



STONEGATETM
MORTGAGE

Third Quarter 2015 Investor Presentation

November 5, 2015

Forward Looking Statements



FORWARD-LOOKING STATEMENTS:

Our presentation contains certain forward-looking statements. These forward-looking statements may be identified by a reference to a future period or by the use of forward-looking terminology. They involve risks and uncertainties that could cause the company's actual results to differ materially from the results discussed in the forward-looking statements. Important factors that could cause actual results to differ include, but are not limited to, our future production, revenues, income, capital spending, related general economic and market conditions, delinquency rates, trends for home prices, as well as other risks discussed in the "Risk Factors" section within our Annual Report on Form 10-K, which was filed with the U.S. Securities and Exchange Commission on March 6, 2015, and any revisions to those Risk Factors in subsequent filings. These forward-looking statements speak only as of the date they are made and except for our ongoing obligations under the U.S. federal securities laws, we undertake no obligation to update or revise forward-looking statements whether as a result of new information, future events or otherwise.

NON-GAAP MEASURES:

Our presentation contains non-GAAP performance measures, such as our references to "adjusted net income (loss)", "adjusted EPS", "adjusted net income (loss) per diluted share", "adjusted segment revenue", "adjusted segment pre-tax income (loss)", and "adjusted segment expenses". We believe these non-GAAP performance measures provide additional meaningful comparisons between current results and results in prior periods. Non-GAAP performance measures should be viewed in addition to, and not as an alternative for, the Company's reported results under accounting principles generally accepted in the United States. In addition, our calculations of non-GAAP performance measures may be different from the calculations used by other companies and, therefore, comparability may be limited. Please refer to the Appendix of this presentation for a reconciliation of these non-GAAP performance measures to the most comparable GAAP measure.

SEGMENT REPORTING PRIOR PERIOD RECLASSIFICATIONS:

Certain prior period amounts have been reclassified to conform to the current period presentation.

3Q15 Stonegate Highlights



Consolidated

- GAAP net loss of \$22.8 million or \$0.88 per diluted share
- Adjusted net income of \$0.5 million or \$0.02 per diluted share⁽¹⁾; pre-tax adjustments include:
 - \$28.1 million for changes in valuation inputs and assumptions on MSR's
 - \$3.0 million for severance expense, disposal of long-lived assets (primarily related to distributed retail), and other non-routine expenses
 - \$1.9 million for stock based-compensation

Originations

- Adjusted Originations Segment pre-tax income ⁽²⁾ of \$3.8 million was down 68% from 2Q15 primarily due to the value of the pipeline at the end of the quarter
 - Originations were \$3.5 billion, up 1% from 2Q15 and down 2% from prior year quarter
 - Interest Rate Locks of \$4.3 billion, down 4% from 2Q15 and up 4% from prior year quarter
 - The change in the value of the pipeline resulted in a \$10.6 million reduction in gain on sale compared to 2Q15

Servicing

- Adjusted Servicing Segment pre-tax loss ⁽³⁾ of \$0.7 million was up \$5.7 million from 2Q15 primarily due to higher servicing fees and lower amortization in 3Q15
 - Ending Servicing UPB up 5% from 2Q15 to \$18.17 billion

Financing

- Financing Segment pre-tax income increased 26% to \$446,000 in 3Q15, compared to \$355,000 in 2Q15
 - NattyMac commitments as of September 30, 2015 increased 7% from 2Q15 to \$494 million
 - Funded volume of \$881.2 million up 3% from 2Q15

(1) Adjusted Net Income (Loss) and adjusted EPS are key performance metrics used by management in evaluating the performance of our business. See the Appendix for GAAP to non-GAAP reconciliation.

(2) Adjusted Originations segment pre-tax income excludes certain non-recurring expenses. See the Appendix for GAAP to non-GAAP reconciliation.

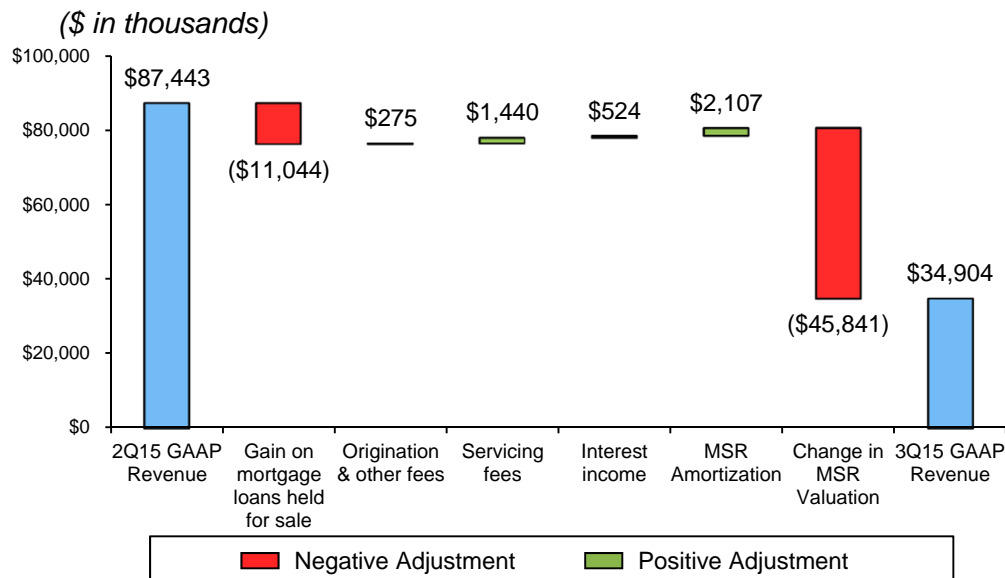
(3) Adjusted Servicing segment pre-tax income (loss) excludes the change in mortgage servicing rights value and other non-recurring expenses for each period. See the Appendix for GAAP to non-GAAP reconciliation.

