



1Q 2022 INVESTOR PRESENTATION

May 10, 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 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, 2021, 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.

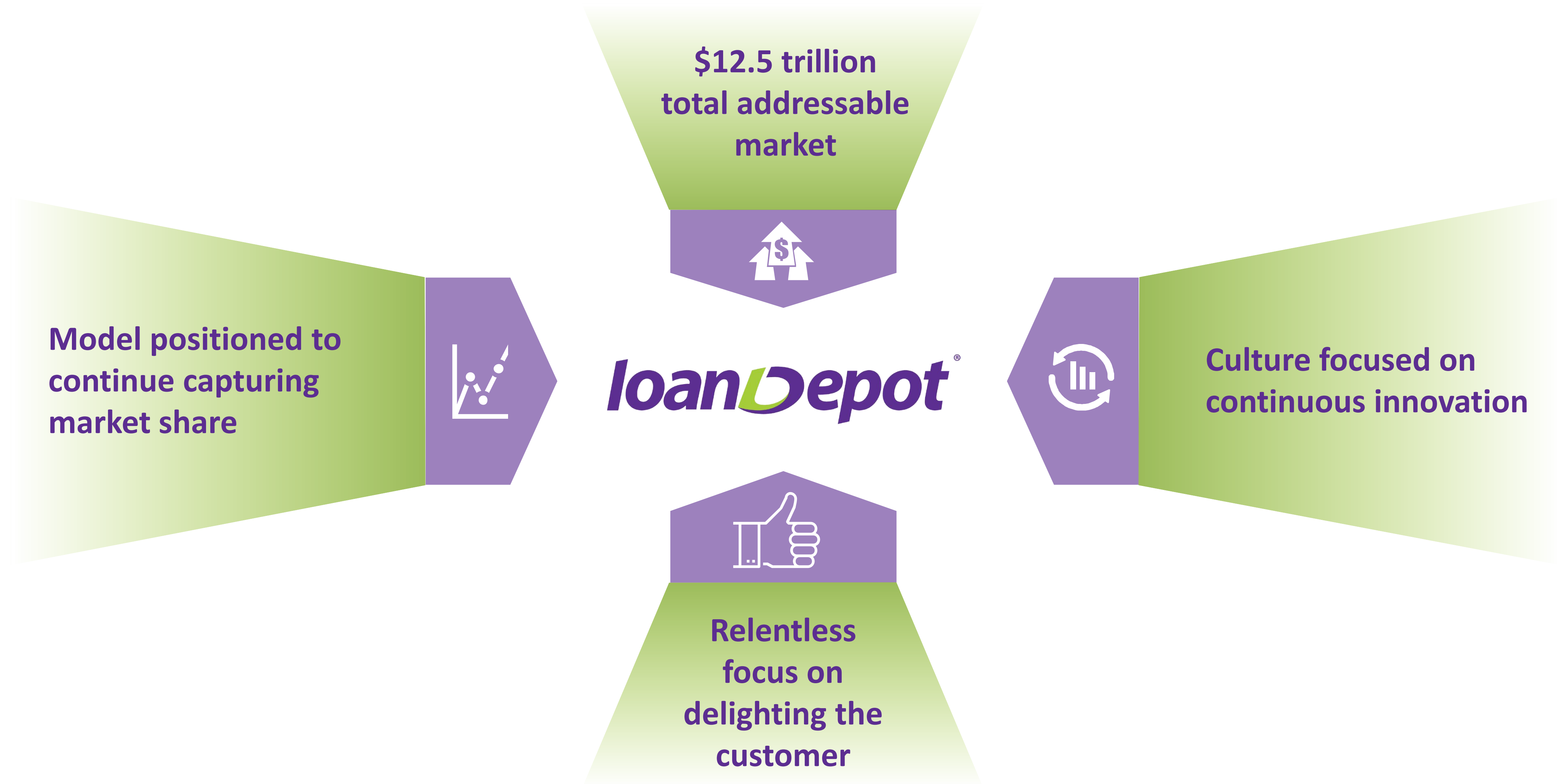
Non-GAAP Financial Information

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

Diverse 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	Industry leader as a 12-Year-Old Company	
Industry Leading Growth	Origination CAGR of 32% vs. 18% for Industry ⁽¹⁾	
Room to Run	3.1% Market Share with Strong Growth Outlook ⁽²⁾	
Purchase Strength	37% 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>

A SCALED PLATFORM POISED FOR CONTINUED GROWTH

- ✓ 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

\$22bn

Q1'22 Origination
Volume

46%

2010 – LTM Q1 '22
Origination CAGR⁽²⁾

3.1%

Market Share
In Q1 '22⁽³⁾

>3x

Market Share Growth
Since 2014⁽³⁾⁽⁴⁾

49%

Growth in Servicing UPB
FY20 – Q1 '22

83%

Of Volume for Q1 '22
Consisted of Cash-Out Refi
& Purchase Products

DIVERSE MANAGEMENT TEAM WITH UNIQUE SKILLSETS



ANTHONY HSIEH
Founder & Executive
Chairman
30+ Years Experience

Prior:
lendingtree[®] EXTRADE[®]
HomeLoanCenter.com
A loan for every home.
LoansDirect.MoneyMart.co.uk



FRANK MARTELL
President &
Chief Executive
Officer
30+ Years Experience

Prior:
CoreLogic[®] GE



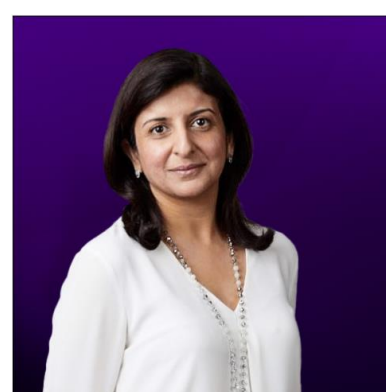
PATRICK FLANAGAN
Chief Financial
Officer
30+ Years Experience

Prior:
CERBERUS CAPITAL MANAGEMENT, L.P. CARRINGTON MORTGAGE SERVICES WATERFALL Asset Management



JEFF WALSH
Chief Revenue
Officer
30+ Years Experience

Prior:
AMERIQUEST[®] MORTGAGE COMPANY
Town & Country Credit Corp.



