Porch Group

Investor Presentation

June 2023



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Disclaimers

Forward-Looking Statements

Certain statements in this presentation may be considered "forward-looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements generally relate to future events or future financial or operating performance of Porch Group, Inc. ("Porch"). For example, projections of future revenue, revenue less cost of revenue, gross written premium, Adjusted EBITDA (loss) and other metrics, business strategy and plans, and anticipated impacts from pending or completed acquisitions, are forward-looking statements. In some cases, you can identify forward-looking statements by terminology such as "may," "should," "expect," "intend," "will," "estimate," "anticipate," "believe," "predict," "potential," "target," or "continue," or the negatives of these terms or variations of them or similar terminology. Such forward-looking statements are subject to risks, uncertainties, and other factors which could cause actual results to differ materially from those expressed or implied by such forward-looking statements.

These forward-looking statements are based upon estimates and assumptions that, while considered reasonable by Porch and its management at the time they are made, are inherently uncertain. Factors that may cause actual results to differ materially from current expectations include, but are not limited to: (1) our expansion plans and opportunities, and managing our growth, to build a consumer brand; (2) the incidence, frequency and severity of weather events, extensive wildfires, and other catastrophe; (3) economic conditions, especially those affecting the housing and financial markets; (4) our expectations regarding our revenue, cost of revenue, operating expenses, and our ability to achieve and maintain future profitability; (5) existing and developing federal and state laws and regulations, including with respect to insurance, warranty, privacy, information security, data protection and taxation, and our interpretation of and compliance with such laws and regulations; (6) our reinsurance program, which includes the use of a captive reinsurer, the success of which is dependent on a number of factors outside our control, along with our reliance on reinsurance to protect us against loss; (7) uncertainties related to regulatory approval of insurance rates, policy forms, insurance products, license applications, acquisitions of businesses or strategic initiatives, including the reciprocal restructuring, and other matters within the purview of insurance regulators; (8) our reliance on strategic, proprietary relationships to provide us with access to personal data and product information, and our ability to use such data and information to increase our transaction volume and attract and retain customers; (9) our ability to develop new, or enhance existing, products, services, and features and bring them to market in a timely manner; (10) changes in capital requirements, and our ability to access capital when needed to provide statutory surplus; (11) the increased costs and initiatives required to address new legal and regulatory requirements arising from developments related to cybersecurity, privacy and data governance and the increased costs and initiatives to protect against data breaches, cyber-attacks, virus or malware attacks, or other infiltrations or incidents affecting system integrity, availability and performance; (12) retaining and attracting skilled and experienced employees; (13) costs related to being a public company; and (14) other risks and uncertainties described in the "Risk Factors" section of Porch's most recent Annual Report on Form 10-K for the year ended December 31, 2022 and subsequent reports filed with the Securities and Exchange Commission (the "SEC"), such as Porch's quarterly reports on Form 10-Q for the quarters ended March 31, 2022, June 30, 2022 and September 30, 2022, and subsequent reports on Form 8-K, all of which will be available on the SEC's website at www.sec.gov.

The reciprocal exchange ("Reciprocal") also has risks and uncertainties, including, but are not limited to: (i) the Reciprocal may not be approved by the Texas Department of Insurance; (ii) if approved by TDI, the Reciprocal Exchange may be on terms that delay or diminish the benefits of the restructuring, or are unacceptable to our Board of Directors; (iii) the expansion of the Reciprocal into other states is subject to the approval of such states' insurance department; (iv) changes in the financial markets, or other events, may cause the Board of Directors to not pursue the formation and licensing of the Reciprocal or to pursue a different course of action; and (v) policyholders may not embrace the transition of their business to the Reciprocal.

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The information on new products, features, and functionality is not a commitment, promise, or obligation to deliver any material, code or functionality. The development, release, and timing of any features or functionality described for our products remains at our discretion.

Non-GAAP Financial Measures

This presentation includes one or more non-GAAP financial measures, such as Adjusted EBITDA (loss), Adjusted EBITDA (loss) as a percentage of revenue, revenue less cost of revenue and average revenue per monetized service.

The Company defines Adjusted EBITDA (loss) as net income (loss) adjusted for interest expense, net, income taxes, other expenses, net, depreciation and amortization, impairment loss on intangible assets and goodwill, non-cash long- losses and impairment of property, equipment and software, stock-based compensation expense and acquisition-related impacts, amortization of intangible assets, gains (losses) recognized on changes in the value of contingent consideration arrangements, if any, gain or loss on divestures and certain transaction costs. Adjusted EBITDA (loss) as a percent of revenue is defined as Adjusted EBITDA (loss) divided by GAAP total revenue. Average revenue per monetized services in quarter is the average revenue generated per monetized service performed in a quarterly period. When calculating average revenue per monetized service in a quarter, average revenue is defined as total quarterly service transaction revenues generated from monetized services.

Company management uses these non-GAAP financial measures as supplemental measures of the Company's operating and financial performance, for internal budgeting and forecasting purposes, to evaluate financial and strategic planning matters, and to establish certain performance goals for incentive programs. The Company believes that the use of these non-GAAP financial measures provides investors with useful information to evaluate the Company's operating and financial performance and trends and in comparing Porch's financial results with competitors, other similar companies and companies across different industries, many of which present similar non-GAAP financial measures to investors. However, the Company's definitions and methodology in calculating these non-GAAP measures may not be comparable to those used by other companies. In addition, the Company may modify the presentation of these non-GAAP financial measures in the future, and any such modification may be material.

You should not consider these non-GAAP financial measures in isolation, as a substitute to or superior to financial performance measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude specified income and expenses, some of which may be significant or material, that are required by GAAP to be recorded in the Company's consolidated financial statements. The Company may also incur future income or expenses similar to those excluded from these non-GAAP financial measures, and the presentation of these measures should not be construed as an inference that future results will be unaffected by unusual or non-recurring items. In addition, these non-GAAP financial measures reflect the exercise of management judgment about which income and expense are included or excluded in determining these non-GAAP financial measures.

You should review the tables accompanying Porch's earnings release available at www.sec.gov for reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measure. Porch is not providing reconciliations of non-GAAP financial measures for future periods to the most directly comparable measures prepared in accordance with GAAP. Porch is unable to provide these reconciliations without unreasonable effort because certain information necessary to calculate such measures on a GAAP basis is unavailable or dependent on the timing of future events outside of Porch's control.

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About Porch Group

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Porch Group, the Vertical Software Platform for the Home

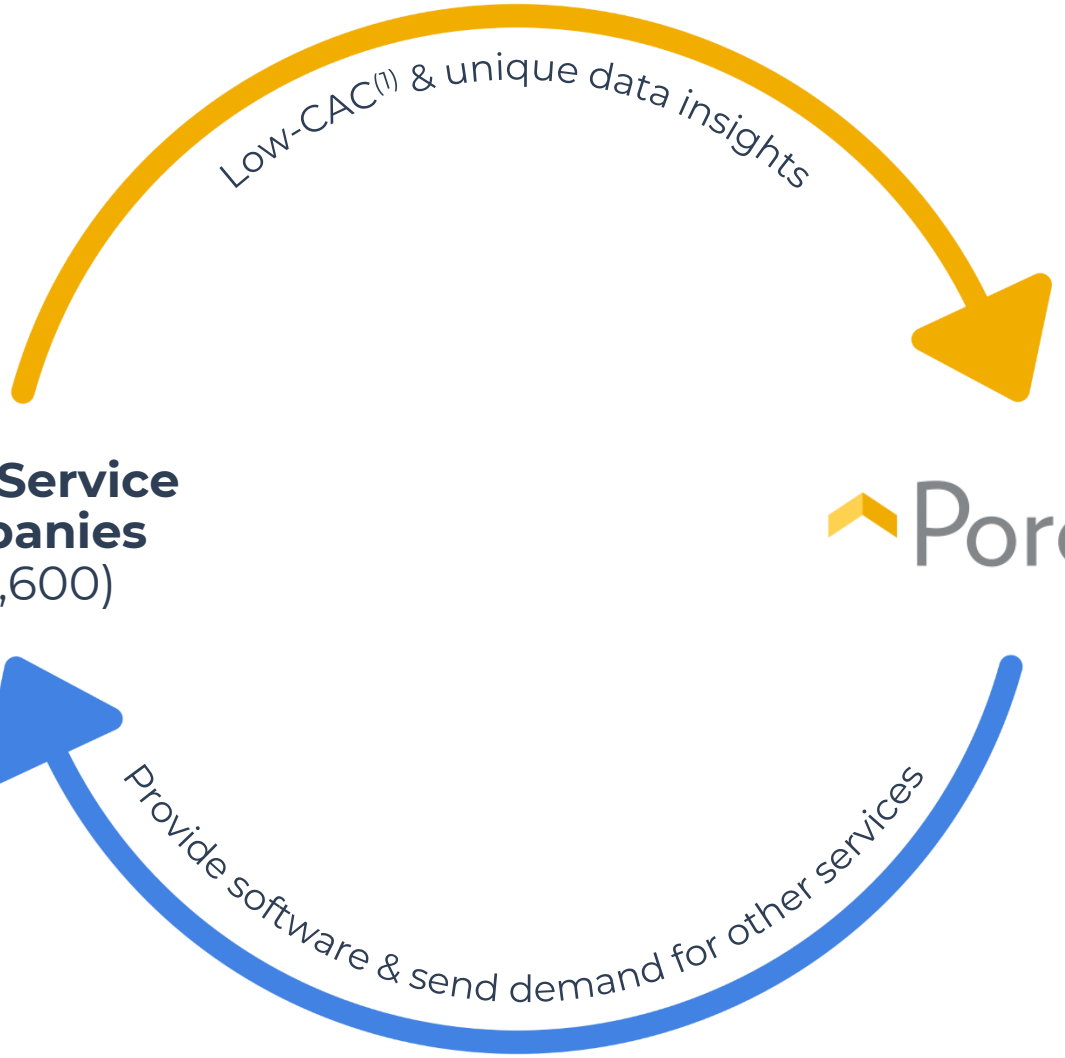
Mortgage
(B2B)

