

# Lender Processing Services Third 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 3Q11 earnings release.

#### Third Quarter 2011 Key Statistics

- Revenues decreased 13.8% year-over-year primarily driven by a continued slow down in foreclosure and origination activity, partially offset by 3.1% growth in TD&A
- Adjusted EBIT margin of 16.9% in 3Q11 (vs. 23.5% in 3Q10 and 16.8% in 2Q11)
- Adjusted net earnings of \$49 million
- Adjusted net earnings per diluted share of 59 cents
- Adjusted free cash flow of \$77 million
- Successfully completed refinancing of senior credit facilities to improve financial flexibility, enhance liquidity and provide for attractive long-term cost of capital
- No share or public bond repurchases during the quarter

### **Consolidated Earnings**

	Quarter ended						
(\$ in millions, except per share data)	3Q11		3Q10		% Growth vs PY		
Net Earnings	\$	40.5	\$	78.7	-48.6%		
Less non-recurring charges, net of tax		6.5					
Net Earnings, excluding non-recurring charges		46.9		78.7	-40.4%		
Purchase Price Amortization, net of tax		2.5		3.5			
Adjusted Net Earnings	\$	49.4	\$	82.2	-39.9%		
Adjusted Net Earnings per Diluted Share	\$	0.59	\$	0.89	-33.7%		

## Segment Revenue

(\$ in millions)	3Q11	% Growth vs PY	% Growth vs PQ
Technology, Data and Analytics:			
Mortgage Processing	\$ 106.4	3.9%	3.5%
Other TD&A	87.4	2.2%	-0.8%
Total	193.7	3.1%	1.5%
Loan Transaction Services:			
Loan Facilitation Services	141.1	-14.7%	24.5%
Default Services	199.1	-25.0%	-5.4%
Total	340.2	-21.1%	5.1%
Corporate and Other	(1.8)	nm	nm
Total Revenue	\$ 532.1	-13.8%	3.7%

# Segment EBIT

		3Q1	1	% Growt	h vs PY	% Growth vs PQ		
(\$ in millions)	\$		Margin %	% Var	bps Var	% Var	bps Var	
Technology, Data and Analytics	\$	62.6	32.3%	-8.3%	(401)	6.4%	150	
Loan Transaction Services		61.2	18.0%	-36.7%	(444)	3.9%	(21)	
Corporate and Other		(34.0)	nm	nm	nm	nm	nm	
Total EBIT	\$	89.8	16.9%	-38.1%	(664)	4.4%	11	
EBIT excluding Corporate	<u>\$</u>	123.8	23.2%	-24.9%	(347)	5.2%	31	

#### Free Cash Flow

(\$ in millions)	 1Q11	2Q11		3Q11		Y	TD11
Net Earnings Less cash related non-recurring charge, net of tax	\$ 55.9 4.2	\$	21.4 5.2	\$	40.5 2.1	\$	117.7 11.5
Net earnings, as adjusted	60.1		26.6		42.6		129.2
Adjustments to reconcile net earnings to net cash provided by operating activities:  Depreciation and amortization  Other non-cash items	24.9 20.1		24.6 36.7		24.3 26.2		73.8 83.0
Working capital adjustments:  Net change in accounts receivable  Net change in other working capital items	33.7 (14.2)		19.7 4.1		10.9 0.9		64.3 (9.2)
Net cash provided by operating activities	124.6		111.7		104.8		341.1
Capital expenditures	 (23.3)		(29.9)		(28.2)		(81.5)
Adjusted Net Free Cash Flow	\$ 101.3	\$	81.8	\$	76.6	\$	259.6

#### **Guidance Update**



#### Q4 2011 Guidance

Revenue \$510m - \$520m

Adjusted EPS \$0.57 - \$0.59

Adjusted Free Cash Flow \$60m - \$70m