



Axos Financial, Inc. Investor Presentation

February 2020

NYSE: AX



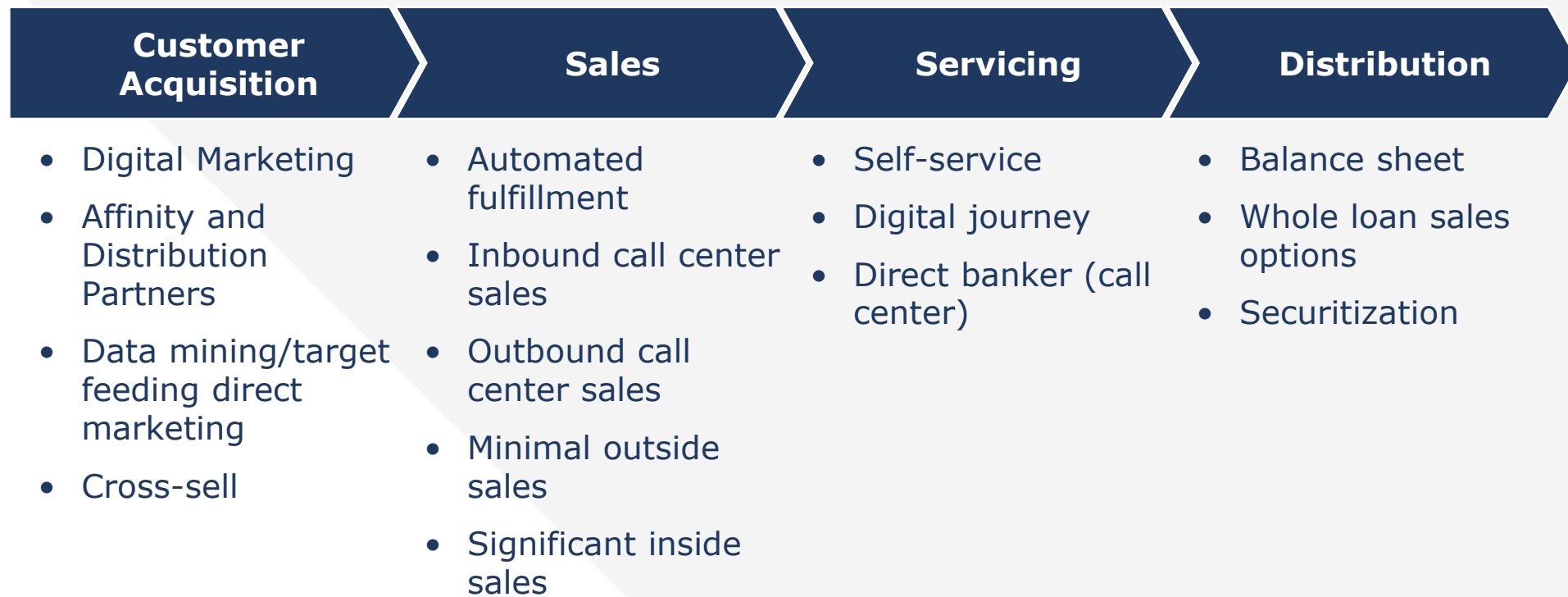
Safe Harbor

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 (the "Reform Act"). The words "believe," "expect," "anticipate," "estimate," "project," or the negation thereof or similar expressions constitute forward-looking statements within the meaning of the Reform Act. These statements may include, but are not limited to, projections of revenues, income or loss, projected consummation of pending acquisitions, estimates of capital expenditures, plans for future operations, products or services, and financing needs or plans, as well as assumptions relating to these matters. Such statements involve risks, uncertainties and other factors that may cause actual results, performance or achievements of the Company and its subsidiaries to be materially



different from any future results, performance or achievements expressed or implied by such forward-looking statements. For a discussion of these factors, we refer you to the Company's reports filed with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended June 30, 2019. In light of the significant uncertainties inherent in the forward-looking statements included herein, the inclusion of such information should not be regarded as a representation by the Company or by any other person or entity that the objectives and plans of the Company will be achieved. For all forward-looking statements, the Company claims the protection of the safe-harbor for forward-looking statements contained in the Reform Act.

Axos' Business Model is Differentiated From Other Banks



Core Digital Capabilities



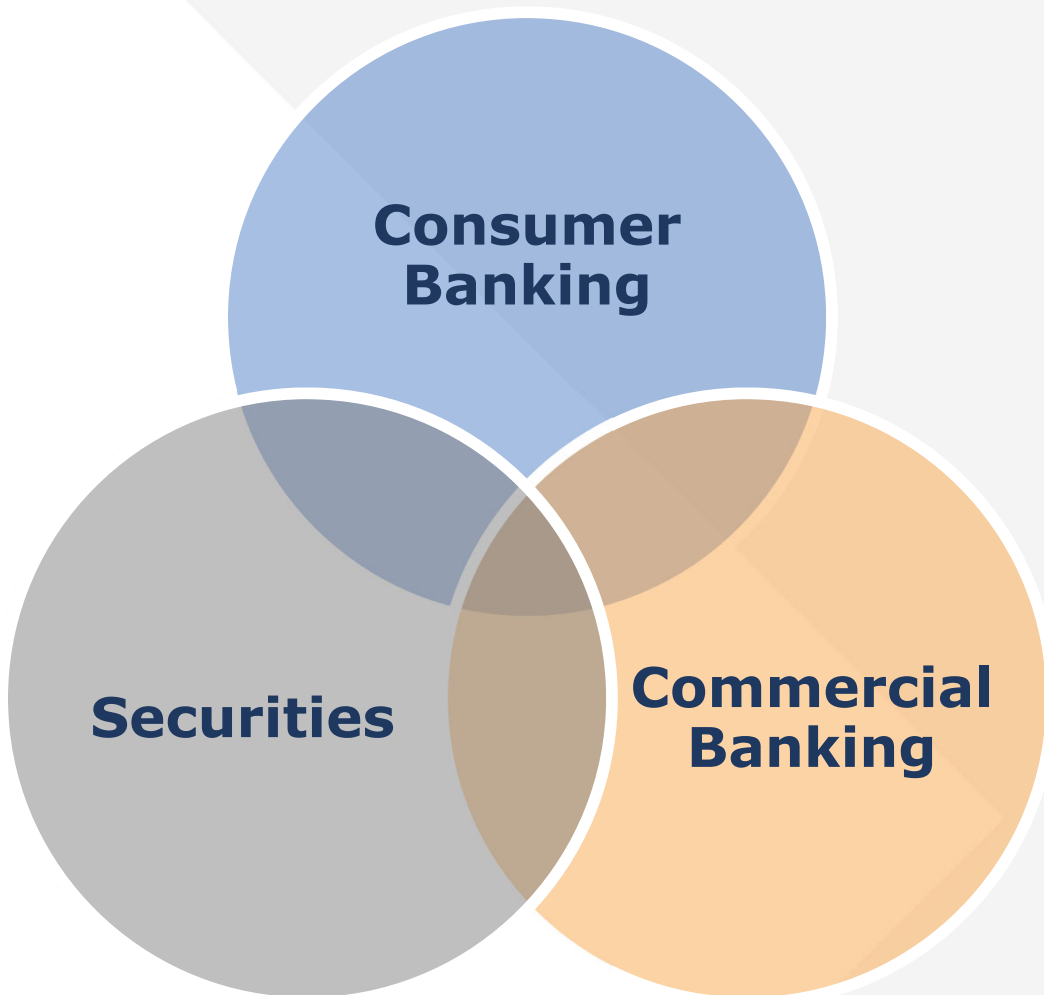
Our Business Model is More Profitable Because Our Costs are Lower

<i>As % of average assets</i>	Axos¹ (%)	Banks Greater Than \$10bn² (%)
Net interest income	3.81	2.93
Salaries and benefits	1.05	1.16
Premises, equipment and other non-interest expense	0.85	1.39
Total non-interest expense	1.90	2.55
Core business margin	1.91	0.38

1. For the three months ended 9/30/19 – the most recent data on FDIC website “Statistics on Depository Institutions Report”
Axos Bank only, excludes Axos Financial, Inc. to compare to FDIC data. Data retrieved 01/31/2020.

2. All Commercial Banks by asset size. FDIC reported for three months ended 9/30/19. Total of 143 institutions >\$10 billion. Data retrieved 01/31/2020.

