \$ 42,189 | \$ 45,622 | \$ (147) | \$ 45,769 |
| Transaction costs | \$ 31,023 | \$ 33,601 | \$ (118) | \$ 33,719 |
| Operating expenses | \$ 10,860 | \$ 12,632 | \$ (75) | \$ 12,707 |
| Net income (loss) | \$ 1,622 | \$ (156) | \$ 42 | \$ (198) |
| Net Revenue ^(A) | \$ 11,166 | \$ 12,021 | \$ (29) | \$ 12,050 |
| Adjusted EBITDA ^(A) | \$ 594 | \$ 560 | \$ 31 | \$ 529 |
| Adjusted Net Income ^(A) | \$ 840 | \$ 910 | \$ 33 | \$ 877 |
| Year ended September 30 | | | | |
| | 2023 | 2024 | 2024 | 2024 |
| | (as reported) | (as reported) | (FX impact) | (current year amounts applying prior year FX rate) |
| Consolidated Statement of Operations | | | | |
| Revenues | \$ 163,914 | \$ 172,722 | \$ (302) | \$ 173,024 |
| Transaction costs | \$ 120,899 | \$ 126,358 | \$ (244) | \$ 126,602 |
| Operating expenses | \$ 46,751 | \$ 47,268 | \$ (154) | \$ 47,422 |
| Net (loss) income | \$ (6,196) | \$ 18 | \$ 87 | \$ (69) |
| Net Revenue ^(A) | \$ 43,015 | \$ 46,364 | \$ (58) | \$ 46,422 |
| Adjusted EBITDA ^(A) | \$ (2,359) | \$ 1,850 | \$ 71 | \$ 1,779 |
| Adjusted Net (Loss) Income ^(A) | \$ (2,189) | \$ 2,665 | \$ 73 | \$ 2,592 |

CRITICAL ACCOUNTING ESTIMATES

General

We use information from our financial statements, prepared in accordance with IFRS and expressed in U.S. dollars, to prepare our MD&A. Our financial statements include estimates and judgments that affect the reported amount of our assets, liabilities, revenues, expenses and, where and as applicable, disclosures of contingent assets and liabilities. On a periodic basis, we evaluate our estimates, including those that require a significant level of judgment or are otherwise subject to an inherent degree of uncertainty. Areas that are subject to judgment and estimate include revenue recognition, impairment of goodwill and non-financial assets, the determination of fair value for derivatives and financial instruments and the likelihood of realizing deferred income tax assets. Estimates and judgments are based on our historical experience, our observation of trends, and information, valuations and other assumptions that we believe are reasonable when making an estimate of an asset or liability's fair value. Due to the inherent complexity, judgment and uncertainty in estimating fair value, actual amounts could differ significantly from these estimates.

Areas requiring the most significant estimate and judgment are outlined below.

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(tabular and graphical amounts are expressed in thousands of U.S. dollars and thousands of shares, excluding per share amounts, unless otherwise stated)

Revenue recognition

The satisfaction of performance obligations requires us to make judgments when control of the underlying good or service transfers to the customer. Determining when a performance obligation is satisfied affects the timing of revenue recognition. We consider indicators of the transfer of control, including when the customer is obligated to pay and whether the transfer of significant risks and rewards has occurred, which represents the time when the customer has acquired the ability to direct and use the good or service and obtained substantially all of the benefits.

We use judgment in our assessment of whether we are acting as an agent or principal to a transaction. When we are not primarily responsible for fulfilling the obligation to provide a specified good or service and do not have discretion to establish price, we are acting as an agent to the transaction. We are acting as a principal when we control the deliverables prior to delivery to the customer and establish pricing.

