## Mr. CooperGroup

## 2Q'21 EARNINGS REVIEW

July 29, 2021

## IMPORTANT INFORMATION

This presentation contains summarized information concerning Mr. Cooper Group Inc. ("Mr. Cooper" or the "Company") and the Company's business, operations, financial performance and trends. No representation is made that the information in this presentation is complete. For additional financial, statistical and business related information, as well as information regarding business and segment trends, see the Company's most recent Annual Report on Form 10-K ("Form 10-K") and Quarterly Reports on Form 10-Q filed with the U.S. Securities and Exchange Commission (the "SEC"), as well other reports filed with the SEC from time to time. Such reports are or will be available in the Investors section of the Company's website (www.mrcoopergroup.com) and the SEC's website (www.sec.gov).

Forward Looking Statements. This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding strategic growth and capital targets, originations margins and refinancing opportunities. All statements other than statements of historical or current fact included in this presentation that address activities, events, conditions or developments that we expect, believe or anticipate will or may occur in the future are forward-looking statements. Forward-looking statements give our current expectations and projections relating to our financial condition, results of operations, plans, objectives, future performance and business and these statements are not guarantees of future performance.

Forward-looking statements may include the words "anticipate," "estimate," "expect," "project," "intend," "plan," "believe," "strategy," "future," "opportunity," "may," "should," "will," "would," "will be," "will continue," "will likely result," and similar expressions. Such forward-looking statements involve risks and uncertainties that may cause actual events, results or performance to differ materially from those indicated by such statements, including the severity and duration of the COVID-19 pandemic; the pandemic's impact on the U.S. and the global economies; federal, state, and local government responses to the pandemic; borrower forbearance rates and availability of financing. Certain of these risks are identified and discussed in documents Mr. Cooper has filed or will file from time to time with the SEC. These risk factors will be important to consider in determining future results and should be reviewed in their entirety. These forward-looking statements are expressed in good faith, and Mr. Cooper believes there is a reasonable basis for them. However, the events, results or trends identified in these forward-looking statements may not occur or be achieved. Forward-looking statements speak only as of the date they are made, and Mr. Cooper is not under any obligation, and expressly disclaims any obligation, to update, alter or otherwise revise any forward-looking statement, except as required by law. Readers should carefully review the statements set forth in the reports that Mr. Cooper has filed or will file from time to time with the SEC.

Non-GAAP Measures. This presentation contains certain references to nonGAAP measures. Please refer to the Appendix for more information on nonGAAP measures.

## SECOND QUARTER HIGHLIGHTS

- Reported net income of $\$ 439$ million and $\$ 4.85$ per diluted share
- Tangible book value per share ${ }^{(1)}$ increased to $\$ 37.24$
- Generated pretax operating income from continuing operations ${ }^{(1)}$ of $\$ 227$ million, equivalent to ROTCE ${ }^{(1)}$ of $23.1 \%$
- Originations generated pretax operating income ${ }^{(1)}$ of $\$ 213$ million on funded volume of $\$ 22.2$ billion
- Servicing margin ${ }^{(1)}$ was 7.7 bps with $\$ 181$ million in EBO revenues
- Servicing portfolio grew 4.1\% q/q to \$654 billion
- Completed sale of Title365 for $\$ 500$ million
- Unrestricted cash was $\$ 1.2$ billion as of July 1, 2021
- Subsequent to quarter-end, announced $\$ 500$ million stock repurchase authorization and agreement to sell Reverse servicing portfolio


## ESTABLISHING STRATEGIC TARGET OF \$1 TRILLION UPB

## CORE COMPETENCIES

## MEGA-SERVICER ADVANTAGES

- Low cost, scalable platform
- Recapture
- Compliance
- Culture
- Technology
- Talent
- Loss Mitigation

SUBSERVICING


- Concentrated market
- Economies of scale
- High entry barriers
- Strong cashflow
- Customer retention/DTC originations
- Positioned for long-term housing market growth


