



SUMMARY OF INITIAL PUBLIC OFFERING

February 2021

Specialized investment bankers at the intersection of finance and technology

LoanDepot IPO – Executive Summary

Initial Public Offering Overview – February 2021



Description

loanDepot

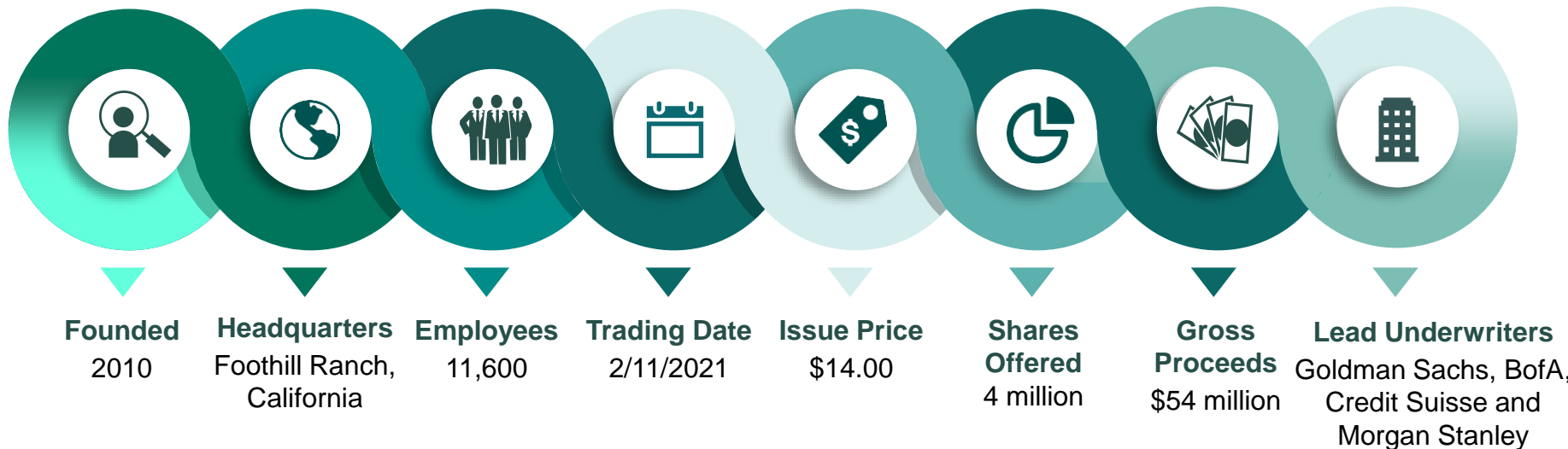
- LoanDepot operates as a customer-centric, technology-empowered residential mortgage platform
- The Company is engaged in originating, financing, selling, securitizing, and servicing residential mortgage loans and facilitates title, escrow, and settlement services for mortgage loan transactions
- The Company offers a diversified network of direct-to-consumer, in-market, and partner business channels, uniquely positioning it to serve a wide range of customers
- Primarily, LoanDepot derives its revenue from originating and servicing conventional and government mortgage loans, and providing a growing suite of ancillary services



Use of Proceeds

Ticker: NYSE: LDI

- LoanDepot intends to use a portion of the proceeds received from this offering together with cash on hand to purchase 2.3 million Holdco Units
 - Also plans to purchase equal number of shares of their Class B or C common stock, exchanging members, including their CEO and certain of their other officers



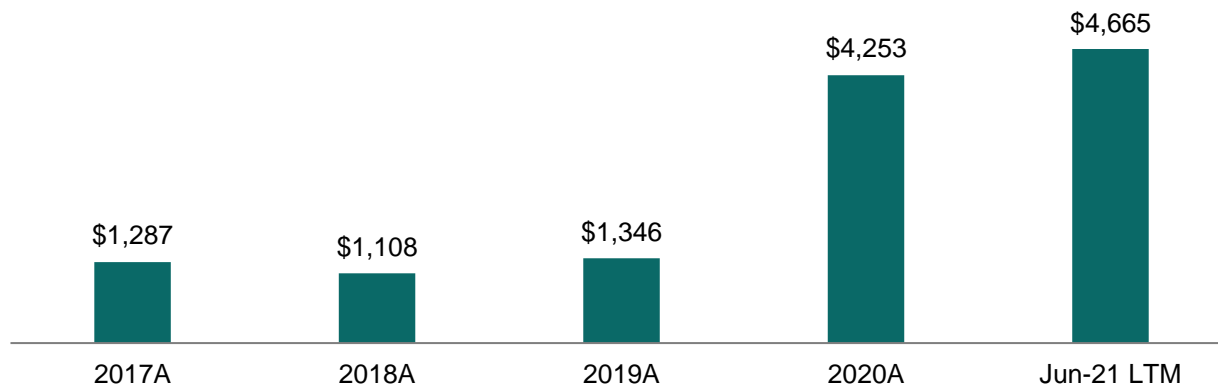
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Key Metrics