ZEENAT SIDI
President & COO
mello
15+ Years Experience

Prior:
RBC SoFi CapitalOne



JEFF DERGURAHIAN
Chief Capital Markets
Officer
20+ Years Experience

Prior:
PROSPECT MORTGAGE Tuttle Risk Management



GEORGE BRADY
Chief Digital Officer
30+ Years Experience

Prior:
CapitalOne Goldman Sachs
Fidelity INVESTMENTS



TJ FREEBORN
Chief Administrative
Officer
25+ Years Experience

Prior:
DISCOVER[®] WELLS FARGO HOME MORTGAGE



RICK CALLE
Chief Strategy Officer
10+ Years Experience

Prior:
PARTHENON CAPITAL PARTNERS
BARCLAYS



NICOLE CARRILLO
Chief Accounting
Officer
15+ Years Experience

Prior:
OpusBank.
KPMG



SAEED GHASEMZADEH
Enterprise Contact
Strategy
10+ Years Experience

loanDepot[®]



PETER MACDONALD
General Counsel
25+ Years Experience

Prior:
lendingtree[®] ANAHEIM

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

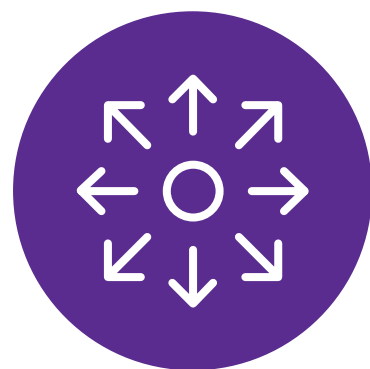
Expand the Funnel



Leverage Our Brand



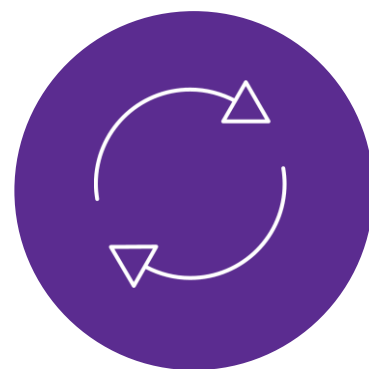
**Leverage Local Presence
to Grow in All Market
Environments**



**Extend Data Analytics
Advantage**



**Increasing Retention
and Lifetime Value**



**Leverage proprietary
technology to drive long
term operating efficiencies**



CONTEMPORARY 12-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

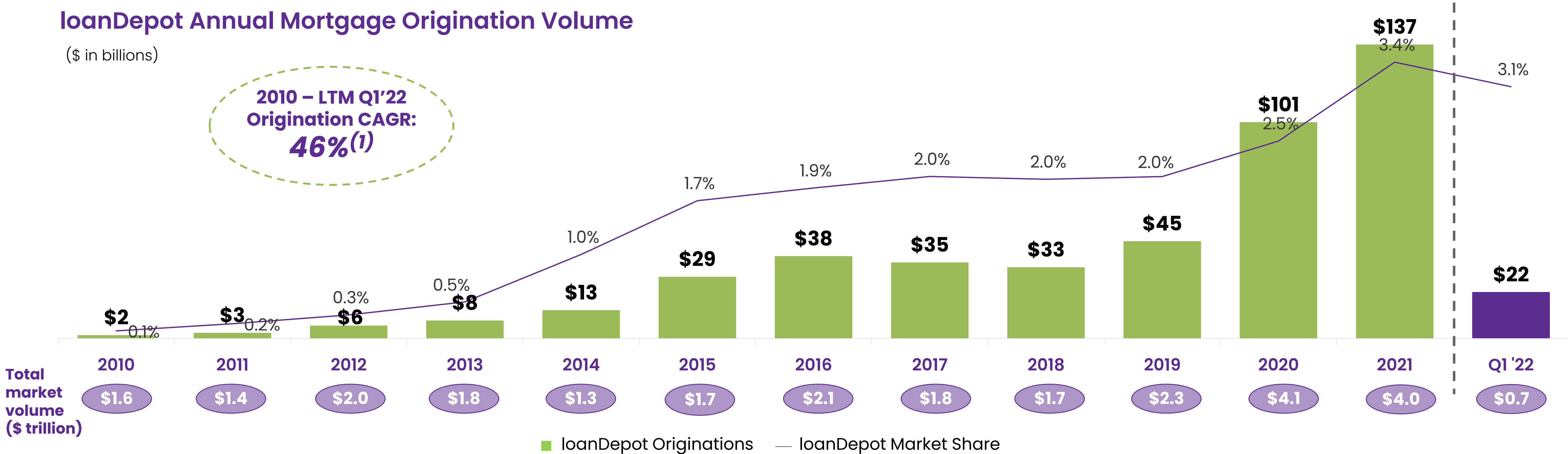
- Expanded in-market retail reach through acquisitions
- Leveraged infrastructure to launch LD Wholesale
- Strategic decision to begin retaining servicing

Brand, Technology and Operations Transformation
2016-Present

- Built proprietary mello® technology
- Built \$153bn 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

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 4/13/2022 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 +1,700 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
Q1 '22 Volumes	\$17 billion		\$5 billion
CAGR Growth ('17 – LTM Q1 '22)	33%		31%
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

