

# Axos Q4 2021 Earnings Supplement

July 29, 2021

NYSE: AX



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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, 2020 and our last earnings press release. 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.

# Net Loan Growth by Category for Fourth Quarter Ended June 30, 2021

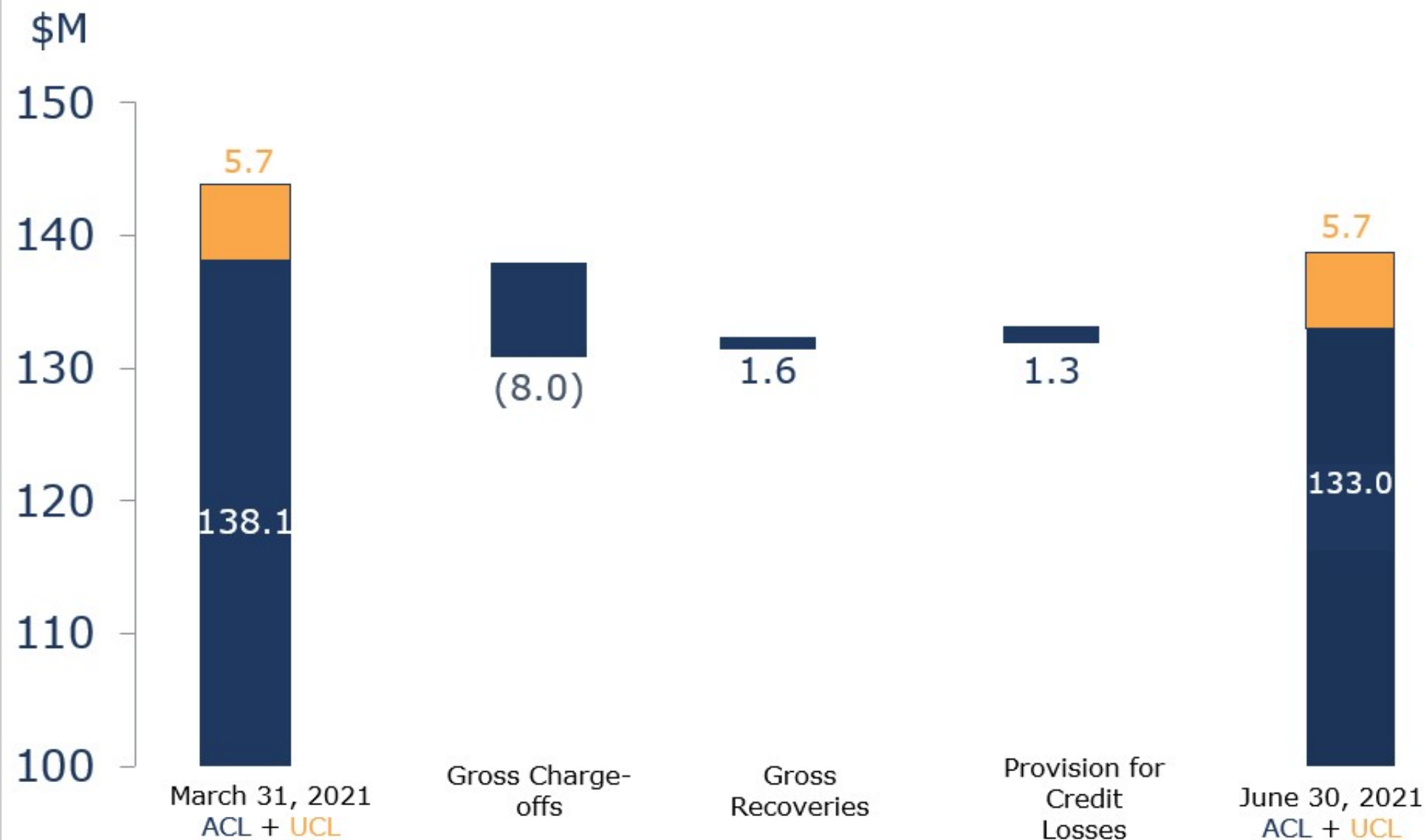


\$ Millions

				Q4 FY21	Q3 FY21	Inc (Dec)
Loans & Leases	Single Family Mortgage & Warehouse	Jumbo Mortgage		\$3,745	\$3,931	(\$186)
		SF Warehouse Lending		614	968	(354)
	Multifamily & SB Commercial Mortgage	Multifamily		2,020	1,963	57
		Small Balance Commercial		450	461	(11)
	Commercial Real Estate	CRE Specialty		3,090	2,911	179
		Lender Finance RE		91	132	(41)
	Commercial & Industrial Non-RE	Lender Finance Non RE		580	523	57
		Equipment Leasing		112	121	(9)
		SBLOC & Other		432	387	45
	Auto & Consumer	Auto		300	266	34
		Unsecured / OD		62	58	4
	Other	PPP		55	125	(70)
Refund Advance & Other			4	10	(6)	
				\$11,555	\$11,856	\$(301)
						2

