



frontdoor.[®]

Second-Quarter 2025 Earnings Webcast

August 5th, 2025



Today's Presenters



Bill Cobb

Chairman &
Chief Executive Officer



Jessica Ross

Senior Vice President &
Chief Financial Officer



Matt Davis

Vice President,
Investor Relations and Treasurer

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 are subject to known and unknown risks and uncertainties, many of which may be beyond our control. Such risks and uncertainties include, but are not limited to: changes in macroeconomic conditions, including inflation, tariffs and global supply chain challenges and changing interest rates, especially as they may affect existing or new home sales, consumer confidence, labor availability or our costs; our ability to successfully implement our business strategies; the ability of our marketing efforts to be successful and cost-effective; our dependence on our first-year direct-to-consumer and real estate acquisition channels and our renewal channel; changes in the source and intensity of competition in our market; including risks related to the development, deployment, and use of artificial intelligence in our business and industry; our ability to attract, retain and maintain positive relations with third-party contractors and vendors; increases in parts, appliance and home system prices, and other operating costs; changes in U.S. tariffs or import/export regulations; our ability to attract and retain qualified key employees and labor availability in our customer service operations; our dependence on third-party vendors, including business process outsourcers, and third-party component suppliers; cybersecurity breaches, disruptions or failures in our technology systems; our ability to protect the security of personal information about our customers; compliance with, or violation of, laws and regulations, including consumer protection laws, or lawsuits or other claims by third parties, increasing our legal and regulatory expenses; weather, including adverse conditions, Acts of God and seasonality, along with related regulations; our ability to underwrite risks accurately and to charge adequate prices to builder members, as well as our ability to effectively re-insure a large portion of those risks; the availability of reinsurance to manage a substantial portion of our potential loss exposure for our new home structural warranty business; evolving corporate governance and disclosure regulations and expectations; our ability to protect our intellectual property and other material proprietary rights; negative reputational and financial impacts resulting from acquisitions or strategic transactions; a requirement to recognize impairment charges; third-party use of our trademarks as search engine keywords to direct our potential customers to their own websites; inappropriate use of social media by us or other parties to harm our reputation; special risks applicable to operations outside the United States by us or our business process outsource providers; risks related to our acquisition of 2-10 Home Buyers Warranty (the "2-10 HBW Acquisition"), including the risk that the 2-10 HBW Acquisition may not achieve its intended results; any liabilities, losses, or other exposures for which we do not have adequate insurance coverage, indemnification, or other protection; increase in our indebtedness as a result of financing the 2-10 HBW Acquisition; a return on investment in our common stock is dependent on appreciation in the price; inclusion in our certificate of incorporation a forum selection clause that could discourage an acquisition of our company or litigation against us and our directors and officers; the effects of our significant indebtedness, our ability to incur additional debt and the limitations contained in the agreements governing such indebtedness; increases in interest rates increasing the cost of servicing our indebtedness and counterparty credit risk due to instruments designed to minimize exposure to market risks; increased borrowing costs due to lowering or withdrawal of the credit ratings, outlook or watch assigned to us or our credit facilities; and our ability to generate the significant amount of cash needed to fund our operations and service our debt obligations. 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, 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 2024 Annual Report on Form 10-K filed with the SEC, as such factors may be 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 the 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 with the SEC, which are available 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: depreciation and amortization expense; goodwill and intangibles impairment; restructuring charges; acquisition-related costs; provision for income taxes; non-cash stock-based compensation expense; interest expense; loss on extinguishment of debt; and other non-operating expenses.

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.

We define "Adjusted Net Income" as net income before: amortization expense; restructuring charges; loss on extinguishment of debt; other non-operating expenses; and the tax impact of the aforementioned adjustments. We believe Adjusted Net Income is useful for investors, analysts and other interested parties as it facilitates company-to-company operating performance comparisons by excluding potential differences caused by items listed in this definition.

We define "Adjusted Diluted Earnings per Share" as Adjusted Net Income divided by the weighted-average diluted common shares outstanding.

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 2024 Annual Report on Form 10-K filed with the SEC.

See the Appendix 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.

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Q2 2025 Highlights

(\$ millions)

Q2 2025
Revenue

\$617

+14%
vs. prior year period

Q2 2025
Gross Profit Margin

58%

+130 bps
vs. prior year period

Q2 2025
Net Income

\$111

+21%
vs. prior year period

Q2 2025
Adjusted EBITDA*

\$199

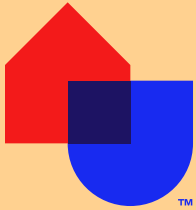
+26%
vs. prior year period

Highlights

- Organic direct-to-consumer home warranties grew +9%
- Continued strong non-warranty revenue
- 2-10 synergies ahead of schedule
- Repurchased \$150M of shares year-to-date through July 31

*This financial measure is a non-GAAP financial measure. Refer to "Non-GAAP Financial Measures" in this presentation for a description of this measure and the Appendix for a reconciliation to the nearest GAAP financial measure.

