



Investor Presentation

June 2022

Forward-Looking Statements

This presentation contains certain “forward-looking statements,” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements other than statements of historical fact are forward-looking statements. Forward-looking statements include, but are not limited to, statements relating to the future financial performance of Home Point Capital Inc. (“we,” “our,” “us” or the “Company”), our business prospects and strategy, anticipated financial position, liquidity and capital needs, the industry in which we operate and other similar matters. Words such as “anticipates,” “expects,” “intends,” “plans,” “predicts,” “believes,” “seeks,” “estimates,” “could,” “would,” “will,” “may,” “can,” “continue,” “potential,” “should” and the negative of these terms or other comparable terminology often identify forward-looking statements. Forward-looking statements are not guarantees of future performance, are based upon assumptions, and are subject to risks and uncertainties that could cause actual results to differ materially from the results contemplated by the forward-looking statements. Factors, risks, and uncertainties that could cause actual outcomes and results to be materially different from those contemplated include, among others: the effects of the COVID-19 pandemic on our business; our reliance on our financing arrangements to fund mortgage loans and otherwise operate our business; the dependence of our loan origination and servicing revenues on macroeconomic and U.S. residential real estate market conditions; the requirement to repurchase mortgage loans or indemnify investors if we breach representations and warranties; counterparty risk; the requirement to make servicing advances that can be subject to delays in recovery or may not be recoverable in certain circumstances; risks related to any servicer; competition for mortgage assets that may limit the availability of desirable originations, acquisitions and result in reduced risk-adjusted returns; our ability to continue to grow our loan origination business or effectively manage significant increases in our loan production volume; difficult conditions or disruptions in the mortgage-backed securities (“MBS”), mortgage, real estate and financial markets; competition in the industry in which we operate; our ability to acquire loans and sell the resulting MBS in the secondary markets on favorable terms in our production activities; our ability to adapt to and implement technological changes; the effectiveness of our risk management efforts; our ability to detect misconduct and fraud; any failure to attract and retain a highly skilled workforce, including our senior executives; our ability to obtain, maintain, protect and enforce our intellectual property; any cybersecurity risks, cyber incidents and technology failures; material changes to the laws, regulations or practices applicable to reverse mortgage programs operated by the Federal Housing Administration (“FHA”) and the U.S. Department of Housing and Urban Development; our vendor relationships; our failure to deal appropriately with various issues that may give rise to reputational risk, including legal and regulatory requirements; any employment litigation and related unfavorable publicity; exposure to new risks and increased costs as a result of initiating new business activities or strategies or significantly expanding existing business activities or strategies; the impact of changes in political or economic stability or by government policies on our material vendors with operations in India; our ability to fully utilize our net operating loss (“NOL”) and other tax carryforwards; any challenge by the Internal Revenue Service of the amount, timing and/or use of our NOL carryforwards; possible changes in legislation and the effect on our ability to use the tax benefits associated with our NOL carryforwards; the impact of other changes in tax laws; the impact of interest rate fluctuations; risks associated with hedging against interest rate exposure; the impact of any prolonged economic slowdown, recession or declining real estate values; risks associated with financing our assets with borrowings; risks associated with a decrease in value of our collateral; the dependence of our operations on access to our financing arrangements, which are mostly uncommitted; risks associated with the financial and restrictive covenants included in our financing agreements; risks associated with changes in the London Inter-Bank Offered Rate reporting practices and the use of alternative reference rates; our ability to raise the debt or equity capital required to finance our assets and grow our business; risks associated with derivative financial instruments; our ability to comply with continually changing federal, state and local laws and regulations; the impact of revised rules and regulations and enforcement of existing rules and regulations by the Consumer Financial Protection Bureau; the impact of revised rules and regulations and enforcement of existing rules and regulations by state regulatory agencies; our ability to comply with the Government-Sponsored Enterprises (“GSE”), FHA, U.S. Department of Veterans Affairs (“VA”) and U.S. Department of Agriculture (“USDA”) guidelines and changes in these guidelines or GSE and Government National Mortgage Association (“Ginnie Mae”) guarantees; changes in regulations or the occurrence of other events that impact the business, operations or prospects of government agencies such as Ginnie Mae, the FHA or the VA, the USDA, or GSEs such as the Federal National Mortgage Association or the Federal Home Loan Mortgage Corporation, or such changes that increase the cost of doing business with such entities; our ability to obtain and/or maintain licenses and other approvals in those jurisdictions where required to conduct our business; our ability to comply with the regulations applicable to our investment management subsidiary; the impact of private legal proceedings; risks associated with our acquisition of mortgage servicing rights; the impact of our counterparties terminating our servicing rights under which we conduct servicing activities; risks associated with higher risk loans that we service; and our ability to foreclose on our mortgage assets in a timely manner or at all. You should carefully consider the foregoing factors and the other risks and uncertainties that may affect the Company’s business, including those listed under the heading “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2021, as such risk factors may be amended, supplemented, or superseded from time to time by other reports filed by the Company with the Securities and Exchange Commission. Many of the important factors that will determine these results are beyond our ability to control or predict. You are cautioned not to put undue reliance on any forward-looking statements, which speak only as of the date thereof. Except as required under applicable law, the Company does not assume any obligation to update these forward-looking statements.

