

# Axos Q2 Fiscal 2022 Earnings Supplement

January 27, 2022

NYSE: AX

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

# Net Loan Growth by Category for Second Quarter Ended December 31, 2021



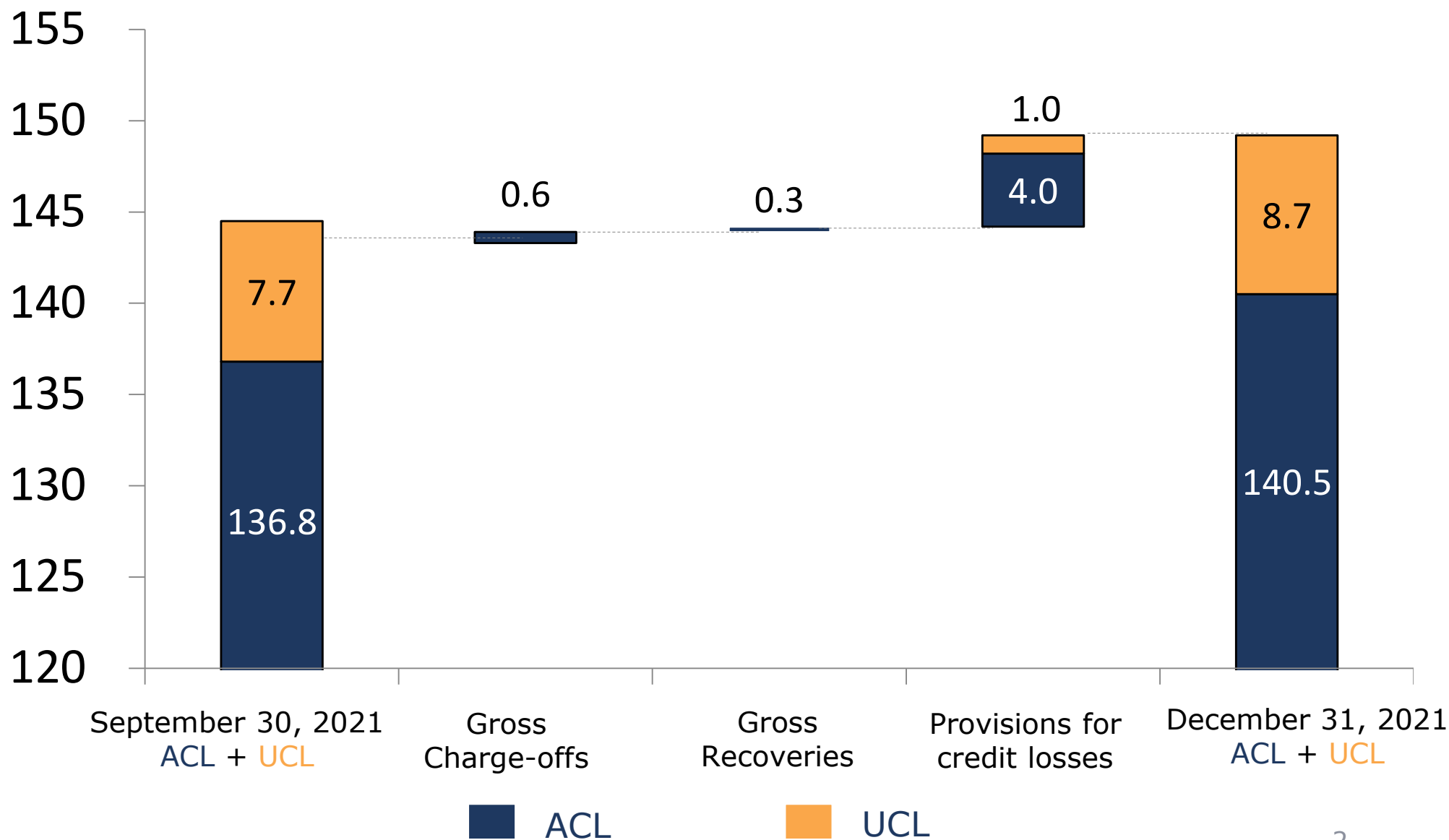
\$ Millions

			<u>Q2 FY22</u>	<u>Q1 FY22</u>	<u>Inc (Dec)</u>
<b>Loans</b>	<b>Single Family Mortgage &amp; Warehouse</b>	<b>Jumbo Mortgage</b>	\$3,686	\$3,685	1
		<b>SF Warehouse Lending</b>	596	656	(60)
	<b>Multifamily &amp; Commercial Mortgage</b>	<b>Multifamily</b>	2,017	2,007	10
		<b>Small Balance Commercial</b>	467	451	16
	<b>Commercial Real Estate</b>	<b>CRE Specialty</b>	3,735	3,355	381
		<b>Lender Finance RE</b>	122	138	(16)
	<b>Commercial &amp; Industrial Non-RE</b>	<b>Lender Finance Non RE</b>	742	622	120
		<b>Equipment Leasing</b>	96	100	(4)
		<b>SBLOC &amp; Other</b>	793	517	276
	<b>Auto &amp; Consumer</b>	<b>Auto</b>	417	385	32
		<b>Unsecured / OD</b>	62	62	0
	<b>Other</b>	<b>PPP</b>	20	40	(20)
		<b>Other</b>	3	3	0
				<u>\$12,756</u>	<u>\$12,021</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 December 31, 2021



\$ Millions

		<u>Loan Balance</u>	<u>ACL \$</u>	<u>ACL %</u>
<b>Loans</b>	Single Family - Mortgage and Warehouse	\$4,281.6	\$25.6	0.60%
	Multifamily & Commercial Mortgage	2,483.9	13.6	0.55%
	Commercial Real Estate	3,857.4	67.6	1.75%
