## Two Harbors Investment Corp.

August 4, 2011

## 2011 Second Quarter Earnings Call

## Safe Harbor Statement

## Forward-Looking Statements

This presentation includes "forward-looking statements" within the meaning of the safe harbor provisions of the United States Private Securities Litigation Reform Act of 1995. Actual results may differ from expectations, estimates and projections and, consequently, readers should not rely on these forward-looking statements as predictions of future events. Words such as "expect," "target," "assume," "estimate," "project," "budget," "forecast," "anticipate," "intend," "plan," "may," "will," "could," "should," "believe," "predicts," "potential," "continue," and similar expressions are intended to identify such forward-looking statements. These forwardlooking statements involve significant risks and uncertainties that could cause actual results to differ materially from expected results. Factors that could cause actual results to differ include, but are not limited to, higher than expected operating costs, changes in prepayment speeds of mortgages underlying our RMBS, the rates of default or decreased recovery on the mortgages underlying our non-Agency securities, failure to recover certain losses that are expected to be temporary, changes in interest rates or the availability of financing, the impact of new legislation or regulatory changes on our operations, the impact of any deficiencies in the servicing or foreclosure practices of third parties and related delays in the foreclosure process, and unanticipated changes in overall market and economic conditions.

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## Second Quarter 2011 Highlights

- Reported Adjusted GAAP Earnings ${ }^{1}$ of $\$ 0.47$ per diluted weighted share, representing an $18.7 \%$ return on average equity on an annualized basis.
- Increased Core Earnings $28.1 \%$ on a sequential quarter basis to $\$ 0.41$ per diluted weighted share.
- Declared a dividend of $\$ 0.40$ per share for the second quarter of 2011 , representing a $14.9 \%$ yield on an annualized basis ${ }^{2}$.
- Completed an accretive secondary stock offering of 23.0 million shares for net proceeds of approximately $\$ 235.2$ million in May 2011. Subsequently completed an additional accretive secondary stock offering of 48.3 million shares for net proceeds of approximately $\$ 483.6$ million in July 2011.
- Announced intention to begin a securitization program in partnership with Barclays.
(1) Adjusted GAAP Earnings is a non-GAAP measure that the company defines as GAAP net income, excluding the unrealized fair value gains and losses associated with the company's interest rate swaps and swaptions utilized to economically hedge interest rate risk associated with the company's short-term LIBOR-based repurchase agreements and available-for-sale securities.


## Financial Summary

## Financial Highlights

- Core Earnings ${ }^{1}$ increased by $\$ 16.6$ million on a sequential basis to $\$ 31.4$ million, or $\$ 0.41$ per weighted average share. Increase is primarily attributed to strong Agency net spreads, inclusive of IIOs, in addition to higher average investment base.
- Achieved Adjusted GAAP Earnings ${ }^{2}$ of $\$ 36.1$ million, or $\$ 0.47$ per diluted weighted share, reflecting Core Earnings performance and gains on securities and other derivative instruments.
- Book Value decreased $1.7 \%$ on weaker nonAgency performance. Agency portfolio remained relatively unchanged, net of hedges.


## Core Earnings ${ }^{1}$



## Adjusted GAAP Earnings²


(1) Core Earnings is a non-GAAP measure that the company defines as GAAP net income, excluding impairment losses, gains or losses on sales of securities and termination of interest rate swaps, unrealized gains or losses on trading securities, interest rate swaps and swaptions, certain gains or losses on derivative instruments and non-recurring business combination expenses. As defined, Core Earnings includes interest income associated with the company's inverse interest-only securities ("IIOs" or "Agency derivatives") and premium income on credit default swaps. 4
(2) Adjusted GAAP Earnings is a non-GAAP measure that the company defines as GAAP net income, excluding the unrealized fair value gains and losses associated with the company's interest rate swaps and swaptions utilized to economically hedge interest rate risk associated with the company's short-term LIBOR-based repurchase agreements and available-for-sale securities.

