

# Investor Presentation January 31, 2013

Financial data as of September 30, 2012

# **Forward Looking Statements**



Any statements in this presentation that are not historical or current facts are forward-looking statements. Forward-looking statements include, without limitation, statements concerning plans, objectives, goals, projections, strategies, future events or performance, and underlying assumptions and other statements, which are not statements of historical facts. Forward-looking statements convey Nationstar Mortgage Holdings Inc.'s ("Nationstar") current expectations or forecasts of future events. When used in this presentation, the words "anticipate," "appears," "believe," "foresee," "intend," "should," "expect," "estimate," "target," "project," "plan," "may," "could," "will," "are likely" and similar expressions are intended to identify forward-looking statements. These statements involve predictions of our future financial condition, performance, plans and strategies, and are thus dependent on a number of factors including, without limitation, assumptions and data that may be imprecise or incorrect. Specific factors that may impact performance or other predictions of future actions have, in many but not all cases, been identified in connection with specific forward-looking statements. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause Nationstar's actual results, performance or achievements to be materially different from any future results, performances or achievements expressed or implied by the forward-looking statements. Certain of these risks and uncertainties are described in the "Risk Factors" section of Nationstar Mortgage LLC's Form 10-K for the year ended December 31, 2011, Nationstar Mortgage Holdings Inc.'s Form 10-Q for the quarter ended September 30, 2012, and other reports filed with the SEC, which are available at the SEC's website at http://www.sec.gov. We caution you not to place undue reliance on these forward-looking statements that speak only as of the date they were made. Unless required by law, Nationstar undertakes no obligation to publicly update or revise any forward-looking statements to reflect circumstances or events after the date of this presentation.

#### **Our Business**



# A leading service provider to the residential mortgage market

#### **Servicing**

- \$425B of UPB<sup>(1)</sup>
- Service 2.5MM+ customers<sup>(1)</sup>
- Focused on asset performance and credit risk management

# Nationstar<sup>®</sup> MORTGAGE

# **Originations**

- \$7.2B annual production<sup>(2)</sup>
- Agency and government
- Servicing substantially retained

#### **Solutionstar**

- Economics across mortgage lifecycle
  - √ Settlement
  - ✓ Processing
  - √ Asset management

#### Corporate Highlights:

- ✓ Established in 1994 as a division of Centex Homes
- √ Sold to funds managed by Fortress Investment Group in 2006
- ✓ Publicly traded (NYSE: NSM) with market capitalization of \$3.1B<sup>(3)</sup>
- ✓ Over 4,100 total employees
- 1) Proforma UPB and customers include Q3 '12 end of period UPB, \$13B UPB BofA acquisition closed in Q4 '12, and ~\$215B UPB acquired portfolio. Acquired portfolio transfers to occur as investor and other third-party approvals are received
- 2) Annual origination run-rate based on Q3'12 Annualized
- 3) As of January 29, 2013

# **Strategically Positioned Platform**



Balanced real estate services platform designed to drive fee-based income across the entire economic cycle

Low rate environment
Distressed market

Rising rate environment Improving economy

**Servicing** 

- Acquire servicing at attractive multiples
- Additional revenue streams (mod/incentive/late fees)
- Servicing costs are higher due to higher delinquencies

- Extended life of servicing cash flows
- Lower portfolio DQs
- Lower servicing costs

**Originations** 

- Recapture drives strong margins with no customer acquisition costs
- Recapture extends servicing cash flows
- Profitably create servicing assets

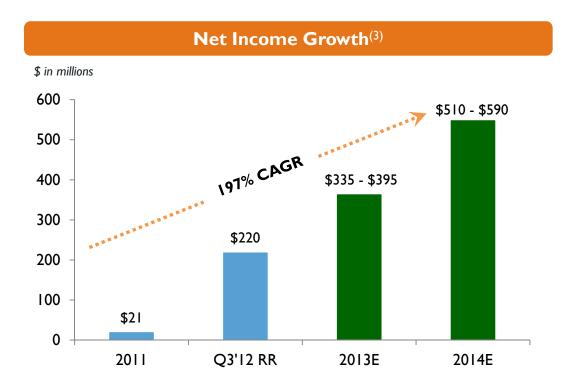
- Robust housing market rising purchase volumes
- Stronger builder and broker channels drive significant purchase money volume
- Healthy economy improves employment and credit - larger pool of eligible buyers