3Q15 Revenue Reconciliation

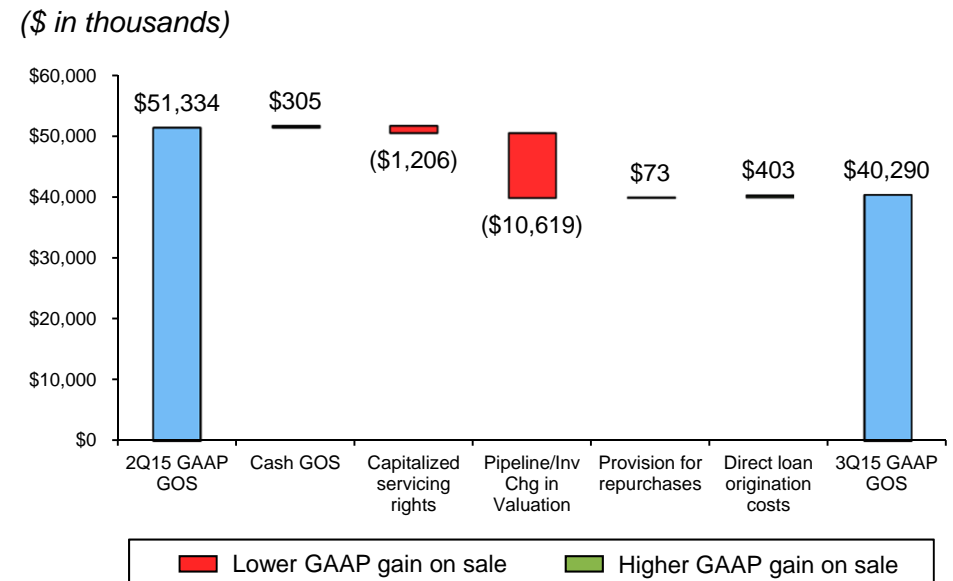


- GAAP revenue of \$34.9 million was down 60% from 2Q15 due primarily to a \$45.8 million swing in MSR valuation
 - 3Q15 includes a \$28.1 million negative adjustment of Mortgage Servicing Rights (MSR) valuation, due primarily to lower interest rates, compared to a \$17.8 million positive adjustment in 2Q15
 - Pre-payments continue to trend down; amortization expense was \$9.2 million in 3Q15, \$2.1 million lower than 2Q15
- Higher origination volume resulted in increased interest income and loan origination fees
- Gain on mortgage loans held for sale decreased by 22% from 2Q15 to \$40.3 million in 3Q15
 - The \$10.6 million reduction in gain on sale due to the change in value of the pipeline is primarily attributable to lower gross locks and lower interest rates

GAAP Revenue Bridge



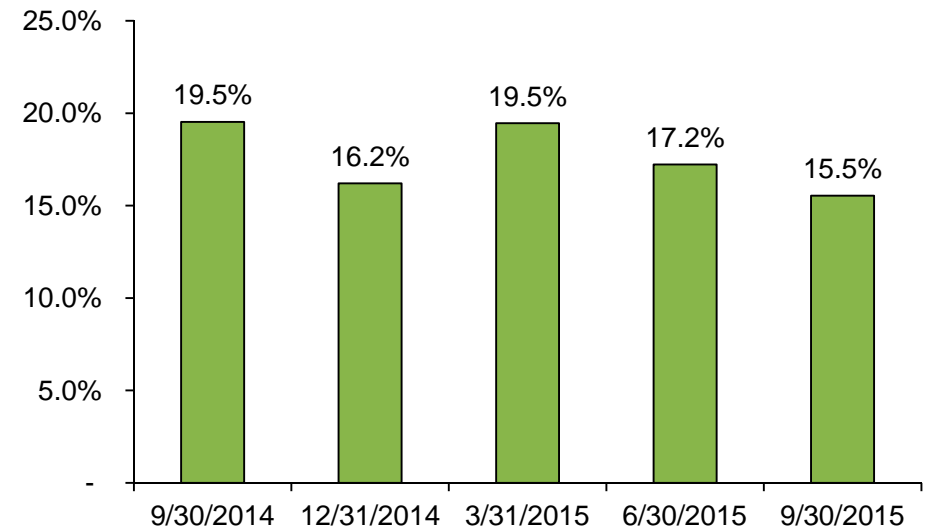
Gain on Sale Bridge



Balance Sheet & Liquidity Focus

- Maintained adequate liquidity position in 3Q15
- Freeing up capital from servicing assets to reinvest in origination and financing, each of which has a higher return potential
- Began executing flow MSR sales in September 2015
 - Flow sales provide liquidity (cash) in place of a capitalized (non-cash) MSR value on the income statement
 - GAAP and core earnings become more aligned with cash income

