

*loanDepot*<sup>®</sup>



# 2Q 2022 INVESTOR PRESENTATION

August 9, 2022

# DISCLAIMER

## Forward-Looking Statements and Other Information

This presentation may contain "forward-looking statements," which reflect loanDepot's current views with respect to, among other things, its business strategies, including the Vision 2025 plan, financial condition and liquidity, competitive position, industry and regulatory environment, potential growth opportunities, the effects of competition, operations and financial performance. You can identify these statements by the use of words such as "outlook," "potential," "continue," "may," "seek," "approximately," "predict," "believe," "expect," "plan," "intend," "estimate," "project," or "anticipate" and similar expressions or the negative versions of these words or comparable words, as well as future or conditional verbs such as "will," "should," "would" and "could." These forward-looking statements are based on current available operating, financial, economic and other information, and are not guarantees of future performance and are subject to risks, uncertainties and assumptions, including the risks in the "Risk Factors" section of loanDepot, Inc.'s Annual Report on Form 10-K for the year ended December 31, 2021 and Quarterly Reports on Form 10-Q, which are difficult to predict. Therefore, current plans, anticipated actions, financial results, as well as the anticipated development of the industry, may differ materially from what is expressed or forecasted in any forward-looking statement. loanDepot does not undertake any obligation to publicly update or revise any forward-looking statement to reflect future events or circumstances, except as required by applicable law.

## Non-GAAP Financial Information

To provide investors with information in addition to our results as determined by GAAP, we disclose Adjusted Total Revenue, Adjusted Net Income, Adjusted Diluted EPS, and Adjusted EBITDA as non-GAAP measures. We believe Adjusted Total Revenue, Adjusted Net Income, Adjusted Diluted EPS, and Adjusted EBITDA provide useful information to investors regarding our results of operations because each measure assists both investors and management in analyzing and benchmarking the performance and value of our business. They facilitate company-to-company operating performance comparisons by backing out potential differences caused by variations in hedging strategies, changes in valuations, capital structures (affecting net interest expense), taxation, the age and book depreciation of facilities (affecting relative depreciation expense) and the amortization of intangibles, which may vary for different companies for reasons unrelated to operating performance, as well as certain historical cost (benefit) items which may vary for different companies for reasons unrelated to operating performance. These measures are not financial measures calculated in accordance with GAAP and should not be considered as a substitute for revenue, net income, or any other operating performance measure calculated in accordance with GAAP, and may not be comparable to a similarly titled measure reported by other companies.

## Market and Industry Data

This presentation also contains information regarding the loanDepot's market and industry that is derived from third-party research and publications. That information may rely upon a number of assumptions and limitations, and the Company has not independently verified its accuracy or completeness.

# SECOND QUARTER FACT SHEET



## Financial

- Originations: \$16 billion in funded volume, the midpoint of second quarter 2022 guidance
- Total Revenue: \$309 million on \$12 billion of pull-through weighted lock volume
- Total Expenses: Decreased by \$46 million or 8% from the first quarter of 2022, due to lower marketing and personnel expenses
  - Non-Operating Expenses include: \$40.7 million of goodwill impairment, \$6.0 million of real estate and other intangible assets impairment, \$3.5 million of severance, and \$2.5 million of consulting and other professional expenses related to Vision 2025
- Liquidity: Unrestricted cash and equivalents totaling \$954.9 million, or 10.4% of total assets, at quarter end
- Servicing: Increased UPB to \$155 billion at end of quarter, compared to \$153 billion in Q1 '22



## Operational

- Announced Vision 2025 to address current and anticipated market conditions and position company for long-term value creation
  - Headcount: Reduced headcount to approx. 8,500 by end of quarter from approx. 11,300 at year-end 2021
  - Channel Strategy: Exit Wholesale channel to reduce expenses, consolidate operations, and control the entire customer experience
- Product Strategy: Purchase and Cash-Out refinance volume increased to 95% of total production in Q2 '22 vs 83% Q1 '22
- Purchase Mix: 59% of total Originations
- Organic Refinance Consumer Direct Recapture Rate: Remained Strong at 72%

# VISION 2025 PLAN

## Focus on Purchase Transactions and Serving Diverse Communities

- Purpose-driven organization, increasing purchase transactions and serving diverse communities across the country
- Increase our focus on addressing persistent gaps in equitable housing, advancing the goal of growing our share of lending for purchase transactions while maintaining responsible management of credit risk

## Execute Growth Generating Initiatives

- Launch of all-digital home equity line of credit (HELOC) by the fourth quarter of 2022 giving efficient access to record levels of home equity in as little as seven days
- Continued investment in our in-house servicing business to complement our origination strategy and serve customers through the entire mortgage journey
- Capture additional revenue by leveraging marketing and customer acquisition expenses



## Aggressively Right-Size Cost Structure

- Cost Savings of approx. \$375 - \$400 million of annualized savings by the end of 2022, through headcount reduction, attrition, business process optimization, reduced marketing and third-party spending, and real estate consolidation
- Based on these savings, the Company continues to target a return to run-rate operating profitability exiting 2022

## Optimize Organizational Structure

- Mortgage origination functions will be led by LDI Mortgage President Jeff Walsh
- Digital lending and mortgage-adjacent products and services will be led by LDI Digital Products and Services President Zeenat Sidi
- Loan fulfillment and servicing functions will be led by LDI Managing Director of Operations and Servicing Dan Binowitz

