# Flagstar Bancorp, Inc. (NYSE: FBC)

Earnings Presentation 1<sup>st</sup> Quarter 2015

**April 28, 2015** 



# **Cautionary statement**

### 1st Quarter 2015

This report contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, as amended. Forward-looking statements are based on management's current expectations and assumptions regarding the Company's business and performance, the economy and other future conditions, and forecasts of future events, circumstances and results. However, they are not guarantees of future performance and are subject to known and unknown risks, uncertainties, contingencies and other factors. Words such as "expects," "anticipates," "intends," "plans," "believes," "seeks," "estimates" and variations of such words and similar expressions are intended to identify such forward-looking statements The Company's actual results or outcomes may vary materially from those expressed or implied in a forward-looking statement. Accordingly, we cannot and do not provide you with any assurance that our expectations will in fact occur or that actual results will not differ materially from those expressed or implied by such forward-looking statements. In light of the significant uncertainties inherent in the forward-looking statements included herein, the inclusion of such information should not be regarded as a representation by us or any other person that the results or conditions described in such statements or our objectives and plans will be achieved.

Factors that could cause future results to differ materially from historical performance and these forward-looking statements include, but are not limited to, the following items:

- 1. General business and economic conditions, including unemployment rates, movements in interest rates, the slope of the yield curve, any increase in mortgage fraud and other related activity and the changes in asset values in certain geographic markets, that affect us or our counterparties;
- 2. Volatile interest rates, and our ability to effectively hedge against them, which could affect, among other things, (i) the overall mortgage business, (ii) our ability to originate or acquire loans and to sell assets at a profit, (iii) prepayment speeds, (iv) our cost of funds and (v) investments in mortgage servicing rights;
- 3. The adequacy of our allowance for loan losses and our representation and warranty reserves;
- 4. Changes in accounting standards generally applicable to us and our application of such standards, including in the calculation of the fair value of our assets and liabilities;
- 5. Our ability to borrow funds, maintain or increase deposits or raise capital on commercially reasonable terms or at all and our ability to achieve or maintain desired capital ratios;
- 6. Changes in material factors affecting our loan portfolio, particularly our residential mortgage loans, and the market areas where our business is geographically concentrated or further loan portfolio or geographic concentration;
- 7. Changes in, or expansion of, the regulation of financial services companies and government-sponsored housing enterprises, including new legislation, regulations, rulemaking and interpretive guidance, enforcement actions, the imposition of fines and other penalties by our regulators, the impact of existing laws and regulations, new, changed or reduced roles or guidelines of government-sponsored entities, changes in regulatory capital ratios, and increases in deposit insurance premiums and special assessments of the Federal Deposit Insurance Corporation:
- 8. Our ability to comply with the terms and conditions of the Supervisory Agreement with the Board of Governors of the Federal Reserve and the Bank's ability to comply with the Consent Order of the Office of Comptroller of the Currency and the Consent Order of the Consumer Financial Protection Bureau and our ability to address any further matters raised by these regulators, and other regulators or government bodies;
- 9. Our ability to comply with the terms and conditions of the agreement with the U.S. Department of Justice and the impact of compliance with that agreement and our ability to accurately estimate the financial impact of that agreement, including the fair value and timing of the future payments;
- 10. The Bank's ability to make capital distributions and our ability to pay dividends on our capital stock or interest on our trust preferred securities:
- 11. Our ability to attract and retain senior management and other qualified personnel to execute our business strategy, including our entry into new lines of business, our introduction of new products and services and management of risks relating thereto, and our competing in the mortgage loan originations, mortgage servicing and commercial and retail banking lines of business:
- 12. Our ability to satisfy our mortgage servicing and subservicing obligations and manage repurchases and indemnity demands by mortgage loan purchasers, guarantors and insurers;
- 13. The outcome and cost of defending current and future legal or regulatory litigation, proceedings or investigations;
- 14. Our ability to create and maintain an effective risk management framework and effectively manage risk, including, among other things, market, interest rate, credit and liquidity risk, including risks relating to the cyclicality and seasonality of our mortgage banking business, litigation and regulatory risk, operational risk, counterparty risk and reputational risk;
- 15. The control by, and influence of, our majority stockholder;
- 16. A failure of, interruption in or cybersecurity attack on our network or computer systems, which could impact our ability to properly collect, process and maintain personal data, ensure ongoing mortgage and banking operations, or maintain system integrity with respect to funds settlement;
- 17. Our ability to meet our forecasted earnings such that we would need to establish a valuation allowance against our deferred tax asset; and
- 18. Our ability to remediate the material weakness in our internal control over financial reporting and to implement effective internal control over financial reporting and disclosure controls and procedures in the future and the risk of future misstatements in our financial statements if we do not complete our remediation in a timely manner or if our remediation plan is inadequate.

Factors that may cause future results to differ materially from historical performance and from forward-looking statements, including but not limited to the factors listed above, may be difficult to predict, may contain uncertainties that materially affect actual results, and may be beyond our control. Also, new factors emerge from time to time, and it is not possible for our management to predict the occurrence of all such factors or to assess the effect of each such factor, or the combined effect of several of the factors at one time, on our business. Any forward-looking statement speaks only as of the date on which it is made. Except to fulfill our obligations under the U.S. securities laws, we undertake no obligation to update any such statement to reflect events or circumstances after the date on which it is made.

# **Executive Overview**

**Sandro DiNello, CEO** 



# Solid core franchise

- · Largest bank headquartered in Michigan, with \$11.6 billion in assets, \$7.5 billion of deposits and 107 branches
- Mortgage origination (9th largest) and servicing (top 20) franchises have national scale

# Strong profitability

- Net income of \$31 million or \$0.43 per diluted share in 1Q15, up \$20 million or \$0.36 per diluted share
- Positive operating leverage, led by 15% increase in revenue and 2% decline in expenses
- Average interest earning assets increased 8%; warehouse lending increased 15%

# Higher net gain on loan sales

- Noninterest income increased \$20 million to \$118 million, up 20% from 4Q14
  - Net gain on loan sales up 71%, led by 40 bps margin increase and 17% rise in fall-out adjusted lock volume
  - Partially offset by impact of faster prepayments on net return on the mortgage servicing asset and loan administration income

# Expense discipline

- Noninterest expense declined \$2 million to \$137 million, down 2% from 4Q14
  - Asset resolution expense decreased \$6 million due to sustained de-risking efforts
  - Partially offset by approximately \$3 million of higher expense related to increased mortgage origination activity

# Improved asset quality

- Sold \$331 million of lower performing loans
  - Adjusted charge-offs improved to 45 bps
  - Provision expense decreased \$8 million, reflecting the release of excess reserves associated with loan sales
  - Allowance to loans held for investment remained strong at 5.7%

# Robust capital and liquidity

- Tier 1 leverage remains solid at 12.0%; limited impact of Basel III phase-in
- Increased on-balance sheet liquidity to 20.6% of total assets(1)



<sup>1)</sup> Liquid assets include interest earning deposits and investment securities; a 5% haircut is applied to investment securities to estimate liquidation costs.

# **Financial Overview**

Jim Ciroli, CFO



# **Quarterly income comparison**

#### **Smm** Q1 2015 Q4 2014 Variance Net interest income \$64.9 \$61.3 \$3.6 Provision for loan losses (3.5)5.0 8.4 Net interest income after provision for loan losses 68.4 56.3 12.1 Net gain on loan sales 91.3 53.5 37.8 Loan fees and charges 17.0 0.2 16.8 Loan administration income 4.3 5.5 (1.1)Net return on the mortgage servicing asset (2.4)1.6 (4.0)Representation and warranty provision 1.5 6.1 (4.6)Other noninterest income 6.6 15.0 (8.5)Total noninterest income 118.3 19.9 98.4 Gain sale / total revenue 49% 35% 14% Compensation and benefits 60.8 59.0 (1.8)Commissions 9.3 10.4 (1.1)Other noninterest expenses 65.8 71.0 5.2 Total noninterest expense 137.0 139.2 2.2 Adjusted efficiency ratio 75% 91% 15% Income before income taxes 49.7 15.5 34.2 Provision for income taxes 18.2 4.4 (13.8)Net income \$31.5 \$11.1 \$20.4 Diluted earnings per share \$0.43 \$0.07 \$0.36 **Profitability** 2.75% Net interest margin 2.80% -5 bps Mortgage rate lock commitments, fallout adjusted \$7,185 \$6,156 \$1,029 1.27% Gain on loan sale margin<sup>(2)</sup> 0.87% 40 bps

#### **Observations**

#### Provision for loan losses

- 1st quarter provision for loan losses benefited from:
  - the sale of troubled debt restructuring loans that released excess reserves
  - improved asset quality & delinquencies
- NIM decline primarily due to increased FHLB advances offset by increased interest income

#### Net gain on loan sales / net return on MSR

- Substantial increase in net gain on loan sales resulted from:
  - 40 bps margin increase driven by economic factors and customer service enhancements
  - 17% increase in fall-out adjusted locks
- Net return on MSR decreased due to first quarter CPR of ~22%

### Other noninterest income

Reduction in the fair value of HELOCs.

### Noninterest expense

- Noninterest expense declined 2%
  - \$6 million lower asset resolution expense due to sustained de-risking efforts
  - Approximately \$3 million higher expense related to increased mortgage originations

#### Provision for income taxes

 The effective tax rate for the first quarter increased to 36.6%, resulting from year end state tax true-ups and a lower level of pre-tax income

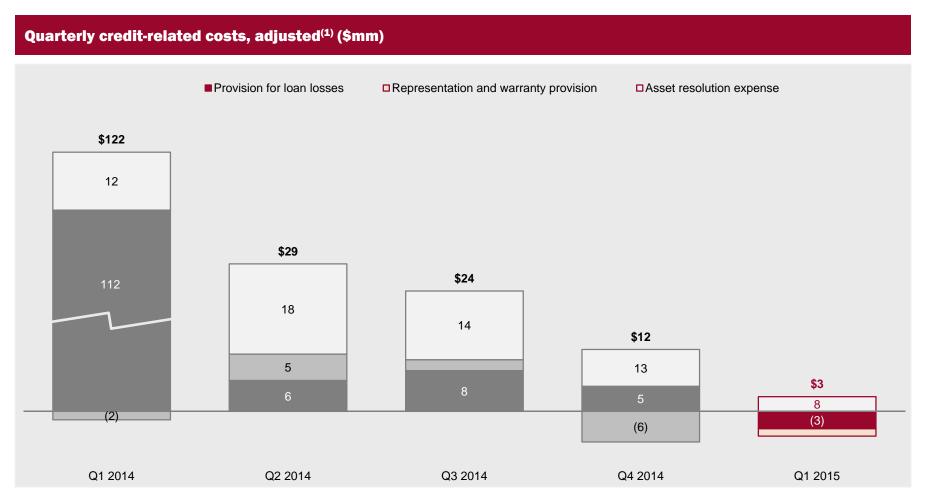


<sup>1)</sup> See non-GAAP reconciliation in the appendix.

