

# INNOVATE

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# INNOVATE IS WHO WE ARE

INNOVATE IS WHAT WE DO

# INNOVATE is a platform of best-in-class assets in 3 key areas of the new economy:

### **INFRASTRUCTURE**

DBM Global: Largest steel fabrication and erection company in the USA

### **LIFE SCIENCES**

- R2 Technologies: FDA-cleared revolutionary device to lighten and brighten skin in the \$22 billion<sup>(1)</sup> aesthetic dermatology market
- MediBeacon: Developing the first real-time monitoring of kidney function, which has received "breakthrough device designation" from the FDA and is being developed to address a \$7 billion<sup>(2)</sup> market

### **SPECTRUM**

 HC2 Broadcasting: One of the largest broadcast station groups in the US, owning 2.3 billion MHz POPs of spectrum

<sup>(1)</sup> Source: The Jarvis Report 2016 (R2-Commissioned) and "Revolution in Aesthetic Medicine" (11-21-2015)

<sup>(2)</sup> Based on studies from LifeSci Advisors (2019) and L.E.K. (2017) commissioned by MediBeacon

### The INNOVATE Executive Team

### AVIE GLAZER – CHAIRMAN OF THE BOARD

- Leads INNOVATE's strategic and philosophical direction
- Strong insider investment having purchased over \$62 million in last 2 years
- An owner of the Super Bowl champion Tampa Bay Buccaneers
- Co-Chairman of Manchester United the world's most popular sports team with 1.1 billion followers

### WAYNE BARR – PRESIDENT & CEO

- Extensive investment and executive leadership experience
- Deep expertise in technology, telecommunications and real estate
- Directs INNOVATE'S day-to-day operations while maintaining focus on driving consistent, profitable growth across all business segments
- Serves as CEO of HC2 Broadcasting overseeing all day-to-day operations

### **EXECUTIVE MANAGEMENT**

- Michael J. Sena Chief Financial Officer 25 years of finance, mergers & acquisitions, accounting and control experience
- Suzi R. Herbst Chief Administrative Officer Over 20 years of diverse human resources, operations, recruiting, equity and foreign exchange sales experience
- Joseph Ferraro Chief Legal Officer & Corporate Secretary Over 19 years of experience managing legal and compliance departments for permanent capital vehicles

### **INFRASTRUCTURE**













### **DBM Global**

- The largest steel fabrication and erection company in the USA
- Approx. \$1.6 billion Backlog as of 9/30/21 (up from \$395 million on 12/31/20)
   Approx. \$1.9 billion Adjusted Backlog<sup>(1)</sup> as of 9/30/21 taking into account awarded, but not yet signed contracts
- DBM is poised for growth from increased investment in alternative energy and additional public infrastructure spending
- DBM's best in class management team has a proven long-term track record of executing complex projects
- DBM recently expanded its geographic reach with its acquisition of Banker Steel
- DBM Vircon is a construction technology company providing state of the art modeling, detailing and digital engineering for high-profile projects internationally
- DBM's GrayWolf subsidiary provides service and maintenance for power, petrochemical, refinery and pulp/paper markets