Title
(B2B)

Inspection
(B2B)

Moving
(B2C)

Utilities
(B2C)



Two Segments:

Vertical Software
(SaaS + Transaction)

Data on homebuyers and properties

Insurance
(Carrier, Agency & Warranty)

(1) Customer acquisition cost

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Porch Delivers Services Across the Lifetime of the Home

Insurance
Recurring Revenue

HOMEOWNERS OF AMERICA · PROGRESSIVE · TRAVELERS · Nationwide

Porch is a nationwide insurance agency selling home, auto, renters, flood and umbrella insurance. Additionally, Porch operates as an MGA and carrier for home insurance.

Warranty
Recurring Revenue

RESIDENTIAL WARRANTY SERVICES · American Home Protect

Porch provides home warranty products in 49 states + DC offering our own Porch Warranty brand which enhances coverage and value by including our handyman services.

Moving
Per job revenue

PODS · Budget · 1-800-PACK-RAT Moving & Storage Made Simple

Porch is the leader in providing moving labor services (loading or unloading a moving truck) and spans to coordinate full-service long-distance moves.

Security
Per install revenue

ADT · vivint. · Frontpoint

Porch helps ensure homes are protected with getting the right home security and home automation company scheduled to complete the installation.

TV/Internet
Per install revenue

Comcast Xfinity · Verizon FiOS · DIRECTV

Porch helps consumers understand all of their options for Internet, TV and phone service for their new home, and helps the customer purchase and activate service.

Contractors
Per lead/appt revenue

Universal Windows Direct · TRANSFORM HOME IMPROVEMENTS · FLOOR COVERINGS International

Porch helps customers get inspection repairs done on their new home and complete ongoing maintenance and improvement tasks.

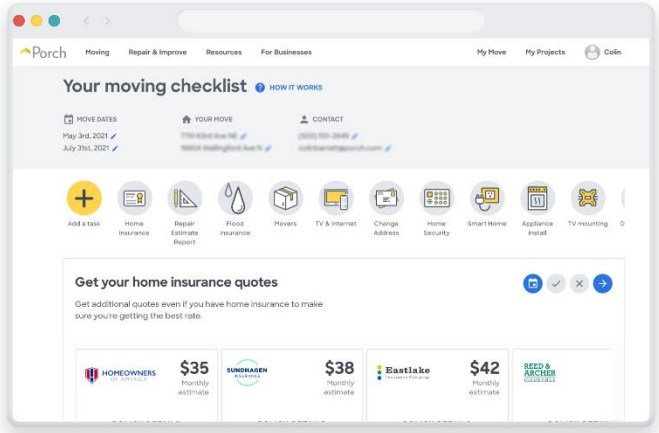
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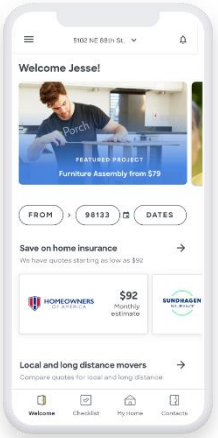
Porch Has Early Access to ~90% of US Homebuyers

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Porch knows homebuyers are moving ~**6 weeks** before the move due to unique early access

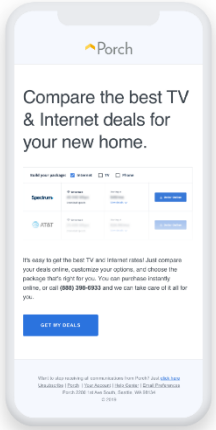


Major move-related purchase decisions begin to be made



Everyone else

Customer info becomes public (available to everyone else) via USPS



Mortgage application begins

Title file opened

Receives inspection

Downloads Porch app and engages with Porch Concierge

Purchases home insurance

Books movers

Purchases home warranty

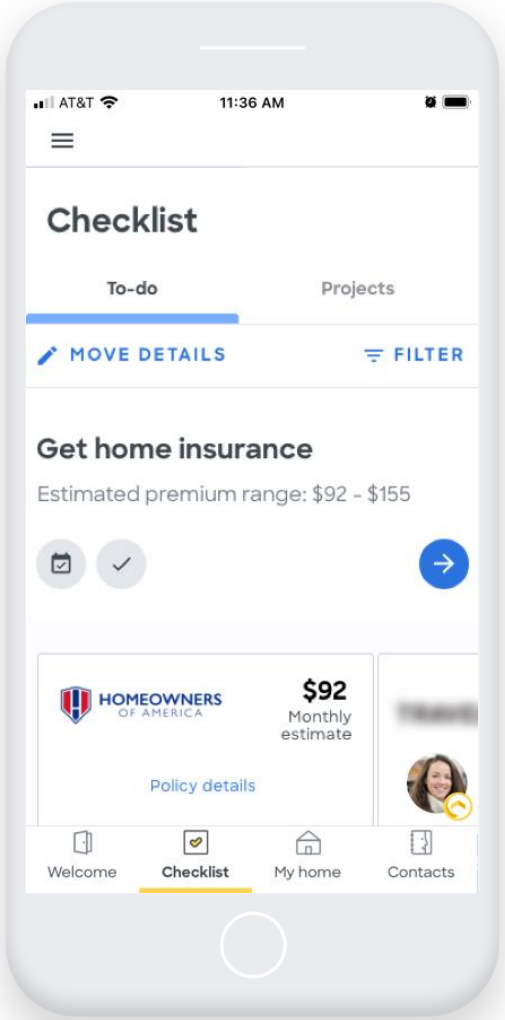
Sets up utilities and cable and security

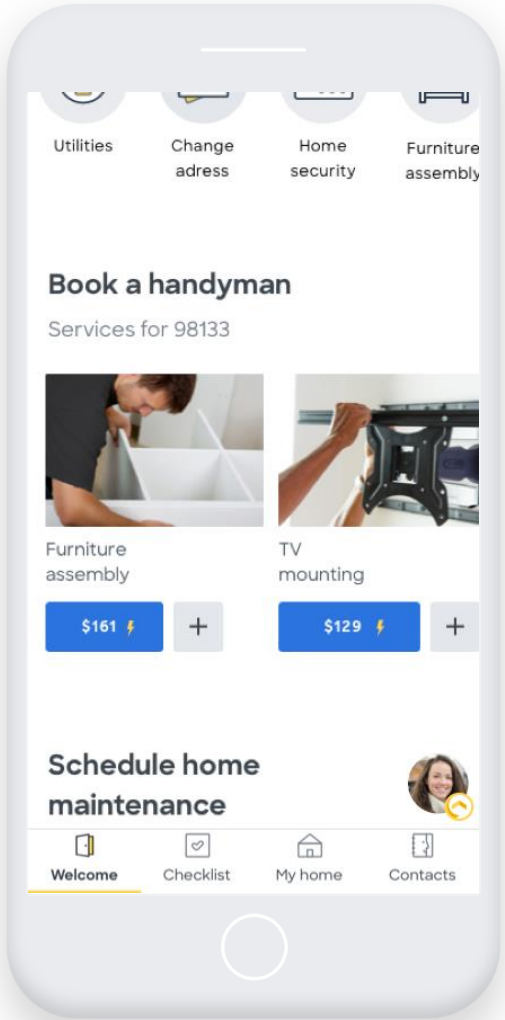
Ongoing home projects

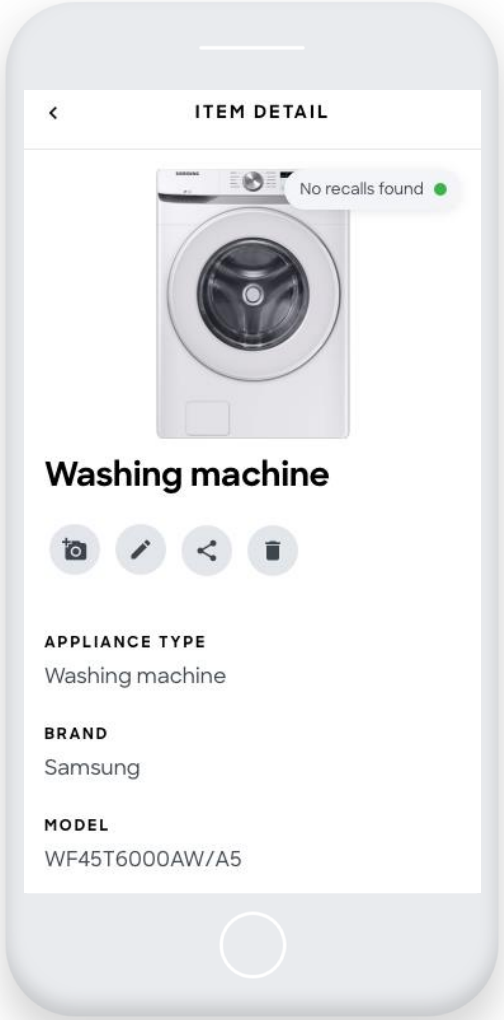
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Porch App Helps Consumers Make the Move Simpler







