

# RADIAN 

Financial Results Q2 2018
NYSE: RDN
www.radian.biz


## SAFE HARBOR STATEMENTS

All statements in this presentation that address events, developments or results that we expect or anticipate may occur in the future are "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, Section $21 E$ of the Exchange Act and the forward"anticipate," "may," "will," "could," "should," "would," "expect "intend,"" "plan," "goal," "contemplate," "believe," "estimate," "predict," "project," "potential," "continue," "seek," "strategy," "future," "likely" or the negative or other variations on these word and other similar expressions. These statements, which may include, without limitation, projections regarding our future performance and financial condition, are made on the basis of management's current views and assumptions with respect to future events. Any forwardlooking statement is not a guarantee of future performance and actua results could differ materially from those contained in the forwardlooking statement. These statements speak only as of the date they forward-looking statements, whether as a result of new information, future events or otherwise. We operate in a changing environment where new risks emerge from time to time and it is not possible for us to predict all risks that may affect us. The forward-looking statements, as well as our prospects as a whole, are subject to risks and uncertainties that could cause actual results to differ materially from those set forth in the forward-looking statements. These risks and uncertainties include, without limitation

- changes in economic and political conditions that impact the size of the insurable market, the credit performance of our insured portfolio, and our business prospects;
- changes in the way customers, investors, ratings agencies, regulators or legislators perceive our performance, financial strength and future prospects;
- Radian Guaranty Inc.'s ("Radian Guaranty") ability to remain eligible under the Private Mortgage Insurer Eligibility Requirements (the "PMIERs") and other applicable requirements imposed by the Federal Housing Finance Agency ("FHFA") and by Fannie Mae and Freddie Mac (collectively, the "GSEs") to insure loans purchased by the GSEs;
- our ability to successfully execute and implement our capital plans and to maintain sufficient hold
- our ability to successfully execute and implement our business plans
and strategies, including plans and strategies to reposition our Services segment as well as plans and strategies that require GSE and/or regulatory approvals and licenses;
our ability to maintain an adequate level of capital in our insurance subsidiaries to satisfy existing and future state regulatory requirements;
Changes in the charters or business practices of, or rules or regulations imposed by or applicable to the GSEs, which may include changes in the requirements to remain an approved insurer to the GSEs, the GSEs interpretation and application of the PMIERS, as well
as potential future changes to the PMIERS requirements which, among other things, may be impacted by the general economic environment and housing market, as well as the proposed Conservator Capital Framework ("CCF") that would establish capital requirements for the GSEs, if and when the CCF is finalized;
- changes in the current housing finance system in the U.S., including the role of the Federal Housing Administration (the "FHA"), the GSEs and private mortgage insurers in this system;
any disruption in the servicing of mortgages covered by our insurance policies, as well as poor servicer performance;
- a significant decrease in the "Persistency Rates" (the percentage of insurance in force that remains in force over a period of time) of our mortgage insurance on monthly premium products;
competition in our mortgage insurance business, including price competition and competition from the FHA, U.S. Department of Veterans Affairs as well as from other forms of credit enhancement
the effect of the Dodd-Frank Wall Street Reform and Consumer Protection Act on the financial services industry in general, and on our businesses in particular
- legislative and regulatory activity (or inactivity), including the adoption f (or failure to adopt) new laws and regulations, or changes in existing aws and regulations, or the way they interpeted or applied ncluding interpretations and guidance pertaining to recently enacted tax reform legislation;
- legal and regulatory claims, assertions, actions, reviews, audits, inquiries and investigations that could result in adverse judgments, settlements, fines, injunctions, restitutions or other relief that could require significant expenditures or have other effects on our business;
the amount and timing of potential settlements, payments or adjustments associated with federal or other tax examinations, including, with respect to the IRS matter, our ability to obtain approval from the U.S. Tax court for the settlement terms and the possibility things, the IRS assessing interest at an amount that is different than our current estimated liability and potential additional true-ups of the settlement amounts;
- the possibility that we may fail to estimate accurately the likelihood magnitude and timing of losses in establishing loss reserves for our mortgage insurance business or in assessing our ability to comply with the proposed PMIERs when implemented, including the accuracy of
our estimates of our Available Assets and Minimum Required Assets under the proposed PMIERs, which will be impacted by among other things, the size and mix of our IIF, the level of defaults in our portfolio, and the level of cash flow generated by our insurance operations;
- volatility in our results of operations caused by changes in the fair value of our assets and liabilities, including a significant portion of our investment portfolio;
- potential future impairment charges related to our goodwill and other intangible assets, and uncertainties regarding our ability to execute our restructuring plans within expected costs;
- changes in "GAAP" (accounting principles generally accepted in the U.S.) or "SAP" (statutory accounting practices including those required U.S.) or "SAP" (statutory accounting practices including those re
or permitted, if applicable, by the insurance departments of the respective states of domicile of our insurance subsidiaries) rules and guidance, or their interpretation;
- our ability to attract and retain key employees; and
- legal and other limitations on dividends and other amounts we may receive from our subsidiaries.
For more information regarding these risks and uncertainties as well as certain additional risks that we face, you should refer to the Risk Factors detailed in tem 1 a 217 and suas Requ orm filed from ime to time with the US Securities and Exchange Commission. We caution you not to place undue reliance on these forward-looking statements, which are current only as of the date on which we issued this presentation. We do not intend to, and we disclaim any duty or bligation to, update or revise any forward-looking statements to reflect new information or future events or for any other reason.


