



Guild mortgage

OWN WHAT MATTERS

**Third Quarter 2023
Investor Presentation**

NOVEMBER 8, 2023

Disclaimer

Forward-Looking Statements

This presentation contains forward-looking statements. These forward-looking statements reflect our current views with respect to, among other things, future events and our financial performance. These statements are often, but not always, made through the use of words or phrases such as “may,” “should,” “could,” “predict,” “potential,” “believe,” “will likely result,” “expect,” “continue,” “will,” “anticipate,” “seek,” “estimate,” “intend,” “plan,” “projection,” “target,” “position,” “would” and “outlook,” or the negative version of those words or other comparable words or phrases of a future or forward-looking nature. These forward-looking statements are not historical facts and are based on current expectations, estimates and projections about our industry, management’s beliefs and certain assumptions made by management, many of which, by their nature, are inherently uncertain and beyond our control. Accordingly, we caution you that any such forward-looking statements are not guarantees of future performance and are subject to risks, assumptions and uncertainties that are difficult to predict. Although we believe that the expectations reflected in these forward-looking statements are reasonable as of the date made, actual results may prove to be materially different from the results expressed or implied by the forward-looking statements.

Important factors that could cause our actual results to differ materially from those indicated in these forward-looking statements include, but are not limited to, the following: any disruptions in the secondary home loan market and their effects on our ability to sell the loans that we originate; any changes in macroeconomic and U.S. residential real estate market conditions; any organizational or pricing changes in certain U.S. government-sponsored entities and government agencies or changes in their guidelines or current roles; any changes in prevailing interest rates or U.S. monetary policies; the effects of any termination of our servicing rights; the effects of our existing and future indebtedness on our liquidity and our ability to operate our business; any disruption in the technology that supports our origination and servicing platform; our failure to identify, develop and integrate acquisitions of other companies or technologies; pressure from existing and new competitors; any failure to maintain or grow our historical referral relationships with our referral partners; any delays in recovering service advances; inaccuracies in the estimates of the fair value of the substantial portion of our assets that are measured on that basis (including our mortgage servicing rights); any failure to adapt to and implement technological changes; any cybersecurity breaches or other vulnerability involving our computer systems or those of certain of our third-party service providers; our inability to secure additional capital, if needed, to operate and grow our business; the impact of operational risks, including employee or consumer fraud, the obligation to repurchase sold loans in the event of a documentation error, and data processing system failures and errors; any repurchase or indemnification obligations caused by the failure of the loans that we originate to meet certain criteria or characteristics; the seasonality of the mortgage origination industry; any failure to protect our brand and reputation; any non-compliance with the complex laws and regulations governing our mortgage loan origination and servicing activities; material changes to the laws, regulations or practices applicable to reverse mortgage programs; our control by, and any conflicts of interest with, McCarthy Capital Mortgage Investors, LLC; the risks related to our status as a “controlled company”; the significant influence on our business that members of our board and management team are able to exercise as stockholders; our dependence, as a holding company, upon distributions from Guild Mortgage Company LLC to meet our obligations; the risks related to the trading market of our Class A common stock due to our dual class common stock structure; our ability to complete repurchases under the share repurchase program in the amount authorized or at all and the impact of the share repurchase program on our business and financial condition; the previous identification of material weaknesses in our internal control over financial reporting; and the other risks, uncertainties and factors that are set forth under Item 1A. – Risk Factors and all other disclosures appearing in Guild’s Quarterly Report on Form 10-Q for the quarter ended June 30, 2023, as well as in other documents Guild files from time to time with the Securities and Exchange Commission. The foregoing factors should not be construed as exhaustive and should be read together with the other cautionary statements included in this investor presentation. If one or more events related to these or other risks or uncertainties materialize, or if our underlying assumptions prove to be incorrect, actual results may differ materially from what we anticipate. Many of the important factors that will determine these results are beyond our ability to control or predict. Accordingly, you should not place undue reliance on any such forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made, and, except as otherwise required by law, we do not undertake any obligation to publicly update or review any forward-looking statement made in this presentation, whether as a result of new information, future developments or otherwise. We may not actually achieve the plans, intentions or expectations disclosed in our forward-looking statements and you should not place undue reliance on our forward-looking statements. Our forward-looking statements do not reflect the potential impact of any future acquisitions, mergers, dispositions, joint ventures, or investments we may make. New factors emerge from time to time, and it is not possible for us to predict which will arise. In addition, we cannot assess the impact of each factor on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements.