Goodwill

Goodwill is not amortized and is tested annually for impairment or more frequently if an event or circumstance occurs that more likely than not reduces the fair value of a cash generating unit ("CGU"), or group of CGUs, below its carrying amount. Examples of such events or circumstances include: a significant adverse change in the technological, market, economic or legal environment in which an entity operates; changes in market interest rates or other market rates of return on investments that are likely to affect the discount rate used in calculating an assets value in use; the carrying amount of an entities' net assets is more than its market capitalization; evidence of physical damage to the asset or obsolescence is present; significant changes to an asset's expected use; or, performance expectations for the asset are worse than expected. Goodwill is not tested for impairment when the assets and liabilities that make up the CGU unit have not changed significantly since the most recent fair value determination, the most recent fair value determination results in an amount that exceeded the carrying amount by a substantial margin, and based on an analysis of events that have occurred and circumstances that have changed since the most recent fair value determination, the likelihood that a current fair value determination would be less than the current carrying amount of the CGU is remote. The amount of goodwill assigned to each CGU and methodology employed to make such assignments has been applied on a consistent basis. For the purpose of testing goodwill for impairment, our CGUs align with our operating segments since this is consistent with the level at which goodwill is monitored.

The carrying value of a CGU or group of CGUs is compared to its recoverable amount, where the recoverable amount is the higher of fair value less cost to sell and its value in use. The value in use for a CGU or group of CGUs is determined by discounting cash flow projections from financial forecasts prepared by management. Projections reflect past experience and future expectations of operating performance and we apply perpetuity growth rates to cash flows in the terminal year. None of the perpetuity growth rates exceed the long-term historical growth rates for the markets in which we operate. The discount rate applied to the cash flow projections are derived from the weighted average cost of capital of comparable publicly traded companies. To determine fair value, for the purpose of estimating fair value less cost to sell, we apply various trading multiples of comparable public companies and merger and acquisition transactions for like or similar businesses to our last twelve months performance, and expected performance in the subsequent year, for our U.S. Appraisal segment.

We monitor both economic and financial conditions and we re-perform our goodwill test for impairment as conditions dictate.

Income taxes

Deferred income tax is recognized applying the liability method, which recognizes the temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and their equivalent tax amounts. Deferred income tax is not recognized on the initial recording of assets or liabilities for financial reporting purposes that is not a business combination and that affects neither accounting income nor taxable income or loss. Deferred income tax assets and liabilities are measured applying tax rates expected to be in effect when the temporary differences reverse, applying tax rates that have been enacted or substantively enacted at the reporting date.

Significant changes to enacted tax rates or laws, or estimates of timing differences and their reversal, could result in a material adverse or positive impact to our financial condition and operating performance. In addition, changes in regulation or insufficient taxable income could impact our ability to utilize tax loss carryforwards, which could impact deferred income tax assets and deferred income tax expense or recovery.

The recognition of deferred tax assets attributable to unutilized loss carryforwards is supported by our historical and expected future ability to generate income subject to tax and our ability to implement tax planning measures along with other substantive evidence. However, should we be unable to continue generating income subject to tax, deferred tax assets attributable to unutilized loss carryforwards may not be available to us prior to their expiry in Canada. We have historically used, and will continue to use, every effort to limit the use of discretionary tax deductions to maximize our use of

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loss carryforwards in Canada prior to their expiry. Unutilized loss carryforwards in the U.S. arising after December 31, 2017 can be carried forward indefinitely; however, the deduction of unutilized loss carryforwards in a given tax year is limited to 80% of an entity's taxable earnings in that year. Should we not be able to realize our deferred tax assets attributable to loss carryforwards, we would record deferred income tax expense in the period that we determine the likelihood of realizing these losses was less likely than not. Our maximum exposure is equal to the carrying amount of the deferred tax asset attributable to loss carryforwards, \$10.9 million at September 30, 2024. Accordingly, due to our historical ability to generate income subject to tax, our expectations to generate income subject to the tax in the future and available tax planning measures, we view the risk of not realizing these deferred tax assets as low.

Other

Other estimates include, but are not limited to, the following: identification of CGUs, impairment assessments for non-financial assets, inputs to the Black-Scholes-Merton option pricing model used to value stock-based compensation, assessing provisions, estimating the likelihood of collection to determine our allowance for doubtful accounts, the fair value of derivatives and financial instruments, control assessment of subsidiaries, contingencies related to litigation and contingent acquisition payables, claims and assessments and various economic assumptions used in the development of fair value estimates, including, but not limited to, interest and inflation rates and a variety of option pricing model estimates.

