



frontdoorTM

**Fourth-Quarter &
Full-Year 2020
Earnings Webcast**

February 18, 2021

Forward Looking Statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including, in particular, projected future performance and any statements about Frontdoor's plans, strategies, and prospects. Forward-looking statements can be identified by the use of forward-looking terms such as "believe," "expect," "estimate," "could," "should," "intend," "may," "plan," "seek," "anticipate," "project," "will," "shall," "would," "aim," or other comparable terms. These forward-looking statements changes in the source and intensity of competition in our market; weakening general economic conditions; the success of our business strategies; our ability to attract, retain and maintain positive relations with third-party contractors and vendors; weather conditions and seasonality; our dependence on labor availability, third-party vendors, including business process outsourcers, and third-party component suppliers; special risks applicable to operations outside the United States by us or our business process outsource providers; lawsuits, enforcement actions and other claims by third parties or governmental authorities; increases in tariffs or changes to import/export regulations; cybersecurity breaches, disruptions or failures in our technology systems and our failure to protect the security of personal information about our customers; increases in appliance, parts and system prices, and other operating costs; our ability to protect our intellectual property and other material proprietary rights; and the effects of our substantial indebtedness. We caution you that forward-looking statements are not guarantees of future performance or outcomes and that actual performance and outcomes, including, without limitation, our actual results of operations, financial condition and liquidity, and the development of new markets or market segments in which we operate, may differ materially from those made in or suggested by the forward-looking statements contained in this presentation. For a discussion of other important factors that could cause Frontdoor's results to differ materially from those expressed in, or implied by, the forward-looking statements included in this document, you should refer to the risks and uncertainties detailed from time to time in Frontdoor's periodic reports filed with the SEC, including the disclosure contained in Item 1A. Risk Factors in our 2019 Annual Report on Form 10-K filed and in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2020, as such factors may be further updated from time to time in Frontdoor's periodic filings with the SEC. Except as required by law, Frontdoor does not undertake any obligation to update or revise these forward-looking statements to reflect new information or events or circumstances that occur after the date of this presentation or to reflect the occurrence of unanticipated events or otherwise. Readers are advised to review Frontdoor's filings from the SEC's EDGAR database at [sec.gov](https://www.sec.gov), and via Frontdoor's website at frontdoorhome.com.

Non-GAAP Financial Measures

To supplement Frontdoor's results presented in accordance with accounting principles generally accepted in the United States ("U.S. GAAP"), Frontdoor has disclosed the non-GAAP financial measures of Adjusted EBITDA, Free Cash Flow, and Unrestricted Cash.

We define "Adjusted EBITDA" as net income before: provision for income taxes; interest expense; depreciation and amortization expense; non-cash stock-based compensation expense; restructuring charges; Spin-off charges; secondary offering costs; and other non-operating expenses. We believe Adjusted EBITDA is useful for investors, analysts and other interested parties as it facilitates company-to-company operating performance comparisons by excluding potential differences caused by variations in capital structures, taxation, the age and book depreciation of facilities and equipment, restructuring initiatives, Spin-off charges and equity-based, long-term incentive plans.

We define "Free Cash Flow" as net cash provided from operating activities less property additions. Free Cash Flow is not a measurement of our financial performance or liquidity under U.S. GAAP and does not purport to be an alternative to net cash provided from operating activities or any other performance or liquidity measures derived in accordance with U.S. GAAP. Free Cash Flow is useful as a supplemental measure of our liquidity. Management uses Free Cash Flow to facilitate company-to-company cash flow comparisons, which may vary from company to company for reasons unrelated to operating performance.

We define "Free Cash Flow Conversion" as Free Cash Flow divided by the Adjusted EBITDA for the same period.

We define "Unrestricted Cash" as cash not subject to third-party restrictions. For additional information related to our third-party restrictions, see "Liquidity and Capital Resources — Liquidity" under the heading "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our 2019 Annual Report on Form 10-K filed with the SEC.

