



# Axos Financial, Inc. Investor Presentation

January 31, 2023

NYSE: AX

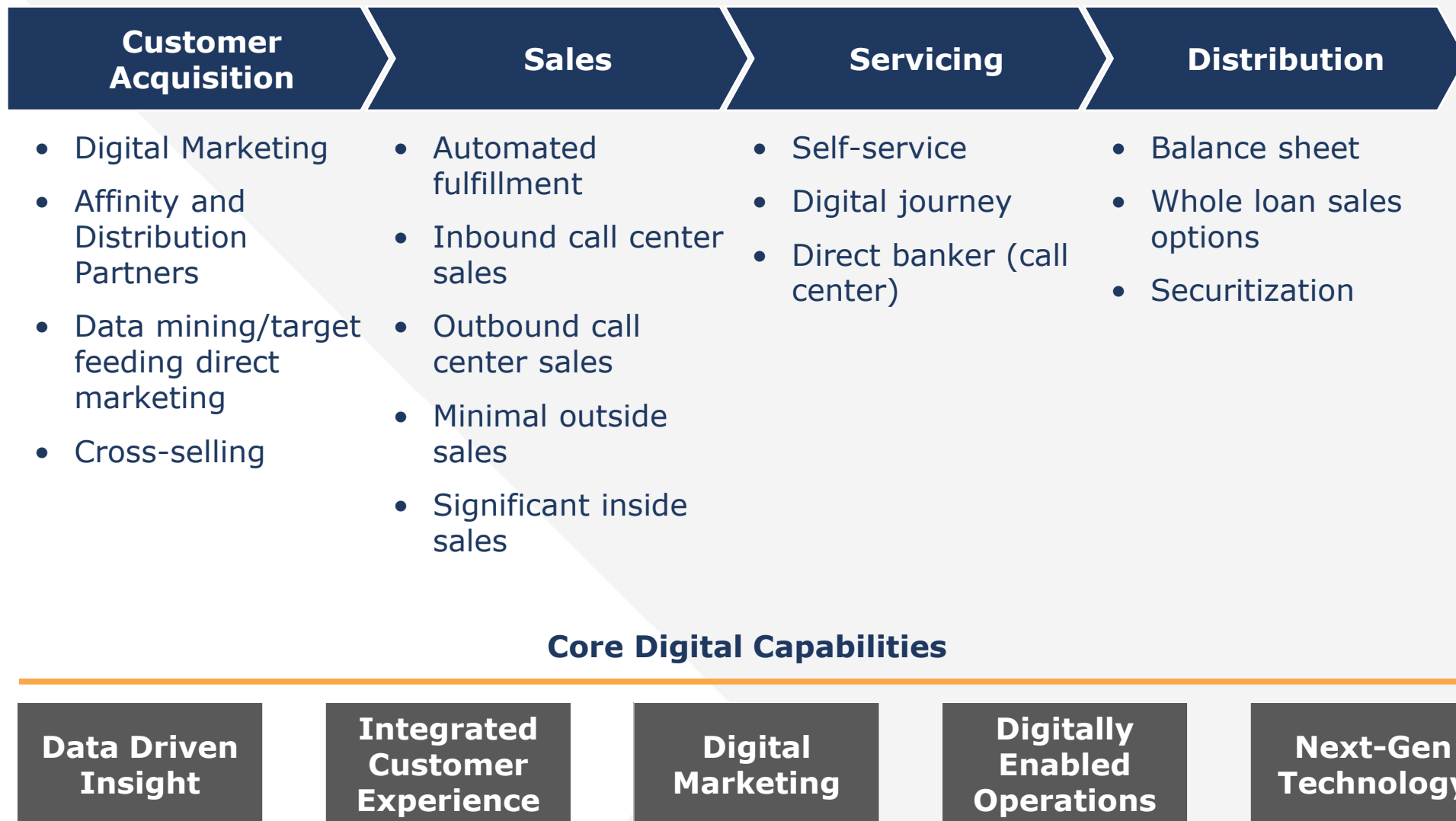


This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 (the "Reform Act"). The use of future tense or words "future plans," "believe," "expect," "anticipate," "estimate," "project," or the negation thereof or similar expressions 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, estimates of capital expenditures, plans for future operations, products or services, including new initiatives and expansion, the effects of the COVID-19 pandemic, 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, 2022, Form 10-Q for the quarter ended December 31, 2022 and its 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.



# Axos' Business Model is Differentiated From Other Banks



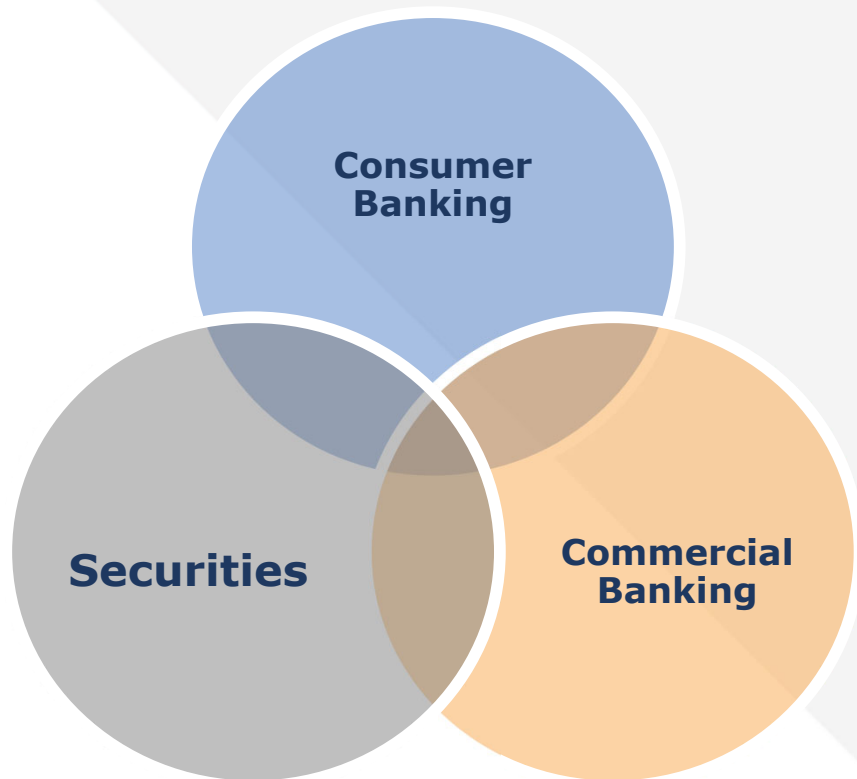
# Axos is a Top Performer Versus Bank Peer Group

	<b>Axos Bank</b>	<b>Peer Group</b>	<b>Percentile</b>
ROAA	1.38%	0.90%	80%
Return on equity	15.67%	8.00%	88%
G&A	2.16%	2.36%	38%
Efficiency ratio	46.34%	65.68%	11%

**The 88% on ROE means that the Bank outperformed 88% of all banks. The 11% efficiency ratio ranking means that only 11% of banks have lower expenses in comparison to their revenues. Peer group includes savings banks greater than \$1 billion.**



# Axos Financial's Three Divisions Provide the Foundation for Sustained Long-term Growth



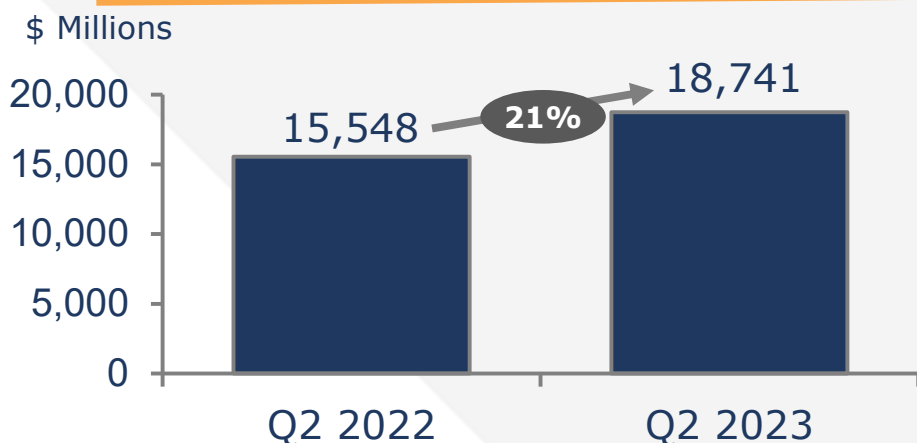
## Investment Thesis

- > 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 generate incremental growth
- > Universal Digital Banking Platform and Enterprise Technology stack provide operating leverage opportunity
- > Technology synergies among divisions reduce overall cost of growth strategy

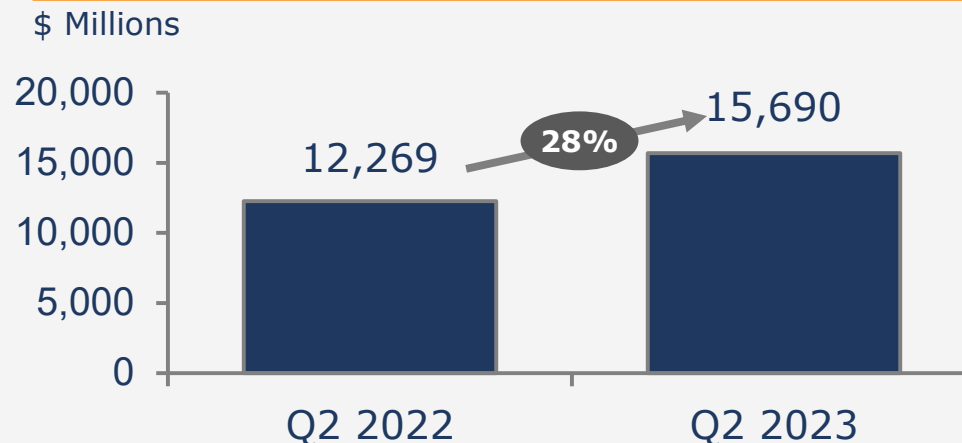
# Consolidated Fiscal Second Quarter 2023 Highlights Compared with Fiscal Second Quarter 2022