New Accounting Policies Adopted or Requiring Adoption

Classification of Liabilities as Current or Non-Current

In January 2020, the IASB issued "Classification of Liabilities as Current or Non-Current (Amendments to IAS 1)" which provided a more general approach to the classification of liabilities under IAS 1 based on the contractual arrangements in place at the reporting date. The amendment clarified that the classification of liabilities as current or non-current should be based on rights that are in existence at the end of the reporting period. Only rights to defer settlement by at least twelve months, which are in place at the end of the reporting period affect the classification of a liability. Classification is unaffected by an entities' expectation to exercise its right to defer settlement of a liability.

In October 2022, the IASB issued "Non-current liabilities with covenants (amendments to IAS 1)" which clarified that only covenants that an entity is required to comply with as of the reporting date affect the classification of a liability as current or non-current. Entities are required to disclose that non-current liabilities with covenants could become repayable within twelve months from the reporting date.

These amendments are to be applied retrospectively and are effective for annual reporting periods beginning on or after January 1, 2024. We expect to apply these amendments to the classification of liabilities on October 1, 2024, and adopting this amendment is not expected to have a significant impact on our financial statements.

Presentation and Disclosure in Financial Statements

In April 2024, the IASB issued IFRS 18 - "Presentation and Disclosure in Financial Statements" to achieve more transparent and comparable information of the financial performance of similar entities. IFRS 18 introduces new requirements and guidance on presentation and disclosure in the financial statements including the following:

- requirements to improve the structure and comparability of the income statement through the presentation of income and expenses within five defined categories – operating, investing, financing, income tax and discontinued operations. Entities will also be required to present new defined subtotals, including operating profit;
- introduction of disclosures about management-defined performance measures to be explained and included in a separate note to the financial statements;
- enhanced guidance on organizing information and whether to provide information in the financial statements or the notes while ensuring material information is not obscured;
- improved transparency about operating expenses.

IFRS 18 replaces IAS 1 "Presentation of Financial Statements" but carries forward many requirements from IAS 1 unchanged. The standard is effective for annual reporting periods beginning on or after January 1, 2027, but earlier application is permitted. We are currently assessing the impact of this standard on our financial statements and expect to apply this standard on October 1, 2027.

Amendments to the Classification and Measurement of Financial Instruments

In May 2024, the IASB issued "Amendments to the Classification and Measurement of Financial Instruments (Amendments to IFRS 9 and IFRS 7)" to address matters identified during the post-implementation review of classification and measurement requirements of IFRS 9 - "Financial Instruments". The IASB provided clarification to improve the understandability of the following: derecognition of a financial liability settled through electronic transfer, classification of certain financial assets

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and disclosures related to investments in equity instruments designated at fair value through other comprehensive income and contractual terms that could change the timing or amount of contractual cash flows.

These amendments are effective for annual reporting periods beginning on or after January 1, 2026 on a retrospective basis but restatement of prior periods is not required. We expect to apply these amendments on October 1, 2026, and we are currently assessing the impact on our financial statements.

FINANCIAL INSTRUMENTS

Credit risk

Credit risk is defined as the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge its obligation. Our exposure to credit risk is limited principally to cash and cash equivalents, trade and other receivables and when and as applicable, total return swaps. In all instances, our risk management objective, whether of credit, liquidity, market, equity or otherwise, is to mitigate our risk exposures to a level consistent with our risk tolerance.

Cash and cash equivalents

Certain management are responsible for determining which financial institutions we bank and hold deposits with. We typically select financial institutions that we have a relationship with and those deemed by us to be of sufficient size, liquidity and stability. We review our exposure to credit risk from time-to-time or as conditions indicate that our exposure to credit risk has or is subject to change. Our maximum exposure to credit risk is equal to the fair value of cash and cash equivalents recorded on our consolidated statements of financial position as at September 30, 2024, \$49.1 million (September 30, 2023 - \$42.3 million). We hold no collateral or other credit enhancements as security over our cash or cash equivalent balances, we deem the credit quality of our cash and cash equivalent balances to be high and no amounts are impaired.

