
$15^{\text {th }}$ Annual Credit Suisse Financial Services Forum

February 11, 2014

## 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 forward-looking statements involve significant risks and uncertainties that could cause actual results to differ materially from expected results, including, among other things, those described in our Annual Report on Form 10K for the year ended December 31, 2012 and any subsequent Quarterly Reports on Form 10-Q, under the caption "Risk Factors." 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 residential mortgage-backed securities, the rates of default or decreased recovery on the mortgages underlying our non-Agency securities, failure to recover credit losses in our portfolio, changes in interest rates and the market value of our assets, the availability of financing, the availability of target assets at attractive prices, our ability to manage various operational risks associated with our business, our ability to maintain our REIT qualification, limitations imposed on our business due to our REIT status and our exempt status under the Investment Company Act of 1940, 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, our ability to acquire mortgage loans or securitize the mortgage loans we acquire, our involvement in securitization transactions, the timing and profitability of our securitization transactions, the risks associated with our securitization transactions, our ability to acquire mortgage servicing rights, the impact of new or modified government mortgage refinance or principal reduction programs, unanticipated changes in overall market and economic conditions, and our exposure to claims and litigation, including litigation arising from our involvement in securitization transactions.

Readers are cautioned not to place undue reliance upon any forward-looking statements, which speak only as of the date made. Two Harbors does not undertake or accept any obligation to release publicly any updates or revisions to any forward-looking statement to reflect any change in its expectations or any change in events, conditions or circumstances on which any such statement is based. Additional information concerning these and other risk factors is contained in Two Harbors' most recent filings with the Securities and Exchange Commission (SEC). All subsequent written and oral forward looking statements concerning Two Harbors or matters attributable to Two Harbors or any person acting on its behalf are expressly qualified in their entirety by the cautionary statements above.

Readers are advised that the financial information in this presentation is based on company data available at the time of this presentation, and unless otherwise noted, has not been audited by the company's independent auditors.

## Executive Summary - Financial Overview

## FULL YEAR 2013 - DELIVERED STRONG RETURN ON BOOK VALUE

- Produced full year 2013 return on book value of $10.4 \%{ }^{(1)}$ with dividends of $\$ 2.18^{(2)}$ per share, despite a volatile interest rate and mortgage spread environment
- Reported Comprehensive Income for the full year of $\$ 327.3$ million, representing a return on average equity of $8.5 \%$, or $\$ 0.93$ per diluted weighted average share
- Repurchased 2.5 million shares for a total cost of $\$ 23.9$ million; the total authorization under the repurchase program is 25 million shares, which implies significant flexibility to optimize shareholder value going forward
- Completed tax efficient distribution of Silver Bay common stock ${ }^{(3)}$


## FOURTH QUARTER

- Reported book value of $\$ 10.56$ per weighted average diluted common share at December 31 st and declared a fourth quarter cash dividend of $\$ 0.26$ per share, representing a return on book value for the fourth quarter of $4.5 \%{ }^{(1)}$
- Delivered Comprehensive Income of $\$ 171.4$ million, representing a return on average equity of $17.7 \%$, or $\$ 0.47$ per diluted weighted average common share
- Generated Core Earnings ${ }^{(4)}$ of $\$ 76.4$ million, or $\$ 0.21$ per diluted weighted average common share
(2) Includes the special dividend of Silver Bay common stock amounting to $\$ 1.01$ per share, as measured in accordance with GAAP. Silver Bay common stock distributed to stockholders in April 2013 . We believe the return of capital distribution achieved our objective to distribute these shares in a tax efficient manner.
(4) 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 the aggregate portfolio, certain non-recurring gains and losses related to discontinued operations and amortization of business combination intangible assets, and certain non-recurring upfront costs related to


## Delivering Total Return

- Since inception, we have generated total stockholder return of $88 \%{ }^{(1)}$, which compares favorably to the Pine River Mortgage REIT Index
- Produced positive total stockholder return every year since 2009

(1) Two Harbors' total stockholder return is calculated for the period October 29, 2009 through December 31, 2013. Total stockholder return is defined as capital gains on stock price including dividends. Source: Bloomberg.
 IVR, MFA, PMT, RWT, TWO, MITT, MTGE, AMTG, DX, NYMT, WMC and NRZ. Source: Bloomberg.


