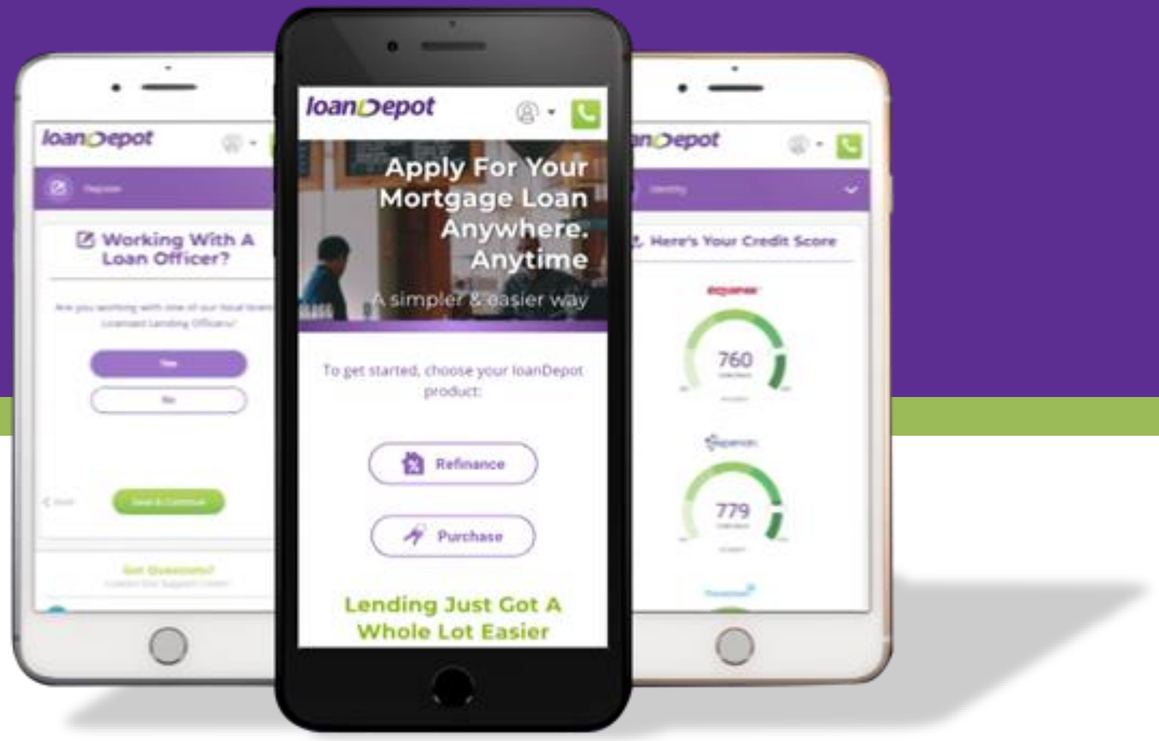
LOANDEPOT, INC. (NYSE: LDI)

Q4 2021 EARNINGS PRESENTATION

February 1, 2022



loanDepot®

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 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" 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." All statements other than statements of historical fact are statements that could be deemed forward-looking statements, including, but not limited to, guidance to our pull-through weighted rate lock volume, origination volume and pull-through weighted gain-on-sale margin. 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, 2020, 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.

TODAY'S SPEAKERS



ANTHONY HSIEH

Chief Executive Officer

LoanDepot since 2010

30+ Years Experience



PATRICK FLANAGAN

Chief Financial Officer

LoanDepot since 2017

30+ Years Experience



JEFF WALSH

Chief Revenue Officer

LoanDepot since 2010

30+ Years Experience



JEFF DERGURAHIAN

Chief Capital Markets Officer

LoanDepot since 2012

20+ Years Experience



JOHN LEE

Chief Analytics Officer

LoanDepot since 2010

25+ Years Experience

DIFFERENTIATED ORIGINATION STRATEGY BUILT FOR ALL MARKETS

+3,000 mortgage professionals covering all 50 states

	RETAIL STRATEGY		PARTNER STRATEGY
	Consumer Direct	In-Market	Partner
Description	Significant brand investment supporting customer acquisition through the digital channel	High-tech, high-touch service powered by mello® and +1,650 in-market mortgage professionals covering 75% of the U.S. population	Joint ventures, integrated referral partners and wholesale
Relationships	Individual customers	Builders and realtors	Home builders, real estate brokers and banks
Drivers	Marketing spend & marketing efficiency	Number of loan officers & loan officer productivity	Number of account executives and partners
Q4 '21 Volumes	$22 billion		$7 billion
Tech Empowerment	Leads routed to maximize conversion based on dynamic lead scoring →	Matching the right lead with right mortgage professional to optimize conversion	Technology investments automating and expediting broker processes