## SUMMARY 2Q'21 FINANCIAL RESULTS

| \$ mm's, except per share data | 2Q'21 | 1Q'21 | 2Q'20 |
| :--- | ---: | ---: | ---: |
| Servicing | $\$ 80$ | $\$ 37$ | $(\$ 15)$ |
| Originations | 213 | 362 | 434 |
| Xome | $(4)$ | 13 | 13 |
| Corporate debt interest expense | $(30)$ | $(30)$ | $(47)$ |
| Corporate expense/other | $(32)$ | $(22)$ | $(31)$ |
| Pretax operating income from continuing | $\$ 227$ | $\$ 360$ | $\$ 354$ |
| operations ${ }^{(1)}$ |  |  |  |
|  |  |  |  |
| Other mark-to-market ${ }^{(2)}$ | $(135)$ | 373 | $(232)$ |
| Title365 sale | 485 | $(3)$ | - |
| Discontinued operations | 16 | 3 | $(4)$ |
| Adjustments | $(7)$ | $(1)$ | $(1)$ |
| Intangible amortization | $(3)$ | $(4)$ | $(7)$ |
| Pretax income | $\$ 583$ | $\$ 728$ | $\$ 110$ |
| Income tax (expense) benefit | $(144)$ | $(167)$ | $(37)$ |
| Net income | $\$ 439$ | $\$ 561$ | $\$ 73$ |
| Weighted average diluted sharecount | 89.6 | 93.9 | 93.0 |
| Diluted EPS ${ }^{(4)}$ | $\$ 4.85$ | $\$ 5.92$ | $\$ 0.77$ |


| TBV Rollforward $^{(1)}$ | \$ mm's | Per share |
| :--- | ---: | :---: |
| 1Q'21 | $\$ 2,757$ | $\$ 32.01$ |
| 2Q'21 net income |  |  |
| Intangible amortization | 439 | 4.85 |
| Other | 3 | 0.03 |
| 2Q'21 | 9 | 0.10 |

TBV/Share
Adjustments include severance of $\$ 6$ million in originations and $\$ 1$ million in servicing related to corporate actions

${ }^{(3)}$ Assumes GAAP tax-rate of $24.2 \%$ and does not give credit to cash flow benefits of the DTA
${ }^{4}$ ) Per share data calculated based on net income (loss) attributable to common shareholders
${ }^{(2)}$ Other mark-to-market does not include fair value amortization. Fair value amortization represents the
additional amortization required under the fair value amortization method over the cost amortization method

## MSR VALUE DECREASES TO 115 BPS

MSR Value (bps)


- The Company reported a negative mark-to-market of $\$ 180$ million as mortgage rates and swap rates decreased during the quarter


## Rate/term Refinance Opportunity

|  | Minimum \$200 Savings | Minimum \$100 Savings |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Mortgage <br> Rate | Customers <br> in <br> Thousands | Eligible <br> Portfolio \% | Customers <br> in <br> Thousands | Eligible <br> Portfolio \% |
| +50 bps | 573.8 | $30 \%$ | $1,021.1$ | $53 \%$ |
| +25 bps | 641.5 | $33 \%$ | $1,119.6$ | $58 \%$ |
| Current <br> rate | 717.2 | $37 \%$ | $1,216.0$ | $63 \%$ |
| -25 bps | 798.7 | $41 \%$ | $1,317.5$ | $68 \%$ |
| -50 bps | 885.0 | $46 \%$ | $1,427.7$ | $74 \%$ |

- The population of customers who could save $\$ 200$ per month is up $2 \%$ quarter-over-quarter
- Excluding customers with a minimum savings of $\$ 200$ per month, there are an additional 633,000 customers who could benefit from a cash-out refinance


## ORIGINATIONS BENEFIT FROM HIGHER PURCHASE, REFI RECAPTURE, AND CASH-OUT MIX



## ORIGINATIONS MARGIN BENEFITS FROM RELATIVELY STABLE DTC CONTRIBUTION





## CUSTOMER SOLUTIONS POWERED BY BEST FIT ENGINE



## SERVICING PORTFOLIO GROWS 4\% Q/Q

Unpaid Principal Balance (\$ bn's)
Excludes Reverse Portfolio


- Portfolio grew $4 \%$ quarter-over-quarter, or $16 \%$ on an annualized basis, due to strong correspondent and DTC originations, acquisitions, and subservicing wins
- As of July $18^{\text {th }}, 3.6 \%$ of customers were on forbearance, down from peak of $7.2 \%$

