

#### Agenda

**Emily Riley** 9:00 a.m. SVP, Investor Relations and Corporate Communications 9:05 a.m. S.A. Ibrahim page 3 Chief Executive Officer Cliff Rossi 9:30 a.m. Chief Economist page 5 10:00 a.m. Teresa Bryce Bazemore President, Mortgage Insurance page 24 10:30 a.m. **Break** 10:45 a.m. Joe D'Urso President, Mortgage and Real Estate Services page 44 11:15 a.m. Derek Brummer Executive Vice President and Chief Risk Officer page 53 11:45 a.m. Frank Hall Executive Vice President and Chief Financial Officer page 77 12:15 p.m. S.A. Ibrahim – Concluding Remarks 12:30 - 2:00 p.m. Lunch and Expo Program page 96







S.A. Ibrahim Chief Executive Officer

#### Radian's Strategic Objectives

- Write More, High-quality and Profitable New Insurance Written (NIW)
- Grow fee income and Leverage our fee-income products to deepen MI customer relationships
- Lead with superior risk analytics and technology
- Seek new markets for existing products and services
- Enhance financial strength and judiciously manage capital







Cliff Rossi Chief Economist

#### Gauging the Health and Direction of the Mortgage Market

 Framework for how we assess the market is distilled into a primary set of general economic and housing demand and supply drivers

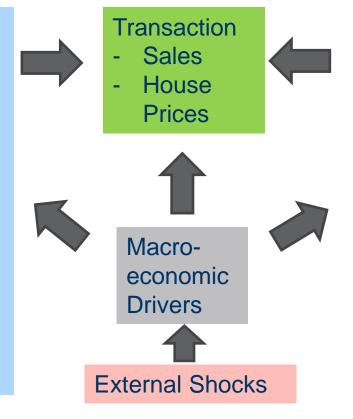
#### **Demand-side**

**Borrower Financial Health** 

- Income
  - Growth
  - Stability
- Debt Burden
- Affordability
- Credit

Population Dynamics

- Growth
- Composition



#### Supply-side:

Availability

Housing Alternatives

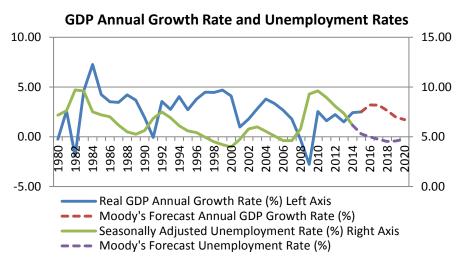
**Absorption** 



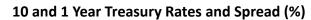


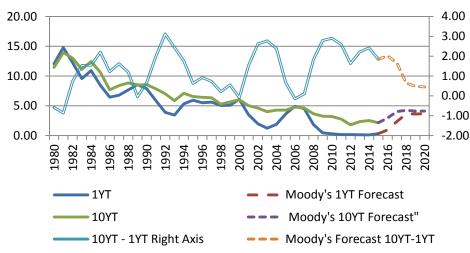
#### Macroeconomic Drivers: Stable but not Stellar Growth Expected

- GDP economic expansion since Great Recession is 5<sup>th</sup> longest on record at 73 months and showing signs of fatigue
- Barring a major shock, economy expected to continue to expand and unemployment rates should remain steady next year, despite a stubbornly high percentage of discouraged workers unable to find work
- Fed likely to raise rates 25bps end of 2015 or early 2016 and bond spreads thus far do not signal
  a market downturn for at least the next 12 months



Source: US Bureau of Economic Analysis





Source: US Board of Governors of the Federal Reserve System



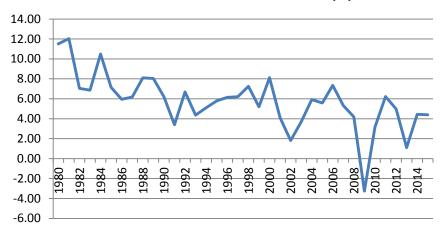


#### **Demand-side: Borrower Financial Health**

#### Income, Debt and Affordability

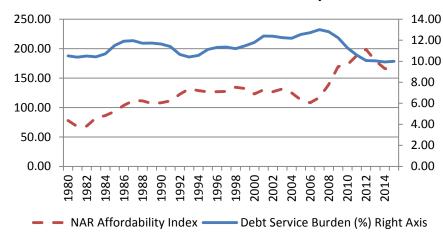
- Income growth remains weak though a glimmer of positive news recently came with October average hourly private sector earnings posting a 2.9% rise; the best result in 5 years
- Debt burden has moderated since the crisis, although for the 20-39 year age group the percent of individuals with student debt has risen sharply from 20% in 2001 to 39% in 2013
- At the same time housing has become less affordable since 2012 though remains better than pre-crisis levels