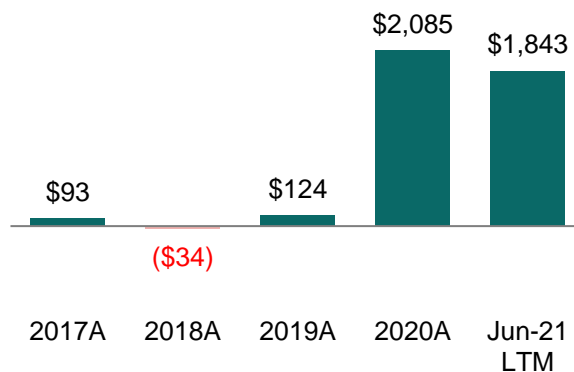
Key Metrics

Shares Offered through the IPO	4 million
Issue Price	\$14.00
Total O/S ⁽¹⁾ after the IPO	323 million
Market Value at Issue Price ⁽²⁾	\$4.5 billion
Market Value / Revenue ⁽³⁾	1.1x
Trading Date	2/11/2021
Listing Price	\$14.00
Listing Premium	\$0.00

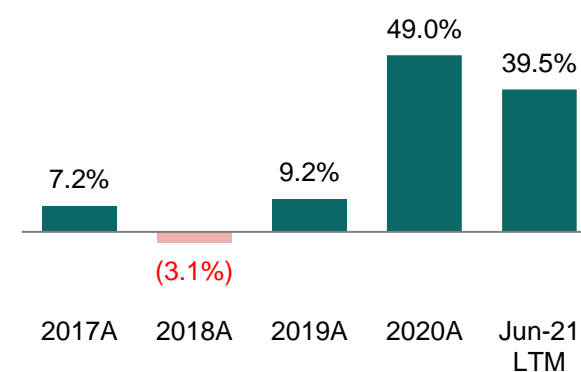
Adjusted Total Revenue (FYE Dec; \$mm)



Adjusted EBITDA (\$mm)



Adjusted EBITDA Margin (%)



LoanDepot IPO – Executive Summary

Company Overview

Business Overview

- LoanDepot operates as a customer-centric, technology-empowered residential mortgage platform
 - The Company is engaged in originating, financing, selling, securitizing, and servicing residential mortgage loans and facilitates title, escrow, and settlement services for mortgage loan transactions
- The Company offers a product suite of loan, including conventional agency-conforming loans, conventional prime jumbo loans, FHA & VA loans, and home equity loans
- By leveraging their brand, technology, and data, LoanDepot serves customers across their two interconnected strategies: Retail and Partner
 - **Retail Strategy:** focuses on directly reaching consumers through a combination of digital marketing and 2,000+ digitally-empowered licensed mortgage professionals
 - **Partner Strategy:** facilitates establishing relationships with mortgage brokers, realtors, joint ventures with home builders, and other referral partners
- Additionally, LoanDepot provides other ancillary services, including settlement services, real estate services, and insurance services
- LoanDepot has built “mello”, a technology platform that creates simple and intuitive user interface on the front-end while also integrating data from the Company’s vendors and internal data sources
 - mello drives streamlined customer experiences and operational efficiency throughout the entire lifecycle of a mortgage loan, including fully digital capabilities for customer acquisition, application, processing, and servicing
 - It applies logic-based underwriting parameters to automatically determine & validate loans and reduce cycle times through the use of ML algorithms

Key Statistics



81% of retail and **19%** of partner volume split



2nd largest retail-focused non-bank mortgage originator and the **4th largest** overall retail originator⁽¹⁾



Originated **\$35 billion** of loans (\$28 billion by retail channel and \$7 billion by partner channel) during Q2:2021



\$139 billion Unpaid Principal Balance (UPB) of servicing portfolio during Q2:2021



1.4% or \$1.9 billion UPB, of the servicing portfolio in active forbearance during Q2:2021



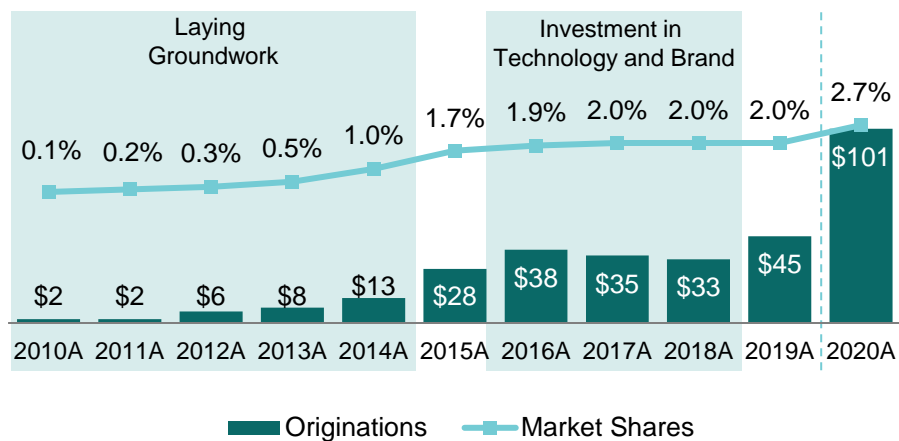
LoanDepot is licensed as a loan originator in all 50 states and the District of Columbia and is **headquartered in Foothill Ranch, California**

