



# Bofi Holding, Inc.

## Investor Presentation

Greg Garrabrants  
President and Chief Executive Officer

**December 2013**

NASDAQ: BOFI

## Safe Harbor

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 (the "Reform Act"). The words "believe," "expect," "anticipate," "estimate," "project," or the negation thereof or similar expressions constitute forward-looking statements within the meaning of the Reform Act. These statements may include, but are not limited to, projections of revenues, income or loss, estimates of capital expenditures, plans for future operations, products or services, and financing needs or plans, as well as assumptions relating to these matters. Such



statements involve risks, uncertainties and other factors that may cause actual results, performance or achievements of the Company and its subsidiaries to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. For a discussion of these factors, we refer you to the Company's reports filed with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended June 30, 2013. In light of the significant uncertainties inherent in the forward-looking statements included herein, the inclusion of such information should not be regarded as a representation by the Company or by any other person or entity that the objectives and plans of the Company will be achieved. For all forward-looking statements, the Company claims the protection of the safe-harbor for forward-looking statements contained in the Reform Act.

# Q1 Fiscal 2014 Financial Highlights

<b>Q1 2014 vs. Q1 2013</b>	<b>Amount (\$MM or %)</b>	<b>Increase (%)</b>
Asset growth	\$666.9	25.5%
Deposit growth	\$340.0	18.3%
Loan portfolio growth	\$520.0	27.2%
Loan portfolio origination growth	\$191.0	68.3%
Non-performing assets to total assets	55 bps	-27 bps
Q4 Net Income	\$12.2	35.5%
Diluted EPS	\$0.85	26.9%

**Return on  
Equity: 17.7%**

**Return on  
Assets: 1.63%**

# Bofl is Consistently Ranked among the Best of the Biggest Thrifts by SNL Financial...

## 2012 The Best of the Biggest Thrifts

**The best of the biggest (part 1)**  
The 100 largest public thrifts by asset size, ranked by financial performance for calendar year 2012 (1-25)

2012 Rank	2011 Rank	Company (ticker)	City, state	Score <sup>1</sup>	Total assets (\$M)	ROAA (%)	ROATCE (%)	TBV/share median 3-year growth (%)	Efficiency ratio (%)	NPLs/loans (%)	NCOs/avg. loans (%)
1	2	Bofl Holding Inc. (BOFI)	San Diego, CA	154.986	2,874.3	1.44	17.72	14.33	38.05	1.11	0.29
2	1	Malaga Financial Corp. (MLGF)	Palos Verdes Estates, CA	142.829	851.1	1.41	15.64	11.60	34.99	0.22	-0.01
3	3	Hingham Institution for Savings (HIFS)	Hingham, MA	138.676	1,205.9	1.15	15.05	12.80	40.62	0.63	0.03
4	4	Bofl Holding, Inc. (BOFI)	CA	154.986	2,874.3	1.44	17.72	14.33	38.05	1.11	0.29
5	5	Meta Financial Group Inc. (CASH)	Sioux Falls, SD	82.364	1,763.3	1.14	16.03	17.83	82.27	2.54	0.29
6	34	Meta Financial Group Inc. (CASH)	Sioux Falls, SD	82.364	1,763.3	1.14	16.03	17.83	82.27	2.54	0.29
7	6	Oritani Financial Corp. (ORIT)	Township of Washington, NJ	81.633	2,809.7	1.29	6.73	0.10	37.04	1.56	0.15

#1

## 2011 The Best of the Biggest Thrifts

**The best of the biggest (part 1)**  
The 100 largest public thrifts by asset size, ranked by financial performance for calendar year 2011 (1-25)

2011 Rank	2010 Rank	Company (ticker)	City, state	Score <sup>1</sup>	Total assets (\$M)	ROAA (%)	ROATCE (%)	TBV/share median 3-year growth (%)	Efficiency ratio (%)	NPLs/loans (%)	NCOs/avg. loans (%)
1	1	Malaga Financial Corp. (MLGF)	Palos Verdes Estates, CA	144.60	827.2	1.36	14.55	13.20	34.82	0.22	0.00
2	2	Bofl Holding Inc. (BOFI)	San Diego, CA	134.61	2,223.8	1.24	16.09	14.33	42.04	1.20	0.39
3	4	Hingham Institution for Savings (HIFS)	Hingham, MA	132.66	1,127.3	1.14	15.32	11.42	40.11	0.81	0.06
4	5	Dime Community	Brooklyn, NY	126.12	4,021.2	1.16	16.26	10.18	41.64	2.02	0.17
5	2	Bofl Holding, Inc. (BOFI)	CA	134.61	2,224	1.24	16.09	14.33	42.04	1.20	0.39
6	6	Investors Bancorp Inc. (MHC) (ISBC)	Washington, NJ	87.06	10,701.6	0.78	8.81	7.32	43.21	1.71	0.57
7	22	Investors Bancorp Inc. (MHC) (ISBC)	Short Hills, NJ	87.06	10,701.6	0.78	8.81	7.32	43.21	1.71	0.57
8	10	ESB Financial Corp. (ESBF)	Ellwood City, PA	86.74	1,964.8	0.81	11.26	8.90	53.64	2.04	0.18

#2

## 2010 The Best of the Biggest Thrifts

**The best of the biggest (part 1)**  
The 100 largest public thrifts by asset size, ranked by financial performance for 12 months ended March 31, 2011 (1-25)

2010 Rank	Company (ticker)	State	Score	Total assets (\$M)	ROAA (%)	ROATCE (%)	TBV/share 3-yr CAGR (%)	Efficiency ratio (%)	NPLs/loans (%)	NCOs/avg. loans (%)
1	Malaga Financial Corp. (MLGF)	CA	134.22	817	1.32	15.57	13.27	35.86	0.23	0.00
2	Bofl Holding Inc. (BOFI)	CA	127.12	1,736	1.29	15.44	15.16	39.43	1.51	0.45
3	New York Community Bancorp Inc. (NYB)	NY	126.45	41,047	1.32	19.31	11.74	36.43	3.04	0.36
4	Hingham Institution for Savings (HIFS)	MA	117.18	1,033	1.09	15.06	10.19	41.86	0.80	0.02
5	Bofl Holding, Inc. (BOFI)	CA	127.12	1,736	1.29	15.44	15.16	39.43	1.51	0.45
6	First Federal Financial Group Inc. (FFFG)	CA	85.95	902	0.95	7.59	26.65	35.74	4.88	0.40
7	First Federal Financial Group Inc. (FFFG)	CA	85.95	902	0.95	7.59	26.65	35.74	4.88	0.40
8	First Federal Financial Group Inc. (FFFG)	CA	85.95	902	0.95	7.59	26.65	35.74	4.88	0.40
9	Northwest Bancshares Inc. (NWBI) <sup>2</sup>	PA	81.68	8,122	0.76	5.60	36.85	57.01	3.25	0.67

#2

# ...and is also a Top Performer among the Broader Universe of All Public Banks and Thrifts

2013 rank	2012 rank		Total assets (\$000)	2012 ROAE (%)	2013 ROAA (%)	Non-interest income/total revenue (%)	Capital ratio (%)	Efficiency ratio (%)	Non-performing loans/total loans (%)
1	N/A	HomeStreet, Seattle, WA	\$2,631,230	39.18	3.43	79.45	19.31	61.50	12.80
2	239	Independent Bank Corp., Ionia, MI	\$2,023,876	22.85	1.12	40.68	14.71	77.59	2.24
3	3	Republic Bancorp, Louisville, KY	\$3,394,399	22.51	3.35	33.64	25.28	46.90	3.78
4	8	Bofl Holding, San Diego, CA	\$2,874,322	17.30	1.49	22.30	14.60	38.15	1.16
5	87	Meta Financial Group, Sioux Falls, SD	\$1,763,270	17.21	1.21	53.12	22.23	84.41	2.54
6	1	Bank of the Ozarks, Little Rock, AR	\$4,040,207	16.68	2.04	25.29	19.36	48.59	0.34
7	N/A	Pacific Premier Bancorp, Irvine, CA	\$1,173,792	16.34	1.52	9.32	14.43	61.20	0.22
8	38	Cardinal Financial Corp., McLean, VA	\$3,039,187	16.02	1.70	41.06	13.04	51.37	0.42
9	N/A	Monarch Financial Holdings, Chesapeake, VA	\$1,215,446	15.81	1.25	68.78	12.05	79.93	0.33
10	132	Provident Financial Holdings, Riverside, CA	\$1,248,330	15.28	1.74	65.79	20.05	61.24	4.00

Source: ABA Banking Journal, May 2013

Note: Public banks and thrifts with total assets of \$1-10 billion dollars

# Bofl is a Top Quartile Performer Versus Bank Peer Group

The 96% on ROE means that the Bank outperformed 96% of all Banks. The 20% G&A ranking means that only 20% of Banks spend less on G&A than Bofl. Peer group includes savings banks greater than \$1 billion dollars.

