

# Axos Q4 Fiscal 2022 Earnings Supplement

August 4, 2022

NYSE: AX

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

# Loan Growth by Category for Fourth Quarter Ended June 30, 2022



\$ millions

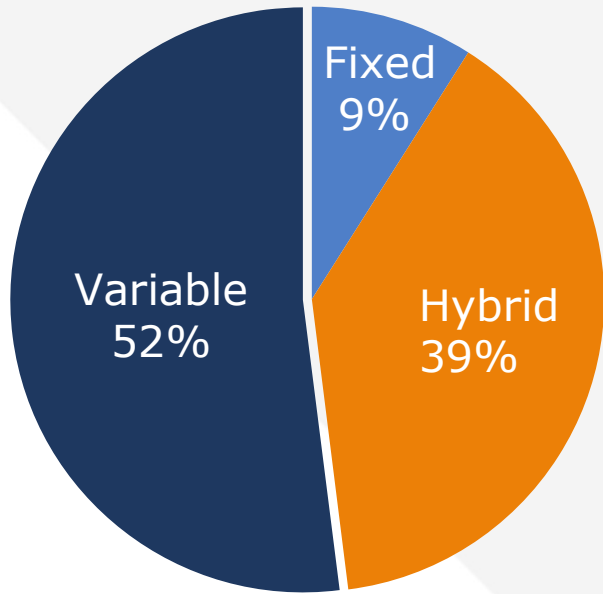
			<u>Q4 FY22</u>	<u>Q3 FY22</u>	<u>Inc (Dec)</u>	
<b>Loans</b>	<b>Single Family Mortgage &amp; Warehouse</b>	<b>Jumbo Mortgage</b>	\$3,707	\$3,549	158	
		<b>SF Warehouse Lending</b>	281	423	(142)	
	<b>Multifamily &amp; Commercial Mortgage</b>	<b>Multifamily</b>	2,085	2,080	5	
		<b>Small Balance Commercial</b>	793	583	210	
	<b>Commercial Real Estate</b>	<b>CRE Specialty</b>	4,395	4,102	293	
		<b>Lender Finance RE</b>	386	191	195	
	<b>Commercial &amp; Industrial Non-RE</b>	<b>Lender Finance Non RE</b>	741	676	65	
		<b>Equipment Leasing</b>	115	107	8	
		<b>Asset-Based Lending</b>	1,172	998	174	
	<b>Auto &amp; Consumer</b>	<b>Auto</b>	493	454	39	
		<b>Unsecured / OD</b>	74	67	7	
	<b>Other</b>		11	16	(5)	
				<u>\$14,253</u>	<u>\$ 13,246</u>	<u>\$1,007</u> 1