Total CPR

2Q'20 3Q'20 4Q'20 1Q'21 2Q'21

## Customers on Forbearance



## SERVICING MARGIN BENEFITS FROM EBO'S



## LIQUIDITY REMAINS STRONG

Servicing Advances (\$ mm's) ${ }^{(1)}$


Senior Note Maturities (\$ mm's)


## ACHIEVED 15\% CAPITAL TARGET PRO FORMA FOR REVERSE SALE

Tangible Net Worth/Assets ${ }^{(1)}$
Debt/Tangible Net Worth ${ }^{(1)}$



- Loans subject to repurchase from GNMA decreased from $\$ 5.8$ billion to $\$ 4.1$ billion quarter-over-quarter
- 2Q'21 pro forma excludes $\$ 4.9$ billion in assets from discontinued operations related to sale of the Reverse portfolio


## Appendix

## SEGMENT OPERATING INCOME AND NON-GAAP RECONCILIATION

| \$ mm's | Servicing | Originations | Xome | Corporate / Other | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Servicing related excluding MTM | \$88 | \$45 | \$39 | \$ | \$172 |
| Net gain on mortgage loans held for sale | 197 | 385 | - | - | 582 |
| Operating revenue excluding MTM | 285 | 430 | 39 | - | 754 |
| Salaries, wages, and benefits | 70 | 164 | 17 | 27 | 278 |
| General and administrative | 51 | 62 | 28 | 6 | 147 |
| Total expenses | 121 | 226 | 45 | 33 | 425 |
| Interest income / other | 25 | 26 | 486 | - | 537 |
| Interest expense | (65) | (23) | - | (1) | (89) |
| Corporate debt interest expense | - | - | - | (30) | (30) |
| Total other (expenses) income, net | (40) | 3 | 486 | (31) | 418 |
| Pretax income (loss) before MTM | 124 | 207 | 480 | (64) | 747 |
| Fair value amortization ${ }^{(1)}$ | (45) | - | - | - | (45) |
| Other MTM | (135) | - | - | - | (135) |
| MTM | (180) | - | - | - | (180) |
| Pretax (loss) income from continuing operations | (56) | 207 | 480 | (64) | 567 |
| Other MTM | 135 | - | - | - | 135 |
| Net gain from Title365 sale | - | - | (485) | - | (485) |
| Adjustments | 1 | 6 | - | - | 7 |
| Intangible amortization | - | - | 1 | 2 | 3 |
| Pretax operating income (loss) from continuing operations | \$80 | \$213 | (\$4) | (\$62) | \$227 |

## TANGIBLE BOOK VALUE (TBV), TNW/ASSETS, AND DEBT/TNW RECONCILIATION

| \$ mm's | 2Q'20 | 3Q'20 | 4Q'20 | 1Q'21 | 2Q'21 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Stockholders' equity | \$2,145 | \$2,341 | \$2,504 | \$2,904 | \$3,350 |
| Goodwill | (120) | (120) | (120) | (120) | (120) |
| Intangible assets | (50) | (42) | (31) | (27) | (22) |
| Tangible book value (TBV) | \$1,975 | \$2,179 | \$2,353 | \$2,757 | \$3,208 |
| Ending outstanding sharecount (mm's) | 92.0 | 90.9 | 89.5 | 86.1 | 86.1 |
| TBV/share | \$21.46 | \$23.98 | \$26.30 | \$32.01 | \$37.24 |
| Assets | \$17,300 | \$21,755 | \$24,165 | \$24,713 | \$23,308 |
| Loans subject to repurchase from GNMA | \$1,171 | \$5,395 | \$6,159 | \$5,816 | \$4,057 |
| Assets held for sale | \$5,804 | \$5,549 | \$5,347 | \$5,186 | \$4,935 |
| Tangible assets ${ }^{(1)}$ | \$17,130 | \$21,593 | \$24,014 | \$24,566 | \$23,166 |
| TNW/Assets ${ }^{(2)}$ | 11.5\% | 10.1\% | 9.8\% | 11.2\% | 13.8\% |
| TNW/Assets ${ }^{(2)}$ excluding loans subject to repurchase from GNMA | 12.4\% | 13.5\% | 13.2\% | 14.7\% | 16.8\% |
| TNW/Assets ${ }^{(2)}$ excluding assets from discontinued operations |  |  |  |  | 17.6\% |
| TNW/Assets ${ }^{(2)}$ excluding loans subject to repurchase from GNMA and assets from discontinued operations |  |  |  |  | 22.6\% |
| Operating lease liabilities | \$121 | \$114 | \$108 | \$104 | \$93 |
| MSR line draws | 445 | 266 | 270 | 270 | 270 |
| Unsecured senior note principal | 2,300 | 2,200 | 2,100 | 2,100 | 2,100 |
| Debt | \$2,866 | \$2,580 | \$2,478 | \$2,474 | \$2,463 |
| Debt/TNW | 1.45x | 1.18x | 1.05x | 0.90x | 0.77x |