We define "Net Debt" as Gross Debt minus Unrestricted Cash.

See the schedules attached hereto for additional information and reconciliations of such non-GAAP financial measures. Management believes these non-GAAP financial measures provide useful supplemental information for its and investors' evaluation of Frontdoor's business performance and are useful for period-over-period comparisons of the performance of Frontdoor's business. While we believe that these non-GAAP financial measures are useful in evaluating our business, this information should be considered as supplemental in nature and is not meant to be considered in isolation or as a substitute for the related financial information prepared in accordance with U.S. GAAP. In addition, these non-GAAP financial measures may not be the same as similarly entitled measures reported by other companies.

Today's Speakers



Rex Tibbens

President &
Chief Executive Officer



Brian Turcotte

Senior Vice President &
Chief Financial Officer



Matt Davis

Vice President
Investor Relations & Treasurer

2020 Summary

- Navigated challenging external environment
- Grew revenue 8%
- Improved customer retention to 76%
- Expanded emerging businesses



2021 Objectives

- Deliver double-digit revenue growth
- Focus on automation
- Expand customer retention initiatives
- Execute emerging business strategies



AHS ProConnect

- Expand marketing opportunities
- Deepen trade offerings across geographies
- Targeting 80K jobs completed in 2021



ProConnect[™]





Q4 2020 Financial Summary

\$ millions

| | | |
|----------------|-----------------------|--|
| | Net Income | Adjusted EBITDA⁽¹⁾ |
| Revenue | | |
| \$323 | \$2 | \$32 |

⁽¹⁾ See the Appendix accompanying this presentation for a reconciliation of Adjusted EBITDA, a non-GAAP measure, to the nearest U.S. GAAP measure. See "Reconciliations of Non-GAAP Financial Measures" included in this presentation for a description of the calculation for this measure.

Q4 2020 Adjusted EBITDA⁽¹⁾ Bridge

\$ millions

| | |
|---|-------------|
| Three Months Ended December 31, 2019 | \$48 |
| Impact of change in revenue ⁽²⁾ | 17 |
| Contract claims costs | (18) |
| Sales and marketing costs | (6) |
| Customer service costs | (8) |
| General and administrative costs | 1 |
| Other | (3) |
| Three Months Ended December 31, 2020 | \$32 |

Note: Revenue and expense items are year-over-year increases/(decreases); amounts presented in table may not sum due to rounding.

⁽¹⁾ See the Appendix accompanying this presentation for a reconciliation of Adjusted EBITDA, each a non-GAAP measure, to the nearest GAAP measure. See "Reconciliations of Non-GAAP Financial Measures" included in this presentation for descriptions of calculations of these measures.

⁽²⁾ Revenue conversion is calculated using the estimated gross margin impact of new home service plan revenue along with the impact of price changes.





FY 2020 Financial Summary

\$ millions

| | Net Income | Adjusted EBITDA ⁽¹⁾ |
|----------------|---------------|-----------------------------------|
| Revenue | | |
| \$1,474 | \$112 | \$270 |

⁽¹⁾ See the Appendix accompanying this presentation for a reconciliation of Adjusted EBITDA, a non-GAAP measure, to the nearest U.S. GAAP measure. See "Reconciliations of Non-GAAP Financial Measures" included in this presentation for a description of the calculation for this measure.

FY 2020 Adjusted EBITDA⁽¹⁾ Bridge

\$ millions

| | |
|--|--------------|
| Year Ended December 31, 2019 | \$303 |
| Impact of change in revenue ⁽²⁾ | 88 |
| Contract claims costs | (49) |
| Sales and marketing costs | (42) |
| Customer service costs | (19) |
| General and administrative costs | (6) |
| Other | (5) |
| Year Ended December 31, 2020 | \$270 |

Note: Revenue and expense items are year-over-year increases/(decreases); amounts presented in table may not sum due to rounding.