Trade and other receivables

In the normal course of business, our trade and other receivables balance is subject to credit risk. Our maximum exposure to credit risk is the fair value of trade and other receivables recorded on our consolidated statements of financial position as at September 30, 2024, \$13.3 million (September 30, 2023 - \$15.3 million). We regularly perform credit checks or may accept payment or security in advance to limit our exposure to credit risk. Our client base is sufficiently diverse, consisting of banks and mortgage lending institutions that are generally of sufficient size and capitalization, to mitigate a portion of any credit risk exposure we may be subject to. We have also assigned various employees to carry out collection efforts in a manner consistent with our trade receivable and credit and collections policies. These policies establish procedures to manage, monitor, control, investigate, record and improve trade receivable credit and collection. We also have policies and procedures which establish estimates for doubtful account allowances. These calculations are based on an expected credit loss ("ECL") model which considers expected losses that result from all possible default events over the expected life of our trade and other receivable balances and include factors such as past events, current conditions and forecasts of future economic conditions. We conduct specific account balance reviews, where practical, and consideration is given to the credit quality of the client, payment history and other factors specific to the client, including bankruptcy or insolvency.

Trade and other receivables determined by management to be at risk of collection are provided for through an allowance account. When trade or other receivables are considered uncollectable, they are written-off against this account. Subsequent recoveries of amounts previously written-off are credited against the allowance account and subsequently recorded to operating expenses in our consolidated statements of operations and comprehensive income or loss. We have elected to measure loss allowances for trade and other receivables at an amount equal to estimated lifetime ECLs using a provision matrix based on historical credit loss experience adjusted for estimated changes in credit risk and forecasts of future economic conditions.

Trade and other receivables are generally due within 15 to 45 days from the invoice date. Accordingly, all amounts outstanding beyond these periods are past due. Based on historical collections, the majority of receivables collected have not been outstanding for greater than 90 days. We assess the credit quality of trade and other receivables that are neither past due nor impaired as high. Our maximum exposure to credit risk is equivalent to our net carrying amount. Trade and other receivables considered impaired at September 30, 2024 were not considered significant.

Total return swaps

Our maximum exposure to credit risk, when and as applicable, is equal to the estimated fair value of total return swaps recorded to other assets on our consolidated statements of financial position. We hold no collateral or other credit enhancements as security over these agreements. We deem the agreements' credit quality to be high due to our assessment of the counterparty to this agreement and no amounts are either past due or impaired.

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Liquidity risk

Liquidity risk is the risk that we will encounter difficulty in meeting our obligations to settle our financial liabilities. Our exposure to liquidity risk is due primarily to the settlement of trade payables and lease liabilities. Certain management are responsible to ensure that we have sufficient short, medium and long-term liquidity to address these liabilities as they become due. We manage liquidity risk on a continuous basis by monitoring actual and forecasted cash flows and monitoring our available liquidity.

Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk is comprised of currency, interest rate, equity and other price risk.

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in FX rates. Our exposure to currency risk is attributable to the exchange of U.S. monies to the Canadian dollar or vice versa. We may enter into FX agreements to mitigate our exposure to currency risk; however, as of the date of this MD&A, we are not a party to any FX agreements. Accordingly, we are exposed to currency risk in U.S. dollars charged to our U.S. operations in the form of management fees, royalties and interest on long-term financings. To mitigate this risk, management uses discretion, and actively reviews its use of FX agreements.

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Interest rate risk arises from our interest-bearing financial assets and liabilities. We are subject to interest rate risk on investments we make in cash equivalent, short-term investments.

We are exposed to equity price risk related to certain share-based compensation plans that are accounted for as liabilities. We have entered into total return swap agreements with terms to match the vesting period of the corresponding awards to reduce this exposure.

Our risk management objective is to mitigate risk exposures to a level consistent with our risk tolerance. Derivative financial instruments are evaluated against the exposures they are expected to mitigate and the selection of a derivative financial instrument may not increase our net exposure to risk. Derivative financial instruments may expose us to other types of risk, which may include, but is not limited to, credit risk. The exposure to other types of risk is evaluated against the selected derivative financial instrument and is subject to a cost versus benefit review and analysis. We do not use derivative financial instruments for speculative or trading purposes and the value of the derivative financial instrument cannot exceed the risk exposure of the underlying asset, liability or cash flow it is expected to mitigate.