## ROTCE RECONCILIATION

| \$ mm's | 2Q'21 |
| :--- | ---: |
| Pretax income | \$583 |
| Income tax expense | $(144)$ |
| Net income | $\$ 439$ |
| ROCE ${ }^{(1)}$ | $56.2 \%$ |
| ROTCE | $58.9 \%$ |
| Pretax income | $\$ 583$ |
| Mark-to-market | 180 |
| Fair value amortization | $(45)$ |
| Net gain from Title365 sale | $(485)$ |
| Pretax income from discontinued operations | $(16)$ |
| Accounting items | 7 |
| Intangible amortization | 3 |
| Pretax operating income | $\$ 227$ |
| Income tax expense ${ }^{(2)}$ | $\mathbf{3}$ |
| Fully-taxed operating income | $(55)$ |
| ROTCE | $\$ 172$ |
| Average book value | $\mathbf{2 3 . 1 \%}$ |
| Average tangible book value | $\$ 3,127$ |




 could be significant to future results.

## SERVICING NON-GAAP RECONCILIATION

|  | 2Q'20 |  | 3Q'20 |  | 4Q'20 |  | 1Q'21 |  | 2Q'21 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ mm's | \$ | Bps | \$ | Bps | \$ | Bps | \$ | Bps | \$ | Bps |
| Pretax (loss) income from continuing operations | (\$247) | (16.7) | (\$67) | (4.7) | (\$12) | (0.8) | \$410 | 26.6 | (\$56) | (3.5) |
| Mark-to-market (MTM) | 261 | 17.7 | 29 | 2.0 | 6 | 0.4 | (354) | (22.9) | 180 | 11.1 |
| Accounting item | - | - | 1 | 0.1 | 2 | 0.1 | - | - | 1 | 0.1 |
| Pretax income (loss) excluding MTM and other notable items | \$14 | 1.0 | (\$37) | (2.6) | (\$4) | (0.3) | \$56 | 3.7 | \$125 | 7.7 |
| Average UPB (\$bn) | \$591 |  | \$571 |  | \$589 |  | \$617 |  | \$647 |  |