# DIVERSE & EXPERIENCED MANAGEMENT TEAM WITH UNIQUE SKILLSETS



**Anthony Hsieh**  
*Founder and Executive Chairman*



**Frank Martell**  
*Chief Executive Officer*



**Patrick Flanagan**  
*Chief Financial Officer*



**Jeff Walsh**  
*President, LDI Mortgage*



**Jeff DerGurahian**  
*Chief Capital Markets Officer*



**Dan Binowitz**  
*Managing Director LDI Operations & Servicing*



**Zeenat Sidi**  
*President, LDI Digital Products & Services*



**TJ Freeborn**  
*Chief Administrative Officer*



**George Brady**  
*Chief Digital Officer*



**Nicole Carrillo**  
*Chief Accounting Officer*



**Saeed Ghasemzadeh**  
*EVP, Enterprise Contact Strategy*



**Peter Macdonald**  
*EVP, General Counsel*



# SCALED ORIGINATOR DELIVERING CUSTOMERS A COMPLETE SOLUTION

## 2010 to 2012 Established Scalable Infrastructure

- Launched with the goal of disrupting mortgage
- Created scalable platform and infrastructure

## 2013 to 2015 Diversification & Expansion

- Expanded in-market retail reach through acquisitions
- Leveraged infrastructure to launch LD Wholesale
- Strategic decision to begin retaining servicing

## 2016 to 2021 Brand, Technology & Operational Transformation

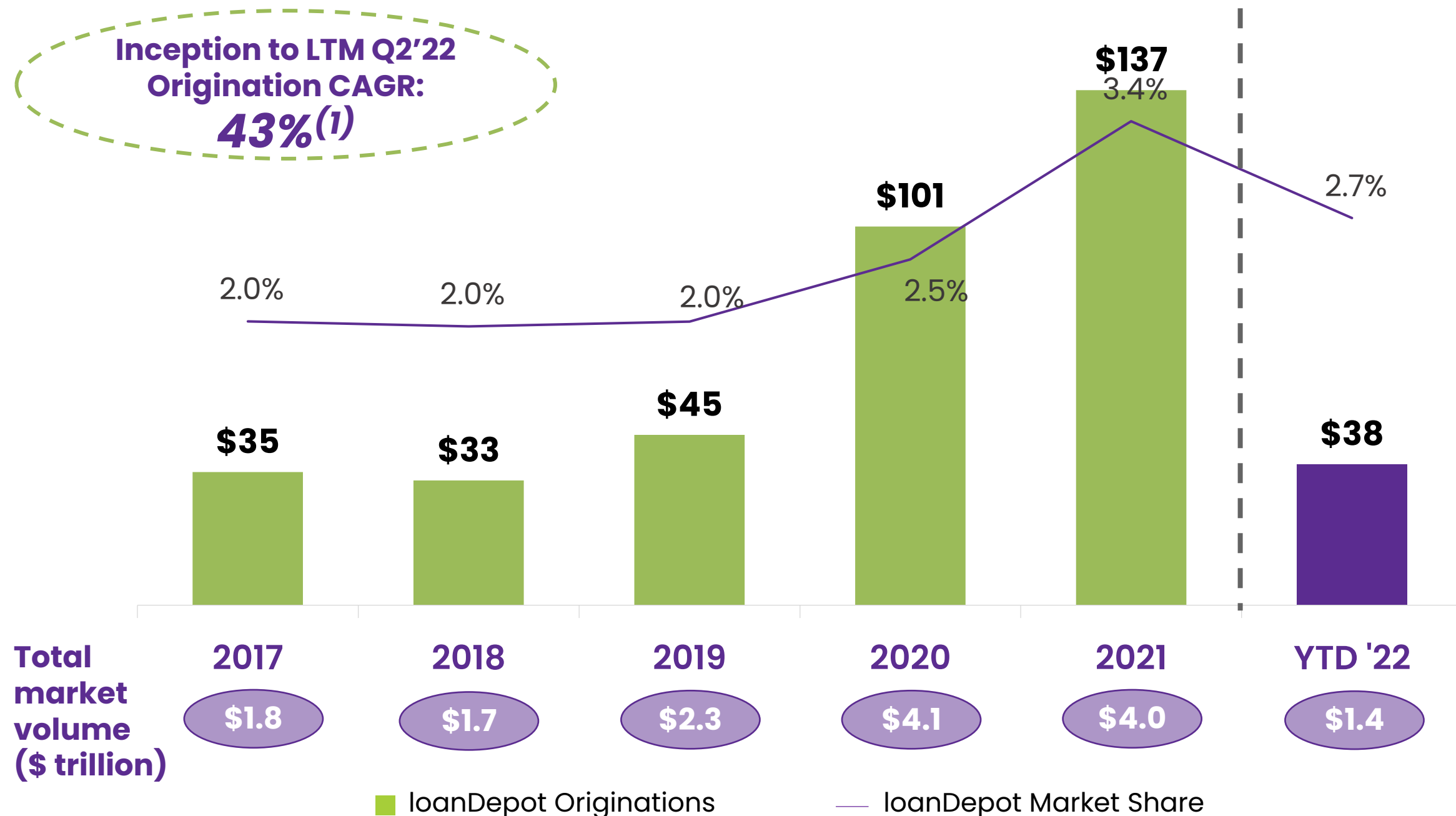
- Launched proprietary mello® technology
- Grew servicing book with long-term relationships to a half million loanDepot customers
- Launched mellohome and melloInsurance
- Acquired leading title insurance company
- Formed mello® operating unit focused on mortgage adjacent, digital-first products and services

