# Angi Inc. Q1 2021 Earnings Supplemental Financial Information and Operating Metrics

Table of Contents										
	Page(s)									
Financial Results and Reconciliations	2-3									
Operating Metrics	4									

\_\_\_\_

## Angi Inc.

Financial Results and Reconciliations (Unaudited)

(\$ in millions; rounding differences may occur)

2019			2020							
FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
\$ 1,249.9 76.3 \$ 1,326.2	\$ 324.1 19.5 \$ 343.6	\$ 357.4 17.6 \$ 375.1	\$ 372.2 17.7 \$ 389.9	\$ 341.7 17.6 \$ 359.3	\$ 1,395.4 72.5 \$ 1,467.9	26.	)			
\$ 49.0 (10.3) \$ 38.6	\$ (8.1) (8.2) \$ (16.3)	\$ 16.2 <u>1.5</u> \$ 17.6	\$ 0.3 (3.3) \$ (3.0)	\$ (3.6) (1.1) \$ (4.7)	(11.2)	(9.	5)			
\$ (67.6) (0.6) \$ (68.3)	\$ (25.3) (0.3) \$ (25.6)	(0.3)	\$ (14.6) (0.1) \$ (14.7)	\$ (28.5) (0.1) \$ (28.6)	(0.7)	(0.	1)			: <u> </u>
\$ (37.5) (2.4) \$ (39.9)	\$ (11.3) (0.8) \$ (12.1)	\$ (11.5) (1.1) \$ (12.6)	\$ (12.8) (1.2) \$ (13.9)	\$ (13.0) (1.0) \$ (14.0)	\$ (48.5) (4.1) \$ (52.6)	(1.	4)			
\$ (54.1) (1.4) \$ (55.5)	\$ (12.9) (0.1) \$ (13.0)	(0.1)	(0.1)	\$ (4.0) (0.0) \$ (4.1)	(0.3)					
\$ 208.2 (5.9) <u>\$ 202.3</u>	\$ 41.4 (7.0) <u>\$ 34.4</u>	\$ 55.0 2.9 \$ 57.9	\$ 40.5 (2.0) \$ 38.5	\$ 42.0 0.0 \$ 42.0	\$ 178.9 (6.1) \$ 172.8	(8.	))			
	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	FYE 12/31       QI         \$ 1,249.9       \$ 324.1 $76.3$ $19.5$ \$ 1,326.2       \$ 343.6         \$ 49.0       \$ (8.1)         (10.3)       \$ (8.2)         \$ 38.6       \$ (16.3)         \$ (67.6)       \$ (25.3)         (0.6)       \$ (25.3)         (0.6)       \$ (25.6)         \$ (37.5)       \$ (11.3)         (2.4)       (0.8)         \$ (39.9)       \$ (12.1)         \$ (55.5)       \$ (12.9)         (1.4)       \$ (12.9)         \$ (1.4)       \$ (13.0)         \$ 208.2       \$ 41.4         \$ 208.2       \$ 41.4	FYE 12/31       Q1       Q2         \$ 1,249.9       \$ 324.1       \$ 357.4 $\frac{76.3}{5}$ $\frac{19.5}{5}$ $\frac{17.6}{5}$ \$ 49.0       \$ 343.6       \$ 375.1         \$ 49.0       \$ (8.1)       \$ 16.2 $(10.3)$ \$ (16.3)       \$ 17.6         \$ 38.6       \$ (16.3)       \$ 17.6         \$ (67.6)       \$ (25.3)       \$ (14.5) $(0.6)$ \$ (25.6)       \$ (14.8)         \$ (37.5)       \$ (11.3)       \$ (11.4)         \$ (37.5)       \$ (11.3)       \$ (11.2)         \$ (37.5)       \$ (11.3)       \$ (12.1)         \$ (12.1)       \$ (12.9)       \$ (12.9)         \$ (13.0)       \$ (13.0)       \$ (13.0)         \$ 208.2       \$ 41.4       \$ 55.0         \$ 208.2       \$ 41.4       \$ 55.0	FYE 12/31       Q1       Q2       Q3         \$ 1,249.9 $76.3$ $9.5$ $17.6$ $17.7$ $5$ $1,326.2$ $9.5$ $17.6$ $17.7$ $5$ $13,26.2$ $5$ $343.6$ $5$ $375.1$ $5$ $389.9$ $5$ $49.0$ $5$ $(8.1)$ $5$ $16.2$ $5$ $0.3$ $5$ $38.6$ $5$ $(16.3)$ $5$ $17.6$ $5$ $(3.3)$ $5$ $(67.6)$ $5$ $(25.3)$ $5$ $(14.5)$ $5$ $(14.6)$ $(0.6)$ $(0.6)$ $(0.3)$ $(0.3)$ $(0.3)$ $(0.1)$ $5$ $(67.6)$ $5$ $(11.3)$ $5$ $(14.8)$ $5$ $(14.7)$ $5$ $(37.5)$ $5$ $(11.3)$ $5$ $(11.4)$ $(1.1)$ $(1.2)$ $5$ $(37.5)$ $5$ $(12.9)$ $5$ $(12.8)$ $(1.1)$ $(1.2)$ $5$ $(37.5)$ $5$ $(13.0)$ $5$ $(12.9)$ $5$ $(12.9)$	FYE 12/31       Q1       Q2       Q3       Q4         \$ 1,249.9       \$ 324.1       \$ 357.4       \$ 372.2       \$ 341.7 $5$ $1,26.2$ $5$ $343.6$ $5$ $375.1$ $5$ $372.2$ $8$ $341.7$ $5$ $1326.2$ $5$ $343.6$ $5$ $375.1$ $5$ $389.9$ $5$ $359.3$ $5$ $49.0$ $5$ $(8.1)$ $5$ $16.2$ $5$ $0.3$ $5$ $(3.6)$ $(10.3)$ $5$ $(16.3)$ $5$ $17.6$ $5$ $(3.0)$ $5$ $(4.7)$ $5$ $(67.6)$ $5$ $(25.3)$ $5$ $(14.5)$ $5$ $(14.6)$ $5$ $(28.5)$ $(0.6)$ $5$ $(25.3)$ $5$ $(14.8)$ $5$ $(14.7)$ $5$ $(28.6)$ $5$ $(37.5)$ $5$ $(11.3)$ $5$ $(12.8)$ $5$ $(13.0)$ $5$ $(14.0)$ $(1.0)$ $(1.0)$ $(1.0)$ $(1.0)$ $(1.0)$ $(1.0)$ $(1.0)$ $(1.0)$ $(1.0)$	FYE 12/31       Q1       Q2       Q3       Q4       FYE 12/31         \$\$ 1,249.9       \$\$ 324.1       \$\$ 357.4       \$\$ 372.2       \$\$ 341.7       \$\$ 1,395.4 $5$ $1.326.2$ \$\$ 324.1       \$\$ 357.4       \$\$ 372.2       \$\$ 341.7       \$\$ 1,395.4 $5$ $1.326.2$ \$\$ 343.6       \$\$ 375.1       \$\$ 389.9       \$\$ 359.3       \$\$ 1,467.9         \$\$ 49.0       \$\$ (8.1)       \$\$ 16.2       \$\$ 0.3       \$\$ (3.6)       \$\$ 4.8         (10.3)       \$\$ (16.3)       \$\$ 16.2       \$\$ 0.3       \$\$ (3.6)       \$\$ 4.8         \$\$ (10.3)       \$\$ (16.3)       \$\$ 17.6       \$\$ (3.0)       \$\$ (4.7)       \$\$ (6.4)         \$\$ (67.6)       \$\$ (25.3)       \$\$ (14.5)       \$\$ (14.6)       \$\$ (28.5)       \$\$ (82.9)         \$\$ (67.6)       \$\$ (25.6)       \$\$ (14.8)       \$\$ (14.7)       \$\$ (28.6)       \$\$ (83.6)         \$\$ (67.6)       \$\$ (25.6)       \$\$ (14.8)       \$\$ (14.7)       \$\$ (28.6)       \$\$ (82.9)         \$\$ (0.6)       \$\$ (25.6)       \$\$ (14.8)       \$\$ (14.7)       \$\$ (28.6)       \$\$ (83.6)         \$\$ (37.5)       \$\$ (11.3)       \$\$ (11.5)       \$ (12.8)       \$ (13.0)       \$ (48.5)         \$\$ (2.4)	FYE 12/31       Q1       Q2       Q3       Q4       FYE 12/31       Q1         \$ 1,249.9       \$ 324.1       \$ 357.4       \$ 372.2       \$ 341.7       \$ 1,395.4       \$ 26.5 $5$ $1.326.2$ \$ 343.6       \$ 375.1       \$ 389.9       \$ 359.3       \$ 1.467.9       \$ 387.4         \$ 49.0       \$ (8.1)       \$ 16.2       \$ 0.3       \$ (3.6)       \$ 4.8       \$ 9.0         \$ 10.3)       \$ (16.3)       \$ 16.2       \$ 0.3       \$ (3.6)       \$ 4.8       \$ 9.0         \$ 38.6       \$ (16.3)       \$ 16.2       \$ 0.3       \$ (3.6)       \$ 4.8       \$ 9.0         \$ (10.3)       \$ (8.1)       \$ 16.2       \$ 0.3       \$ (3.6)       \$ 4.8       \$ 9.0         \$ (10.3)       \$ (16.3)       \$ 17.6       \$ (3.0)       \$ (4.7)       \$ (6.4)       \$ (9.2)         \$ 38.6       \$ (25.3)       \$ (14.5)       \$ (14.6)       \$ (28.5)       \$ (82.9)       \$ (0.2)         \$ (0.6)       \$ (25.6)       \$ (14.8)       \$ (14.7)       \$ (28.6)       \$ (83.6)       \$ (2.4)         \$ (37.5)       \$ (11.3)       \$ (11.5)       \$ (12.8)       \$ (13.0)       \$ (48.5)       \$ (14.0)         \$ (24.4)       \$ (0.8)	FYE 12/31         QI         Q2         Q3         Q4         FYE 12/31         Q1         