Fair value methods and assumptions

The fair values of financial instruments, and when applicable, contingent consideration, are calculated using available market information and commonly accepted valuation methods, or expectations of achievement in the case of contingent consideration discounted at a market rate of interest. Considerable judgment is required to develop these estimates. Accordingly, fair value estimates are not necessarily indicative of the amounts we, or counterparties to the instruments, could realize in a current market exchange, or expect to pay, in the case of contingent consideration. The use of different assumptions and or estimation methods could have a material impact on these fair values.

The total return swaps are recorded at their estimated fair value based on quotes received from the financial institution that is the counterparty to the agreements. We verify the reasonableness of the quotes by comparing them to share price movement adjusted for interest using a market rate of interest specific to the terms of the underlying contract. As at September 30, 2024 there were two total return swaps outstanding. Accordingly, the risk of having a material impact on the determination of fair value using different assumptions and or estimation methods is expected to be unlikely.

Financial assets and liabilities recorded at fair value, as and where applicable, are recorded to our consolidated statements of financial position.

CONTINGENCIES

From time to time, we are involved in legal proceedings, claims and litigation in the ordinary course of business with customers, former employees and other parties. Although it is not possible to determine the outcome of such matters, based on all currently available information, we believe that our liabilities, if any, arising from such matters will not have a material adverse effect on our consolidated financial position or results of operations and have been adequately provided for in the consolidated financial statements.

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In the ordinary course of business, we are subject to tax audits from various government agencies relating to income and commodity taxes. As a result, from time to time, the tax authorities may disagree with the positions and conclusions we made in our tax filings, which could lead to assessments and reassessments. These assessments and reassessments may have a material adverse effect on our consolidated financial position or results of operations.

FINANCIAL INFORMATION CONTROLS AND PROCEDURES

Disclosure controls and procedures

Our disclosure controls and procedures are designed to provide reasonable assurance that the information we are required to disclose in reports filed or submitted under Canadian securities laws is recorded, processed, summarized and reported within the time periods specified under those laws, and include controls and procedures that are designed to ensure that the information is accumulated and communicated to management, including our Chief Executive Officer ("CEO") and Executive Vice-President and Chief Financial Officer ("CFO"), to allow for timely decisions in respect of these requirements.

As at September 30, 2024, management evaluated, under the supervision of, and with the participation of, the CEO and the CFO, the effectiveness of our disclosure controls and procedures, as defined in National Instrument 52-109 – *Certification of Disclosure in Issuers' Annual and Interim Filings* ("NI 52-109").

Based on that evaluation, the CEO and CFO concluded that our disclosure controls and procedures were effective as at September 30, 2024.

Internal control over financial reporting

Management is responsible for establishing and maintaining adequate internal control over financial reporting, as defined in NI 52-109. Our internal control over financial reporting is a process designed under the supervision of the CEO and CFO, and effected by the board of directors, management and other personnel of the Company, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. However, because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements on a timely basis.

Management evaluated, under the supervision of and with the participation of the CEO and the CFO, the effectiveness of our internal control over financial reporting as at September 30, 2024, based on the criteria established in *Internal Control – Integrated Framework* (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission.

Based on that evaluation, the CEO and CFO concluded that our internal control over financial reporting was effective as at September 30, 2024.

There have been no changes during the year ended September 30, 2024 in our internal control over financial reporting that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

CAUTIONARY NOTE REGARDING FORWARD-LOOKING INFORMATION

This MD&A 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", "predict" and "likely", 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 MD&A includes statements which reflect the current expectations of the Company's management with respect to the Company's business and the industry in which it operates 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.

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The forward-looking information in this MD&A includes, but is not limited to, statements related to:

- our business prospects, goals and Target Operating Model;
- our expectations regarding certain of our future results and information, including, among others, Net Revenue^(A) margin, Adjusted EBITDA^(A) and Adjusted EBITDA^(A) margin for our U.S. Appraisal and U.S. Title segments under our Target Operating Model;
- the key factors that have a significant impact on our financial performance;
- anticipated economic conditions, including the market activity for purchase, refinance, home equity, REO and default transactions;
- the scalability of the platform;
- the regulatory environment in which we operate;
- our competitive position relative to our competitors;
- anticipated industry and market trends, including the seasonality and cyclicity of our business;
- the factors influencing the allocation of transaction volumes to us;
- our expectation regarding legal proceedings, claims and litigation arising in the ordinary course of business; and
- our intentions with respect to the implementation of new accounting standards.