## WHO IS RADIAN?



## Q2 2018 REVENUE

86\%

Radian Group Inc., headquartered in Philadelphia, is a diversified mortgage and real estate services business. Radian provides private mortgage insurance and products and services to the real estate and mortgage finance industries through two business segments:

## Mortgage Insurance:

Provided through its principal Mortgage Insurance subsidiary, Radian Guaranty Inc., helps protect lenders by mitigating default-related losses, facilitates the sale of low down payment mortgages in the secondary market and enables homebuyers to purchase homes more quickly with down payments less than 20\%.

Mortgage and Real Estate Services
Provided through its principal Services subsidiary, Clayton Holdings, as well as Entitle Direct, Green River Capital, Red Bell Real Estate and ValuAmerica. Solutions include information and services that financial institutions, investors and government entities use to evaluate, acquire, securitize, service and monitor loans and asset-backed securities.

Ensuring the American Dream ${ }^{\circledR}$
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## Q2 HIGHLIGHTS

## \$208.9 million

Net Income
\$0.96
Diluted Net Income Per Share

## \$0.69

Adjusted Diluted Net Operating Income

44\% increase compared to adjusted diluted net operating income per share of $\$ 0.48$ in Q2 $2017{ }^{(1)}$
Per Share ${ }^{(1)}$

## 26.7\%

Return on Equity

## 19.3\%

Adjusted Net Operating Return on Equity ${ }^{(1)}$

## \$19.3 million

Provision for Losses

Includes a tax benefit of approximately \$74 million, which includes both the impact of the settlement with the IRS as well as the reversal of certain previously accrued state and local tax liabilities

## 15\% increase

In New Insurance Written

## 10\% increase

In Primary Insurance In Force

9\% increase $\$ 249.0$ million in Q2 2018, compared to \$229.1
In Net Mortgage Insurance
Premiums Earned

## 11\% increase

In Book Value Per Share

## 11\% increase

In Tangible Book Value
Per Share ${ }^{(1)}$
$\$ 16.4$ billion of new insurance written, compared to \$14.3 billion in Q2 2017
$41 \%$ increase compared to $\$ 11.7$ billion in Q1 2018
$\$ 210.7$ billion as of June 30, 2018, compared to $\$ 191.6$ billion as of June 30, 2017 million in Q2 2017

Book value per share of $\$ 15.01$ as of June 30 2018, compared to $\$ 13.54$ as of June 30, 2017

Tangible book value per share of $\$ 14.73$ as of June 30, 2018, compared to $\$ 13.22$ as of June 30, 2017

1) Adjusted results, including adjusted diluted net operating income per share, tangible book value per share and adjusted net operating return on equity, as used in this presentation, are nonGAAP financial measures. For a reconciliation of the adjusted results to the comparable GAAP measures and the definitions of adjusted diluted net operating income per share, tangible book value per share and adjusted net operating return on equity, see Appendix, Slides 22-27

## NET INCOME

Q1 2018 to Q2 2018 GAAP Diluted Net Income Per Share


## BOOK VALUE

Q1 2018 to Q2 2018 GAAP Book Value Per Share (1)


## FINANCIAL HIGHLIGHTS

| Radian Group Inc. Consolidated <br> (\$ in millions, except per-share amounts) |  | June 30, 2018 |  |
| ---: | :---: | :---: | :---: |
| Total Assets | $\$ 6,139$ | March 31, 2018 | December 31, 2017 |
| Loss Reserves | $\$ 452$ | $\$ 6,010$ | $\$ 5,901$ |
| Unearned Premiums | $\$ 741$ | $\$ 489$ | $\$ 508$ |
| Senior Notes | $\$ 1,029$ | $\$ 723$ | $\$ 724$ |
| Stockholders' Equity | $\$ 3,201$ | $\$ 1,028$ | $\$ 1,027$ |
| Book Value Per Share | $\$ 15.01$ | $\$ 3,052$ | $\$ 3,000$ |
| Tangible Book Value Per Share ${ }^{(1)}$ | $\$ 14.73$ | $\$ 14.16$ | $\$ 13.88$ |
| Available Holding Company Liquidity | $\$ 202$ | $\$ 203$ | $\$ 13.60$ |
| PMIERs Cushion ${ }^{(2)}$ | $\$ 482$ | $\$ 526$ | $\$ 229$ |
| Statutory Capital (Radian Guaranty) | $\$ 3,112$ | $\$ 2,981$ | $\$ 450$ |

1) Tangible book value per share, as used in this presentation, is a non-GAAP financial measure. For a reconciliation to the comparable GAAP measure, see Appendix Slide 26 , and for a definition of tangible book value per share, see Appendix Slide 22.
2) Radian Guaranty currently is an approved mortgage insurer under the PMIERs, and is in compliance with the PMIERs financial requirements. PMIERs cushion is the excess of Radian Guaranty's Available Assets under the PMIERs over its Minimum Required Assets under the PMIERs.