Q2           \$ 1,249.9         \$ 324.1         \$ 357.4         \$ 372.2         \$ 341.7         \$ 1,395.4         \$ 361.0           \$ 1,249.9         \$ 324.1         \$ 357.4         \$ 372.2         \$ 341.7         \$ 1,395.4         \$ 361.0           \$ 1,326.2         \$ 343.6         \$ 375.1         \$ 389.9         \$ 339.3         \$ 1,467.9         \$ 360.0           \$ 10.3)         \$ (8.1)         \$ 16.2         \$ 0.3         \$ (3.6)         \$ 4.8         \$ 9.6           \$ (10.3)         \$ (16.3)         \$ 17.6         \$ (3.0)         \$ (1.1)         \$ (1.2)         \$ (1.2)         \$ (1.2)           \$ (67.6)         \$ (25.3)         \$ (14.5)         \$ (14.6)         \$ (28.5)         \$ (82.9)         \$ (1.9)           \$ (66.3)         \$ (25.6)         \$ (14.8)         \$ (14.7)         \$ (28.6)         \$ (83.6)         \$ (1.9)           \$ (37.5)         \$ (11.3)         \$ (11.5)         \$ (12.8)         \$ (13.0)         \$ (48.5)         \$ (14.6)           \$ (37.5)         \$ (12.9)         \$ (12.6)         \$ (13.9)         \$ (14.0)         \$ (20)         \$ (14.0)         \$ (20)           \$ (3	FYE 12/31       Q1       Q2       Q3       Q4       FYE 12/31       Q1       Q2       Q3         \$ 1,249.9       \$ 324.1       \$ 357.4       \$ 372.2       \$ 341.7       \$ 1,395.4       \$ 361.0         \$ 1,262       \$ 343.6       \$ 375.1       \$ 377.1       \$ 177.7 $177.6$ $72.5$ $26.0$ \$ 1,306.2       \$ 343.6       \$ 375.1       \$ 389.9       \$ 359.3       \$ 1,467.9       \$ 361.0         \$ 49.0       \$ (8.1)       \$ 16.2       \$ 0.3       \$ (3.6)       \$ 4.8       \$ 9.6         \$ (10.3)       \$ (8.1)       \$ 16.2       \$ 0.3       \$ (3.6)       \$ 4.8       \$ 9.6         \$ (10.3)       \$ (163)       \$ 17.6       \$ (3.0)       \$ (4.7)       \$ (6.4)       \$ 0.1         \$ (67.6)       \$ (25.3)       \$ (14.5)       \$ (14.6)       \$ (28.5)       \$ (82.9)       \$ (1.9)         \$ (0.6)       \$ (25.6)       \$ (14.8)       \$ (14.7)       \$ (28.6)       \$ (83.6)       \$ (1.9)         \$ (0.6)       \$ (25.6)       \$ (14.8)       \$ (14.7)       \$ (28.6)       \$ (83.6)       \$ (1.9)         \$ (37.5)       \$ (11.3)       \$ (11.2)       \$ (1.0)       \$ (4.1)       \$ (20)       \$ (1.0)       \$ (1.0)	FYE 1231       Q1       Q2       Q3       Q4       FYE 1231       Q1       Q2       Q3       Q4         \$ 1,249.9       \$ 324.1       \$ 357.4       \$ 372.2       \$ 341.7       \$ 1.395.4       \$ 361.0 $76.3$ $19.5$ $17.6$ $17.7$ $17.6$ $72.5$ \$ 387.0 $260$ \$ 1,326.2       \$ 343.6       \$ 375.1       \$ 389.9       \$ 359.3       \$ 1,467.9 $5$ $360.0$ \$ (10.3)       \$ (8.1)       \$ 16.2       \$ 0.3       \$ (3.6)       \$ 4.8 $5$ $96.6$ (10.3)       \$ (8.2) $1.5$ $(3.3)$ (1.1)       (11.2) $5$ $0.1$ $26.0$ \$ (67.6)       \$ (25.3)       \$ (14.5)       \$ (14.6)       \$ (28.5)       \$ (82.9) $5$ $0.1$ $5$ $0.1$ $5$ $0.1$ $5$ $0.1$ $5$ $0.1$ $5$ $0.1$ $5$ $0.1$ $5$ $0.1$ $5$ $0.1$ $5$ $0.1$ $5$ $0.1$ $5$ $5$ $0.1$ $5$ $5$ $5$ $5$ $5$ $5$ $5$ $5$ $5$

