

Axos Financial, Inc. Q1 2021 Earnings Supplement

October 29, 2020

NYSE: AX

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Safe Harbor



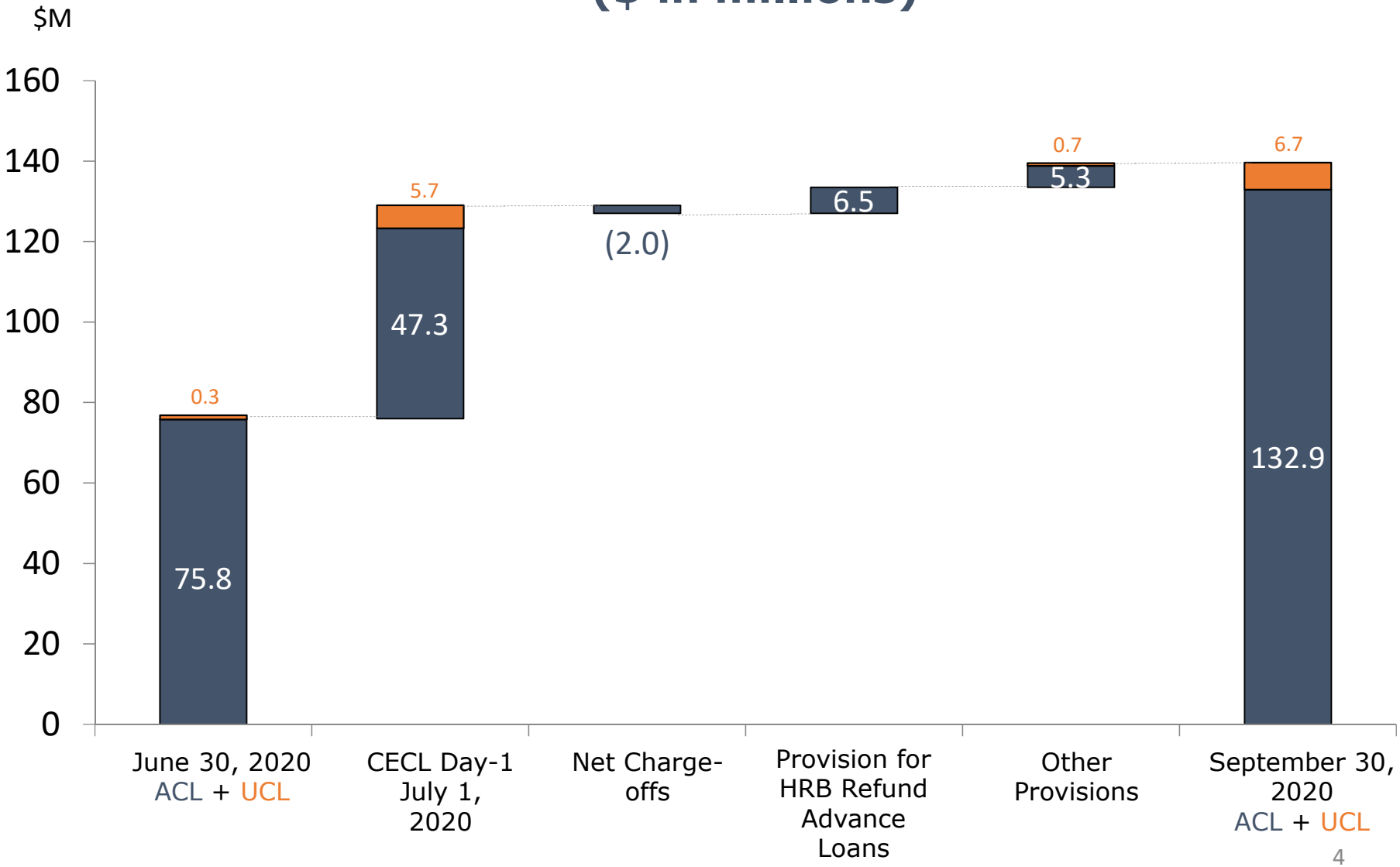
This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 (the "Reform Act"). The words "believe," "expect," "anticipate," "estimate," "project," or the negation thereof or similar expressions constitute forward-looking statements 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, 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 First Quarter Ended September 30, 2020