## MI PORTFOLIO COMPOSITION



## MI PORTFOLIO CHARACTERISTICS



## PREMIUM YIELDS

| (in basis points) | Mortgage Insurance Premium Yield Trends |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 2018 | Q1 2018 | Q4 2017 | Q3 2017 | Q2 2017 |
| In Force Portfolio Yield ${ }^{(1)}$ | 48.4 | 48.7 | 48.1 | 48.4 | 48.7 |
| Single Premium Cancellations ${ }^{(2)}$ | 2.8 | 2.4 | 4.3 | 3.2 | 2.8 |
| Total Direct Yield | 51.2 | 51.1 | 52.4 | 51.6 | 51.5 |
| Ceded Earned Premiums, Incl. Profit Commission ${ }^{(3)}$ | (3.2) | (3.2) | (3.0) | (2.8) | (3.0) |
| Total Net Yield ${ }^{(4)}$ | 48.0 | 47.9 | 49.4 | 48.8 | 48.5 |


| Beginning Primary IIF (\$B) | $\$ 204.0$ | $\$ 200.7$ | $\$ 196.5$ | $\$ 191.6$ | $\$ 185.9$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Ending Primary IIF (\$B) | $\$ 210.7$ | $\$ 204.0$ | $\$ 200.7$ | $\$ 196.5$ | $\$ 191.6$ |
| Average Primary IIF (\$B) | $\$ 207.4$ | $\mathbf{\$ 2 0 2 . 4}$ | $\mathbf{\$ 1 9 8 . 6}$ | $\mathbf{\$ 1 9 4 . 1}$ | $\mathbf{\$ 1 8 8 . 8}$ |

1) Total direct premiums earned, excluding single premium cancellations, annualized, as a percentage of average primary IIF. Includes premiums earned related to Radian's participation in GSE credit risk sharing transactions (Freddie Mac ACIS and Fannie Mae CIRT). The impact of this revenue is minimal, and ranges from $0-0.4$ basis points across all time periods presented
2) Single premium cancellations, annualized, as a percentage of average primary IIF.
3) Ceded premiums earned, annualized, as a percentage of average primary IIF.
4) Net premiums earned, annualized, as a percentage of average primary IIF.

## FIRST-LIEN MORTGAGE INSURANCE

2018 Performance by Vintage

| (\$ in millions) | THREE MONTHS ENDED JUNE 30, 2018 |  |  |
| :---: | :---: | :---: | :---: |
| Vintage | Premiums Earned ${ }^{(1)}$ | Incurred Losses ${ }^{(1)}$ | Net |
| 2008 \& Prior | \$29.9 | \$12.2 | \$17.7 |
| 2009 | \$1.4 | \$(0.2) | \$1.6 |
| 2010 | \$1.0 | \$0.0 | \$1.0 |
| 2011 | \$2.6 | \$0.0 | \$2.6 |
| 2012 | \$9.6 | \$(0.1) | \$9.7 |
| 2013 | \$18.8 | \$(0.2) | \$19.0 |
| 2014 | \$21.6 | \$1.2 | \$20.4 |
| 2015 | \$34.0 | \$1.7 | \$32.3 |
| 2016 | \$51.5 | \$1.8 | \$49.7 |
| 2017 | \$60.3 | \$2.5 | \$57.8 |
| 2018 | \$16.0 | \$0.2 | \$15.8 |

Pre-2009 portfolio
is contributing to earnings.

1) Represents premiums earned and incurred losses on first-lien portfolio, including the impact of ceded premiums and losses related to the Initial and Second Quota Share Reinsurance Transactions and the Single Premium Quota Share Reinsurance Transactions, but excluding any reduction for ceded premiums and losses recoverable through our other reinsurance transactions, as these impacts are not material.

## PRIMARY INSURANCE IN FORCE ${ }^{(1)}$



## PRIMARY MORTGAGE INSURANCE

## Cumulative Incurred Loss Ratio by Development Year

| CUMULATIVE INCURRED LOSS RATIO ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Vintage | Dec-09 | Dec-10 | Dec-11 | Dec-12 | Dec-13 | Dec-14 | Dec-15 | Dec-16 | Dec-17 | Jun-18 |
| 2009 | 6.1\% | 7.0\% | 13.7\% | 17.4\% | 19.0\% | 18.3\% | 17.6\% | 17.6\% | 17.3\% | 17.2\% |
| 2010 |  | 1.2\% | 3.3\% | 6.5\% | 7.7\% | 7.5\% | 7.2\% | 7.2\% | 7.2\% | 7.2\% |
| 2011 |  |  | 1.7\% | 4.4\% | 5.5\% | 5.6\% | 5.0\% | 4.9\% | 5.0\% | 5.0\% |
| 2012 |  |  |  | 2.0\% | 3.2\% | 3.6\% | 2.7\% | 2.9\% | 2.8\% | 2.7\% |
| 2013 |  |  |  |  | 2.5\% | 4.0\% | 3.4\% | 3.7\% | 3.5\% | 3.4\% |
| 2014 |  |  |  |  |  | 2.7\% | 4.1\% | 4.9\% | 5.0\% | 5.2\% |
| 2015 |  |  |  |  |  |  | 2.1\% | 4.8\% | 5.2\% | 5.1\% |
| 2016 |  |  |  |  |  |  |  | 2.9\% | 5.0\% | 4.8\% |
| 2017 |  |  |  |  |  |  |  |  | 4.7\% | 4.2\% |

Radian's stochastic modeling indicates an approximate 20\% through-thecycle loss ratio on newly originated MI business.


