

Angi Inc.
Q3 2023 Earnings
Supplemental Financial Information and Operating Metrics

Table of Contents

	<u>Page(s)</u>
Financial Results and Reconciliations	2-3
Operating Metrics	4

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

	2021	2022					2023				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
Revenue											
Ads and Leads	\$ 1,227.1	\$ 294.7	\$ 341.9	\$ 345.5	\$ 299.9	\$ 1,282.1	\$ 293.5	\$ 292.5	\$ 292.0		
Services	289.9	76.4	108.2	105.9	90.7	381.3	32.1	29.9	30.0		
Roofing (a)	68.0	36.7	42.6	26.0	32.2	137.5	38.4	24.5	21.4		
Intersegment eliminations	(1.9)	(1.7)	(1.9)	(2.8)	(3.9)	(10.3)	(1.5)	(1.0)	(0.8)		
Total Domestic Revenue	1,583.1	406.2	490.8	474.6	418.9	1,790.5	362.5	345.8	342.6		
International	102.3	30.0	25.0	23.4	22.6	101.0	29.9	29.2	29.3		
Total Revenue	\$ 1,685.4	\$ 436.2	\$ 515.8	\$ 498.0	\$ 441.5	\$ 1,891.5	\$ 392.4	\$ 375.1	\$ 371.8		
Operating income (loss)											
Ads and Leads	\$ 65.5	\$ 15.5	\$ 23.3	\$ 22.8	\$ 24.1	\$ 85.6	\$ 13.5	\$ 4.8	\$ 8.1		
Services	(64.0)	(25.8)	(21.1)	(10.8)	(37.6)	(95.2)	(12.5)	(5.2)	(3.9)		
Roofing (a)	(8.6)	(6.2)	(3.8)	(8.5)	(32.2)	(50.7)	0.4	(1.3)	(2.2)		
Corporate	(56.2)	(13.0)	(18.1)	(15.5)	(15.1)	(61.8)	(14.9)	(16.6)	(14.9)		
Total Domestic operating loss	(63.3)	(29.4)	(19.6)	(12.1)	(60.9)	(122.1)	(13.5)	(18.3)	(12.9)		
International	(13.2)	(4.5)	(1.2)	1.1	0.5	(4.2)	3.0	1.6	2.8		
Total operating loss	\$ (76.5)	\$ (34.0)	\$ (20.9)	\$ (11.1)	\$ (60.4)	\$ (126.3)	\$ (10.5)	\$ (16.7)	\$ (10.1)		
Stock-based compensation expense											
Ads and Leads	\$ (12.7)	\$ (4.9)	\$ (5.4)	\$ (5.0)	\$ (4.7)	\$ (20.0)	\$ (5.5)	\$ (5.3)	\$ (6.1)		
Services	(4.7)	(4.5)	(4.5)	(4.0)	(4.9)	(18.0)	(4.2)	(1.2)	(1.1)		
Roofing (a)	(0.5)	(0.8)	(0.4)	(0.2)	(0.5)	(1.9)	(0.2)	0.2	(0.2)		
Corporate	(10.1)	(2.6)	(3.0)	(3.0)	(3.4)	(11.9)	(2.6)	(3.5)	(2.9)		
Total Domestic stock-based compensation expense	(28.0)	(12.9)	(13.3)	(12.2)	(13.4)	(51.8)	(12.5)	(9.8)	(10.3)		
International	(0.7)	(0.1)	(0.1)	(0.2)	(0.4)	(0.9)	(0.4)	(0.3)	(0.5)		
Total stock-based compensation expense	\$ (28.7)	\$ (13.0)	\$ (13.4)	\$ (12.4)	\$ (13.9)	\$ (52.7)	\$ (12.9)	\$ (10.1)	\$ (10.7)		