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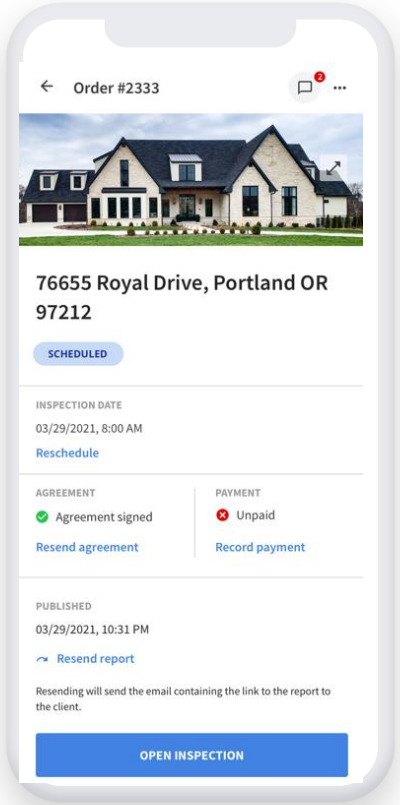
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Vertical Software Segment

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B2B Services: SaaS & Transaction Based Revenue

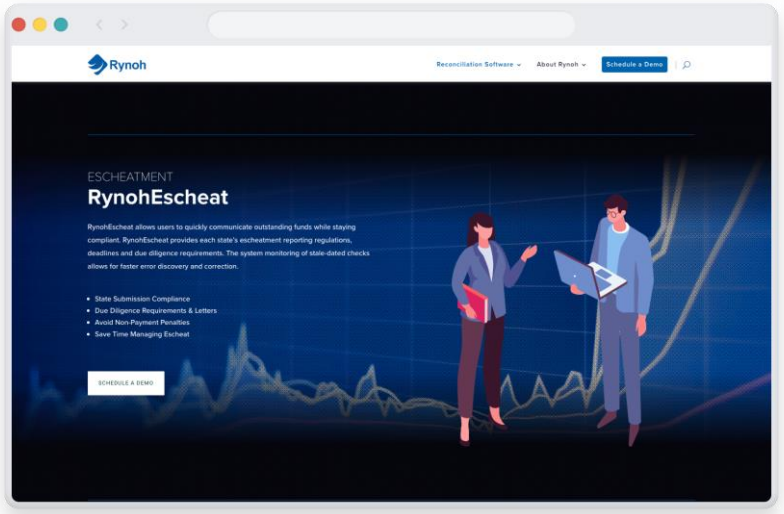


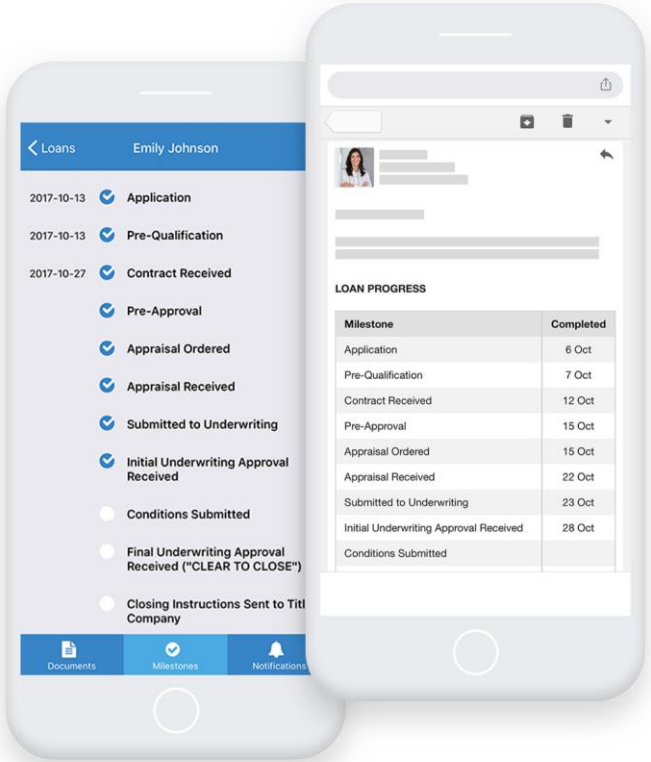
ISN Inspection Support Network

Software company providing a leading software solution for inspectors with easy-to-use tools

Rynoh

Technology company that protects the real estate transaction by providing settlement agents with software





Flōify

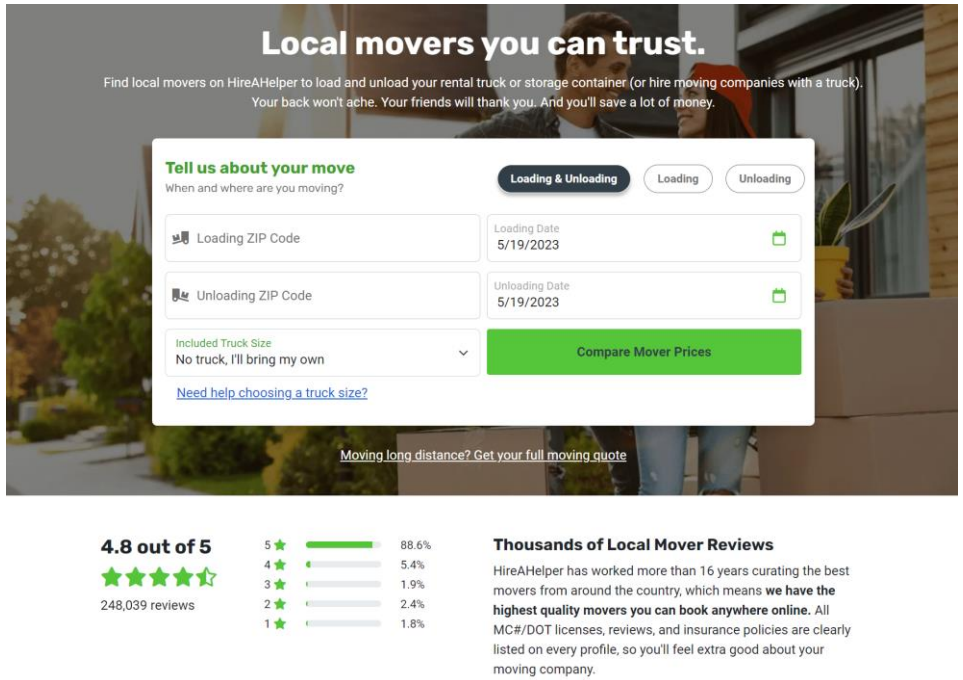
Software company helping mortgage companies and loan officers create a better mortgage and refinancing experience for their consumers

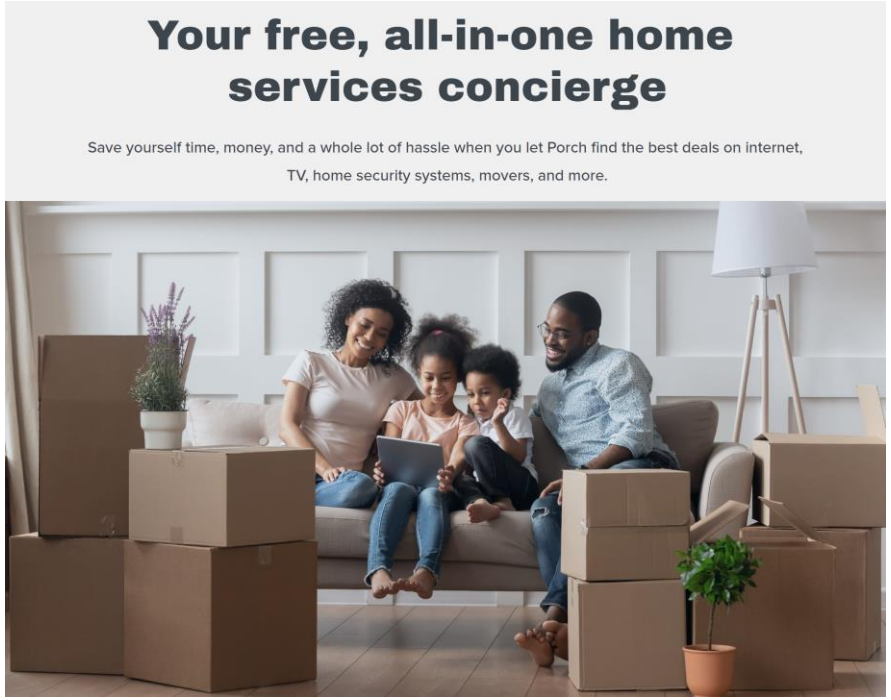
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B2C Services: Transaction Based Revenue





