

Angi Inc.
Q2 2021 Earnings
Supplemental Financial Information and Operating Metrics

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Angi Inc.
Financial Results and Reconciliations (Unaudited)
(\$ in millions; rounding differences may occur)

	2019	2020					2021				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
Revenue											
North America	\$ 1,249.9	\$ 324.1	\$ 357.4	\$ 372.2	\$ 341.7	\$ 1,395.4	\$ 361.0	\$ 399.9			
Europe	76.3	19.5	17.6	17.7	17.6	72.5	26.0	21.0			
Total Revenue	<u>\$ 1,326.2</u>	<u>\$ 343.6</u>	<u>\$ 375.1</u>	<u>\$ 389.9</u>	<u>\$ 359.3</u>	<u>\$ 1,467.9</u>	<u>\$ 387.0</u>	<u>\$ 421.0</u>			
Operating income (loss)											
North America	\$ 49.0	\$ (8.1)	\$ 16.2	\$ 0.3	\$ (3.6)	\$ 4.8	\$ 9.6	\$ (32.1)			
Europe	(10.3)	(8.2)	1.5	(3.3)	(1.1)	(11.2)	(9.5)	(0.6)			
Total operating income (loss)	<u>\$ 38.6</u>	<u>\$ (16.3)</u>	<u>\$ 17.6</u>	<u>\$ (3.0)</u>	<u>\$ (4.7)</u>	<u>\$ (6.4)</u>	<u>\$ 0.1</u>	<u>\$ (32.7)</u>			
Stock-based compensation expense											
North America	\$ (67.6)	\$ (25.3)	\$ (14.5)	\$ (14.6)	\$ (28.5)	\$ (82.9)	\$ (1.9)	\$ (9.5)			
Europe	(0.6)	(0.3)	(0.3)	(0.1)	(0.1)	(0.7)	(0.1)	(0.1)			
Total stock-based compensation expense	<u>\$ (68.3)</u>	<u>\$ (25.6)</u>	<u>\$ (14.8)</u>	<u>\$ (14.7)</u>	<u>\$ (28.6)</u>	<u>\$ (83.6)</u>	<u>\$ (2.0)</u>	<u>\$ (9.5)</u>			
Depreciation											
North America	\$ (37.5)	\$ (11.3)	\$ (11.5)	\$ (12.8)	\$ (13.0)	\$ (48.5)	\$ (14.6)	\$ (13.7)			
Europe	(2.4)	(0.8)	(1.1)	(1.2)	(1.0)	(4.1)	(1.4)	(1.4)			
Total depreciation	<u>\$ (39.9)</u>	<u>\$ (12.1)</u>	<u>\$ (12.6)</u>	<u>\$ (13.9)</u>	<u>\$ (14.0)</u>	<u>\$ (52.6)</u>	<u>\$ (16.0)</u>	<u>\$ (15.1)</u>			
Amortization of intangibles											
North America	\$ (54.1)	\$ (12.9)	\$ (12.9)	\$ (12.8)	\$ (4.0)	\$ (42.6)	\$ (5.1)	\$ (3.7)			
Europe	(1.4)	(0.1)	(0.1)	(0.1)	(0.0)	(0.3)	-	-			
Total amortization of intangibles	<u>\$ (55.5)</u>	<u>\$ (13.0)</u>	<u>\$ (13.0)</u>	<u>\$ (12.9)</u>	<u>\$ (4.1)</u>	<u>\$ (42.9)</u>	<u>\$ (5.1)</u>	<u>\$ (3.7)</u>			
Adjusted EBITDA (a)											
North America	\$ 208.2	\$ 41.4	\$ 55.0	\$ 40.5	\$ 42.0	\$ 178.9	\$ 31.2	\$ (5.3)			
Europe	(5.9)	(7.0)	2.9	(2.0)	0.0	(6.1)	(8.0)	0.9			
Total Adjusted EBITDA	<u>\$ 202.3</u>	<u>\$ 34.4</u>	<u>\$ 57.9</u>	<u>\$ 38.5</u>	<u>\$ 42.0</u>	<u>\$ 172.8</u>	<u>\$ 23.2</u>	<u>\$ (4.4)</u>			

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Angi Inc.

Financial Results and Reconciliations (Unaudited)

(\$ in millions; rounding differences may occur)