A Different, Better Kind of Mortgage Company

1

Platform designed to capitalize on **third-party origination market** with a focus on scalability and partner experience

2

Balanced, capital-efficient business model allows for **return on equity** in a variety of interest rate environments

3

Technology and process-focused strategy drives ability for further scale and efficiency, while providing highest quality experience

4

Vast experience through multiple business cycles enables proactive management to optimize the business model

5

"We Care" culture commitment to all our stakeholders – customers, associates, partners and shareholders

Home Point Capital at-a-Glance

One of the **largest U.S. residential mortgage originators**

Founded in 2015; completed **IPO in February 2021** (Nasdaq: HMPT)

Primary emphasis on large **third-party origination** market

Differentiated business model focused on **enhancing the partner experience**

Headquartered in Ann Arbor, Michigan;
funding loans in all 50 states

Home Point Capital by the Numbers

#7

Non-Bank
Mortgage Originator¹

\$79bn

LTM Q1 2022 Funded
Origination Volume²

#3

Wholesale
Lender¹

~8,300

Mortgage Brokerage
Relationships

3,600+

Active Brokerage Partners
in Q1 2022

Highly Experienced Leadership Team



Willie Newman
CEO and President



Mark Elbaum
Chief Financial
Officer



John Forlines
Chief Risk Officer



Jean Weng
General Counsel
Corporate Secretary



Phil Miller
Chief Operating
Officer



Noelle Lipscomb
Chief Audit
Executive



Phil Shoemaker
President of
Originations



Perry Hilzendeger
President of
Servicing



Andrew Bon Salle
Chairman of the Board,
Home Point Capital

Unique Mission that Underpins Strategy

Our goal is to positively impact all our constituents – our customers, associates, partners and shareholders

**Our mission
is to create
healthy,
happy
homeowners**

Human-Centered

Experiences designed to serve, empower and delight customers, partners and our associates that serve them.

Technology-Enabled

Technology enables personalization and connectivity at scale; and creates a more seamless and cost-efficient experience for customers and mortgage professionals