HIRE A HELPER

An online marketplace to find and vet professional movers

Porch Utilities

Makes the moving experience convenient and hassle-free with a concierge service

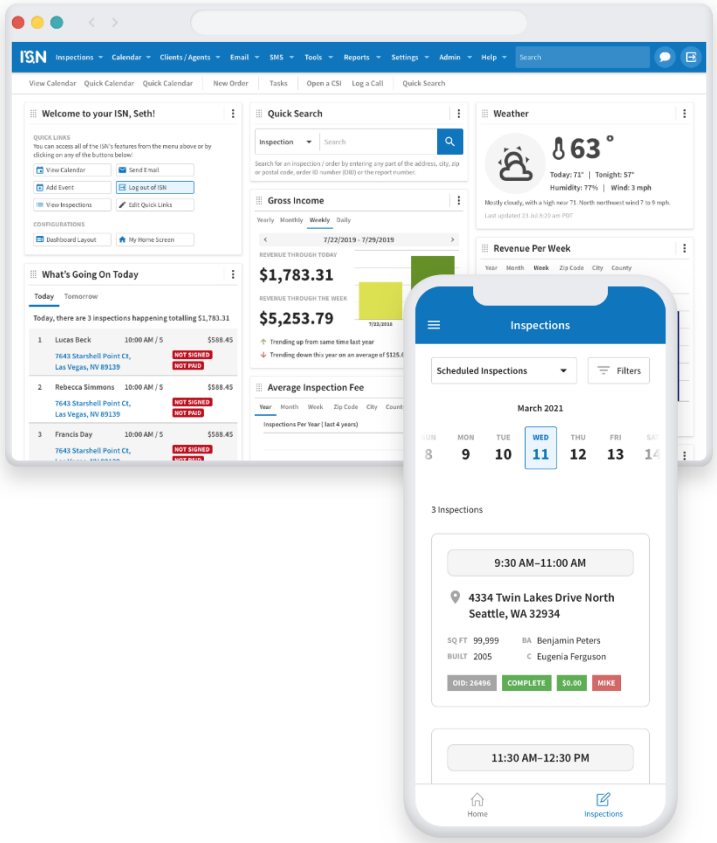
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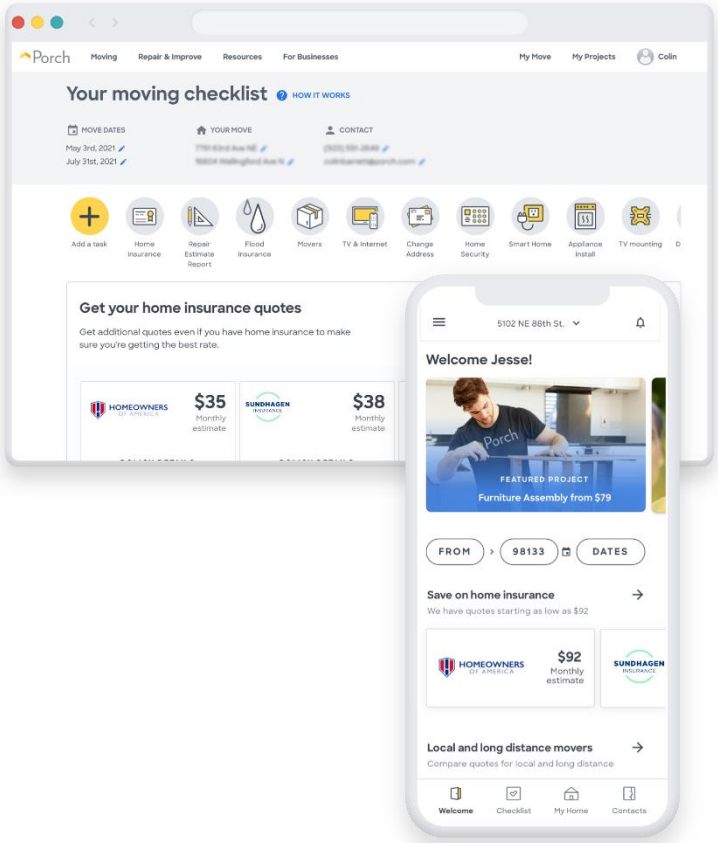
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Porch Value Proposition to Software Companies

Best-in-Class Vertical Software



Differentiated Value Prop



Demand Generation

- Mortgage
- Inspection
- Movers
- More

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Investor Presentation

Insurance Segment

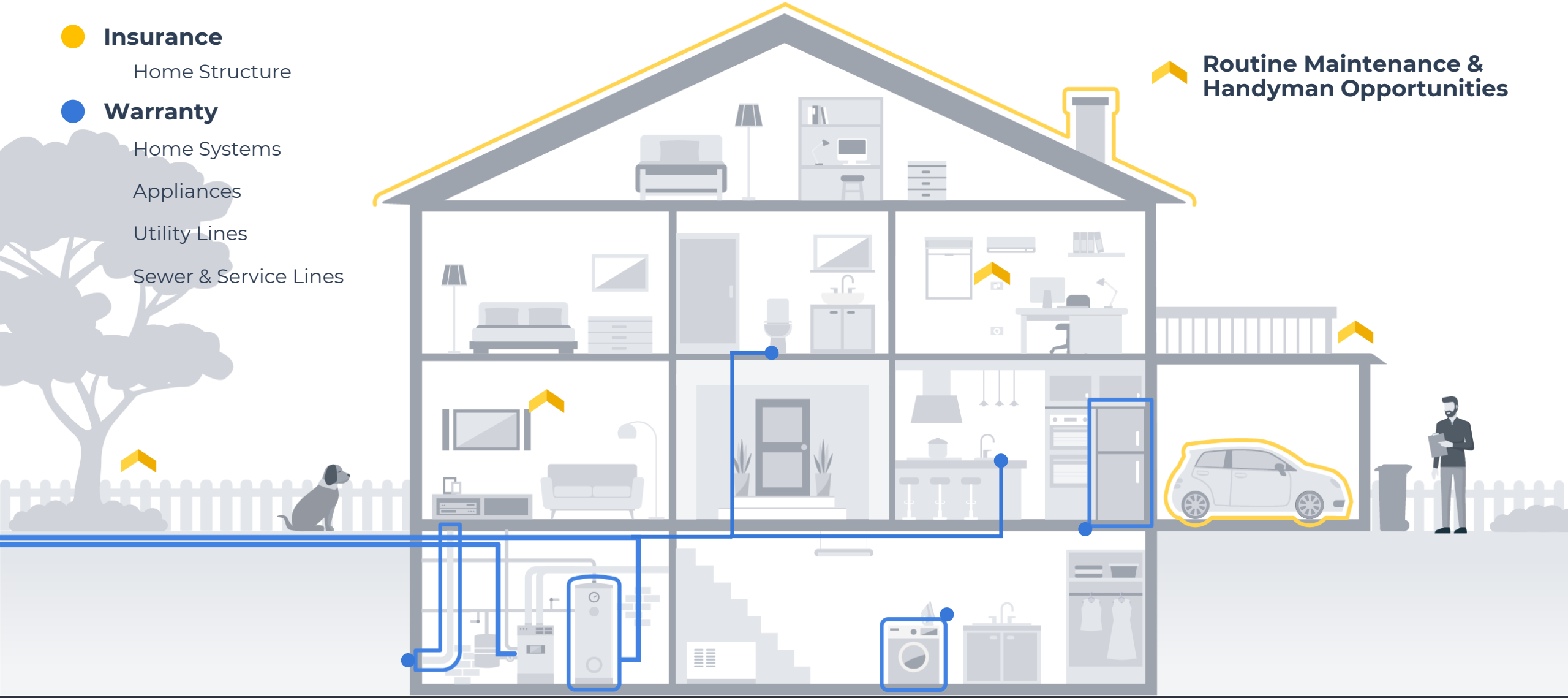
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Protecting Homeowners with Insurance & Warranty

- **Insurance**
  - Home Structure
- **Warranty**
  - Home Systems
  - Appliances
  - Utility Lines
  - Sewer & Service Lines

Routine Maintenance & Handyman Opportunities



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Insurance Segment: High-Value Protection Products

Elite Insurance Group

HOMEOWNERS OF AMERICA

American Home Protect

RESIDENTIAL WARRANTY SERVICES

Insurance Agency

- Licensed in all 50 states
- Write Porch's insurance products as well as 3rd party carriers

Insurance Carrier

- Writing in 22 states
- Applied for a Reciprocal Exchange with Texas Department of Insurance

Home Warranty

- Live in 49 states + DC
- Offer innovative 3-year policy structure
- Also offer short-term warranties designed for home inspector offerings

