

Axos Q4 2021 Earnings Supplement

July 29, 2021

NYSE: AX

axosTM
Banking **Evolved**SM

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, including the acquisition of E*TRADE Advisor Services, estimates of capital expenditures, plans for future operations, products or services, 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, 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



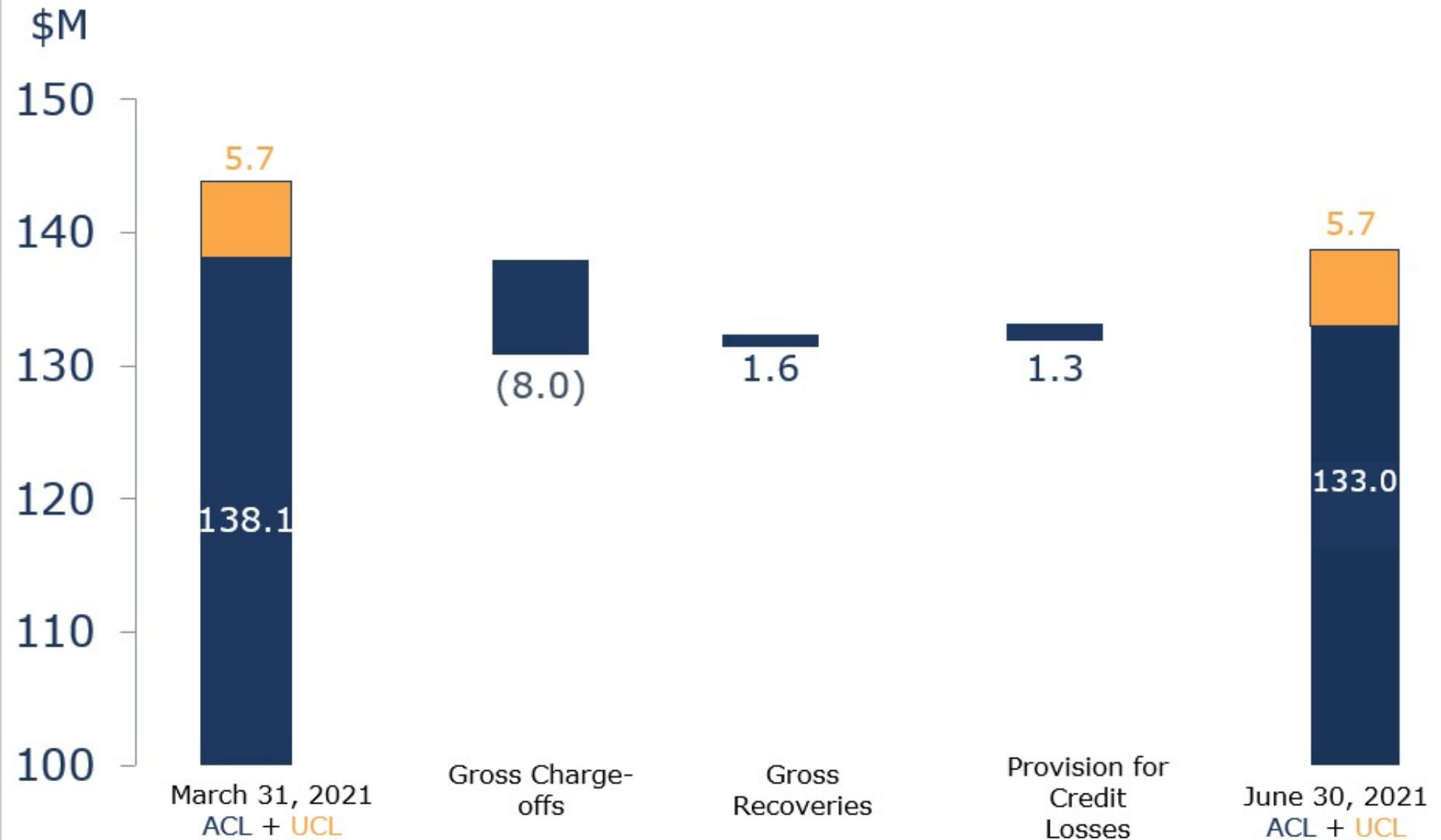
\$ Millions

			<u>Q4 FY21</u>	<u>Q3 FY21</u>	<u>Inc (Dec)</u>
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)
				<u>\$11,555</u>	<u>\$11,856</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 June 30, 2021



\$ Millions

		<u>Loan Balance</u>	<u>ACL \$</u>	<u>ACL %</u>
Loans & Leases	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