## 2022 + Vision 2025 & Beyond

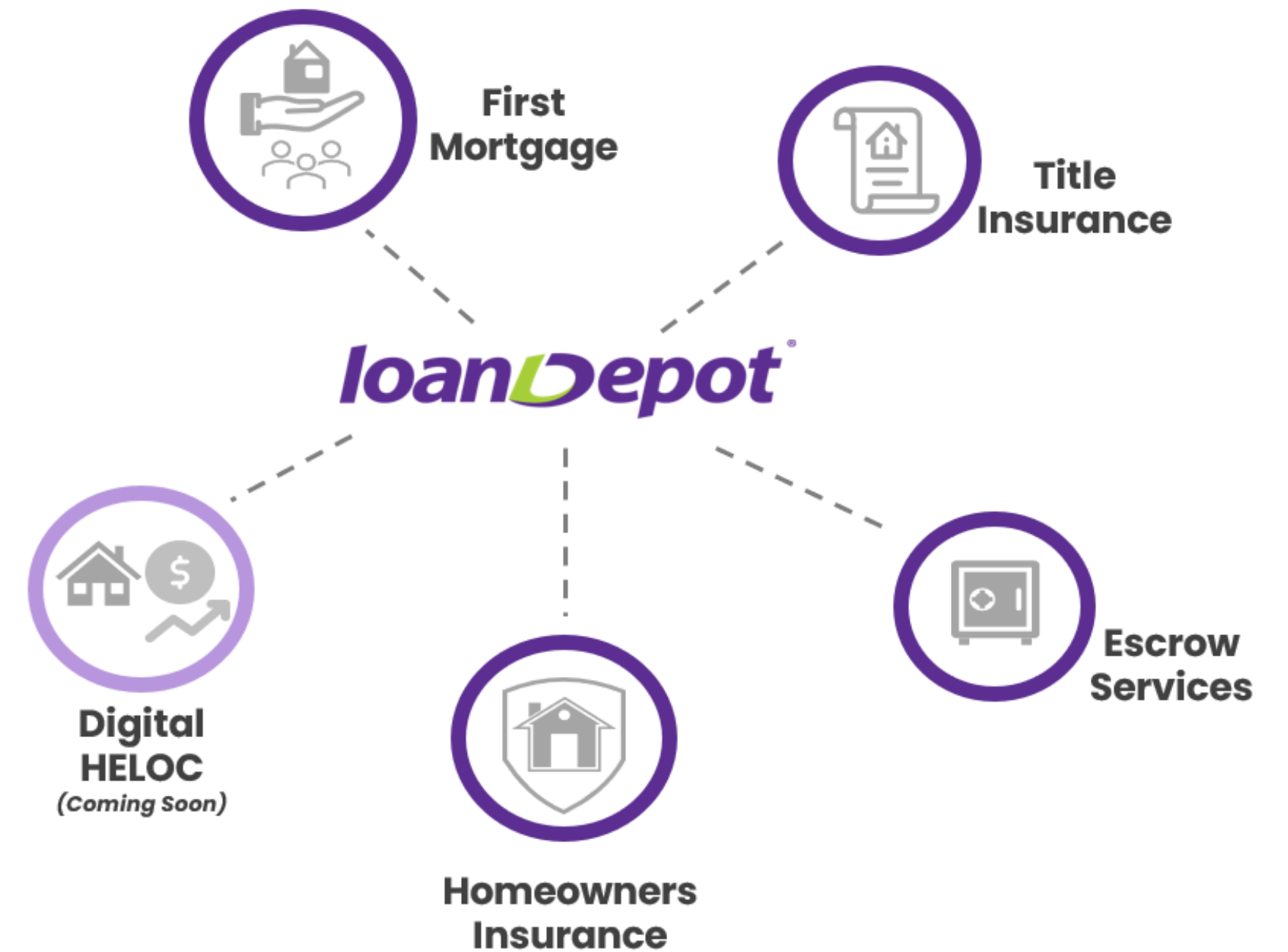
- Repositioning the Company for long term value creation
- Purpose driven sustainable lending
- Simplifying operational structure and increasing operating leverage
- Maintaining strong Balance Sheet liquidity

### loanDepot Historical Mortgage Origination Volume

(\$ in billions)