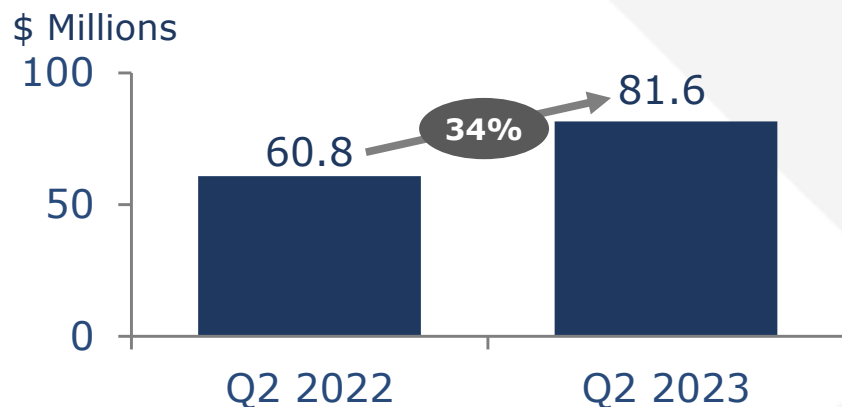
## Asset Growth



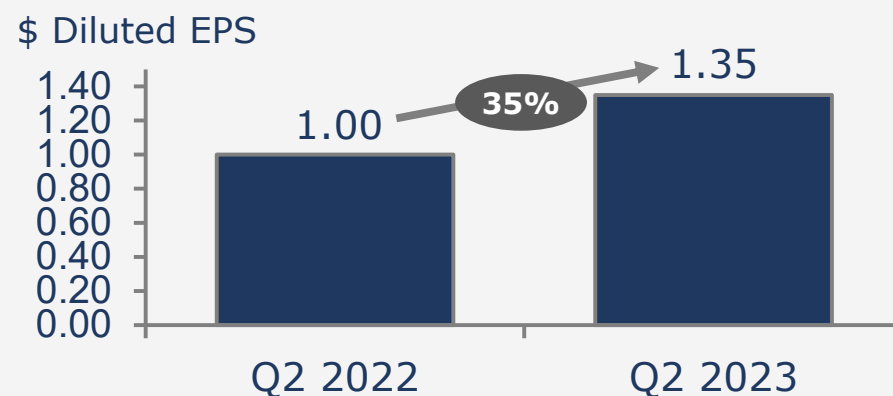
## Deposit Growth



## Net Income



## Diluted EPS



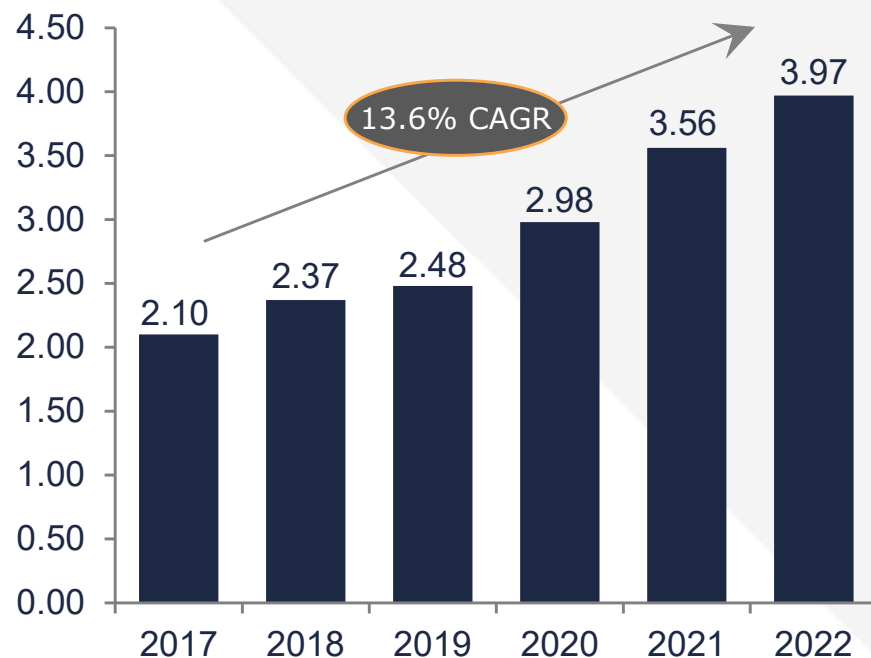
Return on Equity = 18.71%

Return on Assets = 1.77%

# Diluted EPS and Book Value Per Share Have Been Consistently Strong

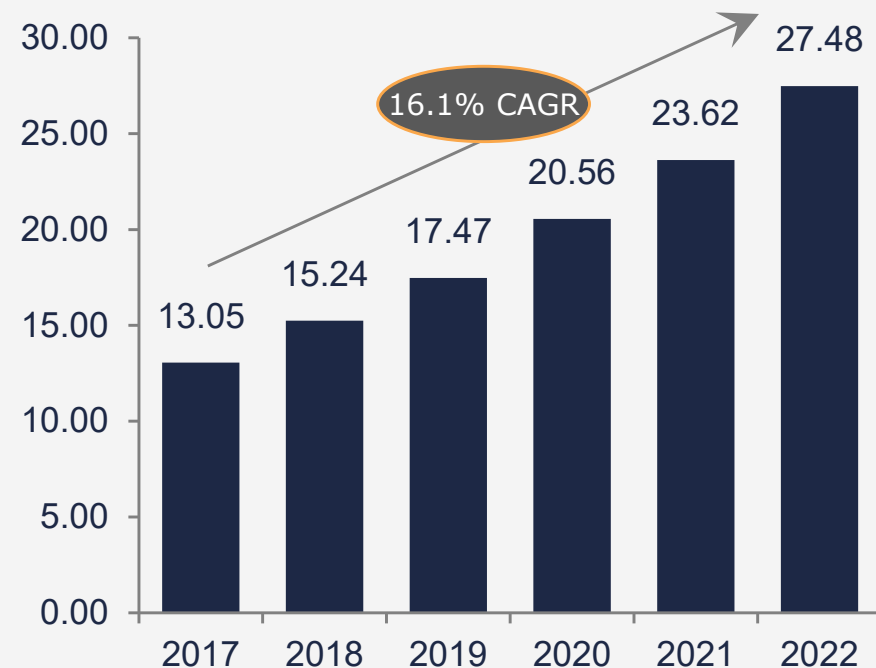
## Diluted EPS (FY)

\$ per share

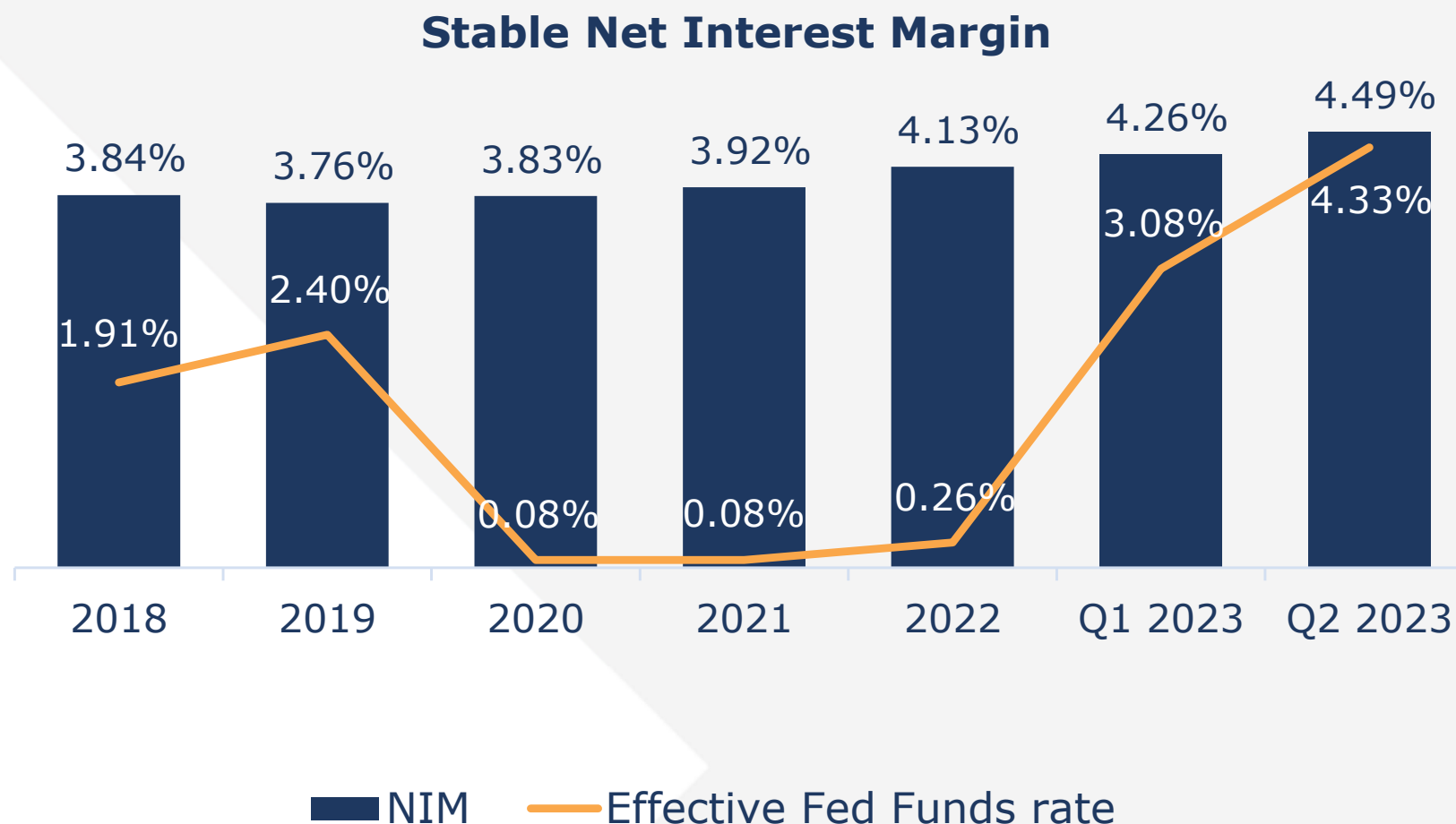


## Book Value Per Share (FY)

\$ per share



# Net Interest Margin has been Stable/Rising Through a Variety of Interest Rate Cycles\*

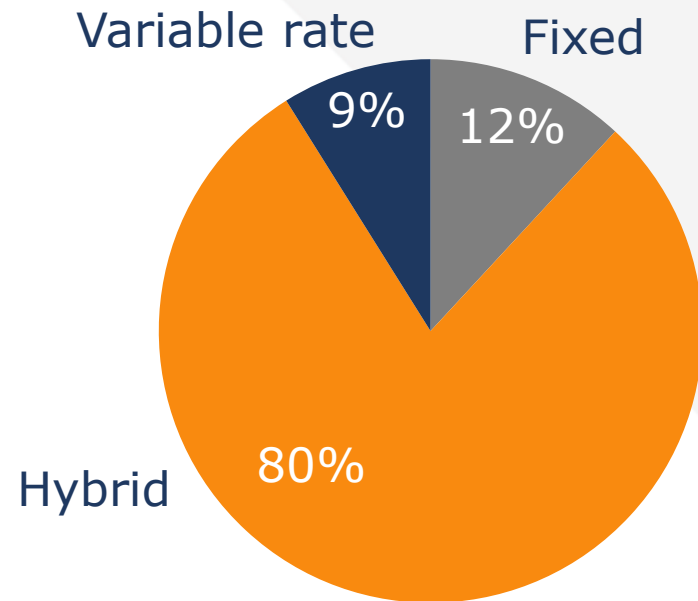


\* NIM excludes impact of HRB; relationship with HRB terminated in December 2021.