Driving Value Creation Through Our Strategic Priorities



**Grow and Retain
Home Warranty
Members**

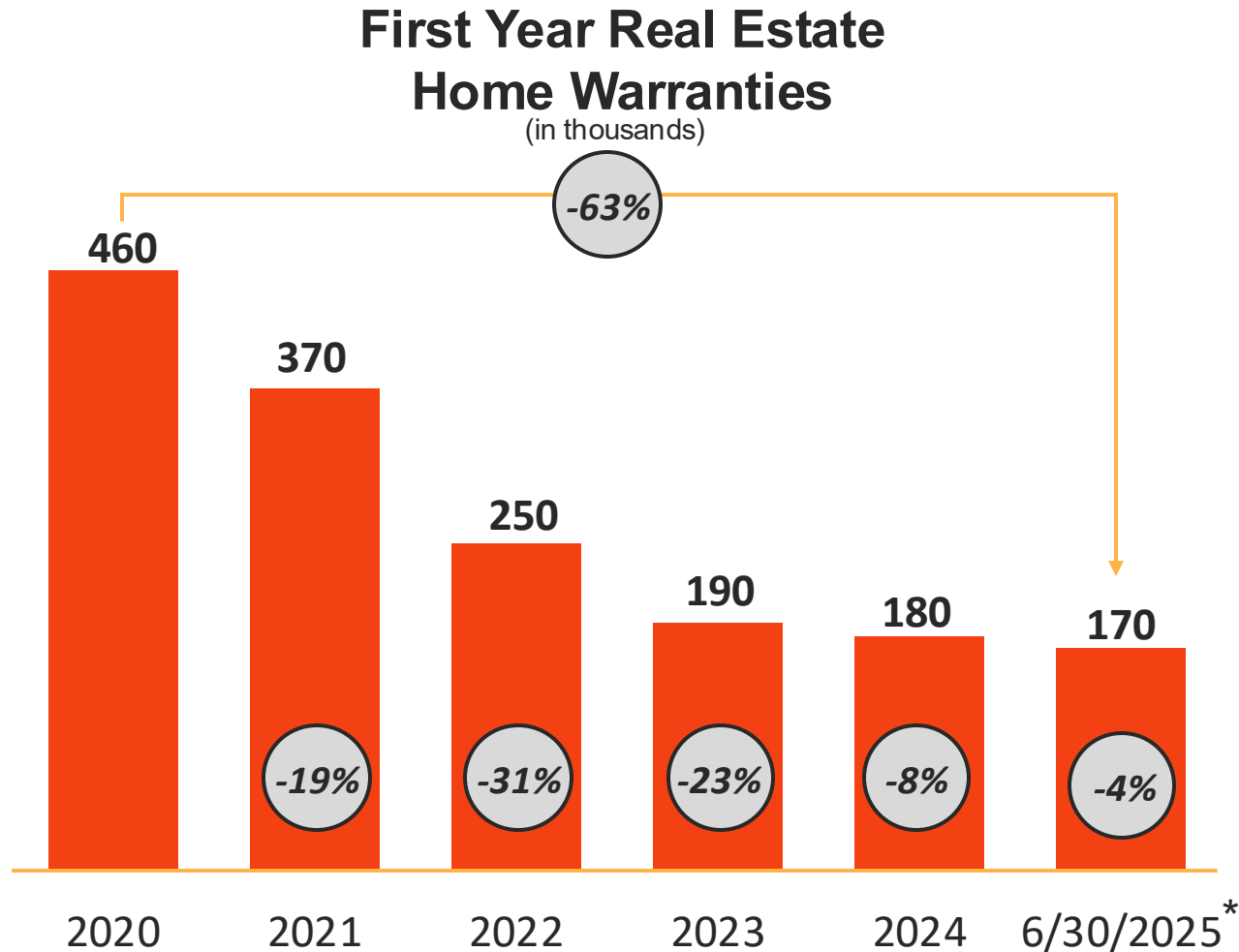


**Scale
Non-Warranty
Revenue**



**Optimize the
Integration
of 2-10**

A Look Back: Challenging Macro Drove The Decline in Number of Home Warranties



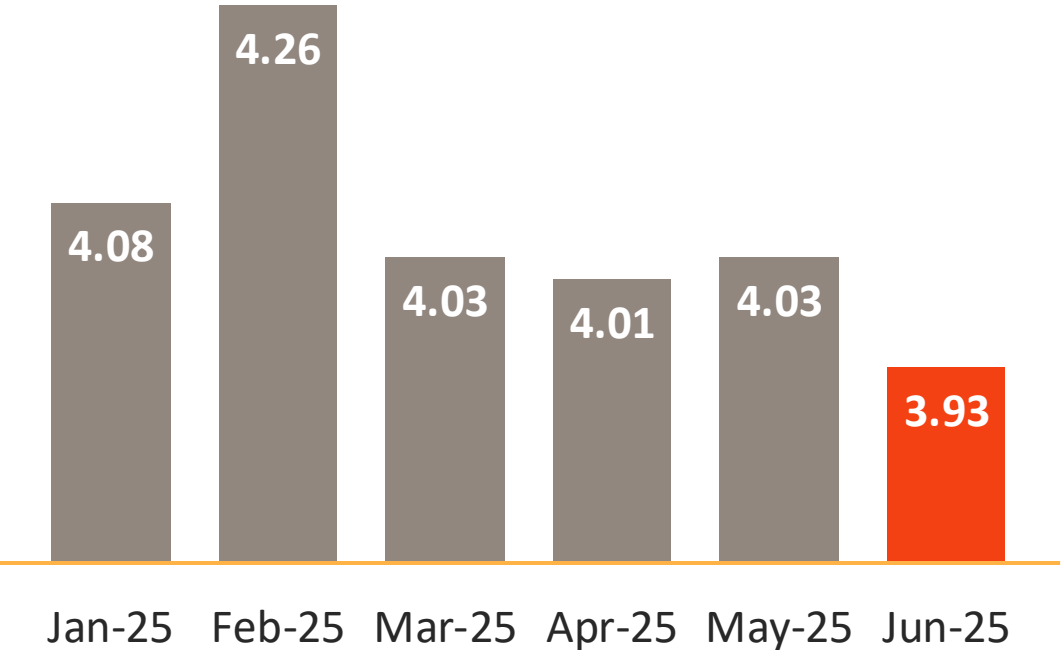
*Excludes 2-10 HBW first year Real Estate home warranties

- Home warranties in the real estate channel have declined since 2020
- Strong seller's market, driven by record low inventories
- Existing home sales declined by 2M
- Record high home prices and higher mortgage rates

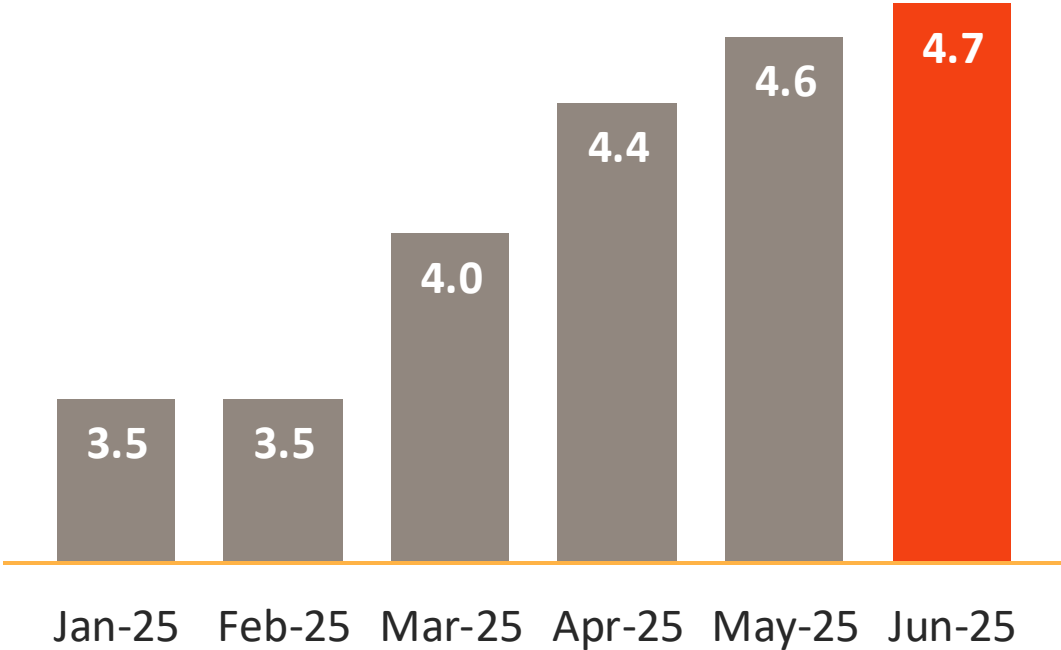
Today: Transitioning to Buyer's Market

Market remains challenged... but rising inventory fuels cautious optimism

Existing-Home Sales
(SAAR*, in millions)



Supply of Unsold Inventory
(months)