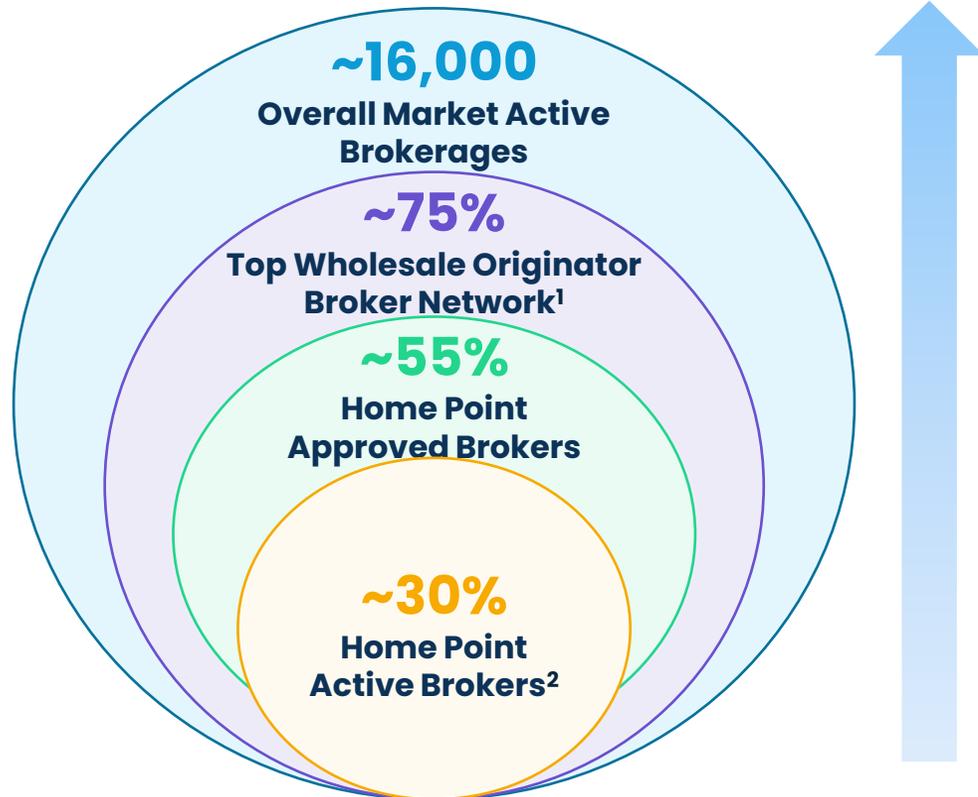
Community Driven

Community focus supports communities and our industry, helping to build a mortgage industry that is more inclusive and diverse, more prosperous, and more sustainable for all stakeholders

Fully Committed to Wholesale

We have strategically redeployed resources to take advantage of channel's growth potential

Significant Wholesale Opportunity



Consumer Advantage

Originator's ability to choose creates alignment with wholesale lenders to deliver superior service, products and pricing

Brokers Outperform in a Purchase Market

Local expertise, combined with cost efficiency of wholesale lenders, positions the wholesale channel to gain share in a purchase market

Massive Addressable Market

The activation potential for current approved partner base, combined with the consumer benefit and overall wholesale market share opportunity, uniquely positions Home Point to grow sustainably

(1) Represents estimated broker network for the largest wholesale lender, per Inside Mortgage Finance. (2) Active defined as number of brokers with whom Home Point has completed a transaction within past 12 months. Note: Broker partner represents a brokerage business that includes multiple broker employees. (3) Source: Inside Mortgage Finance.

Mortgage brokers originating through wholesale lenders deliver:

- **Broader access to credit**
- **At lower expense to consumers**
- **Safely**

1

Based on our extensive review of various cohorts in HMDA data, the benefits to a consumer using a mortgage broker are material and widespread

2

Based on agency data, no material difference in default rates exists between retail and wholesale originated loans

3

As measured by loan officer counts, the wholesale broker segment continues to grow and given a level playing field should accelerate in a rising rate environment

Leader in Wholesale Channel

Benefits of the Wholesale Channel

1 Efficient and Personalized Customer Experience

2 Best Workplace for Loan Officer

3 Low Fixed Cost; Significant Economies of Scale

4 Significantly Lower Costs to Consumers

Advantages of Home Point's Model

1 Highly Experienced Sales and Operations Team

2 No Channel Conflict

3 In-Market Sales Strategy Drives Broker Growth

4 Broad Product Mix; Flexible Technology Platform

Componentized Flexible Technology Platform

Integration of aligned third-party providers with internally developed software provides a *scalable, cloud-based infrastructure with enhanced flexibility*



We build **proprietary software** to create differentiation

- ✓ Appraisal and Underwriting Platforms
- ✓ Broker Portal



We leverage **industry leading core systems** providers

- ✓ Loan Origination System
- ✓ Outsourced Servicing Platform



We utilize state of the art, **low code tools** to enhance functionality and efficiency

- ✓ Rules Engine
- ✓ Workflow Engine

- **Flexibility** to swap in and out of components
- Quickly adapt to evolving technology to **drive innovative solutions**
- Enable broker and customer **self-service**

- **Greater control** over development
- Larger available workforce
- **Lower maintenance and fixed costs**

- Focus on advancing **data driven strategies** and connectivity
- **Avoid legacy code** maintenance and tech debt
- Accelerate **speed to market**

2022 Corporate Plan

Entering the most challenging part of the mortgage cycle: higher rates, shrinking origination market.

1.

Reduce costs

- Continue to reduce origination costs and proactively manage capacity
- Divest of noncore operations and simplify organization
- Consolidate servicing platform to a variable cost construct

2.