POSITIONED TO YIELD POWERFUL RESULTS

	loanDepot
Young and Entrepreneurial	Founder- & CEO-led 12 Year Old Company
Remarkable Growth	2021 YoY Purchase Volume Growth: >35% 2021 YoY Refinance Volume Growth: >30%
Purpose-Built Technology	mello®
Data Expertise	Database of over 40 million unique individuals Nearly 10 billion data points
Organically Built, Diversified Platform	✓ In-Market ✓ Consumer Direct ✓ Wholesale ✓ JV Partnerships

Q4 ‘21 FINANCIAL HIGHLIGHTS

$29 billion
Q4 ‘21 Volume

77%/23%
Retail/Partner Volume Split

$15 million
Q4 ‘21 GAAP Net Income

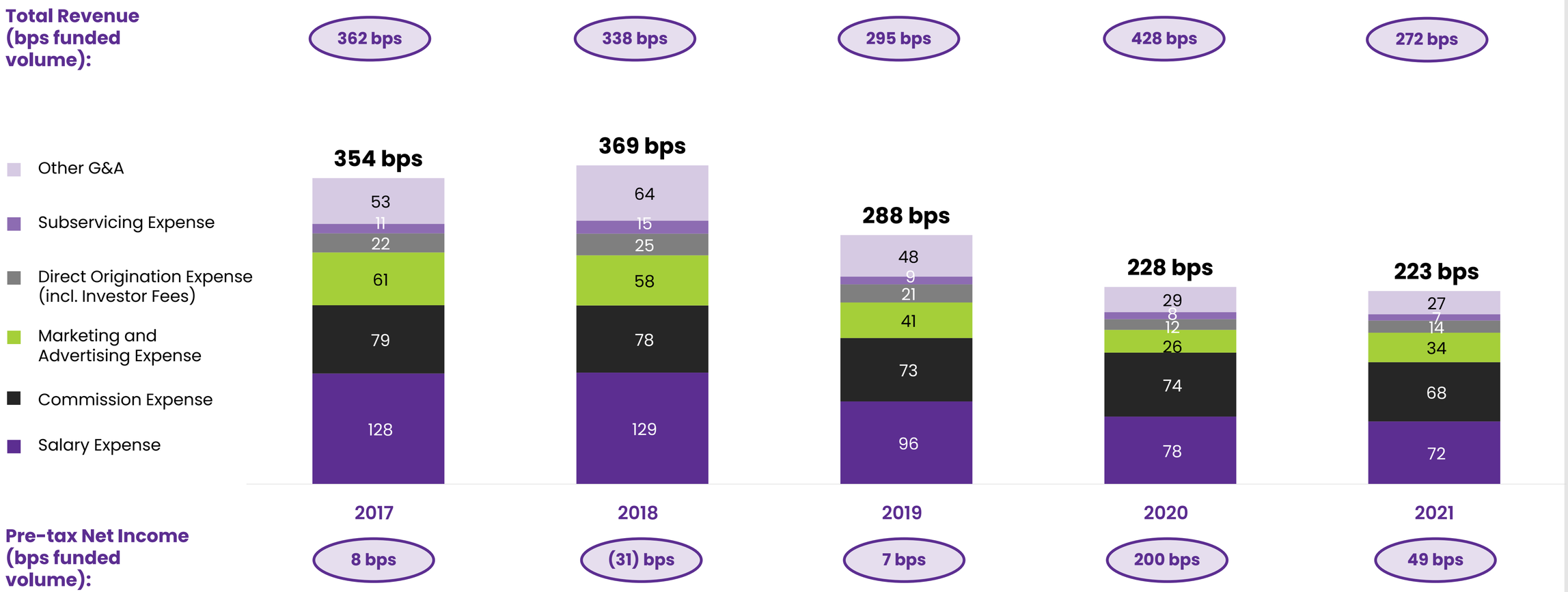
$64 million
Q4 ‘21 Adjusted EBITDA

$162 billion
UPB of Servicing Portfolio

0.6%
Portfolio in Active Forbearance

HISTORICAL COST STRUCTURE COMPARISON

Technology and brand investments have improved our expense structure and will continue to reduce costs on an ongoing basis



Q&A