

# New Residential Investment Corp. Quarterly Supplement

First Quarter 2020



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# New Residential Investment Corp.



## New Residential Investment Corp.

New Residential is a leading provider of capital and services to the mortgage and financial services industries

Who We Are

Our mission is to generate attractive risk-adjusted returns across various interest rate environments through our portfolio of investments and operating businesses





# Q1'20 Company and Financial Highlights

### Q1'20 Company and Financial Highlights

- GAAP Net Loss of \$1,602.3 Million, or \$(3.86) per Diluted Share<sup>(1)</sup>, includes MTM/Impairment of \$(2.24) and realized losses of \$(1.92)
- Core Earnings of \$198.4 Million, or \$0.48 per Diluted Share<sup>(1)(2)</sup>
- First Quarter Common Stock Dividend of \$0.05 per Common Share
  - 4.0% dividend yield as of March 31, 2020<sup>(3)</sup>
- Cash as of March 31, 2020 was \$360.5 Million and Unencumbered Assets were \$362.8 Million
- Net Equity of \$5,263.9 Million as of March 31, 2020<sup>(4)</sup>
- \$10.71 Book Value per Common Share as of March 31, 2020
  - Book value per common share decreased -33.9% QoQ from \$16.21 as of December 31, 2019



# A Tale of Two Quarters

Our estimates<sup>(1)</sup> for Q1'20 were significantly impacted by industry-wide volatility at the end of March

	Q1'20 Earnings Estimate as of 03/13/20 <sup>(1)</sup>	Impact from COVID-19 Related Volatility	Q1'20 Earnings Actual
Core Earnings Per Share	\$0.65	(\$0.17)	\$0.48 <sup>(2)</sup>
Book Value Per Share	\$15.72 - \$15.89	(\$5.01 - \$5.18)	\$10.71
Origination and Servicing Pre-Tax Income	\$125mm - \$150mm	~(\$67mm)	\$90.6mm
Origination Volume	\$12.1bn UPB	(\$0.7bn UPB)	\$11.4bn UPB
Leverage <sup>(3)</sup>	~3.5x	Reduction of ~1.8x	1.7x



## **Book Value – Illustrative Sum of the Parts**<sup>(1)</sup>

Operating Company growth is creating substantial off-balance sheet value within NRZ<sup>(1)</sup>

Illustrative Operating Company Valua	tion <sup>(1)(2)</sup>		\$16.00
	Low	High	\$6.1bn Off Balance Sheet
FY20E Earnings (\$mm)	\$300	\$400	\$5.6bn Potential \$12.00 - Operating
P/E Multiple	5.0x	5.0x	Company Value Range
Enterprise Value (\$bn)	\$1.5	\$2.0	\$10.00 - <b>\$4.5bn</b>
Book Equity (\$bn)	(\$0.4)	(\$0.4)	\$8.00 -
Off-Balance Sheet Value (\$bn)	\$1.1	\$1.6	\$6.00 - On Balance Sheet Value
Off-Balance Sheet Value (per share)	\$2.73	\$3.93	ature \$4.00 -
NRZ Common Equity 3/31/20 (per share)	\$10.71	\$10.71	d (1) \$2.00 -
Implied Book Value (per share)	\$13.44	\$14.65	S0.00 S0.00





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# New Residential Positioned for Changes in Macro Environment

Across our Company, we made a number of strategic adjustments to position for the future

### De-Risked Portfolio and Stabilized Book Value

- ✓ Sold approximately \$27.9bn of assets as of April 30, 2020, reducing our investment portfolio to \$12.7bn<sup>(1)(2)(3)</sup>
- ✓ Reduced exposure to mark-to-market financings
- ✓ Reduced overall leverage to 1.5x as of April 30, 2020 from  $3.5x^{(1)(4)}$

### Strengthened Balance Sheet

- Executed on liquidity plan
- ✓ \$517.3mm of cash as of April 30, 2020
- Added additional financing capacity
  - ✓ Post March 31, 2020, increased advance capacity by ~\$1.8bn<sup>(5)</sup>



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Detailed endnotes are included in the Appendix.

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# **Repositioning in Residential Securities and Loans**

NRZ aggressively sold assets and increased liquidity

### Residential Securities and Loans Recent Activity<sup>(1)</sup>

- Significantly reduced our investments and related short term financing in residential loans and securities
  - Sold \$24.9bn of residential securities and \$3.0bn of residential loans<sup>(2)</sup>
- Mark-to-market exposure has dramatically decreased
- During the COVID-19 crisis, we priced and sold a seasoned performing loan securitization with \$449.4mm UPB of collateral<sup>(3)</sup>

### Financing and Investment Strategy<sup>(4)</sup>

- By end of May 2020, we expect that greater than 75% of our non-Agency loans and securities will have 6-month or longer term financing with limited or no mark-to-market exposure
- Investment strategies driven by term financing solutions and focused on assets which are complementary to our origination and servicing businesses
- 85% of residential loans and securities are serviced / subserviced by Shellpoint Mortgage Servicing



### Residential Loans (Assets \$bn)<sup>(1)</sup>





Detailed endnotes are included in the Appendix.

# **Call Rights**

New Residential controls ~\$80 billion UPB of call rights<sup>(1)</sup>

Q1'20 Call Rights Portfolio Activity and Strategy

- New Residential controls call rights representing ~29% of the Non-Agency market<sup>(1)(2)</sup>
  - Roughly \$34.5bn UPB, or ~43%, of our call rights population is currently callable<sup>(1)</sup>
- In Q1' 20, executed on our call rights strategy, calling 15 deals with collateral of ~\$487.7mm in UPB<sup>(1)</sup>
  - Completed one securitization of loans through exercise of call rights with ~\$545.4mm of UPB



Call Deals Executed by New Residential to Date





## Servicer Advances – New Residential Advance Experience

Unparalleled experience managing large portfolios of advance balances

- Advances are a top of the waterfall, high-quality asset
  - Since 2015, we have recovered ~100% of the advances on our portfolio
- Following the acquisition of HLSS in 2015, New Residential's advance balances peaked at \$8.7bn and approximately \$11.2bn of financing capacity
- Since then, we have successfully managed these balances through prudent servicing and attractive financing
  - We have completed 15 advance securitizations for \$6.1bn
- We believe that by working with our special servicer and special servicer partners, we will be able to continue to successfully manage balances<sup>(1)</sup>





