



4Q 2021 INVESTOR PRESENTATION

February 1, 2022

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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.

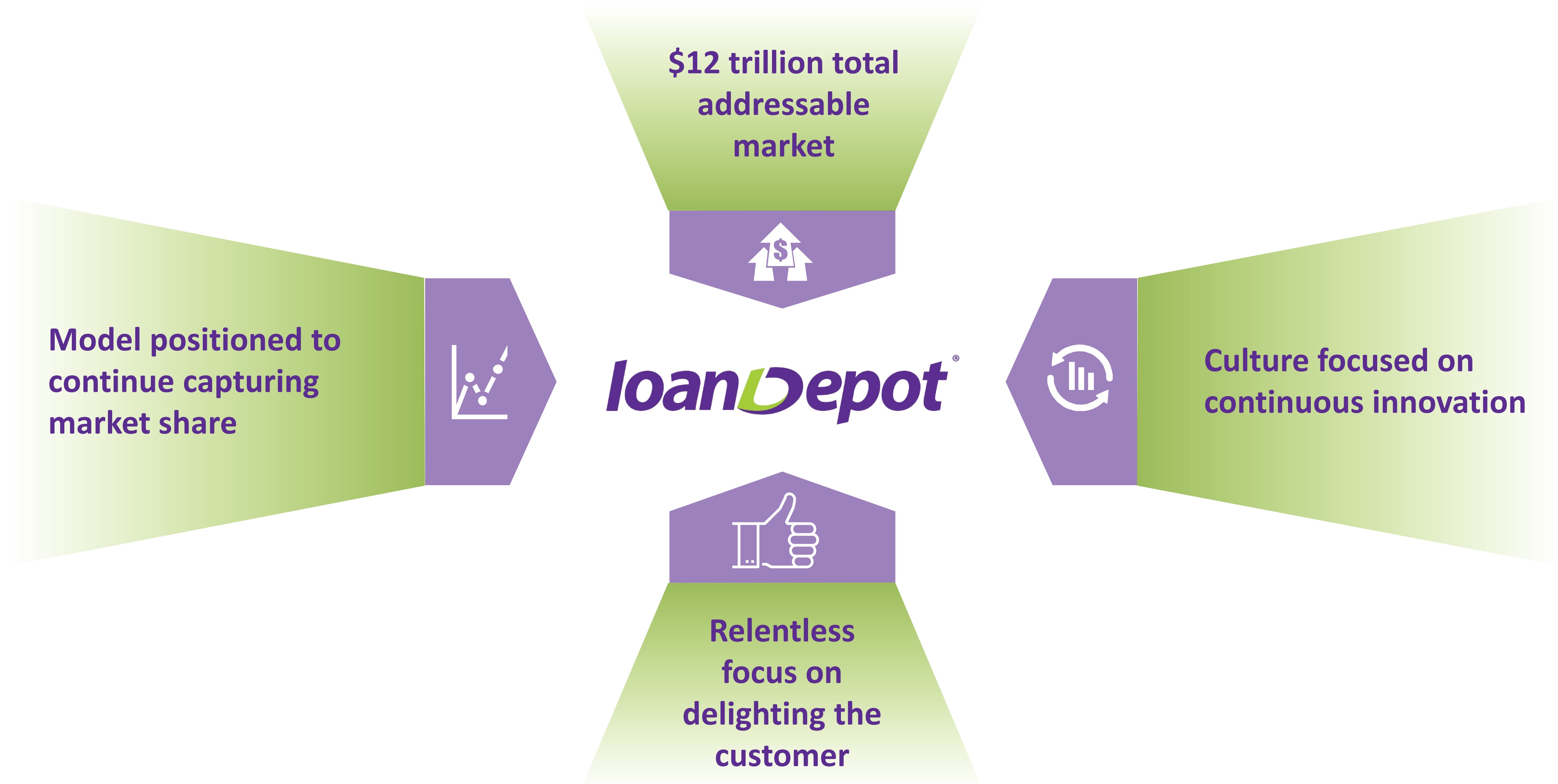
Non-GAAP Financial Information

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.

WE ARE DISRUPTING CONSUMER FINANCE THROUGH CONTINUOUS INNOVATION




WHY loanDepot WINS



- 1 Scaled Leader in a Massive Ecosystem that is Ripe for Disruption
- 2 Market-Leading Brand and Data-Driven Customer Acquisition Capabilities
- 3 Interconnected Origination Strategy that Leverages the Same Technology Platform to Thrive in Any Market Environment
- 4 Purpose-Built End-to-End Technology Platform that Drives Efficiency and Superior Customer Experience
- 5 Founder-Led Management Team with Unique Skillsets
- 6 Innovative Workplace and Customer-Centric Culture
- 7 Attractive Financial Model with Earnings Growth Opportunity

UNIQUELY POSITIONED TO OUTRUN THE COMPETITION



Young and Entrepreneurial	Founder & CEO-led 12 Year Old Company	
Industry Leading Growth	Origination CAGR of 40% vs. 23% for Industry ⁽¹⁾	
Room to Run	3.4% Market Share with Strong Growth Outlook ⁽²⁾	
Purchase Strength	34% Purchase Composition ⁽³⁾	
Purpose-Built Technology		
Organically Built, Diversified Platform	<div>✓ In-Market</div> <div>✓ Consumer Direct</div>	<div>✓ Wholesale</div> <div>✓ JV Partnerships</div>

1) Represents origination CAGR for period 2017 – 2021, loanDepot origination volume based on company financials, industry origination volume based on Mortgage Bankers Association (MBA); 2) Market Share is based on latest MBA market size for 2021 as of 1/21/2022 ; 3) For Q4'21 period

