



Axos Financial, Inc. Q2 2021 Earnings Presentation

January 28, 2021

NYSE: AX

axosTM
Banking **Evolved**SM

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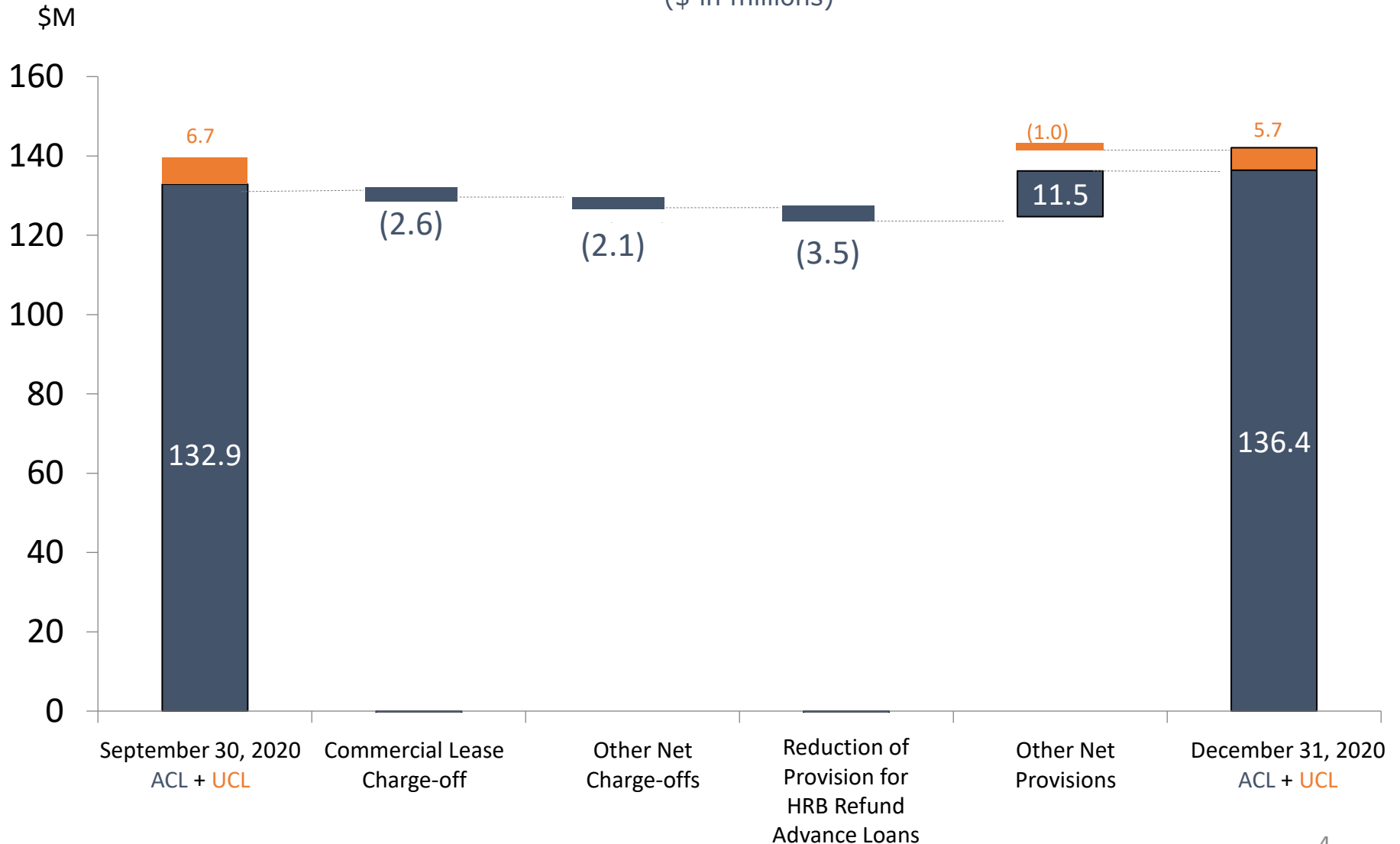