<sup>2)</sup> Expressed as a percent of fallout adjusted locks.

### **Credit related costs**

• Lower credit-related costs driven by sustained efforts to de-risk the balance sheet



<sup>1)</sup> See non-GAAP reconciliations in the appendix for excluded items in Q3 2014.



# **Balance sheet highlights**

\$mm			
	3/31/2015	12/31/2014	Variance
Total Assets	\$11,571	\$9,840	\$1,731
Cash and cash equivalents	\$241	\$136	\$105
Investment securities	2,295	1,672	623
Liquid assets	\$2,536	\$1,808	\$728
Residential first mortgages	\$2,013	\$2,194	(\$181)
Consumer loans <sup>(1)</sup>	492	436	56
Commercial loans <sup>(1)</sup>	1,043	1,049	(6)
Warehouse loans	1,083	769	315
Loans, held for investment	\$4,631	\$4,448	\$183
Loans held for sale	2,097	1,244	853
Loans with government guarantees	704	1,128	(424)
Total loans	\$7,432	\$6,820	\$612
Mortgage servicing rights	\$279	\$258	\$21
Book value per common share	\$20.43	\$19.64	\$0.79

### **Observations**

#### **Balance sheet growth**

- Total assets up 18% to \$11.6B
- Asset growth led by loans HFS, investment portfolio and warehouse lending

#### Strong balance sheet

- Deposits are a significant portion of our funding
  - Total deposits comprise 74% of liabilities
  - Core deposits comprise 45% of liabilities
- Common equity / assets of 10%

#### Book value per share

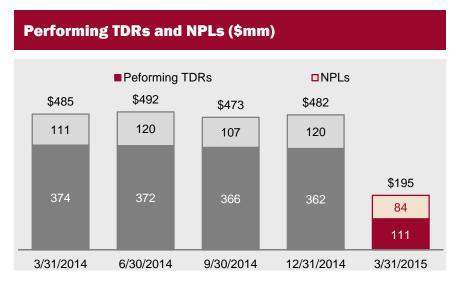
 Price to book of 74% based on closing price as of April 27, 2015

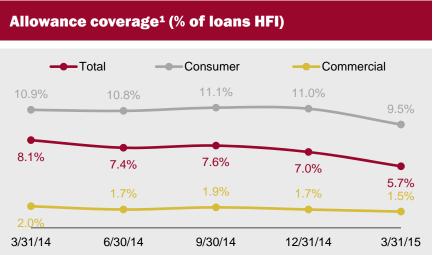


<sup>1)</sup> Consumer loans include second mortgage, HELOC and other consumer loans; commercial loans include commercial real estate and commercial & industrial loans.

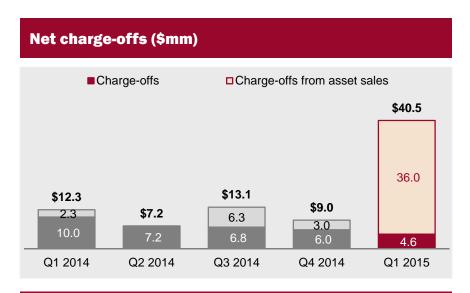
# **Asset quality**

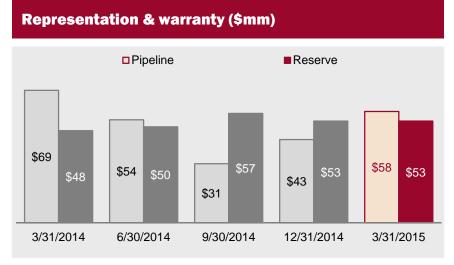
Sale of performing TDRs significantly enhanced asset quality







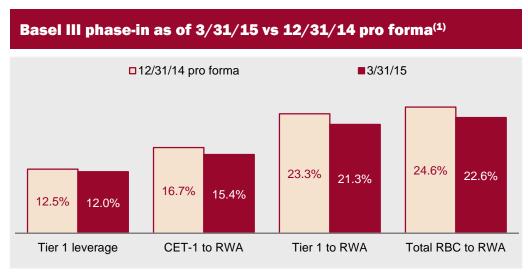






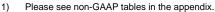
# **Robust capital and liquidity**

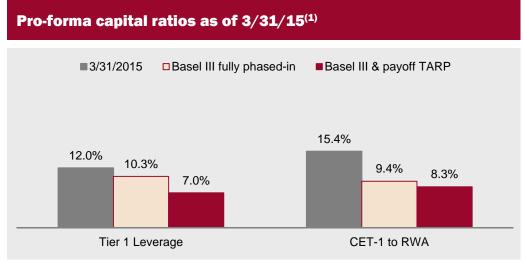
Flagstar continues to maintain strong capital ratios with the partial phase-in of Basel III regulations



#### **Impact of asset growth**

 Planned loan growth and higher levels of loans held for sale reduced capital ratios





<sup>1)</sup> Please see non-GAAP tables in the appendix.

### **Basel III implementation overview**

- 3 year phase-in period, starting January 1, 2015 January 1, 2018
- DTA and MSR assets are limited to 10% individually and 15% on a combined basis of common equity Tier 1 capital (CET-1)
- DTA and MSR assets are weighted at 250% of the amount included in risk weighted assets (RWA)
- Average quarterly assets, rather than end of period assets, are measured for the Tier 1 leverage ratio



# **Business Segment Overview**

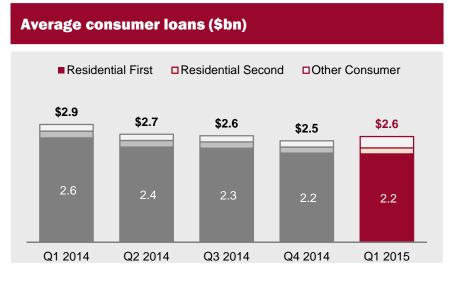
Lee Smith, COO

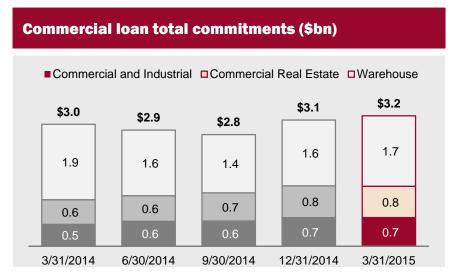


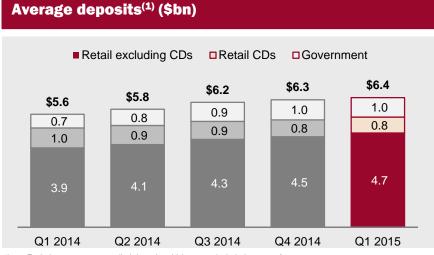
# **Community banking**

• Flagstar is investing in its community banking franchise to diversify and grow its earnings stream







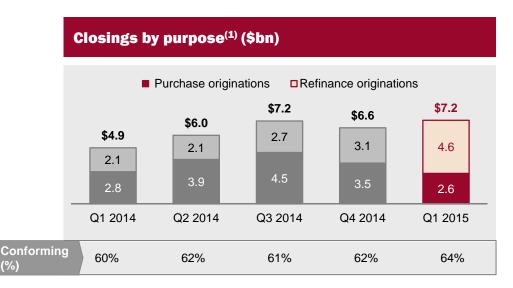


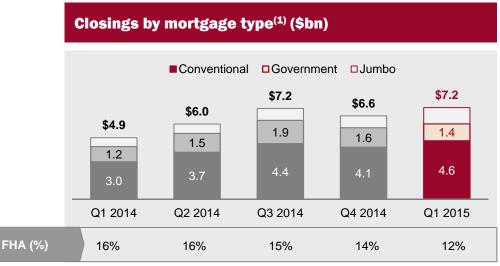
 Excludes company controlled deposits which are not included as part of community banking.



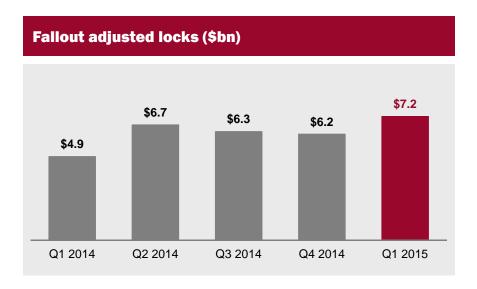
# **Mortgage originations**

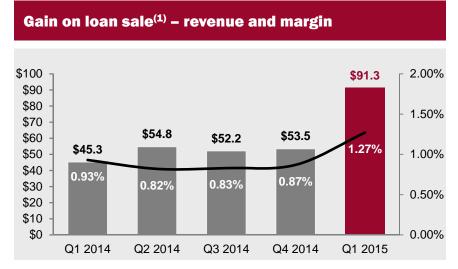
• Flagstar has enhanced its mortgage originations business to improve customer service and profitability









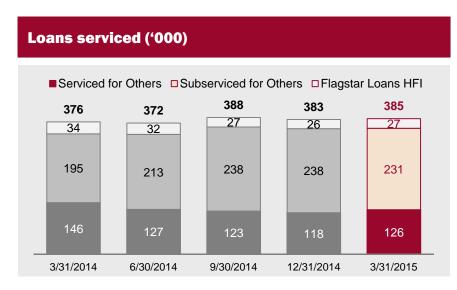


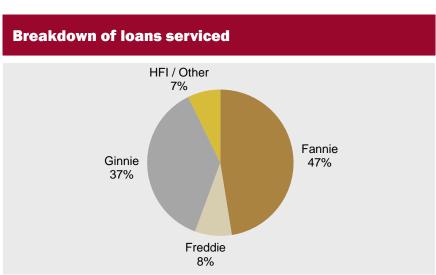
1) Based on fallout adjusted locks.