## Servicer Advances – Portfolio as of March 31, 2020

### Advance balances were relatively unchanged quarter over quarter

### Advance Balances as of March 31, 2020

- Servicer advance balances decreased to \$3.5bn as of March 31, 2020, relative to \$3.8bn as of December 31, 2019
- Outstanding advance balances are financed with:<sup>(1)</sup>
  - \$3.0 billion of debt (\$1.9 billion in capital markets)
  - 86% LTV
- Advance balances as of March 31, 2020 are comprised of 11% Fannie / Freddie, 3% Ginnie and 86% PLS
- After March 31, 2020, we increased our advance financing capacity by \$1.8bn and extended maturities<sup>(2)</sup>

	Servicer Adv	vance Portfolio Ch	aracteristics	
	Fannie / Freddie	Ginnie	PLS <sup>(3)</sup>	Total
Servicer	Various	NewRez	Various	
<b>UPB</b> (\$bn)	\$383	\$58	\$109	\$550
Adv Balance (\$bn)	\$0.37	\$0.11	\$2.98	\$3.5bn
Adv / UPB	0.10%	0.20%	2.73%	0.63%
Debt (\$bn)	\$0.34	N/A	\$2.64	\$3.0bn
Gross LTV	91%	N/A	88%	86%
Capacity (\$bn)	\$0.44	N/A	\$3.04	\$3.5bn
Maturity	3/21-6/21	N/A	6/20-8/23	6/20-8/23

## **Servicer Advances – Advance Financing Capacity**

We believe we have plenty of capacity to deal with COVID-19 scenarios <sup>(1)</sup>											
<ul> <li>\$5.25bn</li> <li>Total Advance Financing Capacity<sup>(2)</sup></li> <li>We are working with Ginnie Mae on advance financing which would result in ~\$75mm of additional liquidity today and ~\$300mm-350mm in the stress case<sup>(1)</sup></li> <li>Ginnie Mae provides 100% financing on P&amp;I for forbearance loans</li> <li>FHFA has limited servicers' obligations to advance P&amp;I to 4 months</li> </ul>											
		Servic	ing Advance Pro	jections <sup>(1)</sup>							
<ul> <li>In base case scer</li> </ul>	nario, we project	to only need	incremental \$1	20mm of equ	uity to fund	l servicer advan	ces				
• In stress case sce	enario, we project	t this increas	es to \$390mm								
(Figures in \$bn)	Estimated 30 Day+	Service	er Advances	Debt	E	Equity	Financing				
	Delinquency Rate	Balance	Δ from 3/31/20	Financing	Balance	$\Delta$ from 3/31/20	Surplus				
Current	8%	\$3.50		\$2.96	\$0.54		\$2.29				
Projections											

	1 /			0			1
Current	8%	\$3.50		\$2.96	\$0.54		\$2.29
			Projections				
Base Case	21%	\$4.07	\$0.57	\$3.41	\$0.66	\$0.12	\$1.84
Stress Case	29%	\$5.36	\$1.86	\$4.43	\$0.93	\$0.39	\$0.82

Any additional government programs should be accretive to our capital  $^{\left( 1\right) }$ 



MS	Rs are or	ne of the	e few fiz	xed incon	ne assets	that incr	ease in v	value wl	nen intere	est rates :	rise			
	MS	SR Portfol	io Activit	y			MSR Strategy <sup>(2)</sup>							
<ul> <li>MSR portfolio totaled \$648bn UPB as of March 31, 2020, compared to \$630bn as of December 31, 2019<sup>(1)</sup></li> <li>Higher delinquencies, faster long-term speeds and wider discount rates led to mark-to-market loss in the quarter</li> <li>MSR activity halted mid-March following onset of COVID-19 pandemic</li> </ul>					nd in the	with soph Issue mari Wor and	<ul> <li>Improve recapture performance by working diligently with our partners through increased capacity and more sophisticated marketing <ul> <li>Expect significant upside in MSR portfolio as recapture performance improves</li> </ul> </li> <li>Issue stable long term financing with limited mark-tomarket risk</li> <li>Work with our subservicers to minimize delinquencies and advances</li> <li>Extract additional value from our MSR portfolio</li> </ul>							
		]	Full MSRs	(3)			Excess MSRs <sup>(3)</sup>							
	FHLMC	FNMA	GNMA	Non-Agency	Full MSR Total <sup>(3)</sup>	FHLMC	FNMA	GNMA	Non-Agency	Excess MSR Total <sup>(3)</sup>	TOTAL <sup>(4)</sup>			
UPB (\$bn)	127	262	58	81	\$528 bn	32	24	21	43	\$120 bn	\$648 bn			
WAC	4.2%	4.3%	3.9%	4.6%	4.3%	4.6%	4.6%	4.7%	4.7%	4.7%	4.4%			
WALA (Mth)	48	69	34	170	75 Mth	86	104	106	171	128 Mth	81 Mth			
Cur LTV	68%	81%	88%	81%	78%	53%	48%	57%	66%	58%	76%			
Cur FICO	754	744	686	644	722	734	720	695	672	699	719			
60+ DQ	0.4%	1.4%	2.8%	14.9%	3.3%	0.8%	1.8%	0.7%	9.0%	4.5%	3.5%			



# MSRs – Differentiation of New Residential's MSRs

New Residential's MSR portfolio benefits from differentiated characteristics, stable financing and a platform of operating businesses



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# Mortgage Origination and Servicing

Industry leading mort	tgage platform; key contributor to profitability <sup>(1)</sup>
Positioned origination for on-going profitability and growth <sup>(1)</sup>	<ul> <li>Origination business is well-capitalized and continues to take advantage of attractive origination environment</li> <li>Shifted to Fannie, Freddie and Ginnie eligible loans and exited non-agency and non-QM</li> <li>Multi-channel approach provides flexibility to take advantage of various rate environments</li> </ul>
Focused servicing efforts on helping homeowners navigate current crisis	<ul> <li>Used extensive special servicing experience to assist borrowers</li> <li>Implemented homeowner forbearance programs</li> <li>Deployed new digital functionality in our online portals to educate and help homeowners</li> </ul>
Strong quarterly profit with no disruptions to operations and productivity	<ul> <li>Origination and servicing Q1'20 pre-tax net income of \$90.6mm</li> <li>~95% of our employees are working from home<sup>(2)</sup></li> <li>Expect to create over 500 new jobs through crisis<sup>(1)</sup></li> </ul>