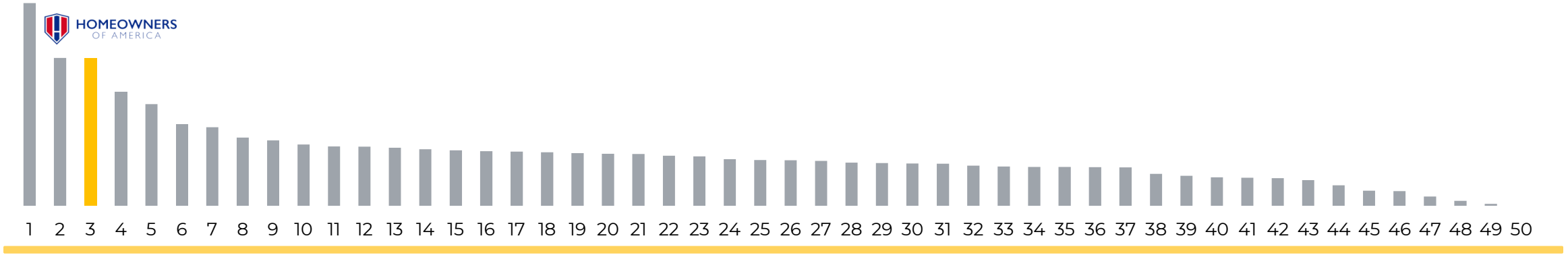
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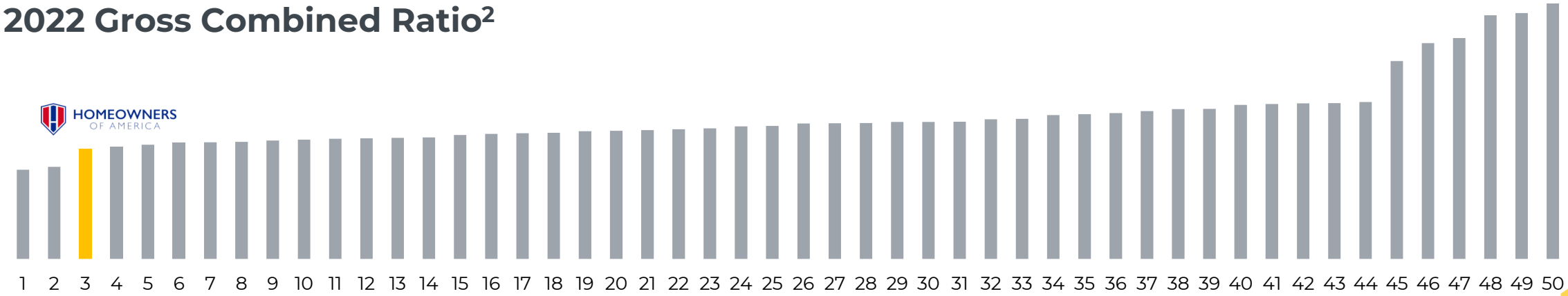
HOA Outperforms Majority of Peers

Delivering third highest growth and third highest performing combined ratio in 2022

2022 Gross Written Premium[1] Growth



2022 Gross Combined Ratio[2]



Source: AM Best Market Share Report 2022, showing homeowners peer group.
(1) Gross (Direct) Written Premium as defined by AM Best, being the sum of the direct loss and LAE ratio, the direct policyholder dividend ratio, and the underwriting expense ratio.
(2) Gross (Direct) Combined Ratio as defined by AM Best, being the sum of the loss ratio excluding LAE, expense ratio and policyholder dividend ratio in GAAP.

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Home Insights Data Drives Unique Insurance Pricing

Filed And Approved

Water heater locations:

- Approved in 9 states
- AZ, VA, GA, SD, CO, SC, AL, TX, NC

Other insights (roof, floor, plumbing, bathrooms):

- Approved in 3 states
- AZ, VA, TX

Submitted Awaiting Approval

- Water heater location: IL, NV
- Other insights: IL, NV

Unique Data Advantages



Unique information about the borrowers



Make, model, age and characteristics



Number of potential issues

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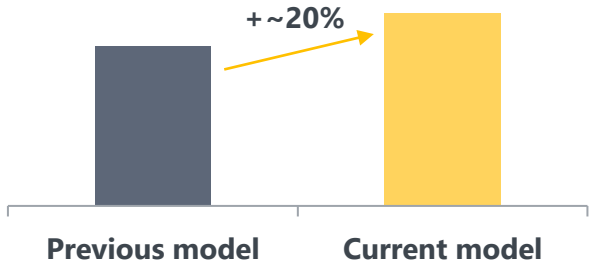
Data Insights Driving Insurance Pricing Model Accuracy

More Accurate Policy Pricing

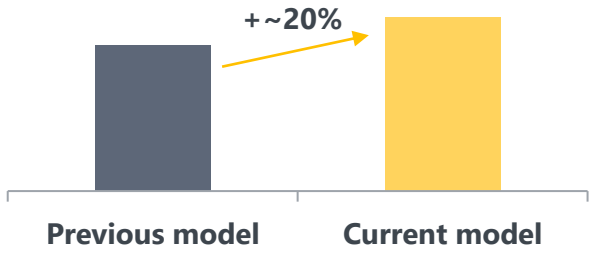
- Porch has insights into ~90% of US homebuyers
- Combined with claims history across many categories (fire, non-cat weather, water, etc.)
- Unique data and advanced pricing techniques drives improvements in model accuracy
- More accurate models allow for conversion of lower risk, lower priced policies and more accurate pricing of higher risk policies

Model Accuracy Improvements

Non-Cat Weather



Fire



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Q1 2023 Financial Highlights

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First Quarter 2023 Key Updates

1. Insurance strategic initiatives are on track
    - Reciprocal exchange application filed with TDI in March; anticipated for H2
    - Reinsurance ceding moved to 50% in January
    - Non-renewal of 37,000 higher risk policies in process
2. Porch Warranty officially launched
3. Software businesses have launched new modules and are taking share
4. In April we issued $333m new secured notes due October 2028, with $200m used to repurchase a portion of the existing unsecured notes due September 2026

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First Quarter 2023 Results

Strong Growth in Q1'23

$87m ***+37%***

Total Revenue

41%

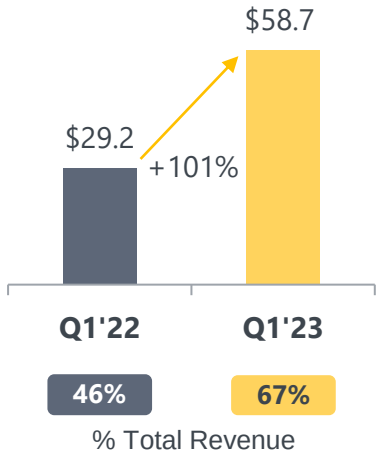
Revenue Less Cost of Revenue as % of Revenue

$(22)m

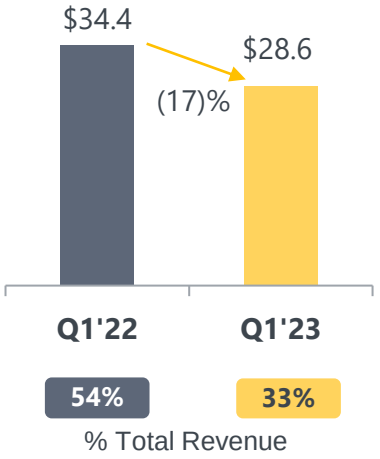
Adj. EBITDA[1]

Insurance now 67% of Revenue

Insurance Segment ($m)



Vertical Software Segment ($m)



(1) Adjusted EBITDA (loss) is a non-GAAP measure. See Porch's Q1 2023 earnings release for an explanation of all non-GAAP financial measures and reconciliations to the comparable GAAP measures.

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KPIs - Q1 2023

30.6k

Avg Number of Companies

- Broadly similar to Q4'22 and +20% increase from Q1'22

$951

Avg Revenue per Company per Month

- An increase of +15% from Q1'22
- Driven by higher premium per policy, change in reinsurance ceding and rapid growth in warranty

214K

Monetized Services

- Small increase from Q4'22 (213k), down 19% vs Q1'22

$328

Avg Revenue Per Monetized Service

- An increase of 88% from Q1'22
- Focused on selling high value services such as insurance and warranty

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Insurance Segment: Q1 2023 Performance

$115m
Q1'23 GWP
Q1'22: $102m

376k
Policies In Force
Q1'22: 338k

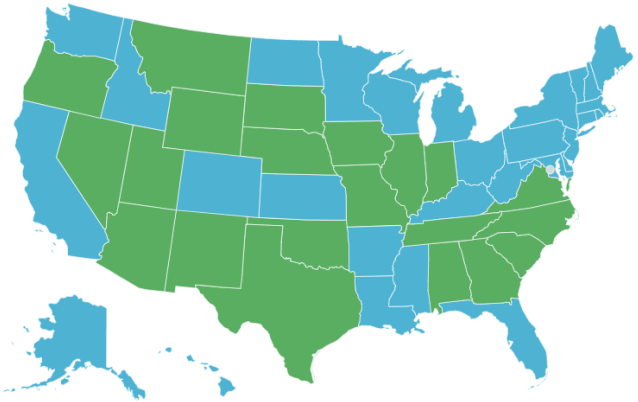
107%
Premium Retention
Q1'22: 100%

$612
Annualized Revenue Per Policy
Q1'22: $330

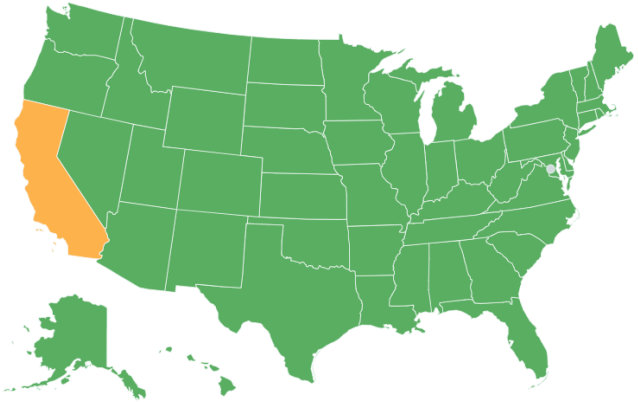
79%
Gross Loss Ratio
Q1'22: 81%



Insurance
(Licensed agency in 50 states. Carrier now live in **22 states**)



Warranty
(Live in 49 states and D.C.)



