

Axos Q1 Fiscal 2022 Earnings Supplement

NYSE: AX

axosTM
Banking **Evolved**SM

Net Loan Growth by Category for First Quarter Ended September 30, 2021



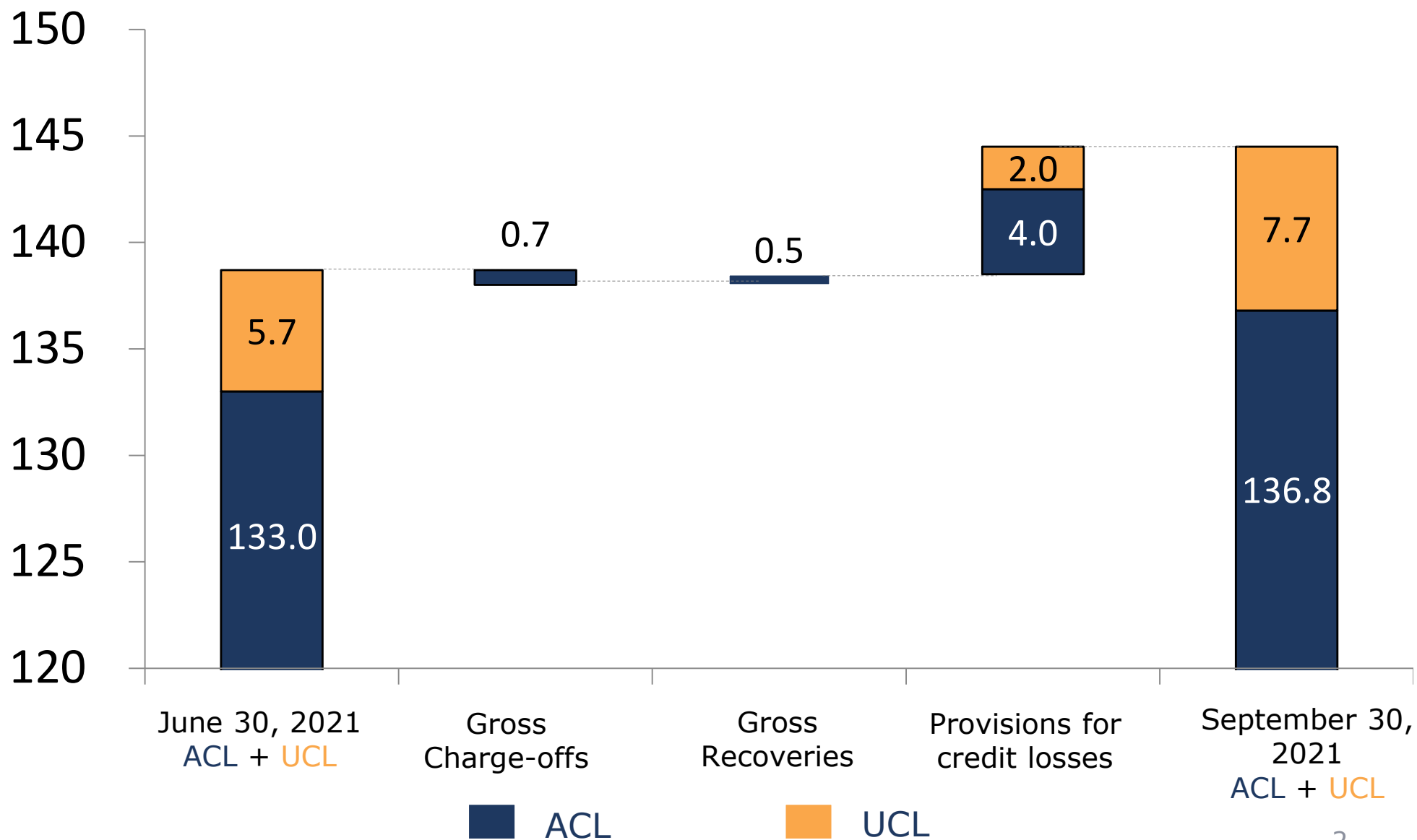
\$ Millions

| | | | <u>Q1 FY22</u> | <u>Q4 FY21</u> | <u>Inc (Dec)</u> |
|--------------|---|-----------------------------------|----------------|-----------------|------------------|
| Loans | Single Family Mortgage & Warehouse | Jumbo Mortgage | \$3,685 | \$3,745 | (60) |
| | | SF Warehouse Lending | 656 | 614 | 42 |
| | Multifamily & Commercial Mortgage | Multifamily | 2,007 | 2,020 | (13) |
| | | Small Balance Commercial | 451 | 450 | 1 |
| | Commercial Real Estate | CRE Specialty | 3,355 | 3,090 | 265 |
| | | Lender Finance RE | 138 | 91 | 47 |
| | Commercial & Industrial Non-RE | Lender Finance Non RE | 622 | 580 | 42 |
| | | Equipment Leasing | 100 | 112 | (12) |
| | | SBLOC & Other | 517 | 432 | 85 |
| | Auto & Consumer | Auto | 385 | 300 | 85 |
| | | Unsecured / OD | 62 | 62 | 0 |
| | Other | PPP | 40 | 55 | (15) |
| | | Refund Advance & Other | 3 | 4 | (1) |
| | | | | <u>\$12,021</u> | <u>\$11,555</u> |

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



(\$ in millions)



Allowance for Credit Losses (ACL) by Loan Category as of September 30, 2021



\$ Millions

| | | <u>Loan Balance</u> | <u>ACL \$</u> | <u>ACL %</u> |
|--------------|--|---------------------|----------------|--------------|
| Loans | Single Family - Mortgage and Warehouse | \$4,341.2 | \$25.3 | 0.58% |
| | Multifamily & Commercial Mortgage | 2,458.2 | 13.4 | 0.55% |
| | Commercial Real Estate | 3,492.9 | 65.3 | 1.87% |