# Origination

 $\checkmark$ 

Positive market backdrop for loan origination and recapture<sup>(1)</sup>

Gain on sale margins at recent wides

 $\checkmark$ 

Q1'20 Origination Pre-Tax Net Income of \$60.2mm



Estimate FY'20 Production of \$45 Billion UPB<sup>(1)</sup>









# **Direct to Consumer Originations**

Significant recapture opportunity in current rate environment<sup>(1)</sup>

- Expect volume to double from Q1'20 to Q3'20, supporting MSR portfolio retention<sup>(1)</sup>
- Increasing sales and operational capacity to handle growth
- New predictive marketing campaign engine rolled out in March 2020 to drive customized customer leads and offers





# Servicing

 $\checkmark$ 

Industry leading servicing, financial and operating performance

Broad product spectrum and cost efficient servicing platform  $\checkmark$ 

Q1'20 Servicing Pre-Tax Net Income of \$30.4mm  $\checkmark$ 

Estimate FY'20 Servicing Portfolio of \$330 Billion UPB<sup>(1)</sup>

### Servicing Portfolio Over Time



Annual Direct Cost To Service Over Time





# **Servicing – Special Servicing Expertise**

A proven track record of helping borrowers preserve the dream of homeownership

- Servicing over 40 world class institutional clients, including GSEs, money center banks and whole loan investors
- As delinquencies rise, SMS is well-positioned due to its special servicing experience/expertise<sup>(1)</sup>
  - We work closely with the FHFA, Ginnie Mae and other regulators to ensure positive outcomes for borrowers affected by COVID-19
- SMS implemented online digital tools to support increased forbearance requests
- SMS continues to expand capacity to manage post-forbearance solutions



Founded as a special servicer, for almost 20 years, Shellpoint Mortgage Servicing has been using both agency standards and creative solutions to help homeowners cure their delinquencies and retain their homes



# **COVID-19** Forbearance Update

Forbearance requests from borrowers in our MSR portfolio have declined since peaking in mid-April 2020<sup>(1)</sup>

Forbearances Granted from March 25, 2020 through April 30, 2020<sup>(1)(2)</sup>



### <u>~60%</u>

of borrowers in forbearance that were current as of March 31, 2020 made their April payment and are still current <sup>(2)</sup>

<u>~7%</u>

of borrowers in our portfolio were granted forbearance through April 30, 2020<sup>(2)</sup>



# **Ancillary Services**

We believe that our ancillary services businesses could experience a significant increase in activity in today's environment, and we continue to evaluate synergies with NewRez<sup>(1)</sup>





# Our Focus<sup>(1)</sup>

Creating Value for Shareholders	Our mission is to generate attractive risk-adjusted returns across our portfolio of investments and operating businesses
Growing Recapture, Origination and Servicing	Against the current market backdrop, we believe there is significant opportunity for the growth of our recapture, origination and servicing businesses to contribute to earnings
Maximizing the Value of Each Loan We Service	Ancillary services and partnerships position us to capitalize on opportunities that improve servicing performance and customer experience, and maximize the shareholder value of each loan we service
Protect and Grow Book Value	We will continue to work our hardest to protect book value
Opportunistic Investing	We will continue to be opportunistic and disciplined, and execute transactions that align with our long-term strategy
Risk Management	Risk management is fundamental to our investment process and we are perpetually focused on risk across our business







# Appendix





# 1) Financial Statements



## **Condensed Consolidated Balance Sheets**

(\$000s, except per share data)		<b>3/31/20</b> udited)		<b>12/31/19</b> udited)
ASSETS				
Investments in:				
Excess mortgage servicing rights ("MSRs"), at fair value	\$	363,932	\$	379,747
Excess mortgage servicing rights, equity method investees, at fair value		119,609		125,596
Mortgage servicing rights, at fair value		3,934,384		3,967,960
Mortgage servicing rights financing receivables, at fair value		1,604,431		1,718,273
Servicer advance investments, at fair value		515,574		581,777
Real estate and other securities, available-for-sale (amortized cost \$2,615,252 and \$18,782,175 at March		2 470 (02		10 477 709
31, 2020 and December 31, 2019, respectively; allowance for credit losses \$44,149 at March 31, 2020) Residential mortgage loans, held-for-investment (includes \$824,183 and \$484,443 at fair value at		2,479,603		19,477,728
March 31, 2020 and December 31, 2019, respectively)		824,183		925,706
Residential mortgage loans, held-for-sale		1,264,533		1,429,052
Residential mortgage loans, held-for-sale, at fair value		3,283,973		4,613,612
Consumer loans, held-for-investment (\$780,821 and \$0 held at fair value at March 31, 2020 and December 31, 2019, respectively)		780,821		827,545
Cash and cash equivalents		360,453		528,732
Restricted cash		147,435		162,19
Servicer advances receivable		3,072,863		3,301,37
Trades receivable		3,293,976		5,256,01
Deferred tax asset, net		176,238		8,66
Other assets (includes \$197,715 and \$172,336 in residential mortgage loans subject to repurchase at March 31, 2020 and December 31, 2019, respectively)		1,971,467		1,559,46
Total Assets	\$	24,193,475	\$	44,863,454
IABILITIES				
Repurchase agreements	\$	10,814,130	\$	27,916,225
Notes and bonds payable (includes \$272,292 and \$659,738 at fair value at March 31, 2020 and	+		+	
December 31, 2019, respectively)		7,014,579		7,720,14
Trades payable		20,913		902,08
Due to affiliates		17,216		103,882
Dividends payable		28,033		211,73
Accrued expenses and other liabilities (includes \$197,715 and \$172,336 in residential mortgage loans repurchase liabilities at		968,140		773,12
March 31, 2020 and December 31, 2019, respectively)		900,140		773,12
Total Liabilities	\$	18,863,011	\$	37,627,19
Preferred Stock, 7.50% Series A		150,026		150,02
Preferred Stock, 7.125% Series B		273,418		273,418
Preferred Stock, 6.375% Series C		389,548		,
Noncontrolling interests in equity of consolidated subsidiaries		66,578		78,550
Book Value		\$4,450,894		\$6,734,260
Per share	\$	10.71	\$	16.2
	,		,	