# Interest Rate Components of Loan and Lease Portfolio

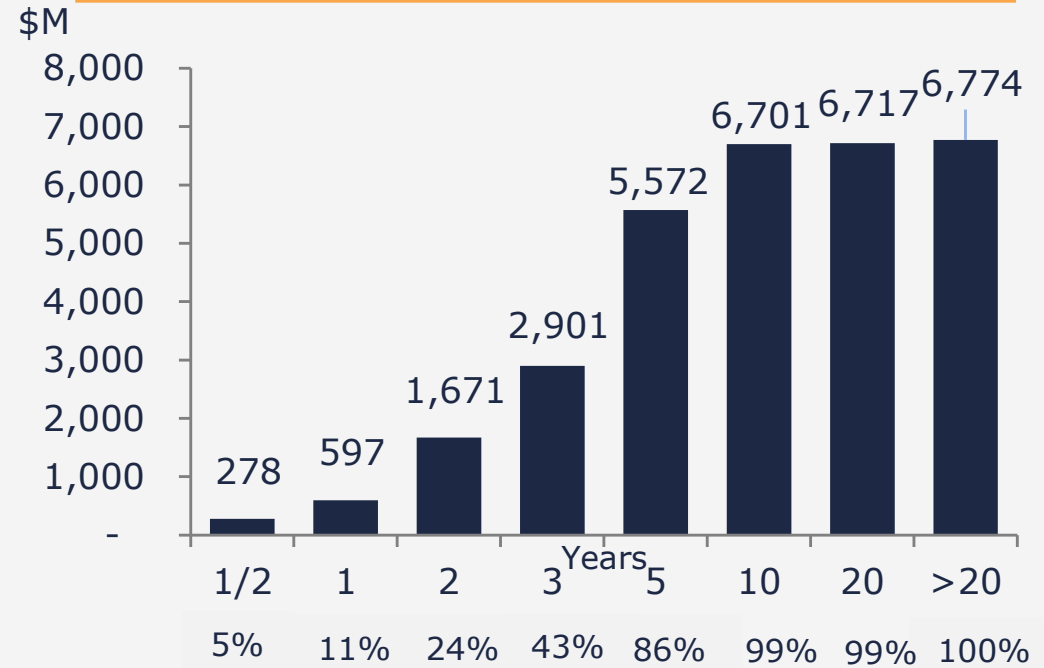


At June 30, 2022

## Mix of Loan Repricing Types

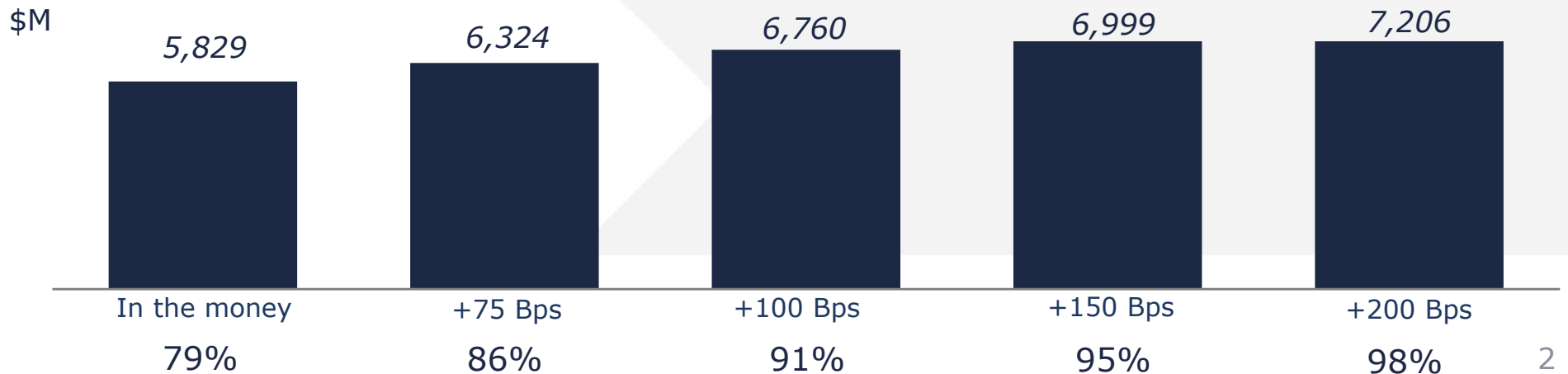


## Fixed/Hybrid Years to Maturity / Repricing\*



\* -Excludes SFR Warehouse. Assumes Hybrids prepaying at 15% CPR

## Floor Analysis\*\* – Variable-Rate Loans

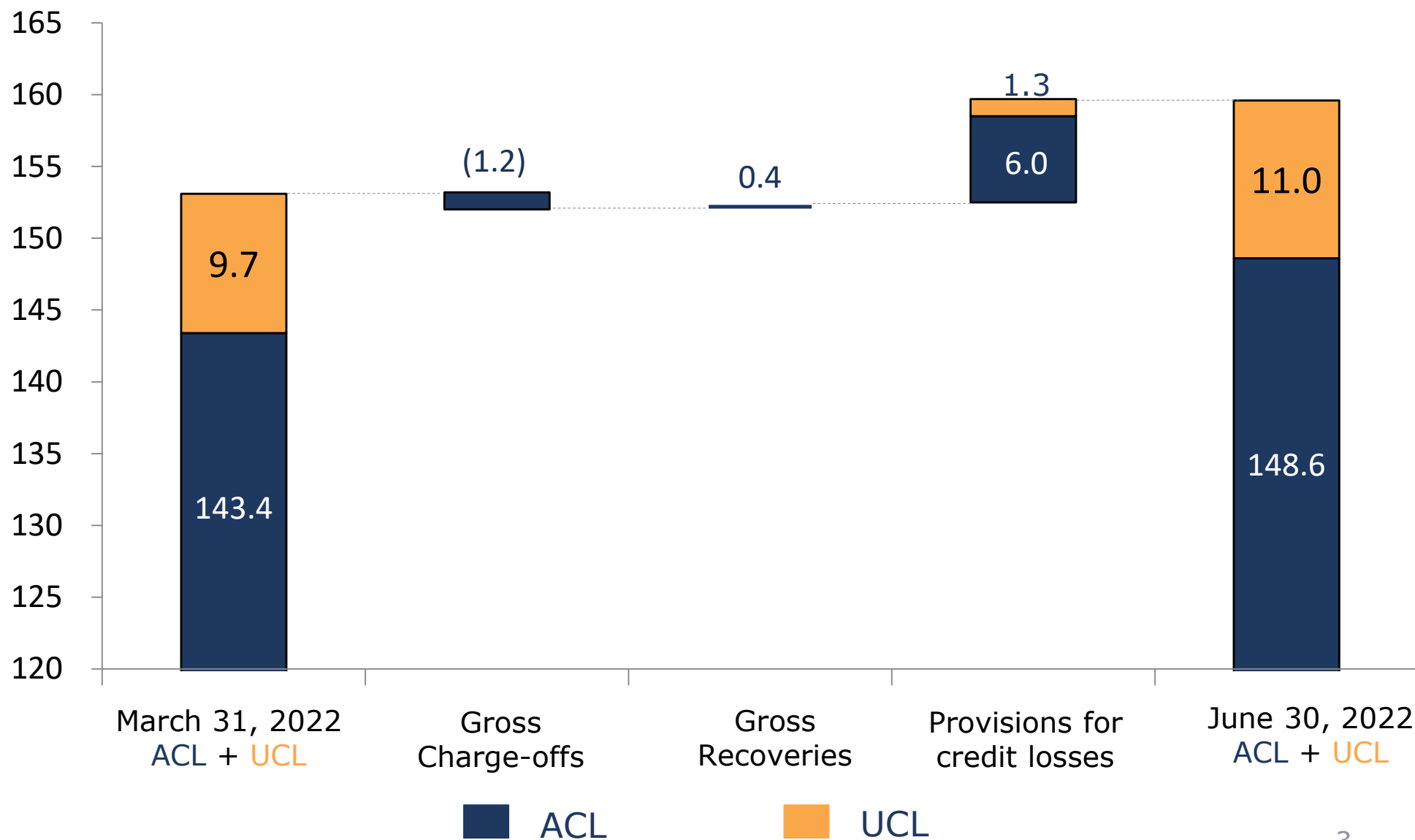


\*\*Prior to the Fed's 75 bps Increase in the Fed Funds Rate on 7/27/22

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



(\$ in millions)



# Allowance for Credit Losses (ACL) by Loan Category as of June 30, 2022



\$ millions

		<u>Loan Balance</u>	<u>ACL \$</u>	<u>ACL %</u>
<b>Loans</b>	Single Family - Mortgage and Warehouse	\$3,988.5	\$19.7	0.49%
	Multifamily & Commercial Mortgage	2,877.7	14.6	0.51%
	Commercial Real Estate	4,781.0	69.3	1.45%
	Commercial & Industrial Non-RE	2,028.1	30.8	1.52%
	Auto & Consumer	567.2	14.1	2.49%
	Other	11.1	0.1	0.28%
		<u>\$14,253.6</u>	<u>\$148.6</u>	<u>1.04%</u>