	<b>Bofl Federal Bank</b>	<b>Peer Group</b>	<b>Percentile</b>
ROAA	1.73%	0.71%	92%
Return on equity	18.85%	7.13%	96%
G&A	1.80%	2.87%	20%
Efficiency ratio	37.66%	68.48%	6%

Source: Uniform Bank Performance Report (UBPR) as of 9/30/13

Note: Peer group is all savings banks with assets greater than \$1 billion for quarter ended 9/30/13

# Our Business Model is More Profitable Because Our Costs are Lower

<i>As % of average assets</i>	<b>Bofl<sup>1</sup> (%)</b>	<b>Banks \$1-\$10bn<sup>2</sup> (%)</b>
Net interest income	3.66	3.63
Salaries and benefits	0.83	1.53
Premises and equipment	0.16	0.37
Other non-interest expense	0.67	1.19
<b>Total non-interest expense</b>	<b>1.66</b>	<b>3.09</b>
<b>Core business margin</b>	<b>2.00</b>	<b>0.54</b>

1. Bofl Federal Bank only for the three months ended 9/30/13 - the most recent data on FDIC website "Statistics on Depository Institutions Report"  
Excludes Bofl Holding, Inc. to compare to FDIC data

2. Commercial banks by asset size. FDIC reported for three months ended 9/30/13. Total of 450 institutions \$1-\$10 billion

# Corporate Profile and Vision



## Vision

**We aspire to be the most innovative branchless bank in the United States providing products and services superior to our branch based competitors**

## Key Facts

- \$3.3 billion asset savings and loan holding company<sup>1</sup>
- 13-year operating history, publicly traded on NASDAQ (BOFI) since 2005
- Headquartered in single branch location in San Diego, CA
- 320 employees (\$10.3 million in assets per employee)<sup>1</sup>
- Market Capitalization of \$1.04 billion<sup>2</sup>

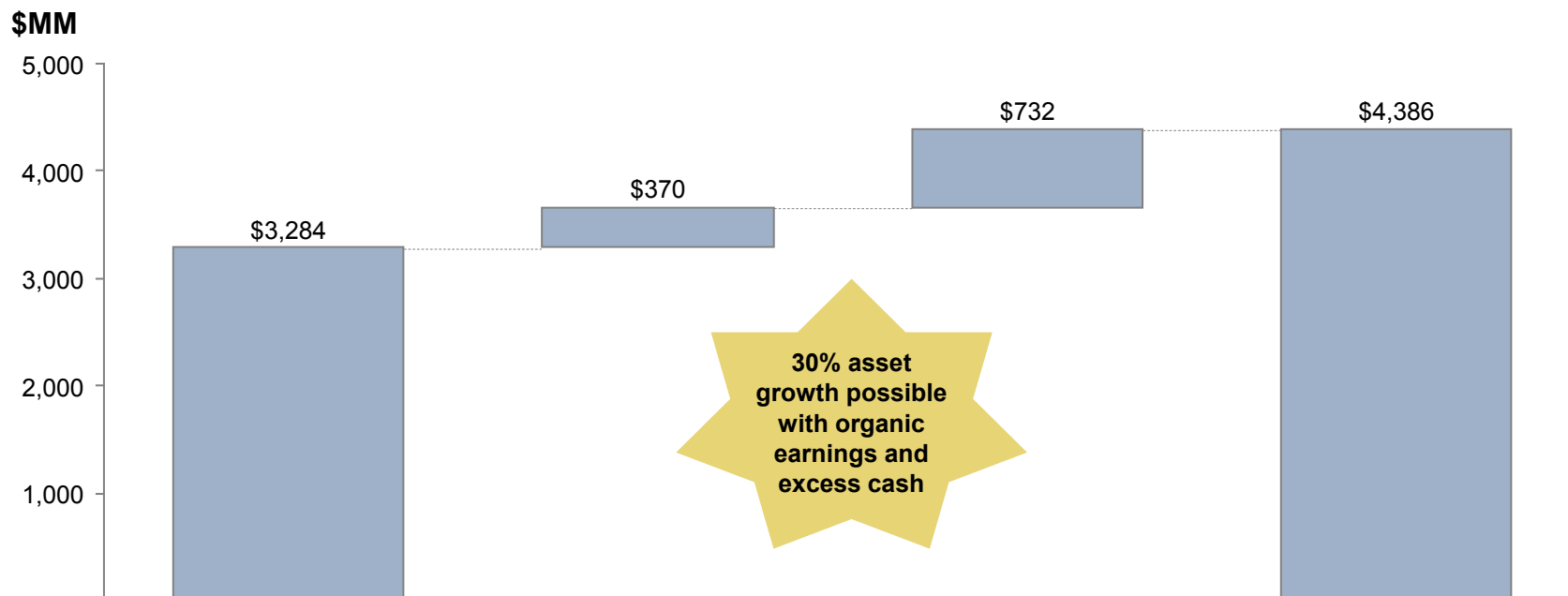
1. As of 09/30/13

2. As of 11/25/13 closing price of \$75.68 per share



# Well Capitalized for Growth

12-month Growth with Existing Capital at 8% Target and Projected Earnings Over Next Four Quarters



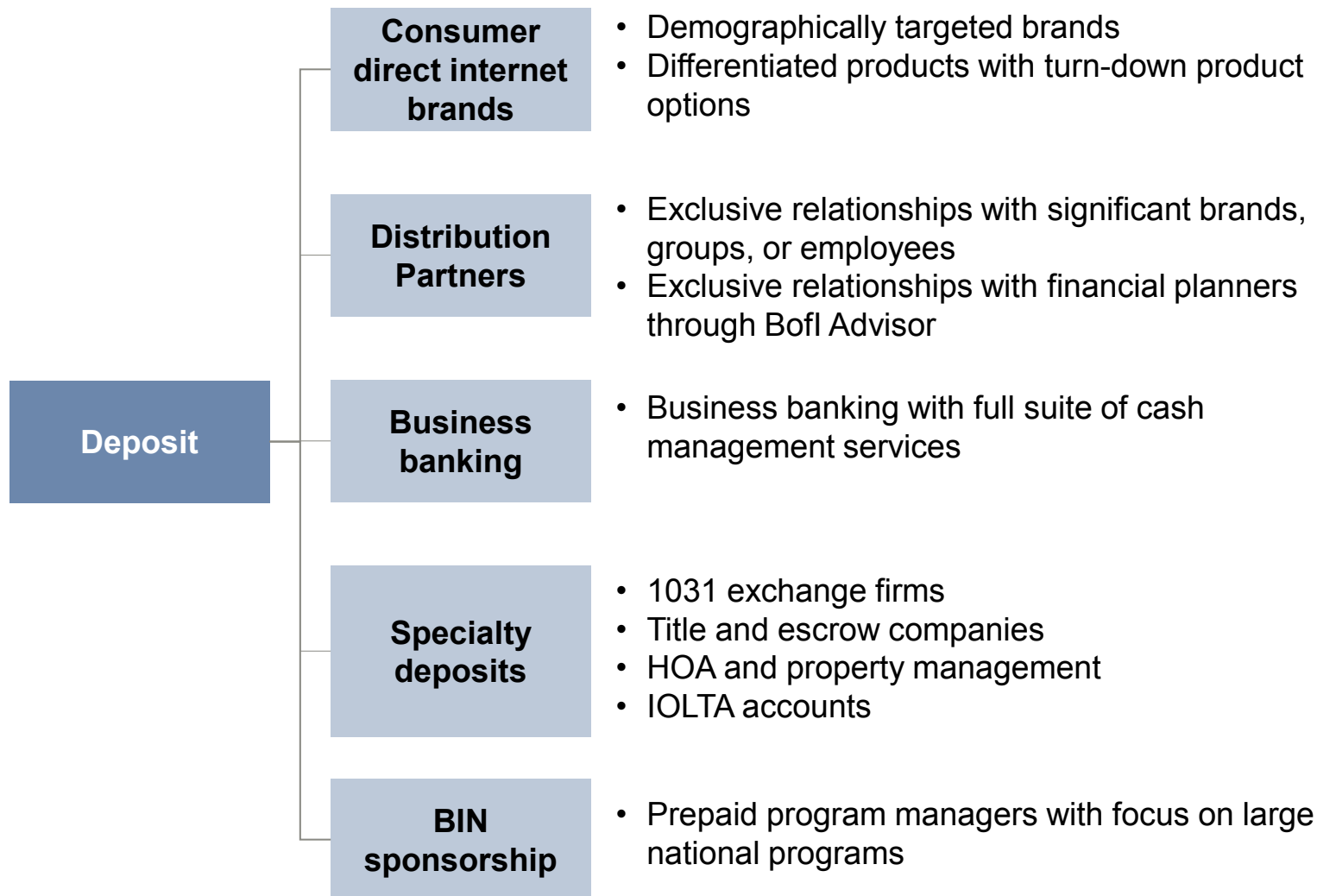
**30% asset growth possible with organic earnings and excess cash**

- |   |  |   |   |
|---|--|---|---|
| <p>Bank Assets<br/><i>September 30, 2013</i></p> <ul style="list-style-type: none"> <li>• Tier 1 Capital of 8.5% at September 30, 2013</li> </ul> | <p>Deploy Existing Capital</p> <ul style="list-style-type: none"> <li>• Use Cash of \$15 Million &amp; Target Tier 1 Capital Ratio (8%)</li> <li>• 8% target ratio provides \$190 million</li> <li>• \$180 million in assets when excess cash deployed at 12 to 1</li> </ul> | <p>Leverage Earnings</p> <ul style="list-style-type: none"> <li>• Assume Q1 Earnings for Next Four Quarters growing at 15%</li> <li>• Generates Organic Bank Capital of \$61 million</li> <li>• Provides \$732 million in Assets When Deployed at 12 to 1.</li> </ul> | <p>Possible Bank Assets<br/><i>September 30, 2014</i></p> <ul style="list-style-type: none"> <li>• Assumes Tier 1 Capital at 8.0% - September 30, 2013</li> </ul> |
|---|--|---|---|