Improve liquidity

- Manage/divest of non-core assets
- Monetize select MSR as market opportunity presents
- Pay down operating (MSR) debt

3.

Grow active partners

- Redeploy segment of direct origination's unit to support wholesale channel growth
- Enhance partner experience through process, technology, and product improvements

Getting in Front of the Cycle

Since mid-2021, have taken proactive approach to best position Home Point for the long-term

Home Point Capital

Platform Consolidations

Focusing our resources on growth through the wholesale business

Consolidating servicing platform into ServiceMac, converting a fixed cost into a lower, variable cost

Redeployed Direct Originations segment into wholesale, driving stronger customer retention and increased broker activation

Divesting Non-core Operations

Enable us to navigate through industry dislocation ahead of competitors

Pending sale of investment in Longbridge

Sale of select MSRs enhances both our leverage and liquidity positions

Sale of correspondent channel assets reduces corporate expenses and enables reallocation of resources to wholesale

Growth Initiatives

Innovative solutions to tackle issues impacting broker partners & homebuyers

Homepoint New Build addresses housing supply issues, helping brokers function as a one-stop shop for home builders

Homepoint Cash Compete addresses increasing buy-side competition, positioning brokers as go-to source to help homebuyers and real estate agents win deals

2022 Plan Q1 Progress

Home Point made progress on all three Q1 objectives.

		Q4 2021		Q1 2022
1. Reduce costs	Total Expenses (\$M)	\$152	↓	\$137
	UPB Sold (\$B)	\$13		\$37
2. Improve liquidity	Gross Proceeds (\$M)	\$175	↑	\$435
	Available Liquidity (\$M)	\$555		\$656
	Debt / TCE	1.60x		1.22x
	Active Locking Partners	3,481	↑	3,603

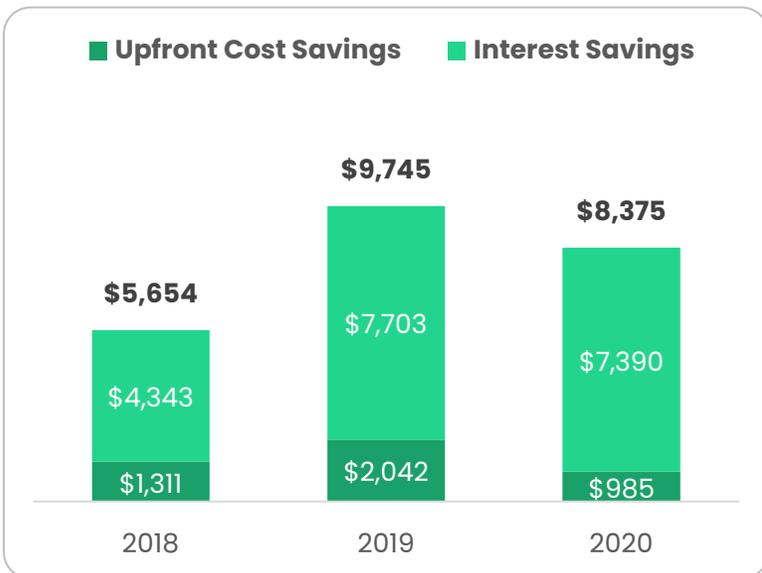
Increased book value (per share) from Q4 2021 of \$777m (\$5.57) to \$783m (\$5.64) in Q1 2022.

Detailed financial results, statements, filings, and company information can be obtained on the [company's investor relations website](#).