Axos Financial's Three Business Segments Provide the Foundation For Sustained Long-Term Growth

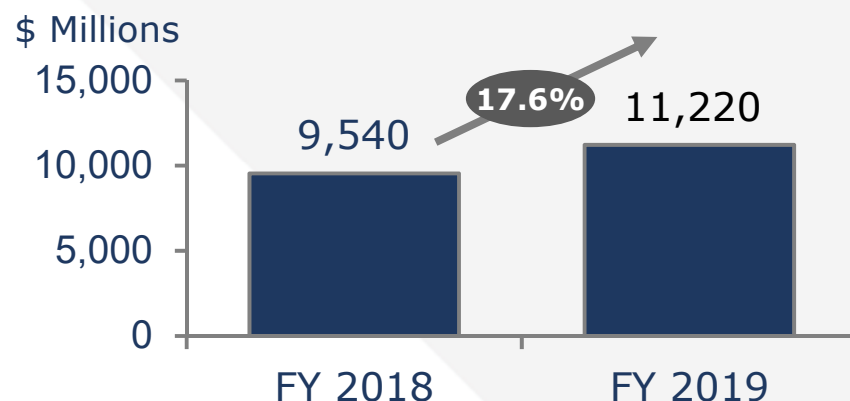


Investment Thesis

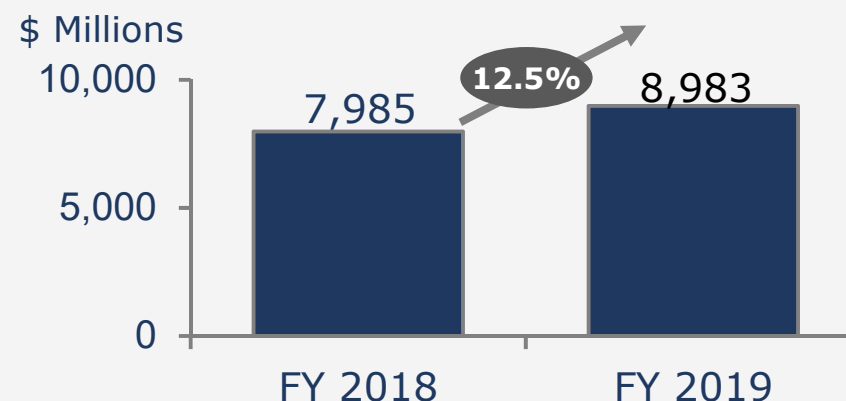
- > Diverse mix of asset, deposit, and fee income reduces risk and provides multiple growth opportunities in varying environments
- > Differentiated retail digital strategy from “online savings banks” or fin-tech competitors
- > Structural cost advantage vs. traditional banks
- > Differentiated distribution strategy
- > New business initiatives will generate incremental growth
- > Universal Digital Banking Platform and Enterprise Technology stack provide operating leverage opportunity
- > Technology synergies among business segments reduce overall cost of growth strategy

Fiscal 2019 Highlights Compared with Fiscal 2018

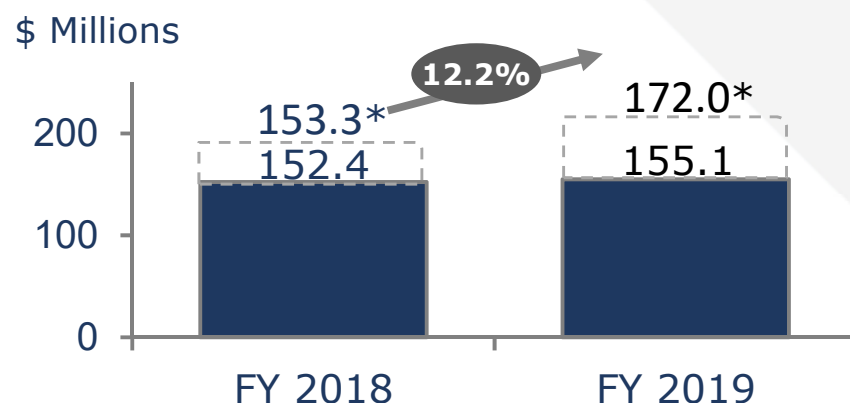
Asset Growth



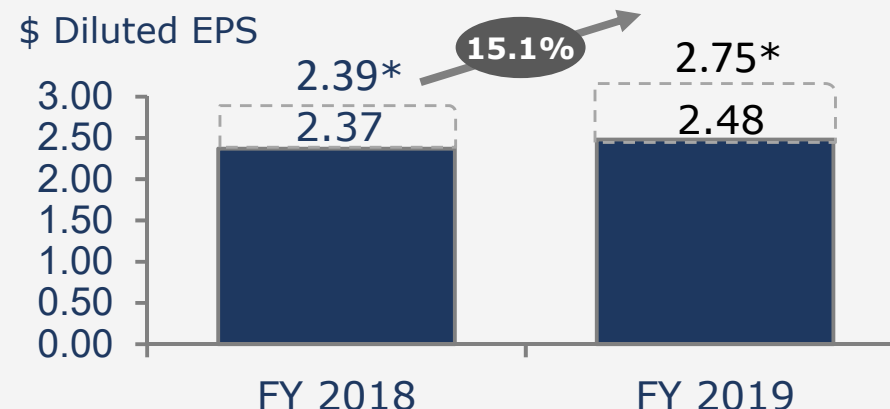
Deposit Growth



Net Income



Diluted EPS



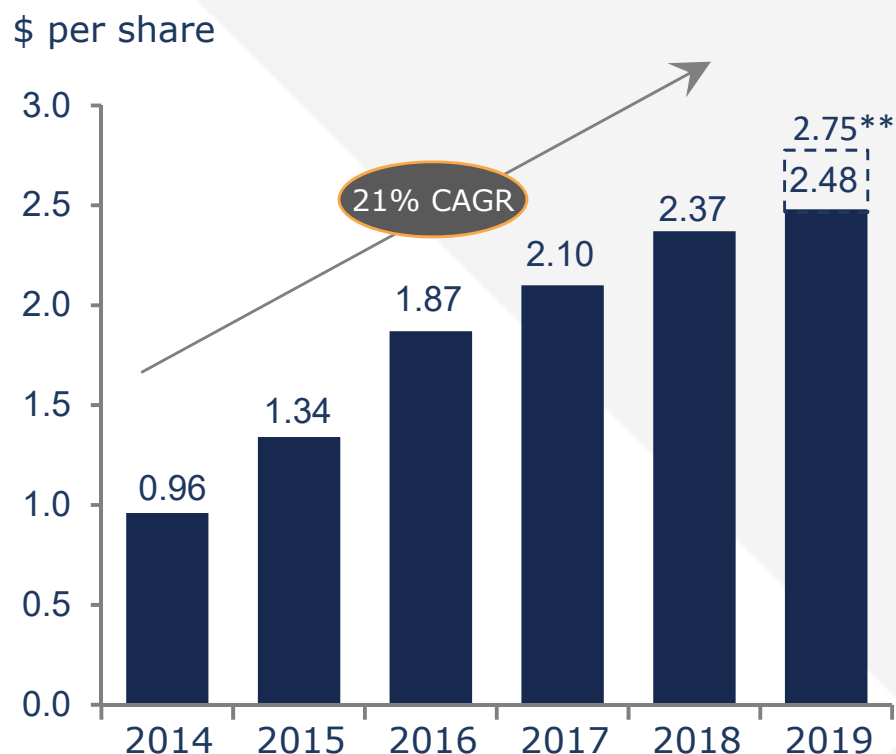
Return on Equity = 17.08%*

Return on Assets = 1.68%*

* Adjusted earnings and adjusted earnings per diluted common share, non-GAAP measures, which excludes non-cash amortization expenses and non-recurring costs related to mergers and acquisitions, and other non-recurring costs. Without adjusted earnings, ROE was 15.40% and ROA was 1.51% based on GAAP earnings.