# Diversified Branchless Deposit Businesses

## Key Elements

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# Distribution Partners

## Focus

## Current Partner

Direct Marketing



Retail



Event-Based Issuance

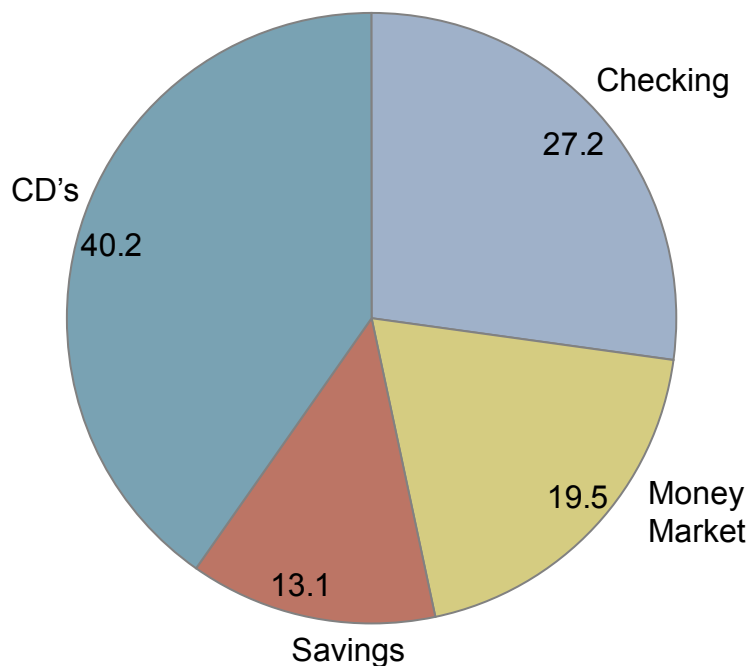


Westlake Financial Services®

# Diversified and Improving Deposit Mix Including Rapidly Increasing Business Banking Deposits

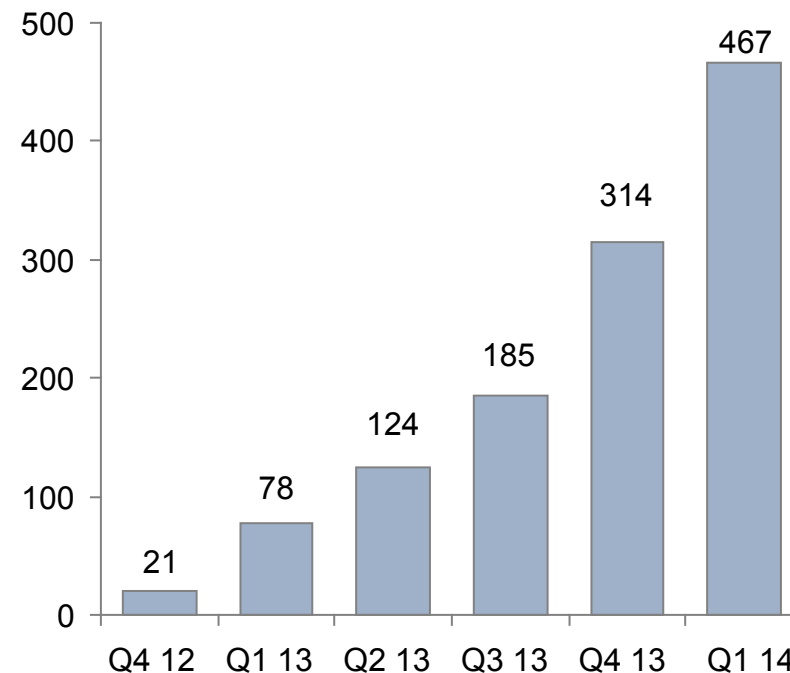
## Diversified Deposit Base

Percent



## Rapid Business Banking Deposit Growth

(\$MM)



# of accounts

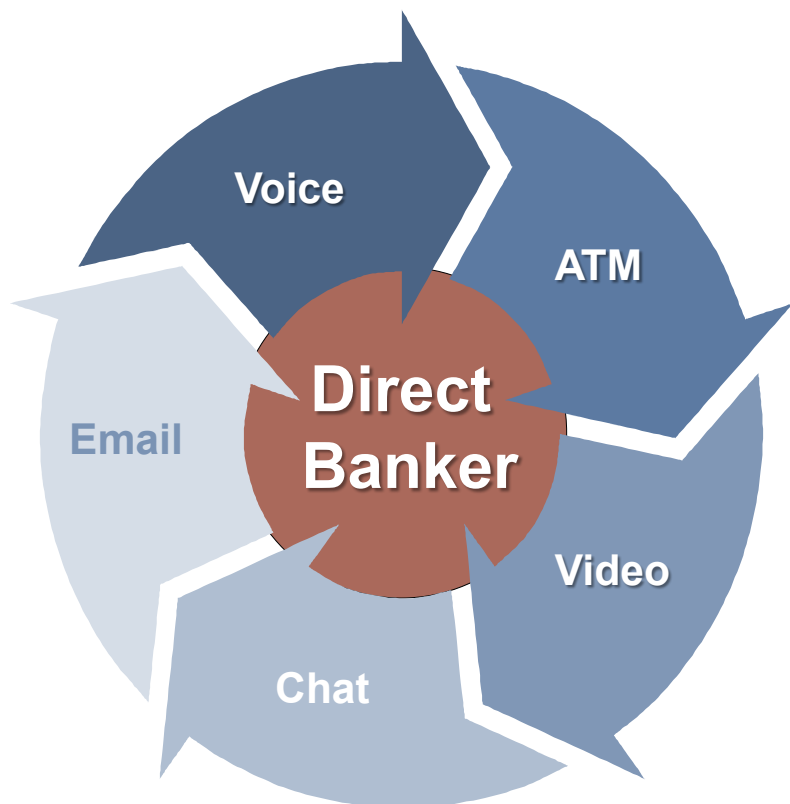
170    351    620    921    1,481    1,979

Note: 100% of deposits equals \$2,193MM

# Key Areas of Growth

Key Growth Areas	Growth: 09/2012 - 09/2013
Checking balance	258%
MMS balance	17%
Savings balance	-3%
CD balance	-19%
Transaction account balance	85%
Gen Y (1978-1994)	Number of accounts for segment up 80%, account balances up 72%
Gen X (1965-1977)	Number of accounts for segment up 73%, account balances up 46%

# Bofi's Vision for Multi-Channel Customer Service and Transactions

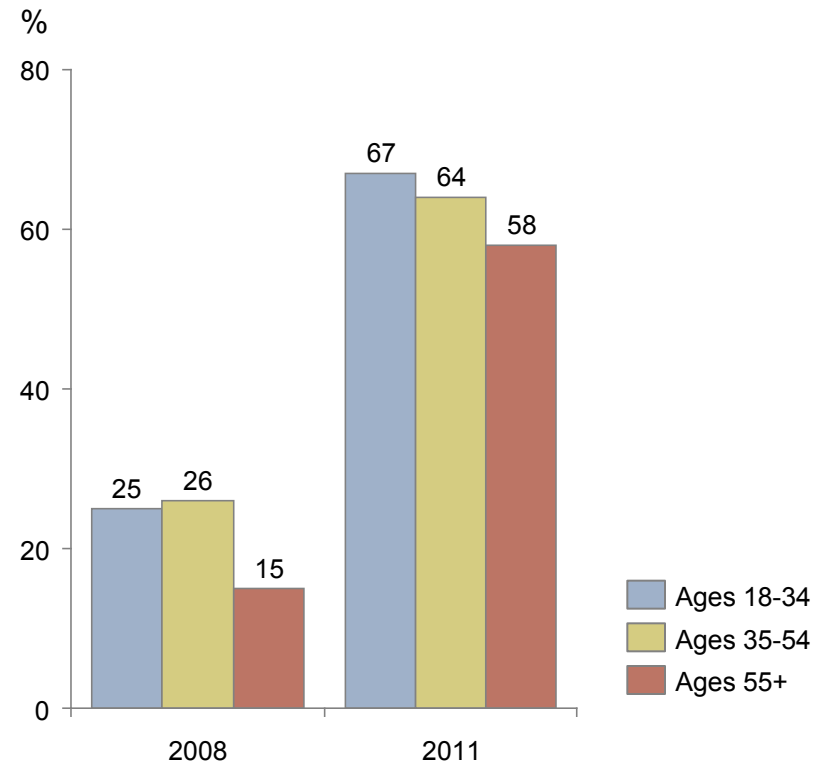


- Aggressive outbound
  - segmented call lists based upon behavioral segmentation (e.g., usage)
- Utilization of third party and internal data
- Coordinated multi-channel marketing
- Utilize third party infrastructure (e.g., ATMs to deposit cash and reload networks)
- Incorporate personalized elements (video, chat) into direct banker interactions
- Mobile and Remote RDC through iPhone and Android applications