## Monitoring Key Macroeconomic Factors

## INTEREST RATES

- Treasury and mortgage interest rates continue to rise as the Federal Reserve begins to taper its purchases


## EMPLOYMENT

- While unemployment remains high, job creation in recent quarters indicates improvements in the economy
- Unemployment is a meaningful determinant of probability of default on a mortgage loan


## HOME PRICES

- The U.S. housing market continues to perform well, with the CoreLogic Home Price Index $+11.8 \%{ }^{(1)}$ on a rolling 12-month basis
- Improving home prices are good for our non-Agency portfolio


## POLICY CONSIDERATIONS:

- New Federal Housing Finance Agency (FHFA) Director Mel Watt
- New Federal Reserve Chair Janet Yellen
- Future of Federal Reserve's Quantitative Easing (QE) plan
- GSE Reform
- Final Qualified Mortgage (QM) and proposed Qualified Residential Mortgage (QRM) rules


## Executive Summary - Strategic Overview

## ADVANCING STRATEGIC INITIATIVES

MORTGAGE SERVICING RIGHTS(MSR)

- Completed substantial bulk purchase of MSR from Flagstar Bank
- Unpaid principal balance of $\$ 40.7$ billion
- Purchase price of approximately $\$ 500$ million
- Announced two-year flow sale MSR agreement with PHH Mortgage Corporation


## MORTGAGE LOAN CONDUIT AND SECURITIZATION

- Continue to build our originator network and progress towards the creation of an industry-leading conduit platform


## FEDERAL HOME LOAN BANK OF DES MOINES MEMBERSHIP

- Provides access to a variety of products and services
- Diversifies our funding sources and increases financing flexibility


## Portfolio Performance Summary

## PERFORMANCE HIGHLIGHTS

- Significant outperformance vs. benchmark indices in 2013 as a result of prudent risk management
- Strong book value performance in the quarter was driven primarily by the credit strategy
- IOs, IIOs and MSR contributed to higher Agency yields

| BENCHMARK INDICES(1) |  |  |
| :---: | :---: | :---: |
| Sector | Three Months Ended December 31, 2013 | $\begin{array}{r} \text { Year Ended } \\ \text { December 31, } \\ 2013 \end{array}$ |
| Agency Strategy: Barclays US MBS Fixed Rate Index vs. durationmatched swap at 6:1 leverage | (1.2\%) | (5.8\%) |
| Credit: ABX 06-2 AAA | 3.3\% | 13.4\% |
| Proxy for 50\% Agency and 50\% NonAgency Strategy | 1.1\% | 3.8\% |
| Two Harbors' Return on Book Value ${ }^{(4)}$ | 4.5\% | 10.4\% |



## Portfolio Composition




## HIGHLIGHTS

- Capital allocation at December 31, 2013 was $57 \%$ Rates $^{(3)}$ and $43 \%$ Credit ${ }^{(4)}$
- Agencies declined to $44 \%$ of capital allocation while MSR increased to $13 \%$ at December $31^{\text {st }}$
- Going forward, we expect our allocation to MSR to increase as we continue to build our operational platform
(1) Home Equity Conversion Mortgage loans (HECMs) are loans that allow the homeowner to convert home equity into cash collateralized by the value of their home


## Key Portfolio Metrics

## PORTFOLIO METRICS

## BV EXPOSURE TO +100BPS CHANGE IN RATES(2)

- Low implied debt-to-equity ${ }^{(1)}$ ratio of 3.1 x at December 31 vs . $3.2 x$ at September 30
- Long-term target debt-to-equity ratios

$$
\begin{array}{ll}
-\quad \text { Agency: 6.0-7.0x } \\
-\quad \text { Non-Agency: } 1.0-1.5 x
\end{array}
$$

- Non-Agency speeds favorable as fundamentals have improved


| Portfolio Metrics |  | Q3-2013 | Q4-2013 |
| :---: | :---: | :---: | :---: |
| Agency | Weighted average 3-month $\mathrm{CPR}^{(3)}$ | 8.7\% | 7.9\% |
|  | Weighted average cost basis ${ }^{(4)}$ | \$108.1 | \$108.2 |
| Non-Agency | Weighted average 3-month CPR | 4.8\% | 3.8\% |
|  | Weighted average cost basis ${ }^{(4)}$ | \$52.6 | \$53.7 |
| Change in equity value for +100 bps change in interest rates ${ }^{(2)}$ |  | (1.2\%) | (1.8\%) |
| Implied Debt-to-equity ${ }^{(1)}$ |  | 3.2x | $3.1 \times$ |

## HEDGING STRATEGY

- Marginally short position with respect to interest rate risk
- Exposure includes duration measures for our MSR, nonAgency, and loan positions, as well as all associated rate hedges
- Low leverage and Agency RMBS positioning drives low basis risk exposure