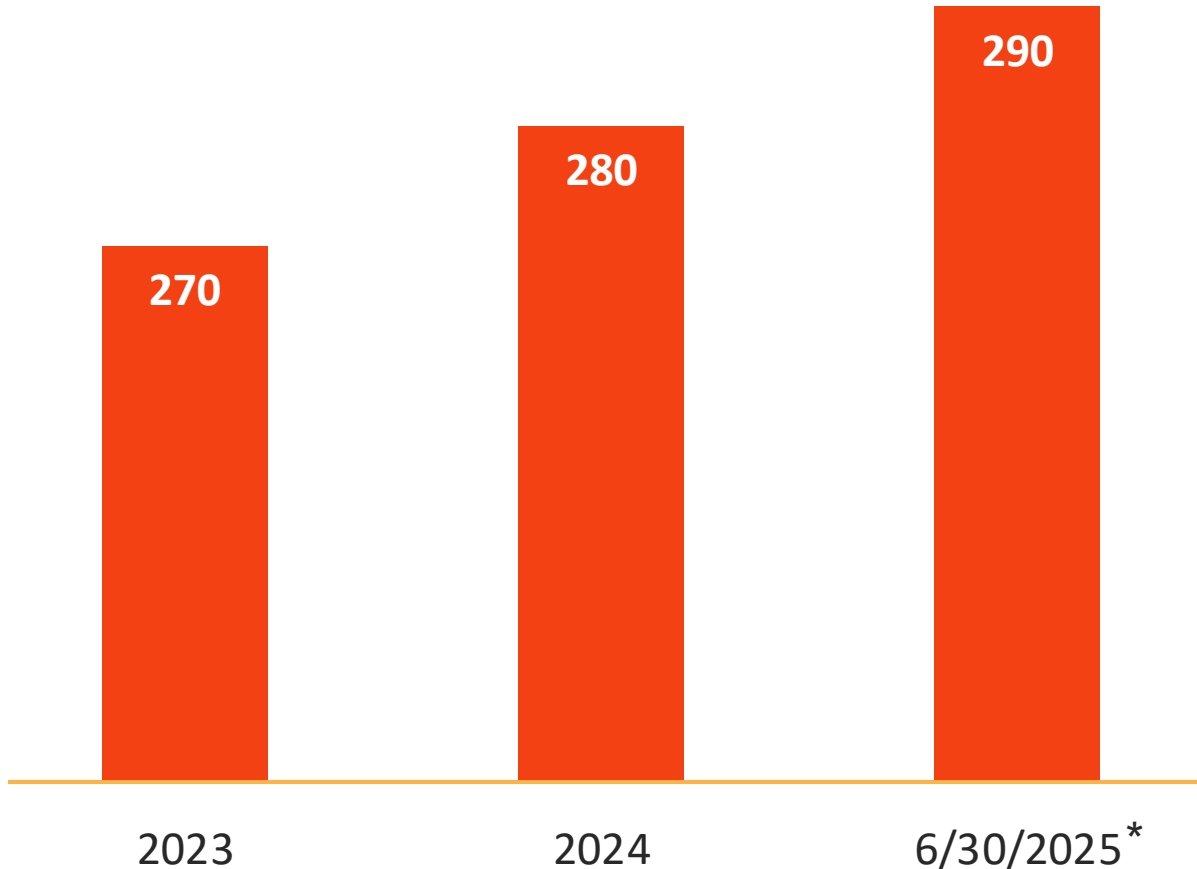


Source: National Association of Realtors

*Seasonal annually adjusted rate

Positive DTC Channel Trends

**First Year Direct-to-Consumer
Home Warranties**
(in thousands)



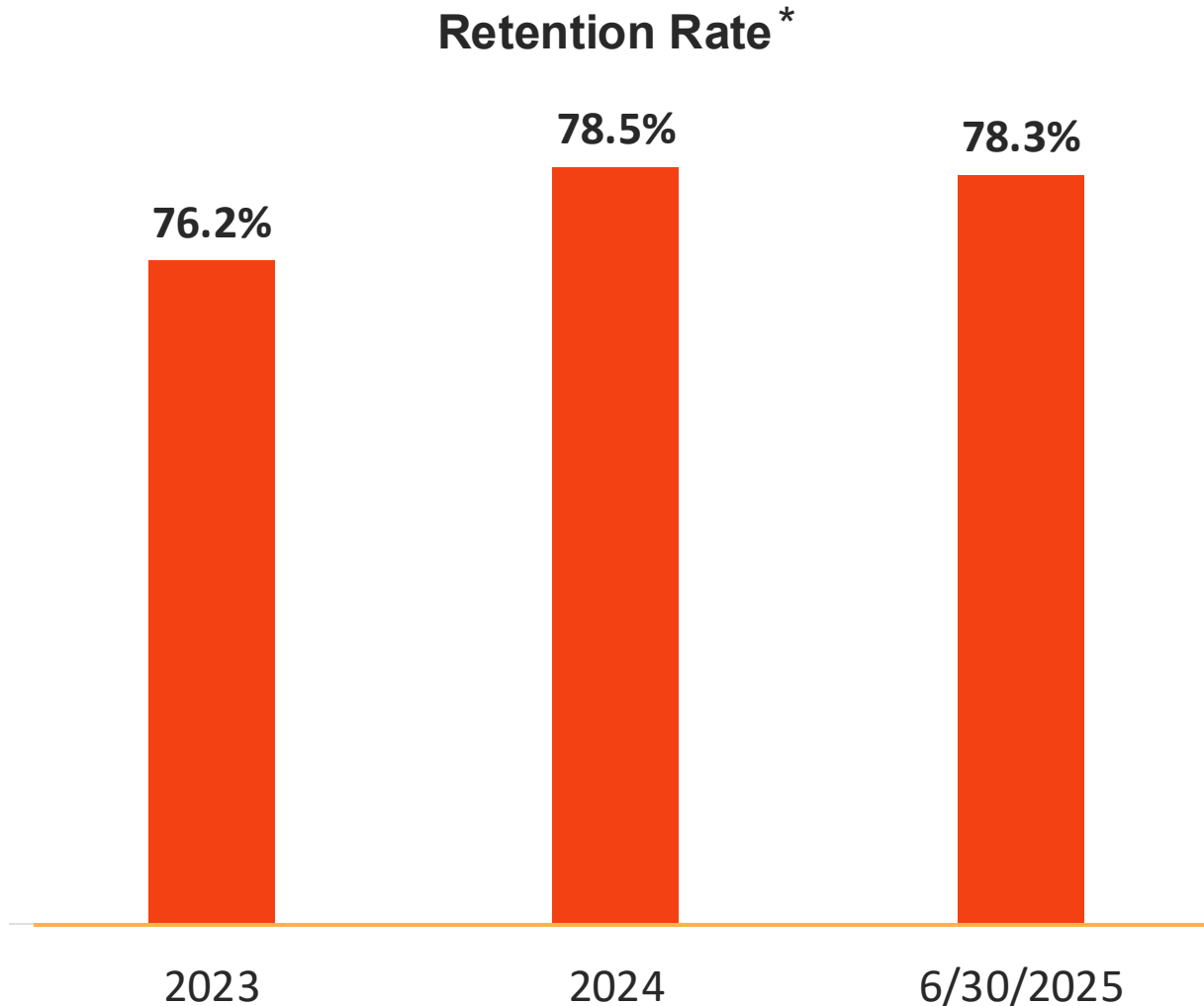
*Excludes 2-10 HBW first year DTC home warranties

Highlights

- In spite of macroeconomic challenges, DTC is performing well
- Q2 home warranty growth of +9% versus prior year period
- Multiple factors have contributed to this success:
 - Optimized campaign and media strategy driving record brand awareness
 - Targeted audience approach
 - Discounting strategy

Strong Customer Retention: Nearly 80%

Even With Double-Digit Price Increases and Macro Pressure



Enhancing Member Experience

- Increasing preferred contractor deployment
- Integrating technology advancements into the experience
 - 14% of member base have downloaded app in only 8 months
 - Video chat with an expert continues to grow since late February launch

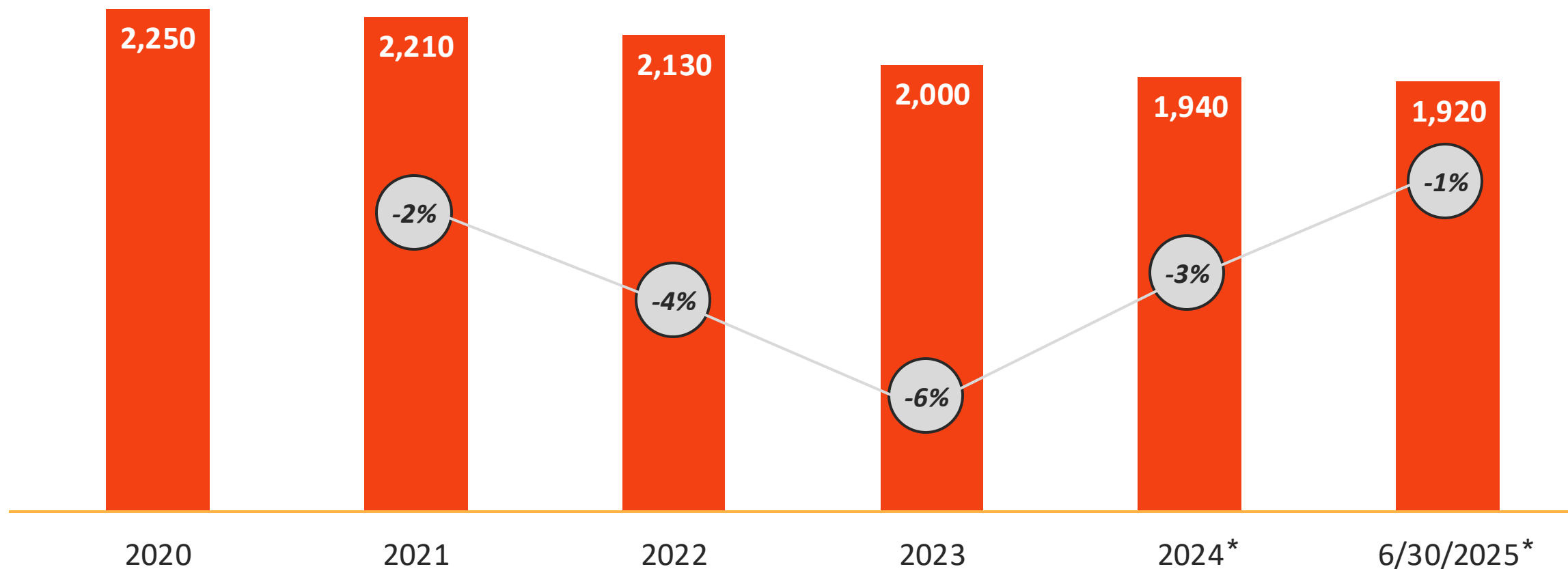
Improving Processes

- Initiatives resulting in higher onboarding, engagement and save rates
- 84% of members on autopay

*Excludes 2-10 home warranties acquired on December 19, 2024

Total Number of Home Warranties Stabilizing

(in thousands)