Diluted EPS and Return on Equity Have Been Consistently Strong

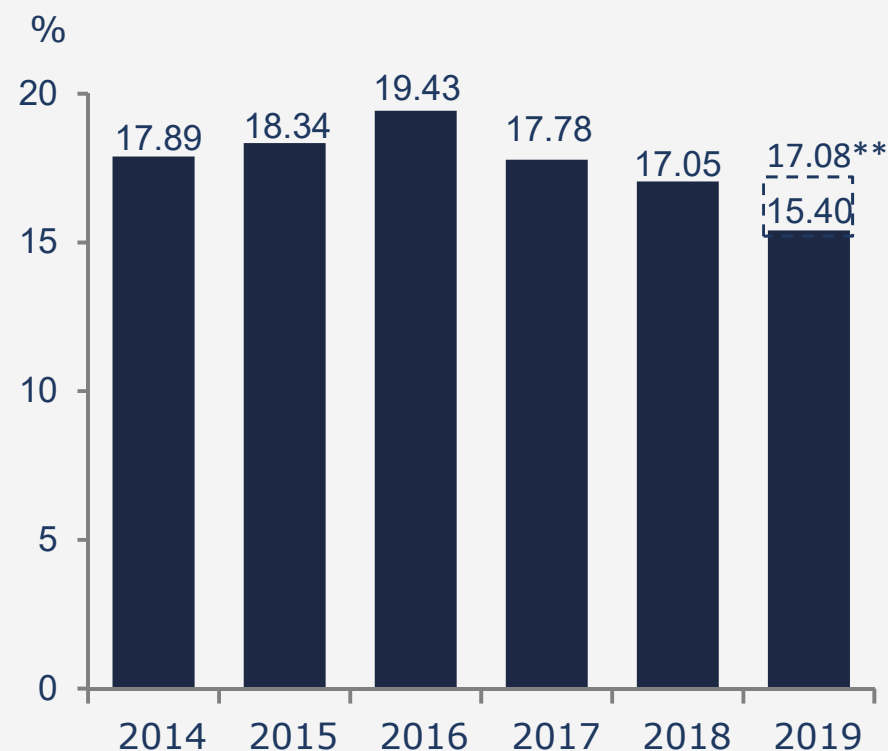
Diluted EPS (FY)



Book value per share

\$6.33 \$8.51 \$10.73 \$13.05 \$15.24 \$17.47

Return On Average Equity (FY)



Tier 1 leverage ratio*

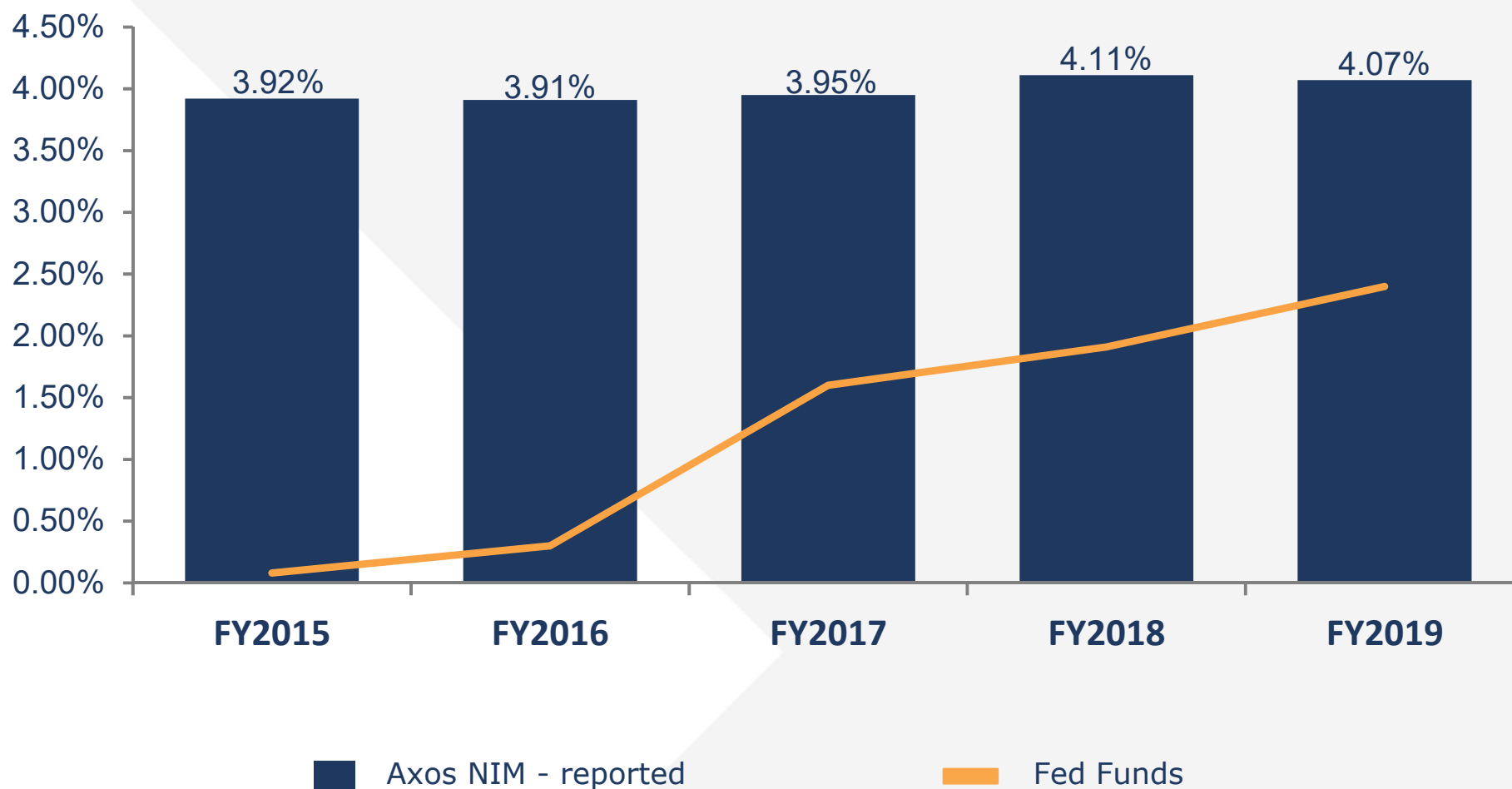
8.7% 9.6% 9.1% 10% 9.4% 8.8%

*Tier 1 leverage ratio is for Axos Financial, Inc., except 2014 which is for Axos Bank

**Adjusted earnings and adjusted earnings per diluted common share, non-GAAP measures, which excludes non-cash amortization expenses and non-recurring costs related to mergers and acquisitions, and other non-recurring costs. Without adjusted earnings, Diluted EPS was \$2.48 ROE was 15.40% based on GAAP earnings.

Net Interest Margin Has Been Stable/Rising Through a Variety of Interest Rate Cycles

Stable Net Interest Margin



Axos is a Top Quartile Performer Versus Bank Peer Group

	Axos Bank	Peer Group	Percentile
ROAA	1.69%	1.02%	91%
Return on equity	19.23%	8.61%	93%
G&A	1.92%	2.48%	25%
Efficiency ratio	40.19%	66.08%	8%

The 93% on ROE means that the Bank outperformed 93% of all banks. The 25% G&A ranking means that only 25% of banks spend less on G&A than Axos. Peer group includes savings banks greater than \$1 billion.

Diverse Lending Businesses Across Banking and Securities Segments ...

\$ Millions

FY20 Q2

Lending

Single family

Gain-on-sale Mortgage Banking

\$36

Jumbo Mortgage

\$4,137

Warehouse Lending

\$432

Commercial Real Estate

Multifamily

\$1,823

Small Balance Commercial

\$394

C&I Lending

Lender Finance / Asset Backed Lending

\$2,019

Equipment Leasing

\$190

Factoring / Structured Settlements

\$29

CRE Specialty

\$772

Securities

Margin Lending

\$224

Securities-Based Line of Credit (SBLoC)