[^0]
## Mortgage Servicing Rights

## BULK ACQUISITION OF MSR FROM FLAGSTAR

- MSR on residential mortgage loans
- Underlying pool of mortgage loans is comprised of Fannie Mae and Ginnie Mae loans that were originated primarily after 2010
- Subservicing agreement with Flagstar Bank to provide ongoing servicing of the underlying mortgage loans

FLOW AGREEMENT WITH PHH MORTGAGE CORPORATION (PHH) TO ACQUIRE MSR

- Entered into a flow sale agreement with PHH to acquire MSR on at least 50\% or more of PHH's newly-originated residential mortgage loans (including Fannie Mae and Ginnie Mae) that are eligible for sale, subject to quarterly pricing
- Subservicing agreement with PHH to provide ongoing servicing of the underlying mortgage loans
- The flow sale agreement has an initial term of two years


## FOURTH QUARTER PERFORMANCE

- The company recognized $\$ 10.8$ million of servicing income, $\$ 2.2$ million of sub-servicing expense and $\$ 13.1$ million increase in fair value of MSR

| MSR PORTFOLIO CHARACTERISTICS AT DECEMBER 31, 2013 |  |
| :---: | :---: |
| Fair Value (\$M) | \$514.4 |
| Unpaid Principal Balance (\$B) | \$42.3 |
| Weighted Average Coupon | 3.9\% |
| Original FICO Score | 734 |
| Original LTV | 75\% |
| 60+ Day Delinquencies | 0.6\% |
| Servicing Spread (less subservicing expense) | 25 basis points |
| Vintage: |  |
| Pre-2009 | 4\% |
| 2009-2012 | 64\% |
| Post 2012 | 32\% |
| Percent of MSR Portfolio: |  |
| Ginnie Mae | ~33.5\% |
| Fannie Mae | ~66.3\% |

## Mortgage Loan Conduit \& Securitization

## ONGOING PROGRESS BUILDING OUR ORIGINATOR PLATFORM

- Completed two prime jumbo securitizations in 2013 , totaling over $\$ 800$ million
- Over 30 originators in various stages of approval
- Ability to source prime jumbo loans as well as other products, creating mutually beneficial relationships with originator partners
- Goal is to generate attractive investments for our portfolio while providing capital to the U.S. mortgage market
- Robust mortgage acquisition process and infrastructure will allow us to control and manage loans we purchase and securitize, including credit and servicing oversight



## Return on Book Value



## Portfolio Performance Summary



## Operating Performance



## Operating Performance

| (In thousands, except for per share data) | Three Months Ended December 31, 2013 | Year Ended December 31, 2013 |
| :---: | :---: | :---: |
| Reconciliation of GAAP to non-GAAP Information |  |  |
| Core Earnings: |  |  |
| Net income attributable to common stockholders | \$ 239,414 | \$ 579,039 |
| Adjustments for non-core earnings: |  |  |
| (Gain) loss on sale of securities and mortgage loans, net of tax | $(98,624)$ | 68,610 |
| Unrealized loss on trading securities and mortgage loans held-for-sale, net of tax | 6,164 | 9,034 |
| Other-than-temporary impairment loss, net of tax |  | 1,662 |
| Gain on termination or expiration of swaps and swaptions, net of tax | $(21,075)$ | $(12,836)$ |
| Gain on interest rate swaps and swaptions economically hedging repurchase agreements, TBAs, MSRs, trading securities and available-for-sale securities, net of tax | $(8,277)$ | $(241,680)$ |
| Gain on other derivative instruments, net of tax | $(25,713)$ | $(59,244)$ |
| Realized and unrealized loss (gain) on financing securitizations | 2,417 | $(14,204)$ |
| Unrealized gain, net of tax, on mortgage servicing rights | $(17,885)$ | $(18,687)$ |
| Securitization deal costs, net of tax |  | 3,430 |
| Income from discontinued operations | (735) | $(3,999)$ |
| Amortization of intangibles | 704 | 704 |
| Core Earnings | \$ 76,390 | \$ 311,829 |
|  |  |  |
| Weighted average shares outstanding - Diluted | 364,700,903 | 350,992,387 |
|  |  |  |
| Core Earnings per weighted average share outstanding - Diluted | 0.21 | 0.89 |

## RMBS Portfolio Metrics



## Financing and Hedging Strategy ${ }^{(1)}$

| INTERESTRATE SWAPS ${ }^{(2)}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Swaps Maturities | Notional Amou | nts (\$M) | Average Fixed Pay Rate | Average Receive Rate | Average Maturity (Years) |
| 2014 | \$ | 3,900 | 0.300\% | 0.245\% | 0.76 |
| 2015 |  | 1,000 | 0.383\% | 0.244\% | 1.04 |
| 2016 |  | 2,950 | 0.626\% | 0.246\% | 2.42 |
| 2017 |  | 5,300 | 0.920\% | 0.217\% | 3.49 |
| 2018 and after |  | 1,275 | 1.406\% | 0.242\% | 5.04 |
|  |  | 14,425 | 0.698\% | 0.235\% | 2.50 |