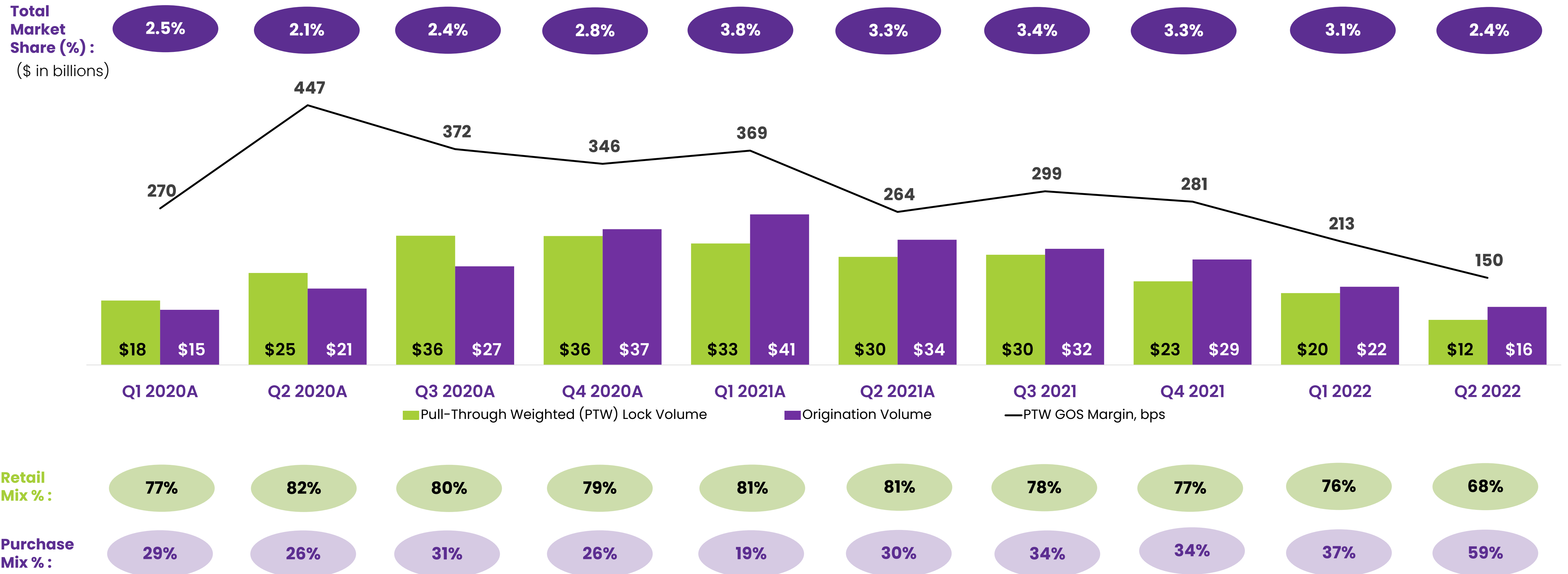
### The loanDepot Ecosystem



(1) CAGR includes annualized volume for 2010  
 Source: Historical market share based on MBA industry volume as of 7/10/2022 and historical loanDepot origination volume

# ORIGINATION GROWTH RELATIVE TO INDUSTRY

2017- LTM Q2 '22 Origination CAGR	
<b>loanDepot</b>	<b>26%</b>
Industry <sup>(1)</sup>	<b>14%</b>



(1) MBA as of 7/10/2022

Note: Pull through weighted rate lock volume is the unpaid principal balance of loans subject to interest rate lock commitments, net of a pull-through factor for the loan funding probability

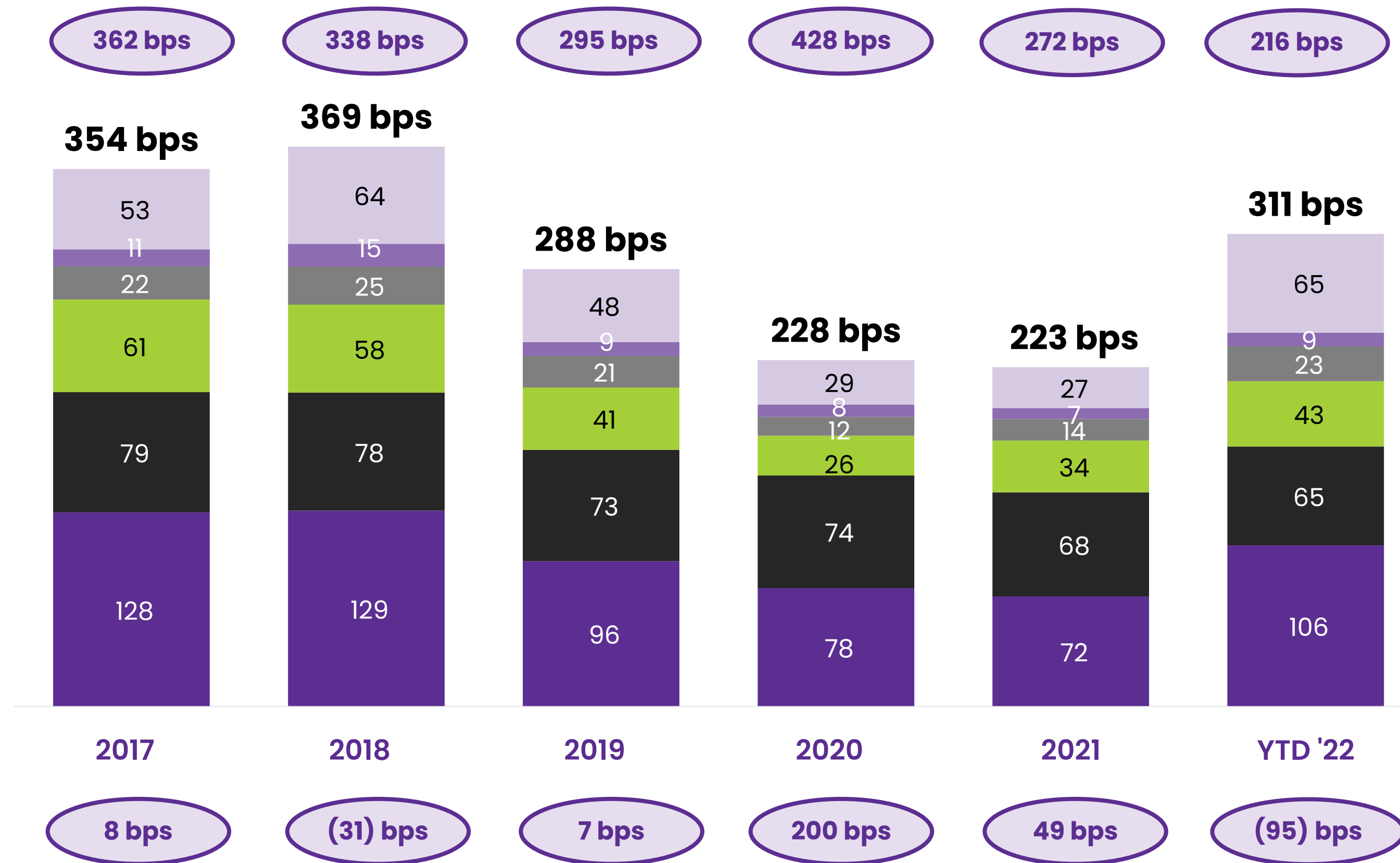
# HISTORICAL COST STRUCTURE COMPARISON

## Historical expenses in bps of funded mortgage volume

**Total Revenue  
(bps funded  
volume):**

- Other G&A
- Subservicing Expense
- Direct Origination Expense (incl. Investor Fees)
- Marketing and Advertising Expense
- Commission Expense
- Salary Expense