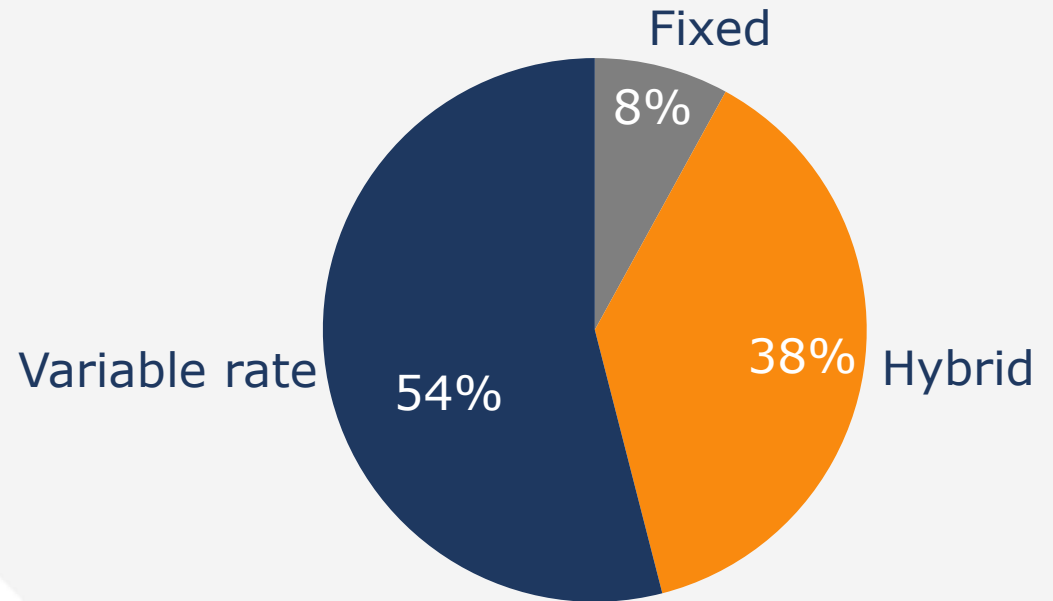


# Loan Portfolio More Sensitive to Rate Increases Today Compared to Last Fed Fund Rate Hike Starting in 2015

September 30, 2015



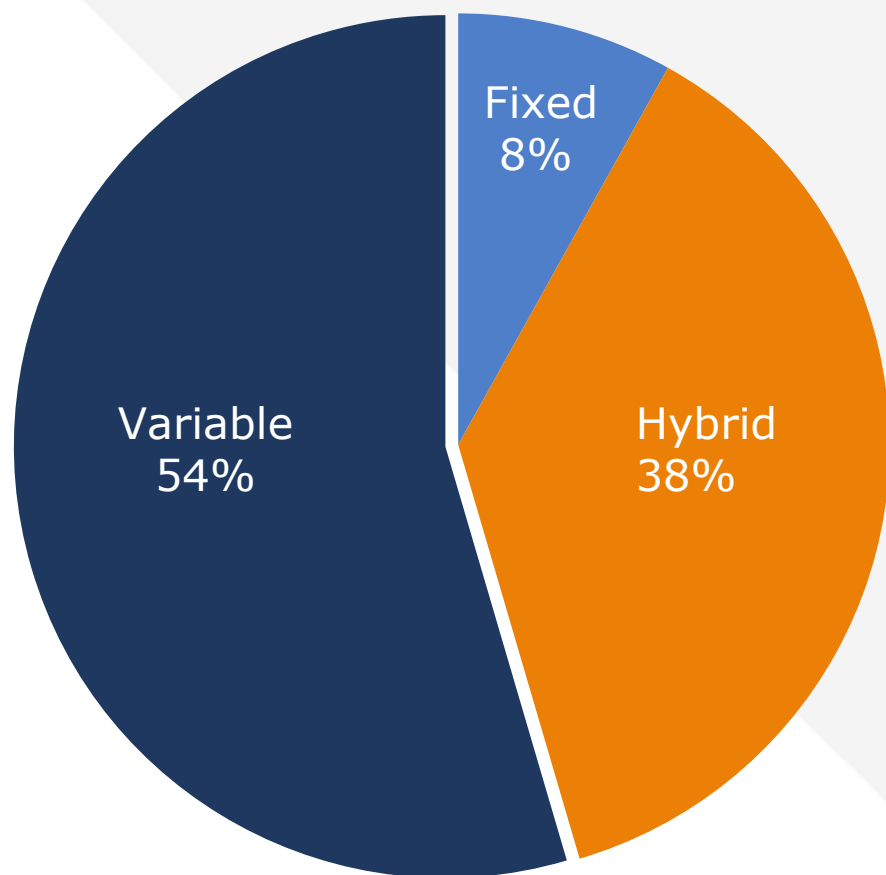
December 31, 2022



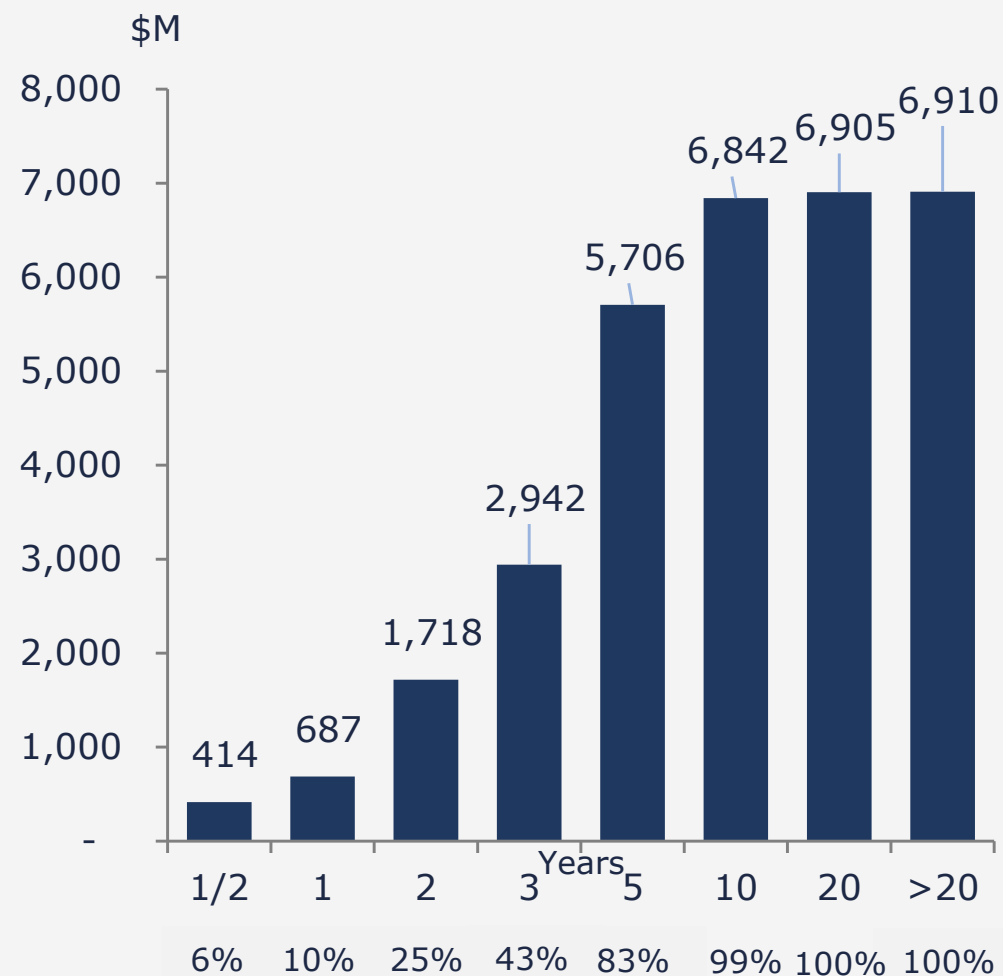
# Interest Rate Components of Loan & Lease Portfolio

At December 31, 2022

## Mix of Loan Repricing Types



## Fixed/Hybrid Years to Maturity / Repricing\*



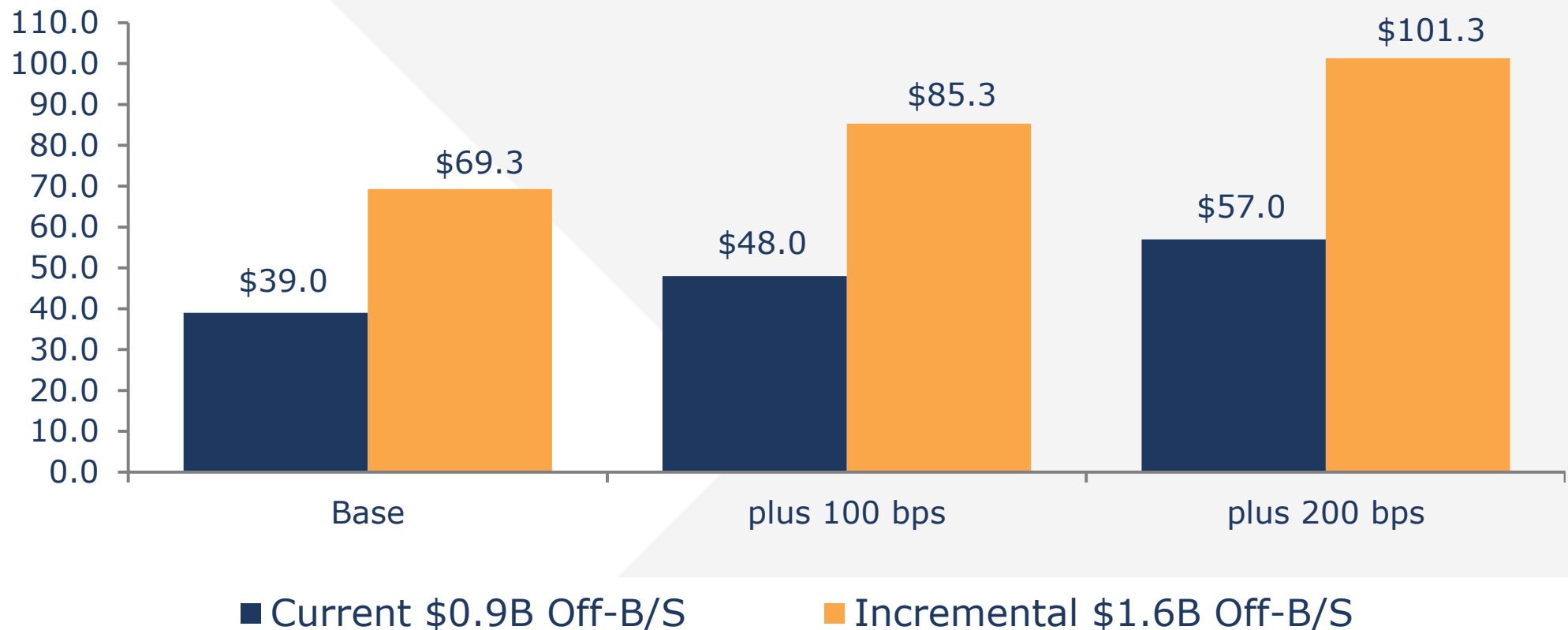
\*Excludes SF Warehouse Lending and Equipment Leasing.

# Optionality with Deposits from Axos Securities

Securities segment provides on average approximately \$2.5 billion of deposits that can be brought on balance sheet or pushed to partner banks to generate fee income

- Provides stable, low/no-cost deposits that can be used to fund Axos Bank's loan growth
- 22 partner banks hold on average approximately \$900 million deposits off Axos Bank's balance sheet
- Significant upside to fee income if interest rates rise and/or more deposits are pushed to partner banks

Annualized Fee Income \$M<sup>(1)</sup>



(1) Amount of fee income may be higher or lower, depending on amount of deposits from Axos Securities that is actually held on or off Axos Bank's balance sheet. Base is equal to effective federal funds rate (EFFR) of 4.33% as of January 19, 2023.