A SCALED PLATFORM POISED FOR CONTINUED GROWTH

- ✓ Founder-led, tech-empowered platform with relentless focus on the customer
- ✓ #2 Retail-focused non-bank U.S. mortgage originator⁽¹⁾
- ✓ Grown to scale through two interconnected strategies
 - Retail: consumer direct & in-market mortgage professionals
 - Partner: brokers, realtors, JVs and referral partners
- ✓ End-to-end mello® technology driving a seamless experience throughout customer homeownership journeys
- ✓ Develop life-long customer relationships by retaining servicing and enhance lifetime value by utilizing data and analytics

\$29bn

Q4'21 Origination
Volume

49%

2010 – 2021
Origination CAGR⁽²⁾

3.4%

Market Share
In 2021⁽³⁾

>3x

Market Share Growth
Since 2014⁽³⁾⁽⁴⁾

57%

YoY Q4 Growth in
Servicing UPB \$

\$623m

2021
Net Income

FOUNDER LED MANAGEMENT TEAM WITH UNIQUE SKILLSETS



ANTHONY HSIEH
Founder, Chairman &
CEO
30+ Years Experience

Prior:



PATRICK FLANAGAN
Chief Financial
Officer
30+ Years Experience

Prior:



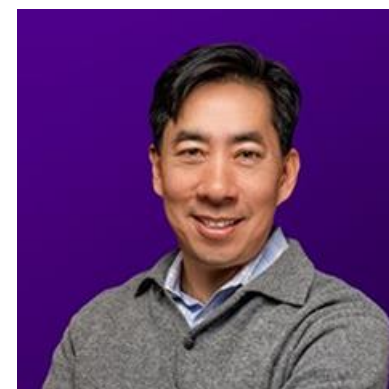
JEFF WALSH
Chief Revenue
Officer
30+ Years Experience

Prior:



GEORGE BRADY
Chief Digital Officer
30+ Years Experience

Prior:



JOHN LEE
Chief Analytics
Officer
30+ Years Experience

Prior:



TJ FREEBORN
Chief Administrative
Officer
25+ Years Experience

Prior:



RICK CALLE
Chief Strategy Officer
10+ Years Experience

Prior:



JEFF DERGURAHIAN
Chief Capital
Markets Officer
20+ Years Experience

Prior:



NICOLE CARRILLO
Chief Accounting
Officer
15+ Years Experience

Prior:



SAEED GHASEMZADEH
Enterprise Contact
Strategy
10+ Years Experience



KARIN LOCKOVITCH
Chief Risk Officer
15+ Years Experience

Prior:



PETER MACDONALD
General Counsel
25+ Years Experience

Prior:



WELL-DEFINED STRATEGIES FOR PROFITABLE GROWTH THAT LEVERAGE OUR UNIQUE ADVANTAGES

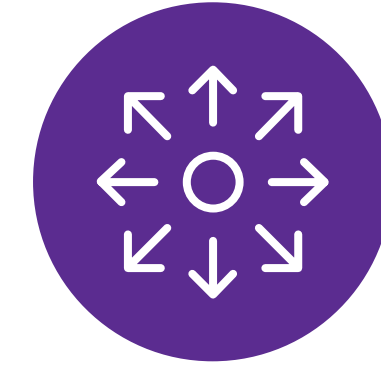
Expand the Funnel



Leverage Our Brand



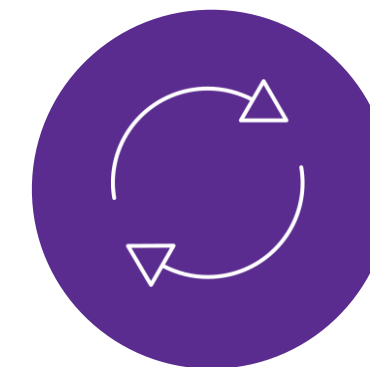
**Leverage Local Presence
to Grow in All Market
Environments**



**Extend Data Analytics
Advantage**



**Increasing Retention
and Lifetime Value**



CONTEMPORARY 11 YEAR OLD COMPANY INVESTED FOR THE FUTURE

Established Scalable Infrastructure
2010–2012

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

Diversification & Expansion
2013–2015

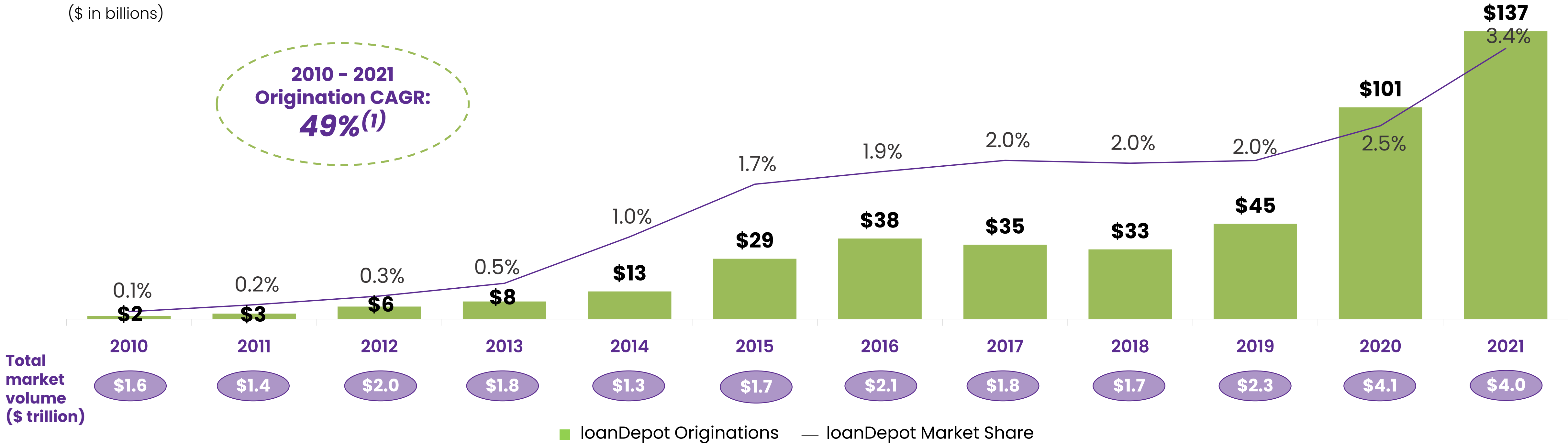
- Expanded in-market reach through acquisitions
- Leveraged infrastructure to launch LD Wholesale
- Strategic decision to begin retaining servicing