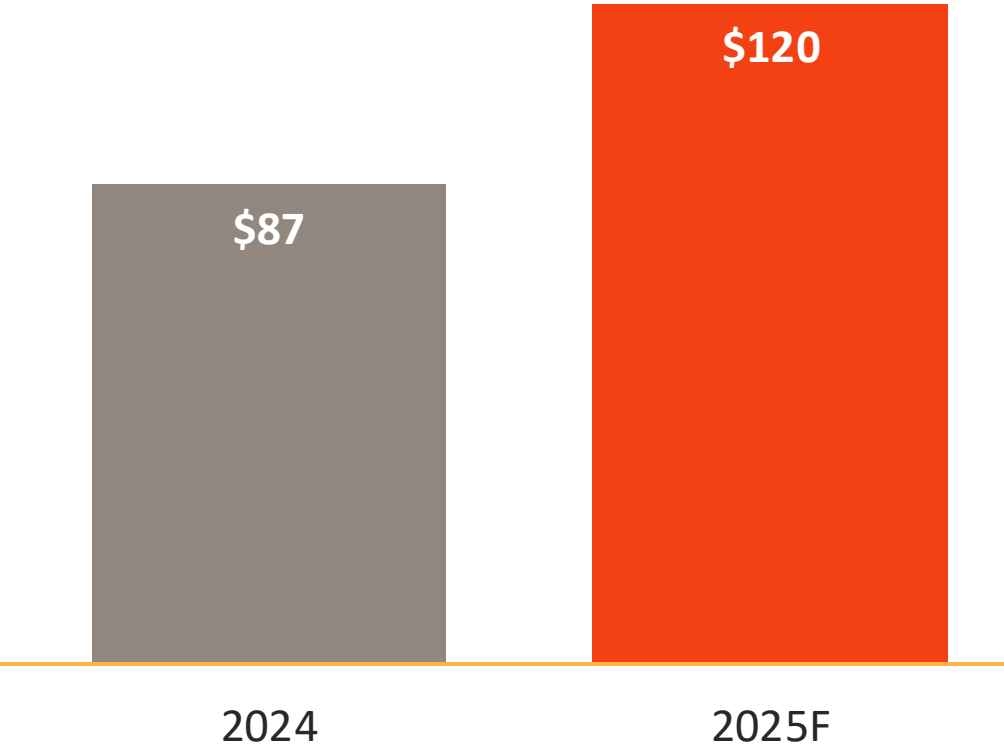


After years of macro headwinds related to real estate and inflation, our efforts to change the trajectory of home warranties are working

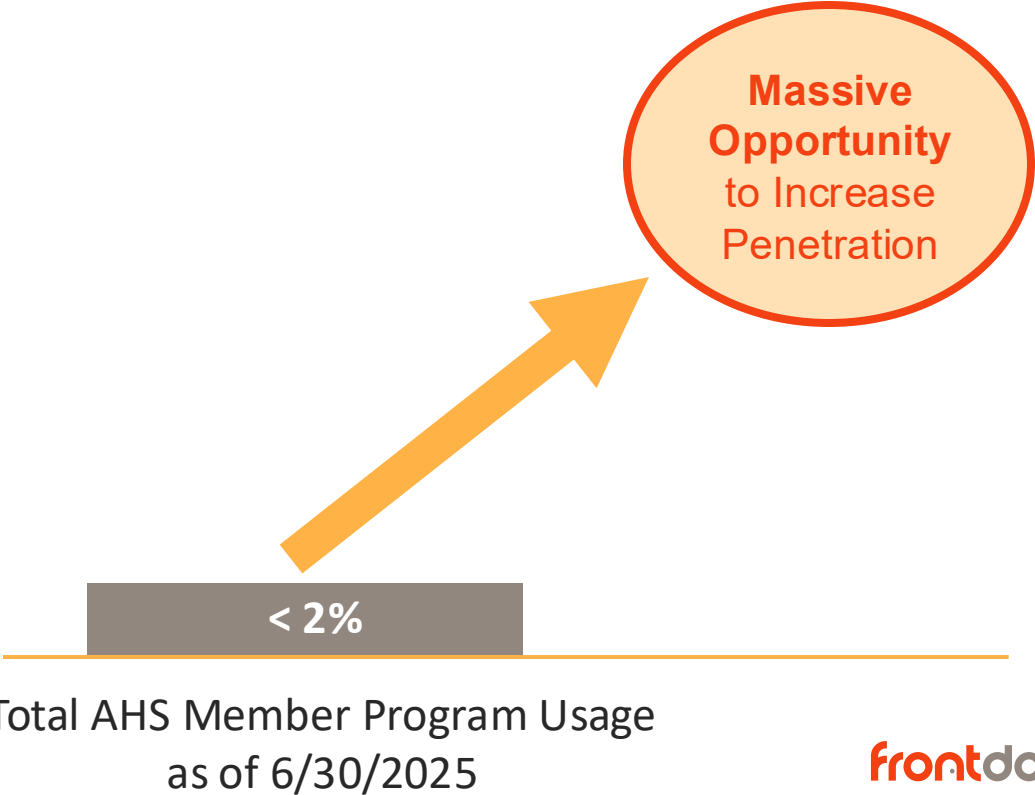
*Excludes 2-10 home warranties acquired on December 19, 2024

New HVAC Program Unlocking Growth

HVAC Upgrade Revenue
(in millions \$)



Only a Small Number of AHS Members have Completed an HVAC Upgrade to Date



New HVAC Program Success Factors



New Consumer
Financing Option
Driving Growth

Offering 12 months interest free

Financing usage up +75% YTD in 2025



Doubled
Contractor
Participation

**Process includes contractor
onboarding, training and marketing**

**Result: Quotes to members increased
40% in 1H 2025**

2-10 Integration Ahead of Schedule

**2-10 is a Great
Strategic Fit with FTDR**

- Complementary home warranty business
- Diversifies FTDR revenue
- Significant cost synergies and cross selling opportunities

**We Have Accelerated
Cost Synergies**

- Delivering improved cost synergies in back office, sales & marketing and service
- Result: Increasing expected cost synergies to ~\$15M from \$10M+ in 2025

Adjusted purchase price EBITDA multiple now below 7x

What about AI at Frontdoor?

Marketing

- Predictive Modeling to improve campaign performance
- Search Optimization to deliver more accurate results
- Smarter Audience Targeting through machine learning

Sales

- Real-time coaching during customer engagements
- AI-driven agents to streamline lead qualification and conversion

Operations

- Accelerated and standardized member support calls
- Improved accuracy and timeliness of authorizations

Frontdoor progressing AI initiatives across the company

Second Quarter Financial Results



Strong First Half Financial Results

(\$ millions)