Company Overview

A retail-focused mortgage company targeting purchase mortgages and a balanced business model that delivers both growth and stability

- Retail-based loan sourcing strategy that utilizes our deep relationships with our referral network (realtors, builders, etc.)
- Personalized mortgage-borrowing experience, delivered by our knowledgeable loan officers
- Internally-developed technology platform tailor-made for loan officers to drive originations and enhance productivity
- Established reputable brand by serving over 340,000 customers
- Strategy centered on developing client trust and confidence
- In-house servicing platform positions us to extend the client lifecycle and generates recurring revenue

\$29.0 Million

3Q23 Adjusted Net Income¹

10x

Market Share Growth Since 2007²

~35%

Director & Officer Ownership³

94%

3Q23 Purchase Volume⁴

\$4.3 Billion

3Q23 Total Origination Volume⁵

16%

Origination CAGR Since 2007⁶

94%

Likelihood to Recommend⁷

3.93%

Average Gain-on-Sale Margin Since 2008⁸

1. See appendix for notes and additional information regarding non-GAAP financial measures.

See slides 7 and 8 for additional information on notes 2, 5, 6, and 8.

3. Based on ownership of shares of Class A Common Stock as of September 30, 2023.

4. See slide 5 for purchase volume.

7. Source: Mortgage CX Annual 2022 Survey.

Investment Highlights



Overview of Third Quarter 2023 Results

Q3 Highlights

- ✓ Generated GAAP net income of \$54.2 million, or \$0.88 per diluted share, compared to \$36.9 million, or \$0.60 per diluted share, in 2Q23
 - Adjusted net income was \$29.0 million, or \$0.48 per share, compared to \$9.0 million, or \$0.15 per share, in 2Q23¹
 - Net revenue totaled \$257.3 million compared to \$236.8 million in 2Q23
 - Adjusted EBITDA totaled \$43.9 million compared to \$16.5 million in 2Q23¹
- ✓ Total in-house originations of \$4.3 billion
 - Purchase loans came in at \$4.0 billion, representing 94% of total in-house originations
- ✓ Gain on sale margin of 377 bps based on in-house originations and 389 bps based on pull-through adjusted locked volume²
- ✓ Return on equity of 17.2% and adjusted return on equity of 9.2%, compared to 12.0% and 2.9%, respectively, in 2Q23¹

1. See appendix page 14 for reconciliation of non-GAAP measures.

2. Represents loan origination fees and gain on sale of loans, net plus gain on reverse mortgage loans held for investment and HMBS-related borrowings, net divided by total originations, excluding brokered loans, to derive basis points. This includes a \$17.4 million increase in the valuation of our interest rate lock commitments and mortgage loans held for sale recognized in the three months ended September 30, 2023 due to model enhancements.

Overview of Third Quarter 2023 Results *(continued)*

Q3 Origination Segment

- ✓ Net income for the origination segment of \$7.2 million, compared to net loss of \$21.3 million in 2Q23
- ✓ Gain on sale margin based on in-house originations of 377 bps vs. 310 bps in 2Q23¹
- ✓ Gain on sale margin based on pull-through adjusted locked volume of 389 bps vs. 314 bps in 2Q23¹
- ✓ Net revenue for the segment totaled \$163.3 million while expenses came in at \$156.1 million

Q3 Servicing Segment

- ✓ Net income for the servicing segment totaled \$84.0 million, compared to \$88.7 million in 2Q23
- ✓ In-house servicing portfolio increased 2% to \$83.7 billion from 2Q23; retained servicing rights on 80% of loans sold
- ✓ Purchase recapture rate of 25%, highlighting Guild's focus on customer service and the power of its business model