### **Condensed Consolidated Income Statements**

	Ma	onths Ended rch 31, 2020 Inaudited)	Decembe	ns Ended er 31, 2019 udited)
Interest Income	\$	402,373	\$	463,089
Interest Expense	Ŷ	216,855	Ψ	247,013
Net Interest Income		185,518		216,076
Impairment				
Provision (reversal) for credit losses on securities		44,149		3,232
Valuation and credit loss provision (reversal) on loans and real estate owned ("REO")		100,496		2,361
		144,645		5,593
Net Interest Income after impairment		40,873		210,483
Servicing revenue, net of change in fair value \$(649,375) and \$(93,036), respectively		(289,115)		251,793
Gain on originated mortgage loans, held-for-sale, net		179,698		180,520
Other Income Change in fair value of investments in excess MSRs		(11,024)		(9,084)
Change in fair value of investments in excess MSRs, equity method investees		(457)		2,713
Change in fair value of investments in mortgage servicing rights financing receivables		. ,		(55,823)
Change in fair value of servicer advance investments		(104,111)		( , ,
Change in fair value of investments in real estate and other securities		(18,749) (86,792)		(5,644) (6,909)
Change in fair value of investments in residential mortgage loans		(265,244)		(6,909) (146,006)
Change in fair value of derivative instruments		(39,982)		(31,107)
(Loss) gain on settlement of investments, net		(799,572)		131,073
Earnings from investments in consumer loans, equity method investees		(1),512)		(548)
Other (loss) income, net		(76,730)		67,509
		(1,402,661)		(53,826)
Operating Expenses		(_,,_,_,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		(00)010)
General and administrative expenses		206,363		186,676
Management fee to affiliate		21,721		21,211
Incentive compensation to affiliate		-		42,627
Loan servicing expense		7,853		5,570
Subservicing expense		66,981		79 <i>,</i> 719
		302,918		335,803
(Loss) Income Before Income Taxes		(1,774,123)		253,167
Income tax (benefit) expense		(166,868)		22,786
Net (Loss) Income	\$	(1,607,255)	\$	230,381
Noncontrolling Interests in (Loss) Income of Consolidated Subsidiaries		(16,162)		10,658
Dividends on preferred stock		11,222		7,943
Net (Loss) Income Attributable to Common Stockholders	\$	(1,602,315)	\$	211,780



### Net Income by Segment (Q1'20 and Q4'19)

		Servic	ing an	d Origin	ations	5	Re	sidential Sec	urities	and Loans				
Ouarter Ended March 31, 2020	Origination		Servicing		MSRs & Servicer Advances		Residential Securities & Call Rights		Residential Loans		Corporate & Other			Total
Interest income	\$	16,735	\$	7,487	\$	99,353	\$	184,005	\$	59,921	\$	34,872	\$	402,373
Interest expense		13,427		196		57,783		108,009		30,773		6,667		216,855
Net interest income		3,308		7,291		41,570		75,996		29,148		28,205		185,518
Impairment		-		-		-		44,149		100,496		-		144,645
Servicing revenue, net		(1,078)		86,742		(374,779)		-		-		-		(289,115)
Gain on originated mortgage loans, held-for-sale, net		158,215		259		12,713		-		8,511		-		179,698
Other income (loss)		(16)		499		(156,933)		(966,039)		(192,271)		(87,901)		(1,402,661)
Operating expenses		100,212		64,352		83,880		6,854		16,756		30,864		302,918
Income (Loss) Before Income Taxes		60,217		30,439		(561,309)		(941,046)		(271,864)		(90,560)		(1,774,123)
Income tax expense (benefit)		11,958		6,045		(109,785)		-		(75,201)		115		(166,868)
Net Income (Loss)	\$	48,259	\$	24,394	\$	(451,524)	\$	(941,046)	\$	(196,663)	\$	(90,675)	\$	(1,607,255)
Noncontrolling interests in income (loss) of consolidated														
subsidiaries		1,283		-		(11,247)		-		-		(6,198)		(16,162)
Dividends on Preferred Stock	\$	-	\$	-	\$	-	\$	-	\$	-	\$	11,222	\$	11,222
Net income (loss) attributable to common stock holders	\$	46,976	\$ 2	24,394	\$	(440,277)	\$	(941,046)	\$	(196,663)	\$	(95,699)	\$ (	1,602,315)

		Servic	ing a	nd Origin	ations		Re	sidential Sec	curities	and Loans					
Ouarter Ended December 31, 2019		Origination		Servicing		MSRs & Servicer Advances		Residential Securities & Call Rights		Residential Loans		Corporate & Other		Total	
Interest income	\$	17,321	\$	8,665	\$	151,755	\$	186,250	\$	61,765	\$	37,333	\$	463,089	
Interest expense		16,895		306		61,694		122,617		38,461		7,040		247,013	
Net interest income		426		8,359		90,061		63,633		23,304		30,293		216,076	
Impairment		-		-		-		3,232		(4,050)		6,411		5,593	
Servicing revenue, net		(390)		56,020		196,163		-		-		-		251,793	
Gain on originated mortgage loans, held-for-sale, net		160,280		348		6,748		-		13,144		-		180,520	
Other income (loss)		8,886		5,343		(11,876)		(10,748)		(42,859)		(2,572)		(53,826)	
Operating expenses		82,953		42,790		117,374		(964)		21,456		72,194		335,803	
Income (Loss) Before Income Taxes		86,249		27,280		163,722		50,617		(23,817)		(50,884)		253,167	
Income tax expense (benefit)		24,286		8,150		29,819		-		(39,509)		40		22,786	
Net Income (Loss)	\$	61,963	\$	19,130	\$	133,903	\$	50,617	\$	15,692	\$	(50,924)	\$	230,381	
Noncontrolling interests in income (loss) of consolidated															
subsidiaries		1,824		-		(211)		-		-		9,045		10,658	
Dividends on Preferred Stock	\$	-	\$	-	\$	-	\$	-	\$	-	\$	7,943	\$	7,943	
Net income (loss) attributable to common stockholders	\$	60,139	\$	19,130	\$	134,114	\$	50,617	\$	15,692	\$	(67,912)	\$	211,780	





# 2) GAAP Reconciliation & Endnotes



# **Unaudited GAAP Reconciliation of Core Earnings**

- Management uses Core Earnings, which is a Non-GAAP measure, as one measure of operating performance.
- Please see next slide for the definition of Core Earnings.