In addition, our assessment of, and targets for Net Revenue^(A) margins, Adjusted EBITDA^(A) and Adjusted EBITDA^(A) margins for our U.S. Appraisal and U.S. Title segments in our Target Operating Model are considered forward-looking information. See the "Overview" section of this MD&A for additional information regarding our strategies and market outlook in relation to these assessments.

The forward-looking information in this MD&A 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. Factors which could cause results or events to differ from current expectations include, but are not limited to, the following, each of which are discussed in further detail in the "Risk Factors" section of our Annual Information Form for the year ended September 30, 2023, which is filed on SEDAR+ at www.sedarplus.ca:

Strategic Risks

- changes in economic conditions resulting in fluctuations in demand for our services;
- failing to grow market share in our U.S. Title business;
- failing to grow market share in our U.S. Appraisal business;
- risks associated with targeting large mortgage lenders, including longer sales cycles, pricing pressures, implementation complexities and concentration risk;
- significant demands being placed on our management and infrastructure;
- maintaining our competitive position in a competitive business environment;
- inability to meet environmental, social and governance expectations of our various stakeholders;
- damage to our reputation causing a loss of existing clients and/or difficulty attracting new clients;
- inability to successfully identify, consummate or integrate future acquisitions;

Operational Risks

- failing to adequately protect our technology infrastructure;
- issues with the platform;
- failing to retain key employees or hire highly skilled personnel;
- failing to maintain field professional engagement;
- the occurrence of catastrophic events which are beyond our control;

Legal and Compliance Risks

- regulatory risks applicable to us;
- risks associated with legal and regulatory proceedings and claims;
- risks associated with the potential reclassification of exempt employees and field professionals;
- failing to adequately protect our intellectual property;
- potential losses arising from field professional work product liability;
- potential infringement of our services on the proprietary rights of others;
- difficulty for shareholders to enforce judgments obtained against us;

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Financial and Reporting Risks

- potential for significant fluctuations in the market price of our shares;
- potential inability to raise additional capital in the future when needed, either on acceptable terms or at all;
- failing to maintain effective internal controls, including the inherent limitations in all control systems;
- potential tax law changes or adverse tax examinations;
- inaccurate accounting estimates and judgments;
- potential dilution to existing shareholders as a result of future share issuances;
- ineffectiveness of our financial and operational risk management efforts;
- our dependence on our subsidiaries for cash flows; and
- changing accounting pronouncements and other financial reporting standards.

We caution that the above list of risk factors and uncertainties is not exhaustive and that additional risks and uncertainties may be discussed in documents filed with the applicable Canadian securities regulatory authorities from time to time. Other risks and uncertainties not presently known by us or that we presently believe are not material could also cause actual results or events to differ materially from those expressed in the forward-looking information. Readers are cautioned not to place undue reliance on the forward-looking information, which reflect our expectations only as of the date of this MD&A. 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.

Glossary

Tier 1 means the top five U.S. banks by asset size as at June 30, 2022, as determined by U.S. Federal Reserve data, and the largest non-bank mortgage lender in the U.S. according to the Inside Mortgage Finance website: Top 100 Mortgage Lenders (first six months of calendar 2022).

Tier 2 means the top 30 mortgage lenders in the U.S. according to the Inside Mortgage Finance website: Top 100 Mortgage Lenders (first six months of calendar 2022), excluding Tier 1 mortgage lenders.

Tier 3 means the top 100 mortgage lenders in the U.S. according to the Inside Mortgage Finance website: Top 100 Mortgage Lenders (first six months of calendar 2022), excluding Tier 1 and Tier 2 mortgage lenders.

Tier 4 means all mortgage lenders in the U.S. not included in Tier 1, Tier 2 or Tier 3.