# **Select DBM Steel Fabrication & Erection Projects**



SoFi Stadium, Los Angeles

**Apple Headquarters** 

**Hudson Yards, New York** 

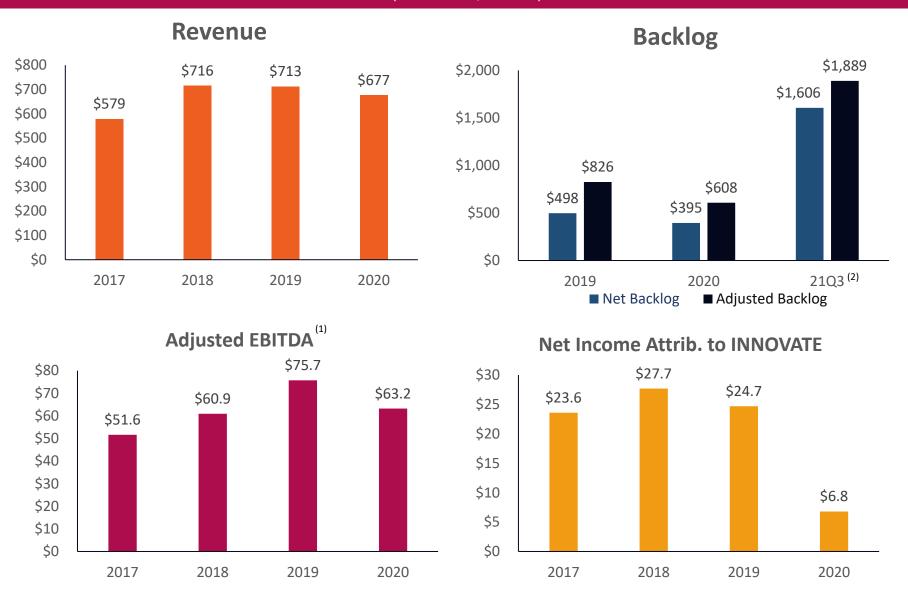


Fort Benning Hospital

Cosmopolitan Resort & Casino

**Phoenix Convention Center** 

# DBM Financial Summary (Amounts in \$ millions)



<sup>(1)</sup> See Appendix for reconciliation of Non-GAAP to U.S. GAAP

<sup>(2)</sup> Adjusted Backlog takes into consideration awarded, but not yet signed contracts and there are no assurances that these contracts will be entered into in the timeframe we anticipate or at all

### **LIFE SCIENCES**









**GENOVEL** 

# **Pansend Life Sciences**



### **Pansend Life Sciences**

- Pansend is INNOVATE's life sciences platform
- Pansend has investments in four life science companies: R2 Technologies,
   MediBeacon, Triple Ring Technologies and Genovel Orthopedics
- Pansend's outstanding leadership team has a proven track record for developing and monetizing life science companies.
- In 2018, INNOVATE sold BeneVir to Janssen Biotech (J&J) for up to \$1 billion<sup>(1)</sup>. BeneVir's proprietary T-Stealth oncolytic virus platform develops oncolytic viruses used to infect and destroy cancer cells.
- INNOVATE receives 75% of Pansend's economic distributions after receipt of INNOVATE's invested capital, plus a hurdle rate

<sup>(1)</sup> Subject to certain pre-determined milestones. There are no assurances that milestones will be achieved.

# **R2 Technologies**



## **R2** Technologies

- Glacial Rx®, launched in 2021 by R2 Technologies, is the first FDA cleared treatment for age spot removal that uses Cryomodulation – a patented cooling technology. This revolutionary system soothes skin while effectively removing age spots
- Glacial Rx® is anticipated to disrupt conventional heat-based laser treatments which often cause inflammation, side effects and the need for extended recovery
- Massive market opportunity: \$22 billion<sup>®</sup> skin tone evening, lightening and brightening products global market
- Glacial Rx® was developed by Drs. Rox Anderson, Dieter Manstein and Henry Chan – world famous dermatologists at Harvard Medical School who have created numerous commercially successful aesthetic dermatological devices such as Laser Hair Removal, Fractional Lasers/Fraxel, and Coolsculpting
- Glacial Rx® was named among "2021 Launches Doctors are Buzzing About" (2)
- Glacial Spa® commercial launch is expected in 2022. Glacial AI® (an autonomous robot) is expected to launch in 2023
- Strong patent portfolio: 42 issued patents & 42 patents pending

<sup>(1)</sup> Source: The Jarvis Report 2016 (R2-Commissioned) and "Revolution in Aesthetic Medicine" (11-21-2015)

<sup>(2)</sup> https://www.realself.com/news/best-beauty-launches-for-2021

# How Glacial Rx Compares:

	Glacial Rx	Laser	Facial
Feels good	×		×
Little to no downtime	×		×
No heat	×		×
Proven effective on age spots	×	×	
Uses Cryomodulation technology	×		
Can be performed any time of the year	×		×
No smoky plume	×		×

Results are typical after a single treatment and one can expect to see the full benefit of Glacial Rx within 1 to 2 months and in some cases, even sooner