(\$000s, except per share data)	 Q1 2020	Q4 2019
Reconciliation of Core Earnings		
Net (loss) income attributable to common stockholders	\$ (1,602,315) \$	211,780
Adjustments for Non-Core Earnings:		
Impairment	144,645	5,360
Change in fair value of investments in mortgage servicing rights	504,848	(100,344)
Change in fair value of servicer advance investments	18,749	5,644
Change in fair value of investments in real estate and other securities	86,792	6,909
Change in fair value of investments in residential mortgage loans	265,244	145,308
Change in fair value of derivative instruments	39,982	31,113
(Gain) loss on settlement of investments, net	811,471	(112,584)
Other (income) loss	83,501	(51,396)
Other Income and Impairment attributable to non-controlling interests	(22,279)	(4,495)
Non-capitalized transaction-related expenses	16,902	31,984
Incentive compensation to affiliate	-	42,627
Preferred stock management fee to affiliate	2,295	1,588
Deferred taxes	(166,917)	20,127
Interest income on residential mortgage loans, held-for-sale	12,143	15,648
Adjust consumer loans to level yield	(515)	355
Core earnings of equity method investees:		
Excess mortgage servicing rights	3,825	5,803
Core Earnings	\$ 198,371 \$	255,427
Net (Loss) Income Per Diluted Share	\$ (3.86) \$	0.51
Core Earnings Per Diluted Share	\$ 0.48 \$	0.61
Weighted Average Number of Shares of Common Stock Outstanding, Diluted	415,589,155	415,673,185



# **Reconciliation of Non-GAAP Measures**

#### Core Earnings

- We have five primary variables that impact our operating performance: (i) the current yield earned on our investments, (ii) the interest expense under the debt incurred to finance our investments, (iii) our operating expenses and taxes, (iv) our realized and unrealized gains or losses, including any impairment, on our investments, and (v) income from our origination and servicing businesses. "Core earnings" is a non-GAAP measure of our operating performance, excluding the fourth variable above and adjusts the earnings from the consumer loan investment to a level yield basis. Core earnings is used by management to evaluate our performance without taking into account: (i) realized and unrealized gains and losses, which although they represent a part of our recurring operations, are subject to significant variability and are generally limited to a potential indicator of future economic performance; (ii) incentive compensation paid to our Manager; (iii) non-capitalized transaction-related expenses; and (iv) deferred taxes, which are not representative of current operations.
- Our definition of core earnings includes accretion on held-for-sale loans as if they continued to be held-for-investment. Although we intend to sell such loans, there is no guarantee that such loans will be sold or that they will be sold within any expected timeframe. During the period prior to sale, we continue to receive cash flows from such loans and believe that it is appropriate to record a yield thereon. In addition, our definition of core earnings excludes all deferred taxes, rather than just deferred taxes related to unrealized gains or losses, because we believe deferred taxes are not representative of current operations. Our definition of core earnings also limits accreted interest income on RMBS where we receive par upon the exercise of associated call rights based on the estimated value of the underlying collateral, net of related costs including advances. We created this limit in order to be able to accrete to the lower of par or the net value of the underlying collateral, in instances where the net value of the underlying collateral is lower than par. We believe this amount represents the amount of accretion we would have expected to earn on such bonds had the call rights not been exercised.
- Our investments in consumer loans are accounted for under ASC No. 310-20 and ASC No. 310-30, including certain non-performing consumer loans with revolving privileges that are explicitly excluded from being accounted for under ASC No. 310-30. Under ASC No. 310-20, the recognition of expected losses on these non-performing consumer loans is delayed in comparison to the level yield methodology under ASC No. 310-30, which recognizes income based on an expected cash flow model reflecting an investment's lifetime expected losses. The purpose of the Core Earnings adjustment to adjust consumer loans to a level yield is to present income recognition across the consumer loan portfolio in the manner in which it is economically earned, avoid potential delays in loss recognition, and align it with our overall portfolio of mortgage-related assets which generally record income on a level yield basis. With respect to consumer loans classified as held-for-sale, the level yield is computed through the expected sale date. With respect to the gains recorded under GAAP in 2014 and 2016 as a result of a refinancing of the debt related to our investments in consumer loans, and the consolidation of entities that own our investments in consumer loans, respectively, we continue to record a level yield on those assets based on their original purchase price.
- While incentive compensation paid to our Manager may be a material operating expense, we exclude it from core earnings because (i) from time to time, a component of the computation of this expense will relate to items (such as gains or losses) that are excluded from core earnings, and (ii) it is impractical to determine the portion of the expense related to core earnings and non-core earnings, and the type of earnings (loss) that created an excess (deficit) above or below, as applicable, the incentive compensation threshold. To illustrate why it is impractical to determine the portion of incentive compensation expense that should be allocated to core earnings, we note that, as an example, in a given period, we may have core earnings in excess of the incentive compensation threshold but incur losses (which are excluded from core earnings below the incentive compensation threshold. In such case, we would either need to (a) allocate zero incentive compensation expense to core earnings, even though no incentive compensation threshold, or (b) assign a "pro forma" amount of incentive compensation expense to core earnings, even though no incentive compensation was actually incurred. We believe that neither of these allocation methodologies achieves a logical result. Accordingly, the exclusion of incentive compansation facilitates comparability between periods and avoids the distortion to our non-GAAP operating measure that would result from the inclusion of incentive compensation that relates to non-core earnings.
- With regard to non-capitalized transaction-related expenses, management does not view these costs as part of our core operations, as they are considered by management to be similar to realized losses
  incurred at acquisition. Non-capitalized transaction-related expenses are generally legal and valuation service costs, as well as other professional service fees, incurred when we acquire certain investments,
  as well as costs associated with the acquisition and integration of acquired businesses.
- Since the third quarter of 2018, as a result of the Shellpoint Acquisition, we, through our wholly owned subsidiary, NewRez, originate conventional, government-insured and nonconforming residential mortgage loans for sale and securitization. In connection with the transfer of loans to the GSEs or mortgage investors, we report realized gains or losses on the sale of originated residential mortgage loans and retention of mortgage servicing rights, which we believe is an indicator of performance for the Servicing and Origination segment and therefore included in core earnings. Realized gains or losses on the sale of originated residential mortgage loans for signated residential mortgage loans and retention of mortgage loans had no impact on core earnings in any prior period, but may impact core earnings in future periods.
- Beginning with the third quarter of 2019, as a result of the continued evaluation of how Shellpoint operates its business and its impact on the Company's operating performance, core earnings includes Shellpoint's GAAP net income with the exception of the unrealized gains or losses due to changes in valuation inputs and assumptions on MSRs owned by NewRez, and non-capitalized transaction-related expenses. This change was not material to core earnings for the quarter ended September 30, 2019.
- Management believes that the adjustments to compute "core earnings" specified above allow investors and analysts to readily identify and track the operating performance of the assets that form the core of our activity, assist in comparing the core operating results between periods, and enable investors to evaluate our current core performance using the same measure that management uses to operate the business. Management also utilizes core earnings as a measure in its decision-making process relating to improvements to the underlying fundamental operations of our investments, as well as the allocation of resources between those investments, and management also relies on core earnings as an indicator of the results of such decisions. Core earnings excludes certain recurring items, such as gains and losses (including impairment as well as derivative activities) and non-capitalized transaction-related expenses, because they are not considered by management to be part of our core operations for the reasons described herein. As such, core earnings is not intended to reflect all of our activity and should be considered as only one of the factors used by management in assessing our performance, along with GAAP net income which is inclusive of all of our activities.
- The primary differences between core earnings and the measure we use to calculate incentive compensation relate to (i) realized gains and losses (including impairments), (ii) non-capitalized transaction-related expenses and (iii) deferred taxes (other than those related to unrealized gains and losses). Each are excluded from core earnings and included in our incentive compensation measure (either immediately or through amortization). In addition, our incentive compensation measure does not include accretion on held-for-sale loans and the timing of recognition of income from consumer loans is different. Unlike core earnings, our incentive compensation measure is intended to reflect all realized results of operations. The Gain on Remeasurement of Consumer Loans Investment was treated as an unrealized gain for the purposes of calculating incentive compensation and was therefore excluded from such calculation.