# The Tipping Point for Consumer and Business Banking Customers

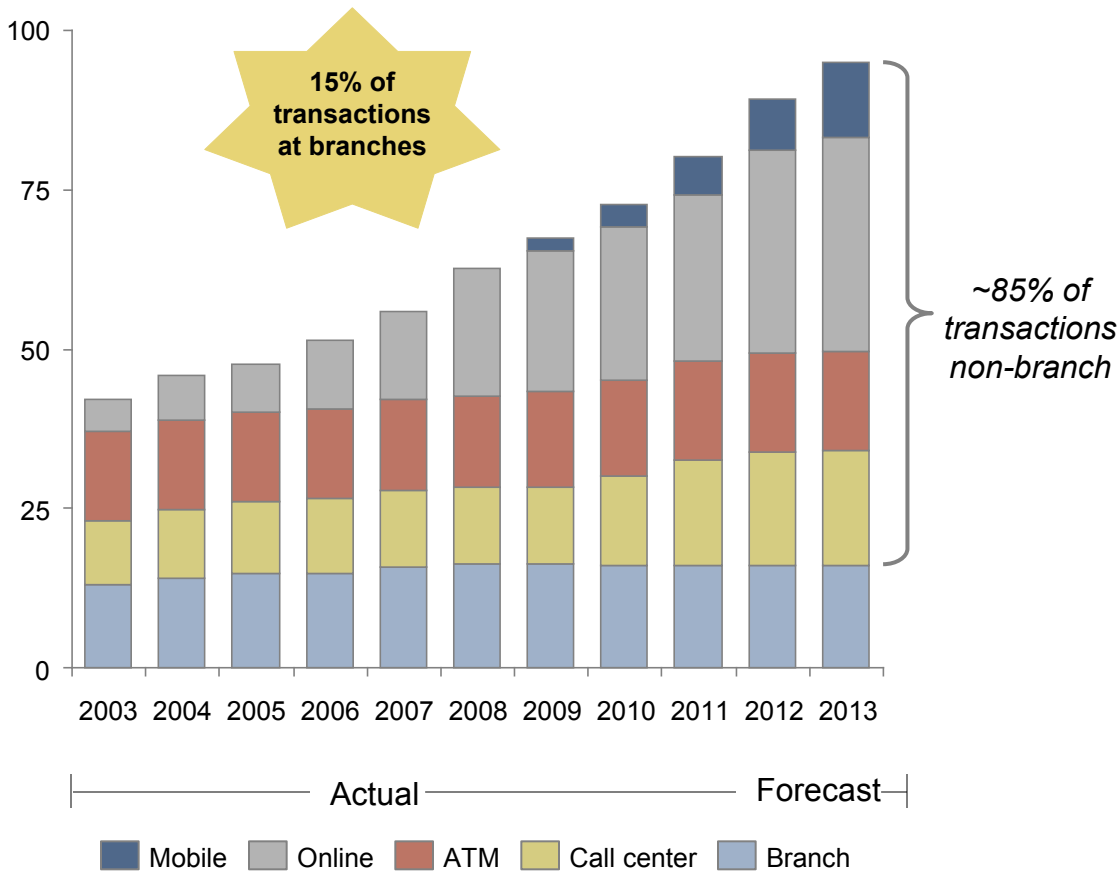
- Consumers are disenchanted with traditional banks
- Cost structure of business and consumer accounts are significant concerns
- Technology has removed final barriers to branchless banking (remote deposit capture, reload networks, enhanced ATMs for depositing of cash)
- Ubiquity of mobile and smartphones
- Consumers can feel connection and relationship via electronic media (phone, video, chat, social)

## Internet Banking/ New Preferred Method

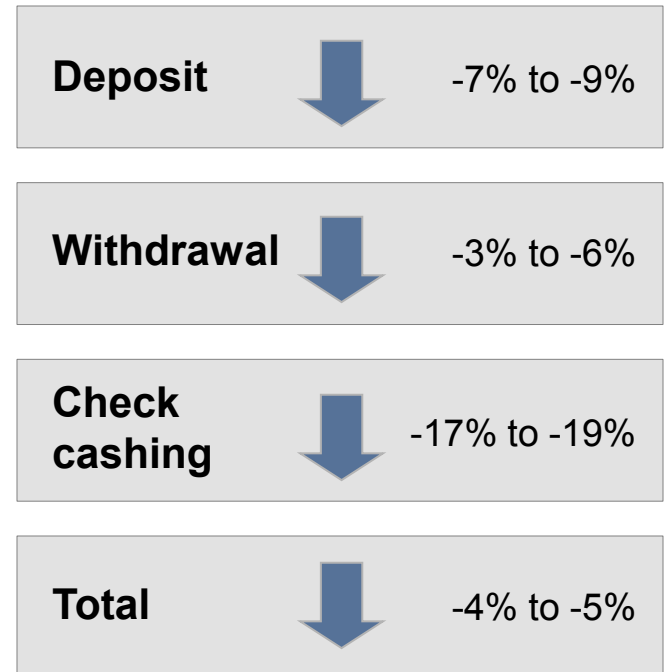


# Branch Transaction Activity Migrating to Mobile/Online Channels

## U.S. Banking Transactions by Channel (Billions)<sup>1</sup>



## U.S. Branch Transaction Activity<sup>2</sup> (average annual change – 2008-11)



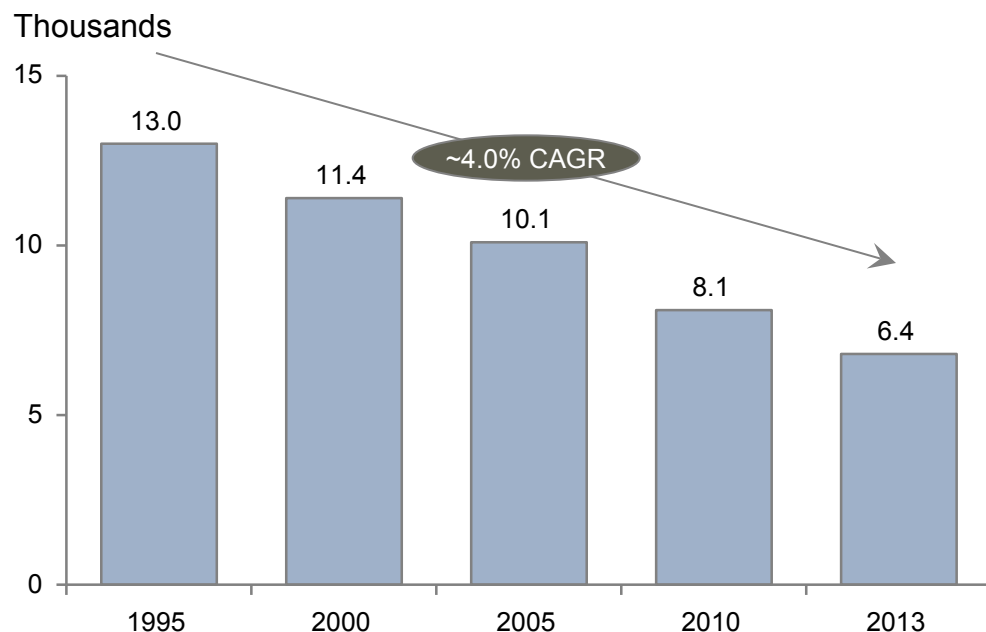
1. Source: Tower Group; McKinsey & Co., Novantas.

2. Represents the average annual change measured in 2008-2011



# Branch Traffic has Declined Approximately 4.0% per Year for an Aggregated Decline of 90% Over the Last 16 Years

**Average Branch Monthly Volume – Teller Transactions**



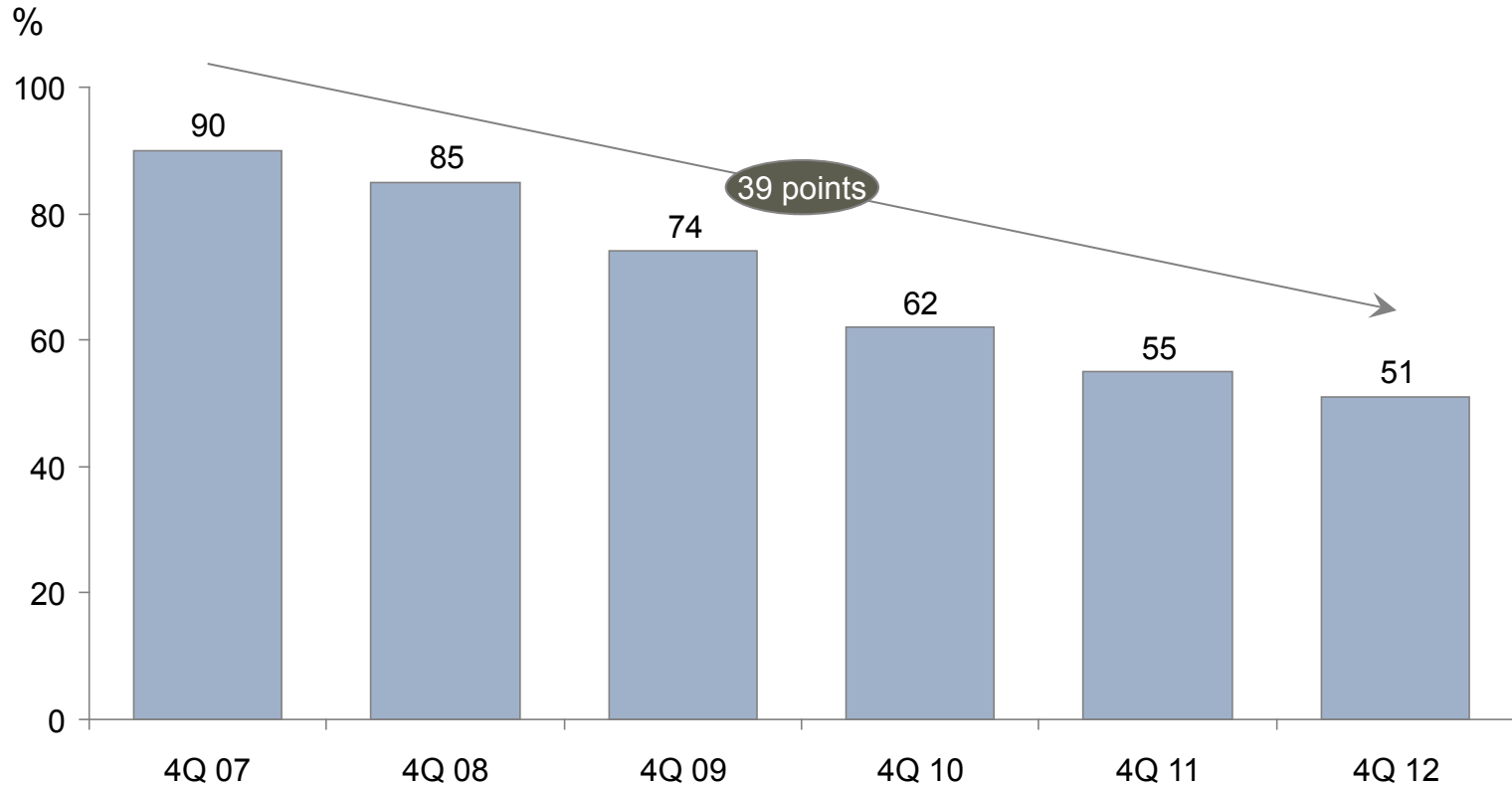
*"Branch foot-traffic is plummeting and branches are largely idle, except for the activities of the employees"*