### MediBeacon



### MediBeacon

- MediBeacon is developing the first real-time monitoring of kidney function which has received "breakthrough device designation" from the FDA and is being developed to address a \$7 billion market<sup>(1)</sup>. According to the FDA, a "Breakthrough Device" like the Transdermal GFR Measurement System is a product that has the potential to be more effective at diagnosing a life threatening or irreversible debilitating disease or condition compared to the current standard of care
- Significant medical opinions exist that current diagnostic tests to measure kidney function are inaccurate, providing indirect measurements, and are not real-time. Accurate kidney measurement is critical for treating patients in the hospital with 20-40% of patients at risk for kidney failure in critical care settings
- MediBeacon's Transdermal GFR Measurement System includes a patented compound, Lumitrace™ that
  is entirely eliminated by the kidneys. Lumitrace™ fluorescence is detected by a sensor placed on the
  skin, analogous to pulse oximetry for oxygen saturation.
- MediBeacon's technology platform is being developed for use in gastrointestinal, ocular, and surgical visualization markets. Gastrointestinal is a \$1 billion market<sup>(2)</sup>, ocular is a \$200 million market<sup>(3)</sup> and surgical visualization is a \$100 million market.<sup>(4)</sup>
- US & global pivotal studies are expected to begin early 2022 with premarket approval submission expected in 2022
- MediBeacon was founded by Steve Hanley, past President of Covidien's \$1.2 billion Imaging Diagnostic Platform, and Dr. Richard Dorshow, the physicist inventor of the technology
- Strong patent portfolio: 139 granted patents & 199 pending applications

<sup>(1)</sup> Based on studies from LifeSci Advisors (2019) and L.E.K. (2017) commissioned by MediBeacon

<sup>(2)</sup> Based on Effimed Exploratory GI Market Research (2017) commissioned by MediBeacon

<sup>(3)</sup> Based on Medicare Plan B data from 2012-2017 combined with MediBeacon market assumptions

<sup>(4)</sup> Based on US Centers for Disease and Prevention (CDC) statistics, "Urologic Complications from Surgery" Washington University School of Medicine (2021) and MediBeacon market assumptions



# **Other Pansend Opportunities**



**GENOVEL** 

## **Other Pansend Opportunities**

### **Triple Ring Technologies**

- A diversified, profitable technology and product development firm with 100 experienced scientists & engineers, including 21 PhDs
- Completed 450 projects from technology assessments to product development
- 2020 revenue was \$27 million
- Pansend owns 23%<sup>(1)</sup>

### **Genovel Orthopedics**

- "Mini Knee" for early osteoarthritis of the knee & "Anatomical Knee" a novel total knee replacement that has been granted a US patent
- Invented by Dr. Peter Walker (creator of the original Total Knee) at NYU Department of Orthopedic Surgery
- Pansend owns 75%<sup>(1)</sup>

# **SPECTRUM**



## **HC2 Broadcasting**

- One of the largest broadcast station groups in the US with approx. 230 broadcast stations in over 90 markets including 34 of the top 35 markets
- One of the largest owners of broadcast spectrum in the US with more than
   2.3 billion MHz POPs of spectrum
- As cable TV "cord cutting" increases and the number of over-the-air (OTA) viewers continues to grow HC2 Broadcasting has one of the largest OTA distribution platform in the US
- HC2's stations carry approx. 1,350 channels with programming from over 80 diginets
- Rising demand for a national distribution platform by large content providers increases revenues and margins for HC2 Broadcasting
- HC2 Broadcasting owns Azteca America a leading Spanish language network
- ATSC 3.0 (Next Gen TV) technology creates additional revenue opportunities

