

# Lender Processing Services First Quarter 2011

**Supplemental Materials** 



### Forward-Looking Statements

This presentation contains forward-looking statements that involve a number of risks and uncertainties. Those forward-looking statements include all statements that are not historical facts, including statements about our beliefs and expectations. Forward-looking statements are based on management's beliefs, as well as assumptions made by and information currently available to management. Because such statements are based on expectations as to future economic performance and are not statements of historical fact, actual results may differ materially from those projected. We undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise. The risks and uncertainties to which forward-looking statements are subject include, but are not limited to: our ability to adapt our services to changes in technology or the marketplace; the impact of adverse changes in the level of real estate activity (including among others, loan originations and foreclosures) on demand for certain of our services; our ability to maintain and grow our relationships with our customers; the effects of our substantial leverage on our ability to make acquisitions and invest in our business; the level of scrutiny being placed on participants in the foreclosure process; risks associated with federal and state inquiries and examinations currently underway or that may be commenced in the future with respect to our default management operations, and with civil litigation related to these matters; changes to the laws, rules and regulations that regulate our businesses as a result of the current economic and financial environment; changes in general economic, business and political conditions, including changes in the financial markets; the impact of any potential defects, development delays, installation difficulties or system failures on our business and reputation; risks associated with protecting information security and privacy; and other risks and uncertainties detailed in the "Statement Regarding Forward-Looking Information," "Risk Factors" and other sections of the Company's Form 10-K, the Company's subsequent reports on Form 10-Q and other filings with the Securities and Exchange Commission.

#### Use of Non-GAAP Measures

Generally Accepted Accounting Principles (GAAP) is the term used to refer to the standard framework of guidelines for financial accounting. GAAP includes the standards, conventions, and rules accountants follow in recording and summarizing transactions, and in the preparation of financial statements. In addition to reporting financial results in accordance with GAAP, LPS reports several non-GAAP measures, including "EBIT, as adjusted" (GAAP operating income adjusted for the impact of certain non-recurring adjustments, if applicable), "adjusted net earnings" (GAAP net earnings adjusted for the impact of certain non-recurring adjustments, if applicable, plus the after-tax purchase price amortization of intangible assets added through acquisitions), "adjusted net earnings per diluted share" (adjusted net earnings divided by diluted weighted average shares), and "adjusted free cash flow" (net cash provided by operating activities less additions to property, equipment and computer software, as well as non-recurring adjustments, if applicable). LPS provides these measures because it believes that they are helpful to investors in comparing year-over-year performance in light of certain non-recurring charges, and to better understand our financial performance, competitive position and future prospects. Non-GAAP measures should be considered in conjunction with the GAAP financial presentation and should not be considered in isolation or as a substitute for GAAP net earnings. A reconciliation of these non-GAAP measures to related GAAP measures is included in the 1Q11 earnings release.

#### First Quarter 2011 Highlights

- Revenues decreased 6.1% year-over-year primarily driven by a continued slow down in foreclosures, partially offset by strong growth in TD&A
- Adjusted EBIT margin of 22.2% in 1Q11 (vs. 22.9% in 1Q10 and 22.3% in 4Q10)
- Adjusted business unit EBIT margin (excluding Corporate) of 26.3% (vs. 25.8% in 1Q10 and 26.0% in 4Q10) reflecting benefit of cost reduction initiatives
- Adjusted net earnings decreased 7.3% year-over-year
- Adjusted net earnings per diluted share of 81 cents, increase of 1.3% year-over-year
- Adjusted free cash flow of \$101.3 million in 1Q11
- Repurchased 2.5 million shares in 1Q11



## Segment Revenue

	Quarte	**************************************	
(\$ in millions)	3/31/11	3/31/10	% Growth vs PY
Technology, Data and Analytics:			
Mortgage Processing	\$ 102.3	\$ 97.6	4.8%
Other TD&A	96.9	81.8	18.4%
Total	199.2	179.5	11.0%
Loan Transaction Services:			
Loan Faciliation Services	137.3	146.6	-6.4%
Default Services	221.1	268.7	-17.7%
Total	358.4	415.3	-13.7%
Corporate and Other	(1.5)	(2.4)	nm
Total Revenue	\$ 556.2	\$ 592.4	-6.1%

## Segment EBIT

		Quarte	end	ed	% Growth	3/31/11	3/31/10
(\$ in millions)	3	/31/11	3	/31/10	vs PY	Margin %	Margin %
Technology, Data and Analytics	\$	58.0	\$	53.9	7.6%	29.1%	30.0%
Loan Transaction Services		88.5		98.8	-10.5%	24.7%	23.8%
Corporate and Other		(23.1)		(17.0)	<u>nm</u>	<u>nm</u>	nm_
Total EBIT (1)	\$	123.3	\$	135.7	<u>-9.1%</u>	22.2%	22.9%
EBIT excluding Corporate	\$	146.4	\$	152.7	-4.1%	26.3%	25.8%

<sup>(1)</sup> Excludes a \$19.4 million non-recurring charge in 1Q11 (\$2.3 million in Technology, Data & Analytics, \$3.0 million in Loan Transaction Services and \$14.1 million in Corporate and Other) primarily relating to personnel reductions made in connection with the Company's cost reduction program.

## Consolidated Earnings

	Quarter	ended	
(\$ in millions, except per share data)	3/31/11	3/31/10	% Growth vs PY
Net Earnings	\$55.9	\$72.5	-22.9%
Less non-recurring charges, net of tax	12.0		
Net Earnings, excluding non-recurring charges	67.9	72.5	-6.3%
Purchase Price Amortization, net of tax	3.1	4.1	
Adjusted Net Earnings	\$71.1	\$76.7	-7.3%
Adjusted Net Earnings per Diluted Share	\$0.81	\$0.80	1.3%

#### Free Cash Flow

(\$ in millions)	Q1-11
Net Earnings Less cash related non-recurring charge, net of tax	\$55.9 4.2
Net earnings, as adjusted	60.1
Adjustments to reconcile net earnings to net cash provided by operating activities: Depreciation and amortization Other non-cash items	24.9 20.1
Working capital adjustments:  Net change in accounts receivable  Net change in other working capital items	33.7 (14.2)
Net cash provided by operating activities	124.6
Capital expenditures	(23.3)
Adjusted Net Free Cash Flow	\$101.3



## LPS Core <u>Addressable</u> Market Revenue Opportunity





Core Addressable Market Revenue Opportunity of approximately \$12B in 2011

Source: company and industry estimates



<sup>\*</sup> For LFS, primarily includes centralized refi + select services in other channels.

#### 2011 Guidance



(In millions, except per share data)

2Q 2	2011
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Adjusted EPS \$0.79 - \$0.82

#### Full Year 2011

Revenue Down mid-single digits vs. 2010

Adjusted EBIT Margin Flat vs. 2010

Adjusted EPS \$3.57 - \$3.64 (up 2 - 4%)

Diluted Shares ~ 86m

Adjusted Free Cash Flow \$300m - \$320m

Capital Expenditures \$100m - \$110m

Depreciation & Amortization (1) \$100m - \$110m

(1) Includes approximately \$17 million of purchase accounting amortization