Brand, Technology and Operations Transformation
2016–Present

- Built proprietary mello® technology
- >\$1.8bn marketing investment since inception
- Launched mellohome and melloInsurance
- Acquired leading title insurance company

loanDepot Annual Mortgage Origination Volume





(\$ in billions)



⁽¹⁾ CAGR includes annualized volume for 2010
Source: Historical market share based on MBA industry volume as of 1/21/2022 and historical loanDepot origination volume

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
2021 Volumes	\$109 billion		\$28 billion
Growth ('17 – '21 CAGR)	41%		37%
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

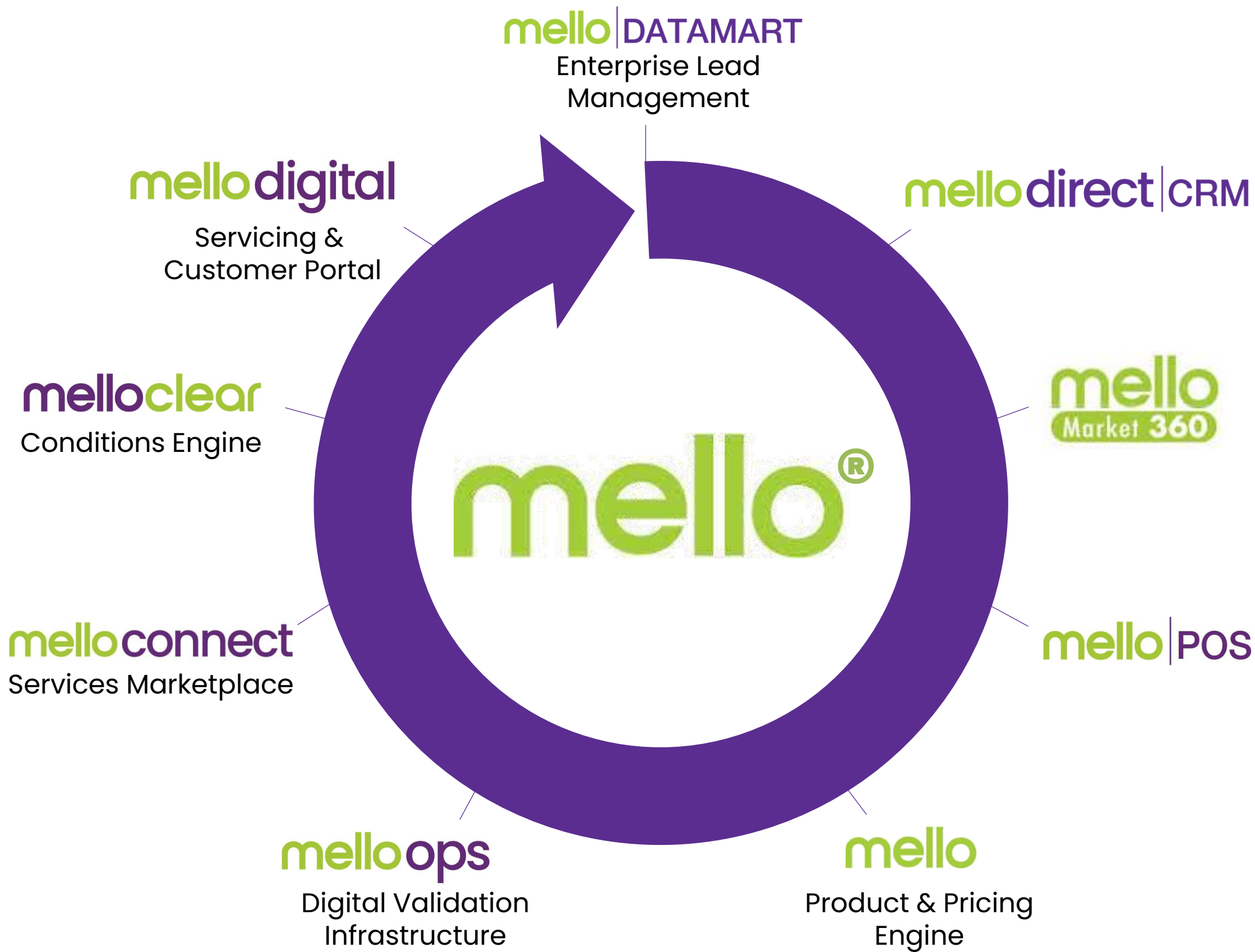
DIFFERENTIATED AND DISRUPTIVE MODEL CREATES BARRIERS TO ENTRY

	Scaled Branded Disruptors	Traditional Mortgage v1.0
Integrated Proprietary Technology Platform	loanDepot®	×
Powerful B2C Brand	loanDepot® ROCKET Companies, Inc.	×
Multiple Retail Customer Engagement Strategies	loanDepot®	×
Powered by Big Data	loanDepot® ROCKET Companies, Inc.	×
DTC & In-Market Retail Purchase	loanDepot®	×
High Growth	loanDepot® ROCKET Companies, Inc.	×

SAY HELLO TO mello® | DIGITAL DISRUPTION HAS ARRIVED

One end-to-end ecosystem built to seamlessly meet the needs of our customers and team members