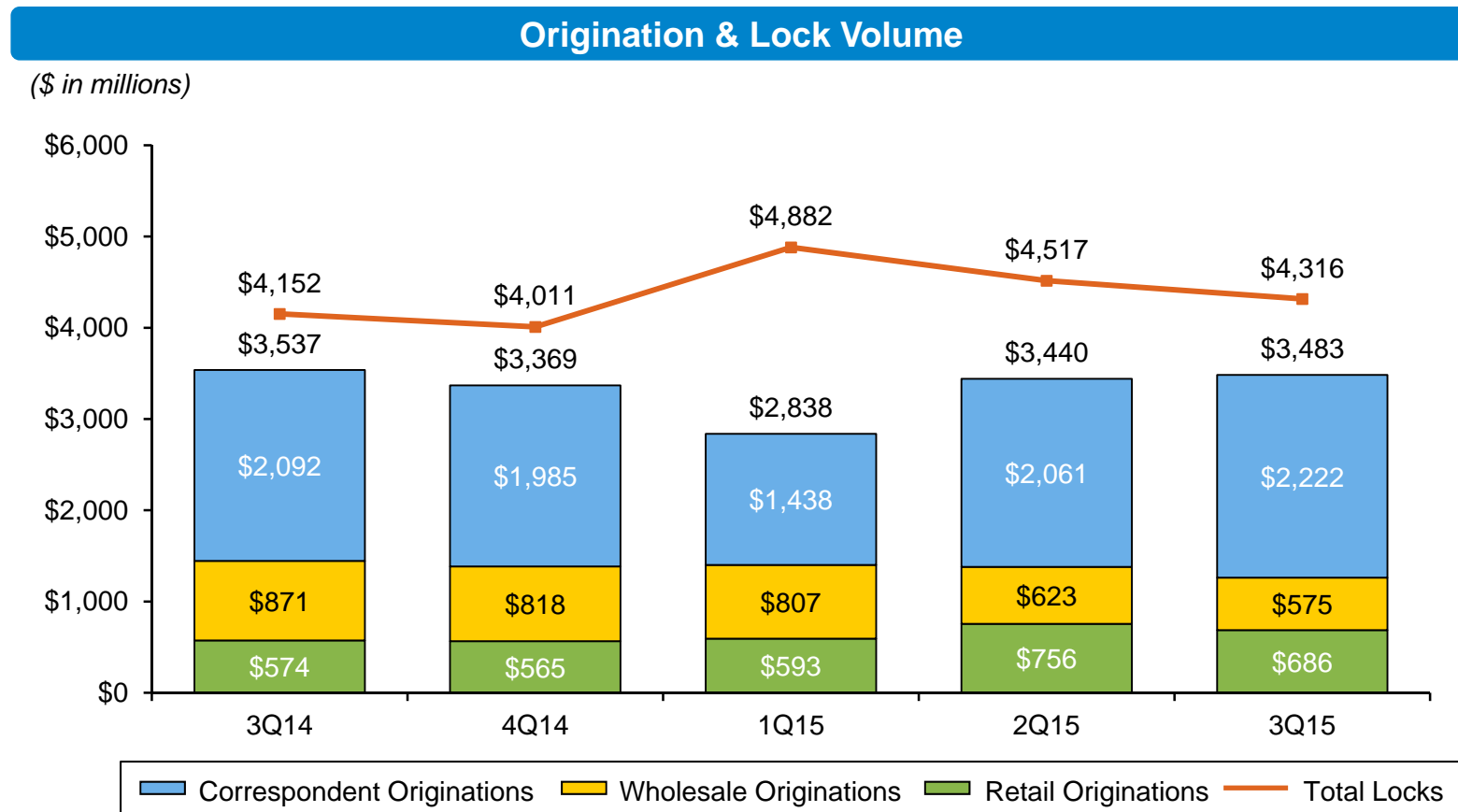
Cash & Equivalents as a % of Total Equity



Mortgage Originations – Operating Results



- 3Q15 interest rate locks were \$4.3 billion, down 4% over 2Q15 and up 4% over 3Q14
- 3Q15 originations were \$3.5 billion, up 1% over 2Q15 and down 2% over 3Q14