$ Millions

		Q1 FY21	Q4 FY20	Inc (Dec)
Loans & Leases	Single Family Mortgage & Warehouse			
	Jumbo Mortgage	$4,212	$4,248	($36)
	SF Warehouse Lending	723	474	249
	Multifamily & SB Commercial Mortgage			
	Multifamily	1,904	1,892	12
	Small Balance Commercial	395	371	24
	Commercial Real Estate			
	CRE Specialty	2,334	2,223	111
	Lender Finance RE	110	75	35
	Commercial & Industrial Non-RE			
	Lender Finance Non RE	544	546	(2)
	Equipment Leasing	148	156	(8)
	SBLOC & Other	175	184	(9)
	Auto & Consumer			
	Auto	273	292	(19)
	Unsecured / OD	57	50	7
	Other			
	PPP	163	163	-
	Refund Advance & Other	17	30	(13)
		$11,055	$10,704	$ 351

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 September 30, 2020



$ Millions

	Loan Balance	ACL $	ACL %
Single Family Mortgage and Warehouse	$4,935.4	$28.3	0.57%
Multifamily & SB Commercial Mortgage	$2,299.3	$12.4	0.54%
Commercial Real Estate	$2,443.7	$49.2	2.01%
Commercial & Industrial Non-RE	$866.5	$23.3	2.69%
Auto & Consumer	$330.1	$8.7	2.64%
Other	$180.2	$11.0	6.10%
	$11,055.2	$ 132.9	1.20%

Credit Quality

No Loans in Forbearance as of 9/30/20 vs. $132.1 million at 6/30/20

6/30/2020	Loans & Leases ($M)	Loans in Forbearance/Deferral ($M)	%	NPAs ($M)	%	Delinquent Loans in HFS ($M)	%	Total ($M)	%
Single Family-Mortgage & Warehouse	$4,722.3	$95.8	2.03%	$84.0	1.78%	$0.0	0.00%	$179.8	3.81%
Multifamily & Commercial Mortgage	$2,263.1	$0.0	0.00%	$3.4	0.15%	$24.5	1.08%	$27.9	1.23%
Commercial Real Estate	$2,297.9	$0.0	0.00%	$0.0	0.00%	$0.00	0.00%	$0.00	0.00%
Commercial & Industrial - Non-RE	$856.2	$5.6	0.65%	$0.2	0.02%	$0.0	0.00%	$5.8	0.68%
Auto & Consumer	$369.7	$30.7	8.30%	$0.3	0.07%	$0.0	0.00%	$31.0	8.38%
Other	$194.3	$0.0	0.00%	$0.0	0.00%	$0.0	0.00%	$0.0	0.00%
Total	**$10,703.4**	**$132.1**	**1.23%**	**$87.9**	**0.82%**	**$24.5**	**0.23%**	**$244.5**	**2.28%**

9/30/2020	Loans & Leases ($M)	Loans in Forbearance/Deferral ($M)	%	NPAs ($M)	%	Delinquent Loans in HFS ($M)	%	Total ($M)	%
Single Family-Mortgage & Warehouse	$4,935.4	$0.0	0.00%	$132.9	2.69%	$0.0	0.00%	$132.9	2.69%
Multifamily & Commercial Mortgage	$2,299.3	$0.0	0.00%	$32.8	1.43%	$0.0	0.00%	$32.8	1.43%
Commercial Real Estate	$2,443.6	$0.0	0.00%	$0.0	0.00%	$0.0	0.00%	$0.0	0.00%
Commercial & Industrial - Non-RE	$866.5	$4.4	0.51%	$5.6	0.64%	$0.0	0.00%	$10.0	1.15%
Auto & Consumer	$330.1	$0.9	0.27%	$0.8	0.23%	$0.0	0.00%	$1.7	0.50%
Other	$180.2	$0.0	0.00%	$0.0	0.00%	$0.0	0.00%	$0.0	0.00%
Total	**$11,055.2**	**$5.3**	**0.05%**	**$172.1**	**1.56%**	**$0.0**	**0.00%**	**$177.4**	**1.60%**

Change from 6/30/20 to 9/30/20	Loans in Forbearance/Deferral ($M)	NPAs ($M)	Delinquent Loans in HFS ($M)	Total ($M)
Single Family-Mortgage & Warehouse	-$95.8	$48.9	$0.0	-$46.9
Multifamily & Commercial Mortgage	$0.0	$29.4	$0.0	$4.9
Commercial Real Estate	$0.0	$0.0	-$24.5	$0.0
Commercial & Industrial - Non-RE	-$1.2	$5.4	$0.0	$4.2
Auto & Consumer	-$29.8	$0.5	$0.0	-$29.3
Other	$0.0	$0.0	$0.0	$0.0
Change	**-$127.3**	**$84.2**	**-$24.5**	**-$67.1**

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