## COMPONENTS OF MI PROVISION FOR LOSSES

| (\$ in millions) | THREE MONTHS ENDED |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jun 30, 2018 | Mar 31, 2018 | Dec 31, 2017 | Sep 30, 2017 | Jun 30, 2017 |
| Current period defaults ${ }^{(1)}$ | \$37.2 | \$36.5 | \$55.8 | \$50.3 | \$45.3 |
| Prior period defaults ${ }^{(2)}$ | (18.1) | 0.4 | (20.1) | (14.0) | (28.2) |
| Second-lien premium deficiency reserve \& other | 0.3 | 0.5 | (0.5) | (0.3) | 0.6 |
| Provision for losses | \$19.4 | \$37.4 | \$35.2 | \$36.0 | \$17.7 |

1) Related to defaulted loans with a most recent default notice dated in the quarter indicated. For example, if a loan had defaulted in a prior quarter, but then subsequently cured and later redefaulted in the current quarter, that default would be considered a current period default.
2) Related to defaulted loans with a default notice dated in a period earlier than the period indicated, which have been continuously in default since that time.

## PRIMARY LOANS IN DEFAULT

| June 30, 2018 <br> (\$ in thousands) | TOTAL |  | FORECLOSURE STAGE DEFAULTED LOANS | CURE \% DURING Q2 | RESERVE FOR LOSSES | \% OF RESERVE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MISSED PAYMENTS | \# | \% | \# | \% | \$ | \% |
| 3 Payments or Fewer | 8,696 | 39.4\% | 143 | 39.9\% | \$78,048 | 19.1\% |
| 4 to 11 Payments | 7,213 | 32.6 | 461 | 26.1 | 96,650 | 23.6 |
| 12 Payments or More ${ }^{(1)}$ | 5,491 | 24.9 | 1,676 | 5.8 | 197,849 | 48.4 |
| Pending Claims ${ }^{(1)}$ | 688 | 3.1 | N/A | 4.8 | 36,433 | 8.9 |
| Total | 22,088 ${ }^{(2)}$ | 100.0\% | 2,280 | 25.7\% | 408,980 | 100.0\% |
| IBNR and Other |  |  |  |  | 14,246 |  |
| LAE |  |  |  |  | 12,228 |  |
| Total Primary Reserves |  |  |  |  | \$435,454 |  |

KEY RESERVE ASSUMPTIONS

| Gross Default to Claim Rate \% | Net Default to Claim Rate \% ${ }^{(3)}$ | Claim Severity \% (4) |
| :---: | :---: | :---: |
| $37 \%$ | $35 \%$ | $98 \%$ |

1) $19 \%$ of defaults that had missed 12 payments or more (including the portion in pending claims) made a payment during Q2 2018.
2) Primary risk in force on defaulted loans at June 30, 2018 was $\$ 1.1$ billion. Defaults include 4,132 defaults in FEMA Designated Areas associated with Hurricanes Harvey and Irma.
3) For every one percentage point change in our primary net Default to Claim Rate, we estimated a change of approximately $\$ 11.2$ million in our primary loss reserve at June 30 , 2018.
4) For every one percentage point change in primary Claim Severity, we estimated that our total loss reserve at June 30 , 2018 would change by approximately $\$ 4.2$ million.

## DEFAULT ROLLFORWARD

Primary Insurance in Force

|  | Q2 2018 | Q1 2018 | Q4 2017 | Q3 2017 | Q2 2017 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning Default Inventory | 24,597 | 27,922 | 23,826 | 23,755 | 25,793 |
| Pre-2009 New Defaults | 4,695 | 5,013 | 7,076 | 6,331 | 5,714 |
| 2009+ New Defaults | 3,644 | 4,076 | 7,971 | 3,752 | 2,856 |
| Total New Defaults ${ }^{(1)}{ }^{(2)}$ | 8,339 | 9,089 | 15,047 | 10,083 | 8,570 |
| Cures ${ }^{(1)}{ }^{(2)}$ | $(9,739)$ | $(11,367)$ | $(9,461)$ | $(8,501)$ | $(8,513)$ |
| Claims Paid ${ }^{(3)}$ | $(1,105)$ | $(1,052)$ | $(1,426)$ | $(1,465)$ | $(2,082)$ |
| Recessions and Denials, net ${ }^{(4)}$ | (4) | 5 | (64) | (46) | (13) |
| Ending Default Inventory | 22,088 | 24,597 | 27,922 | 23,826 | 23,755 |
| FEMA Designated Areas ${ }^{(5)}$ | 4,132 | 5,780 | 7,051 | 2,934 | 2,749 |
| Non-FEMA Designated Areas | 17,956 | 18,817 | 20,871 | 20,892 | 21,006 |