Q2 2025

Revenue

\$617

+14%
vs. prior year period

Q2 2025

Net Income

\$111

+21%
vs. prior year period

Q2 2025

Adj EBITDA*

\$199

+26%
vs. prior year period

1H 2025

Revenue

\$1,043

+13%
vs. prior year period

1H 2025

Net Income

\$148

+17%
vs. prior year period

1H 2025

Adj EBITDA*

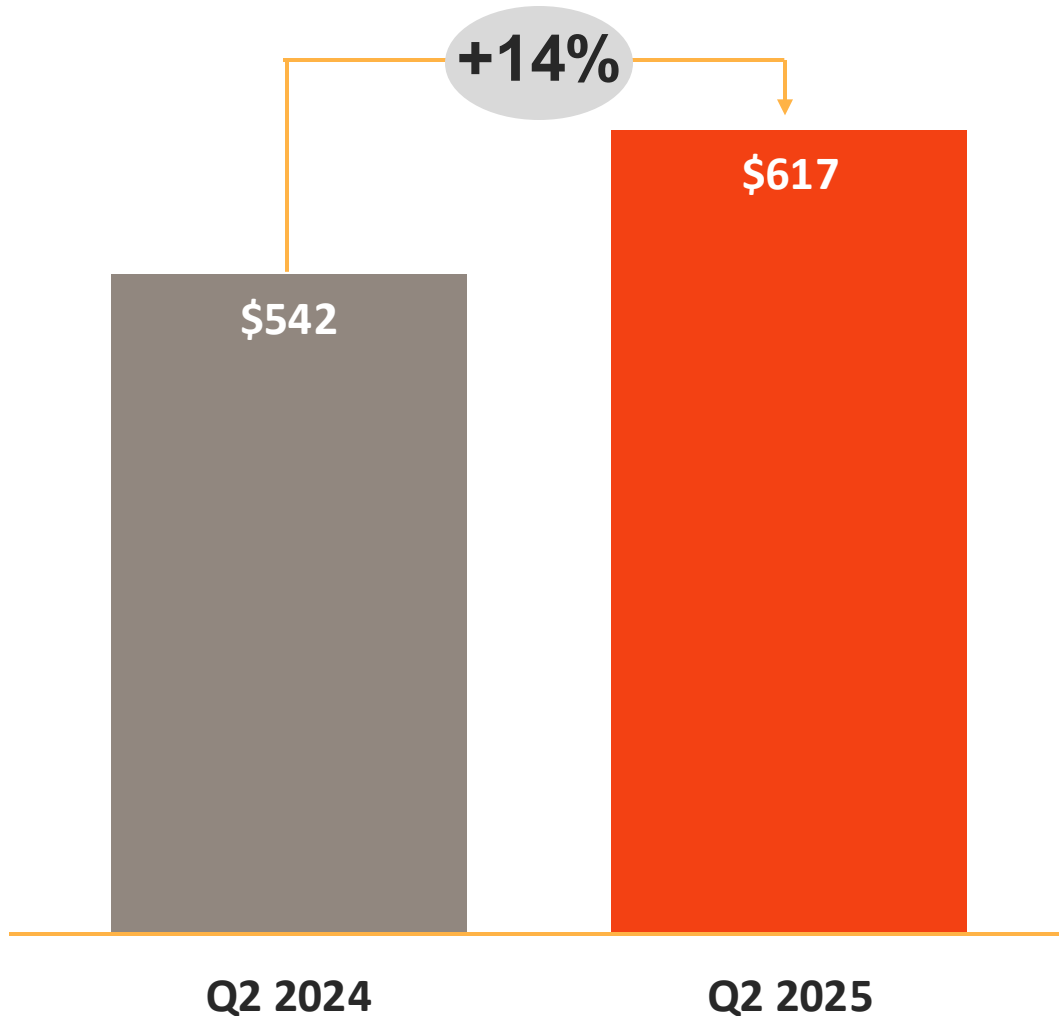
\$300

+31%
vs. prior year period

* This financial measure is a non-GAAP financial measure. Refer to "Non-GAAP Financial Measures" in this presentation for a description of this measure and the Appendix for a reconciliation to the nearest GAAP financial measure.

Q2 2025 Revenue

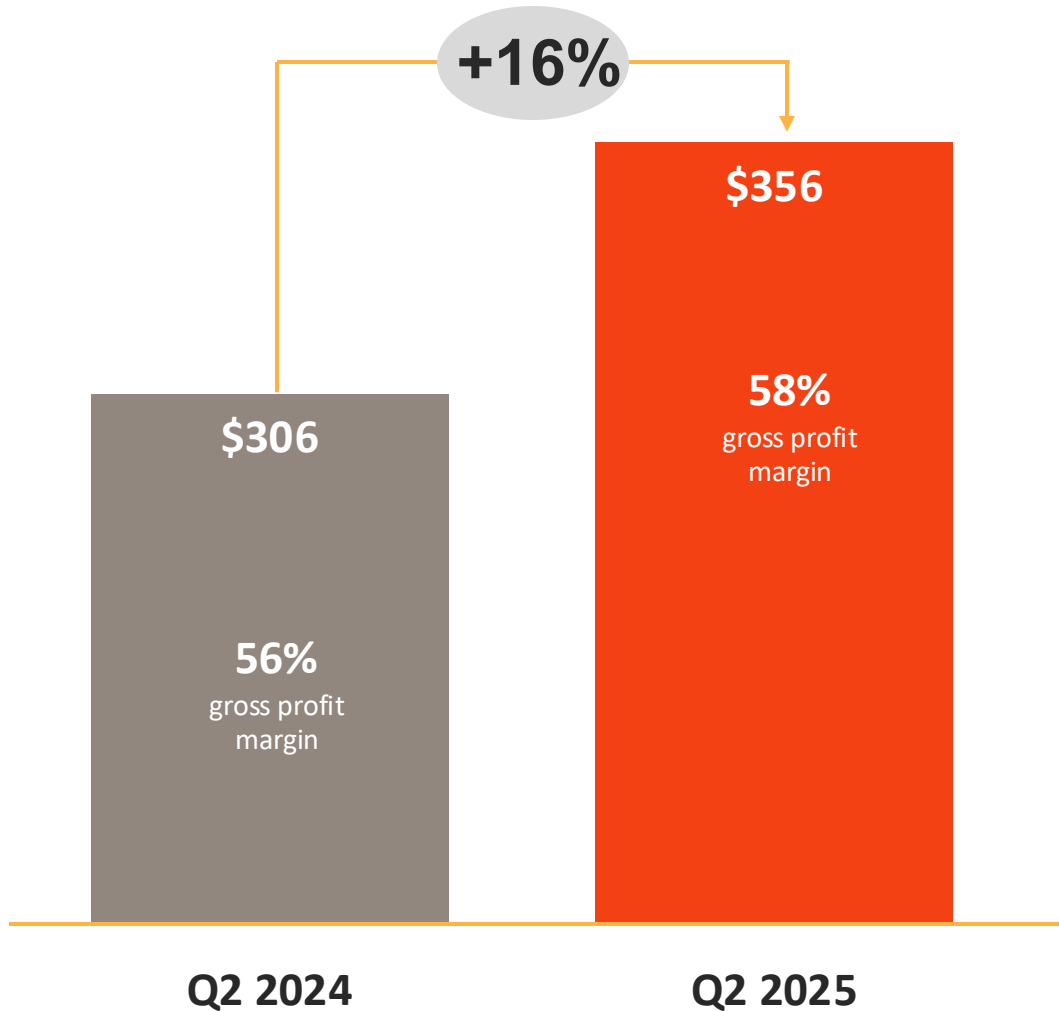
(\$ millions)



- Price +2%, volume +12%
- Renewals grew 9% due to the addition of 2-10 and higher price
- Real estate increased 21% due to the addition of 2-10
- DTC grew 12% as higher volumes were partially offset by lower price
- Other revenue grew 63% due to the new HVAC and Moen programs, as well as the addition of 2-10

Q2 2025 Gross Profit

(\$ millions)



- Gross profit margins of 58%, up 130bps
- Low single-digit net cost inflation across our contractor network, replacement parts and equipment
- Lower service requests per customer due to favorable weather of \$5M vs. prior year period

Strengthening Our Operational Muscle

Dynamic Pricing

Sophisticated pricing model that balances revenue, retention, and margin

Contractor Assignments

Using data and tech to match jobs with the right contractor the first time

Preferred Contractor Usage

Maximizing jobs assigned to preferred contractors, supporting favorable costs and quality

Flexing Scale

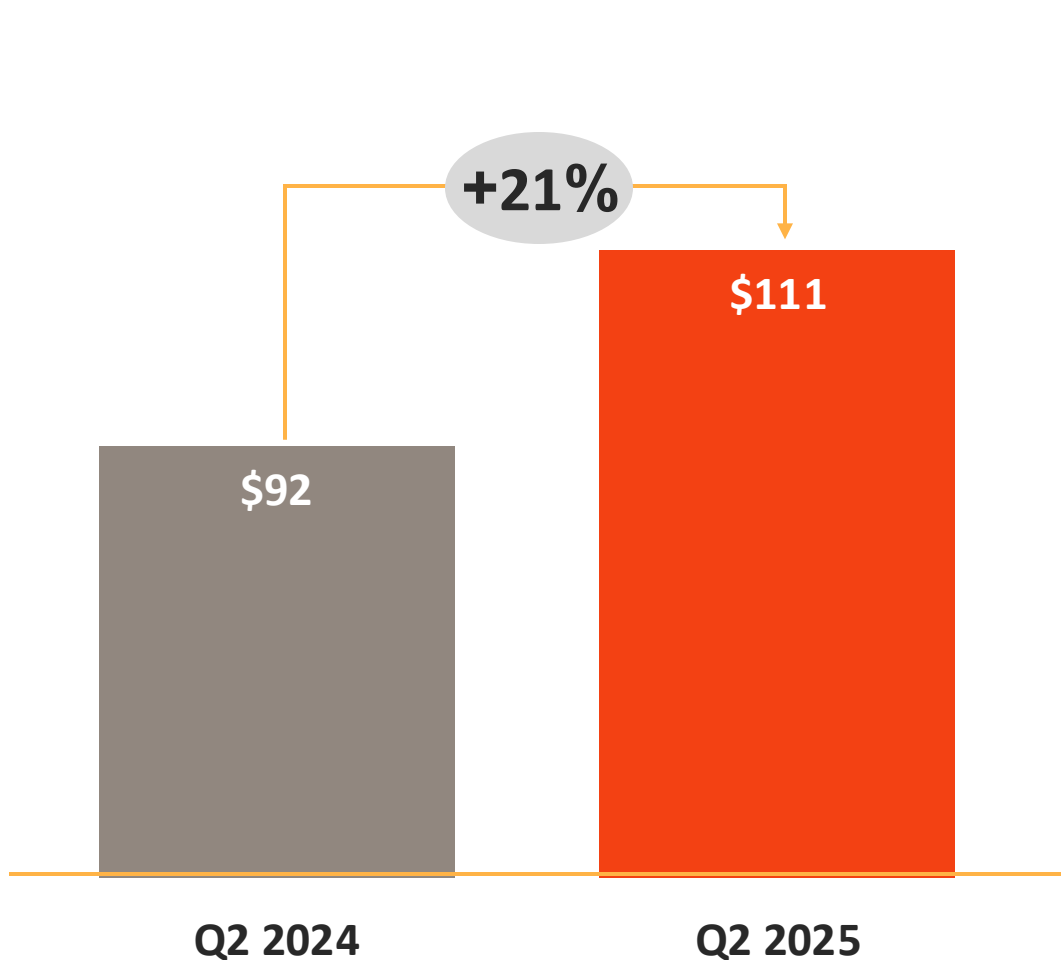
Leveraging supplier relationships to improve cost structure