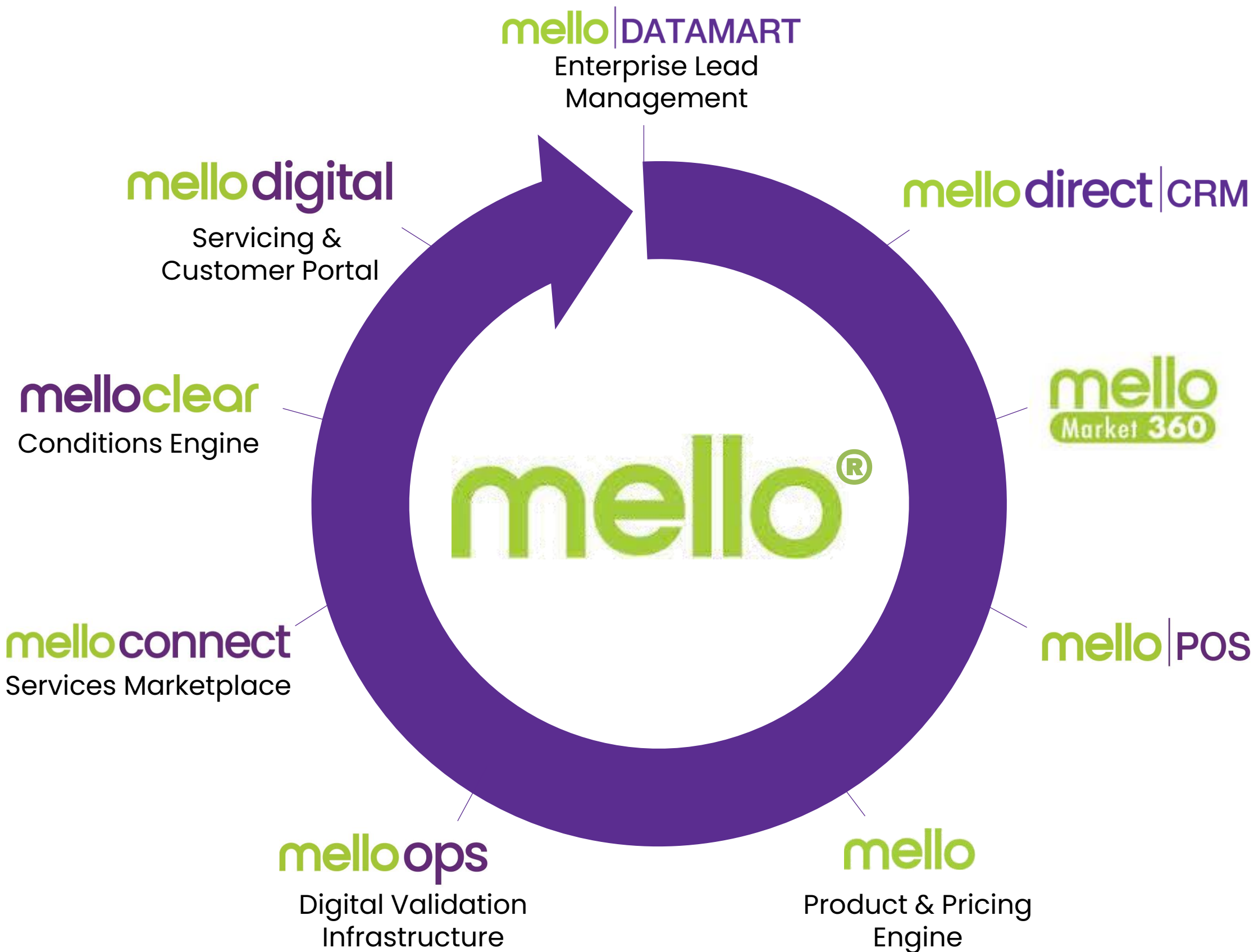
DIFFERENTIATED AND DISRUPTIVE MODEL CREATES BARRIERS TO ENTRY

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

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® Advantage

1.9x Increase in Conversion⁽¹⁾

in Consumer Direct from
pre-pandemic FY19 to Q1 '22

11% Increase in Productivity

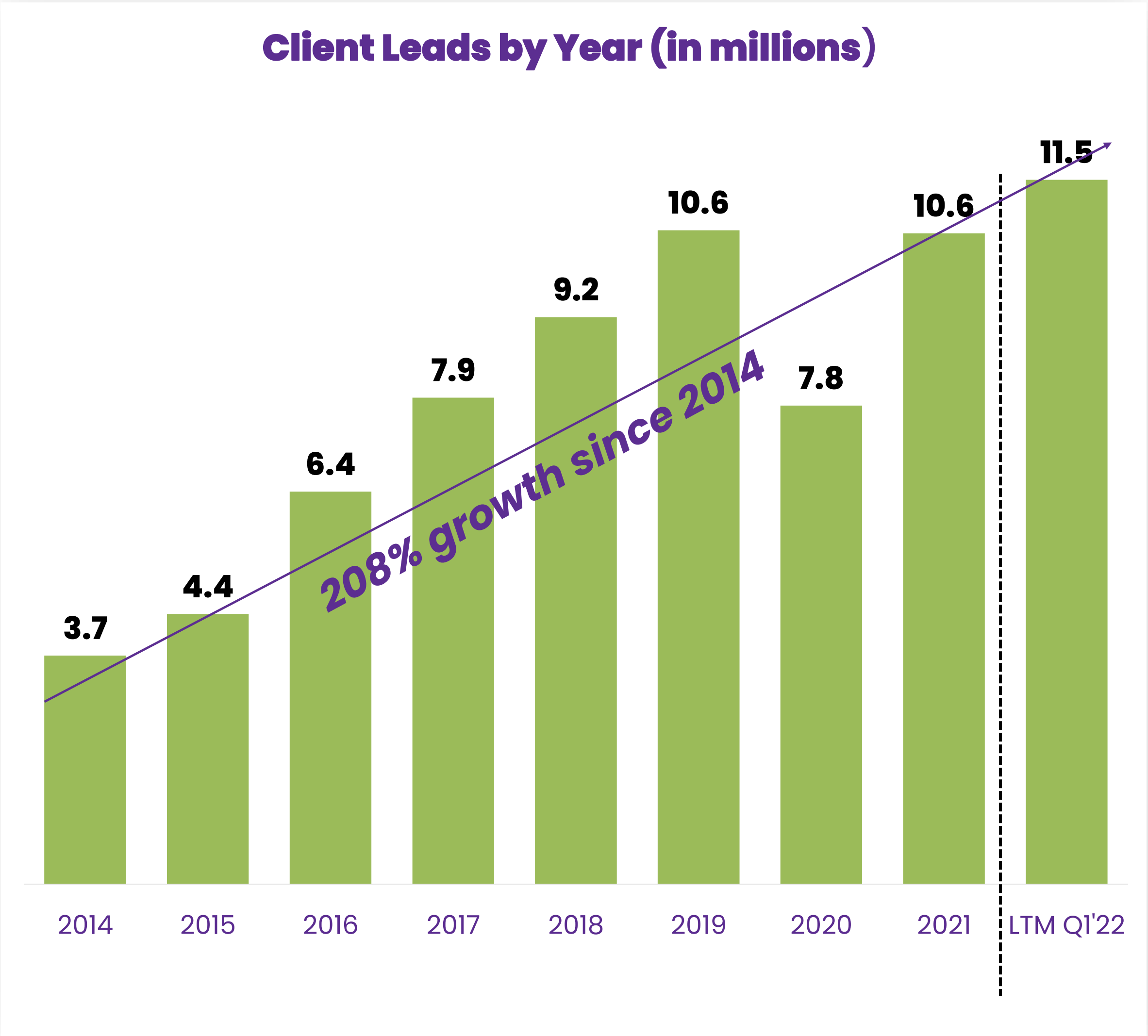
avg. closings per LLO from
pre-pandemic FY19 to end of Q1 '22

(1) Conversion defined as % of funded units from static pool leads over a given period of time