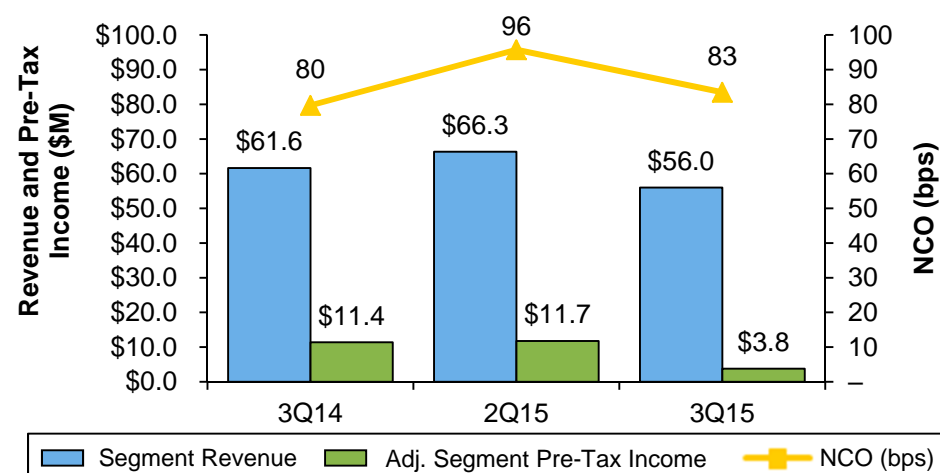
Mortgage Originations – Financial Results



- Segment revenue of \$56.0 million was down 16% over 2Q15 and down 9% over 3Q14
- Adjusted segment pre-tax income ⁽¹⁾ of \$3.8 million was down 67% over 2Q15 and 66% compared to 3Q14
 - Includes \$12.4 million negative change in the fair market value of the pipeline, compared to \$1.8 million negative change in 2Q15
- Adjusted segment expenses ⁽¹⁾ decreased 4% in total dollars compared to 2Q15 and were down \$208 per loan

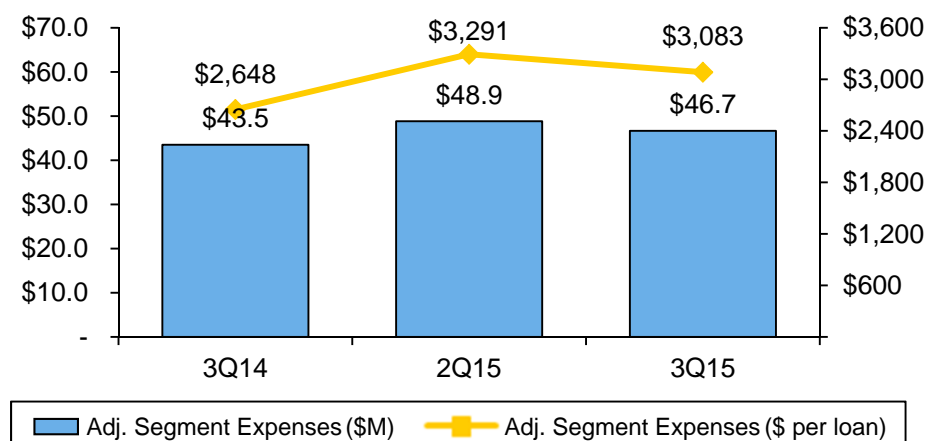
Adjusted Segment Results ⁽¹⁾

(\$ in millions)



Adjusted Segment Expenses ⁽¹⁾

(\$ in millions, except per loan data)



(1) See the Appendix for GAAP to non-GAAP reconciliation.

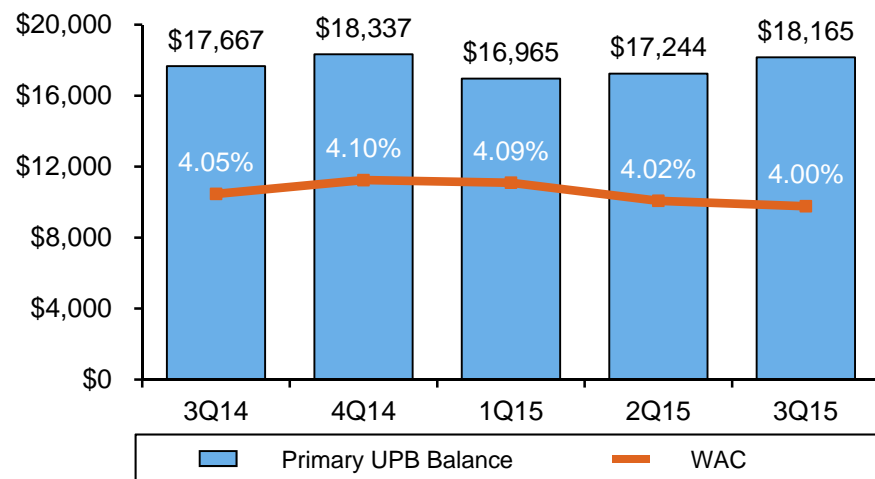
Mortgage Servicing



- Adjusted segment revenue ⁽¹⁾ increased to \$4.8 million in 3Q15 from \$1.3 million in 2Q15 due to higher servicing fees and lower amortization expenses
 - Payoffs and principal amortization of mortgage servicing rights were \$9.2 million in 3Q15
 - Down 19% from 2Q15 as pre-payments continued to slow down from the beginning of the year
 - Up 33% from 3Q14 as pre-payment speeds remained elevated compared to historical levels
 - Loan servicing fees were \$14.1 million in 3Q15, up 11% from 2Q15 and up 14% from 3Q14 due to average portfolio size
- Adjusted segment pre-tax income ⁽¹⁾ increased to (\$0.7) million in 3Q15, up from (\$5.1) million in 2Q15