# Axos Advisor Services (AAS) Cash Sorting



## AAS Assets Under Custody (AUC) and Cash Ending Balances



\*EAS acquisition closed August 2, 2021

# Loan Growth by Category for Second Quarter Ended December 31, 2022

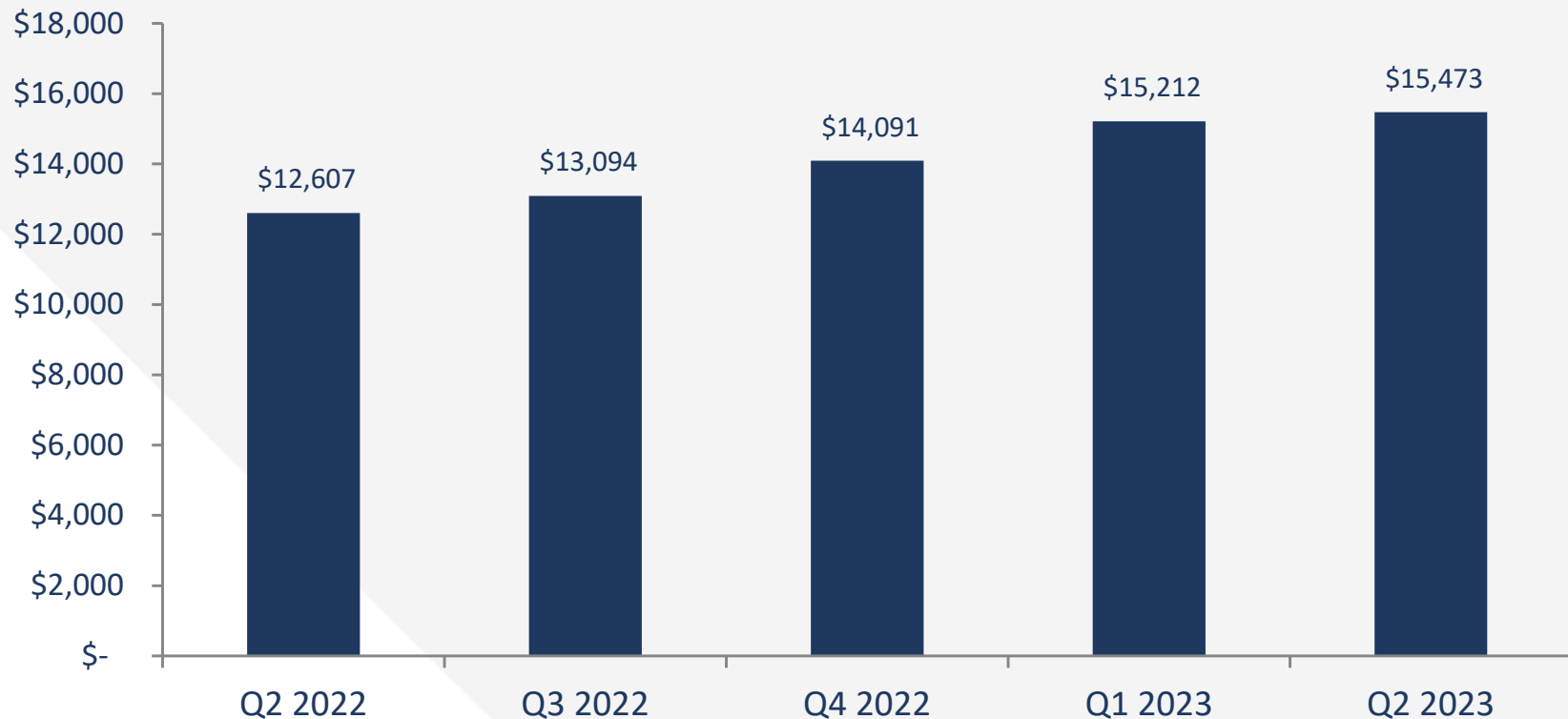


\$ millions

			Q2 FY23	Q1 FY23	Inc (Dec)
Loans	Single Family Mortgage & Warehouse	Jumbo Mortgage	\$3,845	\$3,833	\$12
		SF Warehouse Lending	144	177	(33)
	Multifamily & Commercial Mortgage	Multifamily	2,175	2,127	48
		Small Balance Commercial	875	838	37
	Commercial Real Estate	CRE Specialty	4,981	4,848	133
		Lender Finance RE	781	676	105
	Commercial & Industrial Non-RE*	Lender Finance Non-RE	1,391	1,481	(90)
		Equipment Leasing	125	138	(13)
		Asset-Based Lending	693	625	68
	Auto & Consumer	Auto	555	557	(2)
		Unsecured / OD	77	74	3
	Other		7	10	(3)
			<u>\$15,649</u>	<u>\$15,384</u>	<u>\$265</u>

# Prudent Loan Growth With Low LTVs

## Net Loans – Last Five Quarters (\$ in Millions)



### Loan Growth Drivers

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

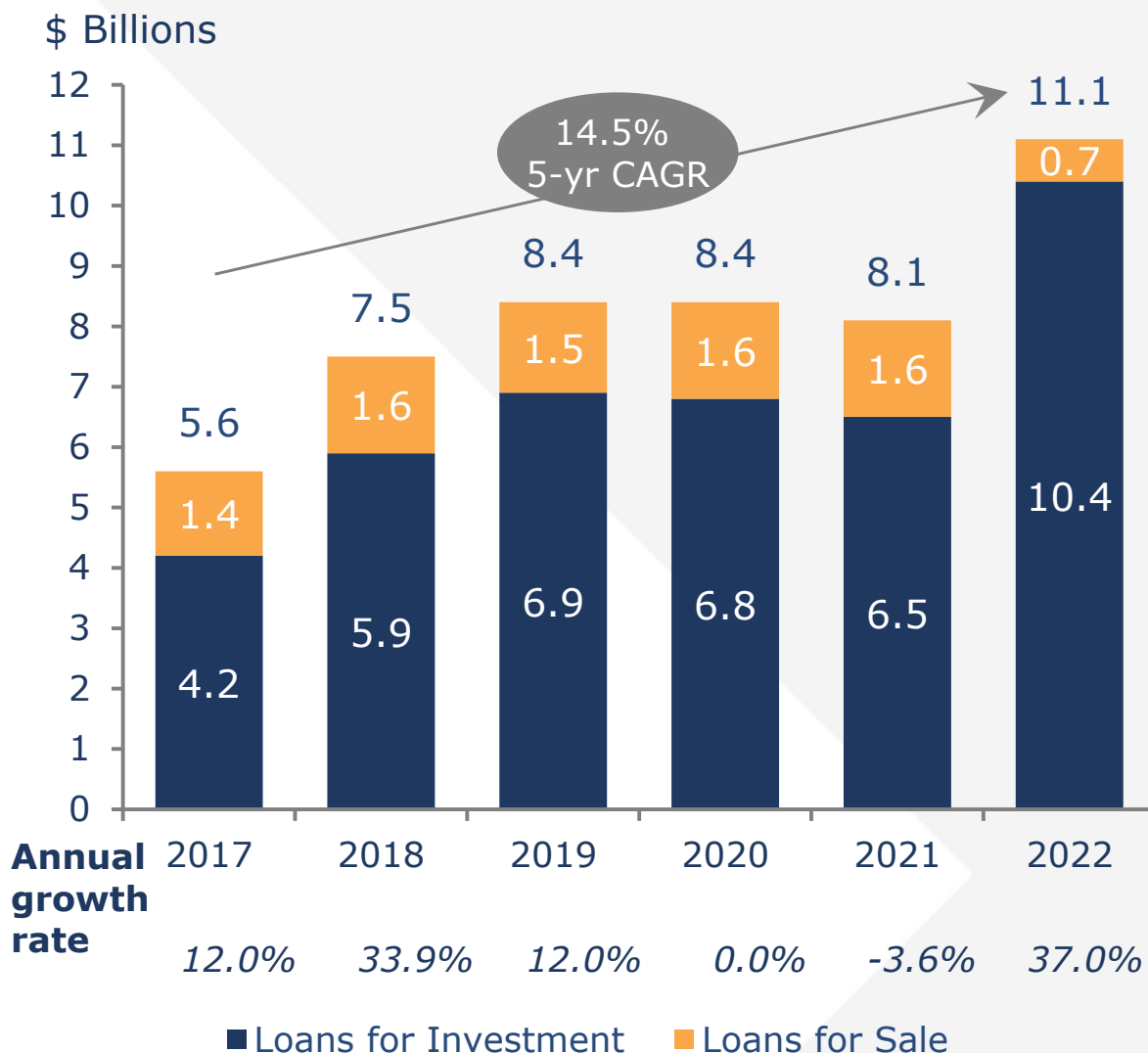
### Average Mortgage Loan to Value ➤

	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023
Multifamily	56%	55%	53%	53%	53%
Single family	57%	57%	57%	57%	57%



# Strong Loan Origination Growth

## Fiscal Year Loan Originations



## Future Plans

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

Expect Mid-Teens Loan Growth in 2<sup>nd</sup> Half of FY 2023

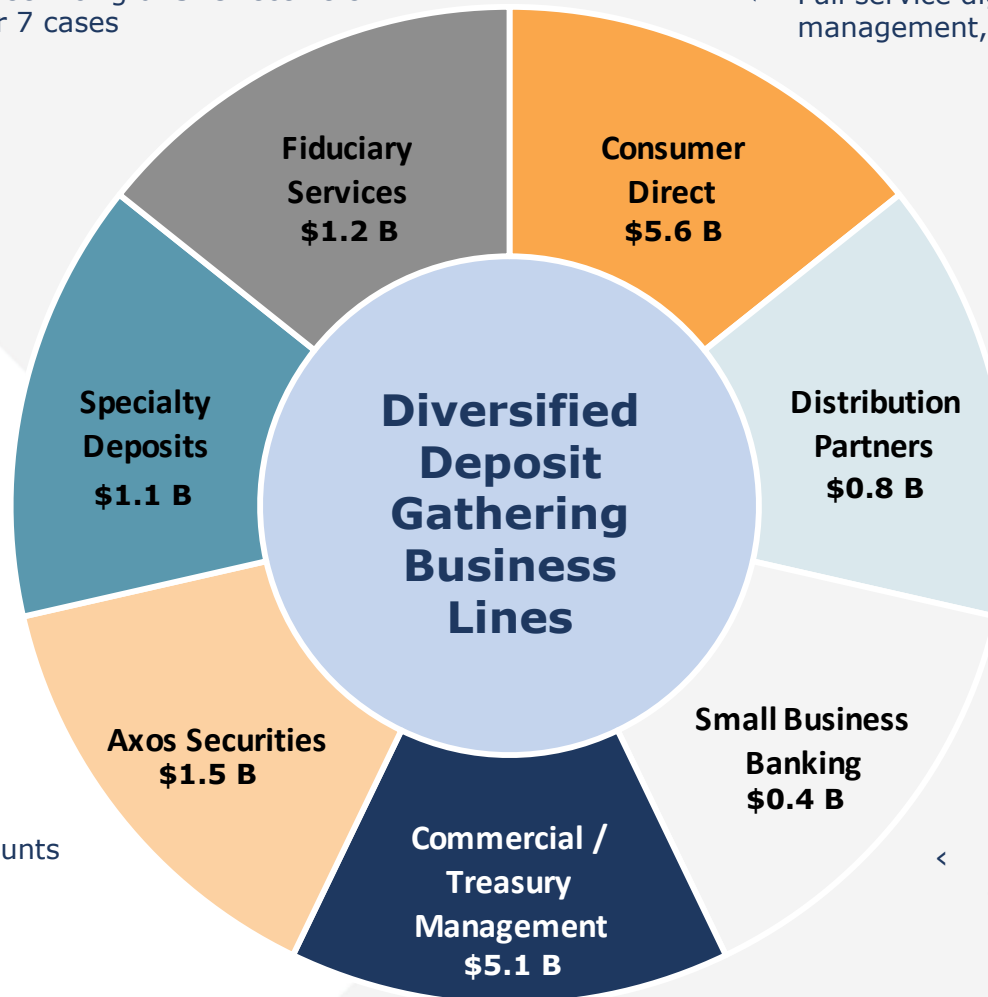
# Diversified Deposit Gathering

- < Serves approximately 40% of U.S. Chapter 7 bankruptcy trustees in exclusive relationship
- < Software allows servicing of SEC receivers and non-chapter 7 cases

- < Full service digital banking, wealth management, and securities trading

- < Fiduciary services for trustees
- < 1031 exchange firms
- < Title and escrow companies
- < HOA and property management

- < White-label banking



- < Broker-dealer client cash
- < Broker-dealer reserve accounts

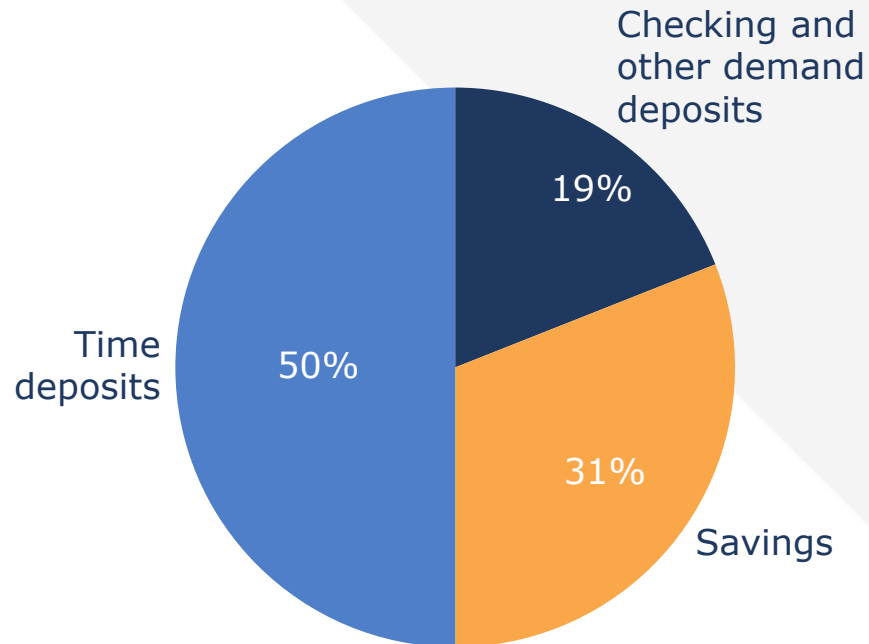
- < Business banking with simple suite of cash management services