1) Amounts include the following number of new defaults and cures in the FEMA Designated Areas associated with the Q3 2017 Hurricanes, Harvey and Irma:

| New Defaults | 755 | 989 | 5,904 | 1,219 |
| :---: | :---: | :---: | :---: | :---: |
| Cures | 2,284 | 2,168 | 1,617 | 859 |

2) Amounts reflected above are compiled on a monthly basis consistent with reports received from loan servicers. The number of New Defaults and Cures presented includes the following number of monthly defaults that both defaulted and cured within the period indicated:
3) Includes: (i) those charged to a deductible or captive and (ii) commutations.
4) Net of any previously rescinded and denied policies and/or claims that were reinstated during the period. Reinstated rescissions may ultimately result in a paid claim. Previously denied but reinstated claims are generally reviewed for possible rescission prior to any claim payment. In Q2 2018, there were 108 reinstatements of previously rescinded policies and denied claims
5) Represents the ending default inventory in the FEMA Designated Areas associated with Hurricanes Harvey and Irma.


## CAPITAL AND DEBT STRUCTURE



## CAPITAL STRUCTURE

Total Capitalization as of June 30, 2018

| Coupon | Description | Carrying Value <br> $(\$ \mathbf{\prime} 000)$ | Principal <br> $(\$ \mathbf{\prime}, 00)$ | \% of Total <br> Capitalization (1) |
| :--- | :--- | :---: | :---: | :---: |
| $5.50 \%$ | Senior Notes due June 2019 | $\$ 157,975$ | $\$ 158,623$ | $3.7 \%$ |
| $5.25 \%$ | Senior Notes due June 2020 | 232,275 | 234,126 | 5.5 |
| $7.00 \%$ | Senior Notes due March 2021 | 195,500 | 197,661 | 4.6 |
| $4.50 \%$ | Senior Notes due October 2024 | 442,937 | 450,000 | 10.5 |
|  | Total | $\mathbf{1 , 0 2 8 , 6 8 7}$ | $\mathbf{1 , 0 4 0 , 4 1 0}$ | 24.3 |
|  | Stockholders' Equity | $3,201,136$ |  | 75.7 |
|  | $\$ 4,229,823$ |  | $\mathbf{1 0 0 . 0 \%}$ |  |

## Share Repurchase Program:

During the second quarter of 2018, Radian
repurchased 2,491,843 shares, or
approximately $\$ 40$ million, of Radian Group common stock

## Current Radian Group Ratings:

S\&P

- BB+ with stable outlook
- Upgraded from BB to BB+ on September 11, 2017


## Moody's

- Ba3 with positive outlook
- Upgraded from stable to positive outlook on August 17, 2017.


## CAPITAL STRUCTURE

Debt Maturity Profile: Principal by Year of Maturity
Senior Notes As of June 30, 2018


Stockholders' Equity \& Debt to Capital Ratio
As of June 30, 2018


## PMIERS EXCESS AVAILABLE RESOURCES



1) Represents Radian Group's Liquidity, net of the $\$ 35$ million minimum liquidity requirement under the unsecured revolving credit facility.
2) The amendment to the 2016 Single Premium QSR Transaction which became effective as of December 31, 2017, and the $\$ 100$ million of cash and marketable securities that Radian Group transferred to Radian Guaranty in December 2017 in exchange for a Surplus Note both had the effect of increasing the amount of Radian Guaranty's cushion under the PMIERs financial requirements at December 31, 2017. These increases were partially offset by a temporary elevated level of Minimum Required Assets at December 31, 2017 and March 31, 2018 due to the increase in reported delinquencies from hurricane-affected areas.