Depreciation											
Ads and Leads	\$ (46.0)	\$ (11.3)	\$ (10.8)	\$ (12.9)	\$ (17.7)	\$ (52.7)	\$ (18.2)	\$ (15.4)	\$ (15.4)		
Services	(7.0)	(1.7)	(1.7)	(3.8)	(14.7)	(21.9)	(6.1)	(5.7)	(6.3)		
Roofing (a)	(0.2)	(0.1)	(0.1)	(0.3)	(0.2)	(0.7)	(0.2)	(0.2)	(0.1)		
Corporate	-	-	-	-	-	-	-	-	-		
Total Domestic depreciation	(53.3)	(13.1)	(12.6)	(17.1)	(32.6)	(75.4)	(24.5)	(21.3)	(21.8)		
International	(6.0)	(0.9)	(0.8)	(0.7)	(0.5)	(2.9)	(0.9)	(0.9)	(0.8)		
Total depreciation	\$ (59.2)	\$ (14.0)	\$ (13.4)	\$ (17.8)	\$ (33.2)	\$ (78.3)	\$ (25.4)	\$ (22.2)	\$ (22.6)		
Amortization of intangibles											
Ads and Leads	\$ (12.0)	\$ (2.7)	\$ (2.7)	\$ (2.7)	\$ (2.7)	\$ (10.7)	\$ (2.7)	\$ (2.7)	\$ (2.6)		
Services	(4.1)	(1.0)	(1.0)	(1.0)	(0.2)	(3.1)	-	-	-		
Roofing (a)	(0.3)	(0.2)	(0.2)	(0.2)	(0.2)	(0.7)	-	-	-		
Corporate	(0.0)	-	-	-	-	-	-	-	-		
Total Domestic amortization of intangibles	(16.4)	(3.8)	(3.8)	(3.8)	(3.0)	(14.4)	(2.7)	(2.7)	(2.6)		
International	-	-	-	-	-	-	-	-	-		
Total amortization of intangibles	\$ (16.4)	\$ (3.8)	\$ (3.8)	\$ (3.8)	\$ (3.0)	\$ (14.4)	\$ (2.7)	\$ (2.7)	\$ (2.6)		
Goodwill Impairment											
Ads and Leads	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Services	-	-	-	-	-	-	-	-	-		
Roofing (a)	-	-	-	-	(26.0)	(26.0)	-	-	-		
Corporate	-	-	-	-	-	-	-	-	-		
Total Domestic goodwill impairment	-	-	-	-	(26.0)	(26.0)	-	-	-		
International	-	-	-	-	-	-	-	-	-		
Total goodwill impairment	\$ -	\$ -	\$ -	\$ -	\$ (26.0)	\$ (26.0)	\$ -	\$ -	\$ -		
Adjusted EBITDA (b)											
Ads and Leads	\$ 136.3	\$ 34.3	\$ 42.2	\$ 43.3	\$ 49.1	\$ 169.0	\$ 39.9	\$ 28.2	\$ 32.2		
Services	(48.2)	(18.6)	(13.9)	(1.9)	(17.7)	(52.1)	(2.2)	1.7	3.5		
Roofing (a)	(7.5)	(5.0)	(3.1)	(7.9)	(5.4)	(21.4)	0.8	(1.3)	(2.0)		
Corporate	(46.1)	(10.5)	(15.1)	(12.5)	(11.8)	(49.9)	(12.4)	(13.1)	(11.9)		
Total Domestic Adjusted EBITDA	34.5	0.3	10.1	21.0	14.2	45.6	26.1	15.5	21.8		
International	(6.6)	(3.4)	(0.4)	1.9	1.4	(0.5)	4.4	2.8	4.0		
Total Adjusted EBITDA	\$ 27.9	\$ (3.2)	\$ 9.7	\$ 22.9	\$ 15.7	\$ 45.1	\$ 30.5	\$ 18.3	\$ 25.9		