# **Endnotes to Slide 4**

### Endnotes to Slide 4:

Source: Company filings and data. Financial data as of March 31, 2020 unless otherwise noted.

- Per common share calculations of GAAP Net Income (Loss) and Core Earnings are based on 415,589,155 weighted average diluted common shares during the quarter ended March 31, 2020.
- (2) Core earnings is a non-GAAP measure. See Reconciliation pages in the Appendix for a reconciliation to the most comparable GAAP measure.
- (3) Dividend yield based on NRZ common stock closing price of \$5.01 on March 31, 2020 and annualized dividend based on a \$0.05 per common share quarterly dividend.
- (4) Percentages are based on \$5.3 billion portfolio which includes corporate net equity of (\$13) million.

Origination: Net Investment of \$380 million includes \$1,988 million of total assets, net of debt and other liabilities of \$1,597 million and non-controlling interests in the portfolio of \$11 million.

Servicing: Net Investment of \$211 million includes \$306 million of total assets, net of debt and other liabilities of \$95 million.

<u>MSRs and Servicer Advances</u>: Excess MSRs - Net Investment of \$187 million includes (A) \$484 million investment in March 31, 2020. <u>Legacy NRZ Excess MSRs</u>, and (B) \$12 million of restricted cash and other assets, net of debt and other liabilities of \$309 million (debt issued on the NRZ Agency Excess MSR portfolio). MSRs - Net Investment of \$2,796 million includes \$8,777 million of total assets, net of debt and other liabilities of \$5,981 million. Servicer Advances: Net Investment of \$103 million includes (A) \$97 million net investment in <u>AP LLC</u> <u>Advances</u>, with \$545 million of total assets, net of debt and other liabilities of \$416 million and non-controlling interests in the portfolio of \$32 million and (B) \$6 million net investment in <u>SLS Advances</u>, with \$16 million of total assets, net of debt and other liabilities of \$100 million. Targeted Lifetime Net Yield is targeted IRR for pools that have settled.

<u>Residential Securities & Call Rights</u>: Net Investment of \$534 million includes (A) \$509 million net investment in <u>Non-Agency RMBS</u>, with \$3,508 million of assets, net of debt and other liabilities of \$2,999 million, (B) \$25 million in <u>Agency RMBS</u>, with \$228 million of assets, net of debt and other liabilities of \$2,030 million (including \$21 million of Open Trades Payable) and (C) \$0.3 million net investment in <u>Call Rights</u>. Targeted Lifetime Net Yield represents the targeted future IRR over a weighted average life of 8.0 years for Non-Agency RMBS, assuming actual and targeted leverage, and represents the IRR over a weighted average life of 6.8 years for Agency RMBS.

Note that the economic returns from our call right strategy could be adversely affected by a rise in interest rates and are contingent on the level of delinquencies and outstanding advances in each transaction, fair market value of the related collateral and other economic factors and market conditions. We may become subject to claims and legal proceedings, including purported class-actions, in the ordinary course of our business, challenging our right to exercise these call rights. Call rights are usually exercisable when current loan balances in a related portfolio are equal to, or lower than, 10% of their original balance. See "Disclaimers" at the beginning of this Presentation for more information on forward-looking statements.

<u>Residential Loans</u>: Net Investment of \$989 million includes (A) \$968 million net investment in <u>Residential Loans & REO</u>, with \$4,444 million of total assets, net of debt and other liabilities of \$3,476 million, (B) \$20 million net investment in <u>EBOs</u>, with \$47 million of total assets, net of debt and other liabilities of \$27 million and (C) \$1 million net investment in <u>Reverse Loans</u>, with \$7 million of total assets, net of debt and other liabilities of \$60 million. Targeted Lifetime Net Yield represents the IRR over a weighted average life of 11.5 years.

Other: Net Investment of \$77 million includes Consumer Loans with \$883 million of total assets, net of debt and other liabilities of \$782 million and non-controlling interests in the portfolio of \$24 million. Targeted Lifetime Net Yield represents the IRR over a weighted average life of 3.9 years.