✓ Ancillary revenue from Solutionstar attractive in every environment

# **BofA Portfolio Acquisition – Landmark Acquisition**



- Acquiring \$215B<sup>(1)</sup> servicing book; proforma UPB of \$425B<sup>(2)</sup>; I.3MM new customers
- Capture multiple revenue streams driving profitability over entire economic cycle
- Significant earnings accretion expected



Deal Summary						
\$ in millions						
\$ UPB	\$215,000					
MSRs	\$1,345					
Servicing Advances	\$5,800					
Total Assets	\$7,145					
MSR Price (bps)	63					
Average Servicing Fee (bps)	33					
MSR Purchase Multiple	1.9x					

<sup>1)</sup> Balances as of Nov. 30, 2012; balances may change prior to closing due to normal portfolio run-off

<sup>2)</sup> Proforma UPB includes Q3 '12 end of period UPB, \$13B UPB BofA acquisition closed in Q4 '12, and ~\$215B UPB acquired portfolio. Acquired portfolio transfers to occur as investor and other third-party approvals are received

<sup>3)</sup> Please refer to Endnotes for information regarding 2013E and 2014E Net Income; CAGR and bar chart amounts for 2013E and 2014E represent midpoint of ranges for proforma combined company

# **Earnings Estimates**



	2013E	2014E			
AEBITDA per share(1)(2)					
Acquired Portfolio	\$2.20 - \$2.55	\$4.65 - \$5.40			
Total Company Estimate	\$9.50 - \$11.05	\$12.30 - \$14.30			
Carnings per share(1)(2)					
Acquired Portfolio	\$0.70 - \$0.80	\$2.30 - \$2.70			
	\$3.70 - \$4.35	\$5.60 - \$6.50			

- Acquisition highly accretive
  - ✓ 2013 estimates reflect year-one portfolio ramp and integration
  - √ 2014 estimates reflect fully ramped earnings power of the company

<sup>1)</sup> Assumes 90.7 million shares outstanding

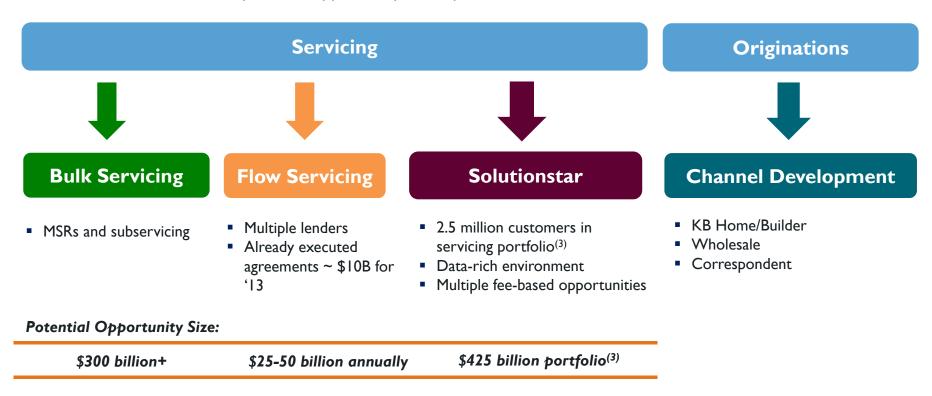
<sup>2)</sup> Please refer to Endnotes for information regarding 2013E and 2014E AEBITDA, Net Income and EPS

# **Future Growth Opportunities**(1)



# Pipeline of opportunities remains elevated for the foreseeable future

- Macro-thesis of secular shift remains intact; legal, regulatory and headline risk for banks persists
- Growth of customer base presents opportunity for expansion of Solutionstar



<sup>1)</sup> The identified opportunities referenced above are not currently serviced by the Company and there can be no assurance that these potential servicing transactions will ultimately be consummated, or will remain the same size. Notwithstanding the above, it is possible that these potential servicing transactions, if consummated, could result in a partial or total loss of any invested capital.