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

Social Media



Web & Digital Media

4.5m

site visits in
Q1 '22

42m

Impressions in
Q1 '22

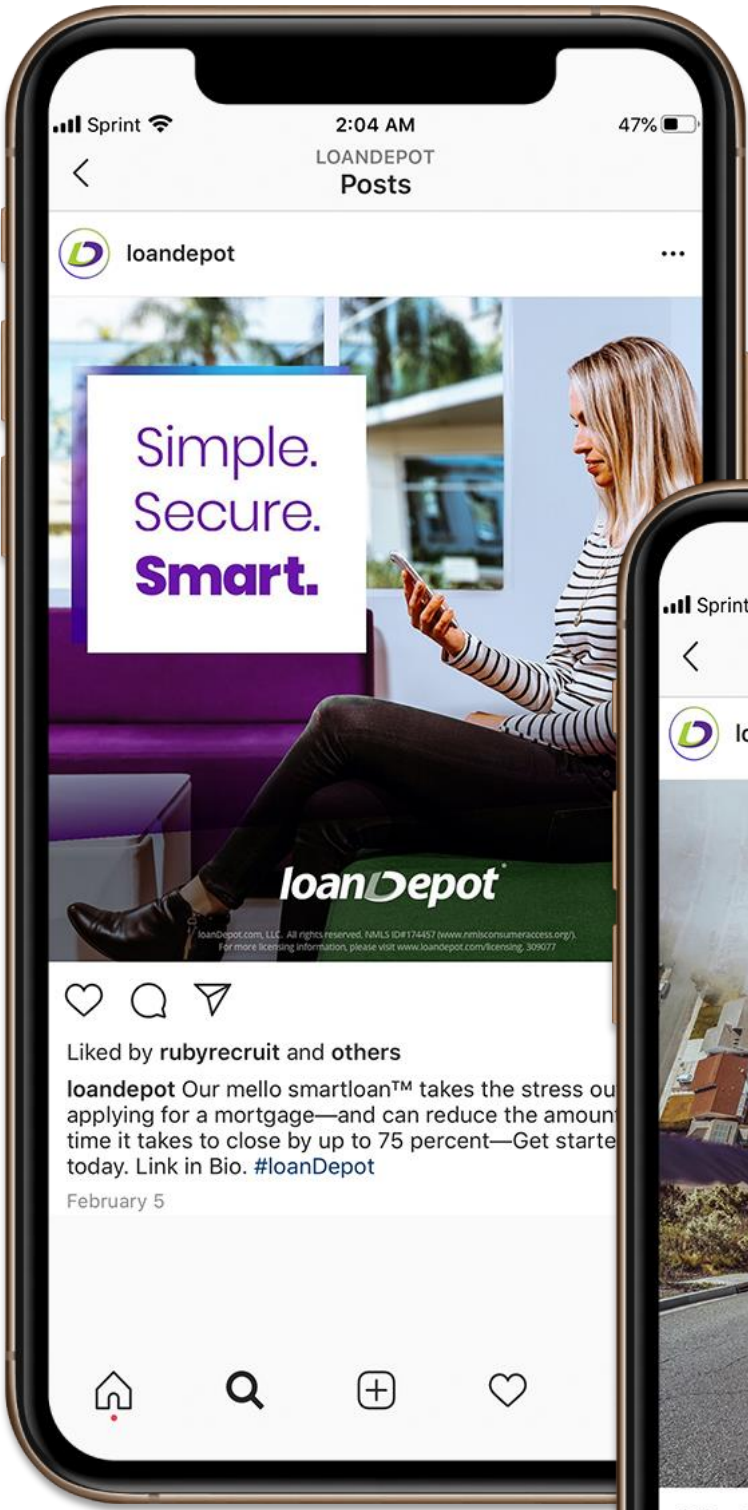
MLB Partnership

863m

impressions since 2021
launch



LCS coincided with ad
spend increase

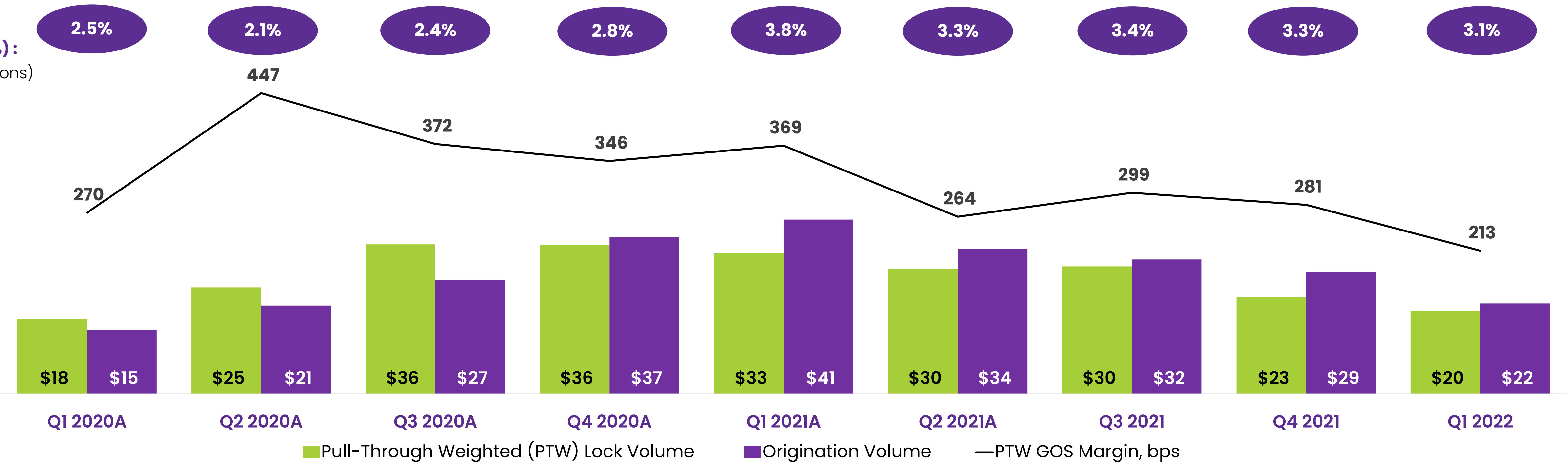


OUTSIZED ORIGINATIONS GROWTH RELATIVE TO INDUSTRY

2017– LTM Q1 '22
Origination CAGR

loanDepot 32%
Industry⁽¹⁾ 18%

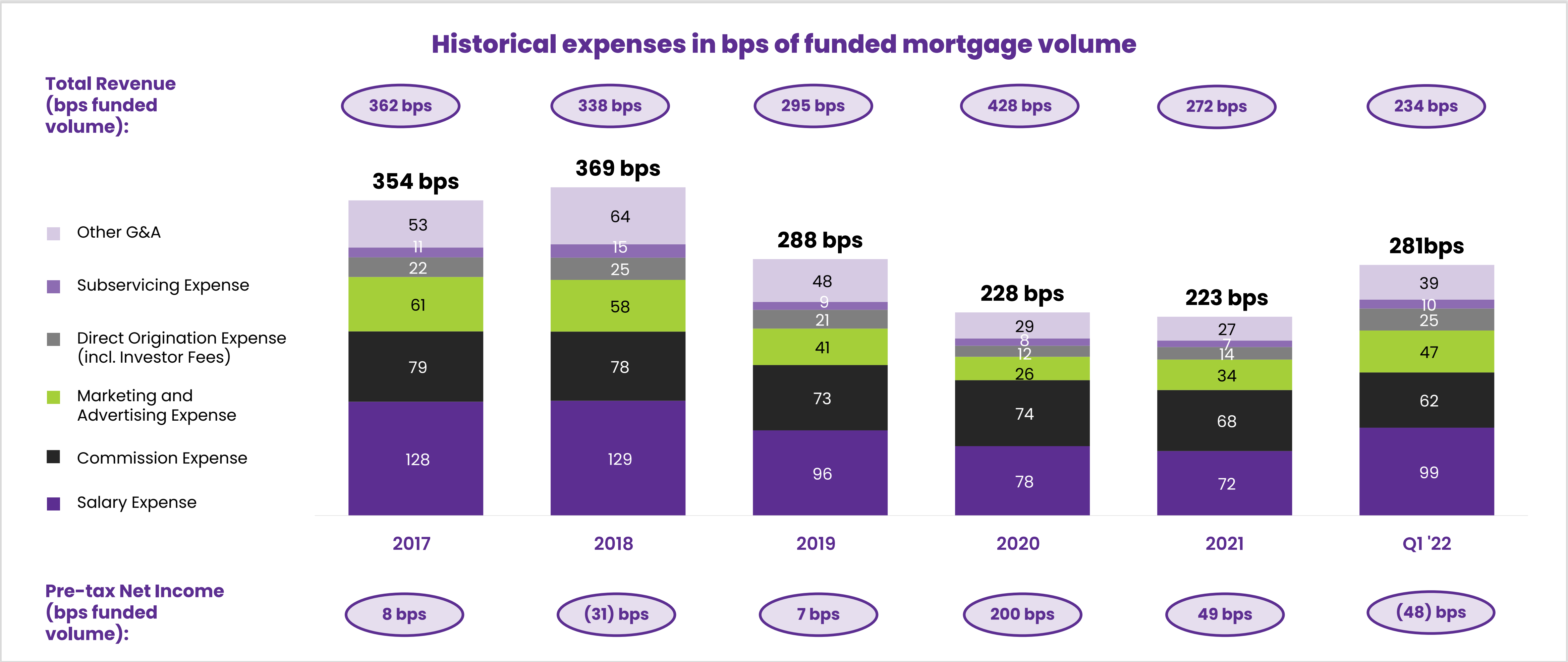
Total
Market
Share (%):
(\$ in billions)



