

eXp World Holdings, Inc

Fact Sheet

EXPI

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NASDAQ

eXp World Holdings

QUICK REFERENCE

eXp World Holdings, Inc.

Trading Symbol: EXP

Outstanding Shares: 71,593,000

Website: www.EXPREALTY.com

BUSINESS SUMMARY

eXp World Holdings, Inc. is the holding company for eXp Realty, LLC, the largest residential real estate brokerage by geography in North America. eXp Realty (exprealty.com) is changing the way that agents, brokers and consumers work together in an adaptive, sustainable environment. As the leading, national, cloud-based real estate brokerage, eXp Realty provides 24/7 access to collaborative tools, training and socialization for real estate brokers and agents through its virtual campus environment.

It is one of the fastest growing real estate brokerage firms in North America with more than 11,000 agents in 49 U.S. states, the District of Columbia and the provinces of Alberta and Ontario, Canada. As a publicly traded company, eXp World Holdings, Inc. uniquely offers real estate professionals within its ranks opportunities to earn company stock for production and contributions to overall company growth.

Q1 FY2020 FINANCIAL RESULTS SUMMARY

- Revenue increased 73% in the first quarter of 2020 to \$271 million, compared to \$157 million in the first quarter of 2019.
- Gross profit grew 93% to \$28.0 million in the first quarter of 2020, compared to \$14.5 million in the first quarter of 2019. Gross profit is calculated as revenues less commission and other agent-related costs.
- Net income was \$0.2 million in the first quarter of 2020, compared to a net loss of \$6.3 million in the first quarter of 2019.
- Adjusted EBITDA (a non-GAAP financial measure) was \$5.7 million in the first quarter of 2020, compared to (\$0.7) million in the first quarter of 2019.
- Cash flow from operations increased approximately 163% to \$17.5 million in the first quarter of 2020, compared to \$6.7 million in the first quarter of 2019.

CONTACT INFORMATION

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Recent Press Releases *(Headlines and Excerpts)*

eXp World Holdings Expands Real Estate Operations Into France

One of the Fastest-growing Real Estate Companies Extends its EU Footprint With the Addition of France

Dec. 15, 2020 -- eXp World Holdings, Inc. has expanded into France, under the eXp France banner. In addition to its robust U.S. presence, eXp Realty also operates in seven other countries, including Australia, Canada, India, Mexico, Portugal, South Africa and the United Kingdom, with more than 40,000 agents across the globe.

eXp Realty Surpasses 40,000 Real Estate Agents Globally On Its Immersive Cloud-Based Platform 40,000 Agent Milestone Represents 60% Year-over-year Growth

Dec. 14, 2020 -- eXp World Holdings, Inc. exceeded 40,000 agents globally. This represents a year-over-year increase of 60% when compared to 25,000 agents at this same time last year.

The milestone of surpassing 40,000 agents follows eXp's rapid international expansion and record-setting year for net agent growth, transaction growth and the company's top- and bottom-line. In the third quarter of 2020, the company's revenues increased 100% year-over-year to a record \$564.0 million, which drove record net income of \$14.9 million.

eXp's expansion into the commercial real estate space, with eXp Commercial, has also catalyzed the company's strong growth. eXp's Commercial platform offers agents the same attractive commission and capping model, a revenue-share program and stock option opportunities.

Additionally in 2020, eXp World Holdings made two purchases to help with future growth: It purchased Showcase IDX, a real estate search platform popular with consumers and real estate agents. It also acquired SUCCESS Enterprises, a personal and professional development media company, which will allow eXp to blend its technology and content to enhance the personal development platform for entrepreneurs and sales professionals around the globe.

eXp World Holdings Completes Acquisition of SUCCESS Enterprises

Acquisition enables eXp to launch technology-driven platform for entrepreneurs and sales professionals in \$38 billion personal development industry

Dec. 09, 2020 -- eXp World Holdings, Inc. announced that it has completed the acquisition of SUCCESS Enterprises and its related media properties, including the highly coveted SUCCESS.com domain and web property. With the addition of SUCCESS, eXp will blend its technology and content to enhance the personal development platform for entrepreneurs and sales professionals.

Through SUCCESS's media channels and eXp's immersive 3D Virbela technology, eXp will develop an ecosystem of on-demand personal development content, including digital coaching and courses. The cloud-based platform, expected to launch in 2021, will enable SUCCESS to engage more directly with its more than 4.5 million community members and allow eXp to provide more personal development resources to its more than 39,000 agents around the globe.

SUCCESS is a U.S.-based business magazine that was founded in 1897 by achievement philosopher Orison Swett Marden. In its 123-year lifespan, SUCCESS has become one of the leading publications in the United States covering personal and professional development through inspiration, motivation and training. In addition to SUCCESS magazine, the brand's media properties include [SUCCESS.com](https://www.success.com), SUCCESS newsletters, podcasts, digital training courses and affiliated social media accounts across platforms.

eXp World Holdings Expands Real Estate Operations Into Portugal

One of the Fastest-growing Real Estate Companies Extends Innovative Business Model to the Portugal Market

Dec. 08, 2020 -- eXp World Holdings, Inc. announced its expansion into Portugal, under the eXp Portugal banner. Portugal represents the seventh international expansion for the company. In addition to its robust U.S. presence, eXp Realty also operates in Australia, Canada, India, Mexico, South Africa, and the United Kingdom, with more than 39,000 agents across the globe.

This Company Fact Sheet is distributed by Andrew Barwicki, Investor Relations. Contact Info: 516-662-9461 / andrew@barwicki.com
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