- < Full service treasury/cash management
- < Team enhancements and geographic expansion
- < Bank and securities cross-sell

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

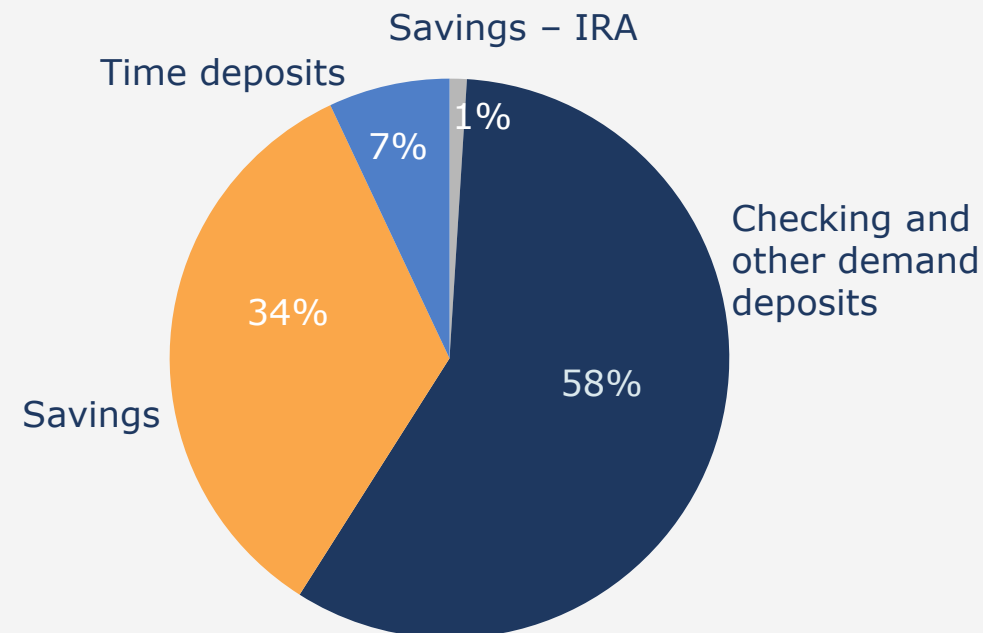
**June 30, 2013**

Total Deposits = \$2.1 billion



**December 31, 2022**

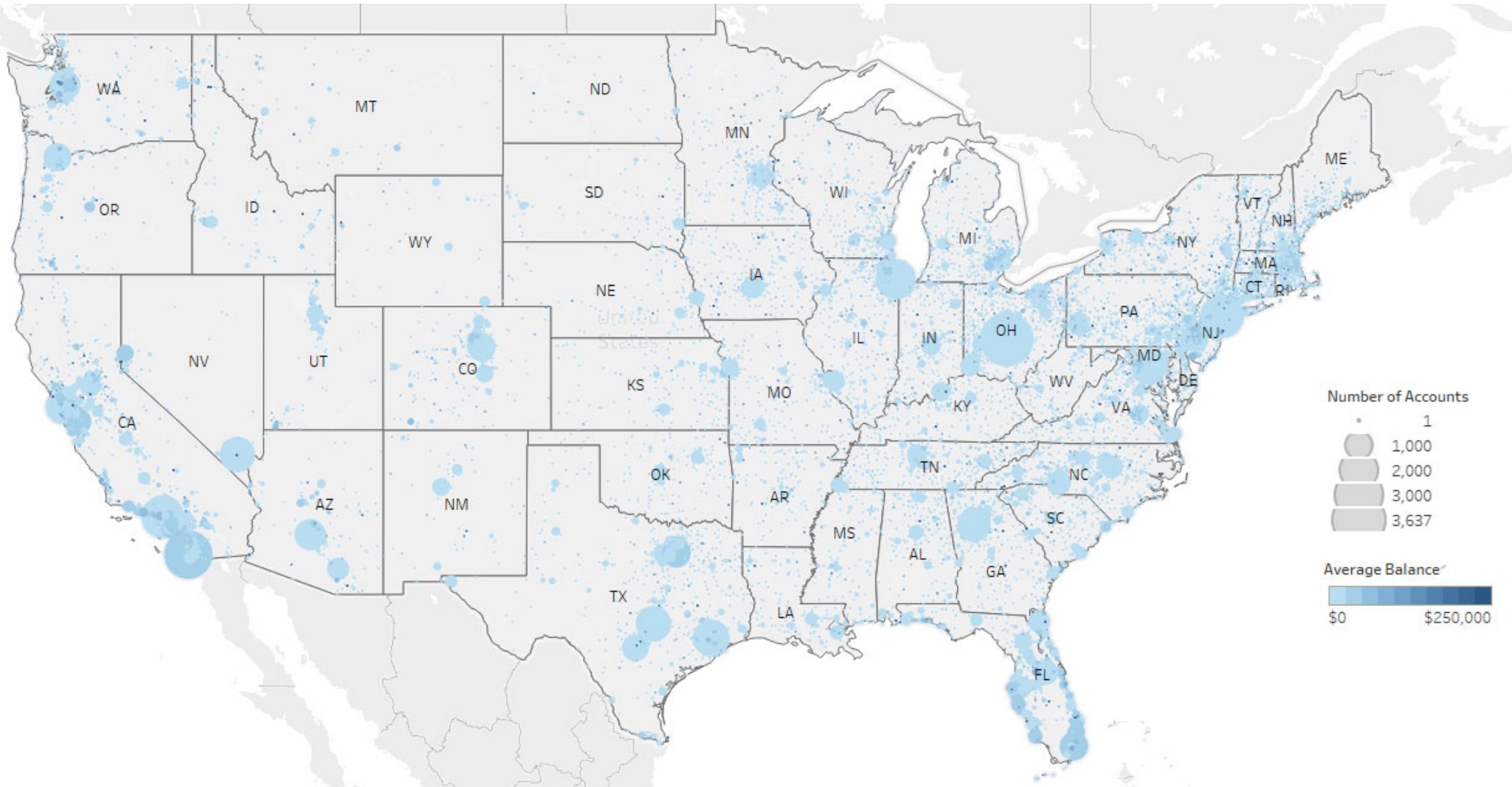
Total Deposits = \$15.7 billion



**Checking Growth (6/2013 – 12/2022) = 2,216%**

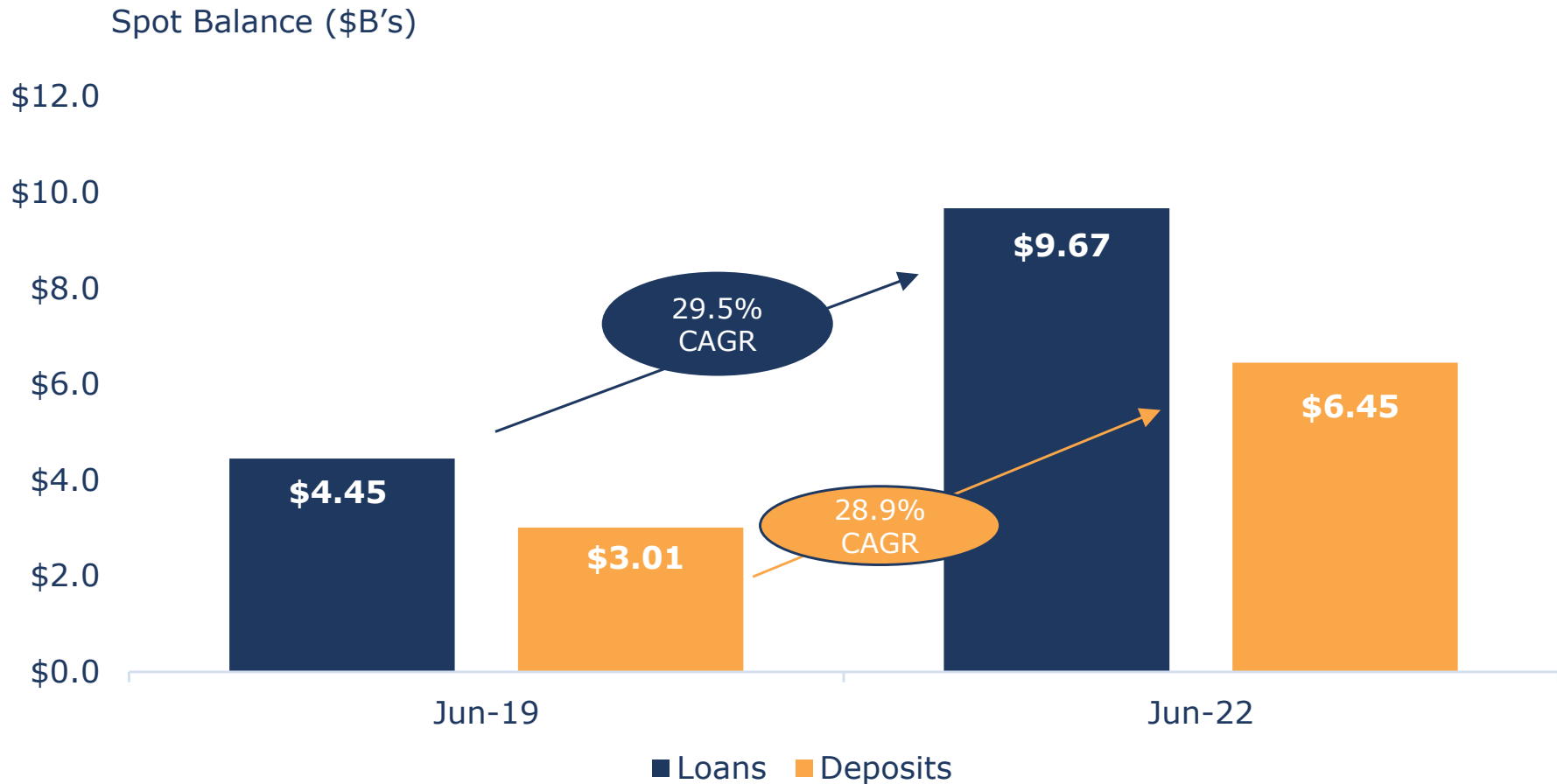
**Savings Growth (6/2013 – 12/2022) = 729%**

# 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



## Loan Growth Drivers

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

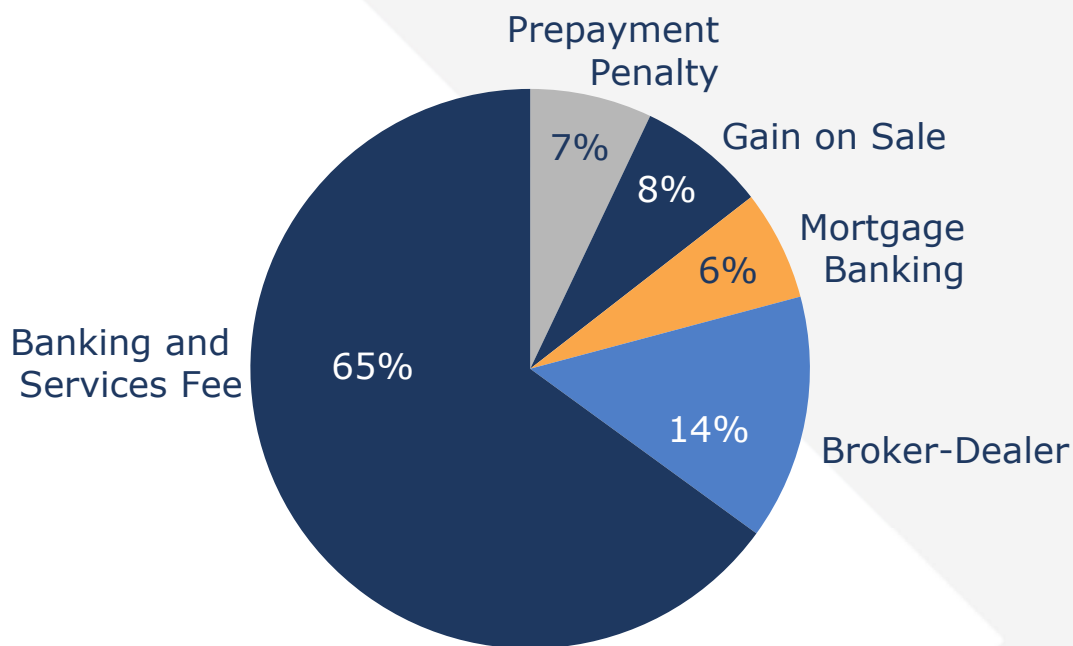
## Deposit Growth Drivers

- Unique value proposition encompassing industry expertise, product/technology, service levels and financial value