(1) MBA as of 4/13/2022
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

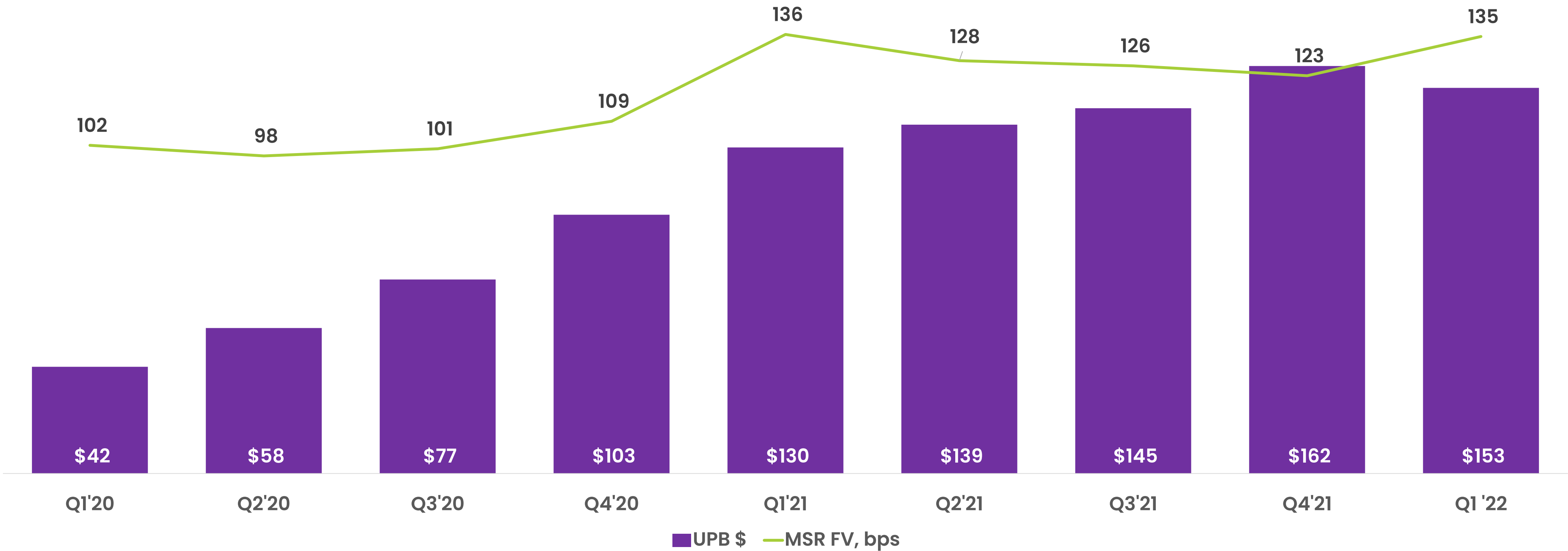
HISTORICAL COST STRUCTURE COMPARISON

While operating expenses decreased by \$88m QoQ, expenses in bps of funded volume increased due to the decline in funded volume