## Financing and Hedging Strategy ${ }^{(1)}$

INTEREST RATE SWAPTIONS

| Option |  |  |  |  |  |  | Underlying Swap |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Swaption | Expiration |  | Cost (\$M) |  | (\$M) | Average Months to Expiration |  | $\begin{aligned} & \text { otional } \\ & \text { it (\$M) } \end{aligned}$ | Average Pay Rate | Average Receive Rate | Average Term (Years) |
| Purchase Contracts: |  |  |  |  |  |  |  |  |  |  |  |
| Payer | < 6 Months | \$ | 10.4 | \$ | 10.5 | 2.78 | \$ | 675 | 3.33\% | 3M Libor | 10.0 |
| Payer | $\geq 6$ Months |  | 223.5 |  | 353.1 | 39.14 |  | 6,000 | 4.27\% | 3M Libor | 9.0 |
| Total Payer |  | \$ | 233.9 | \$ | 363.6 | 38.16 | \$ | 6,675 | 4.18\% | 3M Libor | 9.1 |
| Receiver | < 6 Months | \$ | 4.0 | \$ | 0.7 | 1.93 | \$ | 275 | 3M Libor | 2.89\% | 10.0 |
| Total Receiver |  | \$ | 4.0 | \$ | 0.7 | 1.93 | \$ | 275 | 3M Libor | 2.89\% | 10.0 |
| Sale Contracts: |  |  |  |  |  |  |  |  |  |  |  |
| Payer | < 6 Months | \$ | (3.5) | \$ | (7.7) | 1.93 | \$ | (510) | 1.60\% | 3M Libor | 5.0 |
| Payer | $\geq 6$ Months |  | (81.2) |  | (86.4) | 42.02 |  | (800) | 3.44\% | 3M Libor | 10.0 |
| Total Payer |  | \$ | (84.7) | \$ | (94.1) | 33.68 | \$ | $(1,310)$ | 2.72\% | 3M Libor | 8.1 |
| Receiver | < 6 Months | \$ | (3.5) | \$ | (0.5) | 1.93 | \$ | (510) | 3M Libor | 1.60\% | 5.0 |
| Total Receiver |  | \$ | (3.5) | \$ | (0.5) | 1.93 | \$ | (510) | 3M Libor | 1.60\% | 5.0 |
| (1) As of Decen |  |  |  |  |  |  |  |  |  |  | 19 |

## Agency Securities as of December 31, 2013

|  | Par Value <br> (M) | Market Value <br> (M) | \% of Agency Portfolio | Amortized Cost <br> Basis (M) | Weighted Average Coupon | Weighted Average <br> Age (Months) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 30-Year Fixed |  |  |  |  |  |  |
| 3.0-3.5\% | \$719 | \$715 | 7.4\% | \$765 | 3.5\% | 19 |
| 4.0-4.5\% | 3,855 | 4,008 | 41.3\% | 4,185 | 4.1\% | 19 |
| $\geq 5.0 \%$ | 837 | 926 | 9.5\% | 909 | 5.5\% | 60 |
|  | \$5,411 | \$5,649 | 58.2\% | \$5,859 | 4.3\% | 26 |
| 15-Year Fixed |  |  |  |  |  |  |
| 3.0-3.5\% | \$68 | \$69 | 0.7\% | \$67 | 3.0\% | 38 |
| 4.0-4.5\% | 2 | 2 | 0.0\% | 2 | 4.0\% | 43 |
| $\geq 5.0 \%$ | 1 | 1 | 0.0\% | 1 | 6.7\% | 105 |
|  | \$71 | \$72 | 0.7\% | \$70 | 3.1\% | 38 |
| HECM | \$1,641 | \$1,793 | 18.4\% | \$1,747 | 4.7\% | 26 |
| Hybrid ARMs | 994 | 1,007 | 10.4\% | 1,001 | 2.5\% | 22 |
| Other-Fixed | 658 | 720 | 7.4\% | 715 | 4.9\% | 73 |
| IOs and IIOs | 4,670 | $475{ }^{(1)}$ | 4.9\% | 485 | 4.2\% | 65 |
| Total | \$13,445 | \$9,716 | 100.0\% | \$9,877 | 4.2\% | 31 |
| (1) Represents the market value of $\$ 256.4$ million of 10 s and $\$ 218.5$ million of Agency Derivatives. |  |  |  |  |  | 20 |