**Pre-tax Net Income  
(bps funded  
volume):**



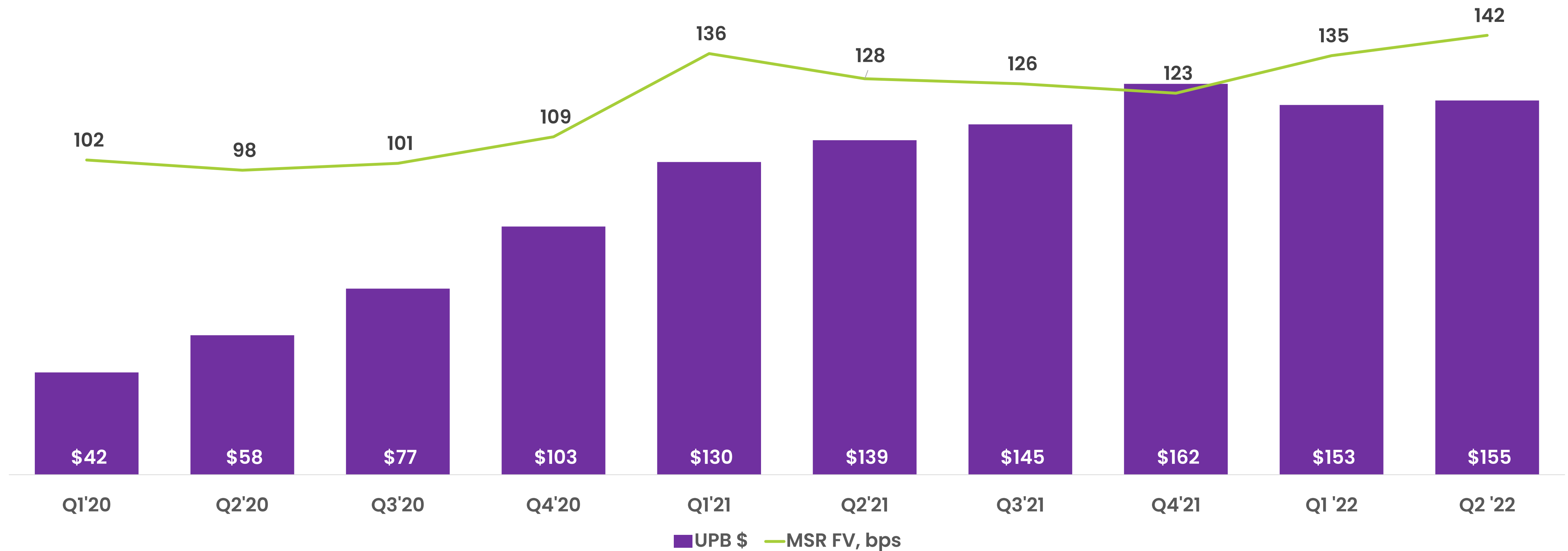
### YTD '22 Included:

- \$40.7 million of goodwill impairment
- \$10.5 million gain on the extinguishment of debt
- \$6.2 million of severance benefits
- \$6.0 million of real estate and other intangible assets impairment
- \$2.5 million of consulting and other professional expenses related to Vision 2025
- \$2.4 million expense to deboard servicing rights from our servicer to our in-house platform
- **Total of \$47.3 million or 13 bps**