HISTORICAL SERVICING PORTFOLIO TREND

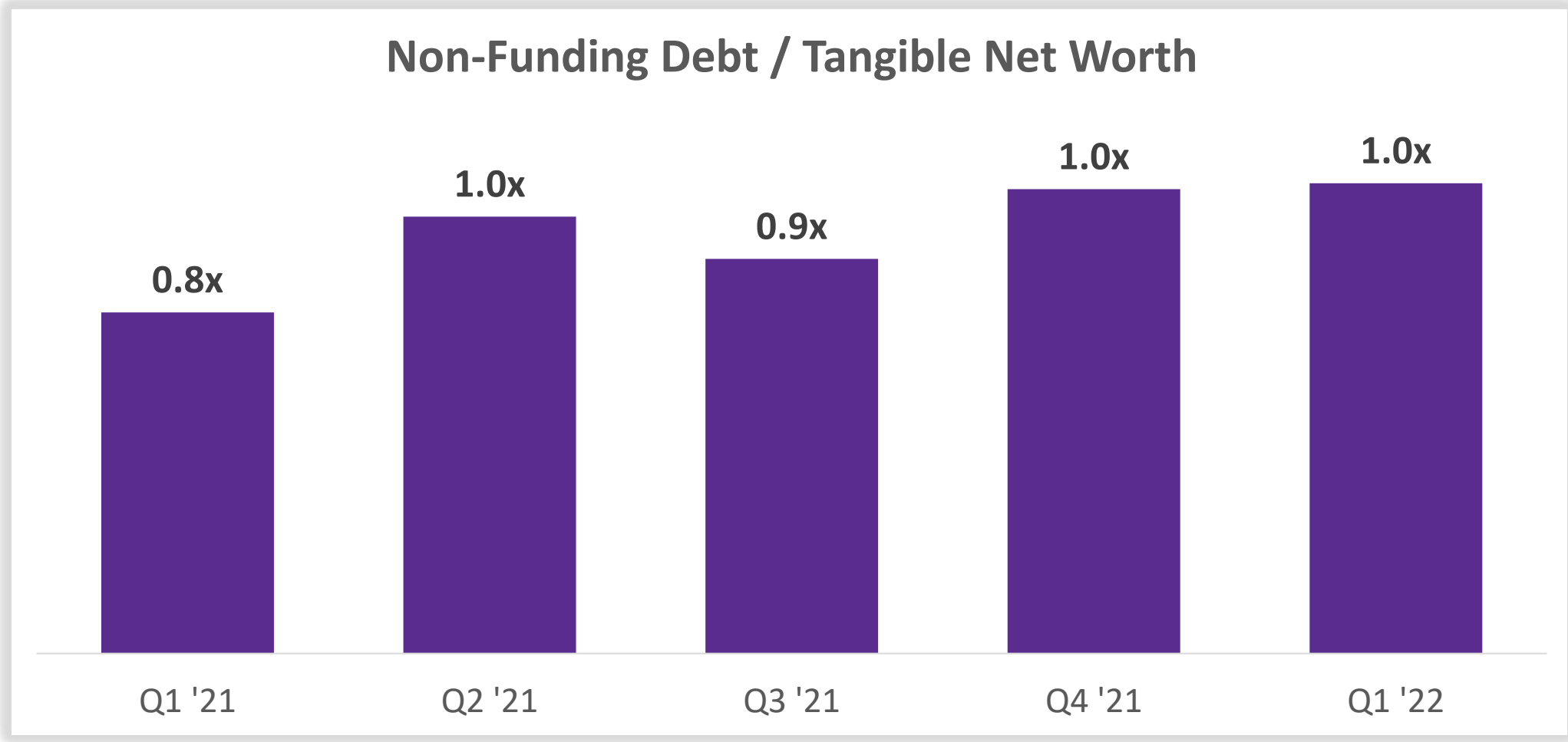
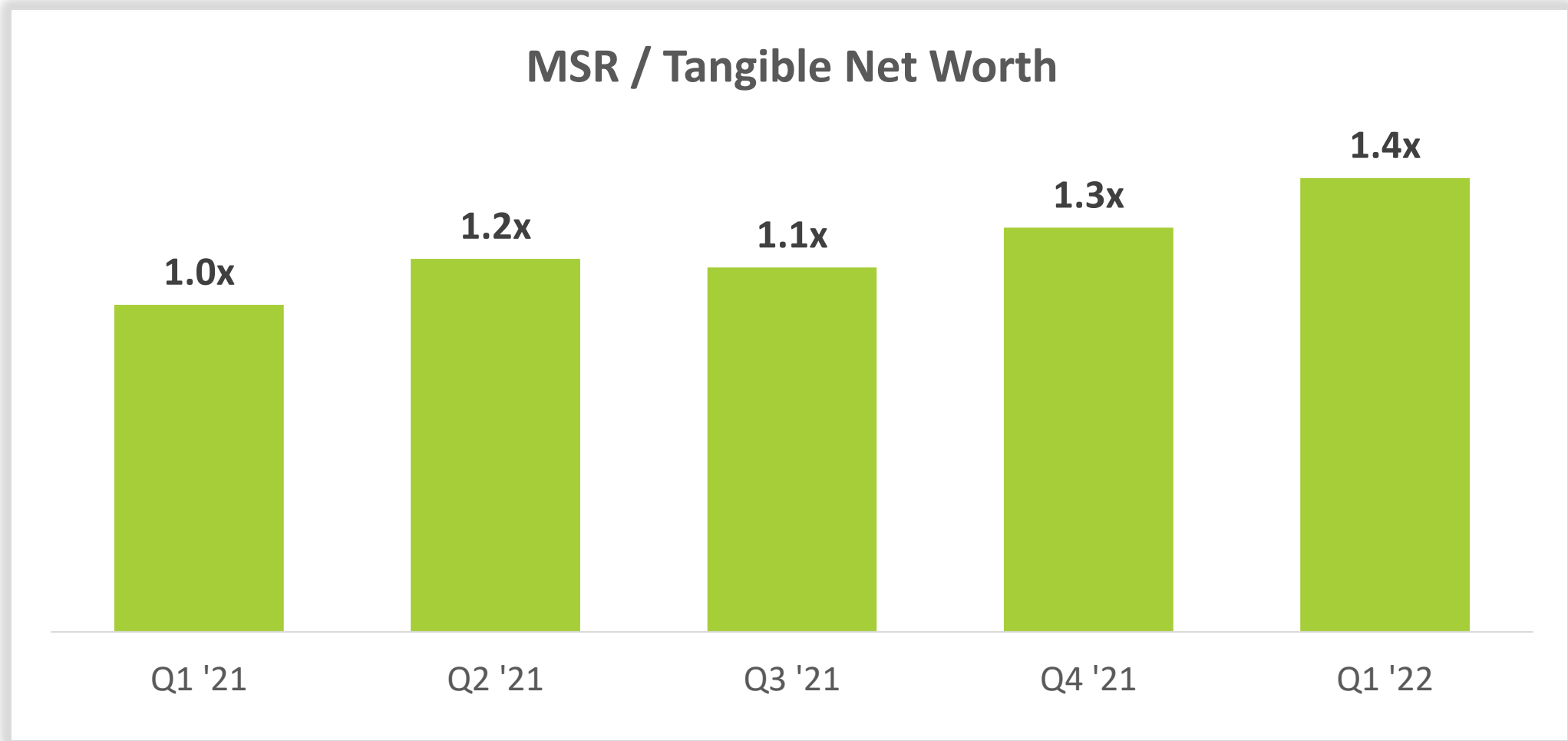
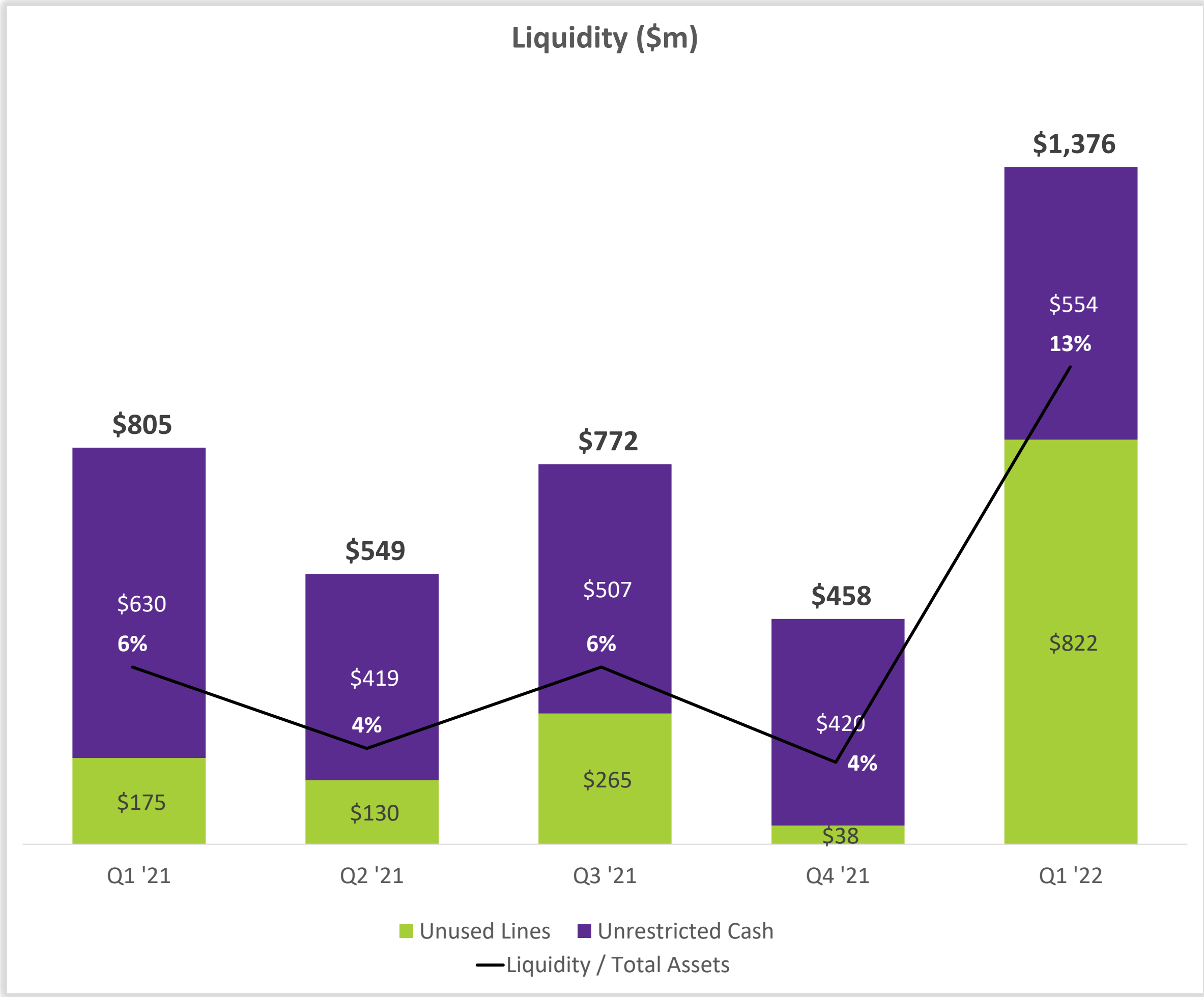
(\$ in billions)