LoanDepot IPO – Case Study

Growth Strategies and Indicators

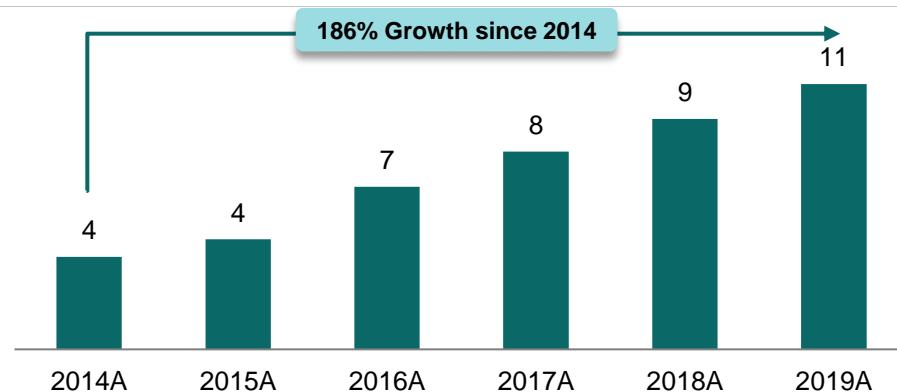
LoanDepot Originations⁽¹⁾

(In billions)



Client Leads by Year

(In millions)

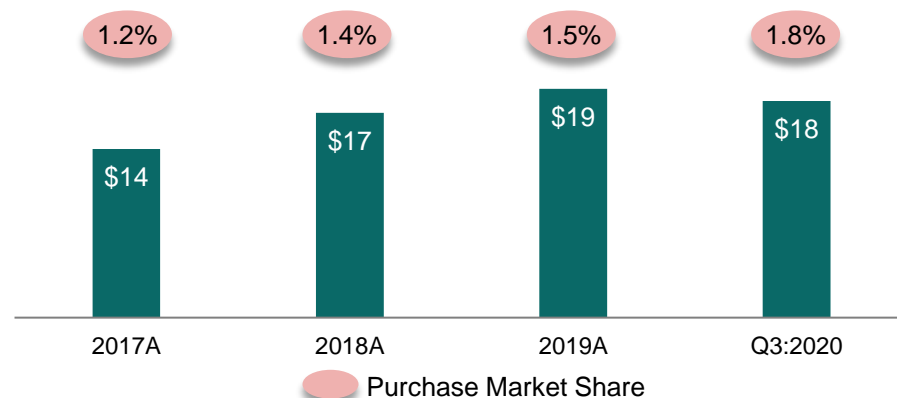


Industry-Leading Recapture Rates



Steady Purchase Volume Growth

(In billions)



LoanDepot IPO – Executive Summary

Management Team



Anthony Hsieh
Chairman and Chief Executive Officer

- Anthony founded LoanDepot in 2010 and since then has been serving as the Chairman and Chief Executive Officer
- He has 30+ years of experience in the lending industry
- Prior to this, he served as the Chief Executive Officer at LendingTree loans
- Previously, he founded HomeLoanCenter.com and acquired a mortgage brokerage company which he transformed into LoansDirect.com



Patrick Flanagan
Chief Financial Officer

- Patrick has been serving as the Chief Financial Officer since January 2021 and joined the Company in June 2017
- He has 30+ years of experience in the investment management, mortgage banking and fintech arena
- Prior to this, he served as Executive Vice President at Carrington Mortgage Services and as Consultant at Waterfall Asset Management
- Previously, he was the Chief Executive Officer and Founder of Cove Financial
- He holds an undergraduate degree from Monmouth College










Jeff Walsh
Senior Executive Vice President, Chief Revenue Officer

- Jeff serves as the Senior Executive Vice President and Chief Revenue Officer at LoanDepot and joined the Company in November 2012
- He has 20+ years of industry experience as well as an extensive background in both sales and operations for Wholesale and Retail Lending
- Prior to this, he served as Executive and Managing Director at O2Funding/New Penn Financial
- Previously, he served as Executive Vice President and Chief Operating Officer of Ameriquest Mortgage Company
- He has completed extensive leadership and management training at Kenan-Flagler Business School at the University of North Carolina and pursued his undergraduate studies from West Valley College in Saratoga, California

LoanDepot IPO – Executive Summary

Transaction History

Date	Transaction Type	Amount (\$mm)	Key Investors
10/21/2020	Debt - General	\$500	     
7/1/2020	Debt - General	\$100	NA
3/1/2020	Debt - General	\$75	NA
8/1/2017	Debt Refinancing	\$100	NA
8/9/2016	Debt - General	\$150	NA
1/21/2016	PE Growth/Expansion	\$40	NA
4/13/2015	PE Growth/Expansion	\$20	NA
10/1/2014	Debt - General	\$25	NA
1/13/2014	PE Growth/Expansion	\$12	NA
1/5/2010	PE Growth/Expansion	NA	

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