# HISTORICAL SERVICING PORTFOLIO TREND

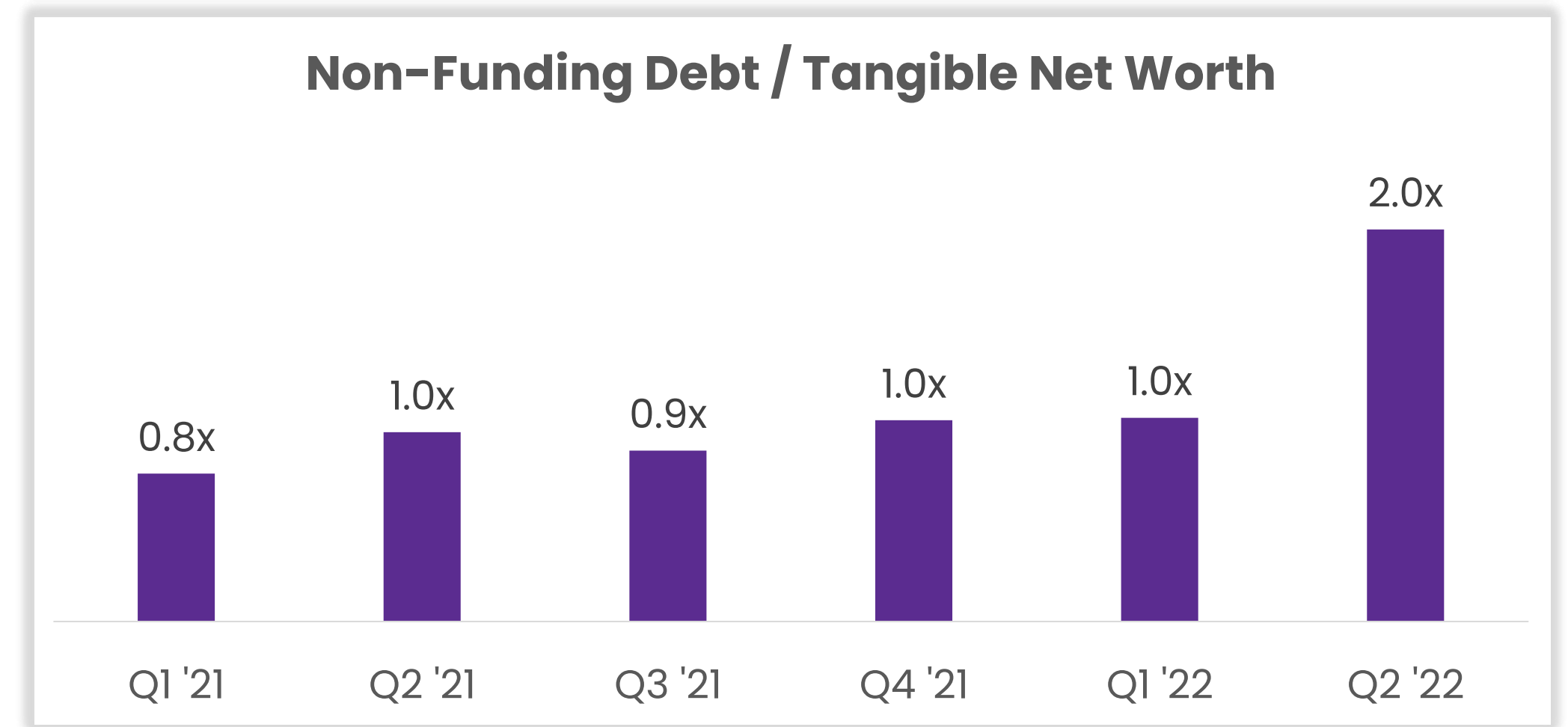
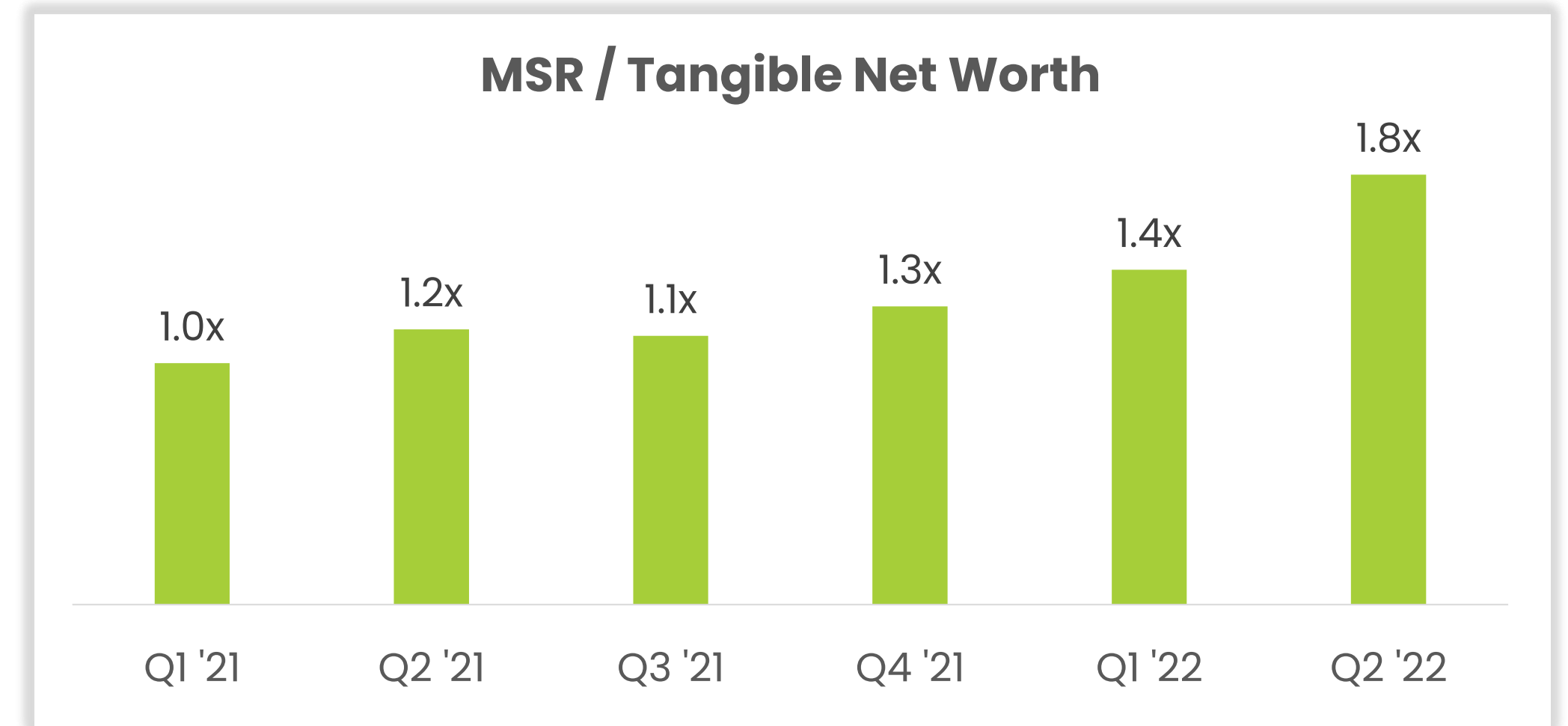
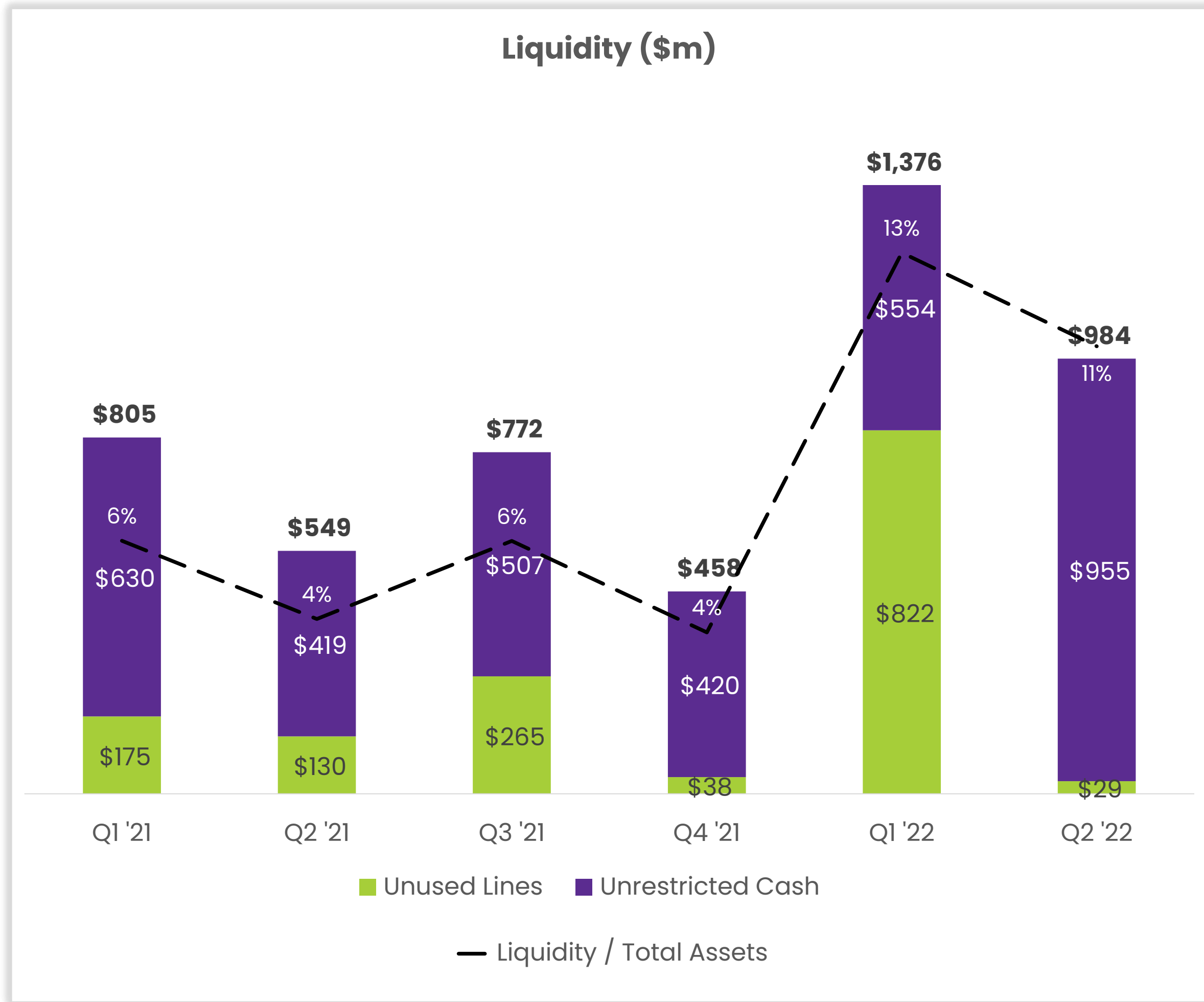
(\$ in billions)