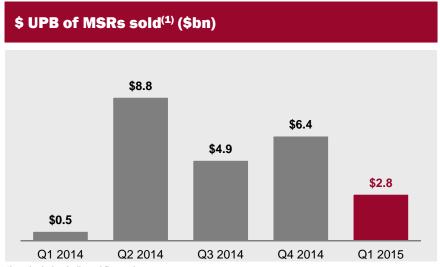


# **Mortgage servicing**

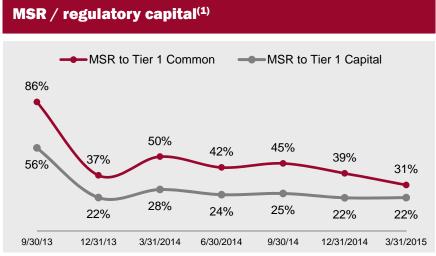
Flagstar continues to execute on its MSR sales strategy to manage concentration levels







1) Includes bulk and flow sales.



Regulator ratios reported under Basel III as of 3/31/2015 and Basel 1 as of 12/31/2014. Please see appendix for non-GAAP calculations.



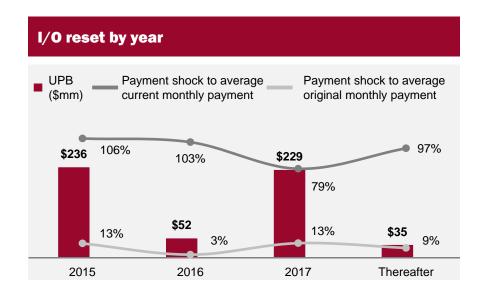
## **Interest-only loan portfolio**

### Overview

• Flagstar's continues to effectively manage the reset risk of its I/O portfolio on a pro-active basis

### **Key highlights**

- Flagstar retains a \$552mm IO portfolio that will reset from 2015-17
- The portfolio is well seasoned and naturally running off, with 69% <90% LTV
- I/O reserve was \$88mm at the end of Q1 2015
- Flagstar is aggressively managing this portfolio with proactive calling campaigns and refinancing/modification opportunities
  - 100% right party contact for resets that occurred during Q1 2015
  - 97.5% right party contact for resets that will occur during Q2 2015
- 47% of portfolio is in CA/FL where it benefits from significant house price appreciation



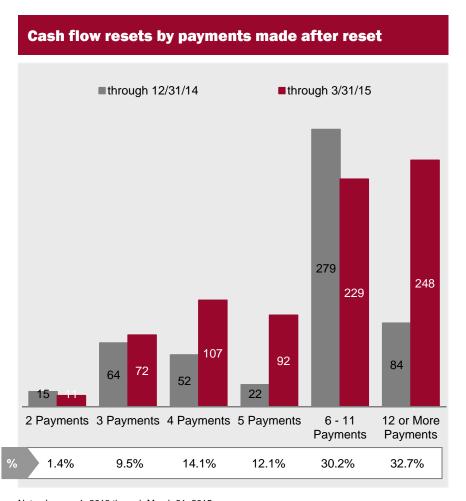
### **FICO & LTV (as of March 31, 2014)**

	_						Current L	_TVs					
		\$						%					
		<70	70-79	80-89	90-99	100+	Total	<70	70-79	80-89	90-99	100+	Total
ő	740+	\$85	\$60	\$57	\$55	\$32	\$288	15%	11%	10%	10%	6%	52%
FICOs	700-739	\$27	\$15	\$30	\$21	\$13	\$107	5%	3%	6%	4%	2%	19%
	660-699	\$17	\$11	\$16	\$20	\$9	\$72	3%	2%	3%	4%	2%	13%
Current	620-659	\$8	\$9	\$13	\$7	\$5	\$42	1%	2%	2%	1%	1%	8%
ರ	<620	\$13	\$9	\$9	\$7	\$5	\$43	2%	2%	2%	1%	1%	8%
	Total	\$150	\$104	\$126	\$110	\$63	\$552	27%	19%	23%	20%	11%	100%



Aging of cash flow resets

• Flagstar continues to see strong performance on reset I/O loans



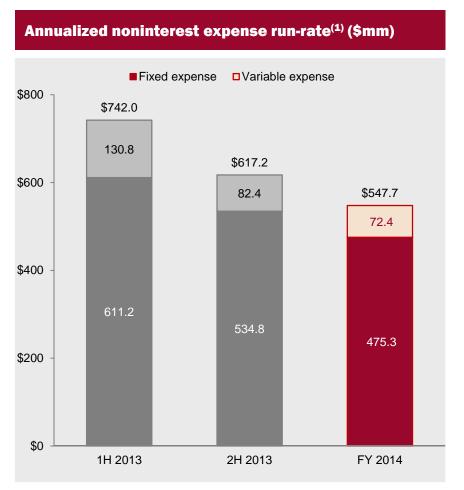
Resets through March 31, 2015									
	Quantity	UPB (\$mm)	UPB %						
Paid in full	367	\$129	24.9%						
Cash flow resets	759	212	40.9%						
Loan Sales	292	102	19.7%						
Modifications	36	11	2.1%						
Charge-off / foreclosure	141	37	7.1%						
Default servicing	38	11	2.1%						
Total resolutions	1,633	\$501	96.8%						
In-process	63	16	3.2%						
Total resets	1,696	\$518	100.0%						

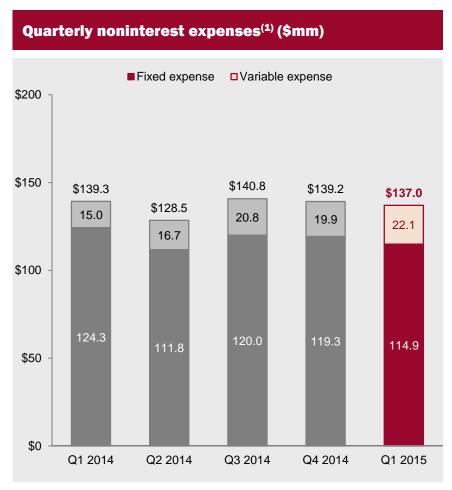
Note: January 1, 2013 through March 31, 2015



# **Adjusted noninterest expenses**<sup>(1)</sup>

Flagstar expense discipline is substantially contributing to positive operating leverage





Note: Fixed expenses include compensation and benefits, occupancy and equipment, FDIC premiums, asset resolution, legal and professional expense, and other noninterest expense; Variable expenses include commissions and loan processing expense



<sup>1)</sup> See non-GAAP reconciliations in the appendix for excluded items. Quarters with adjusted totals include Q2 2014 and Q3 2014.

# Closing Remarks / Q&A

**Sandro DiNello, CEO** 



	2015 2 <sup>nd</sup> quarter outlook
Net interest income and margin	<ul> <li>Net interest income increases approximately 10%</li> <li>Earning assets grows modestly, led by loans held-for-investment</li> <li>Net interest margin remains stable</li> </ul>
Mortgage originations	<ul> <li>Fallout adjusted mortgage locks remain flat; seasonal effect of Q2 will likely replace the benefit of low rates in Q1</li> <li>Mortgage closings increase 10 - 15%</li> </ul>
Gain on loan sales	Gain on loan sale margin expected to decline
Net servicing revenue	<ul> <li>Net loan administration income to remain flat</li> <li>Net return on the mortgage servicing to remain under pressure given elevated prepayment rates</li> </ul>
MSR to Tier 1 capital ratio	MSR to Tier 1 ratio consistent with 3/31/15 levels
Credit related costs	<ul> <li>Provision for loan losses in Q2 to approximate Q1 charge-offs (adjusted for loan sales)</li> <li>No material change in allowance for loan losses anticipated</li> <li>Asset resolution expenses and representation and warranty expected to remain flat</li> </ul>
Noninterest expenses	Noninterest expenses to be between \$135 - \$140 million.
Income tax expense	Effective rate in Q1 is expected to remain constant for Q2

<sup>1)</sup> See cautionary statements on slide 1.



All assumptions and estimates are subject to change and may impact 2015 2<sup>nd</sup> quarter outlook.

# **Appendix**

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# **Strong core franchise**

### **Community bank**

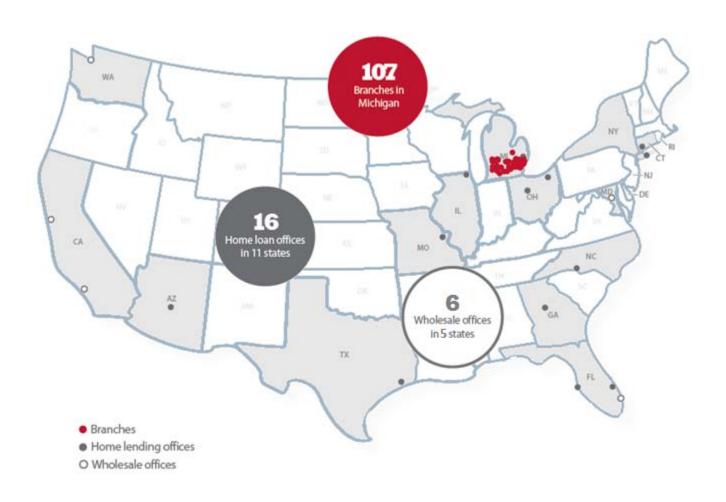
- Largest Michigan based bank
- #7 in deposit market share
- \$11.6bn of assets
- \$7.5bn of deposits
- 107 branches

### Mortgage originator

- 9th largest originator nationally
- Originated more than \$25bn of residential mortgage loans during the last 12 months

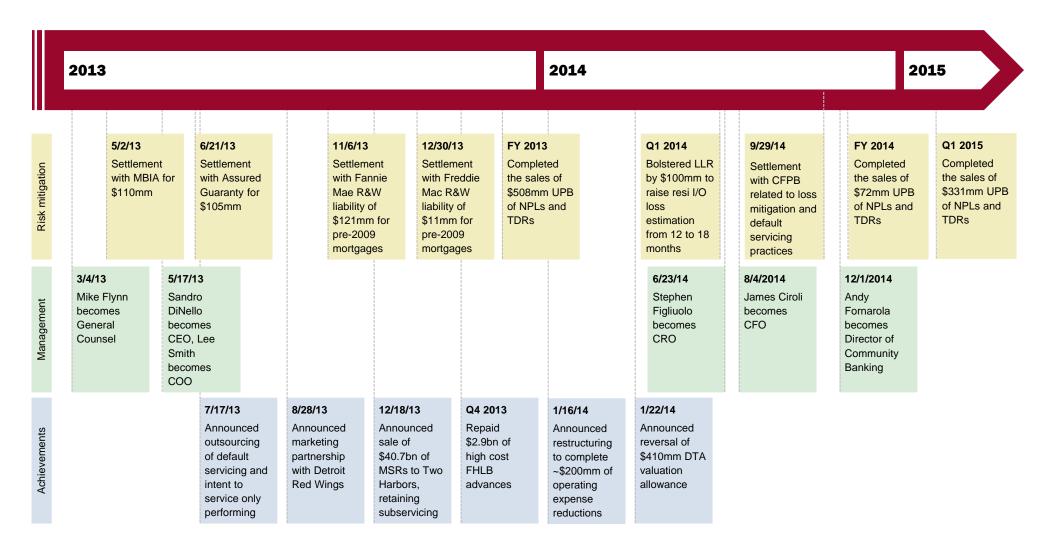
### Mortgage servicer

- 17th largest combined servicer of mortgage loans nationwide
- Currently servicing nearly 400k loans
- Scalable mortgage platform to service up to 1mm loans