The mello® Ecosystem



The mello^{smart}loan^{Advantage}

1.6x Increase in Conversion⁽¹⁾

in Consumer Direct from Jan'20⁽²⁾ through 2021

5% Faster Speed to Funding

cycle time reduction in from Jan'20 through 2021

46% Increase in Productivity

avg. monthly closings per LLO from Q1'20 through 2021

21% CAC Reduction

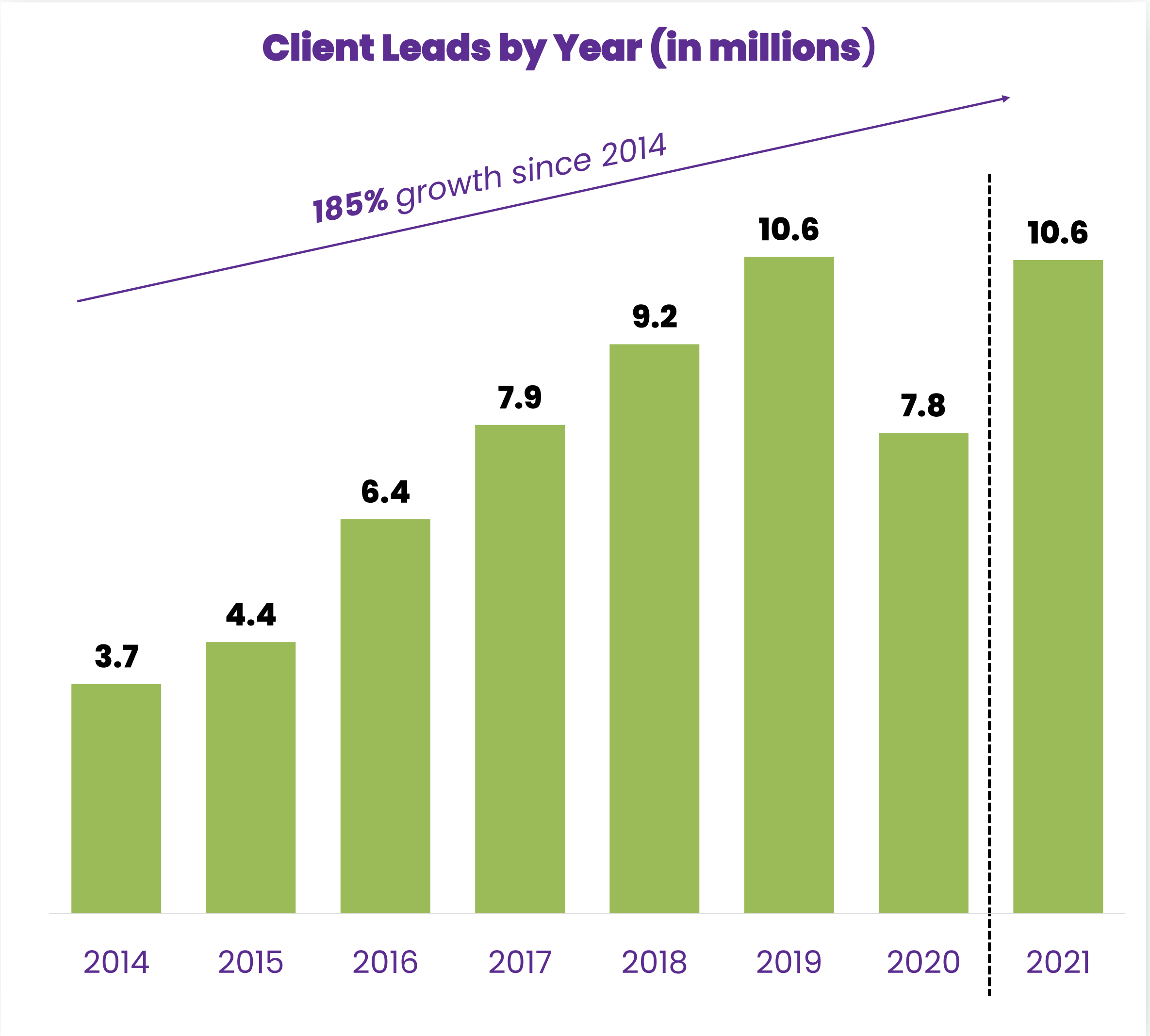
lower customer acquisition cost from Jan'20 through 2021

(1) Conversion defined as % of funded units from static pool leads over a given period of time; (2) Average leads and units for Q1'20

GROWING BRAND DRIVING SCALE AND EXPANDING OUR REACH

Increased scale from investment allows us to continue expanding our brand into the future

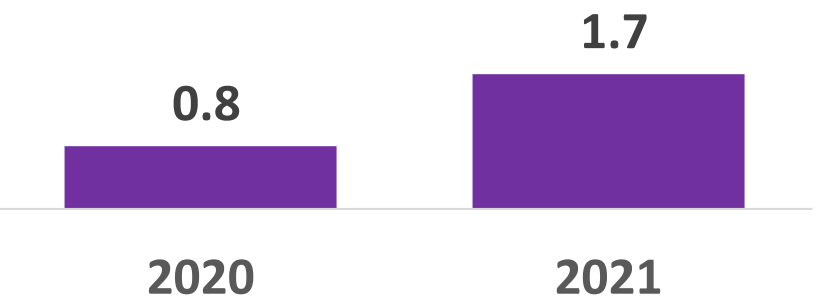
Existing Lead Sources	New Opportunities
 Digital Leads	✓ Optimizing Digital Lead Sources
 Affiliate Relationships	✓ Growing Brand Recognition
 Brand Recognition	✓ Growing Recapture Opportunities
 Social Media Engagement	✓ Leverage In-Market Presence
 Local In-Market Relationships	✓ Add New Affiliates
 Existing Customers	<div></div> Massive Top-of-the-Funnel Expansion