# Consolidated Non-GAAP <br> Financial Measures Reconciliations 

## Use of Non-GAAP Financial Measures

In addition to the traditional GAAP financial measures, we have presented "adjusted pretax operating income", "adjusted diluted net operating income per share," and "adjusted net operating return on equity," non-GAAP financial measures for the consolidated company, among our key performance indicators to evaluate our fundamental financial performance. These nonGAAP financial measures align with the way the Company's business performance is evaluated by both management and the board of directors. These measures have been established in order to increase transparency for the purposes of evaluating our operating trends and enabling more meaningful comparisons with our peers. Although on a consolidated basis "adjusted pretax operating income," "adjusted diluted net operating income per share" and "adjusted net operating return on equity" are non-GAAP financial measures, we
believe these measures aid in understanding the underlying performance of our operations. Our senior management including our Chief Executive Officer (Radian's chief perating decision maker) uses adjusted pretax operating income (loss) as our primary measure to evaluate the fundamental financial performance of the Company's business segments and to allocate resources to the segments.
Adjusted pretax operating income is defined as GAAP consolidated pretax income (loss) excluding the effects of: (i) net gains (losses) on investments and other financial instruments; (ii) loss on induced conversion and debt exngairment of goodwill and other intangible assets; and (v) net impairment losses recognized in earnings and losses from the sale of lines of business Adjusted diluted net operating income per share is calculated by dividing (i) adjusted pretax operating income attributable to common shareholders, net of taxes computed using the company's statutory tax rate, by (ii) the sum of the weighted average number of common shares outstanding and all dilutive potential common shares outstanding. Interest expense on convertible debt, share dilution from convertible debt and the impact of share-based compensation arrangements have been reflected in the per share calculations consistent with the accounting standard regarding earnings per share, calculated by dividing annualized adjusted pretax operating income, net of taxes computed using the company's statutory tax rate, by average stockholders' equity, based on the average of the beginning and ending balances for each period presented.
Although adjusted pretax operating income excludes certain items that have occurred in the past and are expected to occur in the future, the excluded performance of our primary activities or (ii) not expected to result in an economic impact equal to the amount reflected in pretax income (loss). These adjustments, along with the reasons for their treatment, are described below

1. Net gains (losses) on investments and other financial instruments. The recognition of realized investment gains or losses can vary significantly across periods as the activity is highly discretionary based on the timing
of individual securities sales due to such factors as market opportunities,
our tax and capital profile and overall market cycles. Unrealized investment gains and losses arise primarily from changes in the market value of our investments that are classified as trading or equity securities. These valuation adjustments may not necessarily result in realized economic gains or losses.

Trends in the profitability of our fundamental operating activities can be more clearly identified without the fluctuations of these realized and unrealized gains or losses. We do not view them to be indicative of our fundamental operating activities. Therefore, these items are excluded from our calculation of adjusted pretax operating income (loss).
2. Loss on induced conversion and debt extinguishment. Gains or losses on early extinguishment of debt and losses incurred to purchase our convertible debt prior to maturity are discretionary activities that ar undertaken in order to take advantage of market opportunities to strengthen our financial and capital positions; therefore, we do not view these activities as part of our operating performance. Such transactions do not reflect expected future operations and do not provide meaningful insight regarding our current or past operating trends. Therefore, thes items are excluded from our calculation of adjusted pretax operating income (loss)
3. Acquisition-related expenses. Acquisition-related expenses represent the costs incurred to effect an acquisition of a business (i.e., a business combination). Because we pursue acquisitions on a strategic and selective basis and not in the ordinary course of our business, we do not view acquisition-related expenses as a consequence of a primary business activity. Therefore, we do not consider these expenses to be part of our operating performance and ing are (loss).
4. Amortization or impairment of goodwill and other intangible assets, Amortization of intangible assets represents the periodic expense required to amortize the cost of intangible assets over their estimated useful lives. Intangible assets with an indefinite useful life are also periodically reviewed for potential impairment, and impairment adien ars are made whenever appropiate. These charges are not therefore are excluded from our calculation of adjusted pretax operating income (loss).
5. Net impairment losses recognized in earnings and losses from the sale of lines of business. The recognition of net impairment losses on investments and the impairment of other long-lived assets does not result in a cash payment and can vary significantly in both amount and from the sale of lines of business are highly discretionary as a result of strategic restructuring decisions, and generally do not occur in the norma course of our business. We do not view these losses to be indicative of
our fundamental operating activities. Therefore, whenever these losses occur, we exclude them from our calculation of adjusted pretax operating income (loss).

We have also presented a non-GAAP measure for tangible book value per share, which represents book value per share less the per-share impact of goodwill and other intangible assets, net. We use this measure to assess the quality and growth of our capital. Because tangible book value per share is a widy-used inancial measure which focuses on the underlying fundamental and other intangible assets, we believe that current and prospective investors may find it useful in their analysis of the Company.
addition to the above non-GAAP measures for the consolidated company, we also have presented as supplemental information a non-GAAP measure for our Services segment, representing a measure of earnings before interest, income tax provision (benefit), depreciation and amortization EBITDA"). We calculate Services adjusted EBITDA by using adjusted pretax operating income as described above, further adjusted to remove the impact In addition we also have presented a related non-GAAP measure Services adjusted EBITDA margin, which we calculate by dividing Services adjusted EBITDA by GAAP total revenue for the Services segment. We have presented Services adjusted EBITDA and Services adjusted EBITDA margin ofacilitate comparisons with other services companies, since they are widely accepted measures of performance in the services industry and are used ternally as supplemental measures to evaluate the performance of our Services segment
See Slides 23 through 27 for the reconciliation of the most comparable GAAP measures, consolidated pretax income (loss), diluted net income (loss) per share, return on equity and book value per share, to our non-GAAP financial measures for the consolidated company, adjusted pretax operating income, adjusted diluted net operating income per share, adjusted net operating return on equity, and tangible book value per share, respectively. Slides 23 hrough 27 also contain the reconciliation of the most comparable GAAP measure, net income (loss), to Services adjusted EBITDA.
Total adjusted pretax operating income, adjusted diluted net operating income per share, adjusted net operating return on equity, tangible book value per share, Services adjusted EBITDA and Services adjusted EBITDA Gargin should not be considered in isolation or viewed as substitutes for equity, book value per share or net income (loss). Our definitions of adjusted retax operating income, adjusted diluted net operating income per share, adjusted net operating return on equity, tangible book value per share, Services adjusted EBITDA or Services adjusted EBITDA margin may not be comparable to similarly-named measures reported by other companies.

