



# Axos Q3 Fiscal 2022 Earnings Supplement

April 28, 2022

NYSE: AX

**axos**<sup>TM</sup>  
Banking **Evolved**<sup>SM</sup>

# Net Loan Growth by Category for Third Quarter Ended March 31, 2022



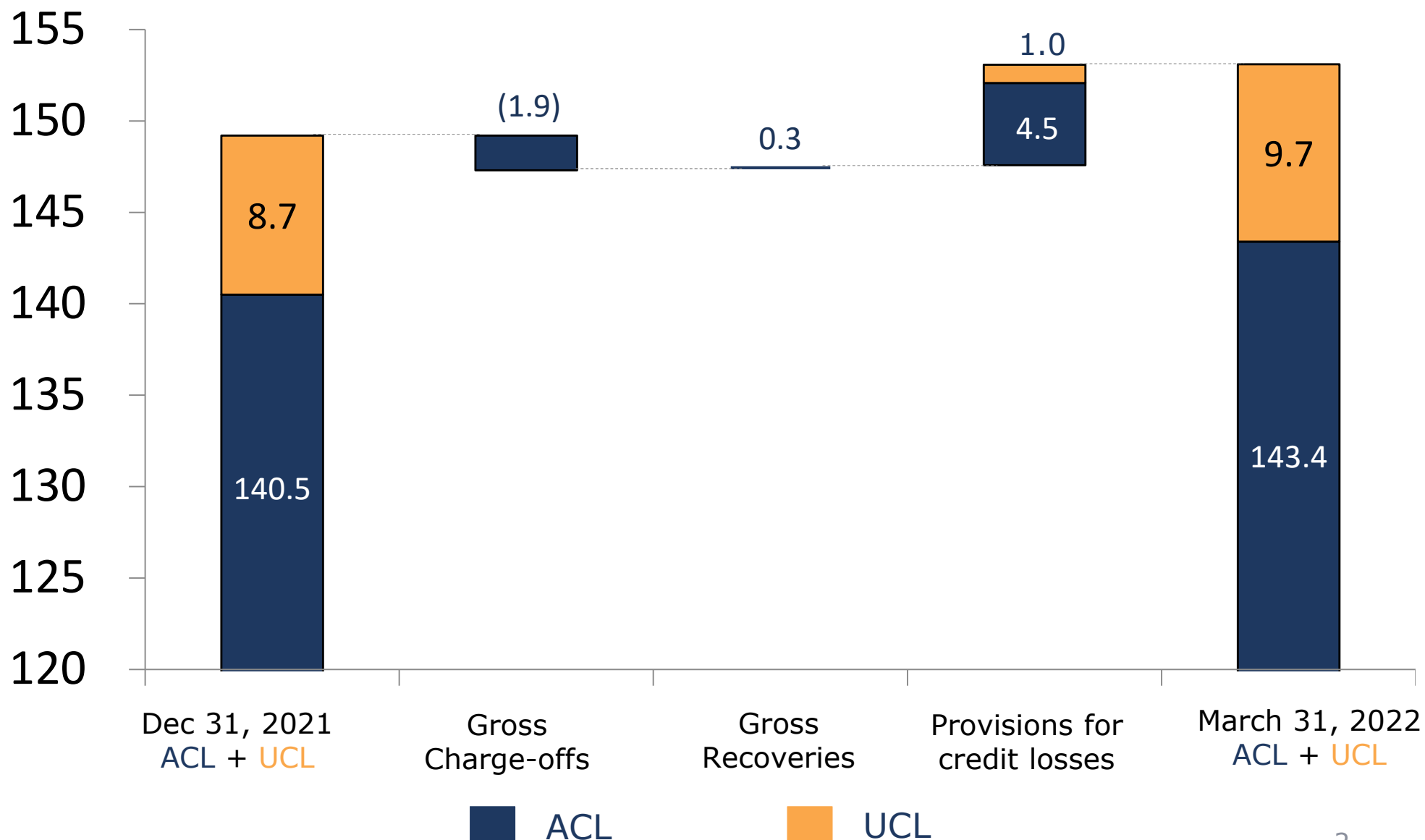
\$ Millions

			<u>Q3 FY22</u>	<u>Q2 FY22</u>	<u>Inc (Dec)</u>
<b>Loans</b>	<b>Single Family Mortgage &amp; Warehouse</b>	<b>Jumbo Mortgage</b>	\$3,549	\$3,686	(137)
		<b>SF Warehouse Lending</b>	423	596	(173)
	<b>Multifamily &amp; Commercial Mortgage</b>	<b>Multifamily</b>	2,080	2,017	63
		<b>Small Balance Commercial</b>	583	467	116
	<b>Commercial Real Estate</b>	<b>CRE Specialty</b>	4,171	3,735	436
		<b>Lender Finance RE</b>	122	122	0
	<b>Commercial &amp; Industrial Non-RE</b>	<b>Lender Finance Non RE</b>	676	742	(66)
		<b>Equipment Leasing</b>	107	96	11
		<b>Asset-Based Lending</b>	998	793	205
	<b>Auto &amp; Consumer</b>	<b>Auto</b>	454	417	37
		<b>Unsecured / OD</b>	67	62	5
	<b>Other</b>	<b>PPP</b>	13	20	(7)
		<b>Other</b>	3	3	0
				<u>\$13,246</u>	<u>\$ 12,756</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 March 31, 2022



\$ Millions

		<u>Loan Balance</u>	<u>ACL \$</u>	<u>ACL %</u>
<b>Loans</b>	Single Family - Mortgage and Warehouse	\$3,972.1	\$21.8	0.55%
	Multifamily & Commercial Mortgage	2,662.5	13.8	0.52%
	Commercial Real Estate	4,293.0	69.8	1.63%