VAST MEDIA PRESENCE INTERACTS WITH MILLIONS OF CUSTOMERS DAILY

TV & Digital Media

Impressions, in billions



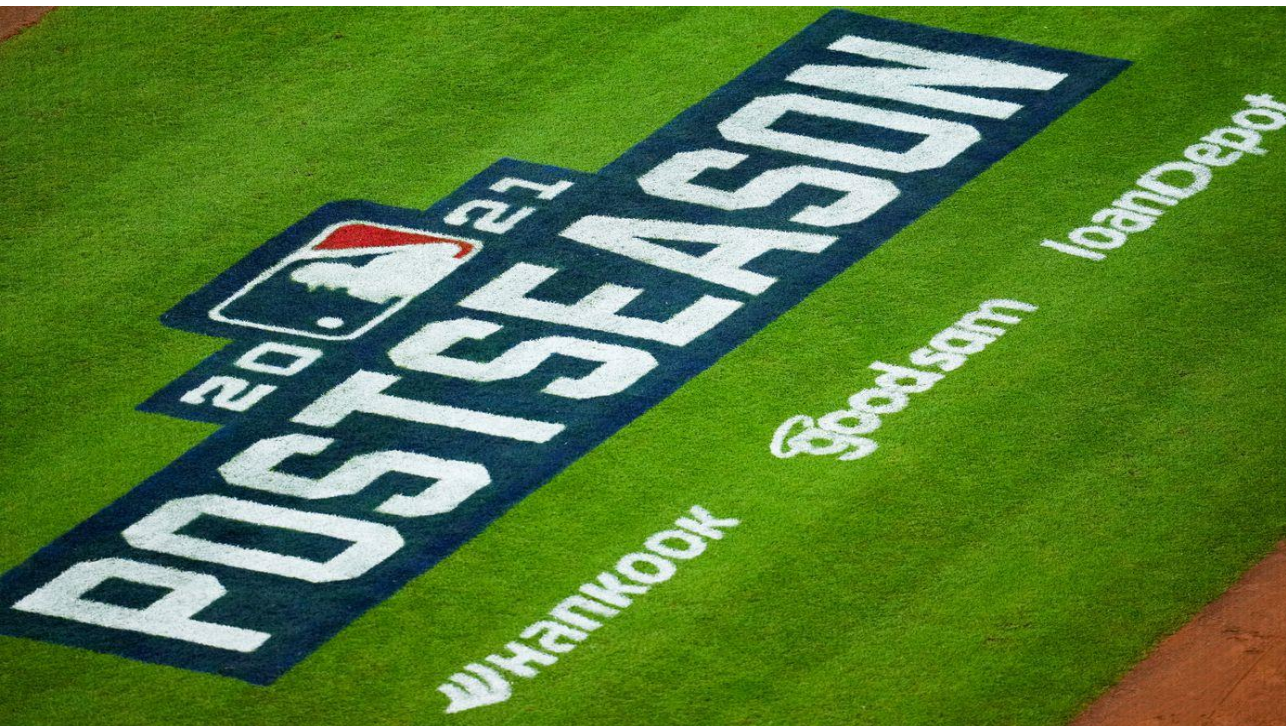
Social Media



YouTube



+17% Growth in Engagement from 2020 to 2021



Web

19.1mm

site visits in
2021

+51%

YoY growth in daily website
users from 2020

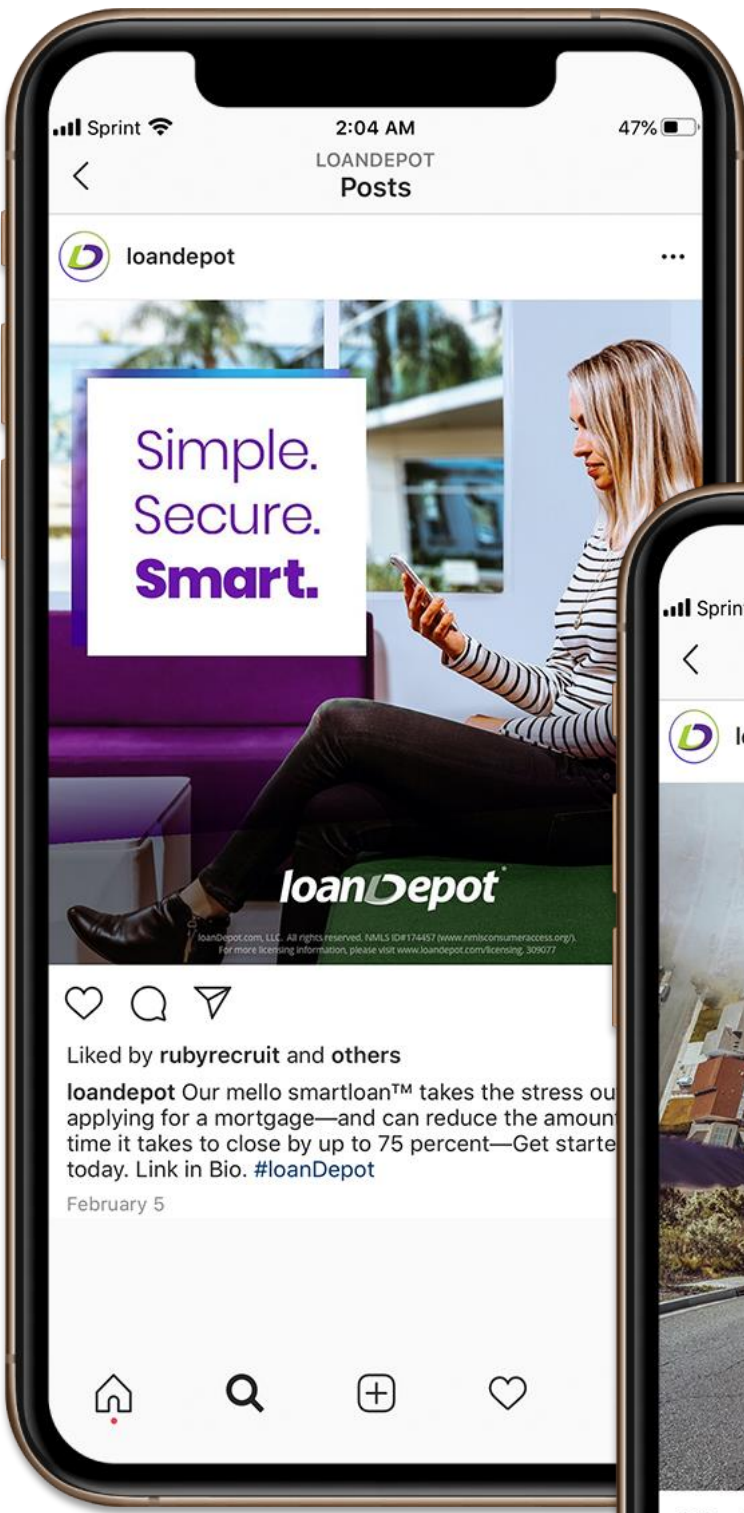
MLB Partnership

795m

impressions since 2021
launch