Driving greater efficiency across the organization through continuous process improvements

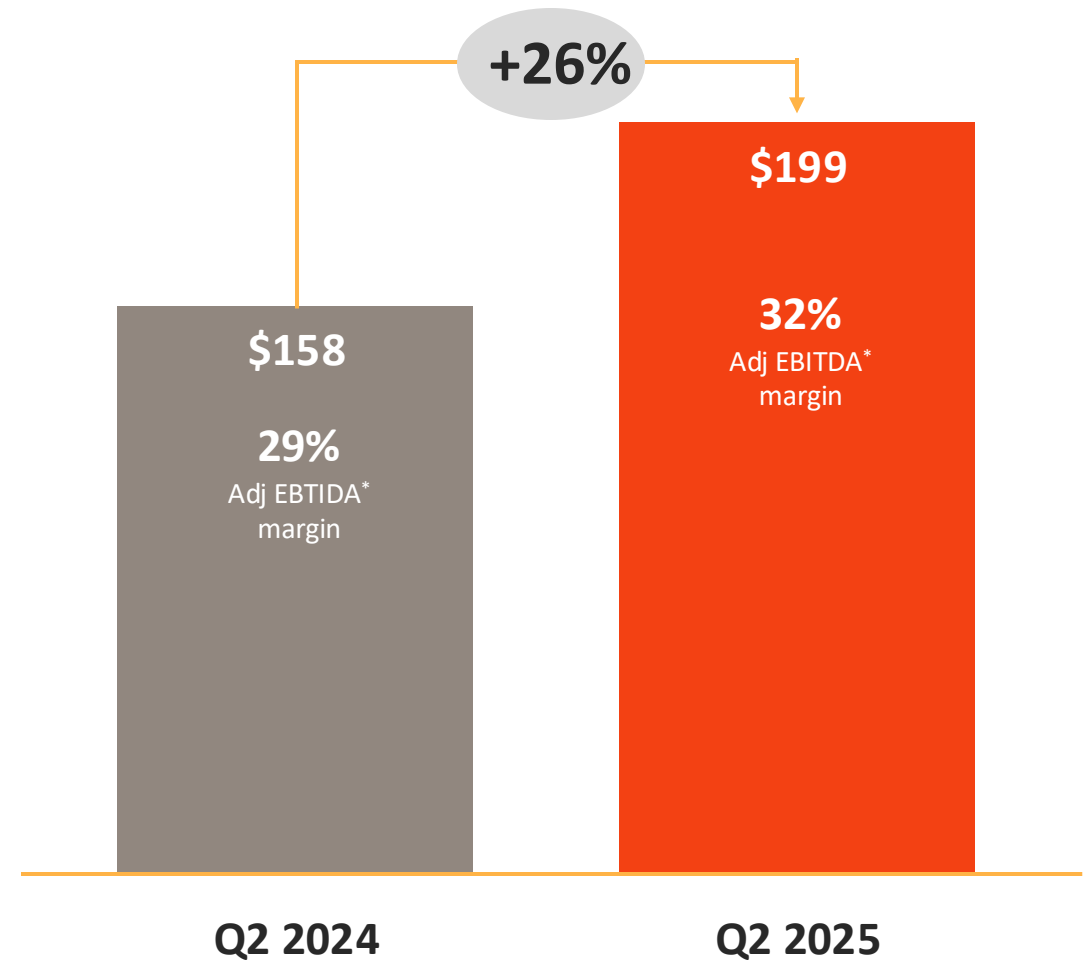
Q2 2025 Net Income & Adjusted EBITDA*

(\$ millions)