See notes on page 3

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

	2021	2022					2023				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
Net loss attributable to Angi Inc. shareholders	(71.4)	\$ (33.4)	\$ (24.2)	\$ (17.5)	\$ (53.3)	\$ (128.4)	\$ (15.3)	\$ (14.7)	\$ (5.4)		
Add back:											
Net earnings attributable to noncontrolling interests	0.9	0.1	0.2	0.0	0.1	0.5	0.3	0.2	0.1		
Income tax (benefit) provision	(32.0)	(6.1)	(3.7)	(0.9)	(6.6)	(17.3)	3.3	(2.1)	(6.0)		
Other expense (income), net	2.5	0.4	1.8	2.3	(5.6)	(1.2)	(3.8)	(5.2)	(3.9)		
Interest expense	23.5	5.0	5.0	5.0	5.0	20.1	5.0	5.0	5.0		
Operating loss	(76.5)	(34.0)	(20.9)	(11.1)	(60.4)	(126.3)	(10.5)	(16.7)	(10.1)		
Add back:											
Stock-based compensation expense	28.7	13.0	13.4	12.4	13.9	52.7	12.9	10.1	10.7		
Depreciation	59.2	14.0	13.4	17.8	33.2	78.3	25.4	22.2	22.6		
Goodwill impairment	-	-	-	-	26.0	26.0	-	-	-		
Amortization of intangibles	16.4	3.8	3.8	3.8	3.0	14.4	2.7	2.7	2.6		
Adjusted EBITDA	\$ 27.9	\$ (3.2)	\$ 9.7	\$ 22.9	\$ 15.7	\$ 45.1	\$ 30.5	\$ 18.3	\$ 25.9		
Diluted weighted average shares outstanding	502.8	502.0	502.5	503.2	504.3	503.0	505.0	506.1	506.3		
Diluted loss per share (c)	\$ (0.14)	\$ (0.07)	\$ (0.05)	\$ (0.03)	\$ (0.11)	\$ (0.26)	\$ (0.03)	\$ (0.03)	\$ (0.01)		

(a) On November 1, 2023, Angi Inc. completed the sale of Total Home Roofing, LLC to a non-public third party. The historical results of the Roofing segment will be treated as a discontinued operation for accounting purposes effective as of the date of the closing of the sale.

(b) 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 its competitors. Adjusted EBITDA has certain limitations because it excludes the impact of these expenses.

(c) Quarterly per share amounts for 2022 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)