All pipeline deals are under a signed non-disclosure agreement between Nationstar and the counter-party.

<sup>3)</sup> Proforma UPB and customers include Q3 '12 end of period UPB, \$13B BofA acquisition closed in Q4 '12, and ~\$215B acquired portfolio. Acquired portfolio transfers to occur as investor and other third-party approvals are received

# **Prospective Opportunities for Nationstar**



# Long-term partner of choice to financial institutions

# Financial Institutions Re-evaluating Their Mortgage Business Models...

- Focus on core customers
- Shedding non-core assets
- Capital constraints and pressures
- Legal, regulatory, headline risk

# ... Creating a Need for a Strategic Service Partner

- √ Complete outsourcing
- √ Credit risk management
- ✓ Origination/fulfillment
- ✓ Default servicing
- √ Core/non-core servicing
- √ Solutionstar

Multiple Fee-Based Revenue Streams

# **Servicing Profitability Ramp**



# Targeting 8 bps servicing expense reduction by Q3'14

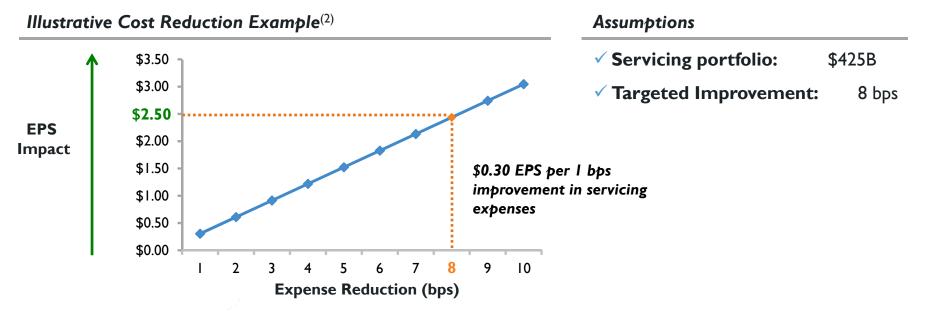
#### Multiple initiatives underway:

✓ **Cost per loan:** Strategic sourcing of non-customer facing functions

✓ Portfolio performance: Reduced Aurora 60+ DQ rate by 250 bps since boarding

**Reduce advance costs:** \$300MM GSE advance securitization (reducing funding cost by > 1.65%)<sup>(1)</sup>

Opportunity for non-agency securitizations (significant potential savings)



<sup>1)</sup> Notes to replace \$300 million in existing Agency servicing advance facilities that carried a weighted average floating rate of Libor plus 2.86%, or 3.10% in total, resulting in a reduction in rate of 1.65% as of Jan. 24, 2013.

<sup>2)</sup> For illustrative purposes only. This illustration uses assumptions that affect results shown, including assumptions that are based on factors that are beyond NSM's control. Actual results could differ from this illustration. Assumes marginal tax rate of 35%

# **Originations: Enhances Core Servicing Platform**



# Capitalize on market dislocation; wide margins & limited supply

**Primary Strategy:** Recapture of refinanced Nationstar loans

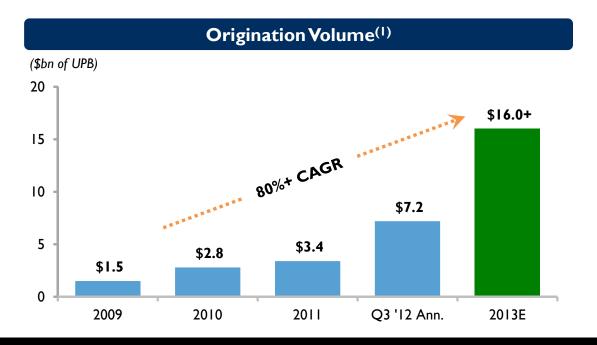
Cash flow-positive, cost-effective creation of servicing assets

**2013/2014 Objectives:** 

✓ HARP: Exhaust portfolio of HARP/recapture opportunities to capitalize on margin premium