# **Substantial progress rebuilding Flagstar**





# **Consolidated financial highlights**

1<sup>st</sup> Quarter 2015

\$mm					
	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015
Balance Sheet					
Gross loans HFS	\$1,674	\$1,343	\$1,469	\$1,244	\$2,097
Gross loans HFI	\$4,020	\$4,359	\$4,185	\$4,448	\$4,631
Government guaranteed loans	\$1,267	\$1,218	\$1,192	\$1,128	\$704
MSR	\$320	\$289	\$285	\$258	\$279
Total assets	\$9,611	\$9,933	\$9,625	\$9,840	\$11,571
Deposits	\$6,310	\$6,644	\$7,234	\$7,069	\$7,549
FHLB borrowings	\$1,125	\$1,032	\$150	\$514	\$1,625
Trust preferred	\$247	\$247	\$247	\$247	\$247
Preferred equity	\$267	\$267	\$267	\$267	\$267
Common equity	\$1,085	\$1,119	\$1,085	\$1,106	\$1,153
% common equity of total assets	11.3%	11.3%	11.3%	11.2%	10.0%
Income Statement					
Net interest income	\$58	\$62	\$64	\$61	\$65
Gain on loan sales	\$45	\$55	\$52	\$54	\$91
Other noninterest income	\$30	\$48	\$33	\$45	\$27
Noninterest expense	(\$139)	(\$121)	(\$179)	(\$139)	(\$137)
Pre-provision net revenue (expense)	(\$6)	\$44	(\$30)	\$20	\$46
Provision for loan losses	(\$112)	(\$6)	(\$8)	(\$5)	\$4
Income (loss) before taxes	(\$118)	\$37	(\$38)	\$16	\$50
PPNR / average assets	-0.3%	1.8%	-1.2%	0.8%	1.7%
Credit					
ALLL	\$307	\$306	\$301	\$297	\$253
ALLL as a % of loans HFI (excl FV)	8.1%	7.4%	7.6%	7.0%	5.7%
NPAs to total assets	1.48%	1.54%	1.40%	1.42%	0.87%
Operations					
Number of banking centers	106	106	106	107	107
Number of loan origination centers	33	32	32	16	16
# of employees	2,798	2,741	2,725	2,739	2,680



# **Consolidated financial highlights**

1<sup>st</sup> Quarter 2015

\$mm						
	2009	2010	2011	2012	2013	2014
Balance Sheet	ć1 070	ć2 F0F	¢1 001	ć2.040	Ć1 400	¢1 244
Gross loans HFS	\$1,970	\$2,585	\$1,801	\$3,940	\$1,480	\$1,244
Gross loans HFI	\$7,714	\$6,305	\$7,039	\$5,438	\$4,056	\$4,448
Government guaranteed loans	\$826	\$1,675	\$1,899	\$1,841	\$1,274	\$1,128
MSR	\$649	\$580	\$510	\$711	\$285	\$258
Total assets	\$14,013	\$13,644	\$13,637	\$14,082	\$9,407	\$9,840
Deposits	\$8,778	\$7,998	\$7,690	\$8,294	\$6,140	\$7,069
FHLB borrowings	\$3,900	\$3,725	\$3,953	\$3,180	\$988	\$514
Trust preferred	\$299	\$247	\$247	\$247	\$247	\$247
Preferred equity	\$244	\$249	\$255	\$260	\$266	\$267
Common equity	\$353	\$1,010	\$825	\$899	\$1,160	\$1,106
% common equity of total assets	2.5%	7.4%	6.0%	6.4%	12.3%	11.2%
Income Statement						
Net interest income	\$219	\$211	\$245	\$297	\$187	\$246
Gain on loan sales	\$501	\$297	\$301	\$991	\$402	\$206
Other noninterest income	\$22	\$157	\$85	\$30	\$250	\$155
Noninterest expense	(\$680)	(\$611)	(\$635)	(\$990)	(\$918)	(\$579)
Pre-provision net revenue (expense)	\$63	\$54	(\$4)	\$329	(\$79)	\$28
Provision for loan losses	(\$504)	(\$426)	(\$177)	(\$276)	(\$70)	(\$132)
Income (loss) before taxes	(\$442)	(\$373)	(\$181)	\$53	(\$149)	(\$103)
PPNR / average assets	0.4%	0.4%	-0.0%	2.4%	-0.7%	0.3%
Credit						
ALLL	\$524	\$274	\$318	\$305	\$207	\$297
ALLL as a % of loans HFI (excl FV)	6.8%	4.4%	4.5%	5.6%	5.4%	7.0%
NPAs to total assets	9.2%	4.4%	4.4%	3.7%	2.0%	1.4%
Operations						
Number of banking centers	165	162	113	111	111	107
Number of loan origination centers	32	27	27	31	39	16
# of employees	3,411	3,279	3,136	3,662	3,253	2,739

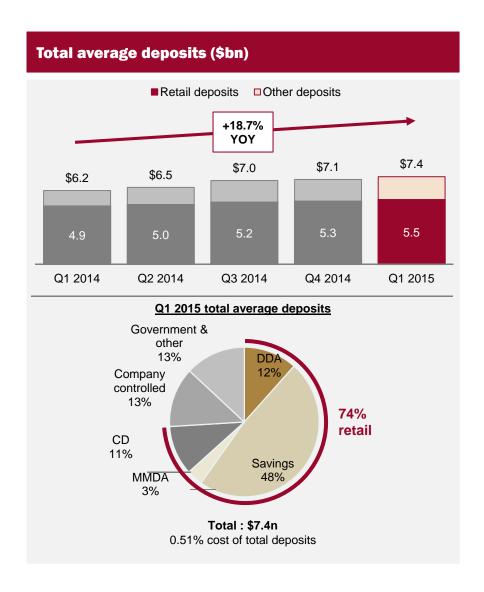


### Portfolio and strategy overview

### 1<sup>st</sup> Quarter 2015

### Flagstar gathers deposits from consumers, small businesses and select governmental entities

- Traditionally, CDs and savings accounts represented the bulk of our branch-based retail depository relationships
- Today, we are focused on gathering core DDA deposits from small business and consumers and represents \$0.5bn of the overall deposit growth
- We additionally maintain depository relationships in connection with our mortgage origination and servicing businesses, and with predominately MI governmental entities
- Cost of total deposits equal to 0.51%





# Focus on driving consumer deposit growth

1<sup>st</sup> Quarter 2015

### **Affinity Relationships**

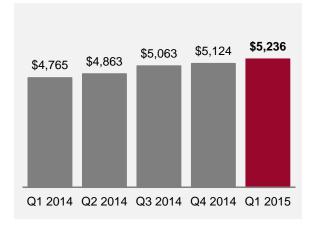




### **Key retail accomplishments**

- 3% growth in total personal savings accounts during Q1 2015
- 5% increase in average personal savings deposits per branch during Q1 2015
- Retail deposit fees are 2% higher than prior quarter and 12% higher than 2014 average

### **Average consumer deposits (\$mm)**





# **Deposit channel overviews:**

### Commercial, Company Controlled, Government

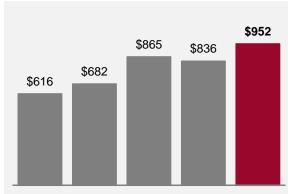
1st Quarter 2015

#### **Average commercial (\$mm)**



- Over the past year, treasury management services has driven:
  - 32% growth in commercial deposits
  - 102% growth in fee income
- Cost of deposit: 0.24%

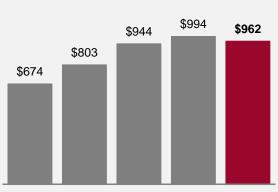
### **Average company controlled (\$mm)**



Q1 2014 Q2 2014 Q3 2014 Q4 2014 Q1 2015

- Arise due to servicing of loans for others and represent the portion of the investor custodial accounts on deposit with the Bank
- Approximately \$660mm of additional deposits are available at 3/31/2015 to return to our balance sheet once certain conditions are met
- Cost of deposit: 0.00% (highly efficient funding)

### **Average government (\$mm)**



Q1 2014 Q2 2014 Q3 2014 Q4 2014 Q1 2015

- We call on local governmental agencies, and other public units, as an additional source for deposit funding
- Cost of deposit: 0.43%

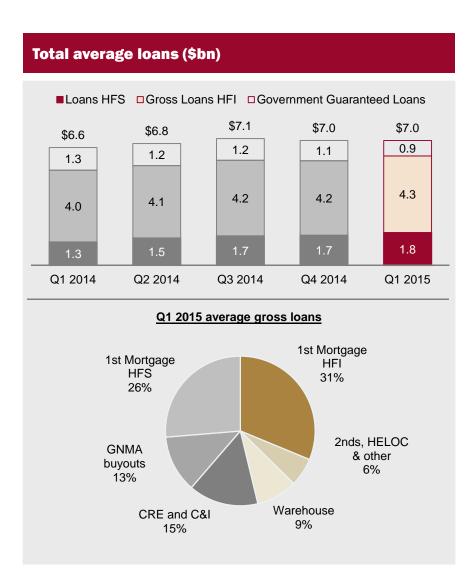


# Lending

### Portfolio and strategy overview

1st Quarter 2015

- Flagstar's largest category of earning assets consists of loans held-for-investment, currently \$4.4bn, gross
  - Loans to consumers consist of residential first mortgage loans, HELOC and other
  - C&I / CRE lending is an important growth strategy, offering risk diversification and asset sensitivity
  - Warehouse loans are extended to other mortgage lenders, offering attractive risk-adjusted returns
- Flagstar maintains a balance of mortgage loans held for sale, currently \$1.2bn
  - Essentially all of our mortgage loans produced are sold into the secondary market on a whole loan basis or by securitizing the loans into MBS
  - Flagstar has the option to direct a portion of the mortgage loans it originates to its own balance sheet
- Flagstar also has a portfolio of FHA-insured or guaranteed delinquent loans securitized in Ginnie Mae pools, which it repurchases from time to time