Net Income



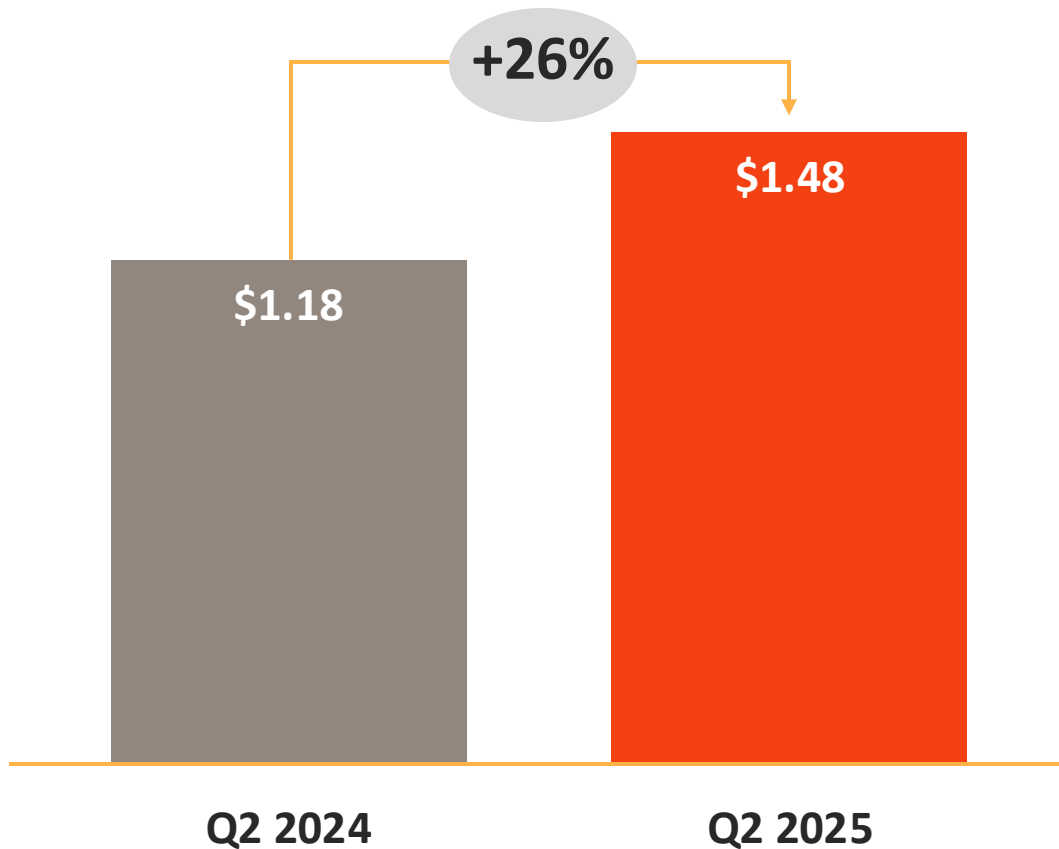
Adjusted EBITDA*



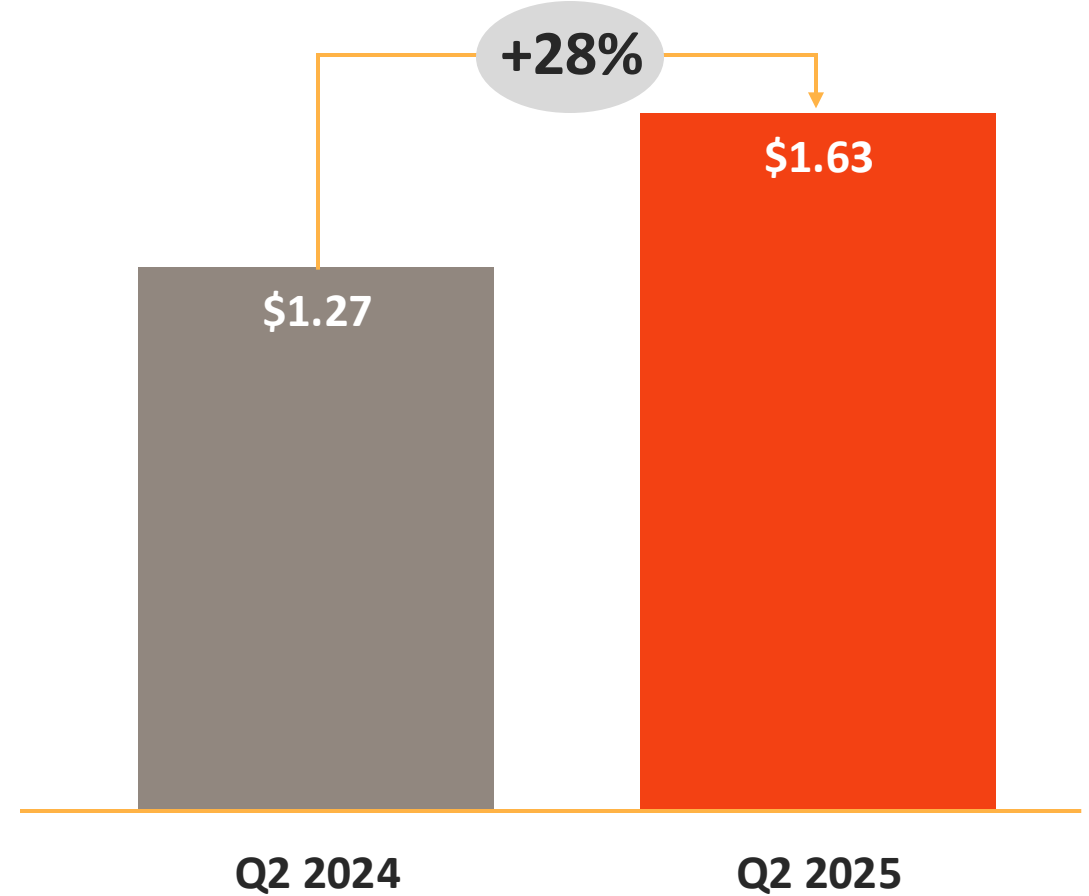
* This financial measure is a non-GAAP financial measure. Refer to "Non-GAAP Financial Measures" in this presentation for a description of this measure and the Appendix for a reconciliation to the nearest GAAP financial measure

Q2 2025 Earnings Per Share

Earnings per Share



Adjusted Earnings per Share*



Note: All references to earnings per share are presented on a diluted basis

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Strong Cash Flow and Cash Position

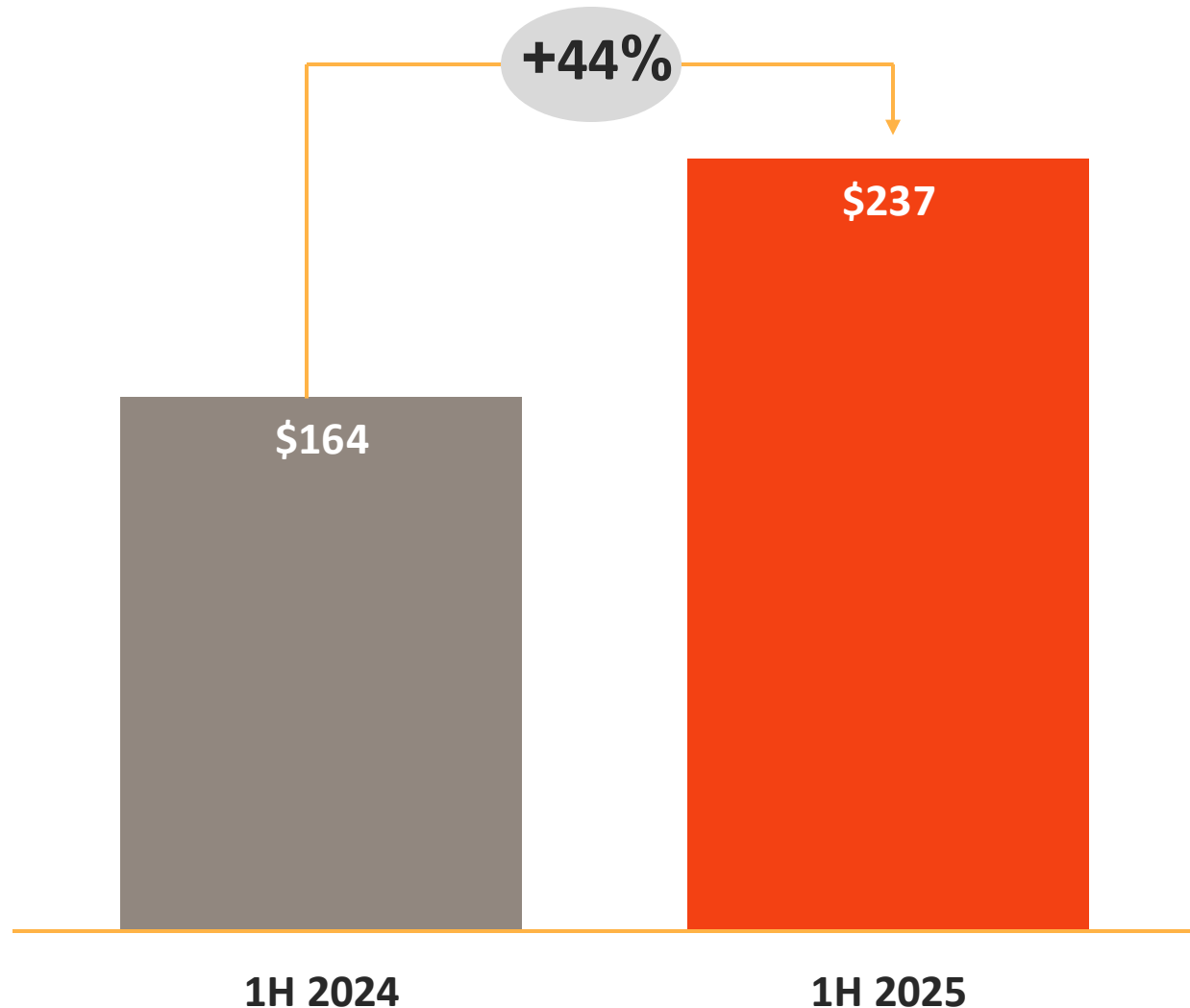
(\$ millions)	Six Months Ended June 30,	
Net cash provided from (used for):	2025	2024
Operating Activities	251	187
Investing Activities	42	(22)
Financing Activities	(153)	(71)
Cash increase during the period	141	93