# Endnotes to Slides 5 to 8

### Endnotes to Slide 5:

Source: Company filings and data. Financial data as of March 31, 2020 unless otherwise noted.

- (1) Estimates reflect unaudited estimates as of March 13, 2020.
- (2) Core earnings is a non-GAAP measure. See Reconciliation pages in the Appendix for a reconciliation to the most comparable GAAP measure.
- (3) Represents recourse leverage. Excludes non-recourse leverage including outstanding consumer debt, servicer advance debt, \$56.9 million of full MSR debt, SAFT 2013-1 and MDST Trusts mortgage backed securities issued, and Shellpoint non-agency RMBS.

#### Endnotes to Slide 6:

Note: All per share values on this slide are based on 415,589,155 basic common shares outstanding as of March 31, 2020. References to Operating Company for the purposes of calculating "Implied Book Value" includes Origination Segment, Servicing Segment, Guardian Asset Management and Covius Holdings.

- (1) Valuation analysis and 2020 Operating Company earnings range are based on management's current views and estimates, and actual results and value realized from our operating company may vary materially. See "Disclaimers" at the beginning of this Presentation for more information on forward-looking statements.
- (2) Illustrative analysis adds (i) the difference between our operating company enterprise value and the GAAP Book Value in those operating company segments to (ii) NRZ's Book Value as of March 31, 2020. Operating company enterprise value is calculated by applying a 5.0x earnings multiple to a \$300 million to \$400 million full year 2020 earnings estimate. 5.0x earnings multiple based on current average sell-side analyst earnings multiple of certain publicly traded peers (COOP, PFSI) (Source: SNL Financial). Book Value in the operating company segments does not contain corporate level debt or cash in excess of operating company needs.

#### Endnotes to Slide 7:

Source: Company filings and data. Financial data as of March 31, 2020 unless otherwise noted.

- (1) Represents activity from December 31, 2019 through April 30, 2020.
- (2) "Investment portfolio" refers to total assets less cash, restricted cash, other assets, goodwill and mortgage loans originated.
- (3) Includes intra-quarter purchase and sales. Agency RMBS: bought \$10.2 billion; sold \$20.6 billion. Non-Agency RMBS: bought \$539 million; sold \$4.4 billion. Residential Mortgage Loans: bought \$853 million; sold \$2.0 billion. Post March 31, 2020, sold additional \$965 million Residential Mortgage Loans. As of March 31, 2020, there were \$3.3 billion of trade receivables on the balance sheet related to the sale of certain non-agency assets that settled on April 2, 2020.
- (4) Represents recourse leverage. Excludes non-recourse leverage including outstanding consumer debt, servicer advance debt, \$56.9 million of full MSR debt, SAFT 2013-1 and MDST Trusts mortgage backed securities issued, and Shellpoint non-agency RMBS.
- (5) Represents activity post March 31, 2020. \$625 million of \$1.8 billion additional capacity has been agreed to in principle but is subject to definitive documentation. There can be no assurance that we will complete such definitive documentation or close such financing. See "Disclaimers" at the beginning of this Presentation.
- (6) "Peak Assets" refers to New Residential's investment portfolio at its highest value during Q1'20 prior to COVID-19 related volatility.
- (7) Represents activity after March 31, 2020. Data as of April 30, 2020.

### Endnotes to Slide 8:

Source: Company filings and data. Financial data as of March 31, 2020 unless otherwise noted.

- (1) Represents activity from December 31, 2019 through April 30, 2020 unless otherwise noted.
- (2) Includes intra-quarter purchase and sales. Agency RMBS: bought \$10.2 billion; sold \$20.6 billion. Non-Agency RMBS: bought \$539 million; sold \$4.4 billion. Residential Mortgage Loans: bought \$853 million; sold \$2.0 billion. Post March 31, 2020, sold additional \$965 million Residential Mortgage Loans. As of March 31, 2020, there were \$3.3 billion of trade receivables on the balance sheet related to the sale of certain non-agency assets that settled on April 2, 2020.
- (3) Represents activity after March 31, 2020. Data as of April 30, 2020.
- (4) Based on management's current views and estimates, and actual results may vary materially. See "Disclaimers" at the beginning of this Presentation for more information on forward looking statements.



# Endnotes to Slides 9 to 13

### **Endnotes to Slide 9:**

Source: Company filings and data. Financial data as of March 31, 2020 unless otherwise noted.

- (1) Call rights UPB estimated as of March 31, 2020. The UPB of the loans relating to our call rights may be materially lower than the estimates in this Presentation, and there can be no assurance that we will be able to execute on this pipeline of callable deals in the near term, on the timeline presented above, or at all, or that callable deals will be economically favorable. The economic returns from this strategy could be adversely affected by a rise in interest rates and are contingent on the level of delinquencies and outstanding advances in each transaction, fair market value of the related collateral and other economic factors and market conditions. We may become subject to claims and legal proceedings, including purported class-actions, in the ordinary course of our business, challenging our right to exercise these call rights and, as a result, we may not be able to exercise such rights on favorable terms at all. Call rights are usually exercisable when current loan balances in a related portfolio are equal to, or lower than, 10% of their original balance.
- Based on management's current views and estimates, and actual results may vary materially. See "Disclaimers" at the beginning of this Presentation for more information on forward (2)looking statements.

### **Endnotes to Slide 10:**

Source: Company filings and data. Financial data as of March 31, 2020 unless otherwise noted.

Based on management's current views and estimates, and actual results may vary materially. See "Disclaimers" at the beginning of this Presentation for more information on forward looking statements.

### Endnotes to Slide 11:

Source: Company filings and data. Financial data as of March 31, 2020 unless otherwise noted.

- (1) Represents par value of advances and related debt obligations inclusive of a non-controlling interest ownership of ~27% in the Advance Purchaser portfolio
- (2)Represents activity post March 31, 2020. \$625 million of \$1.8 billion additional capacity has been agreed to in principle but is subject to definitive documentation. There can be no assurance that we will complete such definitive documentation or close such financing. See "Disclaimers" at the beginning of this Presentation.
- PLS includes Advance Purchaser, HLSS, SLS and NewRez LLC. In the case of Advance Purchaser and SLS, New Residential is not the named servicer but is responsible for advances. (3)

### Endnotes to Slide 12:

Source: Company filings and data as of March 31, 2020 unless otherwise noted. Company projections as of April 30, 2020.