\$23

Consumer

Auto

\$309

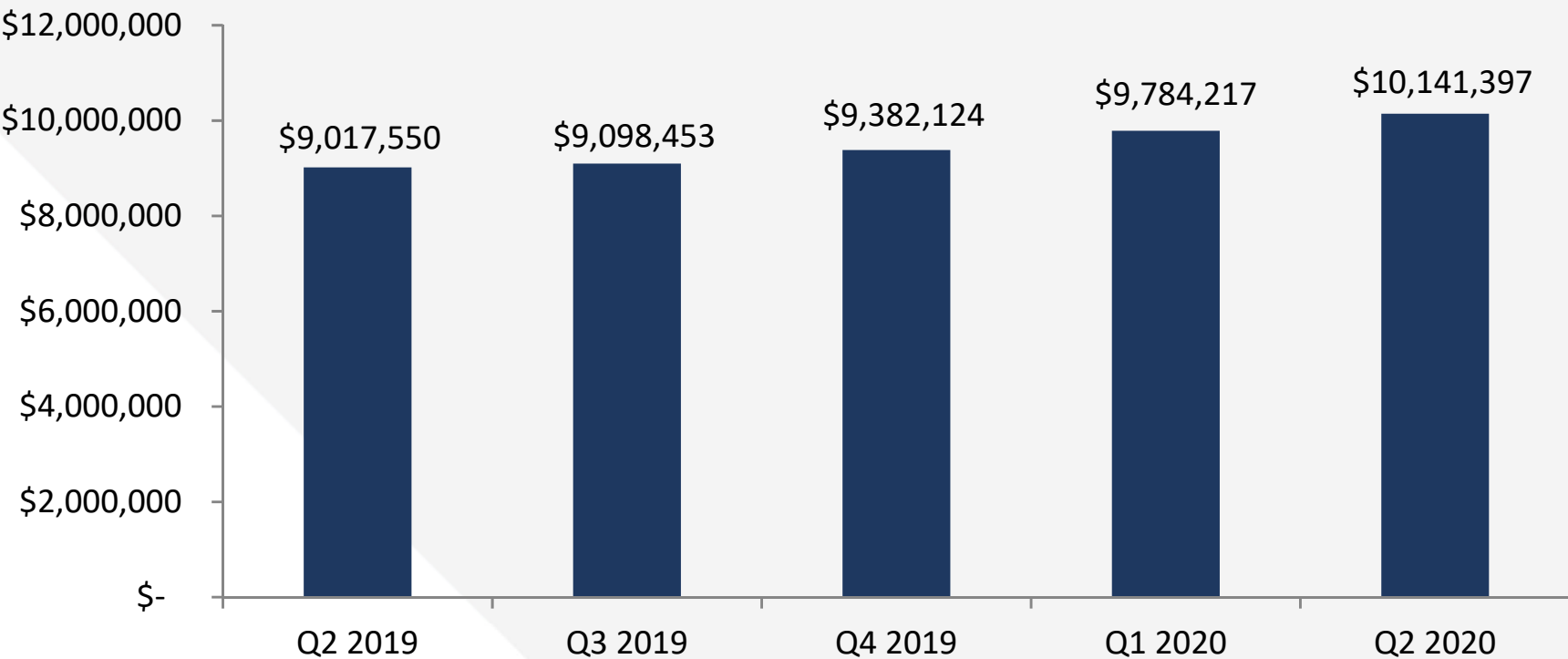
Unsecured Lending / Overdraft

\$89

Our Asset Growth has been Driven by Strong and Profitable Organic Loan Production



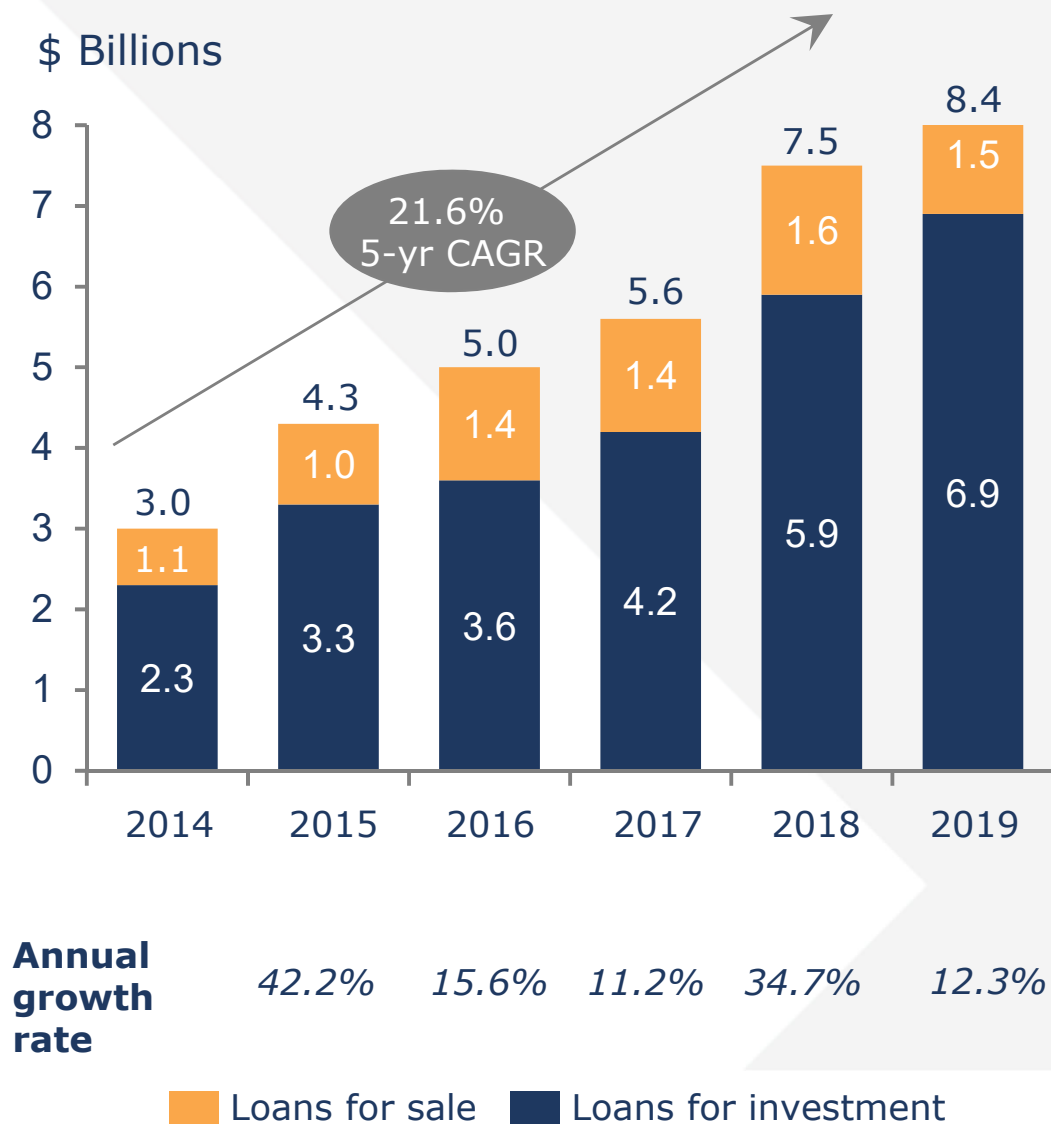
Net Loan Portfolio – End of Last Five Quarters (\$ in Thousands)



Average Loan to Value	Multifamily	53%	53%	53%	53%	53%
	Single family	57%	57%	57%	57%	57%

Loan Origination Growth

Fiscal Year Loan Originations



Future Plans

- > Organic growth in existing business lines
 - Multifamily geographic expansion
 - Agency and jumbo mortgage channel expansion
 - Small Balance Commercial Real Estate expansion
 - Large Balance Commercial / Specialty Real Estate expansion
- > Additional C&I verticals/product expansion
- > Retail auto lending launch
- > RIA M&A and succession lending

Key Elements

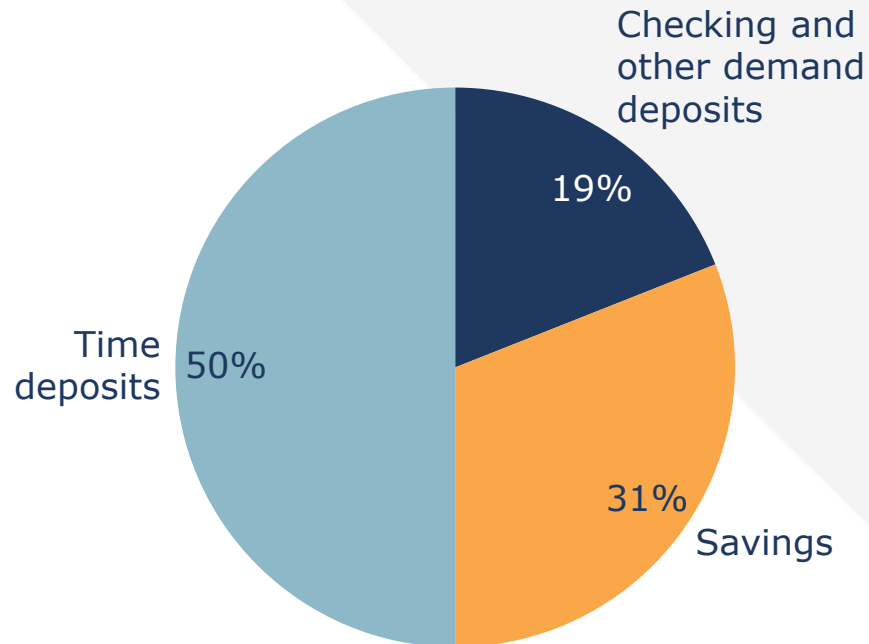


*Mid-2020 Expected Launch

Deposit Growth in Checking, Business, and Savings Was Achieved While Transforming the Mix of Deposits