# HC2's stations carry approx. 1,350 channels with programming from over 80 diginets

















































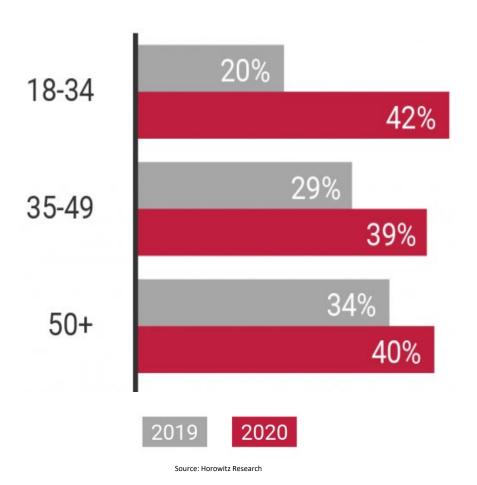








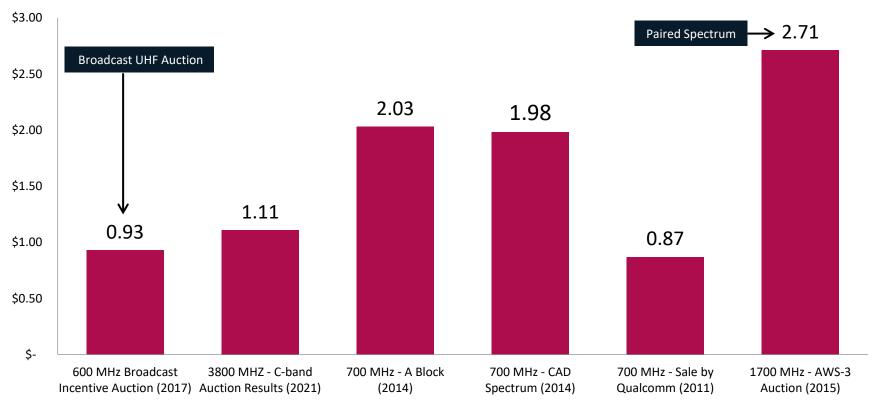
# OTA FREE TV HOUSEHOLDS ARE GROWING RAPIDLY



"The extraordinary growth of multicast TV networks over the past five years is one of the less told stories in the media industry. Today, more people watch more advertising for more time on multicast networks in the U.S. than they do on ad-supported streaming services, and all of that viewing is new. Multicast networks may not be as sexy as AVOD, but they are bigger." – Forbes 6/1/21

# Spectrum is becoming increasingly valuable & HC2 Broadcasting owns 2.3 billion MHz POPs of spectrum

### **Relevant Spectrum Auction + Sale Data Points**



- In 2017, the FCC reallocated OTA broadcasting spectrum to the telecom industry

   auction prices were \$0.93 per megahertz POP
- INNOVATE owns 98% of HC2 Broadcasting (86% fully diluted)



# **ADDITIONAL INNOVATE OPPORTUNITIES**

## **INNOVATE – Additional Opportunities**

### Benevir

As part of INNOVATE's sale of Benevir to Janssen Biotech in 2018, \$140 million will be paid to INNOVATE upon certain regulatory approvals in the US, EU & Japan and up to \$370 million will be paid to INNOVATE if certain sales milestones are reached<sup>(1)</sup>

### **Huawei Put**

 As part of INNOVATE's sale of Huawei Marine Networks in 2020, INNOVATE retained a put option exercisable in May 2022 worth an estimated \$32 million

### **Favorable Tax Position**

• \$170 million of US NOL carryforwards, of which \$102 million are estimated to be currently utilizable<sup>(2)</sup> + \$175 million of IRC Sec. 163(j) interest carryforwards as of 12/31/20

<sup>(1)</sup> There are no assurances that milestones will be achieved.

<sup>(2)</sup> This estimate may change based on changes to the quarterly forecasts and actual results reported on the 2020 U.S. tax return.



# **SUMMARY**

"It's rare to uncover a single investment in the new economy that's best-in-class.