## SERVICING PROFITABILITY

|  | 2Q'20 |  | 3Q'20 |  | 4Q'20 |  | 1Q'21 |  | 2Q'21 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ mm's | \$ | Bps | \$ | Bps | \$ | Bps | \$ | Bps | \$ | Bps |
| Operational Revenue |  |  |  |  |  |  |  |  |  |  |
| Base servicing fees | \$239 | 16.2 | \$231 | 16.2 | \$222 | 15.1 | \$223 | 14.5 | \$221 | 13.7 |
| Modification fees | 2 | 0.1 | 3 | 0.2 | 2 | 0.1 | 7 | 0.5 | 7 | 0.4 |
| Incentive fees | 5 | 0.3 | - | - | - | - | 1 | - | - | - |
| Late payment fees | 16 | 1.1 | 15 | 1.1 | 15 | 1.0 | 14 | 0.9 | 14 | 0.9 |
| Other ancillary revenues | 44 | 3.0 | 52 | 3.6 | 113 | 7.7 | 140 | 9.1 | 208 | 12.8 |
| Total forward MSR operational revenue | 306 | 20.7 | 301 | 21.1 | 352 | 23.9 | 385 | 25.0 | 450 | 27.8 |
| Base subservicing fee and other subservicing revenue | 69 | 4.7 | 71 | 5.0 | 71 | 4.8 | 68 | 4.4 | 69 | 4.3 |
| Total servicing fee revenue | 375 | 25.4 | 372 | 26.1 | 423 | 28.7 | 453 | 29.4 | 519 | 32.1 |
| MSR financing liability costs | (9) | (0.6) | (8) | (0.6) | (8) | (0.5) | (7) | (0.5) | (6) | (0.4) |
| Excess spread payments - principal | (79) | (5.4) | (96) | (6.7) | (95) | (6.5) | (76) | (4.9) | (70) | (4.3) |
| Total operational revenue | 287 | 19.4 | 268 | 18.8 | 320 | 21.7 | 370 | 24.0 | 443 | 27.4 |
| Amortization |  |  |  |  |  |  |  |  |  |  |
| Forward MSR amortization | (186) | (12.6) | (212) | (14.9) | (228) | (15.5) | (232) | (15.0) | (228) | (14.1) |
| Excess spread accretion | 79 | 5.4 | 96 | 6.7 | 95 | 6.5 | 76 | 4.9 | 70 | 4.3 |
| Total amortization | (107) | (7.2) | (116) | (8.2) | (133) | (9.0) | (156) | (10.1) | (158) | (9.8) |
| Mark-to-Market Adjustments |  |  |  |  |  |  |  |  |  |  |
| MSR Fair Value MTM | (316) | (21.4) | (65) | (4.5) | (107) | (7.3) | 510 | 33.1 | (240) | (14.8) |
| Other MTM | (5) | (0.3) | 2 | 0.1 | 25 | 1.7 | (125) | (8.2) | 31 | 1.9 |
| Excess spread / financing MTM | 60 | 4.0 | 34 | 2.4 | 76 | 5.2 | (31) | (2.0) | 29 | 1.8 |
| Total MTM adjustments | (261) | (17.7) | (29) | (2.0) | (6) | (0.4) | 354 | 22.9 | (180) | (11.1) |
| Total revenues | (\$81) | (5.5) | 123 | 8.6 | \$181 | 12.3 | \$568 | 36.8 | \$105 | 6.5 |
| Average UPB (\$bn) | \$591 |  | \$571 |  | \$589 |  | \$617 |  | \$647 |  |

## SERVICING PROFITABILITY [CONT.]

|  | 2Q'20 |  | 3Q'20 |  | 4Q'20 |  | 1Q'21 |  | 2Q'21 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ mm's | \$ | Bps | \$ | Bps | \$ | Bps | \$ | Bps | \$ | Bps |
| Salaries, wages and benefits | \$65 | 4.4 | \$66 | 4.6 | \$67 | 4.5 | \$66 | 4.3 | \$70 | 4.3 |
| Servicing support fees | 24 | 1.6 | 26 | 1.8 | 26 | 1.8 | 21 | 1.4 | 22 | 1.4 |
| Corporate and other general and administrative expenses | 30 | 2.0 | 31 | 2.2 | 27 | 1.8 | 30 | 1.9 | 30 | 1.9 |
| Foreclosure and other liquidation related expenses | (21) | (1.4) | (6) | (0.4) | 11 | 0.8 | (12) | (0.8) | (8) | (0.5) |
| Depreciation and amortization | 4 | 0.3 | 6 | 0.4 | 6 | 0.4 | 5 | 0.3 | 7 | 0.4 |
| Total general and administrative expenses | 37 | 2.5 | 57 | 4.0 | 70 | 4.8 | 44 | 2.8 | 51 | 3.2 |
| Total expenses | \$102 | 6.9 | \$123 | 8.6 | \$137 | 9.3 | \$110 | 7.1 | \$121 | 7.5 |
| Other interest income | 3 | 0.2 | 1 | 0.1 | 17 | 1.2 | 23 | 1.5 | 25 | 1.5 |
| Interest income | 3 | 0.2 | 1 | 0.1 | 17 | 1.2 | 23 | 1.5 | 25 | 1.5 |
| Advance interest expense | (8) | (0.5) | (7) | (0.5) | (6) | (0.4) | (6) | (0.4) | (4) | (0.2) |
| Other interest expense | (59) | (4.0) | (61) | (4.3) | (67) | (4.6) | (65) | (4.2) | (61) | (3.8) |
| Interest expense | (67) | (4.5) | (68) | (4.8) | (73) | (5.0) | (71) | (4.6) | (65) | (4.0) |
| Total other expense, net | (\$64) | (4.3) | (\$67) | (4.7) | (\$56) | (3.8) | (\$48) | (3.1) | (40) | (2.5) |
|  |  |  |  |  |  |  |  |  |  |  |
| Pretax (loss) income from continuing operations | (\$247) | (16.7) | (\$67) | (4.7) | (\$12) | (0.8) | \$410 | 26.6 | (\$56) | (3.5) |
| Average UPB (\$bn) | \$591 |  | \$571 |  | \$589 |  | \$617 |  | \$647 |  |