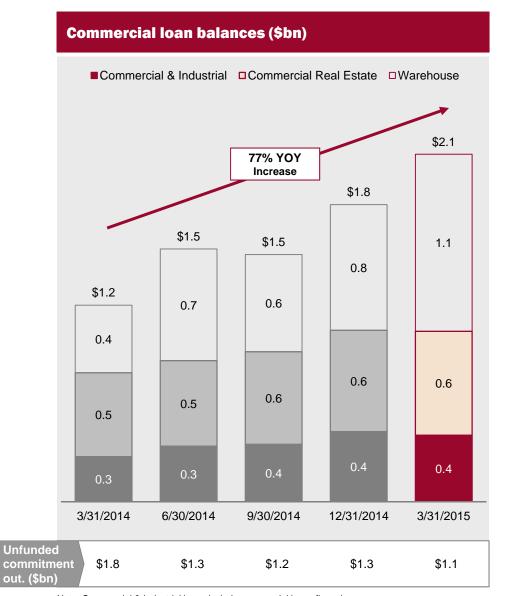


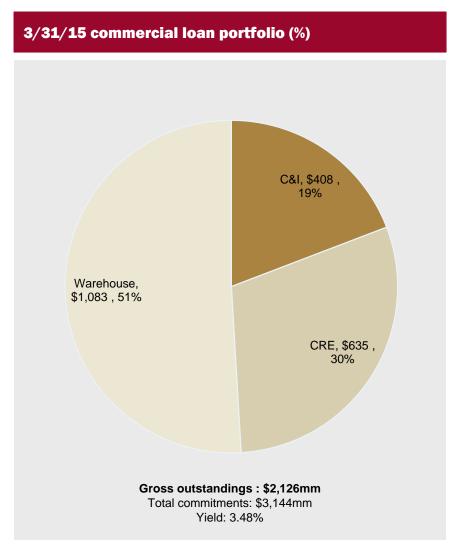


# **Lending: Commercial**

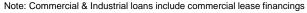
### Building an in-footprint C&I and CRE platform

1<sup>st</sup> Quarter 2015





Note: Commercial & Industrial loans include commercial lease financings



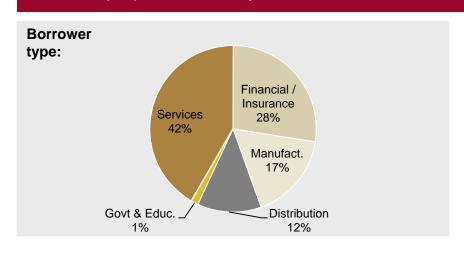


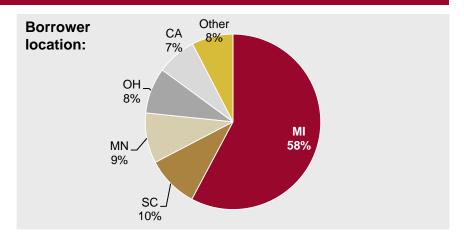
# **Lending: Commercial**

Predominately in-footprint and well diversified

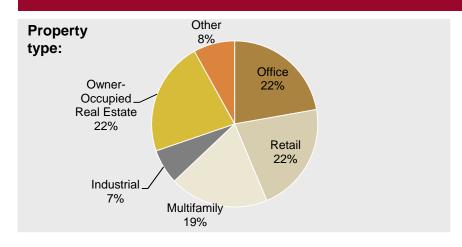
1<sup>st</sup> Quarter 2015

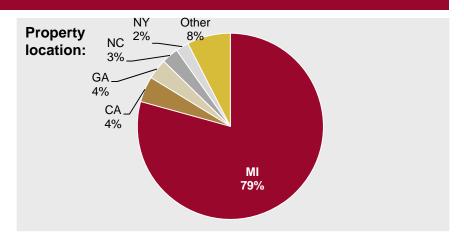
### **C&I as of 3/31/15 - \$408 MM (39% of total commercial loans)**





### CRE as of 3/31/15 - \$635 MM (61% of total commercial loans)







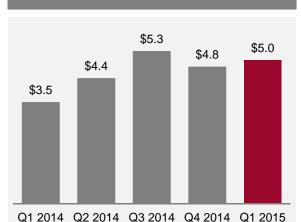
# Mortgages are originated primarily through the correspondent channel

### **MORTGAGE ORIGINATIONS**

1<sup>st</sup> Quarter 2015

### Residential mortgage originations by channel (\$bn)

### Correspondent



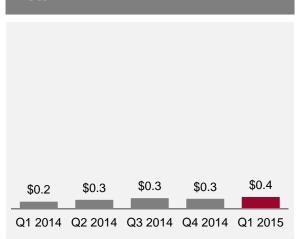
- ~700 correspondent partners in 50 states in Q1 2015
- Top 10 relationships account for 19% of overall correspondent volume
- Warehouse lines to over 240 correspondent relationships

#### Broker



- ~550 brokerage relationships in 50 states in Q1 2015
- Top 10 relationships account for 25% of overall brokerage volume

#### Retail

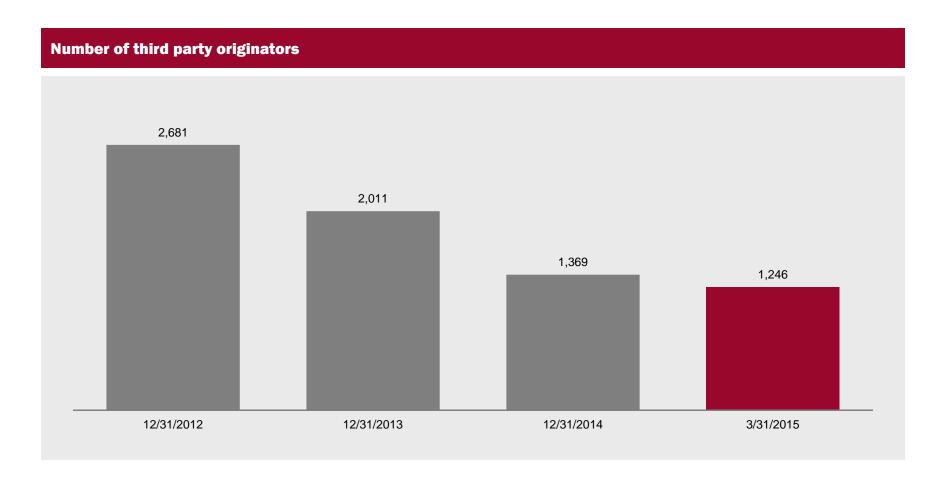


- 16 standalone home centers in 11 states
- Consumer direct is 35% of retail volume



1st Quarter 2015

- Flagstar has been actively managing its Third-party Originator ("TPO") relationships to optimize risk and profitability
  - Has maintained consistent market share while halving TPO relationships





# Net return on mortgage servicing asset

### 1<sup>st</sup> Quarter 2015

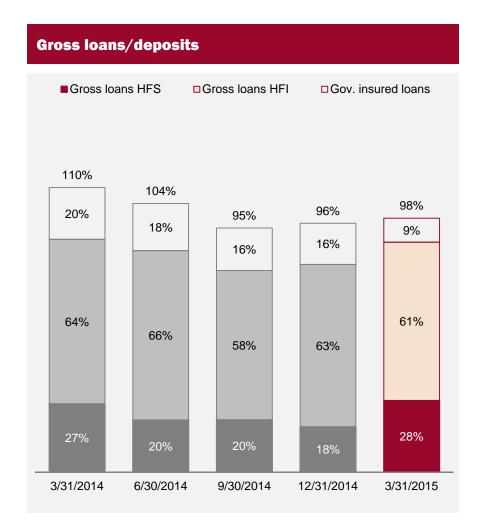
% return – MSR asse	et				
% Return	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015
Net hedged profit (loss)	0.0%	0.8%	-0.7%	0.6%	-6.1%
Carry on asset	22.6%	22.1%	21.9%	21.5%	27.2%
Run-off	-6.6%	-9.5%	-11.8%	-14.7%	-22.3%
Gross MSR yield	16.0%	13.4%	9.3%	7.4%	-1.3%
Sale transaction & P/L	5.9%	-6.5%	-3.1%	-5.1%	-2.4%
Model Changes	0.0%	0.0%	-4.5%	0.0%	0.0%
Net MSR yield	21.8%	6.9%	1.8%	2.3%	-3.7%

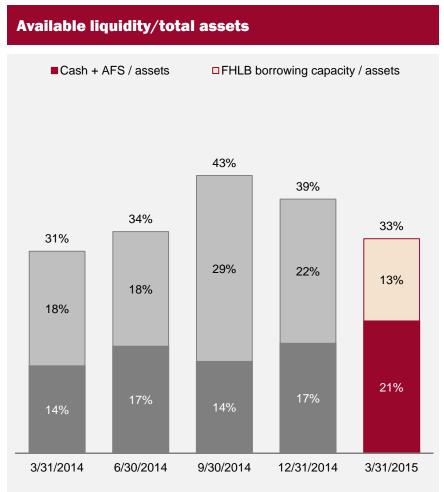
\$ return – MSR asse	t				
\$ Return	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015
Net hedged profit (loss)	(\$0.0)	\$0.6	(\$0.5)	\$0.4	(\$4.0)
Carry on asset	16.7	16.1	16.3	15.2	17.8
Run-off	(4.9)	(6.9)	(8.8)	(10.4)	(14.6)
Recurring MSR yield	\$11.8	\$9.7	\$6.9	\$5.2	(\$0.8)
Sale transaction & P/L	4.3	(4.7)	(2.3)	(3.6)	(1.6)
Model Changes	-	-	(3.3)	-	-
Total MSR yield	\$16.1	\$5.0	\$1.3	\$1.6	(\$2.4)
Average MSR Balance	\$300	\$291	\$295	\$280	\$265