## Operating Performance

| Comprehensive Income | Book Value |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \$ 10.00 \\ \$ 9.50 \\ \$ 9.00 \\ \$ 8.50 \\ \$ 8.00 \end{array}$ | $\frac{\$ 8.70}{\text { Q2-2010 }}$ |  |  <br> alue per Share | $\$ 9.73$ Q2-2011 |
| Dividends ${ }^{2}$ |  |  | Expe | se Ratio |  |
|  | $\begin{aligned} & 4.0 \% \\ & 3.0 \% \\ & 2.0 \% \\ & 1.0 \% \\ & 0.0 \% \\ & \end{aligned}$ | $2.2 \%$ Q2-2010 | $\qquad$ <br> Q3-2010 - Expense |  <br> as \% of Average Equity | 1.1\% <br> Q2-2011 |

(1) "ROAE" means return on average equity.
(2) 2011 dividends may not be indicative of future dividend distributions. The company ultimately distributes dividends based on its taxable income per common share, not GAAP earnings. The annualized dividend yield on the company's common stock is calculated based on the closing price of the last trading day of the quarter.

## Market and Portfolio Summary

## Market Highlights

- Rates declined on slower economy
- European/Greece situation added to market unease
- Non-Agency sector cheapened as Maiden Lane II created uncertainty
- Bank of America/Countrywide settlement proposal boosted bonds at quarter end
- Maiden Lane II sales halted as of June 30th


## Portfolio Highlights

- Focused on Agency sector early in Q2-2011
- Shifted focus to non-Agencies after Maiden Lane II caused price declines
- May deployment: New capital allocation favored non-Agencies; Overall capital allocation of 60\%/40\% favoring Agencies.
- New allocation to GNMA HECM pools²; increased allocation to Sub-Prime

Annualized Yields by Portfolio ${ }^{1}$


Net Interest Spread ${ }^{3}$


## RMBS Portfolio Composition

## Portfolio Composition

| As of | Agency: Vintage \& Prepayment Protection | Q1-2011 | Q2-2011 |
| :---: | :---: | :---: | :---: |
| Lower loan balances ${ }^{2}$ ( ${ }^{\text {a }}$ \% $26 \%$ |  |  |  |
|  | GNMA HECM pools | -\% | 18\% |
|  | 2006 \& subsequent vintages - Discount | 26\% | 16\% |
| $\$ 147$ | Seasoned (2005 and prior vintages) | 14\% | 14\% |
| \$609 | High LTV ${ }^{3}$ | 9\% | 14\% |
| $\begin{aligned} & \text { IOs and } \mathrm{IIOs}^{1} \\ & \$ 264 \end{aligned}$ | Prepayment protected | 11\% | 6\% |
|  | 2006 \& subsequent vintages - Premium and IOs | 8\% | 6\% |
| Other-Fixed \$269 | Non-Agency: Loan Type | Q1-2011 | Q2-2011 |
|  | Sub-Prime | 48\% | 55\% |
|  | Option-ARM | 33\% | 32\% |
| gency Bonds \$3.9 | Alt-A | 16\% | 11\% |
|  | Prime | 3\% | 2\% |
| (1) Interest-only securit <br> (2) Securities collateraliz <br> (3) Securities collateraliz | of March 31, 2010 and $\$ 138$ million as of June 30, 2011. |  | 7 |

## Key Portfolio Metrics

## Portfolio Metrics

- Continue to realize low and stable CPRs
- Debt-to-equity is moderate; slightly higher quarter-over-quarter due to higher allocation to Agencies
- Targeted debt-to-equity ratios:
- Agency: 6-7x
- Non-Agency: 1.0-1.5x

| Portfolio Metrics |  | Q1-2011 | Q2-2011 |
| :---: | :---: | :---: | :---: |
| Agency | Weighted average 3-month CPR | 6.3\% | 5.0\% |
|  | Weighted average cost basis | \$102.9 | \$105.1 |
| Non-Agency | Weighted average 3-month CPR | 3.4\% | 3.0\% |
|  | Weighted average cost basis | \$61.9 | \$59.3 |
| Change in equity value for $+/-100 \mathrm{bps}$ change in interest rates ${ }^{1}$ |  | 2.1\% | 6.7\% |
| Debt-to-Equity ${ }^{2}$ |  | 3.4 x | 4.2 x |