✓ Build Out Channels: Wholesale, correspondent, direct-to-consumer

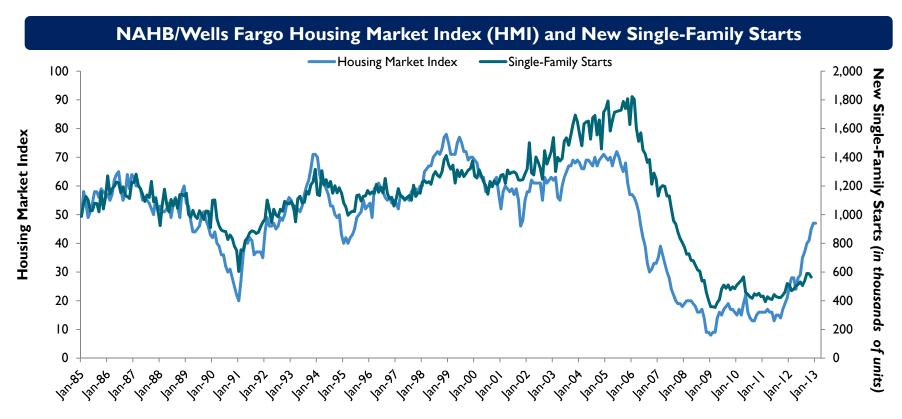
✓ Builder: Execute additional ventures with homebuilders; set stage for return of purchase money



# **Housing Market – Return of Residential Investment**



- December '12 housing starts highest level since 2008
- Homebuilder sentiment highest since 2006
- 2012 building permits up 30% year over year



<sup>1)</sup> Source: NAHB/Wells Fargo Housing Market Index. U.S. Census Bureau.

# **HARP Rich Servicing Portfolio**



#### Significant HARP opportunities available; execution prices remain attractive

#### **HARP Program**

- Applications through December '13
  - √ Funding until mid-2014
- Administration contemplating extension/expansion

#### **Nationstar**

- HARP within BofA portfolio
- "Nationstar Express" (HARP streamline) launch in Q1'13

#### **Benefits Borrower and Servicer**

- Interest expense savings make payments more affordable for borrower
- Underwater borrowers see clearer path back to equity - mitigates strategic default
- HARP loans have slower prepay speeds
  - √ Few refinancing opportunities outside of HARP
  - ✓ Borrower unlikely to sell home when underwater

#### NSM Q3 Agency Orig. Credit Profile

LTV	107%
FICO	747
DTI	37%
Coupon	4.1%

# **Solutionstar**



# Opportunity to capture economics across the entire mortgage lifecycle

#### 2013 Expectations:

- ✓ \$200 million in revenue
- ✓ 15% of revenue from third-party customers

- 16,000 REO properties in portfolio presents significant management/disposition opportunities
- Attractive, capital-light, fee-based earnings stream linked to UPB growth