*"Check writing declines 6-10% per year"*

– Bob Meara, Analyst, Celent

# The Rollout of Remote Deposit Capture has had an Immediate Impact – Chase Example

% of Consumer Deposits Through Tellers<sup>1</sup>

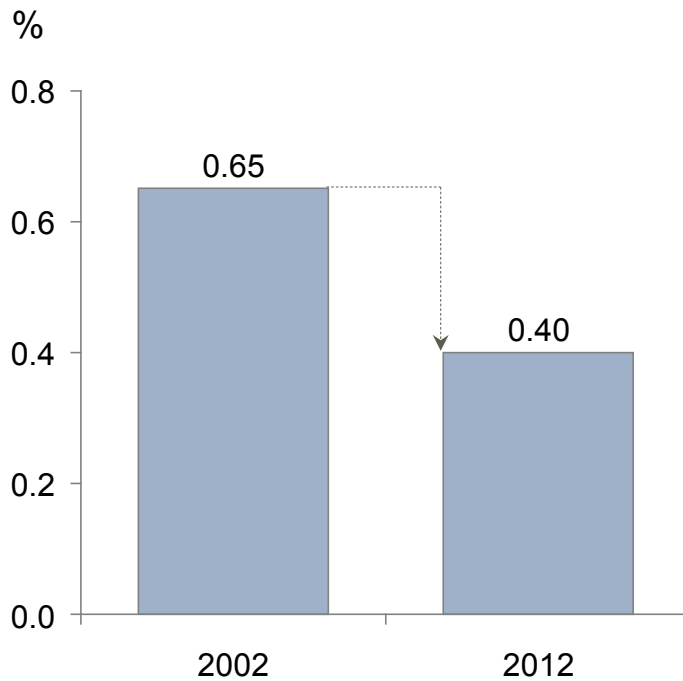


1. Chase data includes non-Chase ATMs

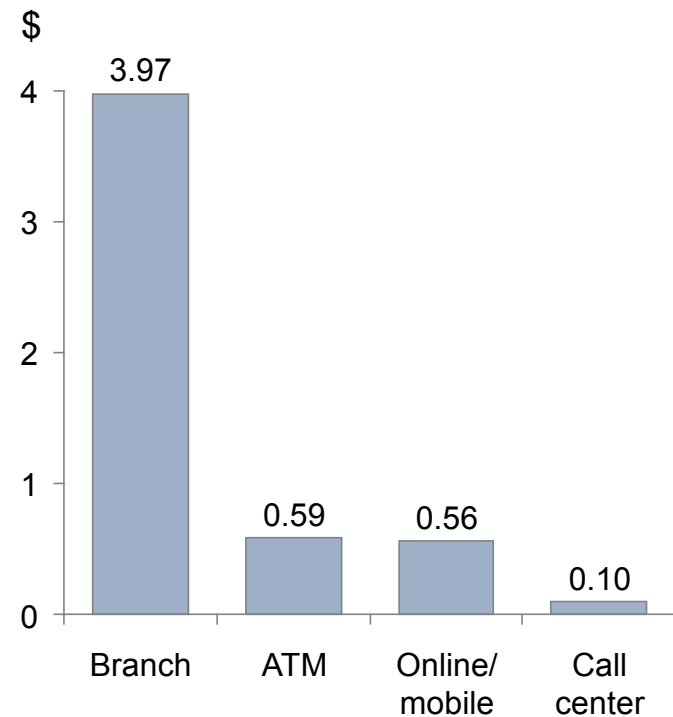
Source: Gordon Smith, "Consumer & Community Banking" 2/26/13, J.P. Morgan & Chase, SNL Financial

# Bank Deposit Revenue Sources have been Significantly Reduced and Cost per Branch Transaction is 40 Times that of a Call Center

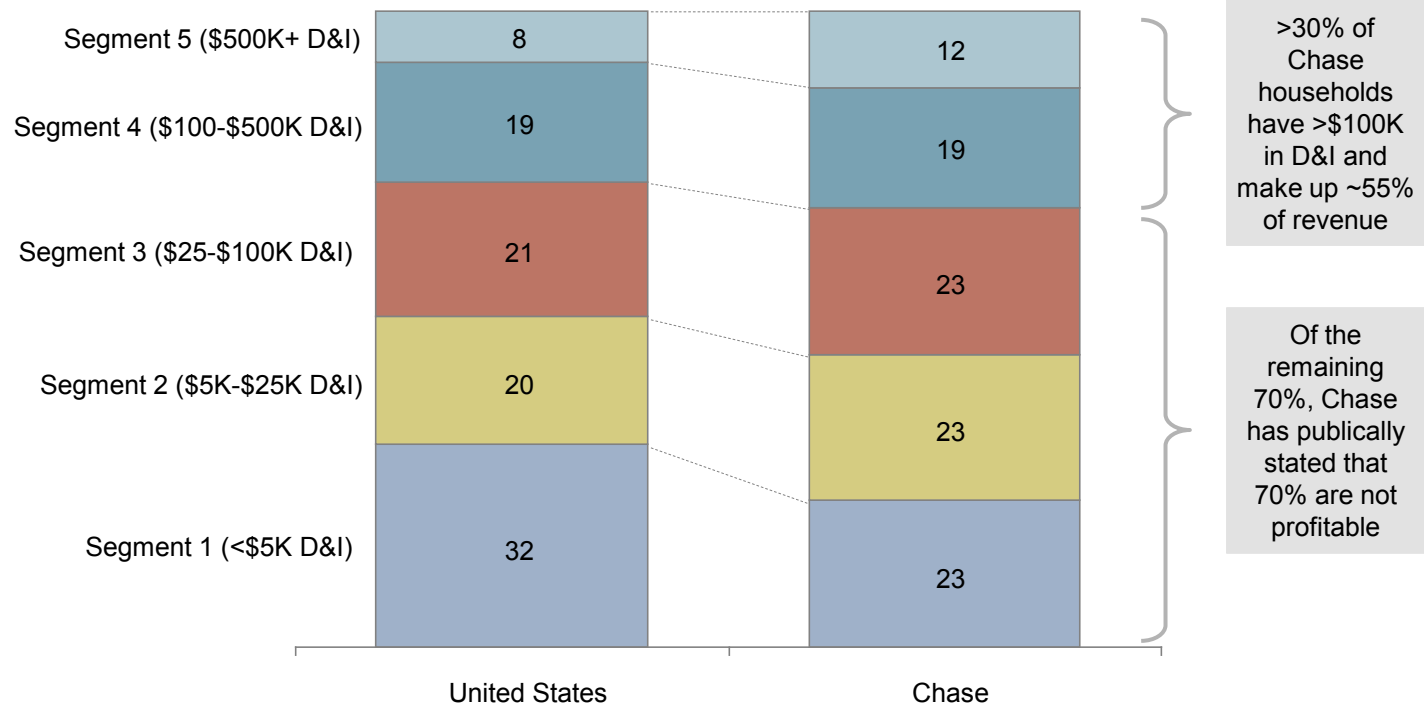
### Service Charges/Total Deposits (%)