To find a company that has multiple best-in-class assets is extraordinary"

**Avie Glazer**INNOVATE Chairman



# **APPENDIX**

### **Q3 2021 Financial Highlights**

Revenue		
(\$ millions)	3Q21	3Q20
Infrastructure	\$ 383.0	\$ 160.8
Life Sciences	1.6	-
Spectrum	10.2	9.7
Consolidated INNOVATE	\$ 394.8	\$ 170.5

Net Income Attrib. to Innovate Corp & Adj. EBITDA										
	3	3Q21	3Q20							
(\$ millions)	NI <sup>(1)</sup>	Adj. EBITDA <sup>(2)</sup>	NI (1)	Adj. EBITDA <sup>(2)</sup>						
Infrastructure	\$ 6.9	\$ 24.4	\$ 2.4	\$ 17.7						
Life Sciences	(5.1)	(7.1)	(4.3)	(5.9)						
Spectrum	(4.1)	1.8	(14.6)	(0.2)						
Non-operating Corporate	(8.0)	(3.8)	(8.0)	(3.7)						
Other & Eliminations	(1.3)	(1.0)	(1.0)	(0.1)						
Consolidated INNOVATE, Excluding Disc Ops	\$ (11.6)	\$ 14.3	\$ (25.5)	\$ 7.8						
<b>Discontinued Operations</b>	(200.3)		8.2							
Net Income Attrib. to INNOVATE Corp.	\$(211.9)		\$ (17.3)							

- (1) Net Income attributable to INNOVATE Corp.
- (2) See Appendix for reconciliation of Non-GAAP to U.S. GAAP
- (3) Adjusted Backlog takes into consideration awarded, but not yet signed contracts and there are no assurances that these contracts will be entered into in the timeframe we anticipate or at all.

#### **Consolidated Q3 Results**

- Revenue increased \$224.3M or 131.6% driven by our Infrastructure segment, due primarily to DBM's recent acquisition of Banker Steel and increases across the DBM platform
- Net Loss attributable to common stock and participating preferred stockholders of \$213.0M, driven mainly by the loss on the sale of the Insurance segment
- Adjusted EBITDA increased to \$14.3M, or \$6.5M driven by contribution from Banker Steel at Infrastructure combined with higher station revenues and cost savings at Spectrum

#### Infrastructure

- Net Income of \$6.9M
- \$24.4M in Adjusted EBITDA; contracted backlog of \$1,605.9M (Adjusted ~\$1,889M<sup>(3)</sup>), compared to \$394.5M at 12/31/20

#### Spectrum

- Net Loss of \$4.1M
- \$1.8M in Adjusted EBITDA
- · Fourth consecutive quarter of positive Adjusted EBITDA contribution

#### **Life Sciences**

- Glacial Rx® became FDA-cleared to remove benign lesions and temporarily reduce pain, swelling and inflammation; is now the first and only Class II dermal cooling system FDA-cleared for general dermabrasion, scar and acne scar revision, and tattoo removal
- MediBeacon preparing for its Pivotal Clinical Study for use of the TGFR system for renal monitoring (potentially Q1 2022)

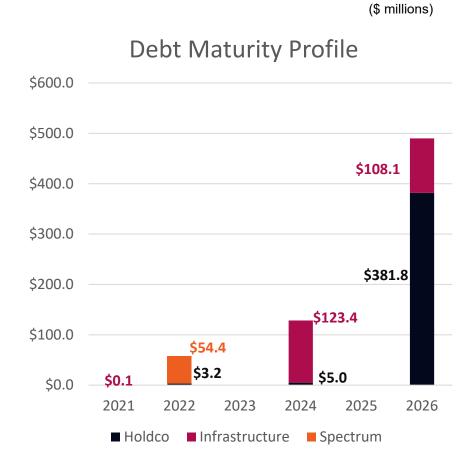
### **Non-operating Corporate**

Recurring SG&A up slightly 2.7% year-over-year

### **Current Credit Picture**

### **Debt Summary**

(\$ millions)	Maturity	Sep-21		D	ec-20
11.50% Senior Secured Notes	2021	\$	_	\$	340.4
8.50% Senior Secured Notes	2026		330.0		_
7.50% Convertible Senior Notes	2022		3.2		55.0
7.50% Convertible Senior Notes	2026		51.8		_
Line of Credit (1)	2024		5.0		15.0
Infrastructure Debt	Various		231.6		110.5
Spectrum Debt	Various		54.4		55.7
<b>Total Principal Outstanding</b>		\$	676.0	\$	576.6
Unamortized OID and DFC			(2.1)		(15.1)
Total Debt		\$	673.9	\$	561.5
Cash & Cash Equivalents (2)			55.5		43.8
Net Debt		\$	618.4	\$	517.7