Net Loan Growth by Category for Second Quarter Ended December 31, 2020

			<u>Q2 FY21</u>	<u>Q1 FY21</u>	<u>Inc (Dec)</u>
Loans & Leases	Single Family Mortgage & Warehouse	Jumbo Mortgage	\$4,068	\$4,212	(\$144)
		SF Warehouse Lending	1,185	723	462
	Multifamily & SB Commercial Mortgage	Multifamily	1,930	1,904	26
		Small Balance Commercial	433	395	38
	Commercial Real Estate	CRE Specialty	2,586	2,346	240
		Lender Finance RE	135	98	37
	Commercial & Industrial Non-RE	Lender Finance Non RE	510	544	(34)
		Equipment Leasing	130	148	(18)
		SBLOC & Other	293	175	118
	Auto & Consumer	Auto	269	273	(4)
		Unsecured / OD	58	57	1
	Other	PPP	140	163	(23)
		Refund Advance & Other	11	17	(6)
				<u>\$11,749</u>	<u>\$11,055</u>

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 December 31, 2020

		<u>Loan Balance</u>	<u>ACL \$</u>	<u>ACL %</u>
Loans & Leases	Single Family Mortgage and Warehouse	\$5,252.8	\$ 32.8	0.62%
	Multifamily & SB Commercial Mortgage	2,363.0	12.9	0.55%
	Commercial Real Estate	2,720.9	56.7	2.08%
	Commercial & Industrial Non-RE	933.1	19.1	2.05%
	Auto & Consumer	327.3	7.4	2.26%
	Other	151.5	7.5	4.95%
		<u>\$11,748.7</u>	<u>\$ 136.4</u>	<u>1.16%</u>

Credit Quality

No Loans in Forbearance and Decreasing NPA

9/30/2020	Loans O/S	Loans in Forbearance or Deferral	%	NPAs	% of Loans O/S
Single Family-Mortgage & Warehouse	\$4,935.4	\$0.0	0.00%	\$132.9	2.69%
Multifamily and Commercial Mortgage	\$2,299.3	\$0.0	0.00%	\$32.8	1.43%
Commercial Real Estate	\$2,443.6	\$0.0	0.00%	\$0.0	0.00%
Commercial & Industrial - Non-RE	\$866.5	\$0.0	0.00%	\$5.6	0.64%
Auto & Consumer	\$330.1	\$0.0	0.00%	\$0.8	0.23%
Other	\$180.2	\$0.0	0.00%	\$0.0	0.00%
Total	\$11,055.2	\$0.0	0.00%	\$172.1	1.56%
12/31/2020	Loans O/S	Loans in Forbearance or Deferral	%	NPAs	%
Single Family-Mortgage & Warehouse	\$5,252.8	\$0.0	0.00%	\$117.2	2.23%
Multifamily and Commercial Mortgage	\$2,363.0	\$0.0	0.00%	\$32.1	1.36%
Commercial Real Estate	\$2,720.9	\$0.0	0.00%	\$16.6	0.61%
Commercial & Industrial - Non-RE	\$933.1	\$0.0	0.00%	\$3.0	0.32%
Auto & Consumer	\$327.3	\$0.0	0.00%	\$0.4	0.11%
Other	\$151.9	\$0.0	0.00%	\$0.0	0.00%
Total	\$11,749.1	\$0.0	0.00%	\$169.3	1.44%
Change from 9/30/20 to 12/31/20	Loans O/S	Loans in Forbearance or Deferral		NPAs	
Single Family-Mortgage & Warehouse	\$317.5	\$0.0		-\$15.7	
Multifamily and Commercial Mortgage	\$63.7	\$0.0		-\$0.7	
Commercial Real Estate	\$277.3	\$0.0		\$16.6	
Commercial & Industrial - Non-RE	\$66.6	\$0.0		-\$2.6	
Auto & Consumer	-\$2.8	\$0.0		-\$0.4	
Other	-\$28.3	\$0.0		\$0.0	
Total	\$693.9	\$0.0		-\$2.8	

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