Recapture % ⁽¹⁾ :	70%	64%	54%	66%	72%	78%	68%	70%	72%
Retention % ⁽²⁾ :	58%	94%	95%	96%	94%	90%	82%	78%	75%
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

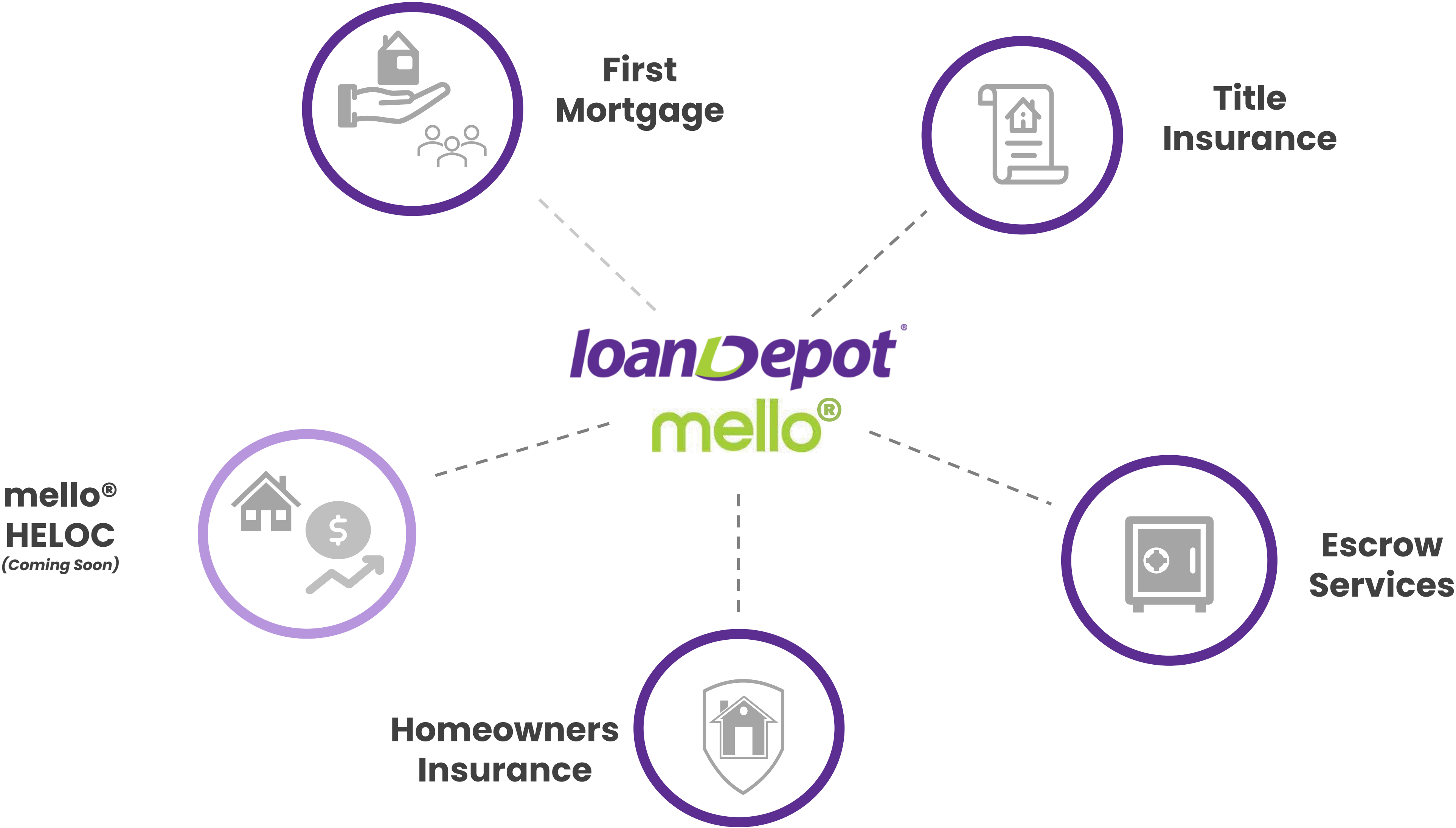
(1) Organic refinance consumer direct recapture rate is defined as the total unpaid principal balance (“UPB”) of loans in our servicing portfolio that are paid in full for purposes of refinancing the loan on the same property, with the Company acting as lender on both the existing and new loan, divided 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.