- Active states
- Approved / Signed (coming soon)
- Agency only

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Reiterating 2023 Guidance

2023: >20% Revenue Growth **H2 2023: Adjusted EBITDA Positive**

$330m - $350m **Revenue**	>+20% growth YoY with strong growth in Insurance. Relatively flat growth in Vertical Software, assumes home sales 18% decline
$170m - $180m **Revenue Less Cost of Revenue**	Range due to uncertain weather. Assumes 62% gross loss ratio. Unusual weather in excess of historic norms would create downside to range
$(40)m - $(30)m **Adj EBITDA**	Loss in H1'23. On track for positive H2'23 Adj EBITDA and beyond
$500m **Gross Written Premium**	Includes non-renewal of approximately 37,000 higher risk policies and assumes some attrition due to increased premium per policy

See Porch's full year 2022 earnings press release for a reconciliation of Adjusted EBITDA to its most directly comparable GAAP financial measures. Porch is not providing reconciliations of forward-looking non-GAAP guidance to the comparable GAAP measures because certain information necessary to calculate such measures on a GAAP basis is unavailable or dependent on the timing of future events outside of Porch's control. In particular, the charges excluded from these non-GAAP measures are subject to high variability and complexity due to Porch's ongoing growth.

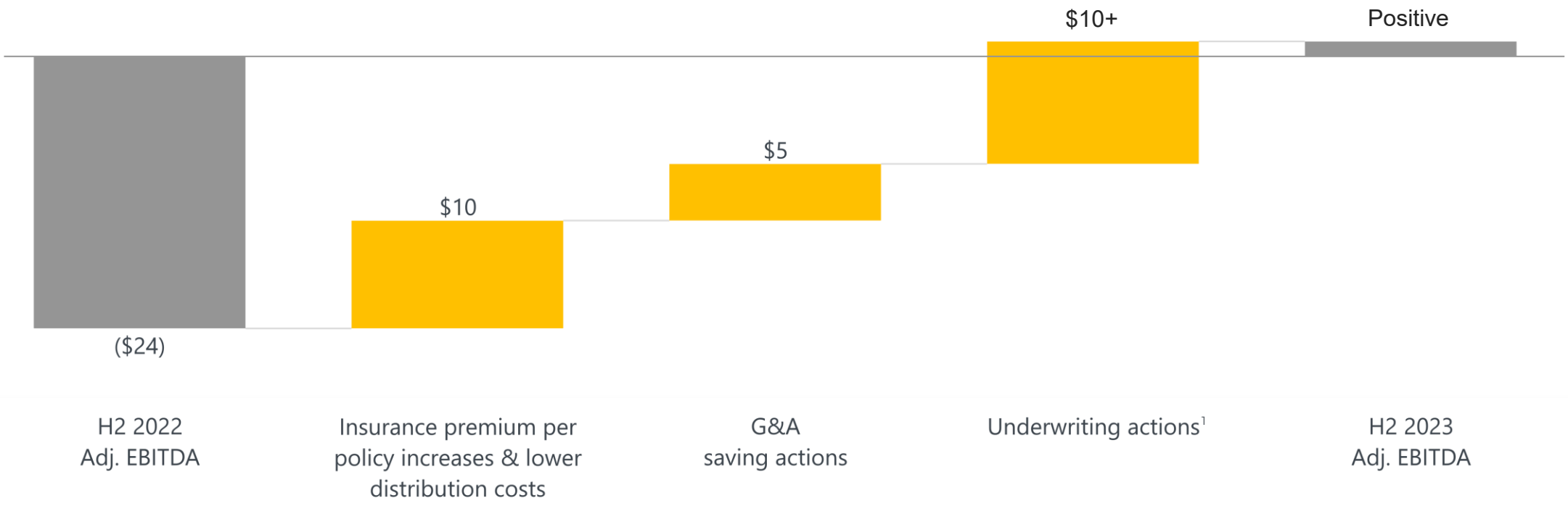
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Path to Adj EBITDA Positive in H2 2023

Underwriting actions, pricing, and cost management driving profitability improvement

Adjusted EBITDA Bridge ($m)



(1) Improvement from focus on improving underwriting performance, in addition to less CAT weather expected.
See Q1 2023 earnings release for a reconciliation of Adjusted EBITDA (loss) to its most directly comparable GAAP financial measures. This bridge has not been provided for forward-looking non-GAAP measures.

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Balance Sheet as of March 31, 2023

$272 million cash and investments as of March 31, 2023

- Includes $165 million HOA cash and investments
- Excludes $15 million restricted cash held for warranty and captive businesses
- ~$43m expected to move to restricted cash in future quarters

Further shares repurchased[1] in Q1 2023:

- 1.4m shares for $3.1m ($2.20 average share price)

(1) Total share repurchases of 3.8 million shares, for $7.4 million with an average share price of $1.96.

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Strategy & Outlook

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2023 Strategic Priorities

1. Sell more software and access higher percentage of homebuyers
2. Extend online experiences and increase revenue per homebuyer
3. Improve premium per policy in our insurance and warranty offerings
4. Launch Reciprocal and move to lower risk, higher margin business

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Investor Presentation

Appendix

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Proven Porch Management Team Has Built a Culture-Driven Business



Matt Ehrlichman
CEO, Chairman, & Founder



Matthew Neagle
Chief Operating Officer



Shawn Tabak
Chief Financial Officer



Nicole Pelley
SVP of Product and Technology



Adam Kornick
President, InsurTech Division



Matt Cullen
General Counsel and Secretary



Malcolm Conner
VP and Group GM, Home Services



Nick Graham
SVP, GM – Moving Group



Joshua Steffan
VP and Group GM, Inspection and Real Estate



Janet Zimmerman
VP of People



No Jerks / No Egos



Care Deeply



Be Ambitious



Together We Win



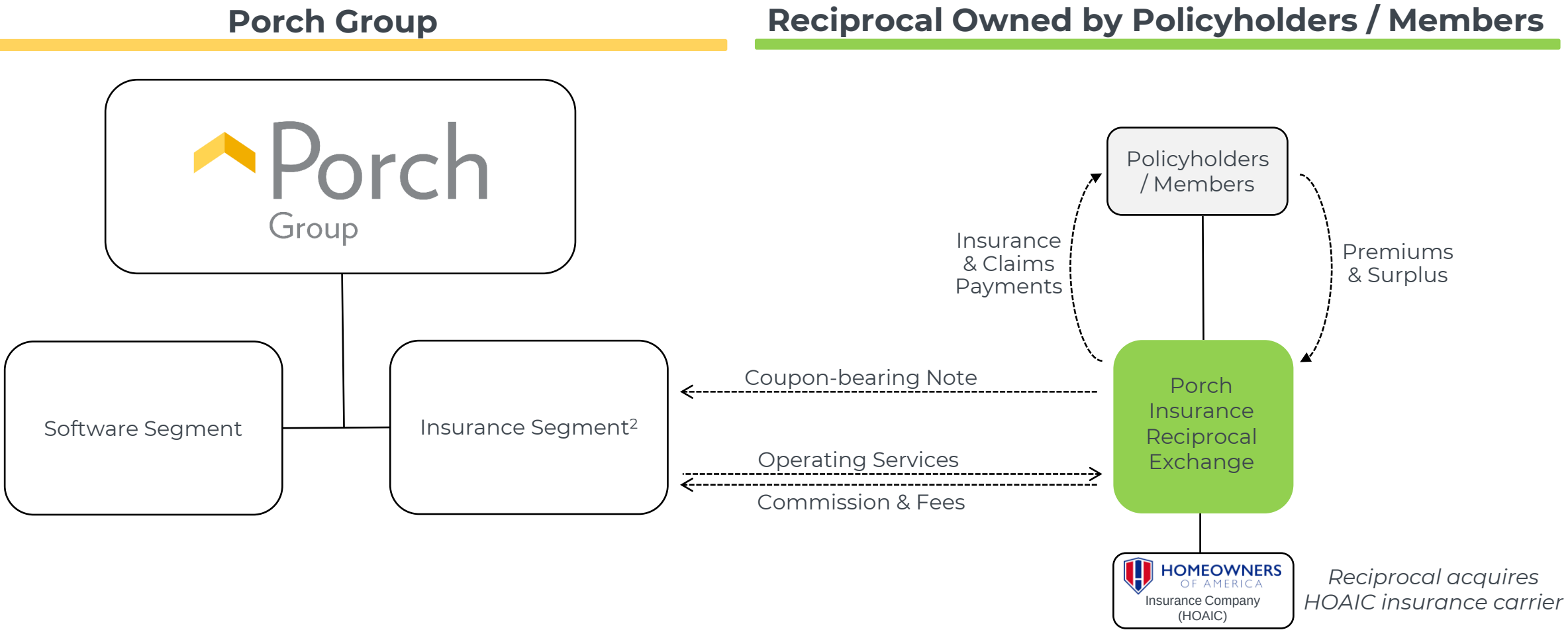
Solve Each Problem

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What is a Reciprocal[1]?