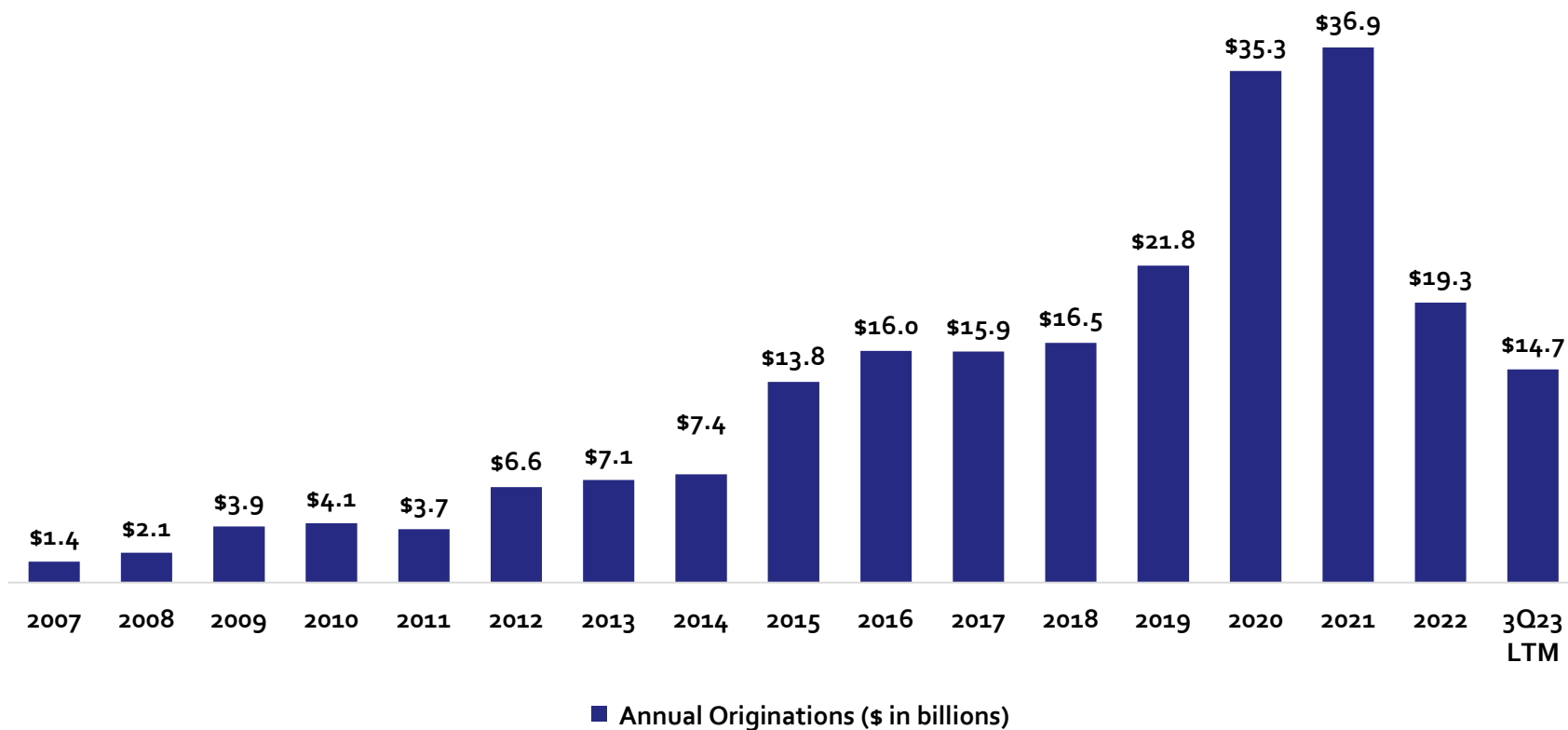
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Scaled Platform With Proven Track Record of Growth

Guild's Annual Origination Volume Since 2007

16%

Origination Volume CAGR¹



■ Annual Originations (\$ in billions)

1. CAGR is equal to the compound annual growth rate of Guild's annual origination volume for the year ended December 31, 2007 through the last twelve months ended September 30, 2023.