#### Annual Growth in Personal Income (%)



Source: US Bureau of Economic Analysis

#### **Debt Burden and NAR Affordability Index**



Source: US Board of Governors of the Federal Reserve System and National Association of Realtors





## Demand-side: Borrower Financial Health Consumer Sentiment

- Consumer sentiment has been steadily rising since the crisis
- Housing sentiment has also been on the rise

#### **Consumer Confidence Index** 160.00 140.00 120.00 100.00 80.00 60.00 40.00 20.00 0.00 1990 9661 8661 2000 2002 2004 2006 2014

#### **Fannie Mae Home Purchase Sentiment Index**



Source: Fannie Mae



Source: The Conference Board



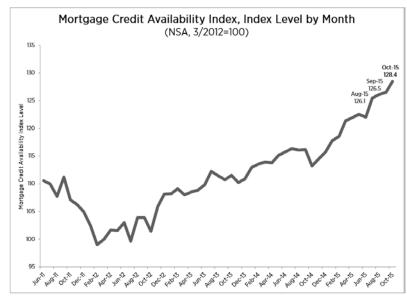
## Demand-side: Borrower Financial Health Credit Availability

- UW Risk Layering Index<sup>1</sup> shows that credit standards remain tight compared to 2000
- Generally, credit availability continues to improve

## (Smaller Values Indicate Tighter Credit Standards) 3.00 2.50 2.00 1.50 0.50

**Mortgage Risk Layering Index** 

1/ Radian-developed index measuring the average number of high risk attributes (e.g., FICO <620) present in a loan



Source: MBA



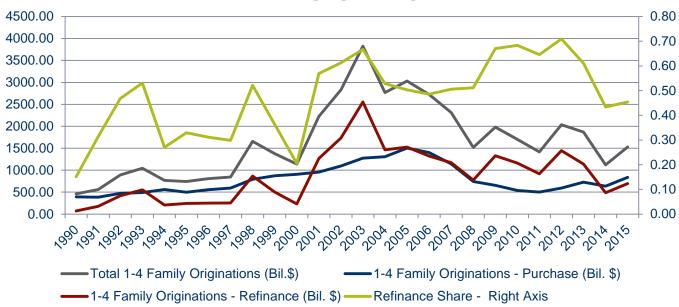
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## Demand-side: Borrower Financial Health Originations

 Mortgage originations projected in 2016 at \$1,376M¹; a drop of \$175M¹ compared to 2015; much of that fall due to a tapering off in refinancings next year

#### **Annual Mortgage Originations**



1/ Average of MBA, Fannie Mae, and Freddie Mac projections S

Source: Mortgage Banker's Association

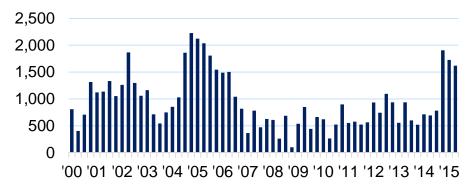




## **Demand-side: Population Dynamics Household Formation and Market Composition Trends**

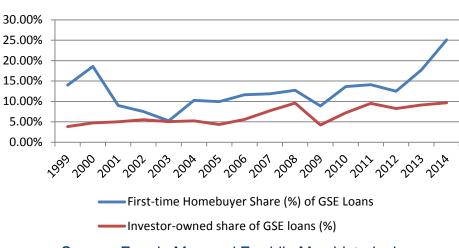
- Household formation has improved in recent years
- Share of first-time homebuyers has also improved but still lags behind historical shares of about 40%
- Investor-owned share of the market holding steady at twice pre-crisis levels

#### Total Number of Households, Break-adjusted (Thousands) Change - Year to Year



Source: US Census Bureau

First-time Homebuyer and Investor-owned Share of GSE market



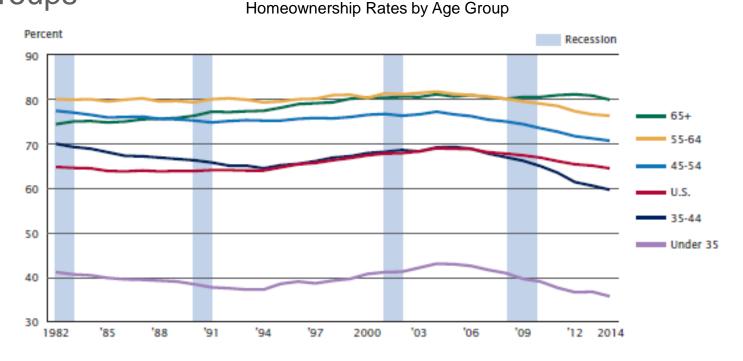
Source: Fannie Mae and Freddie Mac historical credit data





## Demand-side: Population Dynamics Changing Market Demographics

 Homeownership rates for younger segments of the market dropped sharply after the crisis compared with older groups



