

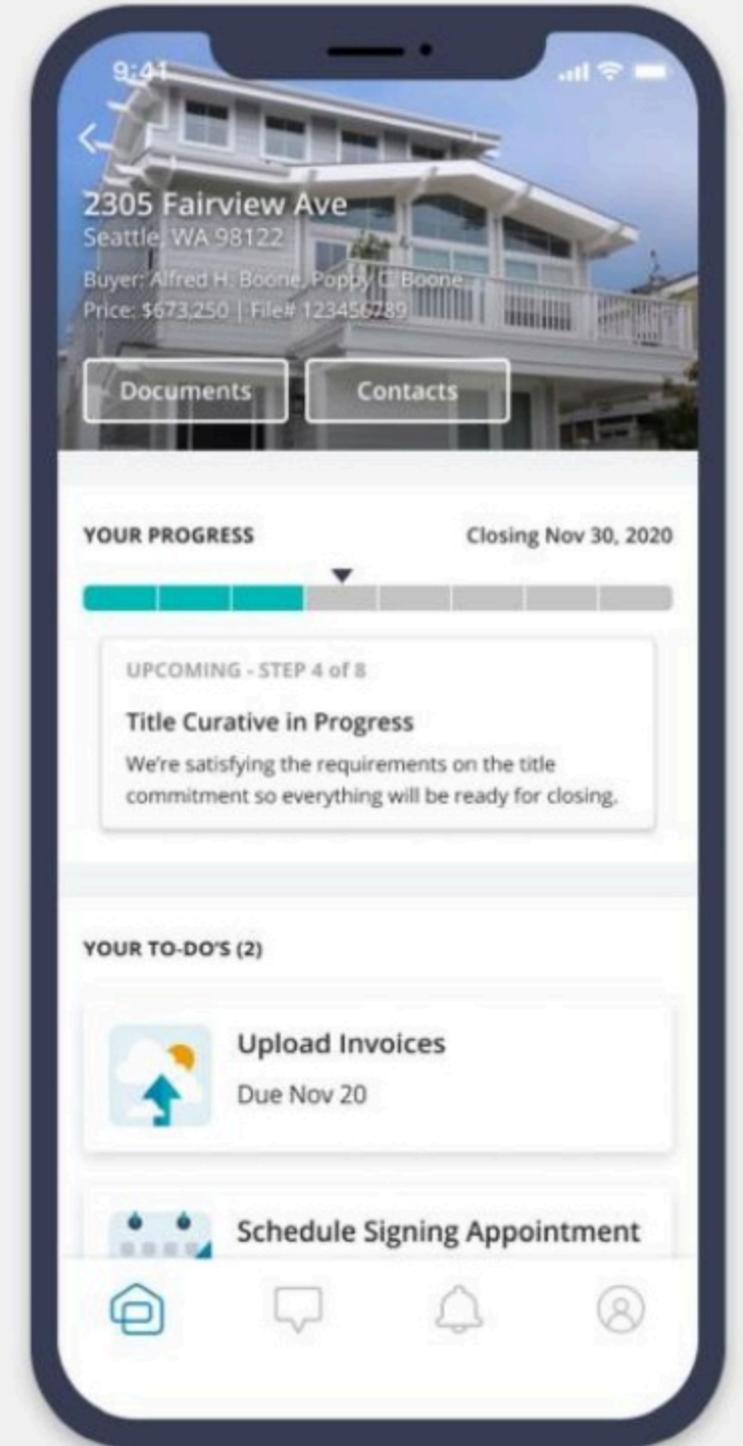


Pitch Deck



About Us

- ▶ Full-service digital title and escrow
- ▶ An enhanced closing experience across web, iOS, & Android
- ▶ Built from the ground up through people, process, and technology