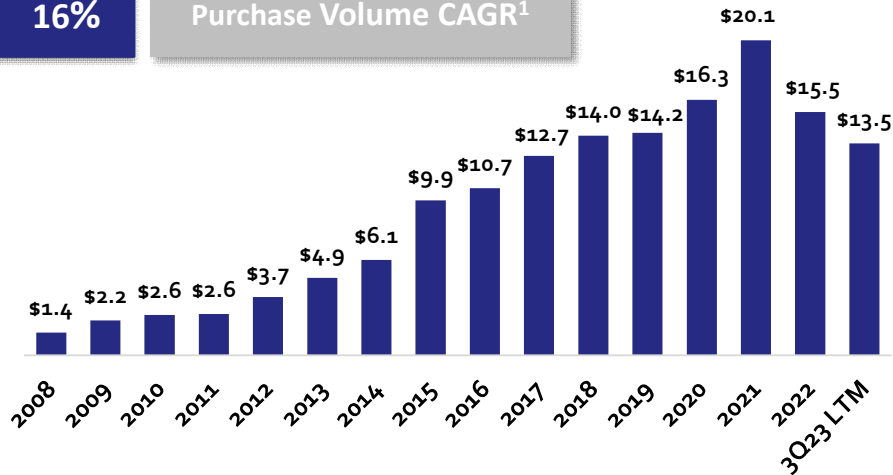
Strategy Has Enabled Durable Originations and More Consistent Returns

Guild's Historical Purchase Volume¹

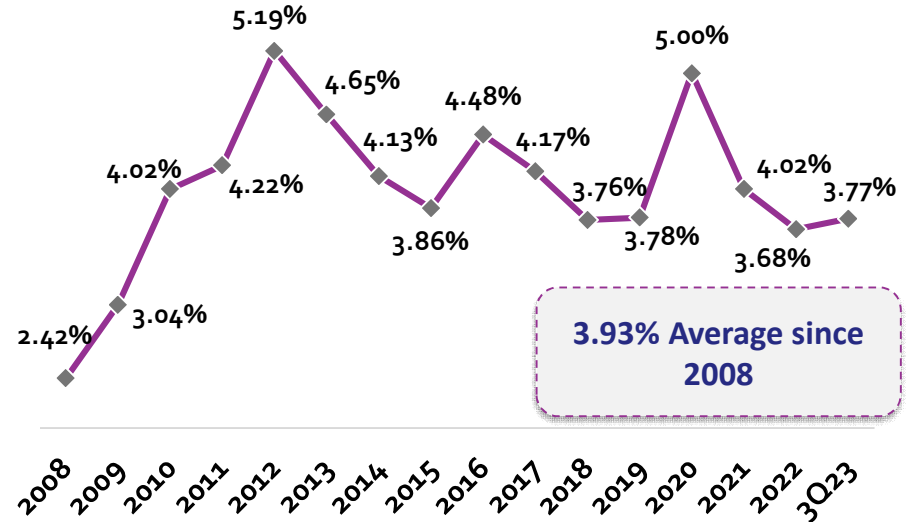
(\$ in billions)

16%

Purchase Volume CAGR¹



Guild's Historical Gain on Sale Margin²



We believe our strategy enables:

- ✓ More **stable origination volume**
- ✓ More **consistent margins**
- ✓ **Increased stability through** interest rate and refinance **cycles**

1. Company information. CAGR is equal to the compound annual growth rate of Guild's annual purchase origination volume for the year ended December 31, 2008 through the last twelve months ended September 30, 2023.

2. Company information. Represents the components of loan origination fees and gain on sale of loans, net plus gain on reverse mortgage loans held for investment and HMBS-related borrowings, net divided by total originations, excluding brokered loans, to derive basis points. This includes a \$17.4 million increase in the valuation of our interest rate lock commitments and mortgage loans held for sale recognized in the three months ended September 30, 2023 due to model enhancements.