# Non-Interest Income Growth and Diversification

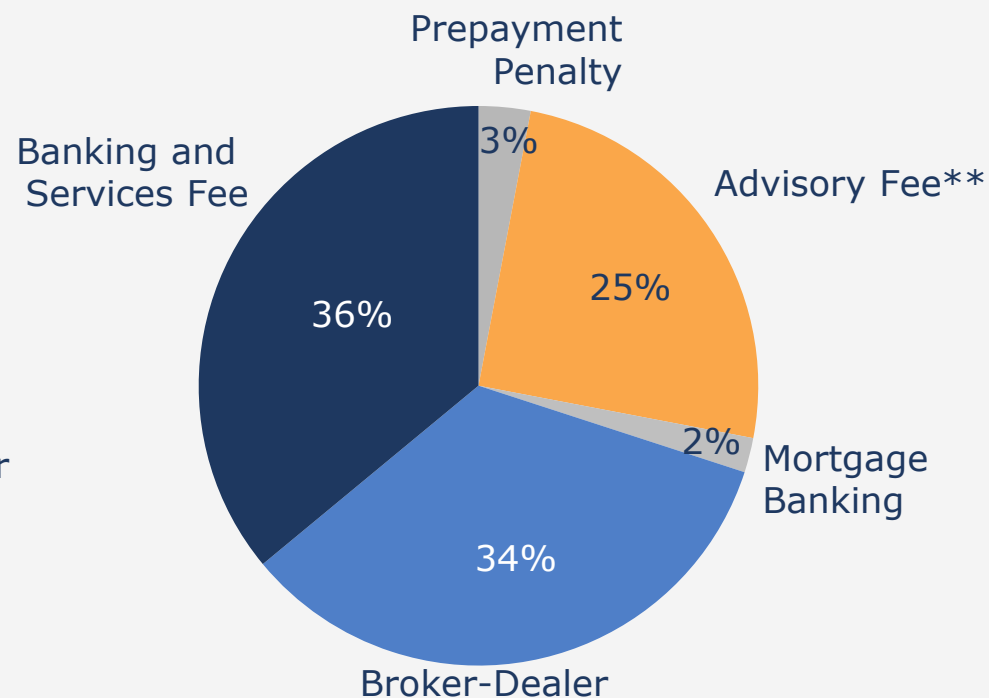
**Year Ended**  
*June 30, 2019*

Total Non-Interest Income =  
\$82.9 million



**Three Months Ended**  
*December 31, 2022*

Total Non-Interest Income =  
\$113.3 million\*



**Securities Segment Fee Income \* (6/2019 –12/2022) = 479%**

\* Note: non-interest income annualized from data through 12/31/22 for presentation in pie graph and comparison vs 6/30/19.

\*\* Note: FY23 includes advisory fee income from AAS business, which was acquired August 2, 2021.



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

Axos Securities	<b>Axos Clearing</b> Securities Clearing & Custody	70 IBDs 220 RIAs 310,000 Clients
	<b>Axos Invest</b> Digital Wealth & Personal Financial Management	26,000 Clients
	<b>Axos Trading</b> Self-Directed Trading	Launched Fiscal Q1 2022

## 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

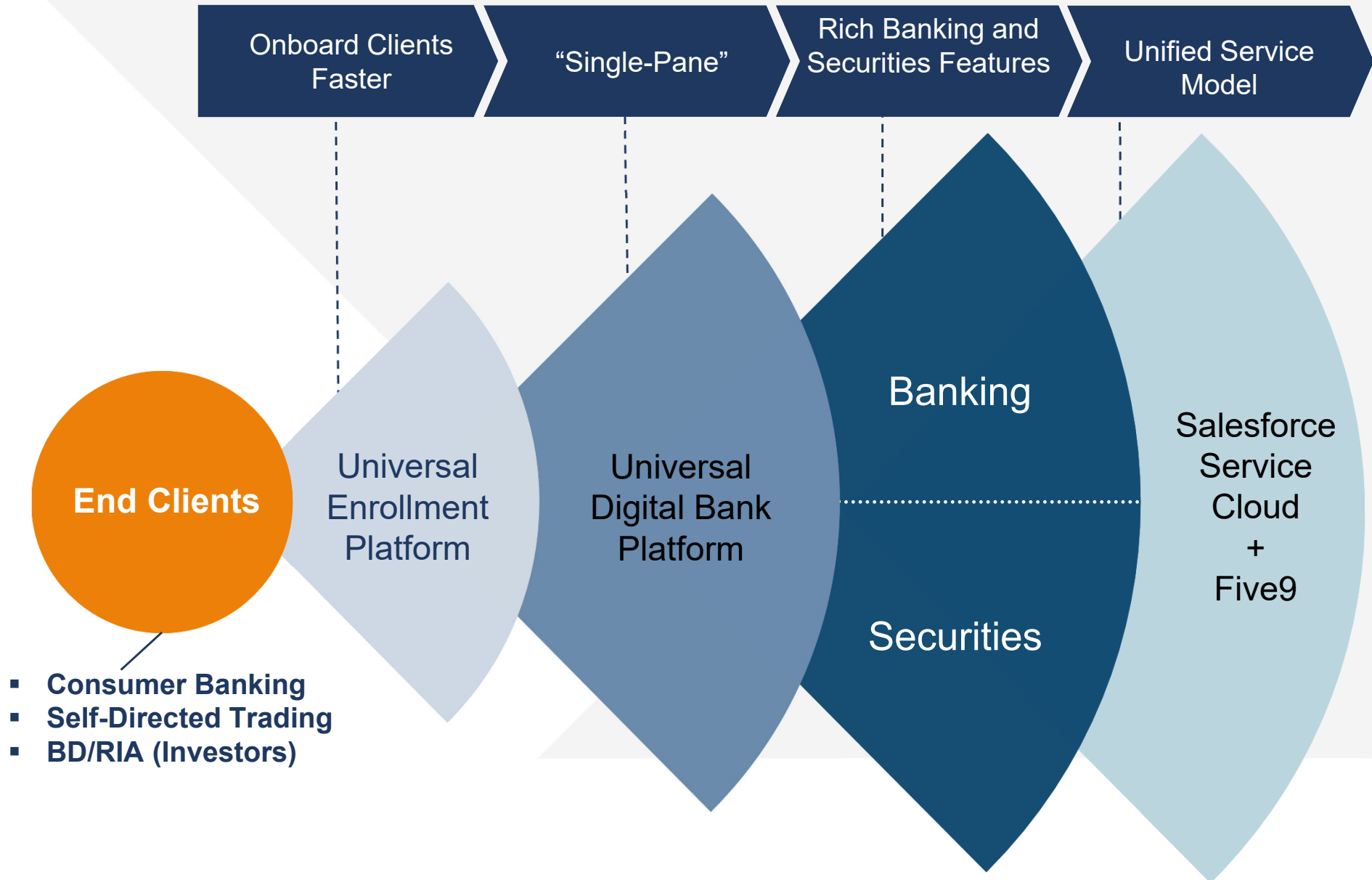
## Digital Solutions

- › Universal Digital Platform
- › Account Opening Platform

Access to  
~336,000  
Clients

# Integrated Securities and Banking

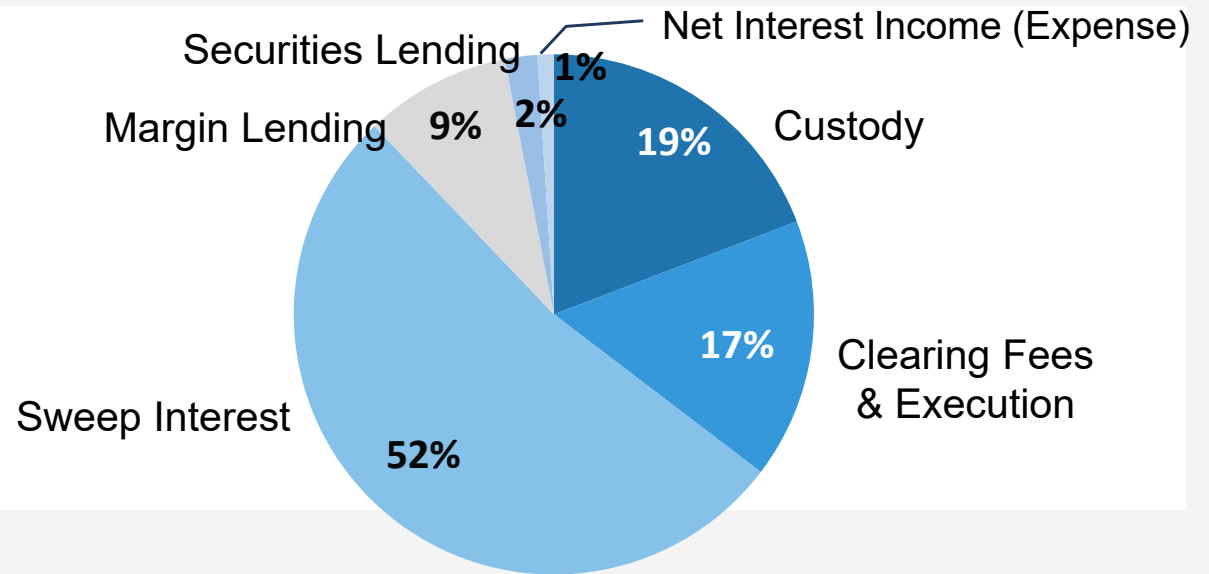
Leveraging Bank's existing digital platforms allows for unique integrated and flexible Banking and Securities product features



# Axos Clearing and Custody Highlights

- Leadership team with more than 100 years combined industry experience
- 292 employees across Clearing and Custody
- Nation's 8<sup>th</sup> largest Clearing Services firm by number of broker-dealer clients<sup>1</sup>.
- More than \$30 billion in Clearing Services client assets
- Axos Financial, Inc. acquired E\*TRADE Advisor Services in August 2021

June 2023 annualized based on 6 months 12/31/22



Key Highlights	Projected June 2023	TTM June 2022
Custody	\$27,906,549	\$28,308,893
Clearing Fees & Execution	\$24,054,410	\$21,875,571
Sweep Interest	\$76,113,163	\$13,227,233
Margin Lending	\$13,474,422	\$10,847,670
Securities Lending	\$3,313,480	\$6,891,090
Net Interest Income (Expense)	\$1,762,655	\$65,553
Net Revenues	\$146,624,679	\$81,214,010

<sup>1</sup> InvestmentNews Top clearing and custody firms for financial advisers October 2021.