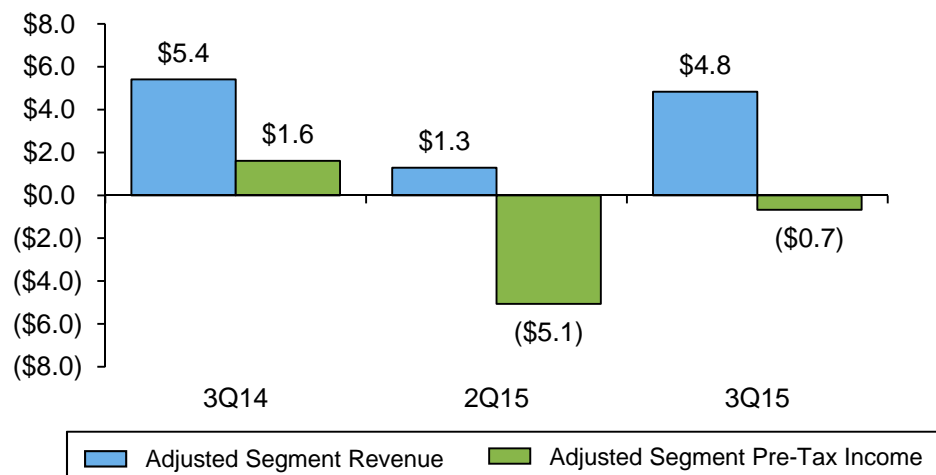
Servicing UPB and WAC

(\$ in millions)



Adjusted Segment Financials ⁽¹⁾

(\$ in millions)

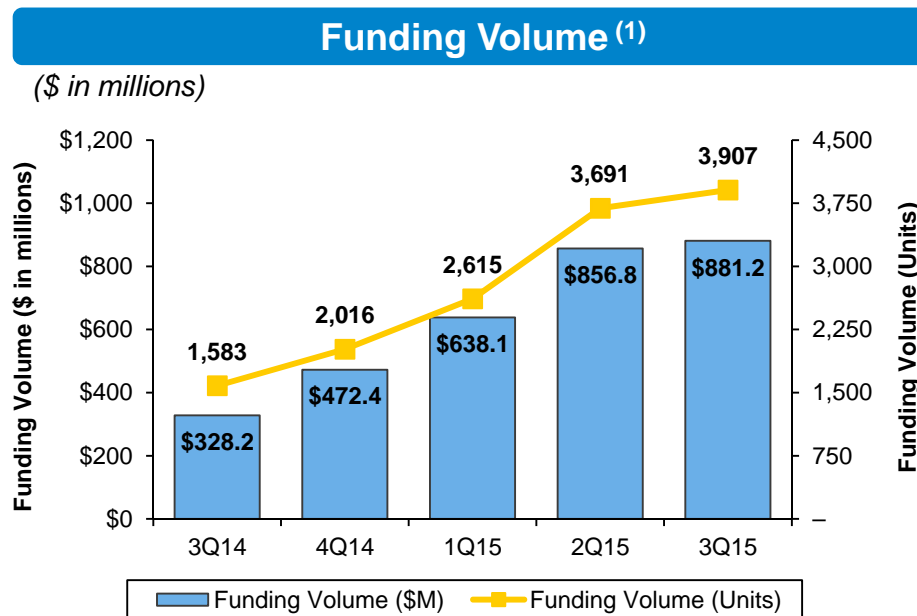
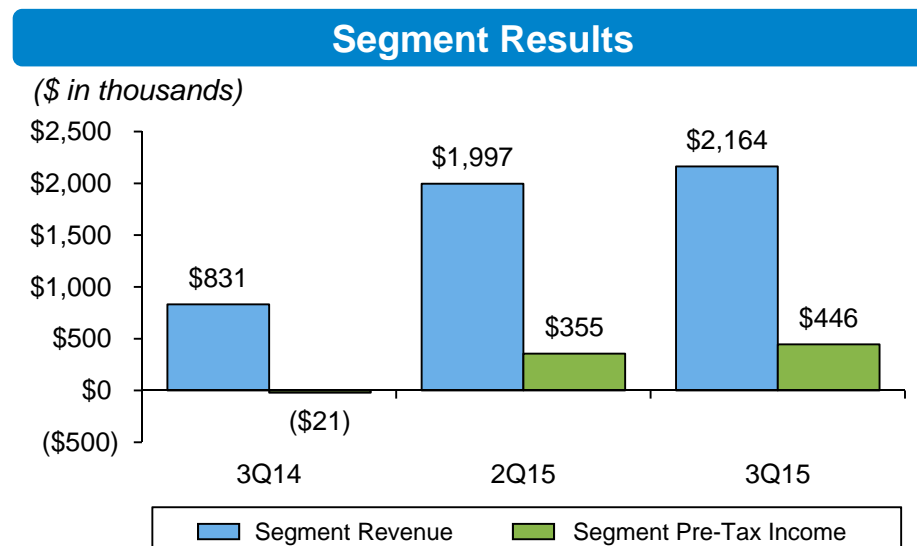


(1) Adjusted segment revenue and adjusted segment pre-tax income exclude the change in mortgage servicing rights value for each period. See the Appendix for GAAP to non-GAAP reconciliation.