## Reconciliation of Consolidated Pretax Income (Loss) <br> to Adjusted Pretax Operating Income

| (\$ in thousands) | 2018 |  | 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 | Q1 | Q4 | Q3 | Q2 |
| Consolidated pretax income (loss) | \$180,571 | \$142,442 | \$164,727 | \$102,814 | \$(35,474) |
| Less reconciling income (expense) items: |  |  |  |  |  |
| Net gains (losses) on investments and other financial instruments | $(7,404)$ | $(18,887)$ | $(1,339)$ | 2,480 | 5,331 |
| Loss on induced conversion and debt extinguishment | - | - | - | $(45,766)$ | $(1,247)$ |
| Acquisition-related expenses ${ }^{(1)}$ | (416) | - | 21 | (54) | (64) |
| Impairment of goodwill | - | - | - | - | $(184,374)$ |
| Amortization and impairment of other intangible assets | $(2,748)$ | $(2,748)$ | $(2,629)$ | $(2,890)$ | $(18,856)$ |
| Impairment of other long-lived assets and loss from the sale of a business line ${ }^{(2)}$ | 130 | (26) | $(3,865)$ | $(6,575)$ | - |
| Total adjusted pretax operating income ${ }^{(3)}$ | \$191,009 | \$164,103 | \$172,539 | \$155,619 | \$163,736 |

1) Please see Slide 22 for the definition of this line item
2) This item is included within restructuring and other exit costs.
3) Adjusted pretax operating income (loss):

| Mortgage Insurance | \$197,440 | \$171,711 | \$177,513 | \$168,508 | \$170,361 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Services | $(6,431)$ | $(7,608)$ | $(4,974)$ | $(12,889)$ | $(6,625)$ |
| Total adjusted pretax operating income | \$191,009 | \$164,103 | \$172,539 | \$155,619 | \$163,736 |

## Reconciliation of Diluted Net Income (Loss) Per Share to Adjusted Diluted Net Operating Income Per Share

|  | 2018 |  | 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 | Q1 | Q4 | Q3 | Q2 |
| Diluted net income (loss) per share | \$0.96 | \$0.52 | \$0.03 | \$0.30 | \$(0.13) |
| Less per-share impact of reconciling income (expense) items: |  |  |  |  |  |
| Net gains (losses) on investments and other financial instruments | (0.03) | (0.09) | (0.01) | 0.01 | 0.02 |
| Loss on induced conversion and debt extinguishment | - | - | - | (0.14) | (0.01) |
| Acquisition-related expenses | - | - | - | - | - |
| Impairment of goodwill | - | - | - | - | (0.86) |
| Amortization and impairment of other intangible assets | (0.01) | (0.01) | (0.01) | (0.01) | (0.09) |
| Impairment of other long-lived assets and loss from the sale of a business line | - | - | (0.02) | (0.03) | - |
| Income tax provision (benefit) on reconciling income (expense) items ${ }^{(1)}$ | (0.01) | (0.02) | (0.01) | (0.01) | (0.32) |
| Difference between statutory and effective tax rates ${ }^{(2)}{ }^{(3)}$ | 0.30 | 0.01 | (0.45) | - | - |
| Per-share impact of reconciling income (expense) items | 0.27 | (0.07) | (0.48) | (0.16) | (0.62) |
| Add per-share impact of share dilution | - | - | - | - | (0.01) |
| Adjusted diluted net operating income per share ${ }^{(1)}$ | \$0.69 | \$0.59 | \$0.51 | \$0.46 | \$0.48 |

1) Calculated using the company's federal statutory tax rates of $21 \%$ and $35 \%$ for 2018 and 2017, respectively. Any permanent tax adjustments and state income taxes on these items have been deemed immaterial and are not included.
2) The quarter ended June 30, 2018 includes $\$ 0.34$ of tax benefit related to the settlement of the IRS Matter, which includes both the impact of the settlement with the IRS as well as the reversal of certain previously accrued state and local tax liabilities.
3) The quarter ended December 31, 2017 includes $\$ 0.47$ in additional tax expense related to the remeasurement of our net deferred tax assets as a result of the Tax Cuts and Jobs Act enacted