#### **Real Estate**

- Traditional REO
- REO and SPO Auctions
- Brokerage
- Field Services

#### **Settlement**

- Valuation Services
- Title Services
- Closing Services

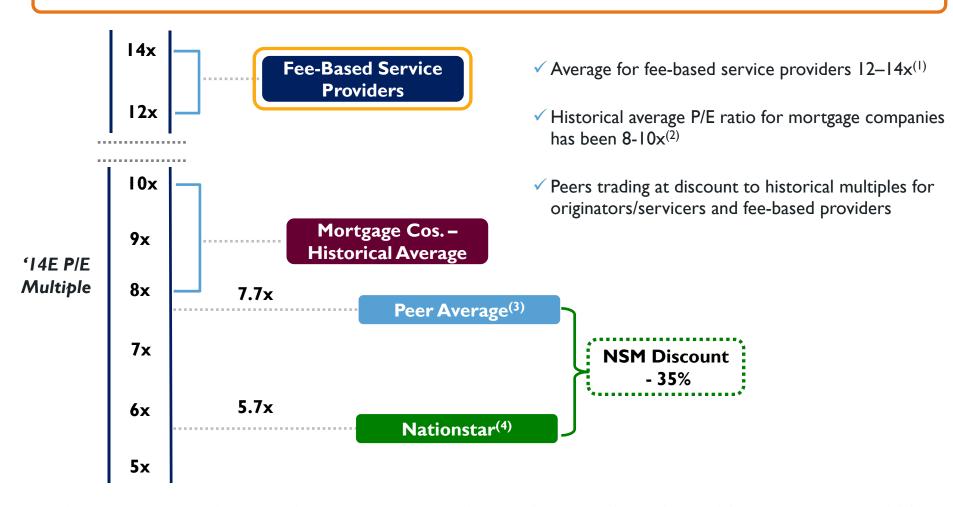
# **Processing**

- Recovery Services
- BK Processing
- FCL Processing
- Claims Processing

# At Current Levels, NSM Represents Value Proposition



# NSM trading at significant discount to peers, historical valuations



<sup>1)</sup> Fee-based service peer group of Fidelity National, Old Republic, Lender Processing Services, Corelogic, First American Financial, Altisource. Average of '14 P/E multiples based on share prices as of 1/29/13

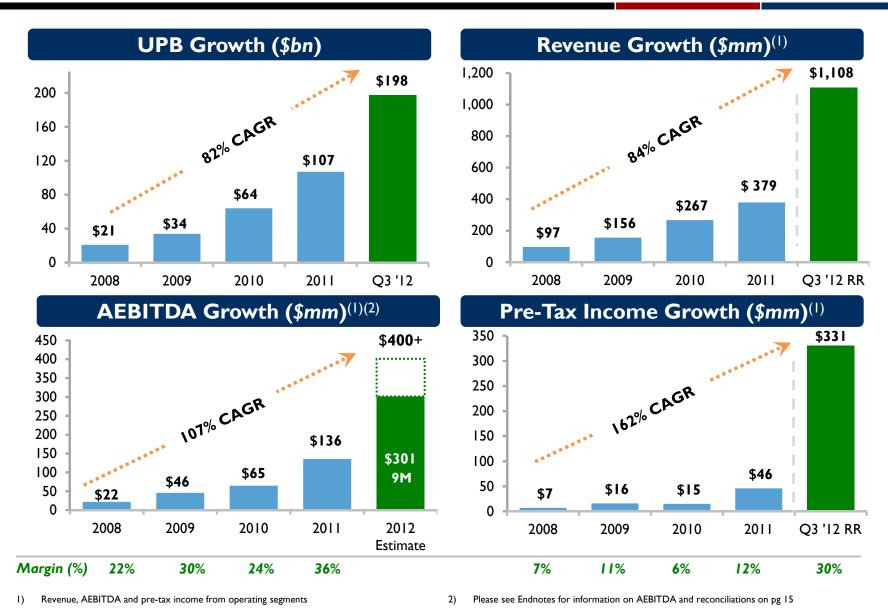
<sup>2)</sup> Sterne Agee Industry Report, 1/10/13

<sup>3)</sup> Peer group consists of OCN and WAC. Average for '14 P/E multiple based on share prices as of 1/29/13

<sup>4)</sup> Based on 1/29/13 closing price of \$34.31 and mid-point of '14E EPS guidance of \$6.05

# **Focused on Profitable Growth**





# **AEBITDA** Reconciliation



(\$ in thousands)								N	line Months Ended
	FY 2008		FY 2009	FY 2010	FY 2011	Q3 '12		9/30/12	
Net Income (loss)	\$ (157,610)	\$	(80,877)	\$	(9,914)	\$ 20,887	\$ 55,067	\$	141,528
Adjust for:									
Net loss from Legacy Portfolio and Other	164,738		97,263		24,806	24,892	2,874		18,294
Interest expense from unsecured senior notes	-		-		24,628	30,464	17,656		39,714
Depreciation and amortization	1,172		1,542		1,873	3,395	2,772		5,773
Change in fair value of MSRs	11,701		27,915		6,043	39,000	22,430		42,810
Amortization of mortgage servicing obligations	-		-		-	-	(2,652)		(3,276)
Fair value changes on excess spread financing	-		-		-	3,060	(2,213)		5,050
Share-based compensation	1,633		579		8,999	14,764	2,623		11,371
Exit costs	-		-		-	1,836	-		-
Fair value changes on interest rate swaps	-		-		9,801	(298)	(236)		(424)
Ineffective portion of cash flow hedge	-		-		(930)	(2,032)	-		-
Income tax expense	-		-		-	-	24,714		40,639
Adjusted EBITDA(1)	\$ 21,634	\$	46,422	\$	65,306	\$ 135,968	\$ 123,035	\$	301,479