# Change in Allowance for Credit Losses (ACL) & Unfunded Loan Commitments Liability (UCL)

(\$ in millions)



# Allowance for Credit Losses (ACL) by Loan and Lease Category at June 30, 2021



\$ Millions

		<u>Loan Balance</u>	<u>ACL \$</u>	<u>ACL %</u>
<b>Loans &amp; Leases</b>	Single Family - Mortgage and Warehouse	\$4,359.5	\$26.6	0.61%
	Multifamily & SB Commercial Mortgage	2,470.4	13.2	0.53%
	Commercial Real Estate	3,180.4	57.9	1.82%
	Commercial & Industrial Non-RE	1,123.9	28.5	2.54%
	Auto & Consumer	362.2	6.5	1.79%
	Other	58.3	0.3	0.51%
		<u>\$11,554.7</u>	<u>\$133.0</u>	<u>1.15%</u>



# Credit Quality

## No Loans in Forbearance

<u>3/31/2021</u>	<u>Loans O/S</u>	<u>Loans in Forbearance or Deferral</u>	<u>%</u>	<u>NPAs</u>	<u>%</u>
Single Family-Mortgage & Warehouse	\$4,899.2	\$0.0	0.00%	\$85.0	1.74%
Multifamily and Commercial Mortgage	\$2,424.2	\$0.0	0.00%	\$30.8	1.27%
Commercial Real Estate	\$3,042.9	\$0.0	0.00%	\$16.4	0.54%
Commercial & Industrial - Non-RE	\$1,030.9	\$0.0	0.00%	\$3.0	0.29%
Auto & Consumer	\$323.6	\$0.0	0.00%	\$0.4	0.12%
Other	\$135.7	\$0.0	0.00%	\$0.0	0.00%
Total	\$11,856.5	\$0.0	0.00%	\$135.6	1.14%
<u>6/30/2021</u>	<u>Loans O/S</u>	<u>Loans in Forbearance or Deferral</u>	<u>%</u>	<u>NPAs</u>	<u>%</u>
Single Family-Mortgage & Warehouse	\$4,359.5	\$0.0	0.00%	\$105.7	2.42%
Multifamily and Commercial Mortgage	\$2,470.4	\$0.0	0.00%	\$20.4	0.83%
Commercial Real Estate	\$3,180.4	\$0.0	0.00%	\$15.8	0.50%
Commercial & Industrial - Non-RE	\$1,123.9	\$0.0	0.00%	\$2.9	0.26%
Auto & Consumer	\$362.2	\$0.0	0.00%	\$0.3	0.08%
Other	\$58.3	\$0.0	0.00%	\$0.0	0.00%
Total	\$11,554.7	\$0.0	0.00%	\$145.1	1.26%
<u>Change from 3/31/21 to 6/30/21</u>	<u>Loans O/S</u>	<u>Loans in Forbearance or Deferral</u>		<u>NPAs</u>	
Single Family-Mortgage & Warehouse	-\$539.7	\$0.0		\$20.7	
Multifamily and Commercial Mortgage	\$46.2	\$0.0		-\$10.4	
Commercial Real Estate	\$137.5	\$0.0		-\$0.6	
Commercial & Industrial - Non-RE	\$93.0	\$0.0		-\$0.1	
Auto & Consumer	\$38.6	\$0.0		-\$0.1	
Other	-\$77.4	\$0.0		\$0.0	
Total	-\$301.8	\$0.0		\$9.5	

**Greg Garrabrants, President and CEO**  
**Andy Micheletti, EVP/CFO**

investors@axosfinancial.com  
www.axosfinancial.com

**Johnny Lai, VP Corporate Development  
and Investor Relations**

Phone: 858.649.2218  
Mobile: 858.245.1442  
jlai@axosfinancial.com