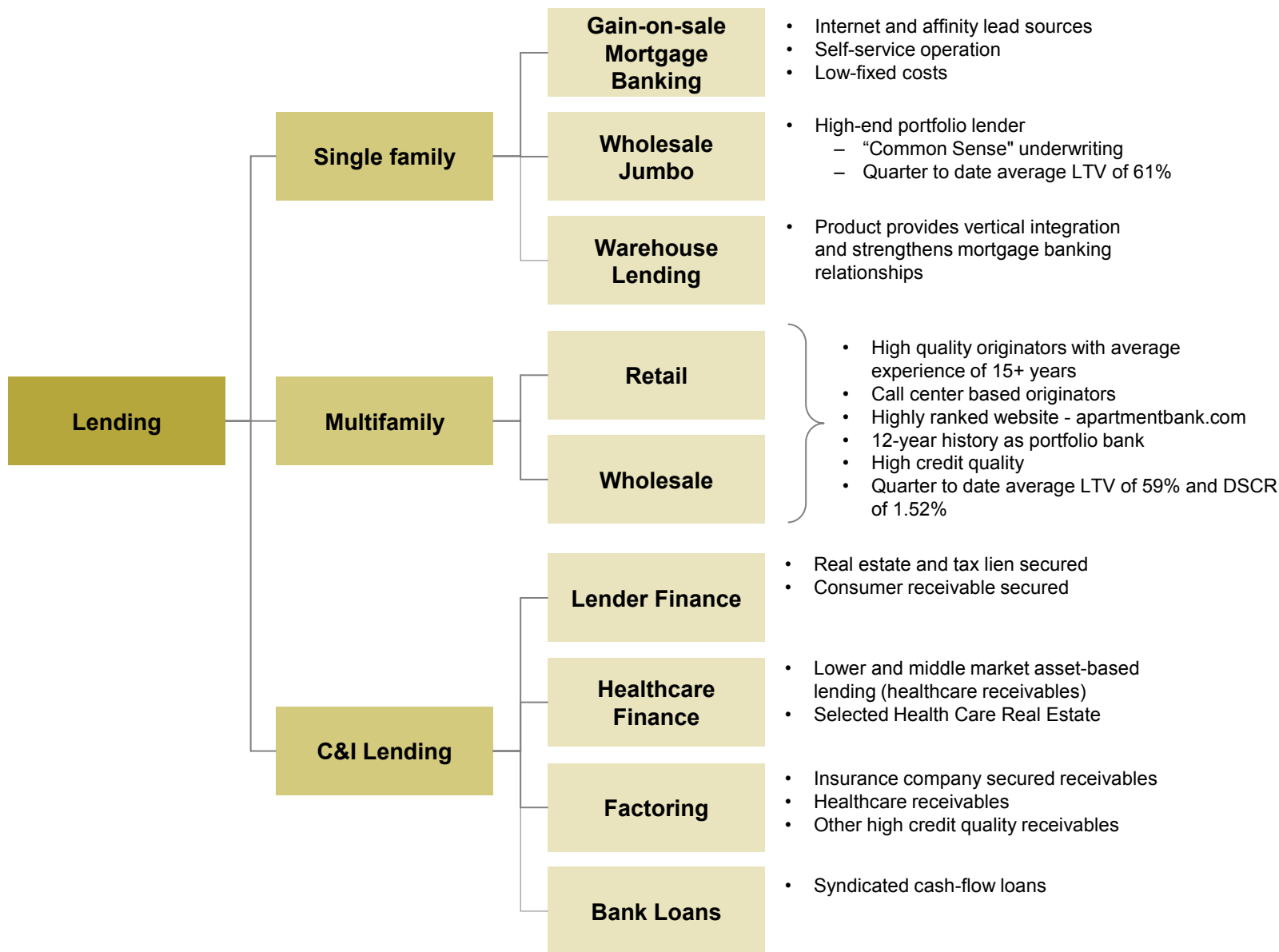
### Cost Per Transaction



# Branch Banks Cannot Cost-Effectively Serve Most Customers

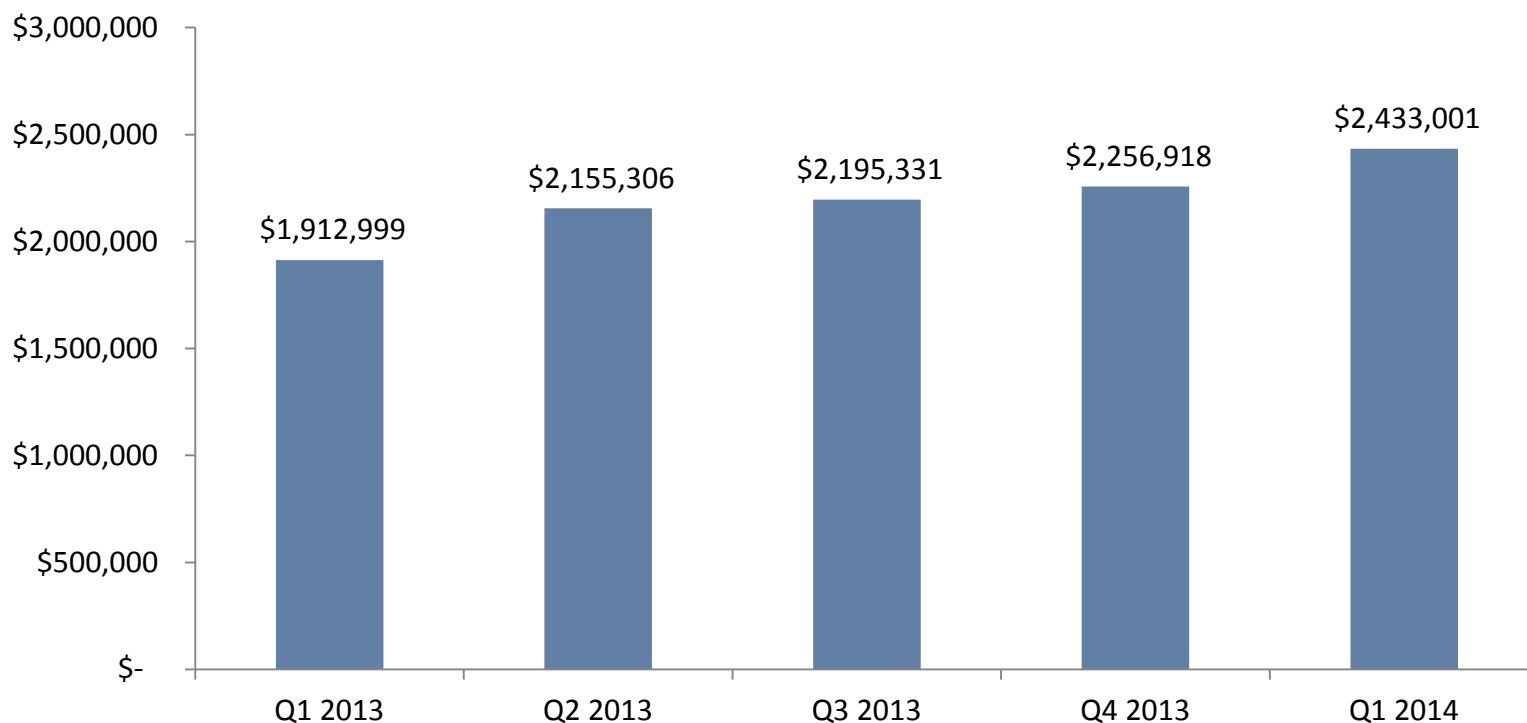


# Primary Business – Lending



# Our Asset Growth has been Driven by Strong and Profitable Organic Loan Production

Loan Portfolio – End of Last Five Quarters (\$ in Thousands)

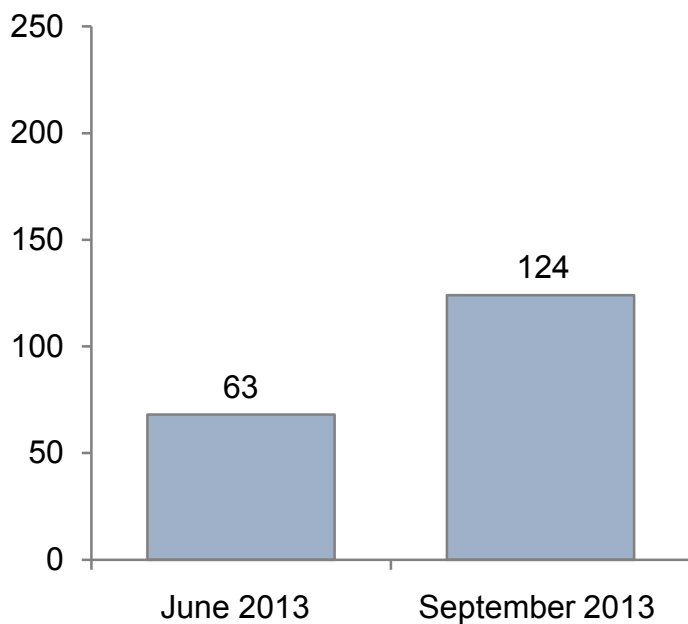


Average Loan to Value					
	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014
<b>Multifamily</b>	55%	55%	55%	55%	55%
<b>Single family</b>	54%	54%	54%	55%	56%

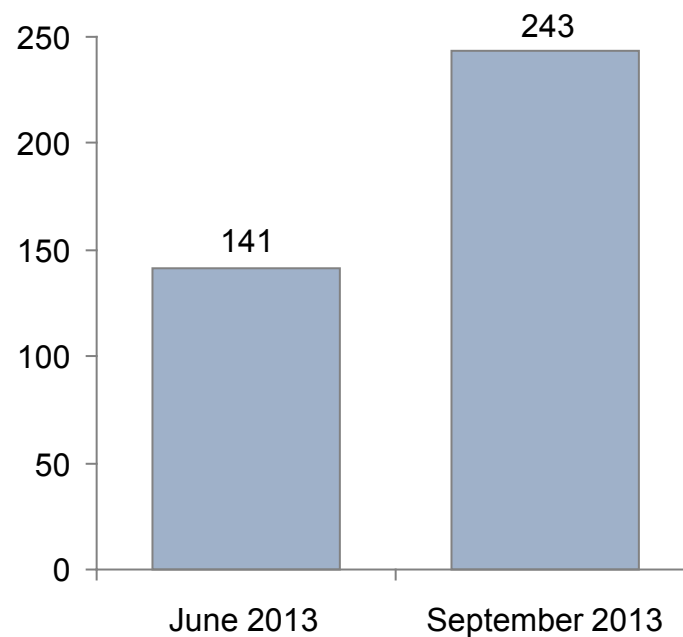
# Single Family and Multifamily Portfolio Loan Production has increased Substantially in the Latest Quarter