# 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 & 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

## Liberty Provides a Comprehensive Turnkey Platform



**Serving 182 RIAs<sup>1</sup>**  
**(\$1M+ AUC)**

**~\$22B Assets Under Custody<sup>2</sup>**



### TAMPs

**62% of Total AUC<sup>3</sup>**

Turnkey Asset Management Platform, relies on Reps to gather assets and maintain relationship with investor



### Traditional RIAs

**35% of Total AUC<sup>3</sup>**

Gathers and manages assets, works directly with investor



### Small RIAs

**3% of Total AUC<sup>3</sup>**

Advisors with <\$25M in AUC

Note: Data as of 12/31/2022

1. 207 total advisors on Liberty platform; advisors with <\$1M AUC comprise <\$8M in total assets; there are 13 non-AAS RIAs not on Liberty at Axos Clearing

2. Includes \$190M 401K AUC

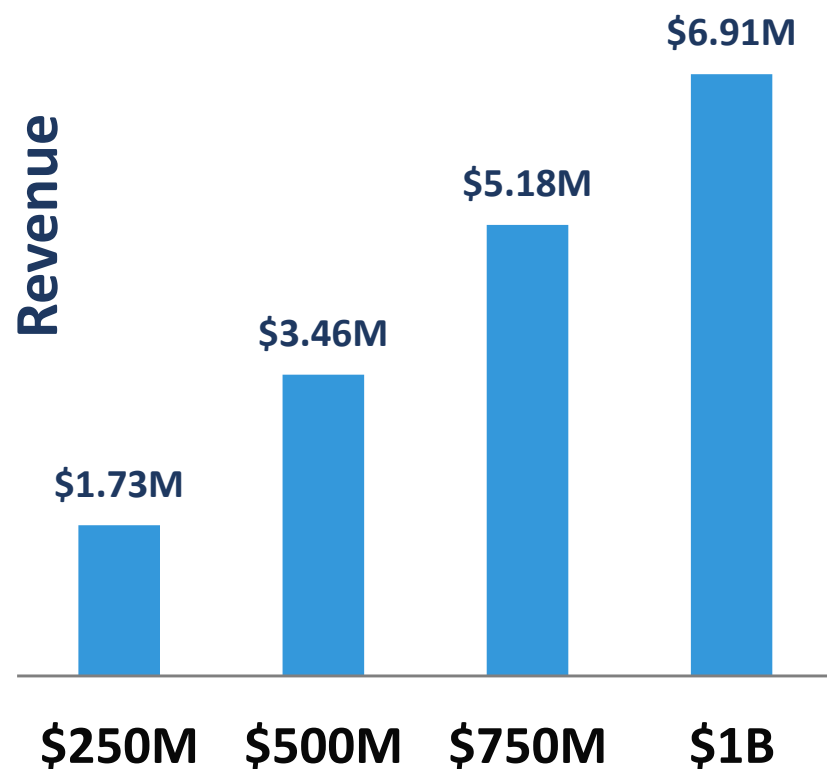
3. Excludes \$190M 401K AUC

# Axos Clearing Revenue Sensitivity to Key Metrics



Increase in revenue related to key metrics – Illustrative  
Axos Clearing – excluding AAS

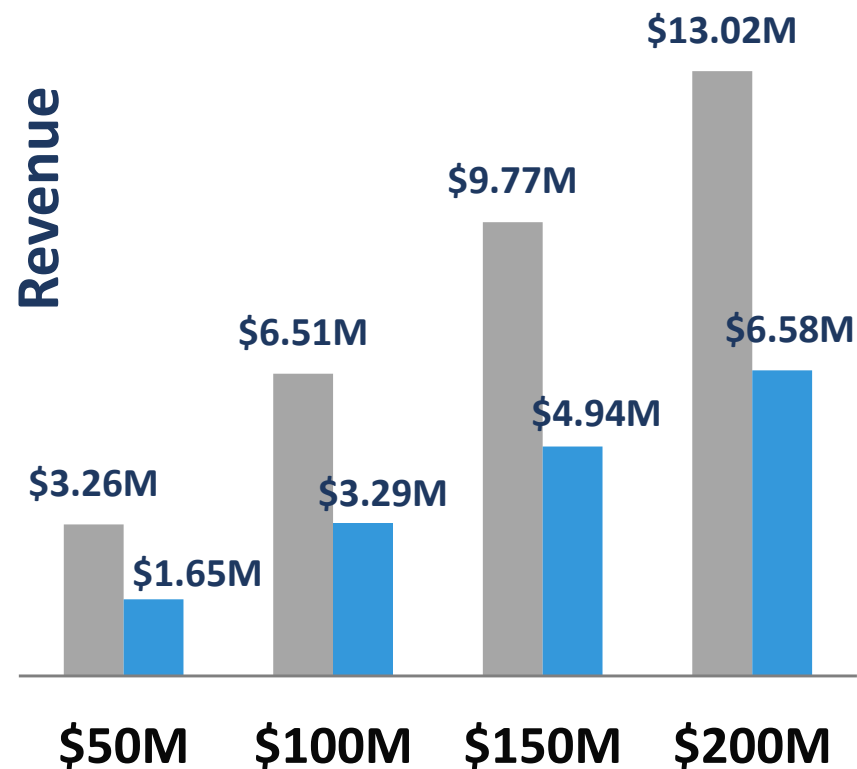
## AUC Increase



## Increase in AUC

## Lending Balances

■ Margin Balances ■ Sec Lending Balances



## Increase in Lending Balances

\*Analysis does not include any benefits from cash deposits held on balance sheet



# Axos Clearing Long-Term Revenue and Expense Synergies

## Revenue Synergies

### **Axos Securities:**

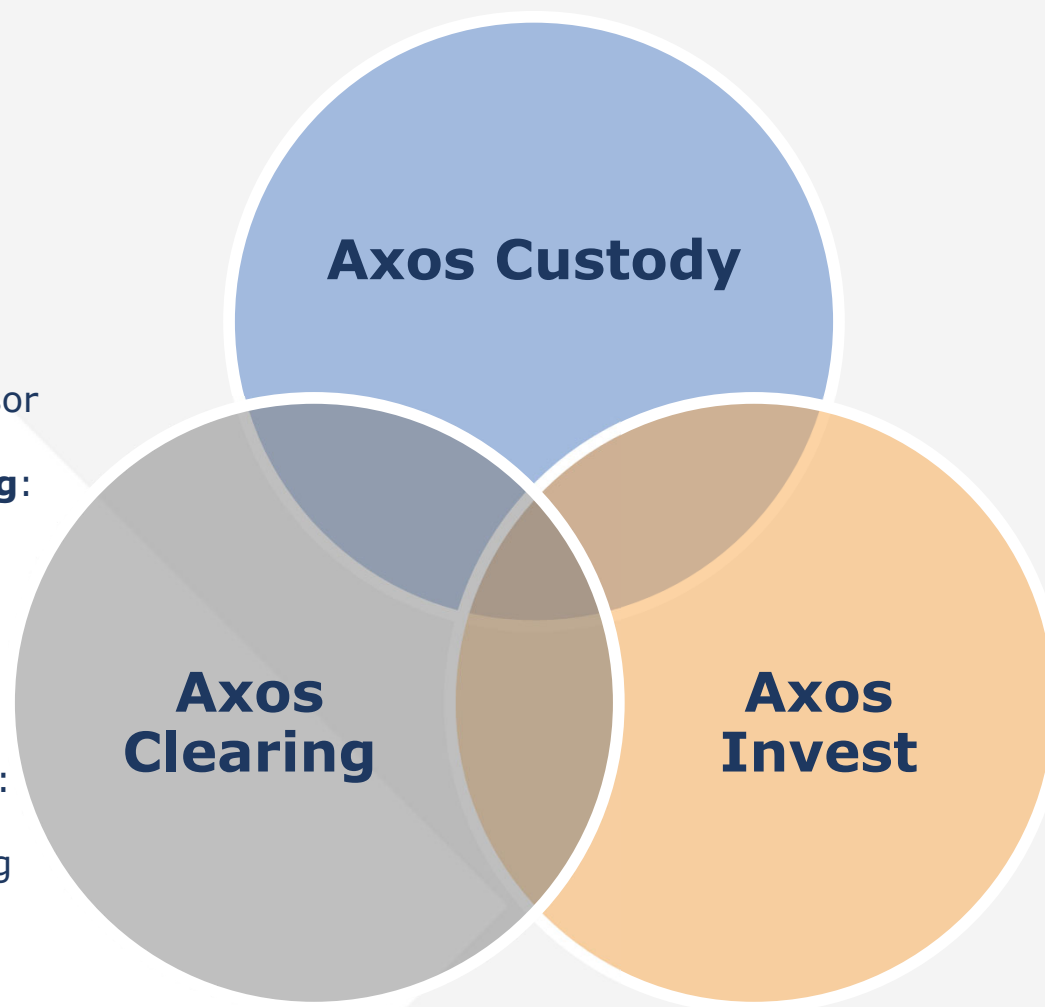
- Margin Loans
- Securities Lending
- Fixed Income Trading
- Order Flow
- White-label Robo Advisor

### **Axos Consumer Banking:**

- White-label Banking
- Auto Lending
- Mortgage Lending
- Unsecured Lending

### **Axos Business Banking:**

- Small Business Banking
- RIA Lending



## Cost Synergies

### **Axos Securities:**

- Self-Clearing
- Regulatory/Compliance
- Client Acquisition Costs
- Customer Service
- IT Infrastructure/Dev

### **Axos Consumer Banking:**

- Deposit Servicing Costs
- Client Acquisition Costs

### **Axos Business Banking:**

- Client Acquisition Costs

## Core Services

- Digital advisor that helps consumers achieve their investing goals through asset allocation, diversification, and low-cost ETFs.
- Automatic Rebalancing and Tax Loss Harvesting Services.
- Generate recurring revenue streams on assets under management.

## Key Features

- **Imbedded Advice:** Consumers are drawn to trusted advice when it is available for low cost.
- **Long-term track record:** Retention of customers due to strong risk-adjusted performance. Creates stability in asset growth through up and down markets.
- **Rewards Checking 2.0:** Managed Portfolios platform helps consumers achieve higher banking rate.

## Customer Served

- Consumers who do not have an advisor, looking for low-cost entry point to advice.
- Consumers who have No Time or Desire to make investment decisions on their own.



**Sticky customer accounts with opportunities to cross-sell banking and premium services**

## Core Services

- Competitive price discovery and execution of equity, options, ETFs, and Mutual Funds integrated with our Universal Digital Banking platform.
- Access to third-party research, alerts, and watch lists.

## Key Features

- **Subscription Program:** \$10 monthly for extended trading hours, margin lending, reduced option costs, access to third party analyst research.
- **Thought Leadership:** Provide market outlook, thematic blogs, product spotlights to create engagement.
- **Licensed Relationship Managers:** Available to assist with account opening, tutorials on platform tools, and investment vehicle education.

## Customer Served

- Consumers with advisors who need a place to hold low-cost basis stock, legacy positions, self-serve on favorite ideas.
- Do-It-Yourself investors who want to ideate and trade their own portfolios.



**Extending our 'synergistic loop' to capture consumers needing S/D Trading capabilities integrated with our digital banking platform**

# Axos Invest Managed Portfolios Industry Comparison



Attributes	Axos	SoFi	Betterment	Fidelity Go
<b>Business Model and Differentiators</b>	Low-cost, integrated Bank, Borrow, and Invest financial suite – best of both worlds with strong value for consumers	Simple ETF allocation bundled with SoFi loans and free management and unlimited access to financial advisors	Simple asset allocation and rebalancing model with low fees – Advisor access with premium subscription	Simplified choice for investors who want an all-digital Robo-advisor
<b>Fee Structure (AUM)</b>	0.24%	Free	The greater of \$4/Month or 0.25%	Free: AUM <\$25k 0.35% >\$25k
<b>User Interface</b>	Simple and seamless feel across both platforms	Very simple, easy to use, but generic	Very simple, easy to use, but generic	Very simple, easy to use, but generic
<b>Promotion</b>	\$200 for \$2000 funded and invested	Free career counseling & loan discounts with qualifying deposit	Up to 1 year of free management for new clients.	N/A
<b>Other</b>	Access to licensed relationship team, Core and thematic models, traditional & roth IRA's	No socially responsible portfolio options	IRA access limited to paid membership	Only offers access to Fidelity Flex mutual funds