## Non-Agency Securities as of December 31, 2013

|  | Senior Bonds | Mezzanine Bonds | Total P\&I Bonds |
| :---: | :---: | :---: | :---: |
| Portfolio Characteristics |  |  |  |
| Carrying Value (\$M) | \$2,282 | \$469 | \$2,751 |
| \% of Non-Agency Portfolio | 83.0\% | 17.0\% | 100.0\% |
| Average Purchase Price ${ }^{(1)}$ | \$52.58 | \$59.09 | \$53.69 |
| Average Coupon | 2.5\% | 1.6\% | 2.3\% |
| Weighted Average Market Price ${ }^{(2)}$ | \$65.27 | \$72.70 | \$66.43 |
| Collateral Attributes |  |  |  |
| Average Loan Age (months) | 86 | 99 | 88 |
| Average Loan Size (\$K) | \$263 | \$196 | \$252 |
| Average Original Loan-to-Value | 73.1\% | 72.6\% | 73.0\% |
| Average Original $\mathrm{FICO}^{(3)}$ | 614 | 647 | 620 |
| Current Performance |  |  |  |
| 60+ Day Delinquencies | 32.7\% | 26.6\% | 31.7\% |
| Average Credit Enhancement ${ }^{(4)}$ | 9.0\% | 20.8\% | 11.0\% |
| 3-Month CPR ${ }^{(5)}$ | 3.5\% | 5.6\% | 3.8\% |

(1) Average purchase price utilized carrying value for weighting purposes. If current face were utilized for weighting purposes, the average purchase price for senior, mezzanine and total non-Agency RMBS, excluding our non-Agency interest-only portfolio, would have been $\$ 47.97, \$ 56.37$ and $\$ 49.28$, respectively.
(2) Weighted average market price utilized current face for weighting purposes.
(3) FICO represents a mortgage industry accepted credit score of a borrower, which was developed by Fair Isaac Corporation.
(4) Average credit enhancement remaining on our non-Agency RMBS portfolio, which is the average amount of protection available to absorb future credit losses due to defaults on the underlying collateral.
(5) 3-Month CPR is reflective of the prepayment speed on the underlying securitization; however, it does not necessarily indicate the proceeds received on our investment tranche. Proceeds received for each security are dependent on

## RMBS Portfolio Composition

| Agency: Vintage \& Prepayment Protection | Q3-2013 | Q4-2013 |
| :---: | :---: | :---: |
| High LTV (predominately MHA) ${ }^{(1)}$ | 24\% | 24\% |
| HECM | 18\% | 19\% |
| \$85K Max Pools ${ }^{(2)}$ | 14\% | 14\% |
| 2006 \& subsequent vintages - Premium and IOs | 14\% | 14\% |
| Low $\mathrm{FICO}^{(3)}$ | 7\% | 7\% |
| 2006 \& subsequent vintages - Discount | 7\% | 7\% |
| Seasoned (2005 and prior vintages) | 6\% | 5\% |
| Other Low Loan Balance Pools ${ }^{(4)}$ | 5\% | 5\% |
| Prepayment Protected | 5\% | 5\% |
| Non-Agency: Loan Type | Q3-2013 | Q4-2013 |
| Sub-Prime | 86\% | 83\% |
| Option-ARM | 7\% | 8\% |
| Prime | 3\% | 5\% |
| Alt-A | 4\% | 4\% |

[^1]


[^0]:    (1) Implied debt-to-equity is calculated after including net long or short TBA position. As of December 31, 2013 and September 30, 2013 , the net TBA position was long $\$ 603$ million and long $\$ 857$ million notional, respectively. Represents estimated percentage change in equity value for theoretical +100 bps parallel shift in interest rates. Change in equity value is total net asset change.
     RMBS excluding the company's non-Agency IO portfolio would have been $\$ 49.28$ at December 31, 2013.

[^1]:    (1) Securities collateralized by loans with greater than or equal to $80 \%$ loan-to-value ratio (LTV). High LTV pools are predominately Making Homeownership Affordable (MHA) pools. MHA pools consist of borrowers who have refinanced through the HARP.
    (2) Securities collateralized by loans of less than or equal to $\$ 85 \mathrm{~K}$
    3) Securities collateralized by loans held by lower credit borrowers as defined by FICO
    (4) Securities collateralized by loans of less than or equal to $\$ 175 \mathrm{~K}$, but more than $\$ 85 \mathrm{~K}$.