 $<sup>(1)</sup> Borrowing\ rate\ on\ Line\ of\ Credit\ reduced\ from\ LIBOR\ plus\ 6.75\%\ to\ LIBOR\ plus\ 5.75\%\ in\ February\ 2021$ 

<sup>(2)</sup> Excludes cash included in Discontinued Operations

<sup>(3)</sup> Debt Maturity Profile excludes Preferred Stock and capital leases

<sup>(4)</sup> Infrastructure Line of Credit reflects maturity in 2024 and not U.S. GAAP presentation

<sup>(5)</sup> Proforma Debt profile for Spectrum debt that was extended in October with maturity to November 2022.

# Reconciliation of U.S. GAAP Income (Loss) to Adjusted EBITDA

(in millions)	Three months ended September 30, 2021									
		Infrastructure I		ciences	Spectrum	Non- operating Corporate	Other and Eliminations	INNOVATE		
Net (loss) attributable to INNOVATE Corp.								\$ (211.9)		
Less: Discontinued operations								(200.3)		
Net Income (loss) attributable to INNOVATE Corp., excluding discontinued operations	\$	6.9	\$	(5.1)	\$ (4.1)	\$ (8.0)	\$ (1.3)			
Adjustments to reconcile net income (loss) to Adjusted EBITDA:										
Depreciation and amortization		7.4		_	1.4	0.1	_	8.9		
Depreciation and amortization (included in cost of revenue)		3.4		_	_	_	_	3.4		
Other operating (income)		0.1		_	0.7	_	_	0.8		
Interest expense		2.2		_	2.4	8.2	_	12.8		
Other (income) expense, net		(0.3)		_	1.5	(1.8)	_	(0.6)		
Loss on early extinguishment or restructuring of debt		_		_	0.1	_	_	0.1		
Income tax expense		2.9		_	_	(2.8)	_	0.1		
Noncontrolling interest		0.7		(2.0)	(0.9)	_	(0.4)	(2.6)		
Share-based compensation expense		_		_	0.3	0.1	_	0.4		
Nonrecurring Items		(0.1)		_	_	_	_	(0.1)		
COVID-19 Costs		0.4		_	_	_	_	0.4		
Acquisition and disposition costs		0.8		_	0.4	0.4	0.7	2.3		
Adjusted EBITDA	\$	24.4	\$	(7.1)	\$ 1.8	\$ (3.8)	\$ (1.0)	\$ 14.3		

# Reconciliation of U.S. GAAP Income (Loss) to Adjusted EBITDA

(in millions)	Three months ended September 30, 2020							
	Infrastructure	Life Sciences	Spectrum	Non- operating Corporate	Other and Eliminations	INNOVATE		
Net (loss) attributable to INNOVATE Corp.						\$ (17.3)		
Less: Discontinued operations						8.2		
Net Income (loss) attributable to INNOVATE Corp., excluding discontinued operations	\$ 2.4	\$ (4.3)	\$ (14.6)	\$ (8.0)	\$ (1.0)	\$ (25.5)		
Adjustments to reconcile net income (loss) to Adjusted EBITDA:								
Depreciation and amortization	2.7	_	1.7	0.1	_	4.5		
Depreciation and amortization (included in cost of revenue)	2.3	_	_	_	_	2.3		
Other operating (income)	(0.3	) 0.1	9.6	_	_	9.4		
Interest expense	2.1	_	3.6	12.2	_	17.9		
Other (income) expense, net	(0.1	) 0.1	0.3	(7.2)	_	(6.9)		
Income tax expense	1.5	_	_	(2.3)	2.2	1.4		
Noncontrolling interest	0.1	(1.8)	(1.1)	_	(1.5)	(4.3)		
Bonus to be settled in equity	_	_	_	(0.2)	_	(0.2)		
Share-based compensation expense	_	_	0.2	0.7	_	0.9		
Nonrecurring Items	0.4	_	_	0.2	_	0.6		
COVID-19 Costs	6.4	_	_	_	_	6.4		
Acquisition and disposition costs	0.2	_	0.1	0.8	0.2	1.3		
Adjusted EBITDA	\$ 17.7	\$ (5.9)	\$ (0.2)	\$ (3.7)	\$ (0.1)	\$ 7.8		