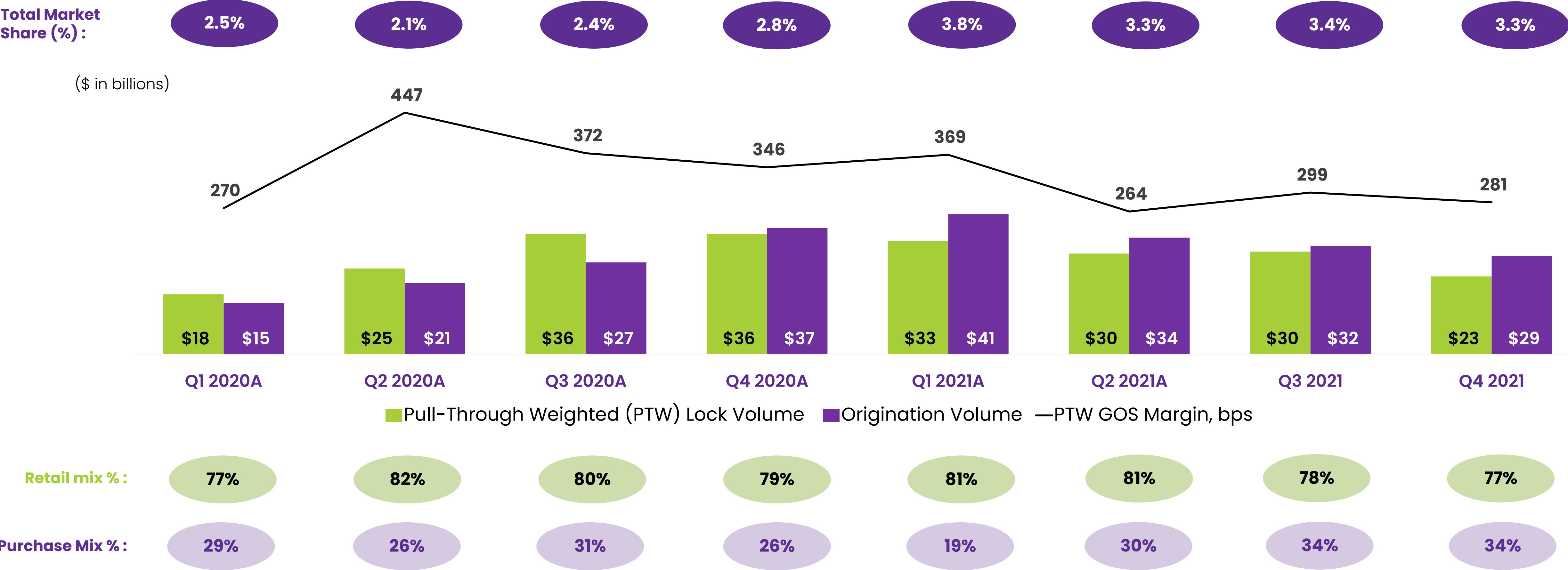


LCS coincided with ad
spend increase



OUTSIZED ORIGINATIONS GROWTH RELATIVE TO INDUSTRY

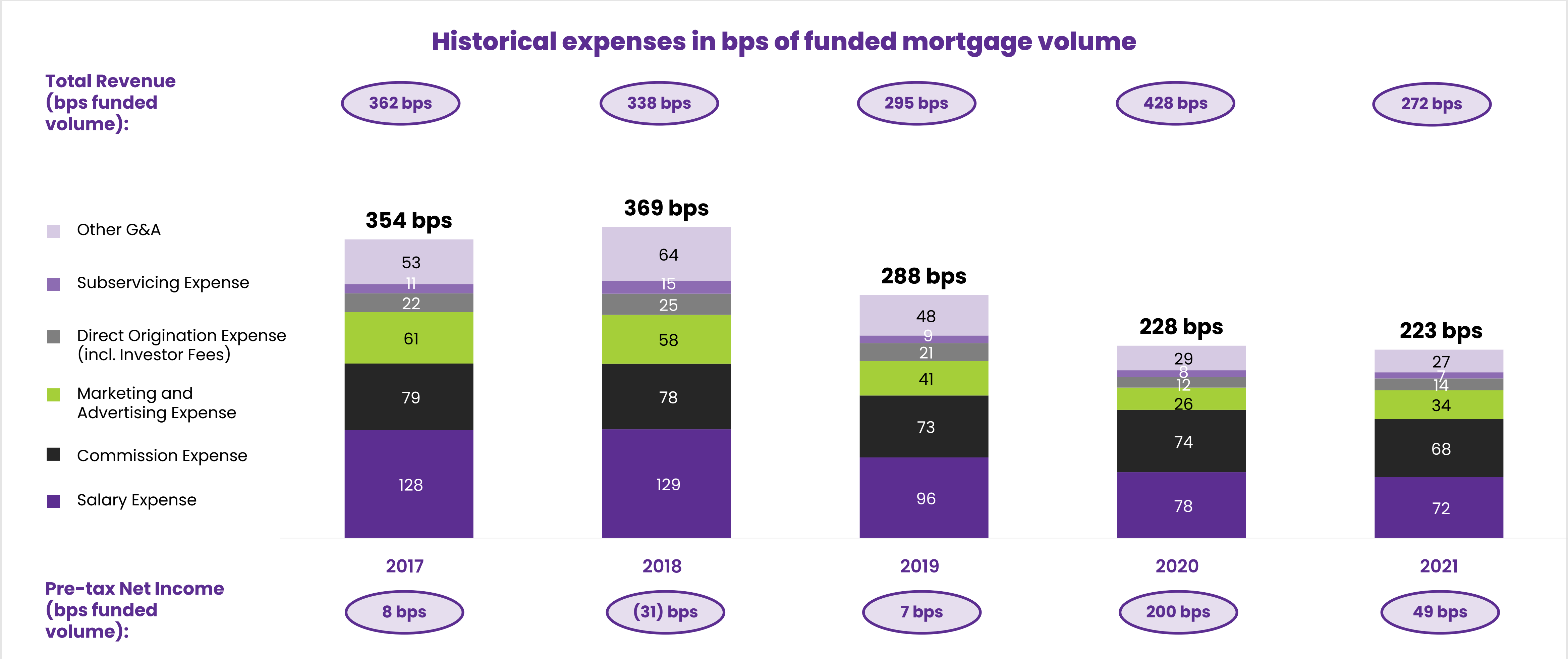
2017–2021 Origination CAGR	
<i>loanDepot</i> [®]	40%
Industry ⁽¹⁾	23%



(1) MBA as of 1/21/2022
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

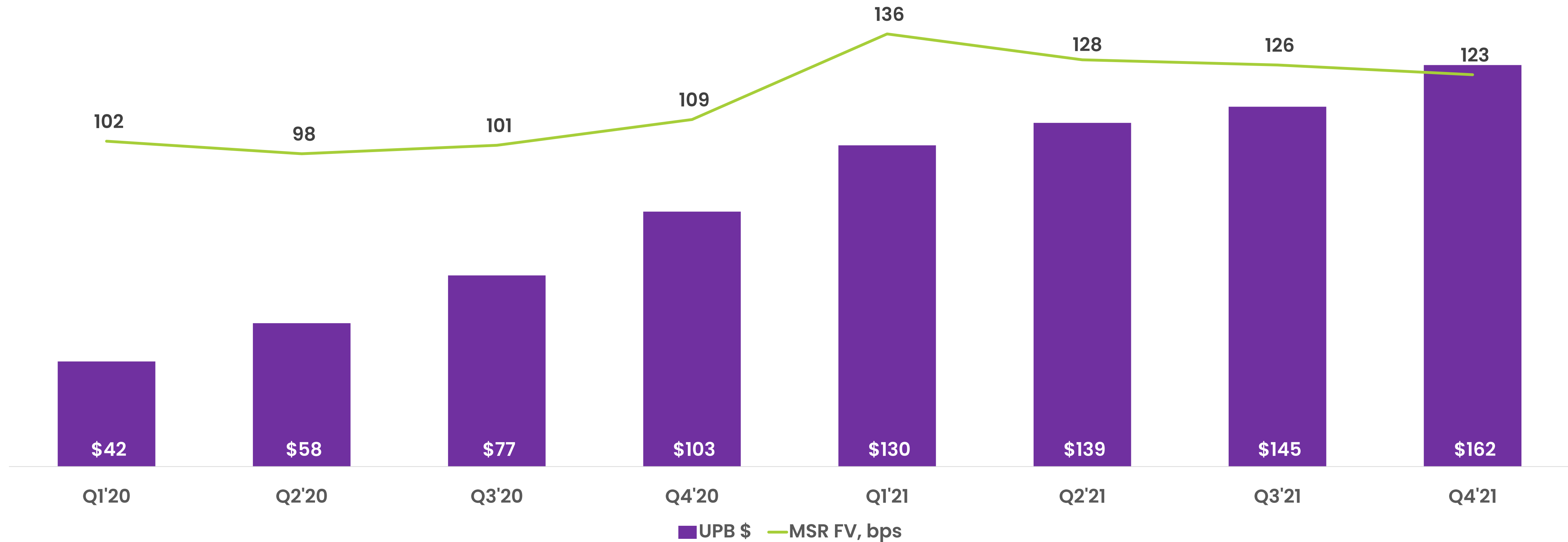
HISTORICAL COST STRUCTURE COMPARISON

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



HISTORICAL SERVICING PORTFOLIO TREND

(\$ in billions)



Recapture % ⁽¹⁾ :	70%	64%	54%	66%	72%	78%	68%	70%
Retention % ⁽²⁾ :	58%	94%	95%	96%	94%	90%	82%	78%
Total Serv Exp\$ to Avg. UPB \$, bps :	4.1	3.9	4.1	3.6	3.1	2.6	2.4	2.3

(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 originated volume that was held for servicing in the period divided by the sold volume in the period.