	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22
Recapture % <sup>(1)</sup> :	70%	64%	54%	66%	72%	78%	68%	70%	72%	72%
Retention % <sup>(2)</sup> :	58%	94%	95%	96%	94%	90%	82%	78%	75%	58%
Total Serv Exp\$ to Avg. UPB \$, bps:	4.1	3.9	4.1	3.6	3.1	2.6	2.4	2.3	2.4	2.0

(1) Organic refinance consumer direct recapture rate is defined as the total unpaid principal balance ("UPB") of loans in our servicing portfolio that are paid in full for purposes of refinancing the loan on the same property, with the Company acting as lender on both the existing and new loan, divided by the UPB of loans in our servicing portfolio that paid in full for the purpose of refinancing the loan on the same property. (2) Portion of loan origination volume that was sold servicing retained in the period divided by total sold volume in the period.

# STRONG LIQUIDITY AND BALANCE SHEET



# Q3 2022 OUTLOOK

## Q3 2022 Guidance

Metric	Low	High
Pull-through Weighted Rate Lock Volume (\$bn)	\$5.5	\$10.5
Origination Volume (\$bn)	\$5.5	\$10.5
Pull-through Weighted GOS Margin, bps	175	225

### *Current Market Conditions*

- Higher interest rates adversely impacts home affordability
- Increasing homeowner equity drives demand for cash-out refinance and other equity linked products
- Higher interest rates resulting in little incentive for rate and term refinance
- Sharper focus on industry consolidation, driven primarily by headcount reductions and competitor exits to shed excess capacity given lower industry volume expectations

*Q3 2022 outlook reflects increased interest rates, limited housing supply, and ongoing competitive pressures*