Financing



- Segment pre-tax income increased 26% to \$446,000 in 3Q15, compared to \$355,000 in 2Q15
- Funded volume of \$881.2 million up 3% from 2Q15 and 168% from 3Q14
 - Increasing correspondent utilization, driving additional fee and net interest income
 - Funding fees were up from \$303,000 in 2Q15 to \$310,000 in 3Q15 due to higher funded volume
 - NattyMac commitments as of September 30, 2015 increased 7% from 2Q15 to \$494 million



(1) Excludes Crossline from all periods. Prior to the integration, Crossline Capital was considered a NattyMac account. Beginning on October 1, 2014, Crossline's volume was no longer funded through NattyMac.

Conclusion

- Distributed retail strategy – focused on core markets/branches
 - Executed strategic sale of certain branches in October 2015
 - Remaining branches represented approximately 40% of YTD distributed retail volume and comprise less than 30% of expense base
 - We had 89 distributed retail branch locations at September 30, 2015; expect sell or close 67 of those branches by the end of the fourth quarter
 - Focus will be on optimizing remaining structure and increasing profitability
 - As a result of the strategic changes, we recognized \$1.6 million (pre-tax) in one-time expenses during 3Q15; may incur one-time charges of up to approximately \$2.2 million in 4Q15 (all remaining charges associated with this restructuring are expected to be incurred during 4Q15)
- Management is focused on operational efficiencies; critical in a flat or declining market
 - Expect to reduce our expense base by 15%-20% by the end of 2016 compared to our current annualized run-rate (assuming essentially flat origination volume) through a combination of expense reductions and with the mix shifting to less distributed retail

Appendix

Statement of Operations



(\$ in thousands, except per share data)

Revenues

	Three Months Ended		
	9/30/2015	6/30/2015	9/30/2014
Gain on mortgage loans held for sale, net	\$ 40,290	\$ 51,334	\$ 44,031
Changes in mortgage servicing rights valuation	(28,088)	17,753	(4,796)
Payoffs and principal amortization of mortgage servicing rights	(9,215)	(11,322)	(6,941)
Loan origination and other loan fees	7,999	7,724	7,752
Loan servicing fees	14,051	12,611	12,350
Interest and other income	9,867	9,343	10,658
Total revenues	\$ 34,904	\$ 87,443	\$ 63,054

Expenses

Salaries, commissions and benefits	\$ 40,605	\$ 42,919	\$ 37,644
General and administrative expense	11,101	9,569	9,044
Interest expense	7,957	8,295	7,984
Occupancy, equipment and communication	5,834	5,933	4,540
Provision for mortgage repurchases and indemnifications	66	437	801
Depreciation and amortization expense	2,841	1,846	1,395
Total expenses	\$ 68,404	\$ 68,999	\$ 61,408

(Loss) income before income tax (benefit) expense	(33,500)	18,444	1,646
Income tax (benefit) expense	(10,696)	7,310	3,325
Net (loss) income attributable to common stockholders	\$ (22,804)	\$ 11,134	\$ (1,679)

(Loss) income per share

Basic	\$ (0.88)	\$ 0.43	\$ (0.07)
Diluted	\$ (0.88)	\$ 0.43	\$ (0.07)

Balance Sheet



<i>(\$ in thousands)</i>	<u>9/30/2015</u>	<u>6/30/2015</u>	<u>9/30/2014</u>
Assets			
Cash and cash equivalents	\$ 40,527	\$ 48,538	\$ 58,748
Restricted cash	42,180	500	1,050
Mortgage loans held for sale, at fair value	838,854	987,409	1,158,834
Servicing advances	10,015	8,791	5,192
Derivative assets	20,678	29,048	17,616
Mortgage servicing rights, at fair value	201,661	209,343	227,795
Property and equipment, net	23,794	22,078	14,769
Loans eligible for repurchase from GNMA	100,052	111,765	79,079
Warehouse lending receivables	139,117	154,422	59,831
Other Assets	63,800	66,771	52,631
Total assets	<u>\$ 1,480,678</u>	<u>\$ 1,638,665</u>	<u>\$ 1,675,545</u>
Liabilities and stockholders' equity			
Secured borrowings/warehouse lines of credit	\$ 921,874	\$ 1,082,527	\$ 1,139,365
Secured borrowings - mortgage service rights	86,558	80,058	72,192
Secured borrowings - eligible GNMA loan repurchases	35,017	-	-
Operating lines of credit	8,000	5,000	-
Accounts payable and accrued expenses	38,516	38,561	27,874
Derivative liabilities	14,797	4,876	6,778
Reserve for mortgage repurchases and indemnifications	5,286	5,289	5,441
Liability for loans eligible for repurchase from GNMA	100,052	111,765	79,079
Deferred income tax liabilities, net	1,349	12,046	26,784
Other liabilities	8,398	16,808	17,271
Total liabilities	<u>1,219,847</u>	<u>1,356,930</u>	<u>1,374,784</u>
Stockholders' equity			
Common stock	264	264	264
Additional paid-in-capital	270,628	268,728	266,385
Retained earnings	(10,061)	12,743	34,112
Total stockholders' equity	<u>260,831</u>	<u>281,735</u>	<u>300,761</u>
Total liabilities and stockholders' equity	<u>\$ 1,480,678</u>	<u>\$ 1,638,665</u>	<u>\$ 1,675,545</u>