Endpoint Timeline

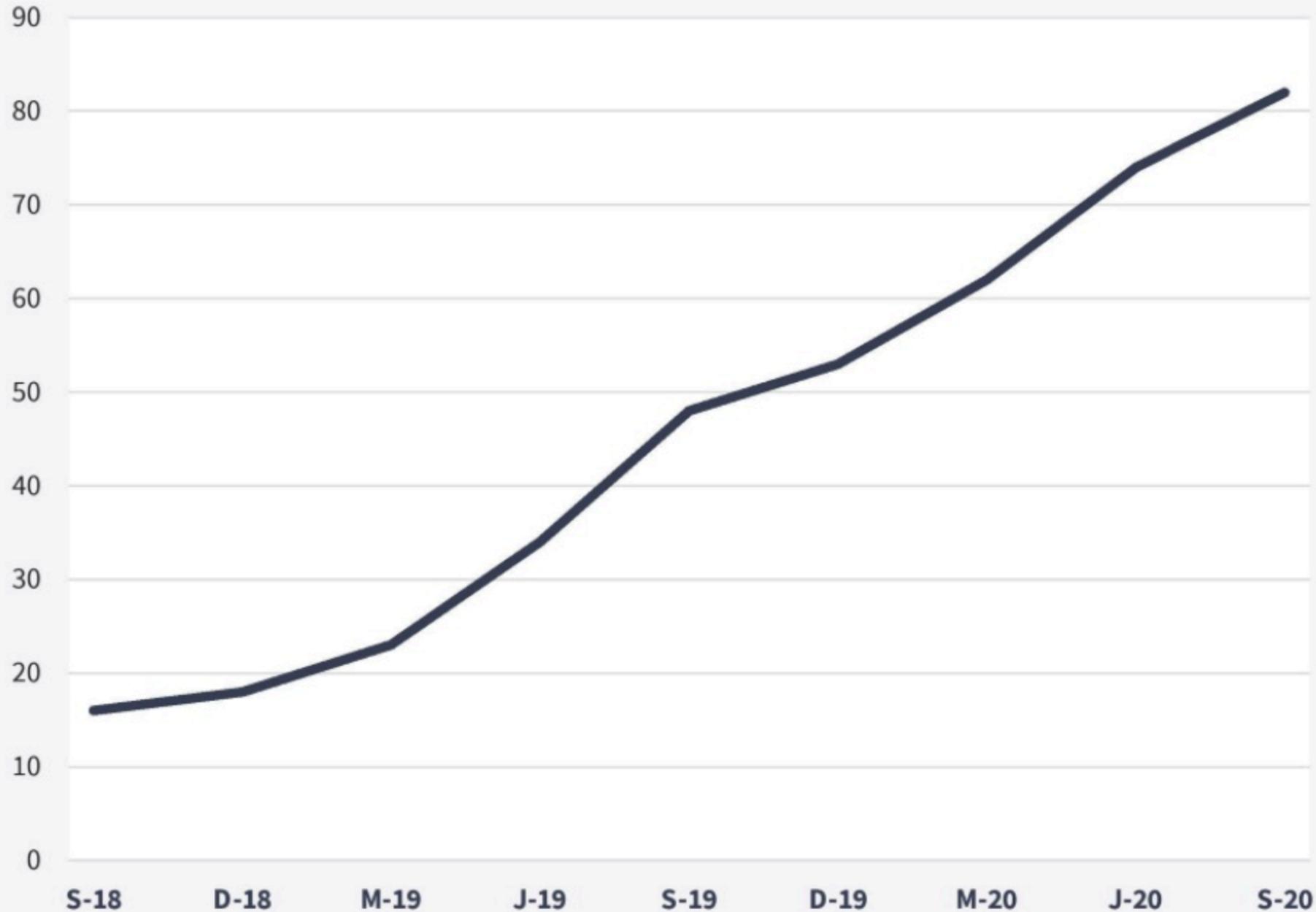
2017 - PRESENT



2018				2019				2020				2021				2022			
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
MVP Product Market Fit <ul style="list-style-type: none"> • Focus on REA & Buyer / Seller Experience • Test and optimize the front-end experience • Platform compatibilities to inform DIY+ EO experience build • How new market requirements influence the product 				FOUNDATION API, Markets <ul style="list-style-type: none"> • Focus on the EO Experience and improving EO efficiency • Stand up centralized Ops Hub in AZ • Test and optimize the “new” back-end experience to inform automation • Prove traction in multiple states (CA, AZ, etc.) • Test whether productizing API has market viability 								SCALE Expansion & Automation <ul style="list-style-type: none"> • Scale optimized product and back-end experience across markets and partnerships • Determine whether margin can be increased through increased back-end process automation 							



Employee Headcount¹



Building Out Management

- 1st half of 2020 focused on building out the management structure in the Product Dev org
- 2nd Half of 2020 is focused on building out the management structure in Sales / Ops

Employee Surveys

- Endpoint is a “Great Place to Work” at 95%

Initiatives

- Performance management + growth matrix for employee development
- Diversity, inclusion, and equity

Competition: T&E Startups focused on growth and less on escrow process



(\$ in millions)



	endpoint	modus	JetClosing A TITLE COMPANY	SPRUCE	BLUEPRINT TITLE	states title	Qualia
Funding ¹	\$30	\$39.3	\$34.9	\$48.1	\$29.2	\$158.2	\$95.2
Last Round	Series A Q3 '19	Acquired Q4 '20	Series B Q3 '20	Series B Q2 '20	Series B Q4 '20	Series C Q2 '20	Series C Q4 '19
Latest Valuation	n/a	\$100M	\$59M	\$144M	\$75M - \$90M	\$623M	\$555M
Headcount ¹	80	57	80	70	46	169	282
Product, Design, & Engineering HC ¹	31	13	17	19	5	57	54
Revenue / Sales Rep	\$1.0	\$0.5	\$0.2	n/a	n/a	n/a	n/a

1: From LinkedIn research, as of Sept 15, 2020

2: From internal research and estimates



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