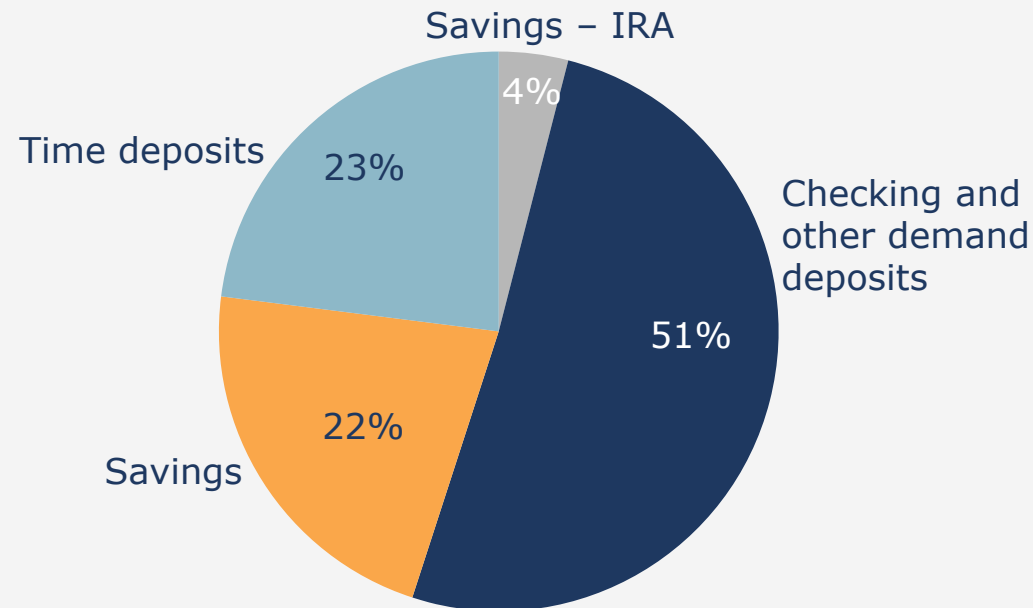
June 30, 2013

100% of Deposits = \$2.1 billion



December 31, 2019

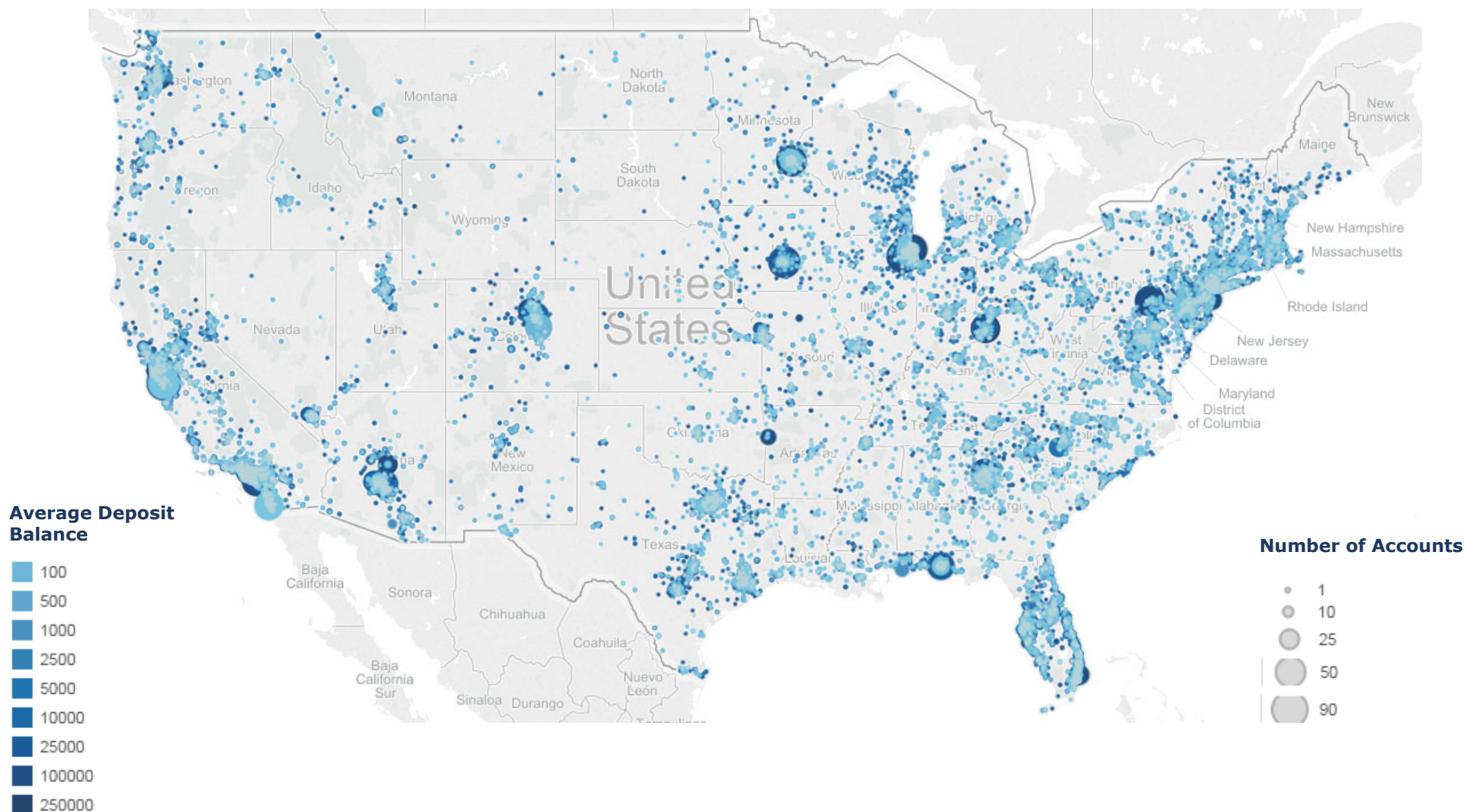
100% of Deposits = \$10.1 billion



Checking Growth (6/2013 - 12/2019) = 1208%

Savings Growth (6/2013 - 12/2019) = 253%

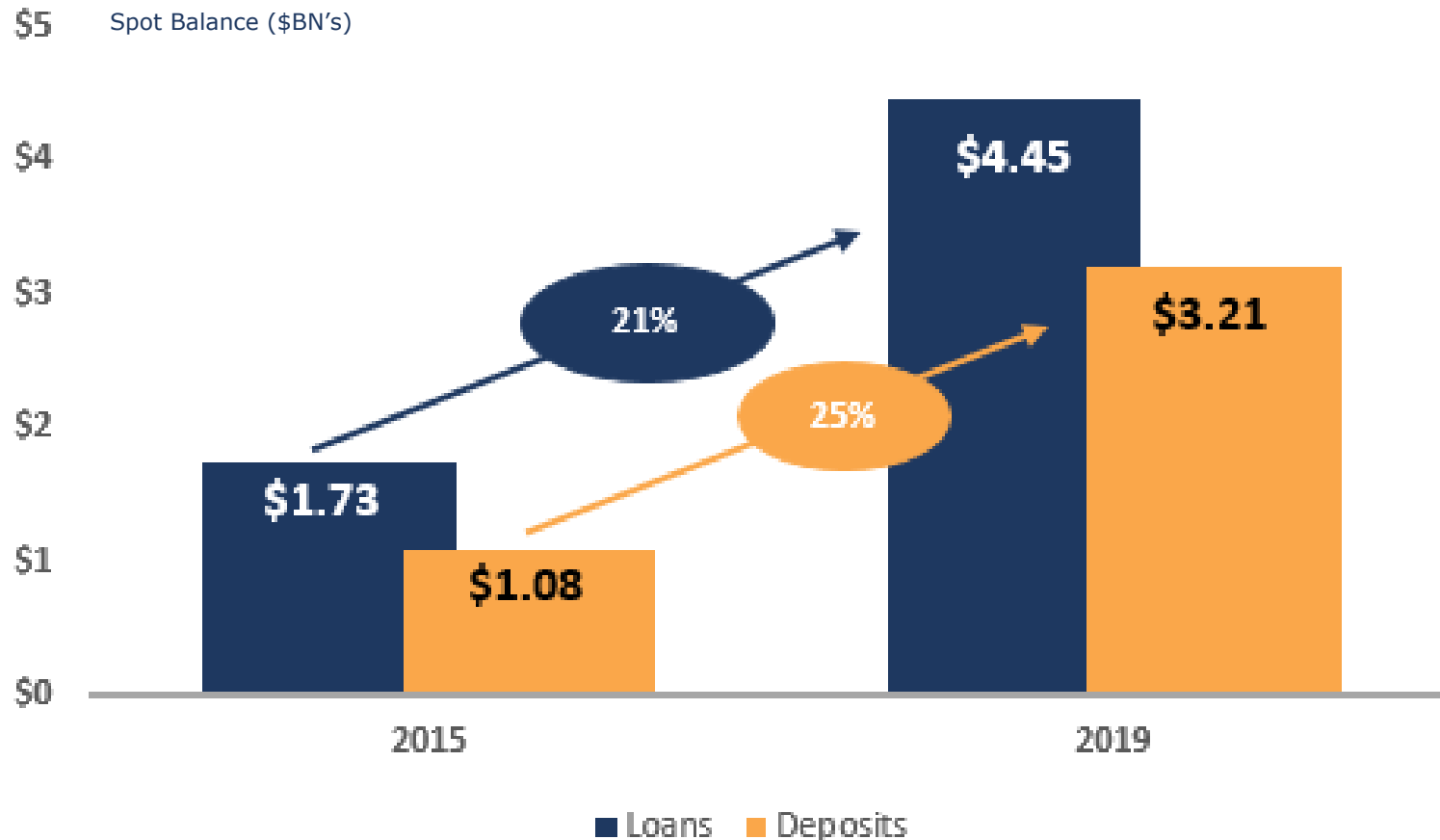
Axos Customer Base and Deposit Volume is Well Distributed Throughout the United States



Axos Deposits Have National Reach With Customers in Every State

Commercial Loans and Deposits

4 years of growth



Loan Growth Drivers

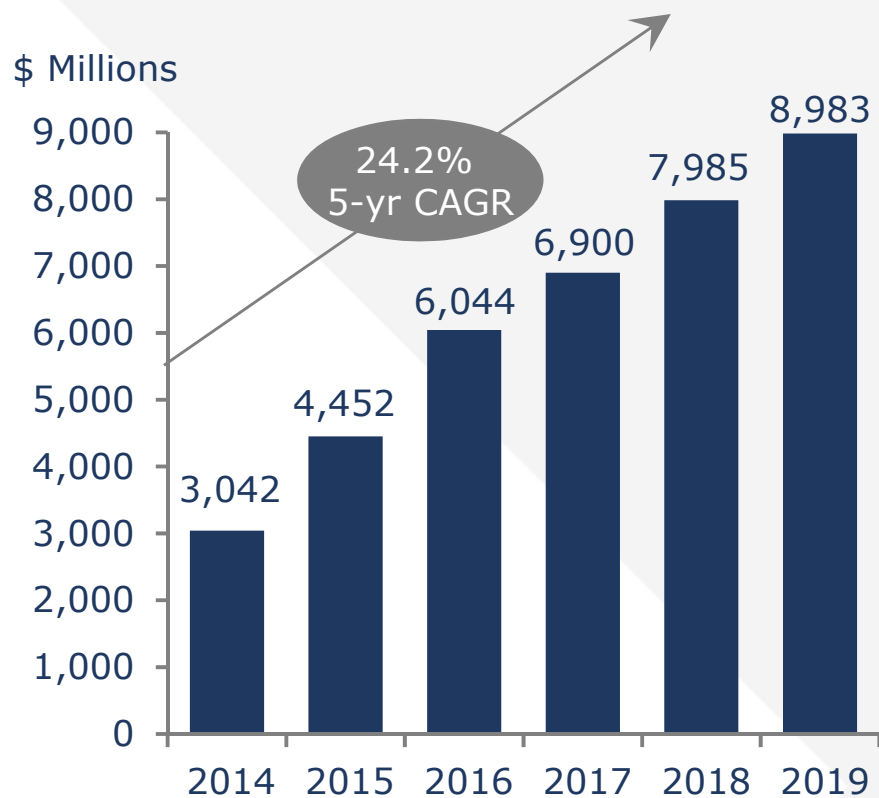
- Product Expansion
- Repeating Client Relationships
- Reputation for Reliable Execution

Deposit Growth Drivers

- Service to Specialty Verticals
- Technology and Application Integration
- Reposition as Commercial Banker

Core Deposit Growth Was Sufficiently Strong To Grow Overall Deposits While Changing The Deposit Mix

Deposit Growth



% CDs¹	26%	18%	17%	12%	25%	26%
% Borrowings²	24%	15%	12%	9%	6%	6%

Future Plans

- > Enhanced digital marketing automation integrated to outbound sales group
- > Products and technology integration targeted to specific industry groups
- > Create differentiated consumer and business banking platform
- > Enhanced focus on customer service and user experience
- > Leverage existing and create new distribution partnerships to reduce acquisition cost and leverage external brands

¹ as a % of total deposits

² as a % of total liabilities

Diversified Fee / Non-Interest Income

			% Fee Income FY 2019*	% Fee Income FY 2018*
Fee Income	Mortgage Banking	Agency	6%	19%
		Jumbo		
		Multifamily		