## Key Differentiators

**Integrated financial suite of products**  
**Highly personal servicing approach**

## Personalization

- › Increase chances 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

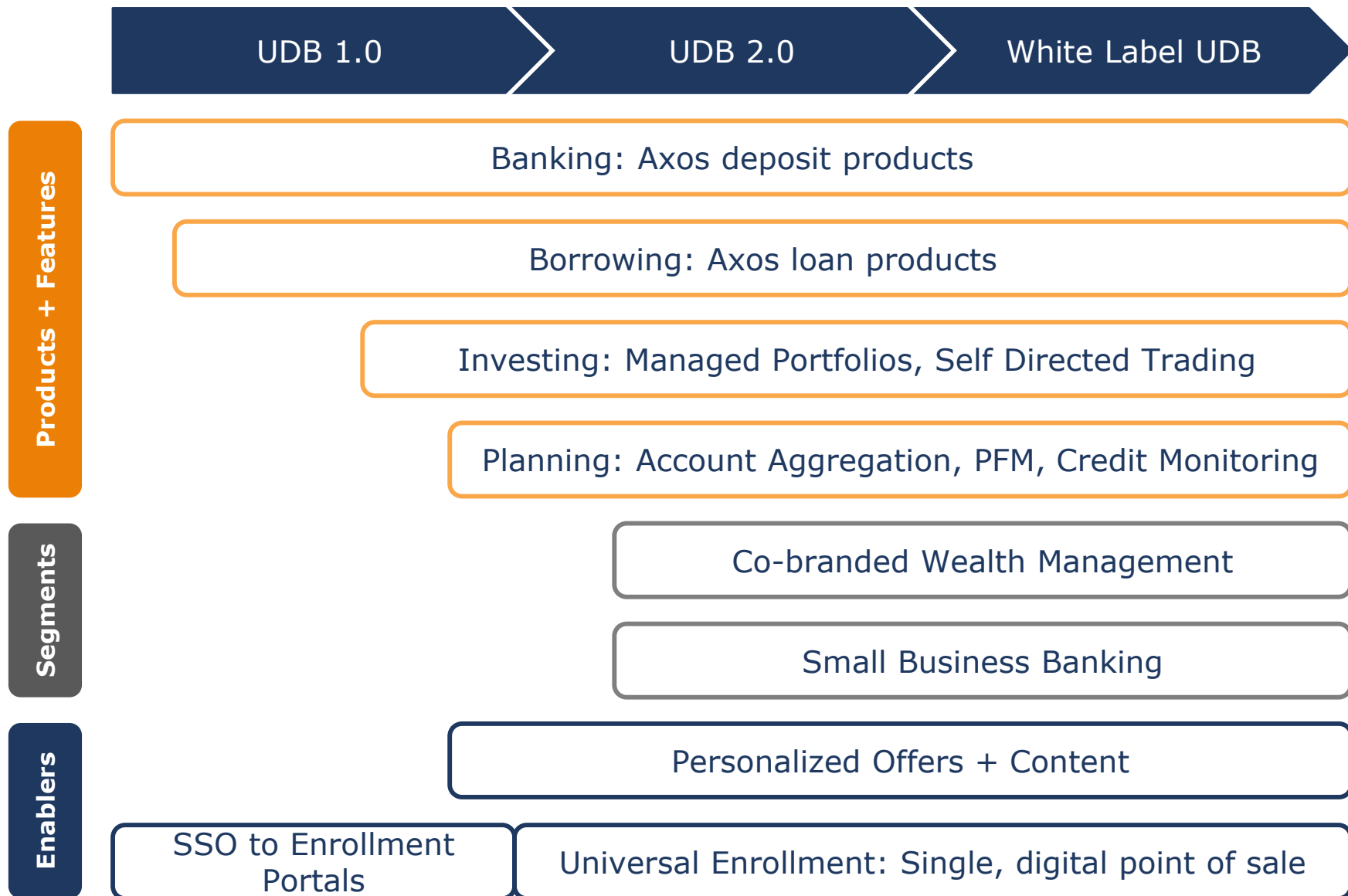
- › Provide holistic and interactive and intuitive design experience
- › Integrate online experience with other channels

## Cross-Sell

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

# Evolving Capabilities of the UDB Platform

UDB offers a growing set of products, capabilities and supported user segments





# The Digital Experience Roadmap

We continue to **evolve our digital experience** and **provide modern solutions** so financial services providers can have the speed, scalability, and flexibility they need to **deliver better client experiences**



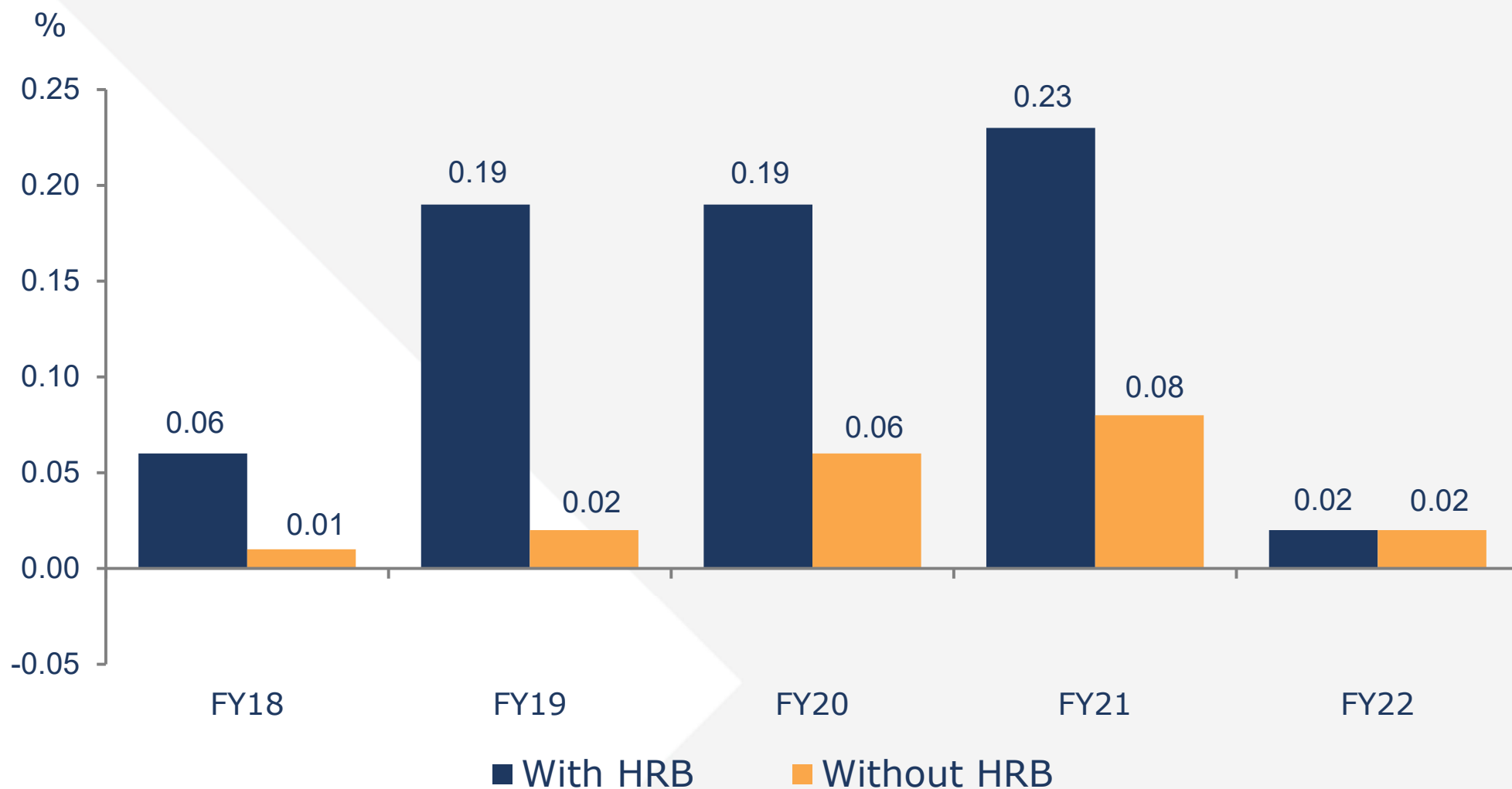
## What We Do

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



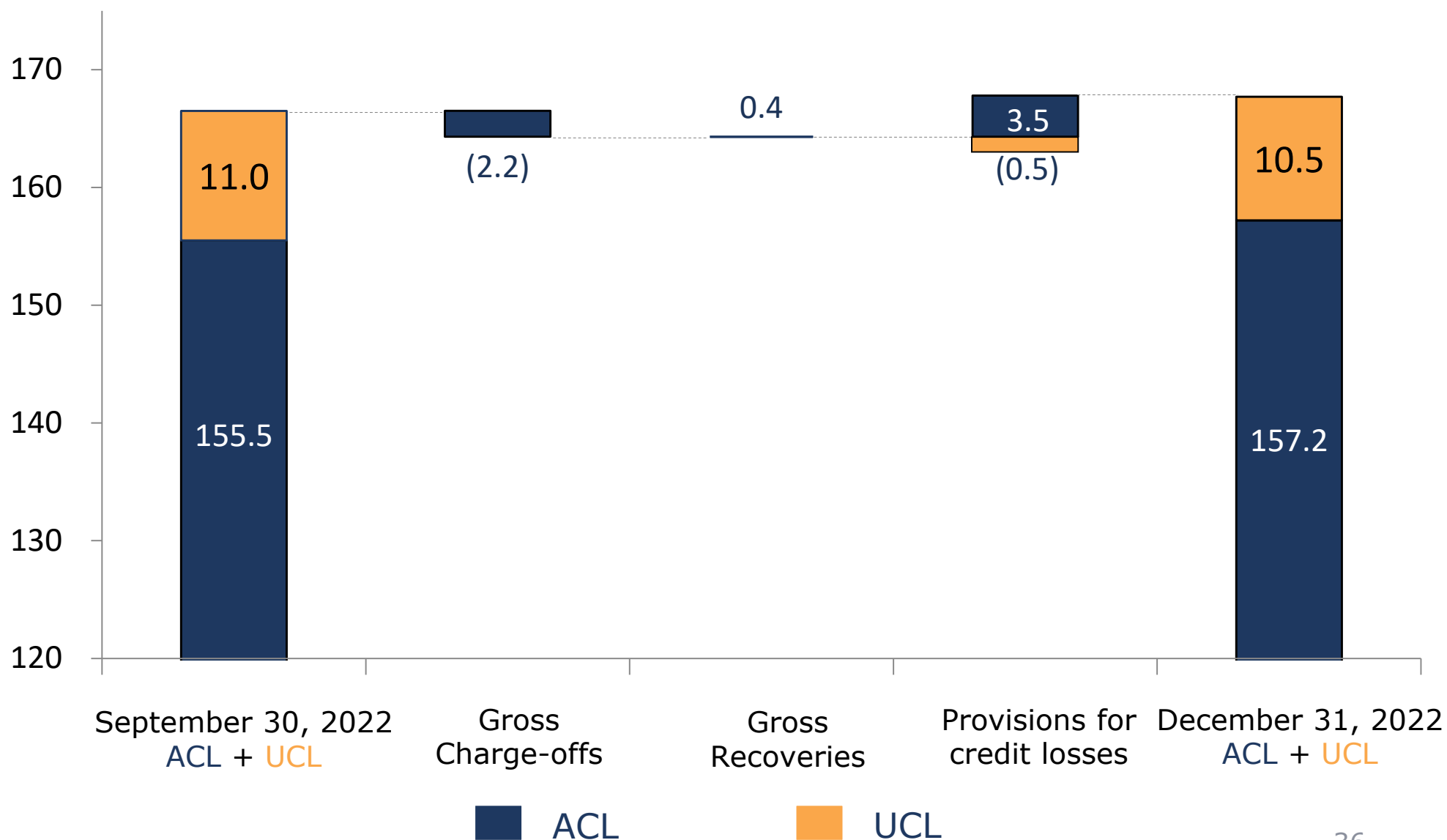
Note I: Company uses a June 30 fiscal year-end.

Note II: The Company partnered with H&R Block Bank (HRB) to provide HRB branded financial services products. The partnership was terminated December 8, 2020.

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



(\$ in millions)



# Allowance for Credit Losses (ACL) by Loan Category as of December 31, 2022

\$ millions

		<u>Loan Balance</u>	<u>ACL \$</u>	<u>ACL %</u>
Loans	Single Family - Mortgage and Warehouse	\$3,989.0	\$19.6	0.49%
	Multifamily & Commercial Mortgage	3,050.1	15.5	0.51%
	Commercial Real Estate	5,762.1	72.2	1.25%
	Commercial & Industrial Non-RE	2,208.9	36.0	1.63%
	Auto & Consumer	632.2	13.9	2.20%
	Other	7.2	0	0.00%
		<u>\$15,645.5</u>	<u>\$157.2</u>	<u>1.00%</u>

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

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