## Hedging

- Maintained low interest rate exposure
- $40 \%$ of notional in interest rate swaptions provide optional protection
- Average pay rate on swaps is only $1.432 \%$


## Financing

- Maturities over 90 days represented $43 \%$ of total RMBS borrowings
- Diversified counterparty relationships totaling 19
- Increased interest rate swap - U.S. Treasuries position to $\$ 1$ billion to hedge funding costs


## Market \& Portfolio Update

- Economic and RMBS Market Update
- Slower U.S. economic growth and European banking system issues continue to create uncertainty
- Long rates roughly 50 basis points lower since second quarter-end
- RMBS market stable; Sub-Prime market offering attractive yielding assets
- July Deployment Update
- Strong focus on non-Agency market
- Roughly 50\% deployed


## Operating Performance



## Change in Stockholders' Equity

| Change in Stockholders' Equity <br> (In millions, except for per share amounts) |  | $\begin{aligned} & 1-2011 \\ & \text { Value } \end{aligned}$ | Q1-2011 Book Value per Share (diluted basis) ${ }^{1}$ |  | Q2-2011 <br> Book Value |  | Q2-2011 Book Value per Share (diluted basis) ${ }^{1}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning stockholders' equity | \$ | 382.4 | \$ | 9.44 | \$ | 685.6 | \$ | 9.90 |
| Net proceeds from common stock issuance |  | 287.8 |  | 0.24 |  | 235.3 |  | 0.08 |
| GAAP Net Income: |  |  |  |  |  |  |  |  |
| Core Earnings, net of tax |  | 14.8 |  | 0.21 |  | 31.4 |  | 0.34 |
| Realized gains and losses, net of tax |  | 1.9 |  | 0.03 |  | (0.5) |  | (0.01) |
| Unrealized mark-to-market gains and losses, net of tax |  | 5.7 |  | 0.08 |  | (31.9) |  | (0.34) |
| Other Comprehensive Income, net of tax |  | 9.1 |  | 0.13 |  | 14.5 |  | 0.16 |
| Dividend declaration |  | (16.2) |  | (0.23) |  | (36.9) |  | (0.40) |
| Other |  | 0.1 |  | - |  | 0.1 |  | - |
| Ending stockholders' equity | \$ | 685.6 | \$ | 9.90 | \$ | 897.6 | \$ | 9.73 |

(1) Diluted shares outstanding at end of period are used as the denominator for the change in book value per share calculation

## Portfolio Metrics



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Annualized yield includes impact of 110 s accounted for as derivatives. Interest income on 110 was $\$ 2.9$ million and $\$ 6.2$ million for the first and second quarter of 2011 , contributing an additional $0.5 \%$ and $0.6 \%$ in interest yield, respectively.
(2) Cost of financing RMBS includes interest spread expense associated with the portfolio's interest rate swaps of $\$ 2.9$ million and $\$ 6.4$ million for the first and second quarters of 20113 respectively. Interest spread expense increased cost of financing RMBS by $0.8 \%$ for the first and second quarters of 2010.
(3) Represents range of the percentage change in equity value for $+/-100 \mathrm{bps}$ change in interest rates. Change in equity value is portfolio value change adjusted for leverage.

TWO HARBORS (4) Debt-to-equity is defined as total borrowings to fund RMBS securities and Agency derivatives divided by total equity. If the open trade positions had settled as of June 30 , 2011, the debt-to-equity ratio, as defined, would have increased from 4.2:1.0 to approximately 4.5:1.0.

## Financing and Hedging Strategy



(1) Notional amounts do not include $\$ 1$ billion of notional interest rate swap economically hedging our trading securities.
(2) Does not include repurchase agreements collateralized by U.S. Treasuries of $\$ 1.0$ billion as of June 30, 2011.

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