	Gain on Sale – Other	Structured Settlement	7%	8%
		Other		
	Deposit/ Service Fees	Cash/Treasury Management	28%	21%
		Consumer Deposit		
		Payments	38%	46%
		Tax		
		Prepaid		
	Prepayment Fee		7%	6%
	Broker-Dealer		14%	0%

*Excludes securities income

Our Strategic Partnership with H&R Block

H&R Block Overview

- › Approximately 10,000 U.S. branches
- › Files 1 in every 7 U.S. tax returns
- › 19.7 million U.S. tax returns per year
- › 83% of customers receive a refund
- › 35% franchise-owned
- › Approximately 2,400 employees
- › 55 million visits per year on HRB website
- › Social media
 - 28,600 Twitter followers
 - 463,000 Facebook fans
 - 1.7 million views on YouTube



Products for 2020 Tax Season

- › Refund Transfer
- › Emerald Advance Unsecured Loan
- › Emerald Prepaid Card
- › Refund Advance Interest-Free Loan
 - Axos is exclusive provider for 2020 tax season
 - Axos provides credit underwriting, loan origination, funding and loan servicing
 - Interest-free loan is repaid using borrower's tax refund proceeds
 - Axos' profits will depend on origination volume and actual credit losses

Monetizing synergies by integrating Banking products and services to Securities customers, RIAs, and IBDs

Axos Securities	Axos Clearing Securities Clearing & Custody	62 IBDs 110,000 Clients
	Axos Invest Digital Wealth & Personal Financial Management	24,000 Clients
	Axos Trading¹ Self-Directing Trading	Expected Launch June 2020

Consumer Banking

- › Consumer Deposit Accounts
- › ODL/Margin Accounts
- › Jumbo Single Family Mortgage Loans

Commercial Banking

- › Securities-Backed Lines of Credit
- › Cash Management
- › Commercial Property Refinancing