Platform Growth

Guild continues to grow both in existing markets and by entering new ones with selective acquisitions and team expansions

2023-To-Date Transactions include:

Acquisition of First Centennial Mortgage

- Privately-held Illinois-based lender with branches predominately in the Midwest
- Increases Midwest presence with high performing local teams

Acquisition of Cherry Creek Mortgage

- Privately-held Colorado-based lender with 68 branches and licensed in 45 states
- Expands reverse mortgage division

Acquisition of Legacy Mortgage

- Independent New Mexico-based lender
- Increases Southwest presence with 13 branches in AZ, CO, NM, and TX

New California District Addition

- New team of 40 members responsible for more than \$350 million in annual production
- Increases presence in California with 8 branch offices

Appendix – Third Quarter 2023 Financials

Balance Sheet

(\$ in Thousands, except per share data)

	September 30, 2023	December 31, 2022
Assets		
Cash and cash equivalents	\$114,352	\$137,891
Restricted cash	3,532	8,863
Mortgage loans held for sale	932,771	845,775
Reverse mortgage loans held for investment	81,457	—
Ginnie Mae loans subject to repurchase right	639,023	650,179
Accounts, notes and interest receivable	63,649	58,304
Derivative assets	24,401	3,120
Mortgage servicing rights, net	1,258,313	1,139,539
Intangible assets, net	27,113	33,075
Goodwill	186,183	176,769
Other assets	165,839	186,076
Total assets	\$3,496,633	\$3,239,591
Liabilities and stockholders' equity		
Warehouse lines of credit	\$839,122	\$713,151
HMBS-related borrowings	71,278	—
Notes payable	148,766	126,250
Ginnie Mae loans subject to repurchase right	639,370	650,179
Accounts payable and accrued expenses	33,194	34,095
Accrued compensation and benefits	33,600	29,597
Investor reserves	20,022	16,094
Contingent liabilities due to acquisitions	7,239	526
Derivative liabilities	—	5,173
Operating lease liabilities	80,287	85,977
Note due to related party	—	530
Deferred compensation plan	95,394	95,769
Deferred tax liabilities	251,384	232,963
Total liabilities	\$2,219,656	\$1,990,304
Commitments and contingencies		
Stockholders' equity		
Preferred stock, \$0.01 par value; 50,000,000 shares authorized; no shares issued and outstanding	—	—
Class A common stock, \$0.01 par value; 250,000,000 shares authorized; 20,558,055 and 20,583,130 shares issued and outstanding at September 30, 2023 and December 31, 2022, respectively	205	206
Class B common stock, \$0.01 par value; 100,000,000 shares authorized; 40,333,019 shares issued and outstanding at September 30, 2023 and December 31, 2022	403	403
Additional paid-in capital	47,529	42,727
Retained earnings	1,228,361	1,205,885
Non-controlling interests	479	66
Total stockholders' equity	\$1,276,977	\$1,249,287
Total liabilities and stockholders' equity	\$3,496,633	\$3,239,591

Income Statement

(\$ in Thousands, except per share data)

	Three Months Ended	
	September 30, 2023	June 30, 2023
Revenue		
Loan origination fees and gain on sale of loans, net	\$158,126	\$136,925
Gain on reverse mortgage loans held for investment and HMBS-related borrowings, net	2,755	2,306
Loan servicing and other fees	61,941	60,211
Valuation adjustment of mortgage servicing rights	22,077	27,890
Interest income	31,348	26,584
Interest expense	(19,394)	(17,329)
Other income, net	404	224
Net revenue	\$257,257	\$236,811
Expenses		
Salaries, incentive compensation and benefits	\$142,637	\$144,903
General and administrative	18,809	20,448
Occupancy, equipment and communication	18,536	18,402
Depreciation and amortization	3,664	3,661
Provision for (reversal of) foreclosure losses	84	(1,044)
Total expenses	\$183,730	\$186,370
Income before income tax expense	\$73,527	\$50,441
Income tax expense	19,284	13,505
Net income	\$54,243	\$36,936
Net (loss) income attributable to non-controlling interests	(6)	—
Net income attributable to Guild	\$54,249	\$36,936
Net income per share attributable to Class A and Class B Common Stock:		
Basic	\$0.89	\$0.61
Diluted	\$0.88	\$0.60
Weighted average shares outstanding of Class A and Class B Common Stock:		
Basic	60,956	60,962
Diluted	61,913	61,801