# Credit Quality (\$ millions)



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

<b><u>3/31/2022</u></b>	<b><u>Loans O/S</u></b>	<b><u>NPAs</u></b>	<b><u>%</u></b>
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	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%
Total	\$13,246.2	\$138.8	1.05%
<b><u>6/30/2022</u></b>	<b><u>Loans O/S</u></b>	<b><u>NPAs</u></b>	<b><u>%</u></b>
Single Family-Mortgage & Warehouse	\$3,988.5	\$66.4	1.66%
Multifamily and Commercial Mortgage	2,877.7	33.4	1.16%
Commercial Real Estate	4,781.0	14.9	0.31%
Commercial & Industrial - Non-RE	2,028.1	3.0	0.15%
Auto & Consumer	567.2	0.4	0.07%
Other	11.1	0.1	0.90%
Total	\$14,253.6	\$118.2	0.83%
<b><u>Change at 6/30/22 from 3/31/22</u></b>	<b><u>Loans O/S</u></b>	<b><u>NPAs</u></b>	
Single Family-Mortgage & Warehouse	\$16.4	(\$46.9)	
Multifamily and Commercial Mortgage	215.2	23.7	
Commercial Real Estate	488.0	(0.1)	
Commercial & Industrial - Non-RE	247.5	3.0	
Auto & Consumer	45.3	0.0	
Other	(5.0)	(0.3)	
Total	\$1,007.4	(\$20.6)	

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