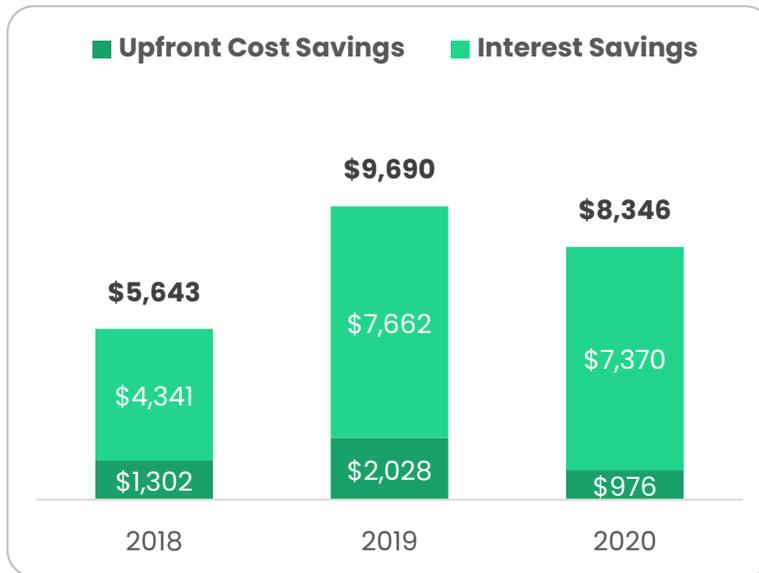
Appendix

Borrower lifetime savings by using wholesale vs retail

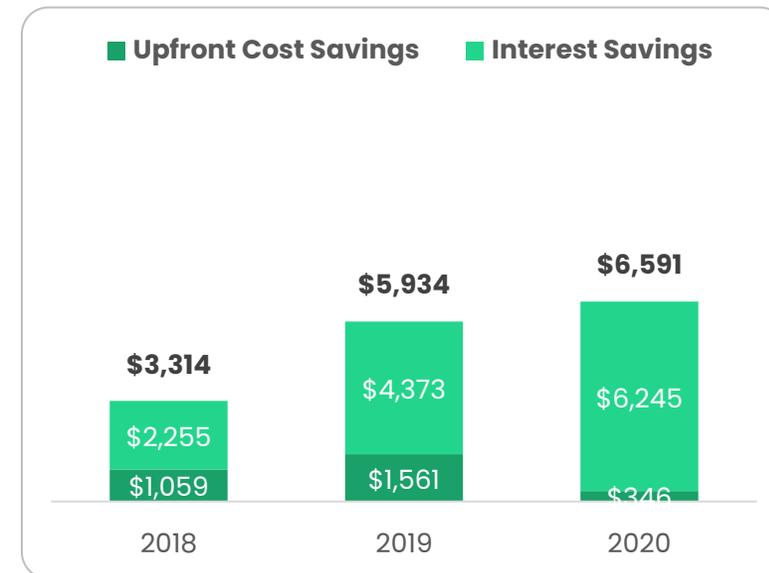
All Income



Middle Income



Low Income



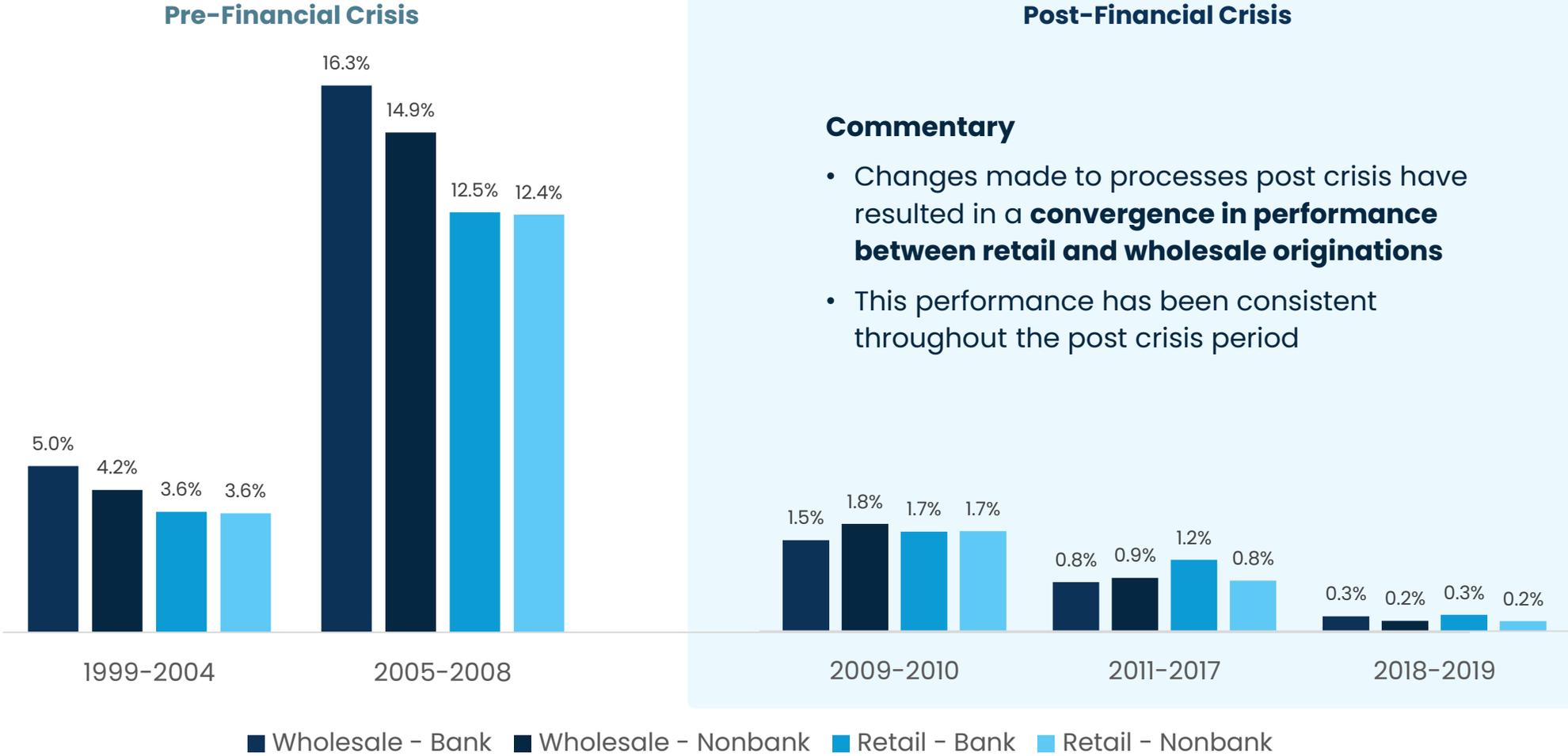
Filters Applied

- Loan limit: Conforming
- Loan type: Conventional
- Loan term: 30-year
- Rate type: Fixed
- Debt-to-income: 41-45%