	Commercial & Industrial Non-RE	1,631.8	22.7	1.39%
	Auto & Consumer	478.6	10.9	2.28%
	Other	22.3	0.1	0.27%
		<u>\$12,755.6</u>	<u>\$140.5</u>	<u>1.10%</u>

# Credit Quality

## No Loans in Forbearance

<u>9/30/2021</u>	<u>Loans O/S</u>	<u>Loans in Forbearance or Deferral</u>	<u>%</u>	<u>NPAs</u>	<u>%</u>
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%
<u>12/31/2021</u>	<u>Loans O/S</u>	<u>Loans in Forbearance or Deferral</u>	<u>%</u>	<u>NPAs</u>	<u>%</u>
Single Family-Mortgage & Warehouse	\$4,281.6	\$0.0	0.00%	\$122.3	2.86%
Multifamily and Commercial Mortgage	\$2,483.9	\$0.0	0.00%	\$7.7	0.31%
Commercial Real Estate	\$3,857.4	\$0.0	0.00%	\$15.2	0.40%
Commercial & Industrial - Non-RE	\$1,631.8	\$0.0	0.00%	\$0.0	0.00%
Auto & Consumer	\$478.6	\$0.0	0.00%	\$0.6	0.13%
Other	\$22.3	\$0.0	0.00%	\$0.1	0.25%
Total	\$12,755.6	\$0.0	0.00%	\$145.9	1.14%
<u>Change at 12/31/21 from 9/30/21</u>	<u>Loans O/S</u>	<u>Loans in Forbearance or Deferral</u>		<u>NPAs</u>	
Single Family-Mortgage & Warehouse	-\$59.6	\$0.0		\$11.0	
Multifamily and Commercial Mortgage	\$25.7	\$0.0		\$0.8	
Commercial Real Estate	\$364.5	\$0.0		-\$0.3	
Commercial & Industrial - Non-RE	\$392.4	\$0.0		\$0.0	
Auto & Consumer	\$32.0	\$0.0		\$0.2	
Other	-\$20.4	\$0.0		\$0.1	
Total	734.6	\$0.0		\$11.8	

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