A reciprocal insurer is an insurance association owned by its policyholder-members



(1) This slide assumes the approval of the reciprocal under the proposed structure and terms. Formation of reciprocal is subject to ongoing Porch and regulatory review in context of broader capital and operating environment. Key risk factors for this operating and capital model are noted in Porch Group's SEC filings.

(2) Insurance Segment includes but not limited to the following legal entities: Homeowners Of America Holding Corp., Homeowners of America MGA, Inc., Porch Risk Management Services LLC.

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Filed Application to form a Reciprocal Exchange with TDI

- If approved, Porch Insurance Reciprocal Exchange would be owned by policy-holder members who:
  - Benefit from new Porch value propositions
  - Can participate in future dividends
- HOA insurance carrier and its capital would transfer to the Reciprocal on approval in exchange for a coupon-bearing note
- Strategy improves margins and profitability of Porch Group over time, with less direct exposure to weather

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2023 Insurance Actions

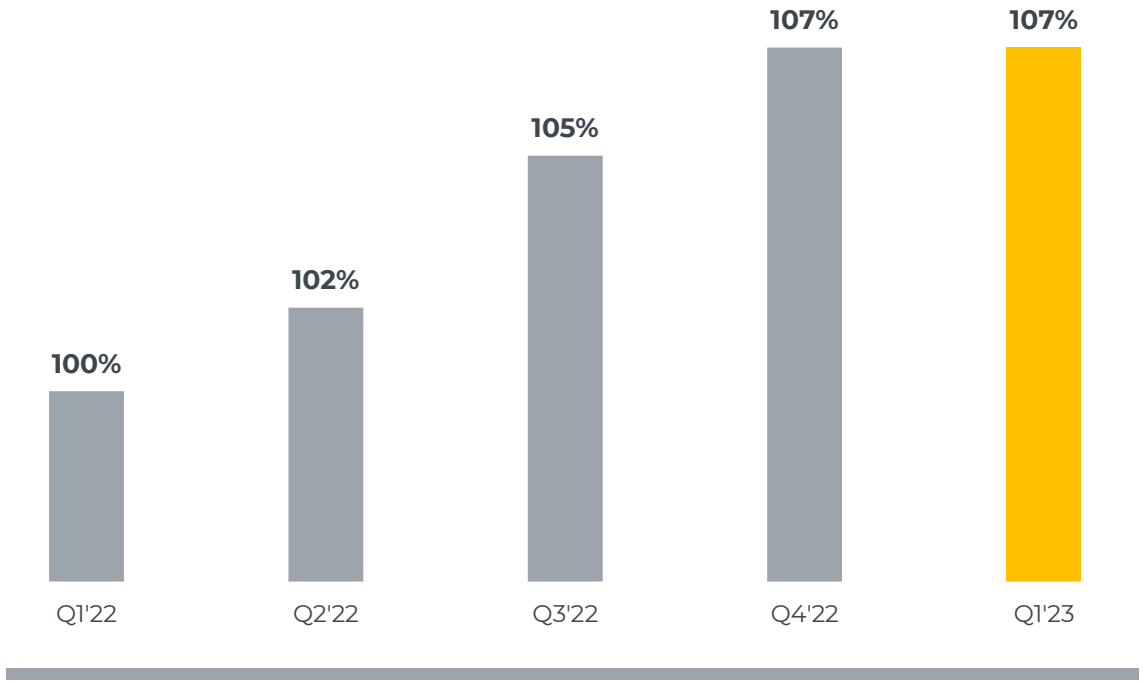
1	**Seeking Texas Department of Insurance approval for new Reciprocal Exchange[1]**	Formation of a Reciprocal on Porch's proposed terms is a key part of the strategy to reduce exposure to earnings volatility by mitigating direct exposure to claims and weather events
2	**Decrease quota share reinsurance**	Moving to be less dependent upon expensive annual quota share reinsurance and allow Reciprocal to be more efficient
3	**Non-renew 37,000 higher risk policies to boost profitability**	Given high cost of reinsurance, moving away from specific policies which are higher risk

(1) There can be no assurances that the Texas Department of Insurance will approve Porch's plans as proposed or that circumstances do not change before the Reciprocal is launched, and the decision to proceed remains within the Company's discretion.

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HOA: Premium Retention Historic Trend



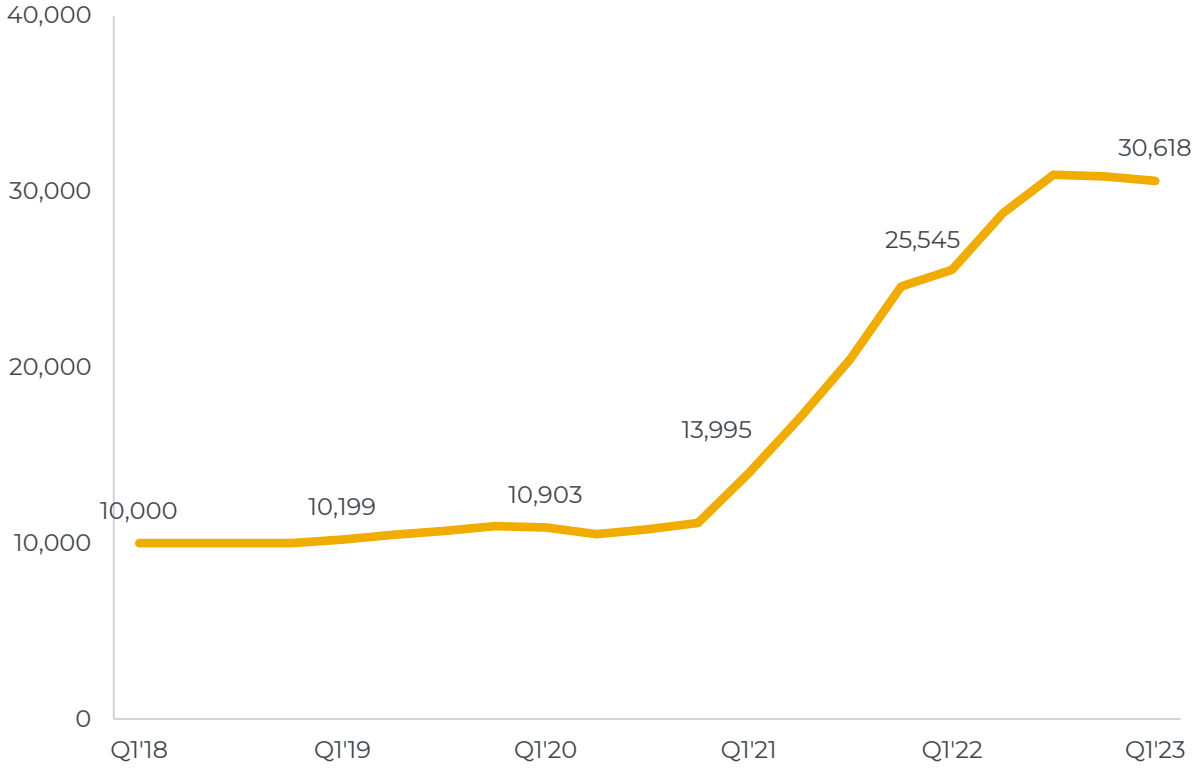
107% Premium Retention in Q1 2023

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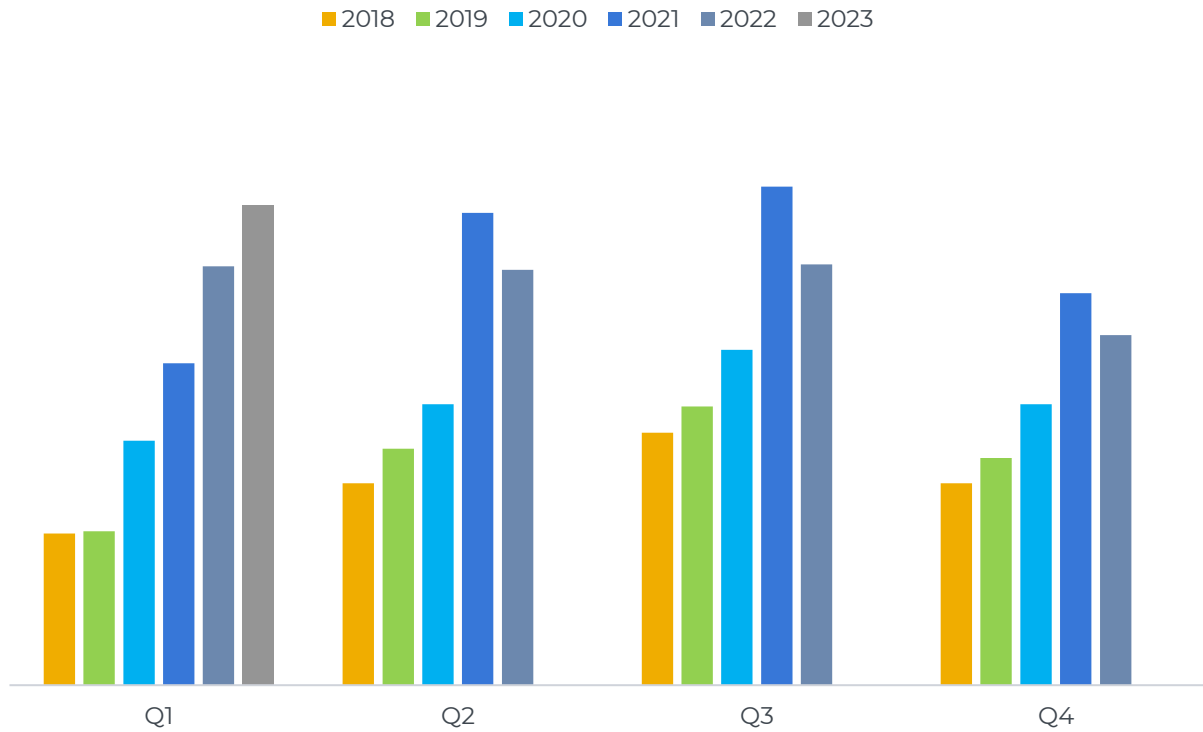
Number of Companies & Average Revenue Per Company