### 1<sup>st</sup> Quarter 2015

# **Enviable liquidity position**







### 1st Quarter 2015

# **Available liquidity and funding**

Other debt  Total wholesale funding	349 <b>\$1,792</b>	345 <b>\$1,734</b>	340 <b>\$844</b>	331 <b>\$1,237</b>	317 <b>\$2,303</b>
FHLB advances	1,125	1,032	150	514	1,625
Brokered deposits	\$318	\$357	\$354	\$392	\$361
Funding	3/31/14	6/30/14	9/30/14	12/31/14	3/31/1
Available liquidity as a % of total assets	31.4%	34.5%	43.1%	39.4%	33.3%
FHLB Capacity as a % of total assets	17.8%	17.8%	28.8%	22.4%	12.8%
Liquid assets as a % of total assets	13.6%	16.7%	14.2%	17.0%	20.6%
Total available liquidity	\$3,014	\$3,424	\$4,145	\$3,875	\$3,855
FHLB borrowing capacity	\$1,708	\$1,766	\$2,775	\$2,200	\$1,476
Liquid assets	\$1,305	\$1,658	\$1,371	\$1,675	\$2,379
Less: pledged collateral	(4)	(2)	(1)	(0)	-
Less: securities haircut	(60)	(80)	(69)	(84)	(115
Investment & trading securities	\$1,207	\$1,606	\$1,378	\$1,672	\$2,295
Interest earning deposits	\$162	\$135	\$62	\$87	\$198
Available liquidity	3/31/14	6/30/14	9/30/14	12/31/14	3/31/1



# **Composition of liabilities**

1<sup>st</sup> Quarter 2015

### **Quarter end liabilities (\$mm)**

(\$ in mm)	3/31/	2014	6/30/	2014	9/30/	2014	12/31/	2014	3/31/	2015
	Balance	Mix	Balance	Mix	Balance	Mix	Balance	Mix	Balance	Mix
Retail deposits										
Demand	\$700	8.5%	\$707	8.3%	\$685	8.3%	\$726	8.6%	\$751	7.4%
Savings	2,918	35.3%	3,105	36.3%	3,311	40.0%	3,427	40.5%	3,642	35.9%
Money market	246	3.0%	231	2.7%	220	2.7%	209	2.5%	196	1.9%
Certificates of deposit	956	11.6%	926	10.8%	854	10.3%	807	9.5%	769	7.6%
Total retail	\$4,820	58.4%	\$4,969	58.1%	\$5,070	61.3%	\$5,169	61.0%	\$5,358	52.8%
Commercial deposits										
Demand	\$111	1.3%	\$106	1.2%	\$121	1.5%	\$133	1.6%	\$139	1.4%
Savings	26	0.3%	33	0.4%	27	0.3%	27	0.3%	35	0.3%
Money market	25	0.3%	35	0.4%	37	0.4%	43	0.5%	56	0.6%
Certificates of deposit	3	0.0%	1	0.0%	1	0.0%	5	0.1%	6	0.1%
Total commercial	\$165	2.0%	\$175	2.0%	\$186	2.2%	\$208	2.5%	\$236	2.3%
Government deposits										
Demand	\$143	1.7%	\$175	2.0%	\$292	3.5%	\$246	2.9%	\$346	3.4%
Savings	251	3.0%	300	3.5%	410	5.0%	317	3.7%	356	3.5%
Certificates of deposit	337	4.1%	340	4.0%	376	4.5%	355	4.2%	240	2.4%
<b>Total government</b>	\$731	8.9%	\$815	9.5%	\$1,078	13.0%	\$918	10.8%	\$943	9.3%
Company controlled deposits	\$593	7.2%	\$685	8.0%	\$900	10.9%	\$773	9.1%	\$1,012	10.0%
Total deposits	\$6,310	76.4%	\$6,644	77.7%	\$7,234	87.4%	\$7,069	83.5%	\$7,549	74.4%
FHLB Advances	1,125	13.6%	1,032	12.1%	150	1.8%	514	6.1%	1,625	16.0%
Other debt	349	4.2%	345	4.0%	340	4.1%	331	3.9%	317	3.1%
Other liabilities	476	5.8%	527	6.2%	550	6.6%	553	6.5%	660	6.5%
Total liabilities	\$8,260	100.0%	\$8,547	100.0%	\$8,274	100.0%	\$8,467	100.0%	\$10,152	100.0%



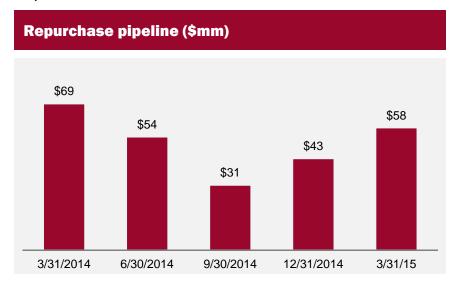
#### **Representation & Warranty reserve details**

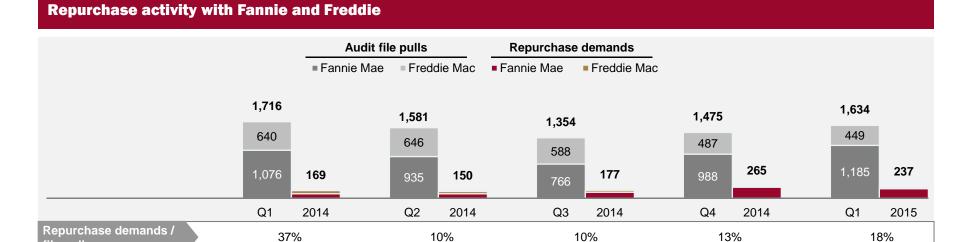
1<sup>st</sup> Quarter 2015

- Claims experience continues to perform better than what we have modeled
- Encouraged by government efforts to assess risk-based penalties on documentation flaws

Repurchase reserve (\$mm)								
(in millions)	3/31/14	6/30/14	9/30/14	12/31/14	3/31/14			
Beginning balance	\$54.0	\$48.0	\$50.0	\$57.0	\$53.0			
Additions	(0.4)	7.0	14.5	(4.2)	0.4			
Net charge-offs	(5.6)	(5.0)	(7.5)	0.2	(0.4)			
Ending Balance	\$48.0	\$50.0	\$57.0	\$53.0	\$53.0			

file pulls







# First mortgage portfolio – by state

		Loa	ns Held for Sa	ale			Loans I	Held for Inves	tment	
State	ARM	Fixed	Balloon	Total	% of Total	ARM	Fixed	Balloon	Total	% of Total
CA	\$81,693	\$0	\$741,396	\$823,089	39.5%	\$547,339	\$127,264	\$0	\$674,603	33.5
FL	11,693	125	149,273	161,091	7.7%	187,879	67,841	721	256,441	12.7
MI	3,201	481	118,759	122,441	5.9%	165,134	49,995	955	216,084	10.7
WA	7,086	-	45,937	53,023	2.5%	69,109	21,464	-	90,574	4.59
AZ	2,912	-	54,204	57,116	2.7%	57,962	16,543	-	74,505	3.7
СО	3,479	-	54,922	58,401	2.8%	34,522	8,381	-	42,903	2.19
MD	1,273	-	40,006	41,279	2.0%	39,072	14,720	246	54,038	2.7
NY	2,212	-	62,175	64,386	3.1%	20,857	18,636	534	40,026	2.0
VA	2,310	-	31,745	34,055	1.6%	33,991	8,060	393	42,444	2.19
TX	6,369	-	139,553	145,922	7.0%	35,334	19,596	-	54,930	2.7
NJ	1,355	-	41,067	42,421	2.0%	23,792	13,288	713	37,793	1.99
NV	912	-	7,953	8,865	0.4%	26,103	5,844	343	32,290	1.69
IL	3,588	-	51,590	55,178	2.7%	31,930	16,125	307	48,363	2.4
GA	439	-	25,717	26,156	1.3%	25,620	10,579	208	36,408	1.89
ОН	43	-	24,146	24,189	1.2%	17,858	5,807	302	23,967	1.29
OTHER	16,822	165	346,697	363,685	17.5%	192,160	94,011	2,608	288,779	14.3
Total	\$145,387	\$771	\$1,935,142	\$2,081,300	100.0%	\$1,508,662	\$498,156	\$7,330	\$2,014,148	100.09



### First mortgage portfolio – by vintage

**Total** 

\$145,387

\$1,935,142

#### First mortgage portfolio, by vintage (\$ in 000's) Loans Held for Sale Loans Held for Investment ARM **ARM Fixed Balloon Vintage** Fixed **Balloon Total** % of Total **Total** % of Total Older \$0 0.0% \$114 \$187 \$301 \$120,582 \$21,258 \$130 \$141,970 7.0% 2004 556 613 1.169 0.1% 298.876 7.465 948 307.290 15.3% 2005 345 691 1,162 0.1% 362,599 12,813 400 375,813 18.7% 125 2006 11 1,185 1,196 0.1% 77,468 57,830 686 135,985 6.8% 2007 87 3,472 646 4,205 0.2% 186,445 213,926 4,290 404,661 20.1% 2008 8,960 0.4% 3.2% 8,960 7,561 55,869 815 64,245 2009 9,165 9,165 0.4% 5,683 21,475 27,158 1.3% 2010 2,689 2,689 0.1% 5,100 8,737 13,837 0.7% 2011 1,202 1,202 0.1% 12,709 10,694 60 23,463 1.2% 2012 879 879 0.0% 7,282 12,307 19,588 1.0% 2013 7,708 446 8,154 0.4% 29,442 13,541 42,983 2.1% 2014 102,739 6.0% 187,422 215,822 10.7% 21,684 124,423 28,400 2015 33,828 33,841 12.0% 1,883,968 1,917,796 92.1% 207,493 241,334

100.0%

\$1,508,662

\$498,156

\$7,330

\$2,014,148

Note: Reflects unpaid principal balance, net of write downs, of underlying loans before accounting adjustments for discounts and other items.