⁽¹⁾ See the Appendix accompanying this presentation for a reconciliation of Adjusted EBITDA, each a non-GAAP measure, to the nearest GAAP measure. See "Reconciliations of Non-GAAP Financial Measures" included in this presentation for descriptions of calculations of these measures.

⁽²⁾ Revenue conversion is calculated using the estimated gross margin impact of new home service plan revenue along with the impact of price changes.



FY 2020 Cash Flow

| <i>\$ millions</i> | Year Ended December 31, | |
|---|----------------------------|--------------|
| | 2020 | 2019 |
| Net cash provided from (used for): | | |
| Operating Activities | \$207 | \$200 |
| Investing Activities | (31) | (61) |
| Financing Activities | (7) | (7) |
| Cash increase during the period | \$170 | \$132 |

\$ millions, except Free Cash Flow Conversion

| Free Cash Flow ⁽¹⁾ | Free Cash Flow Conversion ⁽¹⁾ | Available Liquidity ⁽²⁾ |
|----------------------------------|--|---------------------------------------|
| \$175 | 65% | \$668 |

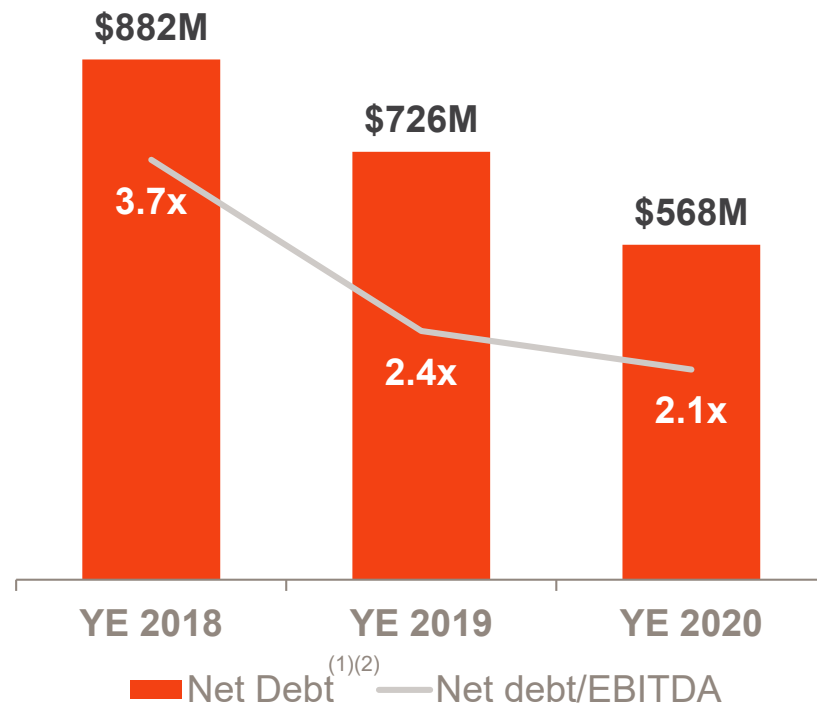
⁽¹⁾ See the Appendix accompanying this presentation for a reconciliation of Free Cash Flow and Free Cash Flow Conversion, both non-GAAP measure, to the nearest U.S. GAAP measure. See "Reconciliations of Non-GAAP Financial Measures" included in this presentation for a description of the calculation for this measure.

⁽²⁾ Consists of \$418 million of Unrestricted Cash and an undrawn revolving credit facility of \$250 million

Capital Allocation Strategy

- Growth first capital allocation strategy
 - Organic growth
 - Acquisitions
 - Debt repayment
 - \$100M of TLB in February
 - Return cash to shareholders

Significant deleveraging from robust cash generation



⁽¹⁾ Restricted cash and marketable securities are not included in net debt.