Average Number of Companies in a Quarter



30,618 companies in Q1 2023

Average Revenue Per Company Per Month



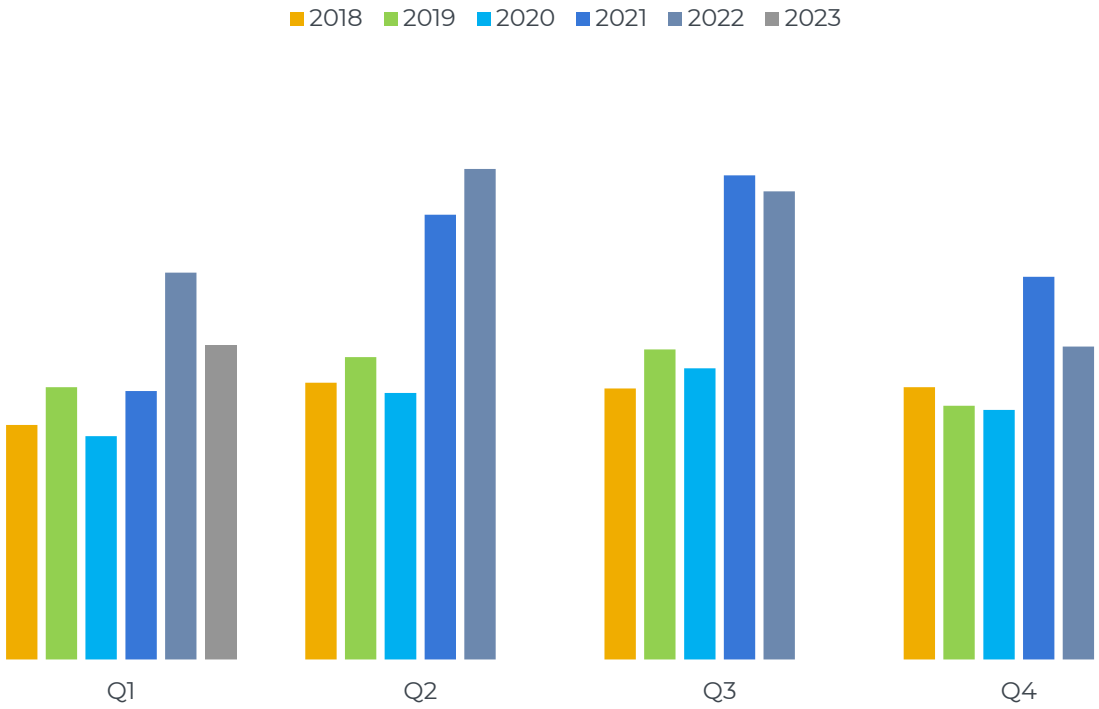
$951 revenue per company per month in Q1 2023

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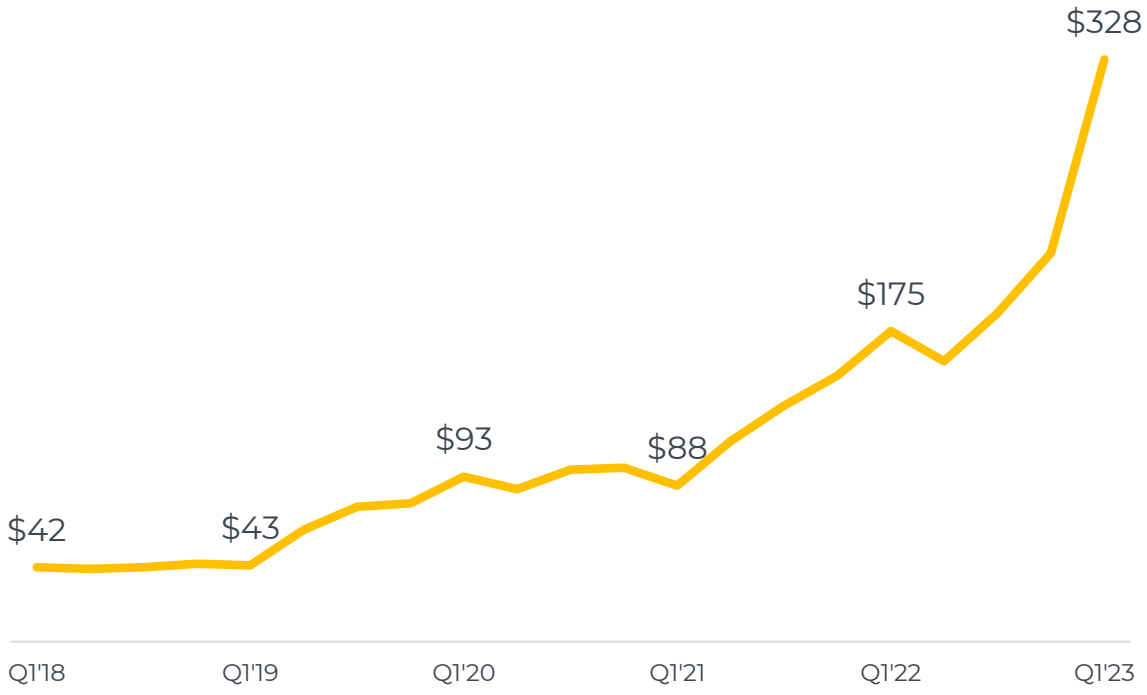
Monetized Services & Average Revenue Per Monetized Service

Number of Monetized Services in Quarter



214k monetized services in Q1 2023

Average Revenue per Monetized Service



$328 revenue per monetized service in Q1 2023

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Glossary

Term	Definition
Annualized Revenue Per Policy	Includes quarterly revenue for the segment divided by the number of policies in the segment multiplied by four.
Average Companies in Quarter	The straight-line average of the number of companies as of the end of period compared with the beginning of period across all of the Company's home services verticals that (i) generate recurring revenue and (ii) generated revenue in the quarter. For new acquisitions, the number of companies is determined in the initial quarter based on the percentage of the quarter the acquired business is a part of the Company.
Average Revenue per Account per Month in Quarter	The average revenue per month generated across all home services company customer accounts in a quarterly period. Average Revenue per Account per Month in Quarter is derived from all customers and total revenue.
Average Revenue per Monetized Service in Quarter	The average revenue generated per monetized service performed in a quarterly period. When calculating Average Revenue per Monetized Service in quarter, average revenue is defined as total quarterly service transaction revenues generated from monetized services.
Catastrophic event ("CAT")	ISO's Property Claim Services unit, the recognized authority on insured property losses, class a weather event as catastrophic when it has caused $25 million or more in total insured property industry losses, and it has affected a significant number of property and casualty policyholders and insurers.
Gross or Direct Combined Ratio	Gross or Direct Combined Ratio, being the sum of the loss ratio including loss adjustment expense and expense ratio. This is on a statutory basis for the insurance carrier.
Gross Loss Ratio ("GLR")	Represents the gross loss ratio for our insurance carrier business, HOAIC, based on GAAP accounting from 2021 onwards, prior to this they are on a Statutory basis which includes policy fees. We believe this does not have a material impact on this ratio.
Gross Written Premium ("GWP")	The total premium written by third-party insurance carriers through EIG, HOA's insurance operations, and full home warranty offerings for the face value of one year's premium, before deductions for reinsurance and ceding commissions written in the period.
Monetized Services in Quarter	The total number of unique services from which the Company generated revenue, including, but not limited to, new and renewing insurance and warranty customers, completed moving jobs, security installations, TV/Internet installations or other home projects, measured over a quarterly period.
Premium Retention	Premium retention is calculated by dividing renewed premiums over the last four quarters, by base premiums. Base premiums being the sum of preceding year premiums which either renewed or expired.

Non-GAAP Financial Measures

This presentation includes one or more non-GAAP financial measures, such as Adjusted EBITDA (loss), Adjusted EBITDA (loss) as a percent of revenue, average revenue per monetized service and revenue less cost of revenue. Definitions of these measures and reconciliations of these measures to the most directly comparable GAAP financial measure are available in the earnings release available on the investor relations website, at ir.porchgroup.com.

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