Total Cash
\$562M

**Restricted
Cash**
\$185M

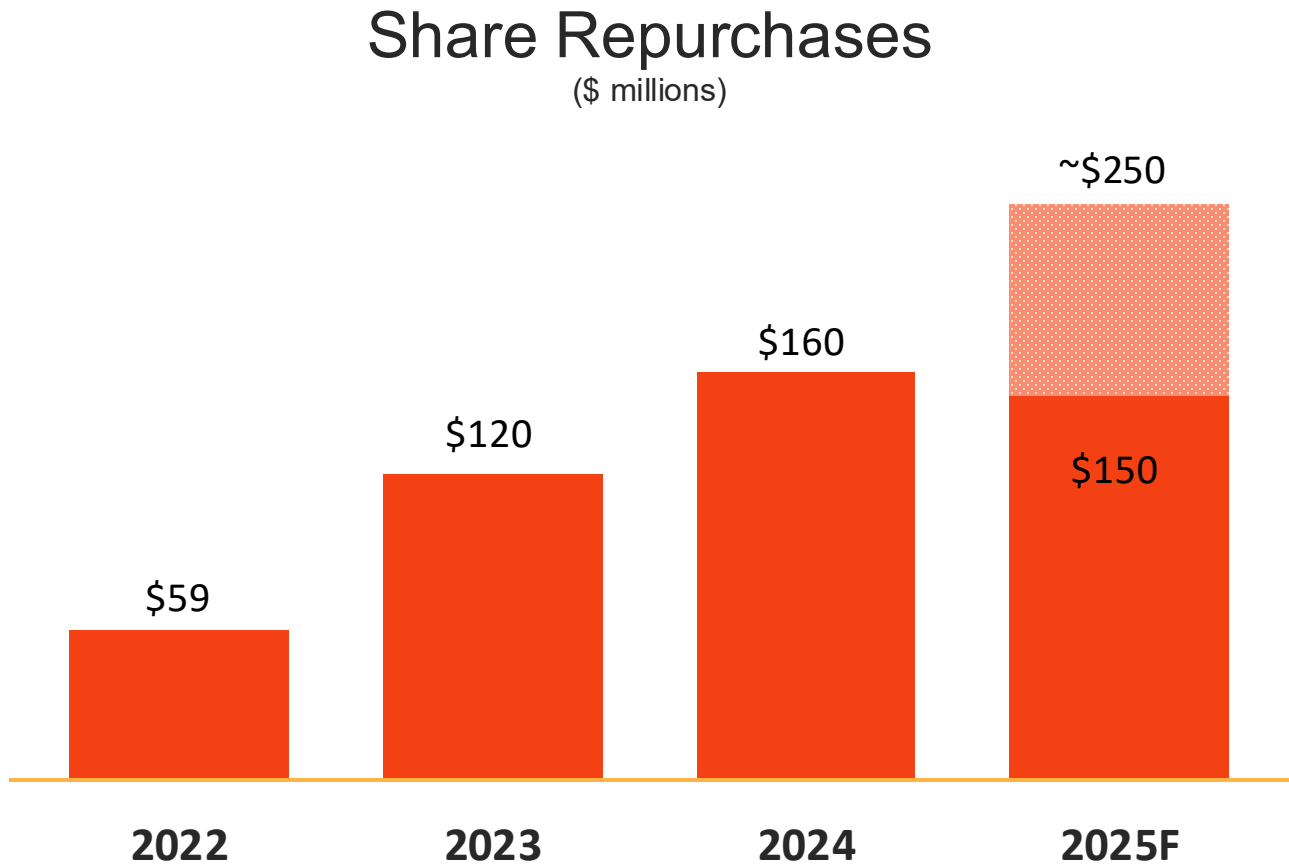
**Unrestricted
Cash**
\$377M

Significant Increase in Free Cash Flow*



- Strong performance driving record free cash flow
- On average, we have historically converted over 50% of Adjusted EBITDA into Free Cash Flow on an annualized basis
- **The result:** we have a strong financial position with an improving net leverage ratio that supports our capital allocation strategy

Raising 2025 Share Repurchase Target



- Repurchased \$150M of shares YTD through July 2025
- Increasing 2025 share repurchase target from \$200M+ to ~\$250M
- Targeting four consecutive years of increasing share repurchases

Q3 2025 and FY 2025 Outlook

Metric	Q3 2025 Outlook	FY 2024 Actual	Prior FY 2025 Outlook	Revised FY 2025 Outlook
Revenue	\$605 - \$615 million	\$1.8 billion	\$2.03 - \$2.05 billion	\$2.055 - \$2.075 billion
Gross Profit Margin	--	54%	54% - 55%	55% - 56%
SG&A	--	\$612 million	\$650 - \$670 million	\$660 - \$670 million
Adjusted EBITDA*	\$180 - \$190 million	\$443 million	\$500 - \$520 million	\$530 - \$550 million
Capital Expenditures	--	\$39 million	\$35 - \$45 million	~\$35 million
Annual Effective Tax Rate	--	25%	25%	24%

Refer to "Non-GAAP Financial Measures" in this presentation for a description of this measure. A reconciliation of the forward-looking third quarter and full year 2025 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.

Frontdoor Is...

**Operating
Better
Than Ever**

**Another record quarter of exceptional financial
and operational performance**

**Living
Our
Purpose**

Make life easier for every homeowner

**Delivering
On Our
Mission**

**Think like a homeowner, act like a Pro
and help like a friend**



Questions?

Appendix



Q2 2025 Consolidated Results

*This financial measure is a non-GAAP financial measure. Refer to "Non-GAAP Financial Measures" in this presentation for a description of this measure and the Appendix for a reconciliation to the nearest GAAP financial measure.

<i>\$ millions, except per share amounts</i>	Three Months Ended June 30,		
	2025	2024	Better /(Worse)
Revenue	\$ 617	\$ 542	\$ 75
YOY Growth			14%
Gross Profit	356	306	50
Gross Profit Margin	57.7%	56.4%	130 bps
Selling and administrative expenses	172	167	(6)
Depreciation and amortization expense	21	9	(12)
Restructuring charges	(0)	1	1
Interest expense	20	10	(10)
Interest and net investment income	(4)	(5)	(1)
Income before Income Taxes	146	124	22
Provision for income taxes	36	32	(4)
Net Income	\$ 111	\$ 92	\$ 19
Net Income Margin	18.0%	17.0%	100 bps
Other comprehensive income, net of tax	(5)	(1)	(4)
Total Comprehensive Income	\$ 106	\$ 91	\$ 15
Earnings Per Share:			
Basic	\$ 1.51	\$ 1.18	\$ 0.32
Diluted	\$ 1.48	\$ 1.18	\$ 0.31
Weighted average common shares outstanding:			
Basic	73.5	77.7	4.2
Diluted	74.7	78.1	3.4
Adjusted EBITDA*	\$ 199	\$ 158	\$ 42
Adjusted EBITDA* Margin	32.3%	29.1%	320 bps

YTD 2025 Consolidated Results

*This financial measure is a non-GAAP financial measure. Refer to "Non-GAAP Financial Measures" in this presentation for a description of this measure and the Appendix for a reconciliation to the nearest GAAP financial measure.

\$ millions, except per share amounts	Six Months Ended		
	June 30,		
	2025	2024	Better /(Worse)
Revenue	\$ 1,043	\$ 920	\$ 122
YOY Growth			13%
Gross Profit	591	500	91
Gross Profit Margin	56.7%	54.3%	230 pts
Selling and administrative expenses	323	302	(21)
% of revenue	31.0%	32.8%	180 pts
Depreciation and amortization expense	44	18	(26)
Restructuring charges	0	1	1
Interest expense	39	20	(19)
Interest and net investment income	(10)	(10)	0
Income before Income Taxes	194	169	25
Provision for income taxes	46	43	(3)
Net Income	<u>\$ 148</u>	<u>\$ 126</u>	<u>\$ 22</u>
Other comprehensive income, net of tax	(12)	0	(13)
Total Comprehensive Income	<u>\$ 136</u>	<u>\$ 126</u>	<u>\$ 9</u>
Earnings Per Share:			
Basic	\$ 2.00	\$ 1.61	\$ 0.38
Diluted	\$ 1.96	\$ 1.60	\$ 0.36
Weighted average common shares outstanding:			
Basic	74.1	78.0	3.9
Diluted	75.4	78.5	3.2
Adjusted EBITDA*	<u>\$ 300</u>	<u>\$ 229</u>	<u>\$ 71</u>

Net Income to Adjusted EBITDA Reconciliation

(\$ millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Net Income	\$ 111	\$ 92	\$ 148	\$ 126
Depreciation and amortization expense	21	\$ 9	\$ 44	\$ 18
Restructuring charges	—	\$ 1	\$ —	\$ 1
Interest expense	20	10	39	20
Non-cash stock-based compensation expense	9	8	17	15
Acquisition and integration related costs	2	\$ 6	\$ 4	\$ 6
Other	1	—	1	—
Provision for income taxes	36	\$ 32	\$ 46	\$ 43
Adjusted EBITDA*	\$ 199	\$ 158	\$ 300	\$ 229

*This financial measure is a non-GAAP financial measure. Refer to "Non-GAAP Financial Measures" in this presentation for a description of this measure and the Appendix for a reconciliation to the nearest GAAP financial measure.

Net Income to Adjusted Net Income Reconciliation

(\$ millions)	Three Months Ended June 30,	
	2025	2024
Net Income	\$ 111	\$ 92
Amortization expense	12	1
Acquisition-related costs	2	6
Restructuring charges	(0)	1
Tax Impact of adjustments	(3)	—
Adjusted Net Income*	<u>\$ 122</u>	<u>\$ 100</u>
Adjusted Earnings per Share*		
Diluted	\$ 1.63	\$ 1.27
Weighted-average Common Shares		
Diluted	74.7	78.1

*This financial measure is a non-GAAP financial measure. Refer to "Non-GAAP Financial Measures" in this presentation for a description of this measure and the Appendix for a reconciliation to the nearest GAAP financial measure.

Net Cash Provided from Operating Activities to Free Cash Flow Reconciliations

(\$ millions)	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Net Cash Provided from Operating Activities	\$ 127	\$ 103	\$ 251	\$ 187
Property additions	(7)	(12)	(14)	(22)
Free Cash Flow*	\$ 119	\$ 91	\$ 237	\$ 164

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