\$2,081,300

\$771



100.0%

#### First mortgage portfolio, by original FICO (\$ in 000's)

	Loans Held for Sale					Loans Held for Investment				
Original FICO	ARM	Fixed	Balloon	Total	% of Total	ARM	Fixed	Balloon	Total	% of Total
<580	\$93	\$4,957	\$0	\$5,049	0.2%	\$5,065	\$12,957	\$181	\$18,203	0.9%
580-619	-	16,199	-	16,199	0.8%	6,455	24,722	545	31,722	1.6%
620-659	1,403	189,322	-	190,725	9.2%	63,014	52,473	412	115,899	5.8%
660-699	5,826	364,935	-	370,761	17.8%	296,517	103,345	1,266	401,128	19.9%
>699	138,066	1,359,729	771	1,498,566	72.0%	1,137,610	304,659	4,927	1,447,196	71.9%
Total	\$145,387	\$1,935,142	\$771	\$2,081,300	100.0%	\$1,508,662	\$498,156	\$7,330	\$2,014,148	100.0%



# First Mortgage Portfolio – by Original LTV

#### First mortgage portfolio, by original LTV (\$ in 000's)

		Loa	ns Held for S	ale		Loans Held for Investment				
Orignal LTV	ARM	Fixed	Balloon	Total	% of Total	ARM	Fixed	Balloon	Total	% of Total
<=70.00%	\$71,325	\$530,664	\$0	\$601,989	28.9%	\$537,628	\$143,392	\$1,552	\$682,573	33.9%
>70.00% - 79.99%	58,151	557,089	606	615,845	29.6%	857,680	234,732	2,570	1,094,983	54.4%
>80.00% - 89.99%	9,250	218,434	165	227,849	10.9%	78,270	46,465	1,869	126,604	6.3%
>90.00% - 99.99%	6,662	609,764	-	616,426	29.6%	34,024	67,041	1,338	102,403	5.1%
>100.00% -109.99%	-	16,657	-	16,657	0.8%	695	4,113	-	4,808	0.2%
>110.00% -124.99%	-	2,029	-	2,029	0.1%	365	1,828	-	2,193	0.1%
>125.00%		504	-	504	0.0%		584	-	584	0.0%
Total	\$145,387	\$1,935,142	\$771	\$2,081,300	100.0%	\$1,508,662	\$498,156	\$7,330	\$2,014,148	100.0%



### First Mortgage Portfolio – by HPI Adjusted LTV 1st Quarter 2015

#### First mortgage portfolio, by HPI Adjusted LTV(\$ in 000's) Loans Held for Sale Loans Held for Investment **HPI Adjusted LTV ARM** ARM **Fixed Fixed** Balloon Total % of Total **Balloon Total** % of Total <=70.00% \$80,516 \$540,950 \$0 \$621,465 29.9% \$817,349 \$189,380 \$1,336 \$1,008,065 50.0% >70.00% - 79.99% 49.640 552,675 602,315 28.9% 346.589 100,217 1.449 448.255 22.3% >80.00% - 89.99% 8,302 221,597 10.6% 166,391 91,528 12.8% 213,130 165 331 258,250 >90.00% - 99.99% 6,775 556,977 606 564,358 27.1% 110,863 69,624 2,392 182,878 9.1% >100.00% -109.99% 154 64,456 64,610 3.1% 43,381 23,910 826 68,118 3.4% >110.00% -124.99% 0.2% 5,118 5,118 19,541 15,725 465 35,730 1.8% >125.00% 1.836 1.836 0.1% 4,549 7,772 531 12.852 0.6% Total \$145,387 \$1,935,142 \$771 \$2,081,300 100.0% \$1,508,662 \$498,156 \$7,330 \$2,014,148 100.0%



# **Interest-only loan portfolio**

1<sup>st</sup> Quarter 2015

Concentrated in states with high home price appreciation

	2	2015	20	016	2	017	20	018	Ot	her	1	otal
State	Count	UPB	Count	UPB	Count	UPB	Count	UPB	Count	UPB	Count	UPB
CA	158	\$62,371	35	\$13,887	174	\$98,123	6	\$2,649	1	\$25	374	\$177,05
FL	194	46,315	46	12,539	58	23,741	2	773	5	561	305	83,93
MI	74	13,189	8	1,743	17	5,348	1	585	484	24,896	584	45,76
WA	50	13,108	14	3,610	39	17,424	3	897	-	-	106	35,03
AZ	62	15,730	13	3,196	31	14,890	-	-	1	350	107	34,16
СО	24	4,778	6	1,492	12	5,641	-	-	1	209	43	12,12
MD	31	10,324	9	2,990	21	10,219	1	234	1	357	63	24,12
NY	10	3,900	3	967	6	2,300	1	269	1	357	21	7,79
VA	29	9,393	3	964	12	6,238	-	-	-	-	44	16,59
TX	7	1,146	-	-	4	2,573	1	845	-	-	12	4,56
NJ	13	3,563	3	889	6	2,879	-	-	-	-	22	7,33
NV	26	6,332	-	-	8	2,825	-	-	-	-	34	9,15
Other	179	45,764	47	9,828	84	36,924	4	1,492	5	610	319	94,61
Total	857	\$235,913	187	\$52,104	472	\$229,125	19	\$7,745	499	\$27,366	2,034	\$552,25

Note: Reflects unpaid principal balance, net of write downs, of underlying loans before accounting adjustments for discounts and other items; Population is fixed as of 12/31/2011; Excludes any resolutions.

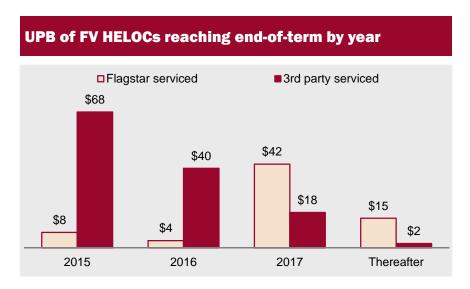
Home a	Home appreciation by state								
State	1 Year	National Rank							
CA	7.65%	7							
FL	7.75%	6							
All	4.91%	N∕Ā							

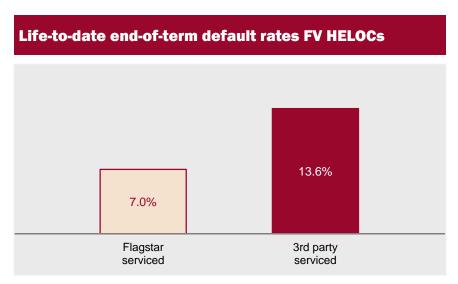
Source: FHFA Q4 2014 HPI Index

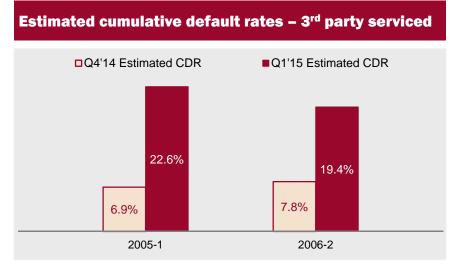


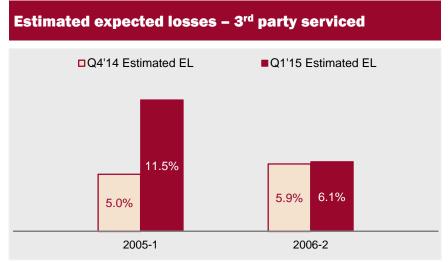
#### **FV of HELOCs**

- Revised loan specific loss model indicated a fair value adjustment for higher expected losses
- Flagstar is returning 3<sup>rd</sup> party serviced HELOCs in-house to improve performance of end-of-term maturities









# **Non-performing Loans HFI – by State**

#### First mortgage portfolio, by HPI Adjusted LTV(\$ in 000's)

				Type of Mortgage			
State	1 <sup>st</sup> Mortgages	% of 1 <sup>st</sup> Mortgages	2 <sup>nd</sup> Mortgages	HELOC	Consumer	Total Mortgages	% of Total
FL	\$16,600	21.3%	\$133	\$648	\$0	\$17,381	20.8%
CA	14,658	18.8%	440	317	-	15,415	18.4%
NY	7,962	10.2%	25	261	-	8,248	9.9%
NJ	5,712	7.3%	19	262	-	5,993	7.2%
MI	3,497	4.5%	417	787	98	4,799	5.7%
IL	3,420	4.4%	20	49	-	3,489	4.2%
MD	2,558	3.3%	87	237	-	2,882	3.4%
HI	2,471	3.2%	-	213	-	2,684	3.2%
WA	2,127	2.7%	103	61	-	2,291	2.7%
TX	1,780	2.3%	114	-	1	1,895	2.3%
GA	1,487	1.9%	37	58	-	1,582	1.9%
MA	1,090	1.4%	89	205	-	1,384	1.7%
NV	1,276	1.6%	-	56	-	1,332	1.6%
AZ	1,122	1.4%	165	-	1	1,288	1.5%
PA	1,254	1.6%	10	-	-	1,264	1.5%
OTHER	10,772	13.8%	377	599	1	11,749	14.0%
Total	\$77,786	100.0%	\$2,036	\$3,753	\$101	\$83,676	100.0%



# **Non-performing Loans HFI – by Vintage**

#### First mortgage portfolio, by HPI Adjusted LTV(\$ in 000's)

				Type of Mortgage			
Vintage	1 <sup>st</sup> Mortgages	% of 1 <sup>st</sup> Mortgages	2 <sup>nd</sup> Mortgages	HELOC	Consumer	Total Mortgages	% of Total
Older	\$6,211	8.0%	\$247	\$154	\$2	\$6,614	7.9%
2004	15,351	19.7%	74	1,243	1	16,669	19.9%
2005	5,587	7.2%	507	933	-	7,027	8.4%
2006	7,799	10.0%	168	816	3	8,786	10.5%
2007	28,158	36.2%	877	468	5	29,508	35.3%
2008	11,925	15.3%	-	52	-	11,977	14.3%
2009	998	1.3%	-	-	-	998	1.2%
2010	252	0.3%	88	-	30	370	0.4%
2011	694	0.9%	75	-	-	769	0.9%
2012	-	0.0%	-	40	6	46	0.1%
2013	575	0.7%	-	47	4	626	0.7%
2014	236	0.3%	-	-	50	286	0.3%
Total	\$77,786	100.0%	\$2,036	\$3,753	\$101	\$83,676	100.0%



\$mm – Basel III (transitional) to E	\$mm – Basel III (transitional) to Basel III (fully phased-in)									
Flagstar Bancorp	Common Equity Tier 1 (to Risk Weighted Assets)	Tier 1 Leverage (to Adjusted Tangible Assets)	Tier 1 Capital (to Risk Weighted Assets)	Total Risk-Based Capital (to Risk Weighted Assets)						
Regulatory capital as of 3/31/15										
Basel III (transitional)	\$909	\$1,257	\$1,257	\$1,336						
Increased deductions related to deferred tax assets, mortgage servicing assets, and other capital components	(\$356)	(\$197)	(\$197)	(\$196)						
Basel III (fully phased-in) capital <sup>(1)</sup>	\$553	\$1,060	\$1,060	\$1,140						
Risk-weighted assets as of 3/31/15										
Basel III assets (transitional)	\$5,909	\$10,454	\$5,909	\$5,909						
Net change in assets	\$3	(\$197)	\$3	\$3						
Basel III (fully phased-in) assets <sup>(1)</sup>	\$5,912	\$10,257	\$5,912	\$5,912						
Capital ratios										
Basel III (transitional)	15.38%	12.02%	21.26%	22.61%						
% Basel III (fully phased-in) <sup>(1)</sup>	9.36%	10.34%	17.93%	19.28%						

<sup>1)</sup> On January 1, 2015, the Basel III rules became effective, subject to transitions provisions primarily related to regulatory deductions and adjustments impacting common equity Tier 1 capital and Tier 1 capital. We reported under Basel I (which included the Market Risk Final Rules) at December 31, 2014.



