

Axos Q1 2022 Earnings Supplement

NYSE: AX

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Banking Evolved℠

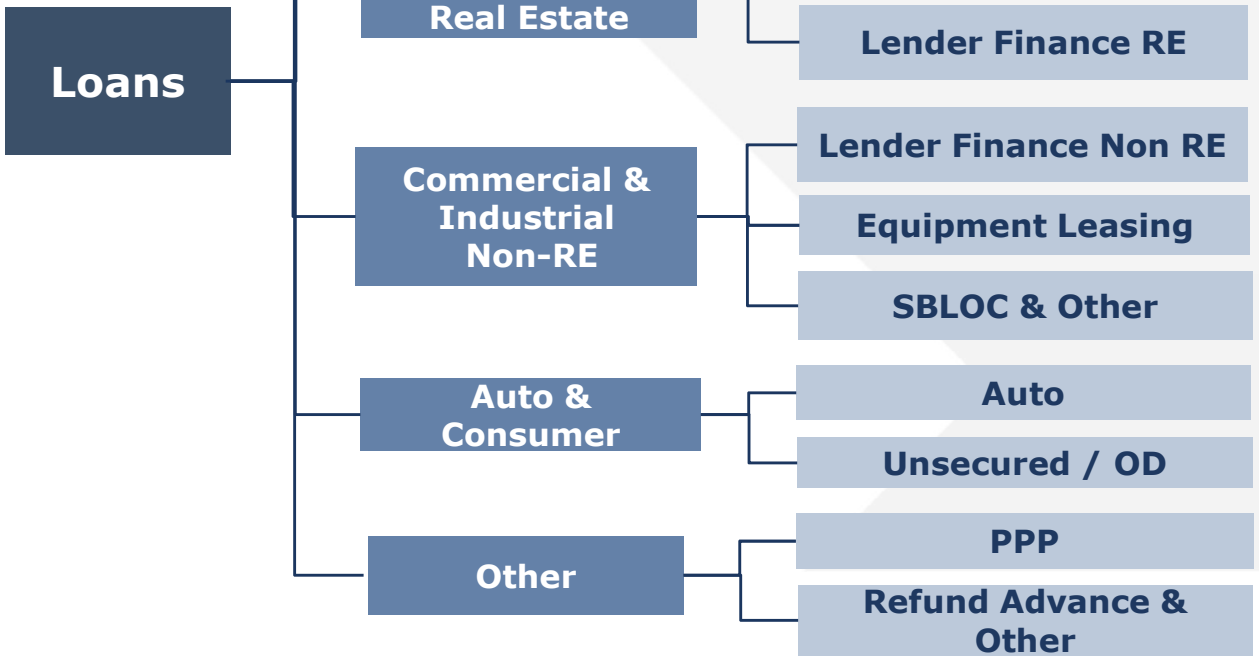
Safe Harbor

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, 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, 2021 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, 2021



$ Millions

	Q1 FY22	Q4 FY21	Inc (Dec)
Jumbo Mortgage	$3,685	$3,745	(60)
SF Warehouse Lending	656	614	42
Multifamily	2,007	2,020	(13)
Small Balance Commercial	451	450	1
CRE Specialty	3,355	3,090	265
Lender Finance RE	138	91	47
Lender Finance Non RE	622	580	42
Equipment Leasing	100	112	(12)
SBLOC & Other	517	432	85
Auto	385	300	85
Unsecured / OD	62	62	0
PPP	40	55	(15)
Refund Advance & Other	3	4	(1)
	$12,021	$11,555	$466

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

($ in millions)



Allowance for Credit Losses (ACL) by Loan Category as of September 30, 2021

$ Millions

	Loan Balance	ACL $	ACL %
Loans			
Single Family - Mortgage and Warehouse	$4,341.2	$25.3	0.58%
Multifamily & Commercial Mortgage	2,458.2	13.4	0.55%
Commercial Real Estate	3,492.9	65.3	1.87%
Commercial & Industrial Non-RE	1,239.4	22.5	1.82%
Auto & Consumer	446.6	10.0	2.24%
Other	42.7	0.3	0.70%
	$12,021.0	$136.8	1.14%

Credit Quality

No Loans in Forbearance

6/30/2021	Loans O/S	Loans in Forbearance or Deferral	%	NPAs	%
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%	$15.9	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%	$145.2	1.26%
9/30/2021	**Loans O/S**	**Loans in Forbearance or Deferral**	**%**	**NPAs**	**%**
Single Family-Mortgage & Warehouse	$4,341.2	$0.0	0.00%	$111.3	2.56%
Multifamily and Commercial Mortgage	$2,458.2	$0.0	0.00%	$6.9	0.28%
Commercial Real Estate	$3,492.9	$0.0	0.00%	$15.5	0.44%
Commercial & Industrial - Non-RE	$1,239.4	$0.0	0.00%	$0.0	0.00%
Auto & Consumer	$446.6	$0.0	0.00%	$0.4	0.09%
Other	$42.7	$0.0	0.00%	$0.0	0.00%
Total	$12,021.0	$0.0	0.00%	$134.1	1.12%
Change at 9/30/21 from 6/30/21	**Loans O/S**	**Loans in Forbearance or Deferral**		**NPAs**	
Single Family-Mortgage & Warehouse	-$18.3	$0.0		$5.6	
Multifamily and Commercial Mortgage	-$12.2	$0.0		-$13.5	
Commercial Real Estate	$312.5	$0.0		-$0.4	
Commercial & Industrial - Non-RE	$115.5	$0.0		-$2.9	
Auto & Consumer	$84.4	$0.0		$0.1	
Other	-$15.6	$0.0		$0.0	
Total	466.3	$0.0		-$11.1	

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