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**APPENDIX: FINANCIALS**

# BALANCE SHEET & SERVICING PORTFOLIO HIGHLIGHTS

\$ in MM except units and %	2Q'22	1Q'22	2Q'21	2Q'22 vs 1Q'22	2Q'22 vs 2Q'21
Cash and cash equivalents	\$954.9	\$554.1	\$419.3	72%	128%
Loans held for sale, at fair value	4,656.3	6,558.7	9,120.7	(29%)	(49%)
Servicing rights, at fair value	2,213.7	2,086.0	1,781.6	6%	24%
Total assets	9,195.2	10,640.2	13,097.6	(14%)	(30%)
Warehouse and other lines of credit	4,265.3	5,806.9	8,498.4	(27%)	(50%)
Total liabilities	7,981.3	9,129.1	11,528.8	(13%)	(31%)
Total equity	1,213.9	1,511.2	1,568.8	(20%)	(23%)
Servicing portfolio (unpaid principal balance)	\$155,217.0	\$153,385.8	\$138,767.9	1%	12%
Total servicing portfolio (units)	507,231	496,868	446,606	2%	14%
60+ days delinquent (\$)	1,511.9	1,444.8	1,976.7	5%	(24%)
60+ days delinquent (%)	1.0%	0.9%	1.4%		
Servicing rights, net to UPB	1.4%	1.4%	1.3%		

# NON-GAAP FINANCIAL RECONCILIATION

(\$MM)	2Q '22	1Q '22	2Q'21	FY21	FY20
<b>Adjusted Revenue</b>					
Total Net Revenue	\$308.6	\$503.3	\$779.9	\$ 3,724.7	\$ 4,312.2
Change in FV of Servicing Rights, Net of Hedge	(35.4)	1.3	45.4	14.5	(58.9)
<b>Adjusted Total Revenue</b>	<b>\$273.3</b>	<b>\$504.6</b>	<b>\$825.3</b>	<b>\$ 3,739.2</b>	<b>\$ 4,253.3</b>
<b>Adjusted (LBITDA) EBITDA</b>					
Net (loss) Income	(\$223.8)	(\$91.3)	\$26.3	\$ 623.1	\$ 2,013.1
Interest Expense - Non-Funding Debt	33.1	14.4	21.3	79.6	48.0
Income Tax (benefit) Expense	(28.2)	(11.6)	4.2	43.4	2.2
Depreciation and Amortization	11.3	10.5	8.7	35.5	35.7
Change in FV of Servicing Rights, Net of Hedge	(35.4)	1.3	45.4	14.5	(58.9)
Change in FV of Contingent Consideration	0.0	0.0	0.0	(0.1)	32.7
Stock Compensation Expense and Management Fees	4.7	2.3	2.1	67.3	9.6
IPO Expenses	0.0	0.0	0.0	6.0	2.6
Goodwill & Other Impairment	46.7	0.0	0.0	0.0	0.0
<b>Adjusted (LBITDA) EBITDA</b>	<b>(\$191.5)</b>	<b>(\$74.4)</b>	<b>\$109.3</b>	<b>\$ 869.4</b>	<b>\$ 2,084.9</b>
<b>Adjusted Net (loss) Income</b>					
Net (loss) Income	(\$223.8)	(\$91.3)	\$26.3	\$ 623.1	\$ 2,013.1
Adjustments to Income Taxes	32.0	14.7	(4.7)	(132.5)	(516.5)
<b>Tax-Effectuated Net (loss) Income</b>	<b>(\$191.8)</b>	<b>(\$76.6)</b>	<b>(\$21.6)</b>	<b>\$ 490.6</b>	<b>\$ 1,496.6</b>
Change in FV of Servicing Rights, Net of Hedge	(35.4)	1.3	45.4	14.5	(58.9)
Change in FV of Contingent Consideration	0.0	0.0	0.0	(0.1)	32.7
Stock Compensation Expense and Management Fees	4.7	2.3	2.1	67.3	9.6
IPO Expenses	0.0	0.0	1.2	6.0	2.6
Gain on Extinguishment of Debt	0.0	(10.5)	0.0	0.0	0.0
Tax Effect of Adjustments	8.0	1.8	(12.9)	(22.8)	3.6
Goodwill & Other Impairment	46.7	0.0	0.0	0.0	0.0
<b>Adjusted Net (loss) Income</b>	<b>(\$167.9)</b>	<b>(\$81.7)</b>	<b>\$57.5</b>	<b>\$ 555.6</b>	<b>\$ 1,486.1</b>

# NON-GAAP FINANCIAL RECONCILIATION

(\$MM)	2Q '22	1Q '22	4Q'21	3Q'21	2Q'21
<b>Tangible Net Worth</b>					
Total Equity	\$1,213.9	\$1,511.2	\$1,629.4	\$1,658.2	\$1,568.8
Less: Goodwill	0.0	(40.7)	(40.7)	(40.7)	(40.7)
Less: Intangibles	0.0	(1.5)	(1.6)	(1.7)	(1.8)
<b>Tangible Net Worth</b>	<b>\$1,213.9</b>	<b>\$1,469.0</b>	<b>\$1,587.0</b>	<b>\$1,615.7</b>	<b>\$1,526.3</b>
<b>Non-Funding Debt</b>					
Total Debt, net	\$2,427.1	\$1,947.6	\$1,628.2	\$1,408.8	\$1,473.3
Less: Securitization Debt, net	0.0	(421.3)	0.0	0.0	0.0
<b>Non-Funding Debt</b>	<b>\$2,427.1</b>	<b>\$1,526.3</b>	<b>\$1,628.2</b>	<b>\$1,408.8</b>	<b>\$1,473.3</b>