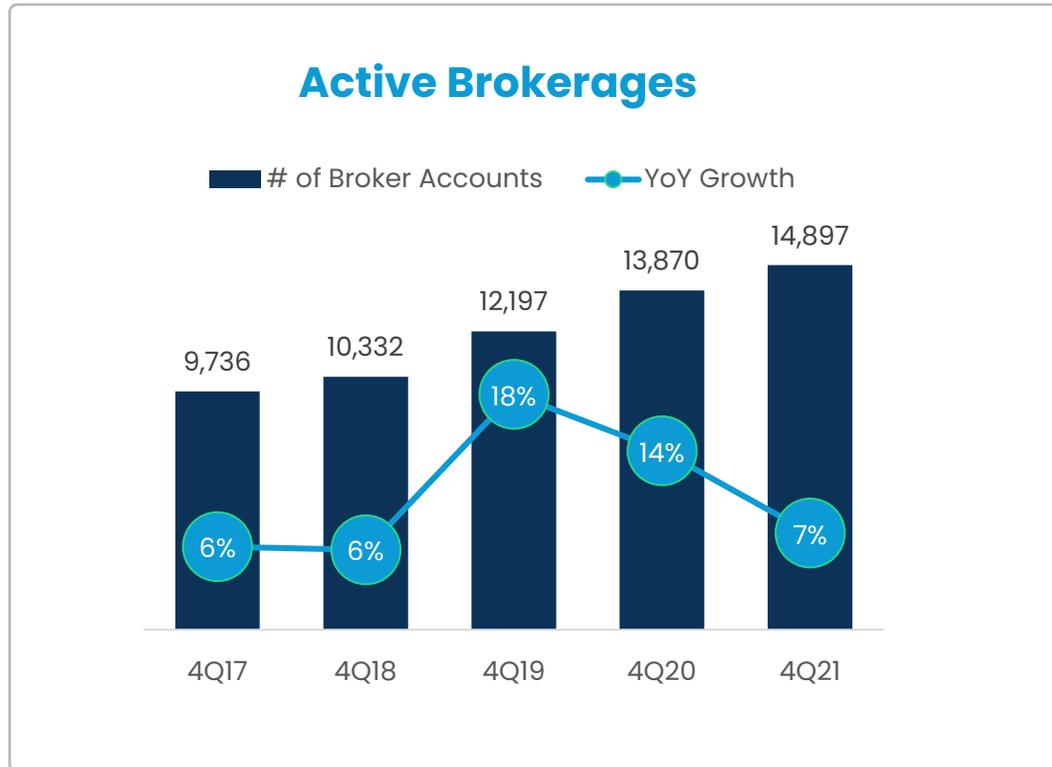
Commentary

- Selected DTI range of 41-45% as it was the most popular bin across most categories
- Used FFIEC definitions
 - Low income defined as less than \$52,200;
 - Moderate income defined as \$52,200 - \$156,600
- 2020 impacted by industry wide capacity constraints
- Note: Interest savings assumes full term of loan