DELIVERING CUSTOMERS A COMPLETE SOLUTION

Ancillary businesses contributed \$37m in revenue in Q4, and we expect them to become a more meaningful contributor to net income as they mature⁽¹⁾



(1) Other Income during the quarter was \$41m. The difference primarily comprised of Joint Venture income

Q1 2022 OUTLOOK

Q1 2022 Guidance

Metric	Low	High
Pull-through Weighted Rate Lock Volume (\$bn)	\$ 19	\$ 29
Origination Volume (\$bn)	\$ 19	\$ 24
Pull-through Weighted GOS Margin, bps	200	250

Current Market Conditions

- Higher interest rates resulting in lower refinance transaction volumes
- Continuing strong demand for purchase transactions, which is somewhat adversely impacted by supply constraints on new and resale housing and seasonal slowdown in buying activity
- Increasing homeowners' equity supports strong demand for cash-out refinance volume
- Decreasing number of borrowers experiencing distress, with lower delinquencies and fewer borrowers in forbearance
- Sharper focus on industry consolidation, driven partly by the strategic appetite of non-mortgage technology companies, and expansion of ancillary products and services to capture additional revenue sources by expanding customer engagement points.

Q1 2022 outlook reflects the recent increase in interest rates and increased competitive pressure

NON-GAAP FINANCIAL RECONCILIATION

(\$MM)	4Q'21A	3Q'21A	4Q'20A	YTD'21	YTD'20
Adjusted Revenue					
Total Net Revenue	\$ 705.0	\$ 923.8	\$ 1,298.4	\$ 3,724.7	\$ 4,312.2
Change in FV of Servicing Rights, Net of Hedge	18.6	25.0	(45.6)	14.5	(58.9)
Adjusted Total Revenue	\$ 723.6	\$ 948.8	\$ 1,252.8	\$ 3,739.2	\$ 4,253.3
Adjusted EBITDA					
Net Income	\$ 14.7	\$ 154.3	\$ 547.2	\$ 623.1	\$ 2,013.1
Interest Expense - Non-Funding Debt	22.3	22.8	15.9	79.6	48.0
Income Tax Expense (Benefit)	(3.8)	24.7	0.8	43.4	2.2
Depreciation and Amortization	9.7	8.7	8.5	35.5	35.7
Change in FV of Servicing Rights, Net of Hedge	18.6	25.0	(45.6)	14.5	(58.9)
Change in FV of Contingent Consideration	0.0	(0.1)	0.0	(0.1)	32.7
Stock Compensation Expense and Management Fees	2.2	2.9	1.1	67.3	9.6
IPO Expenses	0.0	(0.1)	2.6	6.0	2.6
Adjusted EBITDA	\$ 63.7	\$ 238.3	\$ 530.4	\$ 869.4	\$ 2,084.9
Adjusted Net Income					
Net Income	\$ 14.7	\$ 154.3	\$ 547.2	\$ 623.1	\$ 2,013.1
Adjustments to Income Taxes	(1.5)	(27.2)	(140.2)	(132.5)	(516.5)
Tax-Effectuated Net Income	\$ 13.2	\$ 127.1	\$ 406.9	\$ 490.6	\$ 1,496.6
Change in FV of Servicing Rights, Net of Hedge	18.6	25.0	(45.6)	14.5	(58.9)
Change in FV of Contingent Consideration	0.0	(0.1)	0.0	(0.1)	32.7
Stock Compensation Expense and Management Fees	2.2	2.9	1.1	67.3	9.6
IPO Expenses	0.0	(0.1)	2.6	6.0	2.6
Tax Effect of Adjustments	(5.1)	(7.3)	10.8	(22.8)	3.6
Adjusted Net Income	\$ 28.9	\$ 147.5	\$ 375.8	\$ 555.6	\$ 1,486.1

BALANCE SHEET & SERVICING PORTFOLIO HIGHLIGHTS

\$ in MM except units and %	4Q'21A	3Q'21A	4Q'20A	4Q'21 vs 3Q'21	4Q'21 vs 4Q'20
Cash and cash equivalents	\$ 419.6	\$ 506.6	\$ 284.2	(17.2%)	47.6%
Loans held for sale, at fair value	8,136.8	8,873.7	6,955.4	(8.3)	17.0
Servicing rights, at fair value	2,006.7	1,841.5	1,127.9	9.0	77.9
Total assets	11,812.3	12,749.3	10,893.2	(7.3)	8.4
Warehouse and other lines of credit	7,457.2	8,212.1	6,577.4	(9.2)	13.4
Total liabilities	10,183.0	11,091.1	9,236.6	(8.2)	10.2
Total equity	1,629.4	1,658.2	1,656.6	(1.7)	(1.6)
Servicing portfolio (unpaid principal balance)	\$ 162,113.0	\$ 145,305.2	\$ 102,931.3	11.6%	57.5%
Total servicing portfolio (units)	524,992	469,019	342,600	11.9	53.2
60+ days delinquent (\$)	1,510.3	1,679.7	2,162.6	(10.1)	(30.2)
60+ days delinquent (%)	0.9%	1.2%	2.1%	n.m.	n.m.
Servicing rights, net to UPB	1.2%	1.3%	1.1%	n.m.	n.m.

WE ARE PROUD TO SERVE THE COMMUNITIES IN WHICH WE LIVE AND WORK

THANK YOU,
TEAM LOANDEPOT

\$286,147

loanDepot
NMLS#174457



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Together with our team, in 2020, we donated

\$3,500,000

and volunteered hundreds of hours to support the communities in which we live and work.

Because at loanDepot, we know home means everything.



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loanDepot

With warm appreciation for your passionate work in fighting hunger.

loanDepot TOGETHER WE'RE FEEDING AMERICA

NMLS#174457

WE'VE DONATED OVER

\$665,000

TO BOYS & GIRLS CLUBS OF AMERICA

loanDepot 



BOYS & GIRLS CLUBS OF AMERICA

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WAR HEROES ON WATER BECOMES LARGEST NONPROFIT SPORTFISHING TOURNAMENT IN THE U.S.!



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IT IS OUR GREAT HONOR TO DONATE

\$20,000

★ FOR VETERANS ★

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