Quarterly Loan Production (\$MM)

## Multifamily



## Single Family



Pipeline (\$MM)

106

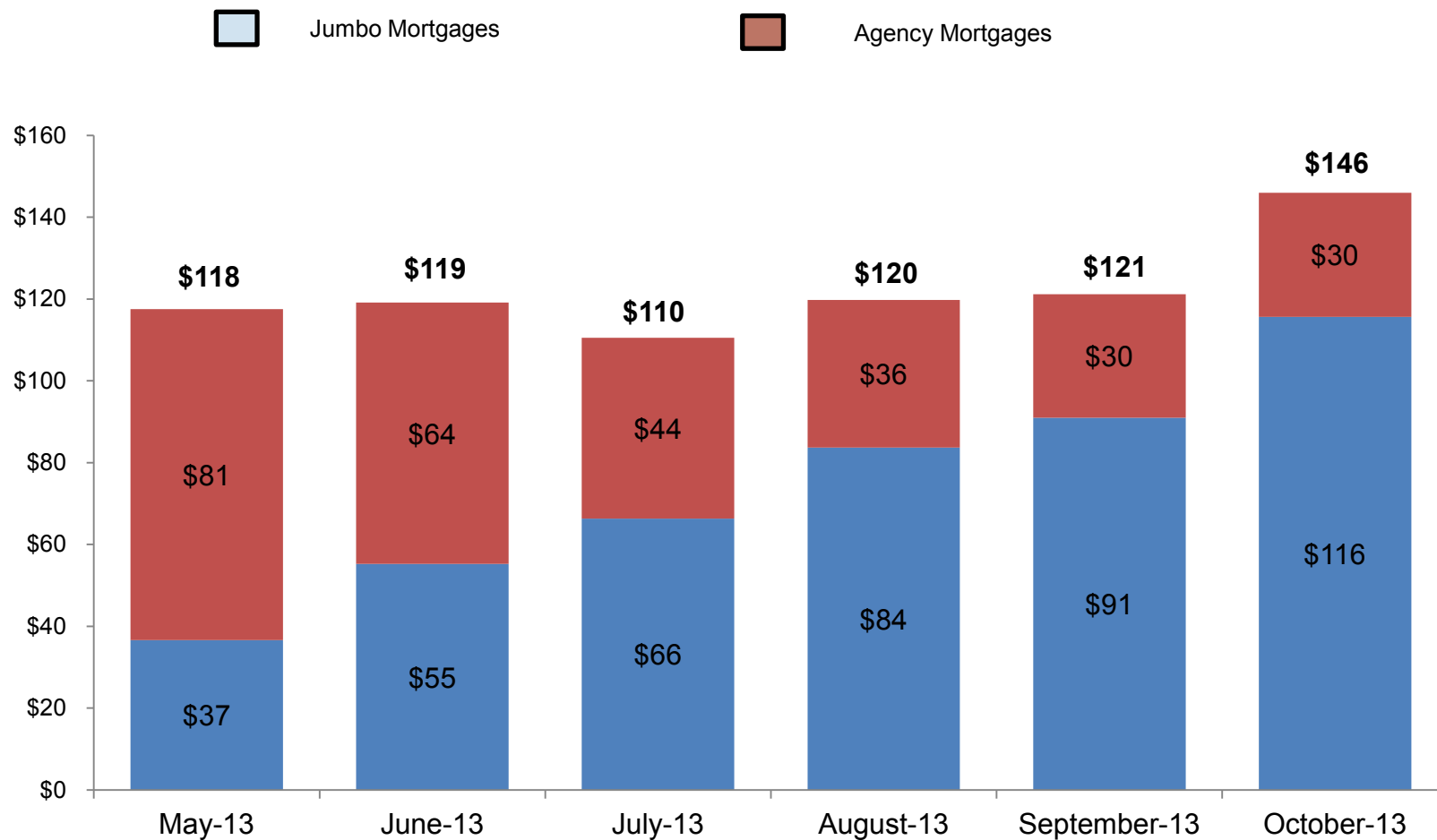
148

204

344

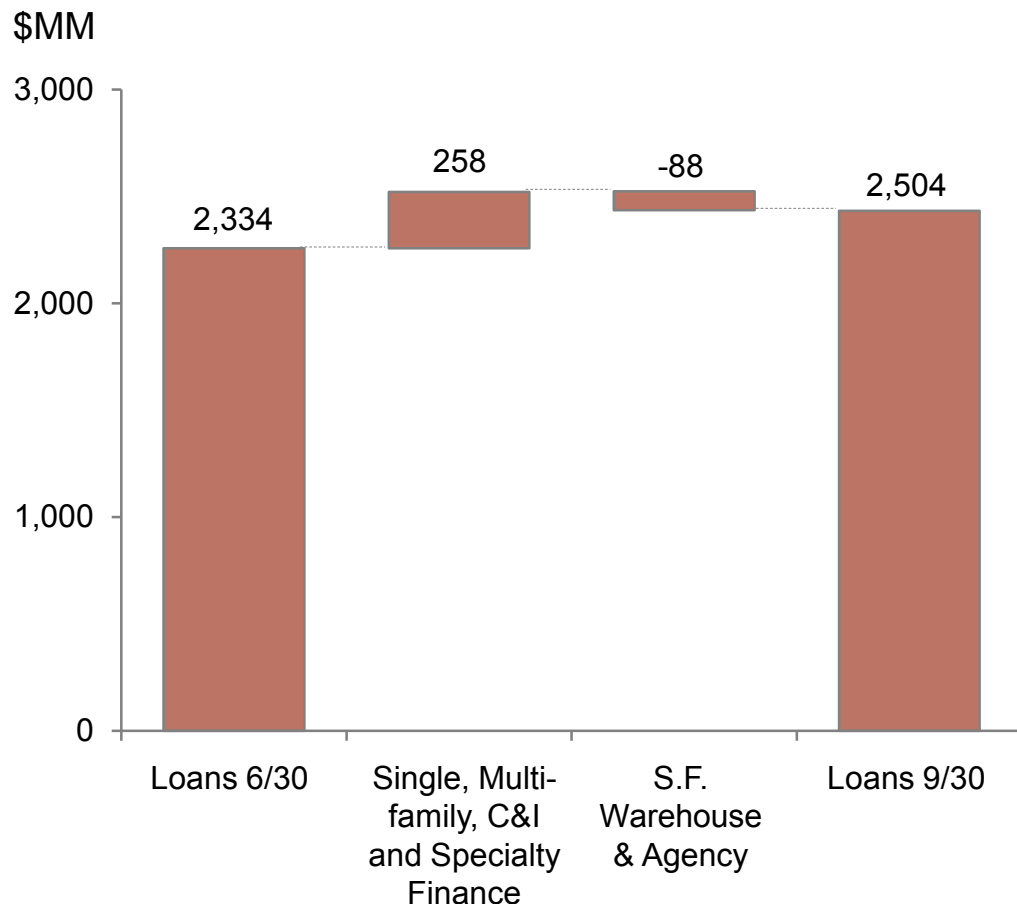
# but Single Family Production has shifted to Jumbo Mortgages and Away From Agency Eligible Loans

Monthly Loan Production (\$MM)