## SERVICING PORTFOLIO

| \$ mm's | 2Q'20 | 3Q'20 | 4Q'20 | 1Q'21 | 2Q'21 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Unpaid Principal Balance (UPB) Rollforward |  |  |  |  |  |
| Originations | \$9,478 | \$14,517 | \$23,104 | \$23,623 | \$20,907 |
| Acquisitions | 162 | 562 | 11,275 | 7,548 | 16,516 |
| Dispositions | (31) | (23) | (16) | (50) | (18) |
| Transfers to/from Subservicing | $(1,796)$ | $(3,222)$ | $(4,802)$ | $(2,901)$ | $(4,102)$ |
| Runoff | $(20,472)$ | $(23,142)$ | $(25,039)$ | $(23,381)$ | $(21,876)$ |
| Forward owned ${ }^{(1)}$ | \$277,975 | \$266,667 | \$271,189 | \$276,028 | \$287,455 |
| Subservicing | 296,792 | 300,855 | 336,513 | 352,481 | 366,862 |
| Total Servicing | \$574,767 | \$567,522 | \$607,702 | \$628,509 | \$654,317 |
| Valuation Data |  |  |  |  |  |
| MSR original cost | 86 bps | 86 bps | 86 bps | 86 bps | 86 bps |
| MSR carrying value | 99 bps | 100 bps | 100 bps | 122 bps | 115 bps |
| Runoff Rates |  |  |  |  |  |
| CPR | 22.0\% | 25.9\% | 28.6\% | 26.1\% | 23.7\% |
| Principal payments | 3.7\% | 2.8\% | 4.1\% | 4.2\% | 4.7\% |
| Forward owned runoff rate | 25.7\% | 28.7\% | 32.7\% | 30.3\% | 28.4\% |
| Total Servicing CPR | 26.0\% | 30.1\% | 33.1\% | 30.8\% | 26.0\% |
| Portfolio Composition |  |  |  |  |  |
| GSE | 22\% | 22\% | 22\% | 23\% | 25\% |
| GNMA | 18\% | 17\% | 15\% | 14\% | 13\% |
| PLS | 8\% | 8\% | 7\% | 7\% | 6\% |
| Forward owned | 48\% | 47\% | 44\% | 44\% | 44\% |
| Subservicing | 52\% | 53\% | 56\% | 56\% | 56\% |
| Total | 100\% | 100\% | 100\% | 100\% | 100\% |