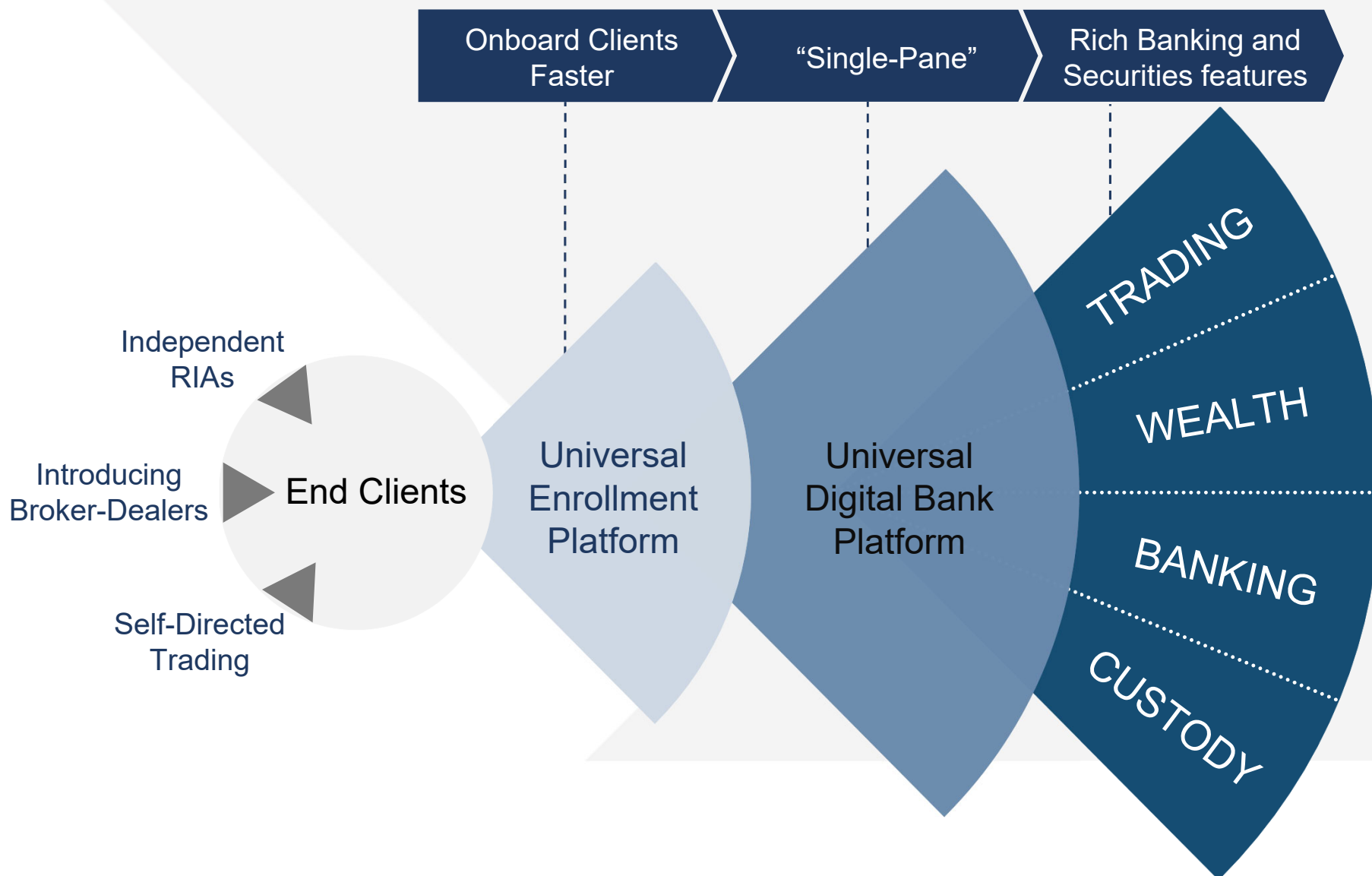
Digital Solutions

- › Universal Digital Platform
- › Account Opening Platform

**Access to
~135,000
Clients**

¹ Target "go-live" June, 2020

Leveraging Bank's existing digital platforms allows for a unique integrated and flexible Banking and Securities product features



Secular Industry Trends Provide Opportunities for Axos



Fee Compression for Active and Passive Investment Managers



- RIAs need to reduce costs and streamline back-office ops
- Automation frees up > time/resources for client interactions

Advisors are Leaving Wirehouses to Become Independent Advisors



- Axos to provide bundled securities clearing, custody and banking services
- Target small and medium-sized RIAs and IBDs that large custodians do not serve well

Aging Advisor Population Is Driving Consolidation and Succession Planning



- Axos to provide succession-based and M&A financing to RIAs and IBDs
- Nation-wide footprint and industry focus are competitive advantages

Digitization of Wealth Management



- Axos will offer direct-to-consumer and private label robo advisory solutions to individuals and independent RIAs

Business Segment Overview – Axos Invest



Core Services

- Free financial digital advisor that helps clients achieve their goals by automating the financial planning process.
- Provides premium packages for clients who want additional value beyond our core services.

Customer Behavior

- **High Conversion Rates** – Platform has been able to sustain 20% conversion rate with low client attrition.
- **Low Acquisition Costs**– Compared to industry standards, historic acquisition costs have sub – \$50/per client (funded account).
- **Sticky Accounts** – Clients trust our advice with 49% following our recommendations within first week.

Customer Served

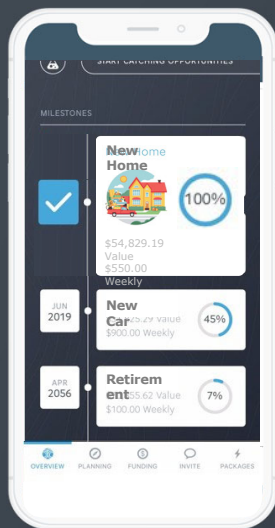
- Do-It-Yourself Mass Market

32,000+ sticky customer accounts with opportunities to cross-sell banking and premium services

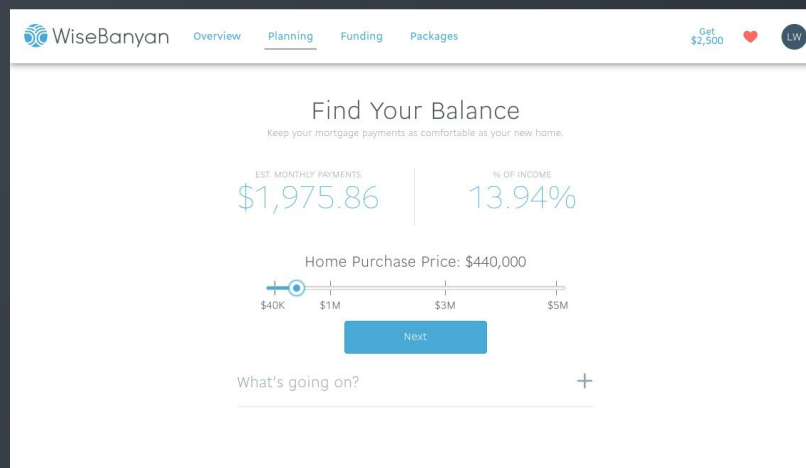
Monetize Clients by Leveraging Data and Personalization at Key Event-Driven Decision Points

INTEGRATED FINANCIAL PRODUCTS

SEEK
WISEBANYAN
GUIDANCE



+



=



Our recommendation engine already has the capability to integrate a wide variety of financial offerings: savings, credit, purchases, and more

Key Goals of Universal Digital Bank

Personalization

- › Increase chance of offering right product at the right time and place
- › Personalization is the right antidote for too much choice, too much content, and not enough time

Self-Service

- › Eventual artificial intelligence tools assist sale of banking products such as deposits, loans, and mortgages
- › Products optimized by channel, recipient and journey
- › Self service saves time and cost (e.g., activate and de-activate debit-card in platform, send wires via self-service)

Facilitate Partnerships

- › Easy integration of third-party features (e.g., biometrics)
- › Access to value added tools (e.g., robo-advisory, automated savings features) either proprietary or third party
- › Enable creative customer acquisition partners