# First Quarter Loan Growth Reduced by Adjustment in Warehouse and Agency Held For Sale of \$88 Million



### Net loan growth

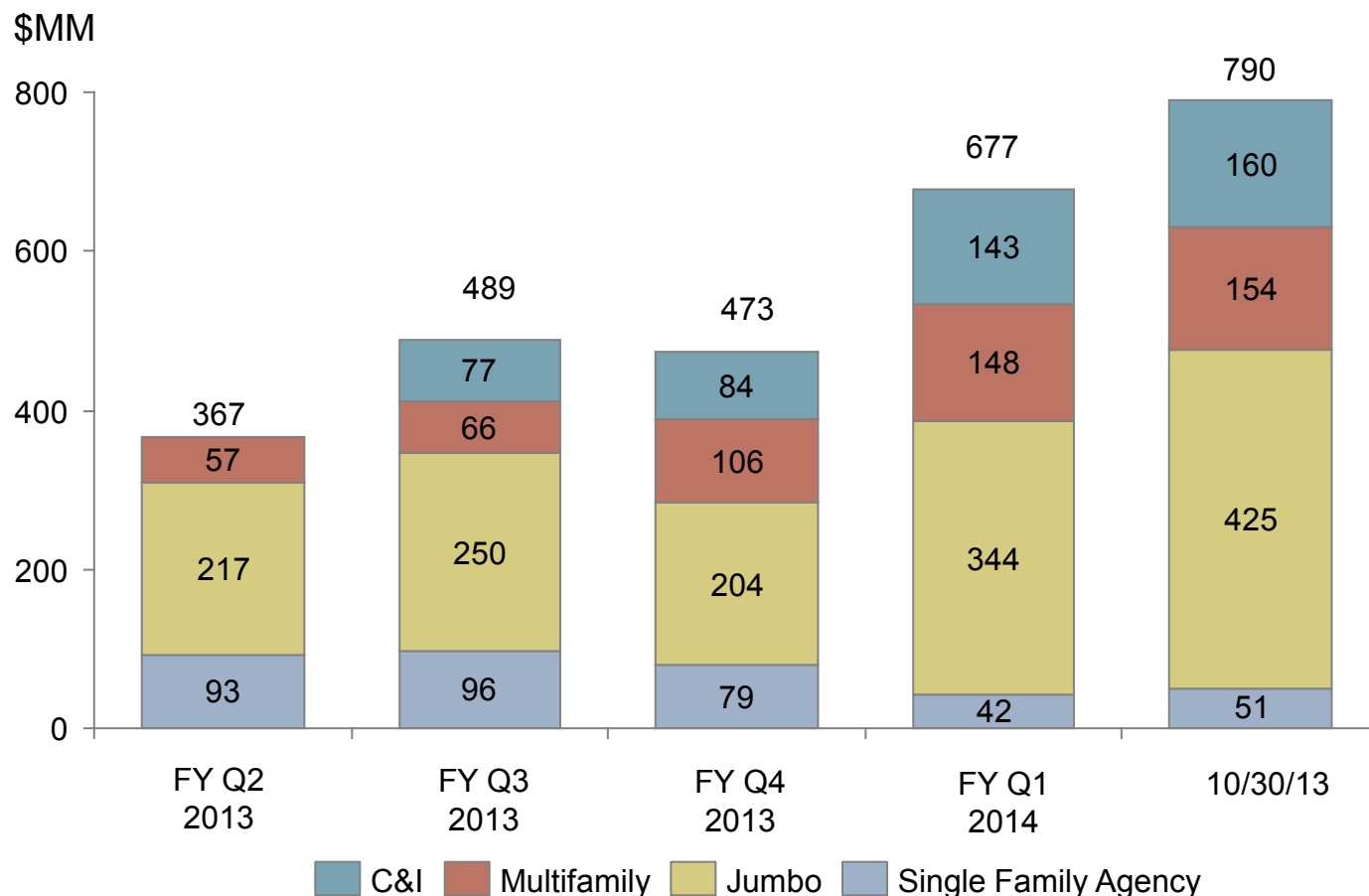
- Quarter: 8%
- Annualized: 32%

### Adjusted for S.F. Warehouse and agency held for sale decline

- Quarter: 11%
- Annualized: 44%

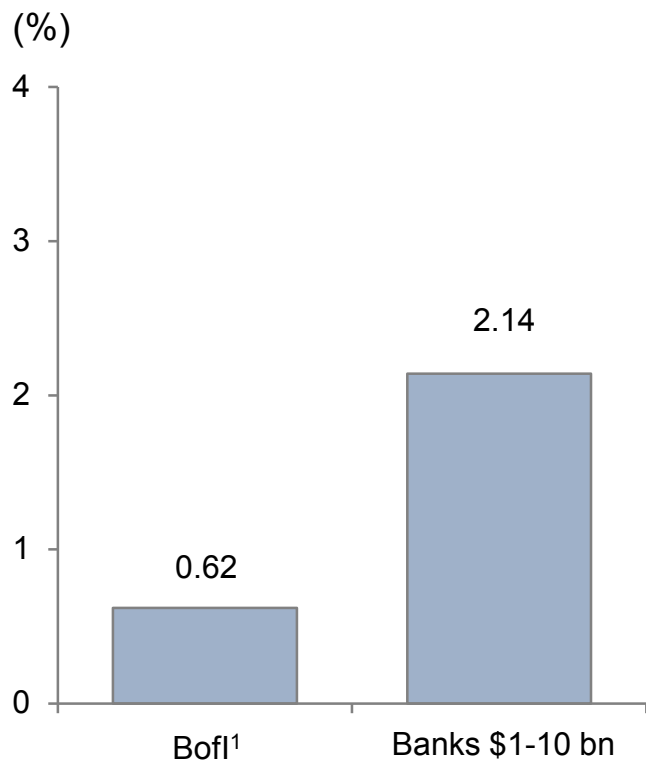
# Moderate Reduction in Single Family Agency Production From Prior Quarter Compensated by Other Loan Production Areas

Loan Pipeline – Last Four Quarters and Current

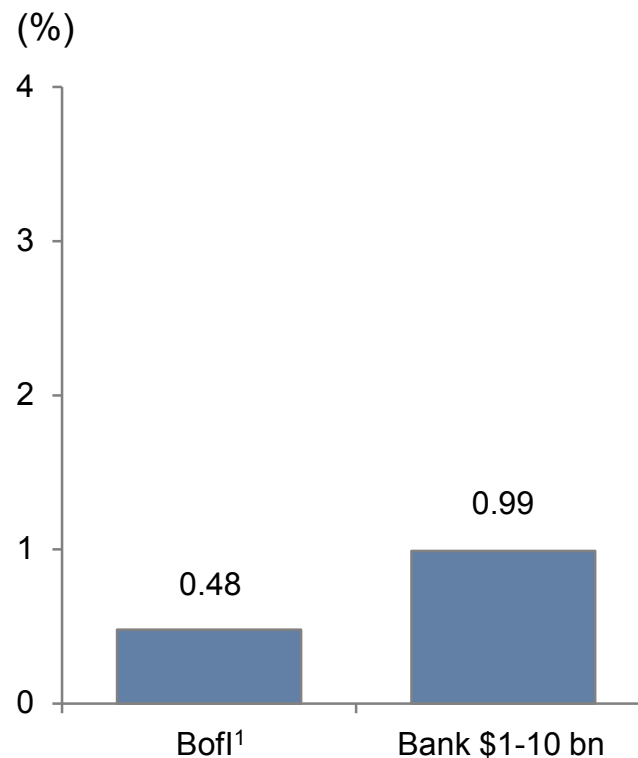


# Best-in-Class Asset Quality

**Non-current (30 days+) loans to total loans<sup>1</sup>**



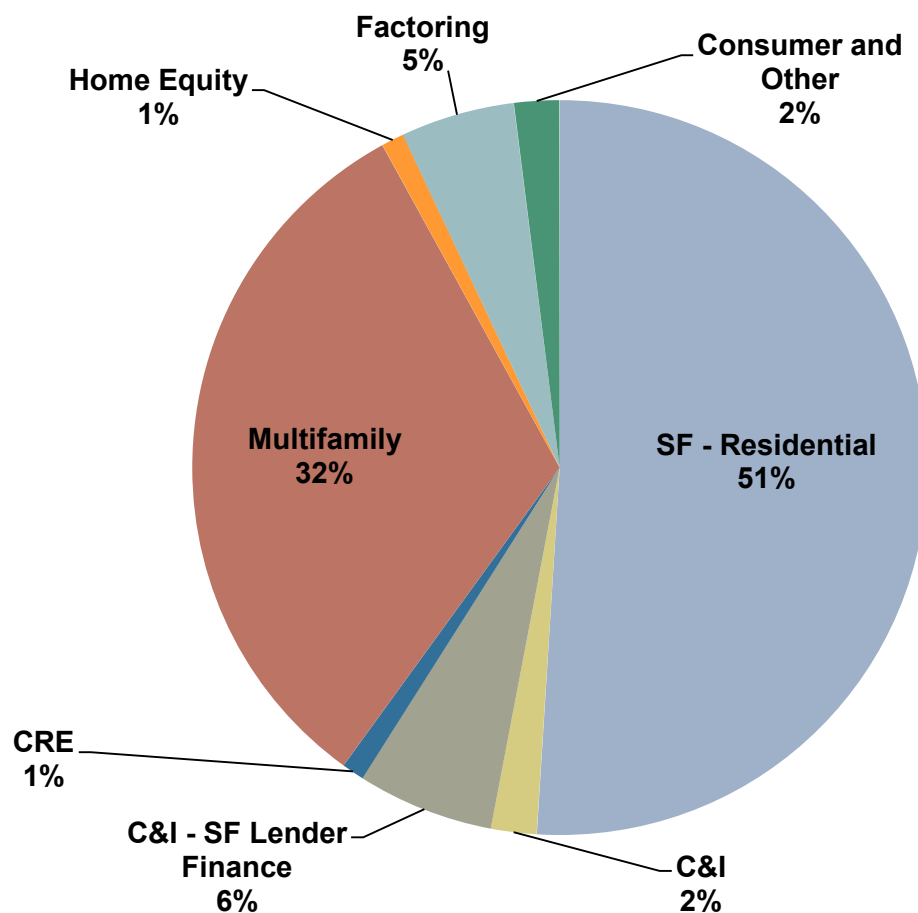
**Assets in non-accrual to total assets<sup>1</sup>**



1. As reported in FDIC SDI report at 9/30/13. Total of 450 institutions included in the \$1-\$10 billion group

# Loan Diversity – September 30, 2013

## Loan Portfolio<sup>1</sup> 100% = \$2,480 Million



1. Gross loans before premiums, discounts and allowances

# Non-Interest Income Is Diversified With Significant Growth Outside of Single Family Agency Mortgage Banking

(\$ in Thousands)	Q1 Fiscal 2013	Q1 Fiscal 2014
Mortgage loan sales:		
Single family	\$5,006	\$1,301
Multi-family	1,450	685
Other loan sales, primarily structured settlements	--	3,089
Mortgage prepayment penalties	202	654
Bank service fees, prepaid card fees, other non-interest income, net	103	1,247
	<b>\$6,761</b>	<b>\$6,976</b>

# Investment Summary



Full service branchless banking platform with structural cost advantages vs. traditional banks



Superior growth and ROE relative to large and small competitors



Solid track record of allocating capital to businesses with best risk-adjusted returns



New business initiatives will generate incremental growth in customers, loans and profits



Robust risk management systems and culture has resulted in lower credit, counterparty and regulatory risks

# Contact Information

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