STRONG LIQUIDITY AND BALANCE SHEET



Note: Please see Appendix for Non-GAAP Reconciliation

DELIVERING CUSTOMERS A COMPLETE SOLUTION



Q2 2022 OUTLOOK

Q2 2022 Guidance

Metric	Low	High
Pull-through Weighted Rate Lock Volume (\$bn)	\$12	\$22
Origination Volume (\$bn)	\$13	\$18
Pull-through Weighted GOS Margin, bps	160	210

Q2 2022 outlook reflects the recent increase in interest rates, limited housing supply, and increased competitive pressure

Current Market Conditions

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

BALANCE SHEET & SERVICING PORTFOLIO HIGHLIGHTS

\$ in MM except units and %	1Q'22	4Q'21	1Q'21	1Q'22 vs 4Q'21	1Q'22 vs 1Q'21
Cash and cash equivalents	\$554.1	\$ 419.6	\$630.5	32.1%	(12.1%)
Loans held for sale, at fair value	6,558.7	8,136.8	8,787.8	(19.4%)	(25.4%)
Servicing rights, at fair value	2,086.0	2,006.7	1,772.1	4.0%	17.7%
Total assets	10,640.2	11,812.3	13,298.3	(9.9%)	(20.0%)
Warehouse and other lines of credit	5,806.9	7,457.2	8,309.5	(22.1%)	(30.1%)
Total liabilities	9,129.1	10,183.0	11,524.3	(10.3%)	(20.8%)
Total equity	1,511.2	1,629.4	1,774.0	(7.3%)	(14.8%)
Servicing portfolio (unpaid principal balance)	\$153,385.8	\$ 162,113.0	\$129,709.9	(5.4%)	18.3%
Total servicing portfolio (units)	496,868	524,992	414,540	(5.4%)	19.9%
60+ days delinquent (\$)	1,444.8	1,510.3	2,125.6	(4.3%)	(32.0%)
60+ days delinquent (%)	0.9%	0.9%	1.6%		
Servicing rights, net to UPB	1.4%	1.2%	1.4%		

NON-GAAP FINANCIAL RECONCILIATION

(\$MM)	1Q '22	4Q'21	1Q'21	FY21	FY20
Adjusted Revenue					
Total Net Revenue	\$503.3	\$ 705.0	\$1,316.0	\$ 3,724.7	\$ 4,312.2
Change in FV of Servicing Rights, Net of Hedge	1.3	18.6	(74.6)	14.5	(58.9)
Adjusted Total Revenue	\$504.6	\$ 723.6	\$1,241.4	\$ 3,739.2	\$ 4,253.3
Adjusted (LBITDA) EBITDA					
Net (loss) Income	(\$91.3)	\$ 14.7	\$427.9	\$ 623.1	\$ 2,013.1
Interest Expense - Non-Funding Debt	14.4	22.3	13.1	79.6	48.0
Income Tax (benefit) Expense	(11.6)	(3.8)	18.3	43.4	2.2
Depreciation and Amortization	10.5	9.7	8.5	35.5	35.7
Change in FV of Servicing Rights, Net of Hedge	1.3	18.6	(74.6)	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	2.3	2.2	60.1	67.3	9.6
IPO Expenses	0.0	0.0	4.8	6.0	2.6
Adjusted (LBITDA) EBITDA	(\$74.4)	\$ 63.7	\$458.1	\$ 869.4	\$ 2,084.9
Adjusted Net (loss) Income					
Net (loss) Income	(\$91.3)	\$ 14.7	\$427.8	\$ 623.1	\$ 2,013.1
Adjustments to Income Taxes	14.7	(1.5)	(101.2)	(132.5)	(516.5)
Tax-Effectuated Net (loss) Income	(\$76.6)	\$ 13.2	\$326.6	\$ 490.6	\$ 1,496.6
Change in FV of Servicing Rights, Net of Hedge	1.3	18.6	(74.6)	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	2.3	2.2	60.1	67.3	9.6
IPO Expenses	0.0	0.0	4.8	6.0	2.6
Gain on Extinguishment of Debt	(10.5)	0.0	0.0	0.0	0.0
Tax Effect of Adjustments	1.8	(5.1)	2.6	(22.8)	3.6
Adjusted Net (loss) Income	(\$81.7)	\$ 28.9	\$319.5	\$ 555.6	\$ 1,486.1

NON-GAAP FINANCIAL RECONCILIATION

(\$MM)	1Q '22	4Q'21	3Q'21	2Q'21	1Q'21
Tangible Net Worth					
Total Equity	\$1,511.2	\$1,629.4	\$1,658.2	\$1,568.8	\$1,774.0
Less: Goodwill	(40.7)	(40.7)	(40.7)	(40.7)	(40.7)
Less: Intangibles	(1.5)	(1.6)	(1.7)	(1.8)	(2.0)
Tangible Net Worth	\$1,469.0	\$1,587.0	\$1,615.7	\$1,526.3	\$1,731.3
Non-Funding Debt					
Total Debt, net	\$1,947.6	\$1,628.2	\$1,408.8	\$1,473.3	\$1,305.1
Less: Securitization Debt, net	(421.3)	0.0	0.0	0.0	0.0
Non-Funding Debt	\$1,526.3	\$1,628.2	\$1,408.8	\$1,473.3	\$1,305.1

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

THANK YOU,
TEAM LOANDEPOT

\$286,147

loanDepot
NMLS#174457



loanDepot.com, LLC. All rights reserved. NMLS ID#174457 (www.nmlsconsumeraccess.org/). For more licensing information, please visit www.loanDepot.com/licensing. WHOV raises funds in coordination with our partner philanthropic organization, Freedom Alliance. Freedom Alliance is recognized by the IRS as a public charity organized under section 501(c)(3) of the IRS code. loanDepot and Freedom Alliance are not affiliated in any way. 21-PHL-0111







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.

 loanDepot.com, LLC. All rights reserved. NMLS ID#174457 (www.nmlsconsumeraccess.org/). For more licensing information, please visit www.loanDepot.com/licensing. #433152 **loanDepot**



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**

OFFICIAL MORTGAGE PROVIDER OF MAJOR LEAGUE BASEBALL

 Major League Baseball trademarks and copyrights are used with permission of Major League Baseball. Visit MLB.com. loanDepot.com, LLC. All rights reserved. NMLS ID#174457 (www.nmlsconsumeraccess.org/). For more licensing information, please visit www.loanDepot.com/licensing. 21-MKT-0284



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

 NMLS#174457

loanDepot.com, LLC. All rights reserved. NMLS ID#174457 (www.nmlsconsumeraccess.org/). For more licensing information, please visit www.loanDepot.com/licensing. WHOV raises funds in coordination with our partner philanthropic organization, Freedom Alliance. Freedom Alliance is recognized by the IRS as a public charity organized under section 501(c)(3) of the IRS code. loanDepot and Freedom Alliance are not affiliated in any way. 21-PHL-0154





IT IS OUR GREAT HONOR TO DONATE

\$20,000

★ FOR VETERANS ★

loanDepot

loanDepot.com, LLC. All rights reserved. NMLS ID#174457 (www.nmlsconsumeraccess.org/). For more licensing information, please visit www.loanDepot.com/licensing. 403684