Customizable Experience

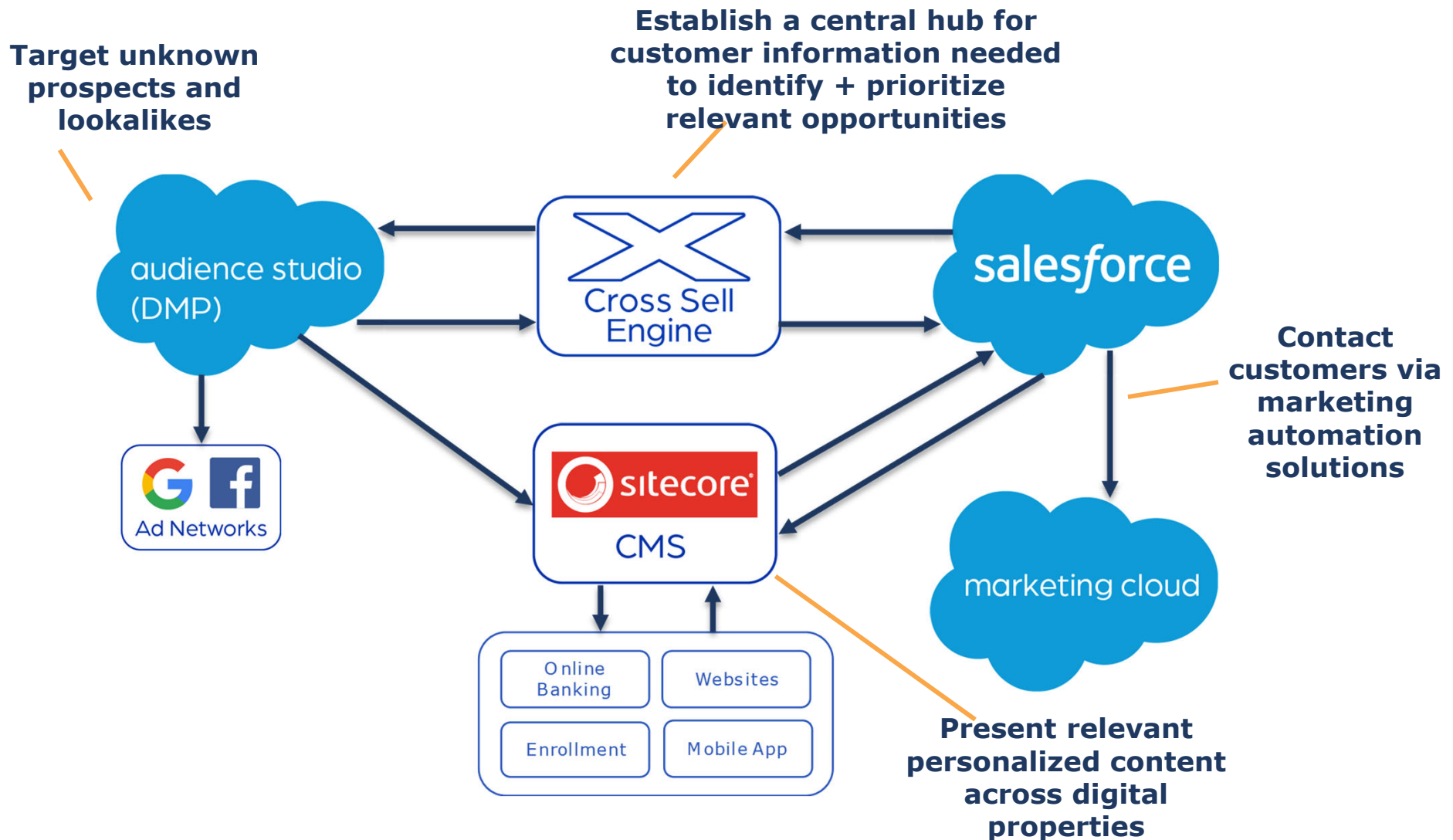
- › Provide holistic and interactive and intuitive design experience
- › Integrate online experience with other channels

Cross-Sell

- › Artificial intelligence and big data credit models enable quick credit decisions
- › Customized product recommendations based upon analytical determination of need

Personalization Solution Will Increase Consumer Engagement and Lifetime Value

Goal is to present customers with customized and relevant offers at the right time via the right channel



As We Fully Digitize All Front-End Customer Interactions, Operational Efficiency Gains Also Become Possible

Online Banking Customer Interaction

- Provide compelling customer value proposition to use online banking
 - Intelligent, personalized, automated campaigns to develop customer confidence in our messages
 - Utilization of multiple channels to deliver information that reflects customer preferences
-

Customer Self Service

- Expand digital channels and leverage omnichannel AI Hub across multiple channels, to streamline interactions
 - Easy to use self help via intelligent, automated platforms such as conversational.ai to make it easy to get what's wanted, when it's wanted, anytime, anywhere
 - Customer seamlessly switches from one channel to another e.g. IVR, Chatbot, Facebook Messenger, etc.
-

Operational Efficiency

- Customer centric operational efficiencies reduce cost, while accelerating delivery of customer requests
- Efficiencies are delivered using tools such as our robotic process automation platform, or low code platform to automate high volume, repetitive processes

Holistic Credit Risk Management

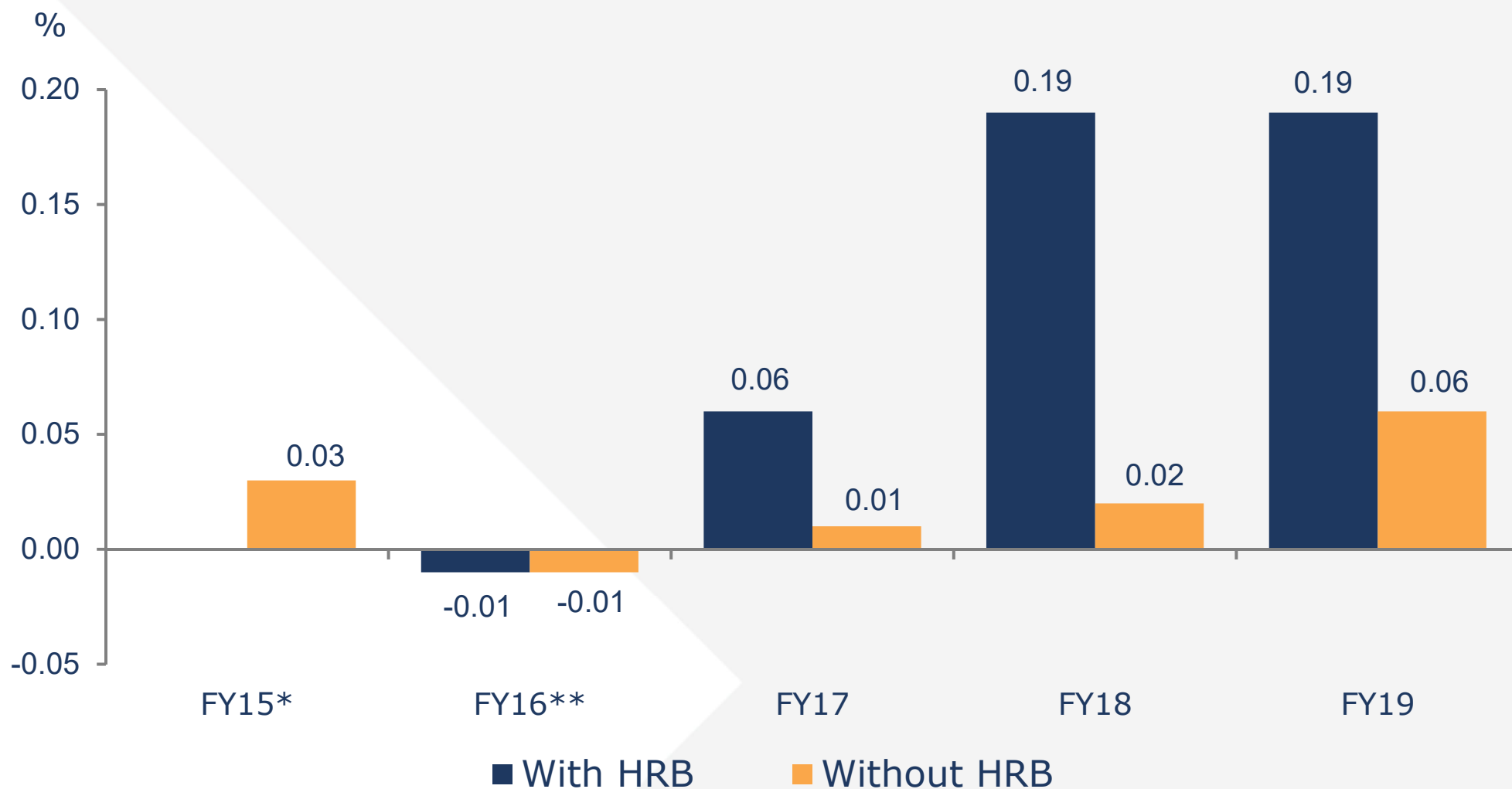
What We Do

Utilize a holistic credit-risk management framework to manage and monitor credit quality at each stage of the loan life cycle, and leverage specialized Credit Tools to optimize monitoring and reporting capabilities

Credit Monitoring & Oversight



Annualized Charge-offs (Recoveries) to Average Loans Outstanding



*For FY15, there were no co-branded HRB products.

**For FY16, there were no HRB related charge-offs with \$16M of annual average loan balances.

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