⁽²⁾ See the Appendix accompanying this presentation for a reconciliation of Net Debt, a non-GAAP measure, to the nearest GAAP measure. See "Reconciliations of Non-GAAP Financial Measures" included in this presentation for descriptions of calculations of these measures.

Full-Year 2021 Outlook

| | 2020 Results | 2021 Outlook | |
|--|--------------|--------------|------|
| | | Low | High |
| Revenue (\$ billions) | 1.47 | 1.63 | 1.65 |
| Gross Profit Margin (%) | 49 | ~48 | |
| Adjusted EBITDA (\$ millions) ⁽¹⁾ | 270 | 280 | 300 |
| Capital Expenditures (\$ millions) | 32 | 35 | 45 |
| Annual Effective Tax Rate (%) | 25 | ~25 | |

| 2021 ProConnect Outlook | |
|-----------------------------|-----|
| ProConnect Markets (cities) | 35 |
| Jobs (# Thousands) | ~80 |
| Revenue (\$ millions) | ~20 |

⁽¹⁾ A reconciliation of the forward-looking full-year 2021 Adjusted EBITDA outlook to net income cannot be provided without unreasonable effort because of the inherent difficulty of accurately forecasting the occurrence and financial impact of the various adjusting items necessary for such reconciliation that have not yet occurred, are out of our control, or cannot be reasonably predicted. For the same reasons, the company is unable to assess the probable significance of the unavailable information, which could have a material impact on its future GAAP financial results.



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Q&A

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APPENDIX



Q4 2020 Consolidated Results

Note: See elsewhere in this Appendix for a reconciliation of Adjusted EBITDA, a non-GAAP measure, to the nearest U.S. GAAP measure; amounts presented in table may not sum due to rounding.

\$ millions, except per share amounts

| | Three Months Ended | | |
|--|--------------------|--------------|------------------|
| | December 31, | | |
| | 2020 | 2019 | Better / (Worse) |
| Revenue | \$ 323 | \$ 300 | \$ 23 |
| YoY Growth | | | 8% |
| Gross Profit | 137 | 139 | (1) |
| <i>% of revenue</i> | 42.5% | 46.3% | (3.8) pts |
| Selling and administrative expenses | 109 | 95 | (14) |
| <i>% of revenue</i> | 33.8% | 31.7% | (2.0) pts |
| Depreciation and amortization expense | 9 | 6 | (3) |
| Restructuring charges | 4 | 1 | (3) |
| Interest expense | 14 | 15 | 1 |
| Interest and net investment income | — | (2) | (2) |
| Income before Income Taxes | 1 | 23 | (22) |
| Provision for income taxes | (1) | 5 | 5 |
| Net Income | \$ 2 | \$ 19 | \$ (17) |
| Other Comprehensive Income (Loss), Net of Income Taxes: | | | |
| Net unrealized gain on derivative instruments | \$ 3 | \$ 4 | \$ (1) |
| Total Comprehensive Income | \$ 5 | \$ 23 | \$ (18) |
| Earnings per Share: | | | |
| Basic | \$ 0.02 | \$ 0.22 | \$ (0.20) |
| Diluted | \$ 0.02 | \$ 0.22 | \$ (0.20) |
| Weighted-average common shares outstanding: | | | |
| Basic | 85.3 | 84.8 | 0.5 |
| Diluted | 85.7 | 85.1 | 0.6 |
| Adjusted EBITDA | \$ 32 | \$ 48 | \$ (16) |

FY 2020 Consolidated and Combined Results

Note: See elsewhere in this Appendix for a reconciliation of Adjusted EBITDA, a non-GAAP measure, to the nearest U.S. GAAP measure; amounts presented in table may not sum due to rounding.