## Reconciliation of Return on Equity to Adjusted Net Operating Return on

 Equity|  | 2018 |  | 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 | Q1 | Q4 | Q3 | Q2 |
| Return on equity ${ }^{(1)}$ | 26.7\% | 15.1\% | 0.9\% | 8.8\% | (3.7)\% |
| Less impact of reconciling income (expense) items: ${ }^{(2)}$ |  |  |  |  |  |
| Net gains (losses) on investments and other financial instruments | (0.9) | (2.5) | (0.2) | 0.3 | 0.7 |
| Loss on induced conversion and debt extinguishment | - | - | - | (6.2) | (0.2) |
| Acquisition-related expenses | (0.1) | - | - | - | - |
| Impairment of goodwill | - | - | - | - | (25.3) |
| Amortization and impairment of other intangible assets | (0.4) | (0.4) | (0.4) | (0.4) | (2.6) |
| Impairment of other long-lived assets and loss from the sale of a business line | - | - | (0.5) | (0.9) | - |
| Income tax provision (benefit) on reconciling income (expense) items ${ }^{(3)}$ | (0.3) | (0.6) | (0.4) | (2.5) | (9.6) |
| Difference between statutory and effective tax rates ${ }^{(4)}$ | 8.5 | 0.3 | (13.4) | (0.2) | (0.5) |
| Impact of reconciling income (expense) items | 7.4 | (2.0) | (14.1) | (4.9) | (18.3) |
| Adjusted net operating return on equity | 19.3\% | 17.1\% | 15.0\% | 13.7\% | 14.6\% |

1) Calculated by dividing annualized net income by average stockholders' equity, based on the average of the beginning and ending balances for each period presented.
2) Annualized, as a percentage of average stockholders' equity
3) Calculated using the company's federal statutory tax rates of $21 \%$ and $35 \%$ for 2018 and 2017, respectively. Any permanent tax adjustments and state income taxes on these items have been deemed immaterial and are not included.
4) The quarter ended June 30, 2018 includes $9.4 \%$ of tax benefit related to the settlement of the IRS Matter, which includes both the impact of the settlement with the IRS as well as the reversal of certain previously accrued state and local tax liabilities.

## Reconciliation of Book Value Per Share to Tangible Book Value Per Share ${ }^{(1)}$

|  | 2018 |  | 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 | Q1 | Q4 | Q3 | Q2 |
| Book value per share | \$15.01 | \$14.16 | \$13.90 | \$13.88 | \$13.54 |
| Less: Goodwill and other intangible assets, net per share | 0.28 | 0.28 | 0.30 | 0.31 | 0.32 |
| Tangible book value per share | \$14.73 | \$13.88 | \$13.60 | \$13.57 | \$13.22 |

## Reconciliation of Net Income (Loss) to Services Adjusted EBITDA

| (\$ in thousands) | 2018 |  | 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 | Q1 | Q4 | Q3 | Q2 |
| Net income (loss) | \$208,949 | \$114,486 | \$6,816 | \$65,142 | \$(27,342) |
| Less reconciling income (expense) items: |  |  |  |  |  |
| Net gains (losses) on investments and other financial instruments | $(7,404)$ | $(18,887)$ | $(1,339)$ | 2,480 | 5,331 |
| Loss on induced conversion and debt extinguishment | - | - | - | $(45,766)$ | $(1,247)$ |
| Acquisition-related expenses | (416) | - | 21 | (54) | (64) |
| Impairment of goodwill | - | - | - | - | $(184,374)$ |
| Amortization and impairment of other intangible assets | $(2,748)$ | $(2,748)$ | $(2,629)$ | $(2,890)$ | $(18,856)$ |
| Impairment of other long-lived assets and loss from the sale of a business line | 130 | (26) | $(3,865)$ | $(6,575)$ | - |
| Income tax provision (benefit) | $(28,378)$ | 27,956 | 157,911 | 37,672 | $(8,132)$ |
| Mortgage Insurance adjusted pretax operating income | 197,440 | 171,711 | 177,513 | 168,508 | 170,361 |
| Services adjusted pretax operating income (loss) | $(6,431)$ | $(7,608)$ | $(4,974)$ | $(12,889)$ | $(6,625)$ |
| Less reconciling income (expense) items: |  |  |  |  |  |
| Allocation of corporate operating expenses to Services | $(3,010)$ | $(2,784)$ | $(3,467)$ | $(3,730)$ | $(3,404)$ |
| Allocation of corporate interest expense to Services | $(4,451)$ | $(4,451)$ | $(4,452)$ | $(4,433)$ | $(4,431)$ |
| Services depreciation and amortization | (920) | (867) | (893) | $(1,172)$ | (835) |
| Services adjusted EBITDA | \$1,950 | \$494 | \$3,838 | $(\$ 3,554)$ | \$2,045 |

On a consolidated basis, "adjusted pretax operating income," "adjusted diluted net operating income per share," "adjusted net operating return on equity" and "tangible book value per share" are measures not determined in accordance with GAAP. "Services adjusted EBITDA" and "Services adjusted EBITDA margin" are also non-GAAP measures. These measures should not be considered in isolation or viewed as substitutes for GAAP pretax income (loss), diluted net income (loss) per share, return on equity, book value per share or net income (loss). Our definitions of adjusted pretax operating income, adjusted diluted net operating income per share, adjusted net operating return on equity, tangible book value per share, Services adjusted EBITDA or Services adjusted EBITDA margin may not be comparable to similarly-named measures reported by other companies. See Slide 22 for additional information on our consolidated non-GAAP financial measures.

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