| | Commercial & Industrial Non-RE | 1,239.4 | 22.5 | 1.82% |
| | Auto & Consumer | 446.6 | 10.0 | 2.24% |
| | Other | 42.7 | 0.3 | 0.70% |
| | | <u>\$12,021.0</u> | <u>\$136.8</u> | <u>1.14%</u> |

Credit Quality

No Loans in Forbearance

| <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% | \$15.9 | 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% | \$145.2 | 1.26% |
| | | | | | |
| <u>9/30/2021</u> | <u>Loans O/S</u> | <u>Loans in Forbearance or Deferral</u> | <u>%</u> | <u>NPAs</u> | <u>%</u> |
| Single Family-Mortgage & Warehouse | \$4,341.2 | \$0.0 | 0.00% | \$111.3 | 2.56% |
| Multifamily and Commercial Mortgage | \$2,458.2 | \$0.0 | 0.00% | \$6.9 | 0.28% |
| Commercial Real Estate | \$3,492.9 | \$0.0 | 0.00% | \$15.5 | 0.44% |
| Commercial & Industrial - Non-RE | \$1,239.4 | \$0.0 | 0.00% | \$0.0 | 0.00% |
| Auto & Consumer | \$446.6 | \$0.0 | 0.00% | \$0.4 | 0.09% |
| Other | \$42.7 | \$0.0 | 0.00% | \$0.0 | 0.00% |
| Total | \$12,021.0 | \$0.0 | 0.00% | \$134.1 | 1.12% |
| | | | | | |
| <u>Change at 9/30/21 from 6/30/21</u> | <u>Loans O/S</u> | <u>Loans in Forbearance or Deferral</u> | | <u>NPAs</u> | |
| Single Family-Mortgage & Warehouse | -\$18.3 | \$0.0 | | \$5.6 | |
| Multifamily and Commercial Mortgage | -\$12.2 | \$0.0 | | -\$13.5 | |
| Commercial Real Estate | \$312.5 | \$0.0 | | -\$0.4 | |
| Commercial & Industrial - Non-RE | \$115.5 | \$0.0 | | -\$2.9 | |
| Auto & Consumer | \$84.4 | \$0.0 | | \$0.1 | |
| Other | -\$15.6 | \$0.0 | | \$0.0 | |
| Total | 466.3 | \$0.0 | | -\$11.1 | |

Greg Garrabrants, President and CEO
Derrick Walsh, EVP and CFO
Andy Micheletti, EVP-Finance

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