I) For Operating Segments

## **Endnotes**



**Pro-forma Earnings Per Share ("Pro-forma EPS")** This disclaimer applies to every usage of pro-forma EPS in this presentation. Pro-forma EPS is a metric that is used by management to exclude certain non-recurring items in an attempt to provide a better earnings per share comparison to prior periods. Pro-forma Q3 '12 EPS excludes certain expenses related to ResCap and other transactions. These expenses include the advance hiring of servicing staff, recruiting expenses and travel and licensing expenses. Pro-forma Q2 '12 EPS excluded certain expenses incurred in advance of the closing of the Aurora transaction.

**Pro-forma AEBITDA Per Share** This disclaimer applies to every usage of pro-forma AEBITDA per share in this presentation. Pro-forma AEBITDA per share is a metric that is used by management to exclude certain non-recurring items in an attempt to provide a better earnings per share comparison to prior periods. Pro-forma Q3 '12 AEBITDA per share excludes certain expenses related to ResCap and other transactions. These expenses include the advance hiring of servicing staff, recruiting expenses and travel and licensing expenses. Pro-forma Q2 '12 AEBITDA per share excluded certain expenses incurred in advance of the closing of the Aurora transaction.

**2013 Estimate Net Income** 2013 Estimate Net Income is based on our expectations of continued growth, current market conditions and increased operating efficiencies in our business in addition to our financial targets for 2013. Our actual Net Income for 2013 on an annualized basis may differ from our 2013(E) Net Income.

**2014 Estimate Net Income** 2014 Estimate Net Income is based on our expectations of continued growth, current market conditions and increased operating efficiencies in our business in addition to our financial targets for 2014. Our actual Net Income for 2014 on an annualized basis may differ from our 2014(E) Net Income.

**Adjusted EBITDA** ("AEBITDA") This disclaimer applies to every usage of "Adjusted EBITDA" or "AEBITDA" in this presentation. Adjusted EBITDA is a key performance metric used by management in evaluating the performance of our segments. Adjusted EBITDA represents our Operating Segments' income (loss), and excludes income and expenses that relate to the financing of our senior notes, depreciable (or amortizable) asset base of the business, income taxes (if any), exit costs from our restructuring and certain non-cash items. Adjusted EBITDA also excludes results from our legacy asset portfolio and certain securitization trusts that were consolidated upon adoption of the accounting guidance eliminating the concept of a qualifying special purpose entity ("QSPE").

**2013 Estimate AEBITDA** 2013 Estimate AEBITDA is based on our expectations of continued growth, current market conditions and increased operating efficiencies in our business in addition to our financial targets for 2013. Target for all non-GAAP figures excludes the same items as we excluded in our 2011/2012 non-GAAP reconciliation, as follows: income and expenses that relate to the financing of the senior notes, depreciable (or amortizable) asset base and several other relevant items. Our actual AEBITDA for 2013 on an annualized basis may differ from our 2013(E) AEBITDA.

**2014 Estimate AEBITDA** 2014 Estimate AEBITDA is based on our expectations of continued growth, current market conditions and increased operating efficiencies in our business in addition to our financial targets for 2014. Target for all non-GAAP figures excludes the same items as we excluded in our 2011/2012 non-GAAP reconciliation, as follows: income and expenses that relate to the financing of the senior notes, depreciable (or amortizable) asset base and several other relevant items. Our actual AEBITDA for 2014 on an annualized basis may differ from our 2014(E) AEBITDA.

NOTE: 2013 and 2014 Estimate Net Income and 2013 and 2014 Estimate AEBITDA are forward-looking and subject to significant business, economic, regulatory and competitive uncertainties, many of which are beyond control of Nationstar and its management, and are based upon assumptions with respect to future decisions, which are subject to change. Actual results will vary and those variations may be material. Nothing in this presentation should be regarded as a representation by any person that this target will be achieved and Nationstar undertakes no duty to update this target.