24.64%

Basel III (transitional)(1)

\$mm – Basel I to Basel III (transitional) as of 12/31/14									
Flagstar Bancorp	Common Equity Tier 1 (to Risk Weighted Assets)	Tier 1 Leverage (to Adjusted Tangible Assets)	Tier 1 Capital (to Risk Weighted Assets)	Total Risk-Based Capital (to Risk Weighted Assets)					
Regulatory capital as of 12/31/14									
Basel I capital	N/A	\$1,184	\$1,184	\$1,252					
Net change in capital	N/A	\$37	\$37	\$37					
Basel III (transitional) capital <sup>(1)</sup>	\$876	\$1,221	\$1,221	\$1,289					
Risk-weighted assets as 12/31/14									
Basel I assets	N/A	\$9,403	\$5,190	\$5,190					
Net change in assets	N/A	\$351	\$42	\$42					
Basel III (transitional) assets <sup>(1)</sup>	\$5,232	\$9,755	\$5,232	\$5,232					
Capital ratios									
Basel I	N/A	12.59%	22.81%	24.12%					

<sup>1)</sup> On January 1, 2015, the Basel III rules became effective, subject to transitions provisions primarily related to regulatory deductions and adjustments impacting common equity Tier 1 capital and Tier 1 capital. We reported under Basel I (which included the Market Risk Final Rules) at December 31, 2014.

16.74%

12.52%

23.34%



#### \$mm - Basel III (fully phased-in) to Basel III (fully phased-in with TARP payoff)

Flagstar Bancorp	Common Equity Tier 1 (to Risk Weighted Assets)	Tier 1 Leverage (to Adjusted Tangible Assets)	Tier 1 Capital (to Risk Weighted Assets)	Total Risk-Based Capital (to Risk Weighted Assets)
Regulatory capital as of 3/31/15				
Basel III (transitional)	\$553	\$1,060	\$1,060	\$1,140
Net change in capital	(\$73)	(\$340)	(\$340)	(\$340)
Basel III (fully phased-in) capital <sup>(1)</sup>	\$480	\$720	\$720	\$799
Risk-weighted assets as of 3/31/15				
Basel III assets (transitional)	\$5,912	\$10,257	\$5,912	\$5,912
Net change in assets	(\$91)	(\$10)	(\$91)	(\$91)
Basel III (fully phased-in) assets <sup>(1)</sup>	\$5,821	\$10,247	\$5,821	\$5,821
Capital ratios				
Basel III (transitional)	9.36%	10.34%	21.26%	19.28%
% Basel III (fully phased-in) <sup>(1)</sup>	8.25%	7.03%	12.37%	13.73%

<sup>1)</sup> On January 1, 2015, the Basel III rules became effective, subject to transitions provisions primarily related to regulatory deductions and adjustments impacting common equity Tier 1 capital and Tier 1 capital. We reported under Basel I (which included the Market Risk Final Rules) at December 31, 2014.



## **Efficiency ratio and earnings per share**

1<sup>st</sup> Quarter 2015

Q1 2015	0.4.004.4			
	Q4 2014	Q3 2014	Q2 2014	Q1 2014
\$64.9	\$61.3	\$64.4	\$62.4	\$58.2
118.3	98.4	85.2	102.5	75.0
(1.5)	(6.1)	2.2	5.2	(1.7)
-	-	-	(10.0)	-
-	-	10.3	-	-
-	-	-	-	21.1
\$118.3	\$98.4	\$95.5	\$92.5	\$96.1
\$181.7	\$153.7	\$162.1	\$160.1	\$152.6
\$137.0	\$139.2	\$179.4	\$121.4	\$139.3
******	¥.55.	******	¥ := :::	*******
-	-	(1.1)	(2.9)	-
-	-	` ,		_
\$137.0	\$139.2	\$140.8	\$128.5	\$139.3
74.8%	87 2%	120.0%	73 6%	104.6%
				91.3%
75.476	90.076	00.076	00.276	91.570
\$31.5	\$11.1	(\$27.6)	\$25.5	(\$78.9)
-	-	49.0	(17.1)	21.1
-	-	(13.6)	6.0	(7.4)
-	-	-	-	-
\$31.5	\$11.1	\$7.7	\$14.4	(\$65.2)
\$0.43	\$0.07	(\$0.61)	\$0.33	(\$1.51)
· -	-	0.86	(0.31)	0.38
-	-	(0.24)	0.11	(0.13)
-	-	-	-	-
\$0.43	\$0.07	\$0.01	\$0.13	(\$1.26)
56.385.454	56.310.858	56.249.300	56.230.458	56,194,184
				56,194,184
	\$118.3 (1.5) - \$118.3 \$181.7 \$137.0 - \$137.0 74.8% 75.4% \$31.5 - - \$31.5 \$0.43 - -	118.3 98.4  (1.5) (6.1)	118.3       98.4       85.2         (1.5)       (6.1)       2.2         -       -       -         -       10.3       -         -       10.3       -         \$118.3       \$98.4       \$95.5         \$181.7       \$153.7       \$162.1         \$137.0       \$139.2       \$179.4         -       -       (37.5)         \$137.0       \$139.2       \$140.8         74.8%       87.2%       120.0%         75.4%       90.6%       86.8%         \$31.5       \$11.1       (\$27.6)         -       -       (13.6)         -       -       (0.24)         -       -       (0.24)         -       -       (0.24)         -       -       (0.24)         -       -       (0.24)         -       -       (0.24)         -       -       (0.24)         -       -       (0.24)         -       -       (0.24)         -       -       (0.24)         -       -       (0.24)         -       -       (0.24)         -<	118.3       98.4       85.2       102.5         (1.5)       (6.1)       2.2       5.2         -       -       (10.0)         -       -       (10.0)         -       -       (10.0)         -       -       10.3         -       -       -         \$118.3       \$98.4       \$95.5       \$92.5         \$118.7       \$153.7       \$162.1       \$160.1         \$137.0       \$139.2       \$179.4       \$121.4         -       -       (1.1)       (2.9)         -       -       (37.5)       10.0         \$137.0       \$139.2       \$140.8       \$128.5         74.8%       87.2%       120.0%       73.6%         75.4%       90.6%       86.8%       80.2%         \$31.5       \$11.1       (\$27.6)       \$25.5         -       -       49.0       (17.1)         -       -       49.0       (17.1)         -       -       (13.6)       6.0         -       -       -       -         \$31.5       \$11.1       \$7.7       \$14.4         \$0.43       \$0.07       (\$0.6

Reverse benefit for contract renegotiation.



<sup>2)</sup> Add back reserve increase related to indemnifications claims on government insured loans.

<sup>3)</sup> Negative fair value adjustment on repurchased performing loans and a benefit for contract renegotiation.

Adjust for legal expenses related to the litigation settlements during the respective periods.

Adjust for CFPB litigation settlement expense.

\$mm					
	Q1 2015	Q4 2014	Q3 2014	Q2 2014	Q1 2014
Fixed expenses	Q: 20:0	Q 7 2017	Q0 2017	Q2 2017	٦, ٢٠١٦
Compensation and benefits	\$60.8	\$59.0	\$53.5	\$55.2	\$65.6
Occumpancy and equipment	19.9	20.1	20.5	19.4	20.4
Asset resolution	7.8	13.4	13.7	17.9	11.5
Other noninterest expense <sup>(1)</sup>	26.4	26.8	32.3	19.2	26.8
Total fixed expenses	\$114.9	\$119.3	\$120.0	\$111.7	\$124.3
Variable expenses					
Commissions	\$10.4	\$9.3	\$10.3	\$8.5	\$7.2
Loan processing expenses	11.7	10.6	10.5	8.2	7.7
Total variable expenses	\$22.1	\$19.9	\$20.8	\$16.7	\$15.0
Non-recurring items (excluded)					
Other noninterest expenses	\$0.0	\$0.0	\$38.6	(\$7.1)	\$0.0
Total non-recurring items	\$0.0	\$0.0	\$38.6	(\$7.1)	\$0.0
Total noninterest expense	\$137.0	\$139.2	\$179.4	\$121.4	\$139.3

<sup>1)</sup> Other noninterest expense includes Federal insurance premiums, legal and professional expense and other noninterest expense



# Quarterly noninterest expense, annualized

1<sup>st</sup> Quarter 2015

\$mm			
	1H 2013 Run Rate	2H 2013 Run Rate	FY 2014
Fixed expenses			
Compensation and benefits	\$148.2	\$131.2	\$233.3
Occumpancy and equipment	41.6	38.4	80.4
Asset resolution	32.3	19.7	56.5
Other noninterest expense <sup>(1)</sup>	83.5	78.1	105.2
Total fixed expenses	\$305.6	\$267.4	\$475.3
Variable expenses			
Commissions	\$32.9	\$21.5	\$35.4
Loan processing expenses	32.5	19.7	37.0
Total variable expenses	\$65.4	\$41.2	\$72.4
Non-recurring items (excluded)			
Other noninterest expenses	\$0.0	\$0.0	\$31.5
Total non-recurring items	\$0.0	\$0.0	\$31.5
Total noninterest expense	\$371.0	\$308.6	\$579.2
Annualized fixed expenses	\$611.2	\$534.8	\$475.3
Annualized variable expenses	\$130.8	\$82.4	\$72.4

<sup>1)</sup> Other noninterest expense includes Federal insurance premiums, legal and professional expense and other noninterest expense