## ORIGINATIONS PROFITABILITY

| \$ mm's | 2Q'20 | 3Q'20 | 4Q'20 | 1Q'21 | 2Q'21 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Service related, net-Originations | \$21 | \$27 | \$37 | \$43 | \$45 |
| Net gain on mortgage loans held for sale |  |  |  |  |  |
| Net gain on loans originated and sold | 453 | 449 | 352 | 286 | 143 |
| Capitalized servicing rights | 123 | 162 | 270 | 274 | 246 |
| Provision for repurchase reserves, net of release | (3) | (6) | (9) | (8) | (4) |
| Total net gain on mortgage loans held for sale | 573 | 605 | 613 | 552 | 385 |
| Total revenues | \$594 | \$632 | \$650 | \$595 | \$430 |
| Supplemental Data |  |  |  |  |  |
| Pull through adjusted lock volume | \$12,394 | \$19,794 | \$23,706 | \$23,267 | \$18,358 |
| Funded volume | \$10,729 | \$15,598 | \$24,526 | \$25,133 | \$22,227 |
| Loans sold, servicing retained | \$9,250 | \$12,123 | \$20,203 | \$21,314 | \$19,344 |
| GOS margin ${ }^{(1)}$ | 4.62\% | 3.06\% | 2.59\% | 2.37\% | 2.10\% |
| Revenue margin ${ }^{(1)}$ | 4.79\% | 3.19\% | 2.74\% | 2.56\% | 2.34\% |
| Value of capitalized servicing retained | 133 bps | 133 bps | 134 bps | 128 bps | 128 bps |

## ORIGINATIONS PROFITABILITY [CONT]

| \$ mm's | 2Q'20 | 3Q'20 | 4Q'20 | 1Q'21 | 2Q'21 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Salaries, wages and benefits | \$120 | \$140 | \$163 | \$167 | \$164 |
| Loan originations expenses | 16 | 20 | 25 | 27 | 26 |
| Corporate and other general and administrative expenses | 16 | 16 | 14 | 20 | 17 |
| Marketing and professional service fee | 11 | 14 | 10 | 13 | 13 |
| Depreciation and amortization | 4 | 5 | 6 | 4 | 6 |
| Total expenses | \$167 | \$195 | \$218 | \$231 | \$226 |
| Funded volume | \$10,729 | \$15,598 | \$24,526 | \$25,133 | \$22,227 |
| Expenses margin ${ }^{(1)}$ | 1.56\% | 1.25\% | 0.89\% | 0.92\% | 1.01\% |
| Interest income | \$19 | \$16 | \$26 | \$23 | \$26 |
| Interest expense | (13) | (15) | (23) | (25) | (23) |
| Total other income (expense), net | \$6 | \$1 | \$3 | (\$2) | \$3 |
| Funded volume | \$10,729 | \$15,598 | \$24,526 | \$25,133 | \$22,227 |
| Other income (expense), net margin ${ }^{(1)}$ | 0.06\% | 0.01\% | 0.01\% | -0.01\% | 0.01\% |
| Pretax income from continuing operations | \$433 | \$438 | \$435 | \$362 | \$207 |
| Pretax income margin ${ }^{(2)}$ | 3.29\% | 1.95\% | 1.86\% | 1.63\% | 1.34\% |

## XOME NON-GAAP RECONCILIATION

| \$ mm's | 2Q'20 | 3Q'20 | 4Q'20 | 1Q'21 | 2Q'21 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Pretax income from continuing operations | \$12 | \$15 | \$10 | \$9 | \$480 |
| Net gain from Title365 sale | - | - | - | - | (485) |
| Accounting item | - | - | 6 | 3 | - |
| Intangible amortization | 1 | 3 | 2 | 1 | 1 |
| Pretax income (loss) from continuing operations excluding notable items | \$13 | \$18 | \$18 | \$13 | (\$4) |

## XOME PROFITABILITY

| \$ mm's | 2Q'20 | 3Q'20 | 4Q'20 | 1Q'21 | 2Q'21 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Exchange | \$9 | \$6 | \$7 | \$5 | \$5 |
| Title | 52 | 57 | 60 | 56 | - |
| Solutions | 45 | 45 | 46 | 35 | 34 |
| Total revenues | \$106 | \$108 | \$113 | \$96 | \$39 |
| Salaries, wages and benefits | \$33 | \$32 | \$34 | \$29 | \$17 |
| Operational expenses | 59 | 57 | 66 | 55 | 25 |
| Depreciation and amortization | 3 | 5 | 4 | 3 | 3 |
| Total expenses | \$95 | \$94 | \$104 | \$87 | \$45 |
| Total other income, net | \$1 | \$1 | \$1 | \$ - | \$486 |
| Pretax income from continuing operations | \$12 | \$15 | \$10 | \$9 | \$480 |
| Margin | 11.3\% | 13.9\% | 8.8\% | 9.4\% | 1230.8\% |
| Exchange properties sold | 1,191 | 860 | 863 | 710 | 659 |
| Average Exchange properties under management | 17,438 | 15,067 | 15,132 | 14,210 | 14,196 |
| Title completed orders | 245,252 | 223,497 | 205,718 | 188,356 | - |
| Solutions completed orders | 521,169 | 635,059 | 709,121 | 546,552 | 475,507 |
| Percentage of revenue earned from third-party customers | 53\% | 50\% | 47\% | 48\% | 36\% |