	Commercial & Industrial Non-RE	1,780.6	26.3	1.48%
	Auto & Consumer	521.9	11.6	2.22%
	Other	16.1	0.1	0.28%
		<u>\$13,246.2</u>	<u>\$143.4</u>	<u>1.08%</u>

# Credit Quality

## No Loans Subject to Forbearance or Deferral for Over a Year

12/31/2021	Loans O/S	NPAs	%
Single Family-Mortgage & Warehouse	\$4,281.6	\$122.3	2.86%
Multifamily and Commercial Mortgage	2,483.9	7.7	0.31%
Commercial Real Estate	3,857.4	15.2	0.40%
Commercial & Industrial - Non-RE	1,631.8	0.0	0.00%
Auto & Consumer	478.6	0.6	0.13%
Other	22.3	0.1	0.25%
<b>Total</b>	<b>\$12,755.6</b>	<b>\$145.9</b>	<b>1.14%</b>

3/31/2022	Loans O/S	NPAs	%
Single Family-Mortgage & Warehouse	\$3,972.1	\$113.3	2.85%
Multifamily and Commercial Mortgage	2,662.5	9.7	0.36%
Commercial Real Estate	4,293.0	15	0.36%
Commercial & Industrial - Non-RE	1,780.6	0.0	0.00%
Auto & Consumer	521.9	0.4	0.08%
Other	16.1	0.4	2.30%
<b>Total</b>	<b>\$13,246.2</b>	<b>\$138.8</b>	<b>1.05%</b>

Change at 3/31/22 from 12/31/21	Loans O/S	NPAs
Single Family-Mortgage & Warehouse	-\$309.5	-\$9.0
Multifamily and Commercial Mortgage	178.6	2.0
Commercial Real Estate	435.6	-0.2
Commercial & Industrial - Non-RE	148.8	0.0
Auto & Consumer	43.3	-0.2
Other	-6.2	0.3
<b>Total</b>	<b>\$490.6</b>	<b>-\$7.1</b>

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