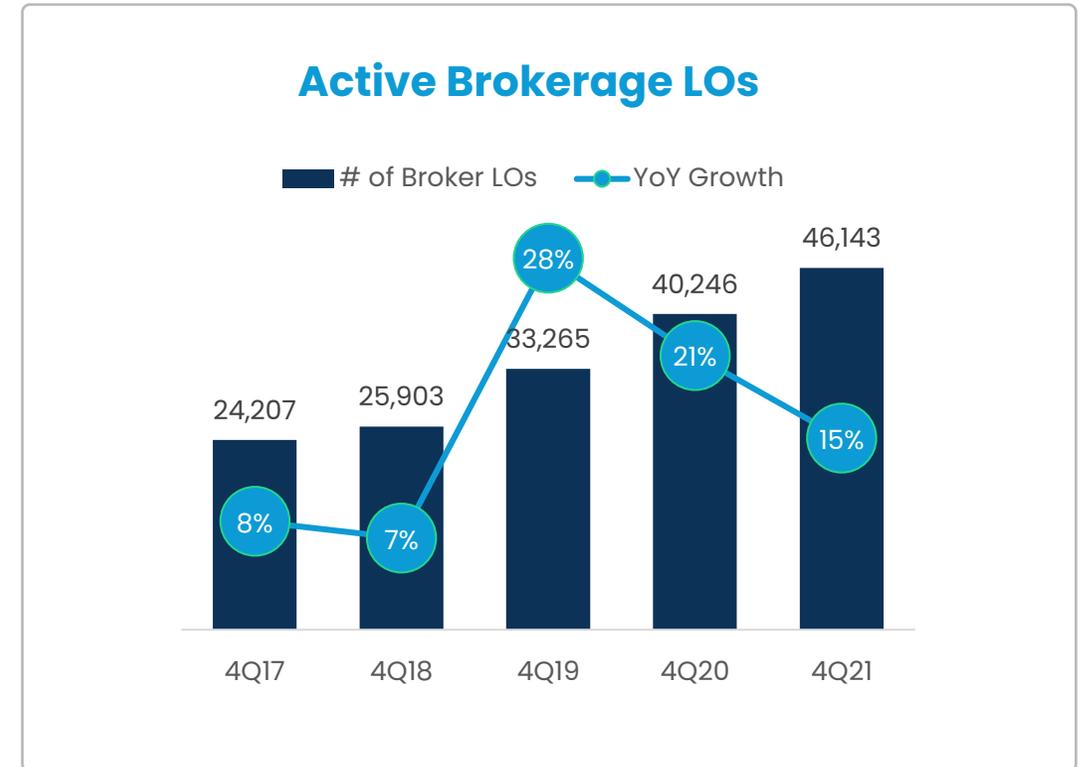
Post crisis default rates are consistent between channels



Mortgage brokers continue to grow



Active brokerages increased 7% in 4Q21 from prior year, while **active brokerage LOs increased 15%**



Assuming a level playing field, we expect this trend to accelerate as margin compression impacts less efficient retail lenders – Similar to 2019



Home Point Capital

homepoint

CONGRATULATIONS
ON YOUR NASDAQ IPO



PRIME BOWTIE RETAIL

3,163 SF
GROUND FLOOR

9,016 SF
LOWER LEVEL

In Memory of
Audrey B. Mastroianni



WINNER
sundance

WINNER
NEW YORK FILM

WINNER
LOS ANGELES

"WRITER, DIRECTOR, PRODUCER, AND ACTRESS
RADHA BLANK SEIZES HER MOMENT.
A STAR IS BORN."

40

FOR YOUR CONSIDERATION
THE FORTY-YEAR-OLD VERSION