## ADJUSTED EBITDA

| \$ mm's | 2Q'20 | 3Q'20 | 4Q'20 | 1Q'21 | 2Q'21 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated GAAP pretax (loss) income | \$110 | \$281 | \$247 | \$728 | \$583 |
| Mark-to-market | 261 | 29 | 6 | (354) | 180 |
| Adjustments ${ }^{(1)}$ | 1 | 54 | 95 | 4 | (494) |
| MSR amortization, net | 102 | 112 | 130 | 153 | 158 |
| Capitalized servicing rights | (126) | (163) | (275) | (288) | (266) |
| Depreciation and amortization | 18 | 19 | 18 | 16 | 16 |
| Corporate debt interest expense | 47 | 44 | 38 | 30 | 30 |
| Other | 5 | 6 | 6 | 6 | 8 |
| Adjusted EBITDA | \$418 | \$382 | \$265 | \$295 | \$215 |

## 2Q'21 SOURCES AND USES CASH FLOW

| \$mm's | Servicing | Originations | Xome | Corporate / Other | Consolidated | Illustrative Steady State Discretionary Cashflow |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GAAP pretax income (loss) from continuing operations | (\$56) | \$207 | \$480 | (\$64) | \$567 |  |
| Depreciation and amortization | 7 | 6 | 3 | - | 16 |  |
| Share-based compensation | 1 | - | 1 | 6 | 8 |  |
| Amortization of deferred financing costs | 2 | 1 | - | 1 | 4 |  |
| Settlement of excess spread financing | (40) | - | - | - | (40) |  |
| MSR amortization | 228 | - | - | - | 228 |  |
| Total MTM adjustments | 180 | - | - | - | 180 |  |
| T365 gain, net of transaction costs | - | - | (485) | - | (485) |  |
| Business segment cash flow from operations | \$322 | \$214 | (\$1) | (\$57) | \$478 | \$478 |
| State/local taxes ${ }^{(1)}$ |  |  |  |  | - | (18) |
| Total working capital change ${ }^{(2)}$ |  |  |  |  | (93) | - |
| Total sources, net |  |  |  |  | \$385 | \$460 |
| Capex |  |  |  |  | (12) | (12) |
| Capitalized servicing rights - Originations/EBO |  |  |  |  | (266) | (266) |
| MSR purchases, MSR sales and excess spread financing |  |  |  |  | (136) | 63 |
| Net investment in MSR |  |  |  |  | (402) | (203) |
| Total uses, net |  |  |  |  | (414) | (215) |
| Change in cash |  |  |  |  | (\$29) | \$245 |
| Change in unrestricted cash |  |  |  |  | \$42 |  |

[^0]
[^0]:    ${ }^{\text {(1) }}$ ) Based on marginal tax rate of $3.2 \%$, net of federal benefit. Actual tax payments/refunds included in total working capital changes.
    ${ }^{2)}$ Includes mortgage loans originated, sold or repurchased, net gains on mortgage loans held for sale excluding capitalized servicing rights, activities from discontinued operations,
    repayment of nonrecourse debt - legacy assets, and changes in warehouse facilities, advance facilities, advances and other receivables, other assets, payables and other liabilities, taxes, and other activities
    ${ }^{3)}$ Required investment to sustain the net MSR is based on sum of ( $\$ 228$ ) mm forward MSR amortization, $\$ 70 \mathrm{~mm}$ excess spread accretion, and ( $\$ 45$ ) mm fair value amortization