	2019	2020					2021				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
Net earnings (loss) attributable to Angi Inc. shareholders	34.8	\$ (9.0)	\$ 12.7	\$ 4.5	(14.5)	(6.3)	\$ 1.9	\$ (30.3)			
Add back:											
Net earnings (loss) attributable to noncontrolling interests	0.5	(0.2)	0.5	0.7	1.1	2.1	0.1	0.2			
Income tax (benefit) provision	(1.7)	(9.0)	3.0	(11.7)	2.5	(15.2)	(9.3)	(9.1)			
Other (income) expense, net	(6.5)	(0.4)	(0.2)	(0.2)	(0.4)	(1.2)	0.8	0.6			
Interest expense	11.5	2.3	1.6	3.7	6.6	14.2	6.6	5.8			
Operating income (loss)	38.6	(16.3)	17.6	(3.0)	(4.7)	(6.4)	0.1	(32.7)			
Add back:											
Stock-based compensation expense	68.3	25.6	14.8	14.7	28.6	83.6	2.0	9.5			
Depreciation	39.9	12.1	12.6	13.9	14.0	52.6	16.0	15.1			
Amortization of intangibles	55.5	13.0	13.0	12.9	4.1	42.9	5.1	3.7			
Adjusted EBITDA	<u>\$ 202.3</u>	<u>\$ 34.4</u>	<u>\$ 57.9</u>	<u>\$ 38.5</u>	<u>\$ 42.0</u>	<u>\$ 172.8</u>	<u>\$ 23.2</u>	<u>\$ (4.4)</u>			
Diluted weighted average shares outstanding	517.9	499.5	510.5	514.7	499.9	498.2	510.7	504.5			
Diluted earnings (loss) per share (b)	<u>\$ 0.07</u>	<u>\$ (0.02)</u>	<u>\$ 0.02</u>	<u>\$ 0.01</u>	<u>\$ (0.03)</u>	<u>\$ (0.01)</u>	<u>\$ 0.00</u>	<u>\$ (0.06)</u>			

(a) Adjusted Earnings Before Interest, Taxes, Depreciation and Amortization ("Adjusted EBITDA") is defined as operating income excluding: (1) stock-based compensation expense; (2) depreciation; and (3) acquisition-related items consisting of amortization of intangible assets and impairments of goodwill and intangible assets, if applicable. We believe this measure is useful for analysts and investors as this measure allows a more meaningful comparison between our performance and that of our competitors. Adjusted EBITDA has certain limitations because it excludes the impact of these expenses.

(b) Quarterly per share amounts for 2020 may not add up to the related annual per share amount due to differences in the number of average common shares outstanding during each period.

Angi Inc.

(rounding differences may occur)

	2019	2020					2021				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
Angi Inc.											
<i>Revenue (\$ in millions)</i>											
Marketplace (a)	\$ 992.7	\$ 258.8	\$ 293.2	\$ 306.7	\$ 272.7	\$ 1,131.3	\$ 291.1	\$ 327.6			
Advertising and Other (b)	257.2	65.4	64.2	65.5	69.0	264.1	70.0	72.3			
Total North America	\$ 1,249.9	\$ 324.1	\$ 357.4	\$ 372.2	\$ 341.7	\$ 1,395.4	\$ 361.0	\$ 399.9			
Europe	76.3	19.5	17.6	17.7	17.6	72.5	26.0	21.0			
Total Angi Inc. Revenue	\$ 1,326.2	\$ 343.6	\$ 375.1	\$ 389.9	\$ 359.3	\$ 1,467.9	\$ 387.0	\$ 421.0			
<i>Angi Services Revenue (c)</i>	\$ 51.4	\$ 32.9	\$ 32.1	\$ 45.1	\$ 52.2	\$ 162.2	\$ 54.7	\$ 72.8			
Marketplace Service Requests (in thousands) (d)	27,553	5,968	9,381	9,837	7,226	32,412	7,709	9,419			
Marketplace Monetized Transactions (in thousands) (e)	16,068	3,590	4,514	4,716	3,851	16,672	4,193	5,006			
Marketplace Revenue per Monetized Transaction (f)		\$ 72	\$ 65	\$ 65	\$ 71		\$ 69	\$ 65			
Marketplace Transacting Service Professionals (in thousands) (g)		191	194	207	208		212	225			
Marketplace Revenue per Transacting Service Professional (h)		\$ 1,352	\$ 1,509	\$ 1,483	\$ 1,312		\$ 1,375	\$ 1,456			
Advertising Service Professionals (in thousands) (i)	37	37	37	39	39	39	40	40			

(a) Primarily reflects the domestic marketplace revenue, including consumer connection revenue for consumer matches, revenue from Angi Services offerings sourced through the marketplace platforms and membership subscription revenue from service professionals.

(b) Primarily includes revenue from service professionals under contract for advertising and membership subscription fees from consumers.

(c) Reflects the Company's pre-priced offerings by which the consumer purchases services directly from the Company and the Company engages a service professional to perform the service. This will include the Total Home Roofing acquisition which closed on July 1, 2021.

(d) Fully completed and submitted domestic customer service requests and includes Angi Services requests sourced through marketplace platforms in the period.

(e) Fully completed and submitted domestic customer service requests that were matched to and paid for by a service professional and includes completed and in-process Angi Services jobs sourced through the marketplace platforms in the period.

(f) Quarterly Marketplace Revenue divided by Marketplace Monetized Transactions.

(g) The number of marketplace service professionals that paid for consumer matches or performed an Angi Services job sourced through marketplace platforms in the quarter.

(h) Quarterly Marketplace Revenue divided by Marketplace Transacting service professionals.

(i) The number of service professionals under contract for advertising at the end of the period.