	2021	2022					2023				
	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31	Q1	Q2	Q3	Q4	FYE 12/31
Revenue (\$ in millions)											
Ads and Leads (a)	\$ 1,227.1	\$ 294.7	\$ 341.9	\$ 345.5	\$ 299.9	\$ 1,282.1	\$ 293.5	\$ 292.5	\$ 292.0		
Services (b)	289.9	76.4	108.2	105.9	90.7	381.3	32.1	29.9	30.0		
Roofing (c)	68.0	36.7	42.6	26.0	32.2	137.5	38.4	24.5	21.4		
Intersegment eliminations	(1.9)	(1.7)	(1.9)	(2.8)	(3.9)	(10.3)	(1.5)	(1.0)	(0.8)		
Total Domestic	1,583.1	406.2	490.8	474.6	418.9	1,790.5	362.5	345.8	342.6		
International (d)	102.3	30.0	25.0	23.4	22.6	101.0	29.9	29.2	29.3		
Total Angi Inc. Revenue	<u>\$ 1,685.4</u>	<u>\$ 436.2</u>	<u>\$ 515.8</u>	<u>\$ 498.0</u>	<u>\$ 441.5</u>	<u>\$ 1,891.5</u>	<u>\$ 392.4</u>	<u>\$ 375.1</u>	<u>\$ 371.8</u>		
Reported to Pro Forma Net Revenue Reconciliations (e)											
Services (f)											
Reported Revenue	\$ 289.9	\$ 76.4	\$ 108.2	\$ 105.9	\$ 90.7	\$ 381.3	\$ 32.1	\$ 29.9	\$ 30.0		
Impact of net revenue reporting (e)	(180.7)	(51.7)	(71.1)	(64.8)	(55.1)	(242.6)	(3.7)	0.5	-		
Pro Forma Services Net Revenue	<u>\$ 109.3</u>	<u>\$ 24.8</u>	<u>\$ 37.1</u>	<u>\$ 41.1</u>	<u>\$ 35.6</u>	<u>\$ 138.7</u>	<u>\$ 28.4</u>	<u>\$ 30.4</u>	<u>\$ 30.0</u>		
Total Angi Inc. (g)											
Reported Revenue	\$ 1,685.4	\$ 436.2	\$ 515.8	\$ 498.0	\$ 441.5	\$ 1,891.5	\$ 392.4	\$ 375.1	\$ 371.8		
Impact of Services net revenue reporting (e)	(180.7)	(51.7)	(71.1)	(64.8)	(55.1)	(242.6)	(3.7)	0.5	-		
Pro Forma Angi Inc. Net Revenue	<u>\$ 1,504.8</u>	<u>\$ 384.5</u>	<u>\$ 444.7</u>	<u>\$ 433.3</u>	<u>\$ 386.5</u>	<u>\$ 1,648.9</u>	<u>\$ 388.7</u>	<u>\$ 375.6</u>	<u>\$ 371.8</u>		
Metrics											
Service Requests (in thousands) (h)	33,513	6,818	8,631	7,901	6,109	29,459	6,004	6,862	6,065		
Monetized Transactions (in thousands) (i)	31,510	6,799	8,303	7,779	6,057	28,938	6,451	7,805	7,355		
Transacting Service Professionals (in thousands) (j)		249	264	245	220		206	207	202		

(a) Reflects domestic consumer connection revenue for consumer matches, revenue from service professionals under contract for advertising and membership subscription revenue from service professionals and consumers.

(b) Reflects domestic revenue from pre-priced offerings by which the consumer requests services through an Angi Inc. platform and Angi Inc. connects them with a service professional to perform the service.

(c) Reflects revenue from the roof replacement business offering by which the consumer purchases services directly from Angi Inc. and Angi Inc. engages a service professional to perform the service.

(d) Reflects revenue generated within the International segment (consisting of businesses in Europe and Canada), including consumer connection revenue for consumer matches and membership subscription revenue from service professionals and consumers.

(e) From January 1, 2020 through December 31, 2022, Services recorded revenue on a gross basis. Effective January 1, 2023, we modified the Services terms and conditions so that the service professional, rather than Angi Inc., has the contractual relationship with the consumer to deliver the service and our performance obligation to the consumer is to connect them with the service professional. This change in contractual terms requires revenue to be reported as the net amount of what is received from the consumer after deducting the amounts owed to the service professional providing the service effective for all arrangements entered into after December 31, 2022. There is no impact to operating (loss) income or Adjusted EBITDA from the change in revenue recognition.

(f) Reflects Services revenue on a net basis for all periods presented.

(g) Reflects Services revenue on a net basis for all periods presented and as reported revenue for the other segments, none of which had changes to their revenue recognition reporting.

(h) Reflects (i) fully completed and submitted domestic service requests for connections with Ads and Leads service professionals, (ii) contacts to Ads and Leads service professionals generated via the service professional directory from unique users in unique categories (such that multiple contacts from the same user in the same category in the same day are counted as one Service Request) and (iii) requests to book Services jobs in the period.

(i) Reflects (i) Service Requests that are matched to a paying Ads and Leads service professional in the period and (ii) completed and in-process Services jobs in the period; a single Service Request can result in multiple monetized transactions.

(j) The number of (i) Ads and Leads service professionals that paid for consumer matches or advertising and (ii) Services service professionals that performed a Services job, during the most recent quarter.