\$ millions, except per share amounts

| | Year Ended | | |
|--|---------------|---------------|------------------|
| | December 31, | | |
| | 2020 | 2019 | Better / (Worse) |
| Revenue | \$ 1,474 | \$ 1,365 | \$ 109 |
| YoY Growth | | | 8% |
| Gross Profit | 716 | 678 | 38 |
| % of revenue | 48.6% | 49.6% | (1.1) pts |
| Selling and administrative expenses | 467 | 392 | (75) |
| % of revenue | 31.7% | 28.7% | (3.0) pts |
| Depreciation and amortization expense | 34 | 24 | (10) |
| Restructuring charges | 8 | 1 | (7) |
| Spin-off charges | — | 1 | 1 |
| Interest expense | 57 | 62 | 5 |
| Interest and net investment loss (income) | 1 | (6) | (7) |
| Income before Income Taxes | 149 | 204 | (55) |
| Provision for income taxes | 37 | 51 | 14 |
| Net Income | \$ 112 | \$ 153 | \$ (40) |
| Other Comprehensive Income (Loss), Net of Income Taxes: | | | |
| Net unrealized loss on derivative instruments | \$ (12) | \$ (12) | \$ (1) |
| Total Comprehensive Income | \$ 100 | \$ 141 | \$ (41) |
| Earnings per Share: | | | |
| Basic | \$ 1.32 | \$ 1.81 | \$ (0.49) |
| Diluted | \$ 1.31 | \$ 1.80 | \$ (0.49) |
| Weighted-average common shares outstanding: | | | |
| Basic | 85.2 | 84.7 | 0.6 |
| Diluted | 85.5 | 84.9 | 0.6 |
| Adjusted EBITDA | \$ 270 | \$ 303 | \$ (32) |

Net Income to Adjusted EBITDA Reconciliations

\$ millions

| | Three Months Ended December 31, | | Year Ended December 31, | |
|---|------------------------------------|--------------|----------------------------|---------------|
| | 2020 | 2019 | 2020 | 2019 |
| Net Income | \$ 2 | \$ 19 | \$ 112 | \$ 153 |
| Depreciation and amortization expense | 9 | 6 | 34 | 24 |
| Restructuring charges | 4 | 1 | 8 | 1 |
| Spin-off charges | — | — | — | 1 |
| Provision for income taxes | (1) | 5 | 37 | 51 |
| Non-cash stock-based compensation expense | 4 | 2 | 17 | 9 |
| Interest expense | 14 | 15 | 57 | 62 |
| Secondary offering costs | — | — | — | 2 |
| Other non-operating expenses ⁽¹⁾ | — | 1 | 5 | — |
| Adjusted EBITDA | \$ 32 | \$ 48 | \$ 270 | \$ 303 |

Amounts presented in the above tables may not sum due to rounding.

⁽¹⁾ For the year-ended December 31, 2020, other non-operating expenses includes (a) a loss on investment of \$3 million, (b) incremental direct costs related to COVID-19 of \$1 million, which were temporary in nature and primarily related to incremental health and childcare benefits for our employees and hoteling costs related to our offshore business process outsourcers and (c) acquisition-related transaction costs of \$1 million. For the three months ended December 31, 2019, other non-operating expenses included acquisition-related transaction costs of \$1 million.

Net Cash Provided from Operating Activities to Free Cash Flow Reconciliations

\$ millions, except Free Cash Flow Conversion

| | Three Months Ended December 31, | | Year Ended December 31, | |
|---|------------------------------------|--------------|----------------------------|---------------|
| | 2020 | 2019 | 2020 | 2019 |
| Net Cash Provided from Operating Activities | \$ 54 | \$ 47 | \$ 207 | \$ 200 |
| Property Additions | (6) | (7) | (32) | (22) |
| Free Cash Flow | \$ 48 | \$ 40 | \$ 175 | \$ 178 |
| Adjusted EBITDA | \$ 32 | \$ 48 | \$ 270 | \$ 303 |
| Free Cash Flow Conversion | 147% | 83% | 65% | 59% |

Amounts presented in the above tables may not sum due to rounding.