# Reconciliation of U.S. GAAP Income (Loss) to Adjusted EBITDA

(in millions)

# DBM Global (Infrastructure Segment) For the Year Ending December 31,

		2015		2016		2017	2018		2019		2020
Net Income (loss) attributable to INNOVATE Corp., excluding discontinued operations	\$	24.4	\$	28.0	\$	23.6	\$	27.7	\$	24.7	\$ 6.8
Adjustments to reconcile net income (loss) to Adjusted EBITDA:											
Depreciation and amortization		2.0		1.9		5.6		7.4		15.5	10.7
Depreciation and amortization (included in cost of revenue)		7.7		4.4		5.3		7.0		9.1	9.1
Other operating (income) expense		0.3		1.7		0.3		(0.2)		0.5	0.1
Interest expense		1.4		1.2		1.0		2.6		9.3	8.5
Other (income) expense, net		(0.5)		(0.2)		-		(2.6)		(1.6)	0.5
Income tax expense		15.6		18.7		10.7		11.9		10.9	4.2
Noncontrolling interest		1.1		1.8		1.9		2.2		2.0	0.6
Nonrecurring Items		-		-		-		-		-	2.7
COVID-19 Costs		-		-		-		-		-	19.4
Acquisition and disposition costs		-		2.3		3.3		4.9		5.3	0.6
Adjusted EBITDA	\$	52.0	\$	59.8	\$	51.6	\$	60.9	\$	75.7	\$ 63.2

Certain balances may not foot due to rounding



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#### **Non-GAAP Financial Measures**

In this presentation, INNOVATE refers to certain financial measures that are not presented in accordance with U.S. generally accepted accounting principles ("GAAP"), including Adjusted EBITDA, which excludes results for discontinued operations, and Adjusted EBITDA for its operating segments.

### **Adjusted EBITDA**

Adjusted EBITDA is not a measurement recognized under U.S. GAAP. In addition, other companies may define Adjusted EBITDA differently than we do, which could limit its usefulness.

Management believes that Adjusted EBITDA provides investors with meaningful information for gaining an understanding of our results as it is frequently used by the financial community To provide insight into an organization's operating trends and facilitates comparisons between peer companies, since interest, taxes, depreciation, amortization and the other items listed in the definition of Adjusted EBITDA below can differ greatly between organizations as a result of differing capital structures and tax strategies. Adjusted EBITDA can also be a useful measure of a company's ability to service debt. While management believes that non-U.S. GAAP measurements are useful supplemental information, such adjusted results are not intended to replace our U.S. GAAP financial results. Using Adjusted EBITDA as a performance measure has inherent limitations as an analytical tool as compared to net income (loss) or other U.S. GAAP financial measures, as this non-GAAP measure excludes certain items, including items that are recurring in nature, which may be meaningful to investors. As a result of the exclusions, Adjusted EBITDA should not be considered in isolation and does not purport to be an alternative to net income (loss) or other U.S. GAAP financial measures as a measure of our operating performance. Adjusted EBITDA excludes the results of operations and any consolidating eliminations of our Insurance segment.

The calculation of Adjusted EBITDA, as defined by us, consists of Net income (loss) as adjusted for discontinued operations; depreciation and amortization; Other operating (income) expense, which is inclusive of (gain) loss on sale or disposal of assets, lease termination costs, asset impairment expense and FCC reimbursements; interest expense; net gain (loss) on contingent consideration; loss on early extinguishment or restructuring of debt; gain (loss) on sale of subsidiaries; other (income) expense, net; foreign currency transaction (gain) loss included in cost of revenue; income tax (benefit) expense; noncontrolling interest; bonus to be settled in equity; share-based compensation expense; non-recurring items; costs associated with the COVID-19 pandemic and acquisition and disposition costs.

### **Third Party Sources**

Third party information presented in this presentation is based on sources we believe to be reliable, however there can be no assurance information so presented will prove accurate in whole or in part.