Segment Results – 3Q15



Three Months Ended September 30, 2015

(\$ in thousands)

	Originations	Servicing	Financing	Other / Eliminations ⁽¹⁾	Consolidated
Revenues					
Gains on mortgage loans held for sale, net	\$ 40,329	\$ -	\$ -	\$ (39)	\$ 40,290
Change in mortgage servicing rights valuation	-	(28,088)	-	-	(28,088)
Payoffs and principal amortization of MSR	-	(9,215)	-	-	(9,215)
Loan origination and other loan fees	7,689	-	310	-	7,999
Loan servicing fees	-	14,051	-	-	14,051
Interest and other income	7,991	-	1,854	22	9,867
Total revenues	56,009	(23,252)	2,164	(17)	34,904
Expenses					
Salaries, commissions and benefits	29,791	2,153	486	8,175	40,604
General and administrative	6,218	460	180	4,243	11,101
Interest expense	5,520	1,526	778	133	7,957
Occupancy, equipment and communication	3,568	490	71	1,705	5,834
Provision for mortgage repurchases and indemnifications	66	-	-	-	66
Depreciation and amortization	2,171	155	105	410	2,841
Corporate allocations	6,458	895	98	(7,450)	-
Total expenses	53,792	5,679	1,718	7,216	68,404
Income (loss) before taxes	\$ 2,217	\$ (28,931)	\$ 446	\$ (7,233)	\$ (33,500)

(1) Includes intersegment eliminations and certain corporate income and expenses not allocated to the three reportable segments, such as those related to our accounting, executive administration, finance, internal audit, investor relations, and legal departments.

Segment Results – 2Q15



Three Months Ended June 30, 2015

(\$ in thousands)

	Originations	Servicing	Financing	Other / Eliminations ⁽¹⁾	Consolidated
Revenues					
Gains on mortgage loans held for sale, net	\$ 51,285	\$ -	\$ -	\$ 49	\$ 51,334
Change in mortgage servicing rights valuation	-	17,753	-	-	17,753
Payoffs and principal amortization of MSR's	-	(11,322)	-	-	(11,322)
Loan origination and other loan fees	7,421	-	303	-	7,724
Loan servicing fees	-	12,611	-	-	12,611
Interest and other income	7,635	-	1,694	14	9,343
Total revenues	66,341	19,042	1,997	63	87,443
Expenses					
Salaries, commissions and benefits	32,801	2,285	574	7,259	42,919
General and administrative	4,380	837	173	4,179	9,569
Interest expense	5,738	1,772	657	128	8,295
Occupancy, equipment and communication	3,843	505	61	1,524	5,933
Provision for mortgage repurchases and indemnifications	437	-	-	-	437
Depreciation and amortization	1,269	99	102	376	1,846
Corporate allocations	6,125	858	75	(7,058)	-
Total expenses	54,593	6,356	1,642	6,408	68,999
Income (loss) before taxes	\$ 11,748	\$ 12,686	\$ 355	\$ (6,345)	\$ 18,444

(1) Includes intersegment eliminations and certain corporate income and expenses not allocated to the three reportable segments, such as those related to our accounting, executive administration, finance, internal audit, investor relations, and legal departments.

Note: Certain prior period amounts have been reclassified to conform to the current period presentation.

Segment Results – 3Q14



Three Months Ended September 30, 2014

(\$ in thousands)

	Originations	Servicing	Financing	Other / Eliminations ⁽¹⁾	Consolidated
Revenues					
Gains on mortgage loans held for sale, net	\$ 44,031	\$ -	\$ -	\$ -	\$ 44,031
Change in mortgage servicing rights valuation	-	(4,796)	-	-	(4,796)
Payoffs and principal amortization of MSR's	-	(6,941)	-	-	(6,941)
Loan origination and other loan fees	7,696	-	72	(16)	7,752
Loan servicing fees	-	12,350	-	-	12,350
Interest and other income	9,890	-	759	9	10,658
Total revenues	61,617	613	831	(7)	63,054
Expenses					
Salaries, commissions and benefits	29,141	1,685	465	6,353	37,644
General and administrative	3,499	344	179	5,022	9,044
Interest expense	6,711	369	-	904	7,984
Occupancy, equipment and communication	2,891	528	53	1,068	4,540
Provision for mortgage repurchases and indemnifications	801	-	-	-	801
Depreciation and amortization	417	32	103	843	1,395
Corporate allocations	6,781	844	52	(7,677)	-
Total expenses	50,241	3,802	852	6,513	61,408
Income (loss) before taxes	\$ 11,376	\$ (3,189)	\$ (21)	\$ (6,520)	\$ 1,646

(1) Includes intersegment eliminations and certain corporate income and expenses not allocated to the three reportable segments, such as those related to our accounting, executive administration, finance, internal audit, investor relations, and legal departments.