#### Angi Inc.

## Financial Results and Reconciliations (Unaudited)

(\$ in millions; rounding differences may occur)

(\$ in minoral, rounding algerences may been)	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				
Add back:											
Net earnings (loss) attributable to noncontrolling interests	0.5	(0.2)	0.5	0.7	1.1	2.1	0.1				
Income tax (benefit) provision	(1.7)	(9.0)	3.0	(11.7)	2.5	(15.2)	(9.3)				
Other (income) expense, net	(6.5)	(0.4)	(0.2)	(0.2)	(0.4)	(1.2)	0.8				
Interest expense	11.5	2.3	1.6	3.7	6.6	14.2	 6.6				
Operating income (loss)	38.6	(16.3)	17.6	(3.0)	(4.7)	(6.4)	0.1				
Add back:											
Stock-based compensation expense	68.3	25.6	14.8	14.7	28.6	83.6	2.0				
Depreciation	39.9	12.1	12.6	13.9	14.0	52.6	16.0				
Amortization of intangibles	55.5	13.0	13.0	12.9	4.1	42.9	 5.1				
Adjusted EBITDA	\$ 202.3	\$ 34.4	\$ 57.9	\$ 38.5	\$ 42.0	\$ 172.8	\$ 23.2				
Diluted weighted average shares outstanding	517.9	499.5	510.5	514.7	499.9	498.2	510.7				
Diluted earnings (loss) per share (b)	\$ 0.07	\$ (0.02)	\$ 0.02	\$ 0.01	\$ (0.03)	\$ (0.01)	\$ 0.00				

(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. The above items are excluded from our Adjusted EBITDA measure because these items are non-cash in nature. 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	FY	YE 12/31		Q1	Q2	Q3	Q4	FYE 12/31
Angi Inc.																	
Revenue (\$ in millions)																	
As Reported																	
Marketplace (a)	\$ 992.7	\$	258.8	\$	293.2	\$	306.7	\$	272.7	\$	1,131.3	\$	291.1				
Advertising and Other (b)	257.2		65.4		64.2		65.5		69.0		264.1		70.0		 		
Total North America	\$ 1,249.9	\$	324.1	\$	357.4	\$	372.2	\$	341.7	\$	1,395.4	\$	361.0				
Europe	76.3		19.5		17.6		17.7		17.6		72.5		26.0				
Total Angi Inc. Revenue	\$ 1,326.2	\$	343.6	\$	375.1	\$	389.9	\$	359.3	\$	1,467.9	\$	387.0		 		
	07.550		5.0.00		0.201		0.027		7.006		22,412		7 700				
Marketplace Service Requests (in thousands) (c)	27,553		5,968		9,381		9,837		7,226		32,412		7,709				
Marketplace Monetized Transactions (in thousands) (d)	16,068	¢	3,590 72	\$	4,514	¢	4,716	\$	3,851 71		16,672	\$	4,193				
Marketplace Revenue per Monetized Transaction (e) Marketplace Transacting Service Professionals (in thousands) (f)		Э	191	ф	65 194	\$	65 207	ф	208			\$	69 212				
Marketplace Transacting Service Professionals (in thousands) (i) Marketplace Revenue per Transacting Service Professional (g)		\$	1,352	\$	1,509	\$	1,483	\$	1.312			\$	1,375				
Advertising Service Professionals (in thousands) (h)	37	э	1,332 37	Φ	1,309	φ	1,485 39	φ	1,512 39		39	Э	40				
Advertising Service Professionals (III ulousands) (II)	57		57		57		39		39		39		40				

4

(a) Primarily reflects the domestic marketplace revenue, including consumer connection revenue for consumer matches, revenue from Angi Services (pre-priced) 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) Fully completed and submitted domestic customer service requests and includes Angi Services requests sourced through marketplace platforms in the period.

(d) 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.

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

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

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

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