- (1) Based on management's current views and estimates, and actual results may vary materially. See "Disclaimers" at the beginning of this Presentation for more information on forward looking statements.
- Represents activity post March 31, 2020. \$625 million of \$1.8 billion additional capacity has been agreed to in principle but is subject to definitive documentation. There can be no (2)assurance that we will complete such definitive documentation or close such financing. See "Disclaimers" at the beginning of this Presentation.

### **Endnotes to Slide 13:**

Source: Company filings and data. Financial data as of March 31, 2020 unless otherwise noted.

- MSR UPB includes Excess MSRs and Full MSRs.
- Based on management's current views and estimates, and actual results may vary materially. See "Disclaimers" at the beginning of this Presentation for more information on forward (2)looking statements.
- See "Abbreviations" in Appendix for more information. (3)
- "Total" columns reflect weighted average calculations accounting for partial Excess MSR ownership. (4)



# Endnotes to Slides 14 to 19

### Endnotes to Slide 14:

Source: Company filings and data. Financial data as of March 31, 2020 unless otherwise noted.

- (1) Represents MSR Financing as of April 30, 2020.
- (2) FNMA/FHLMC/GNMA agency data via eMBS provider and PLS data via CoreLogic provider.
- (3) "Smaller Refinanceable Population" includes population of NRZ owned MSRs that are >=\$100 of savings per month ITM. Analysis is based on loan level detail across NRZ's owned MSR portfolio.
- (4) Based on management's current views and estimates, and actual results may vary materially. See "Disclaimers" at the beginning of this Presentation for more information on forward looking statements.

#### Endnotes to Slide 15:

- (1) Based on management's current views and estimates, and actual results may vary materially. See "Disclaimers" at the beginning of this Presentation for more information on forward looking statements.
- (2) Refers to activity post March 31, 2020.

#### Endnotes to Slide 16:

Source: Company filings and data. Financial data as of March 31, 2020 unless otherwise noted.

- (1) Based on management's current views and estimates, and actual results may vary materially. See "Disclaimers" at the beginning of this Presentation for more information on forward looking statements.
- (2) Origination PTI margin excludes MSR revenue on recaptured loan volume that is delivered back to New Residential.

#### Endnotes to Slide 17:

Source: Company filings and data. Financial data as of March 31, 2020 unless otherwise noted.

(1) Based on management's current views and estimates, and actual results may vary materially. See "Disclaimers" at the beginning of this Presentation for more information on forward looking statements.

### Endnotes to Slide 18:

Source: Company filings and data. Financial data as of March 31, 2020 unless otherwise noted.

(1) Based on management's current views and estimates, and actual results may vary materially. See "Disclaimers" at the beginning of this Presentation for more information on forward looking statements.

### Endnotes to Slide 19:

Source: Company data.

- (1) Based on management's current views and estimates, and actual results may vary materially. See "Disclaimers" at the beginning of this Presentation for more information on forward looking statements.
- (2) Percentage of loans boarded delinquent brought back to performing status, compared to industry reperformance for buckets of similar loans. Source: Core Logic.



# Endnotes to Slides 20 to 22

### Endnotes to Slide 20:

Source: Company data as of April 30, 2020.

- (1) There can be no assurances that these trends continue in the future.
- (2) Reflects borrowers where New Residential owns the Full MSR.

### Endnotes to Slide 21:

(1) Based on management's current views and estimates, and actual results may vary materially. See "Disclaimers" at the beginning of this Presentation for more information on forward looking statements.

#### Endnotes to Slide 22:

(1) Based on management's current views and estimates, and actual results may vary materially. See "Disclaimers" at the beginning of this Presentation for more information on forward looking statements.



## Abbreviations

Abbreviations: This Presentation may include abbreviations, which have the following meanings:

- 60+ DQ - Percentage of loans that are delinquent by 60 days or more
- Age (mths) or Loan Age (mths) Weighted average number of months loans are outstanding
- BPO Broker's Price Opinion
- BV Book Value
- CDR Conditional Default Rate
- CLTV Ratio of current loan balance to estimated current asset value
- CPR Constant Prepayment Rate
- CRR Constant Repayment Rate
- Cur - Current
- Current UPB UPB as of the end of the current month
- DPD Days past due
- DQ Delinquency
- DTI Debt to Income
- EBO -Residential Mortgage Loans acquired through the GNMA early buy-out program
- Excess MSRs Monthly interest payments generated by the related Mortgage Servicing Rights (MSRs), net of a basic fee required to be paid to the servicer
- FHLMC Freddie Mac / Federal Home Loan Mortgage Corporation
- FICO A borrower's credit metric generated by the credit scoring model created by the Fair Isaac Corporation
- Flow Arrangements Contractual recurring agreements, often monthly or quarterly, to purchase servicing of newly originated or highly delinquent loans
- FNMA Fannie Mae / Federal National Mortgage Association
- GNMA - Ginnie Mae / Government National Mortgage Association
- GWAC Gross Weighted Average Coupon
- HPA Home Price Appreciation
- IRR Internal Rate of Return
- LHS Left Hand Side
- LTD Life to Date
- LTD Cash Flows -Actual cash flow collected from the investment as of the end of the current month
- LTV Loan to Value
- Non-QM Non-qualified
- NPL Non-Performing Loans
- MSR Mortgage servicing rights
- MTM Mark-to-market
- Original UPB UPB at Time of Securitization
- P&I Principal and Interest
- PLS Private Label Securitizations
- Proj. Future Cash Flows Future cash flow projected with the Company's original underwriting assumptions
- QoQ Quarter-over-quarter
- Recapture Rate Percentage of voluntarily prepaid loans that are refinanced by the servicer
- REO Real Estate Owned
- RHS - Right Hand Side

- RPL Reperforming Loan .
- SI Short Interest
- TSO Total Shares Outstanding
- Uncollected Payments Percentage of loans that missed their most recent payment
- UPB Unpaid Principal Balance
- Updated IRR Internal rate of return calculated based on the cash flow received to date through the current month and the projected future cash flow based on our original underwriting assumptions
- U/W LTD Underwritten life-to-date .
- WA Weighted Average
- . WAC - Weighted Average Coupon
- . WAL - Weighted Average Life to Maturity
- WALA Weighted Average Loan Age
- YoY Year-over-year .