Note: Certain prior period amounts have been reclassified to conform to the current period presentation.

Non-GAAP Financial Reconciliation: Adjusted Net Income



	Three Months Ended		
	9/30/2015	6/30/2015	9/30/2014
<i>(\$ in thousands, except per share data)</i>			
Net income (loss):	\$ (22,804)	\$ 11,134	\$ (1,679)
Adjust for:			
Changes in valuation inputs and assumptions on MSR ⁽¹⁾	28,088	(17,753)	4,796
Stock-based compensation expense	1,900	823	783
Severance expense	1,605	-	-
Sale or disposal of long-lived assets	1,191	319	-
Other non-routine expenses	221	-	-
Tax effect of adjustments	(9,730)	6,584	(775)
Adjusted net income ⁽²⁾	\$ 471	\$ 1,107	\$ 3,125
Adjusted diluted earnings per share	\$ 0.02	\$ 0.04	\$ 0.12

Note: Certain prior period amounts have been reclassified to conform to the current period presentation.

(1) Changes in valuation inputs and assumptions on MSR⁽¹⁾ includes a realized loss.
(2) Adjusted net income (loss) is a key performance metric used by management in evaluating the performance of our business.

Non-GAAP Financial Reconciliation: Originations Segment



(\$ in thousands)	Three Months Ended		
	9/30/2015	6/30/2015	9/30/2014
Total Originations Segment expenses	\$ 53,792	\$ 54,593	\$ 50,241
Adjust for:			
Interest expense	(5,520)	(5,738)	(6,711)
Severance expense	(456)	-	-
Sale or disposal of long-lived assets	(1,150)	-	-
Adjusted Segment expenses	\$ 46,666	\$ 48,855	\$ 43,530
Total Originations Segment pre-tax income	\$ 2,217	\$ 11,748	\$ 11,376
Adjust for:			
Severance expense	456	-	-
Sale or disposal of long-lived assets	1,150		
Adjusted Segment pre-tax income	\$ 3,823	\$ 11,748	\$ 11,376

Note: Certain prior period amounts have been reclassified to conform to the current period presentation.

Non-GAAP Financial Reconciliation: Servicing Segment



	Three Months Ended		
	9/30/2015	6/30/2015	9/30/2014
<i>(\$ in thousands)</i>			
Total Servicing Segment Revenue	\$ (23,252)	\$ 19,042	\$ 613
Adjust for:			
Changes in valuation inputs and assumptions on MSR's	28,088	(17,753)	4,796
Adjusted Segment Revenue	\$ 4,836	\$ 1,289	\$ 5,409
Total Servicing Segment Pre-Tax Income (Loss)	\$ (28,931)	\$ 12,686	\$ (3,189)
Adjust for:			
Changes in valuation inputs and assumptions on MSR's	28,088	(17,753)	4,796
Severance expense	167	-	-
Adjusted Segment Pre-Tax Income (Loss)	\$ (676)	\$ (5,067)	\$ 1,607

Note: Certain prior period amounts have been reclassified to conform to the current period presentation.

Gain on Sale Economics

- Gain on sale is calculated with cash and non-cash items:
 - Realized gains on sales of loans (cash gain on sale)
 - Capitalized servicing rights (MSR asset)
 - Economic hedge results (pipeline/inventory fair value change)
 - Provision for repurchases (loan loss reserve)
 - Direct loan origination costs

Gain on Sale Economics

<i>\$ in thousands</i>	Three Months Ended		
	9/30/2015	6/30/2015	9/30/2014
Realized gains on sales of loans	\$ 12,894	\$ 12,589	\$ 11,500
Capitalized servicing rights	45,262	46,468	45,044
Economic hedge results	(12,407)	(1,788)	(5,482)
Provision for repurchases	(859)	(932)	(741)
Direct loan origination costs	(4,600)	(5,003)	(6,290)
Gains on mortgage loans held for sale, net	<u>\$ 40,290</u>	<u>\$ 51,334</u>	<u>\$ 44,031</u>
Origination Volume	\$ 3,483,200	\$ 3,440,200	\$ 3,537,300
<i>Basis points (bps) of origination volume</i>			
Realized gains on sales of loans	37	37	33
Capitalized servicing rights	130	135	127
Economic hedge results	(36)	(5)	(15)
Provision for repurchases	(2)	(3)	(2)
Direct loan origination costs	(13)	(15)	(18)
Gains on mortgage loans held for sale, net	<u>116</u>	<u>149</u>	<u>125</u>

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