Segment Income Statements

(\$ in Millions)	Three Months Ended		Seq %Δ
	September 30, 2023	June 30, 2023	
Origination			
Total in-house originations ¹	\$4,263.8	\$4,458.5	(4%)
In-house originations # (000's)	13	13	0%
Net revenue	\$163.3	\$140.3	16%
Total expenses	\$156.1	\$161.6	(3%)
Net income (loss) allocated to origination	\$7.2	(\$21.3)	134%
Servicing			
UPB of servicing portfolio (period end) ²	\$83,705.7	\$82,030.4	2%
# Loans serviced (000's) (period end)	340	335	1%
Loan servicing and other fees	\$61.9	\$60.2	3%
Valuation adjustment of MSR's	\$22.1	\$27.9	(21%)
Net revenue	\$96.6	\$98.9	(2%)
Total expenses	\$12.6	\$10.1	24%
Net income allocated to servicing	\$84.0	\$88.7	(5%)

1. Includes retail forward, correspondent and retail reverse and excludes wholesale reverse and brokered loans.

2. Excludes reverse mortgage loans of \$73.7 million and \$34.5 million as of September 30, 2023 and June 30, 2023, respectively.

Non-GAAP Reconciliation

(\$ in Millions, except per share data)

	Three Months Ended	
	September 30, 2023	June 30, 2023
Reconciliation of Net Income to Adjusted Net Income		
Net income	\$54.2	\$36.9
Net (loss) income attributable to non-controlling interests ¹	—	—
Net income attributable to Guild	54.2	36.9
Add adjustments:		
Change in fair value of MSRs due to model inputs and assumptions	(38.2)	(43.8)
Change in fair value of contingent liabilities, net due to acquisitions	(0.4)	1.3
Amortization of acquired intangible assets	2.0	2.0
Stock-based compensation	2.3	2.3
Tax impact of adjustments ²	9.0	10.2
Adjusted Net Income³	\$29.0	\$9.0
Weighted average shares outstanding of Class A and Class B Common Stock	61	61
Earnings per share	\$0.89	\$0.61
Adjusted earnings per share⁴	\$0.48	\$0.15
Reconciliation of Net Income to Adjusted EBITDA		
Net income	\$54.2	\$36.9
Add adjustments:		
Interest expense on non-funding debt	3.0	2.6
Income tax expense	19.3	13.5
Depreciation and amortization	3.7	3.7
Change in fair value of MSRs due to model inputs and assumptions	(38.2)	(43.8)
Change in fair value of contingent liabilities, net due to acquisitions	(0.4)	1.3
Stock-based compensation	2.3	2.3
Adjusted EBITDA⁵	\$43.9	\$16.5
Reconciliation of Return on Equity to Adjusted Return on Equity		
Net income attributable to Guild	\$54.2	\$36.9
Adjusted net income	\$29.0	\$9.0
Average stockholders' equity	\$1,264.2	\$1,232.4
Return on Equity	17.2%	12.0%
Adjusted Return on Equity⁶	9.2%	2.9%

1. Net loss attributable to non-controlling interests was \$(6) thousand and \$0, for the three months ended September 30, 2023 and June 30, 2023, respectively.

2. Estimated effective tax rate used was 26.3% and 26.8% for the three months ended September 30, 2023 and June 30, 2023.

3. Adjusted Net Income represents earnings before the change in the fair value measurements related to our MSRs, contingent liabilities and note receivable related to completed acquisitions due to changes in valuation assumptions, amortization of acquired intangible assets and stock-based compensation.

4. Adjusted earnings per share represents adjusted net income divided by the basic weighted average shares outstanding of Class A and Class B common stock.

5. Adjusted EBITDA represents earnings before interest (without adjustment for net warehouse interest related to loan fundings and payoff interest related to loan prepayments), taxes, depreciation and amortization and net income attributable to the non-controlling interests exclusive of any change in the fair value measurements of the MSRs due to valuation assumptions, contingent liabilities and note receivable related to completed acquisitions due to changes in valuation assumptions and stock-based compensation.

6. Adjusted Return on Equity represents annualized Adjusted Net Income as a percentage of average beginning and ending stockholders' equity during the period.