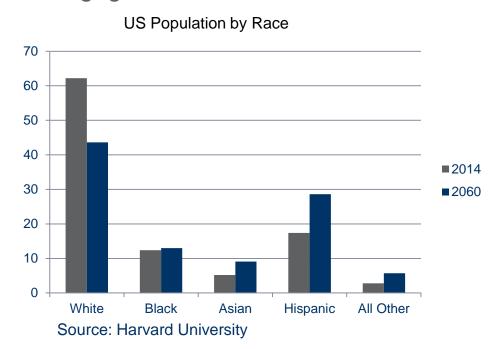
Source: U.S. Census Bureau, Current Population Survey/Housing Vacancy Survey, Series H-111 National Bureau of Economic Research, Inc., Cambridge, MA 02138 <a href="https://www.nber.org">www.nber.org</a>



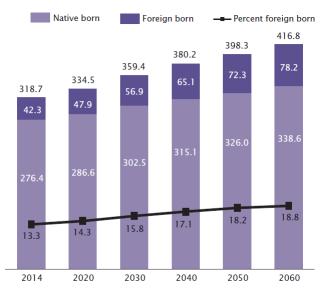


## Demand-side: Population Dynamics Changing Market Demographics

- Minorities are expected to drive 76% of net household growth over the next 10 years and 85% over the next 20 years.<sup>1</sup>
- Likewise, more foreign-born consumers will enter the market
- Nontraditional credit will play an increasingly important part of the mortgage market



#### **US Population by Nativity**



Source: U.S. Census Bureau, 2014 National Projections.

1/ Harvard University, State of the Nation's Housing

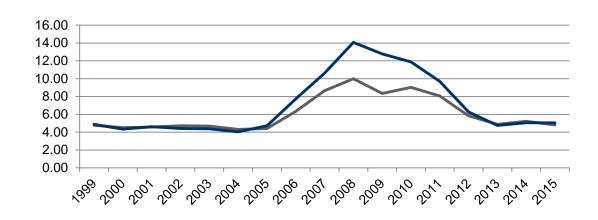




#### Supply-side: Availability and Alternative Housing

 Months supply of homes on the market have come back in line with pre-2006 levels

#### Months Supply of Homes on the Market



——Months Supply of Single-Family Homes ——Months Supply of Condos and Coops

Source: US Census Bureau





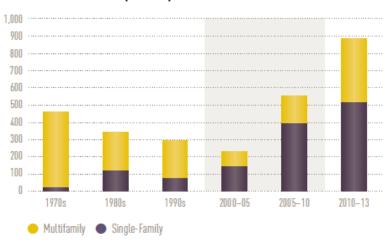
#### Supply-side: Availability and Alternative Housing

- Housing starts have edged up since the crisis but remain below 2005 levels
- Meanwhile rentals have seen a sharp increase



Source: US Census Bureau

#### Average Annual Change in Occupied Rental Units (000's)



Note: Data exclude mobile homes.

Source: JCHS tabulations of US Census Bureau, Decembial Censuses and American Community Surveys.



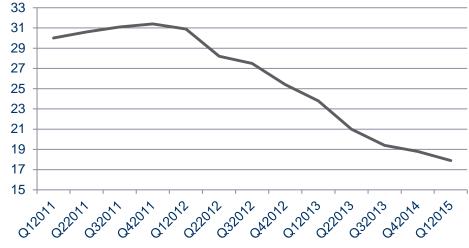


#### Supply-side: Absorption

 Foreclosure inventory levels have come down over the last year as has the percentage of underwater homeowners

# Foreclosure Inventory Trends 800 750 700 650 650 550 500 Foreclosure Inventory (000's) —YoY Change in FCL Inventory (%)





Source: CoreLogic

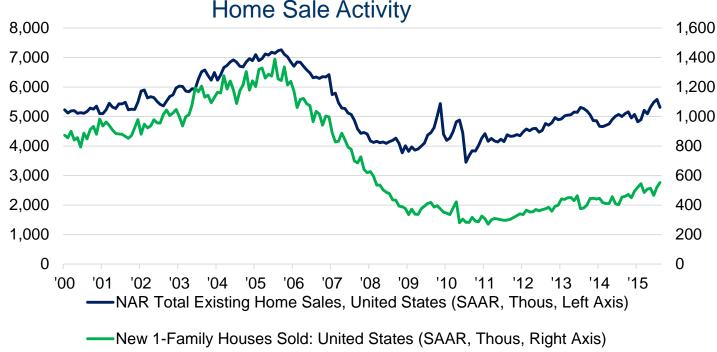


Source: CoreLogic



#### **Transaction:** Home Sale Activity

 Existing home sale activity has improved since the crisis, however new home sales remain well below pre-2006 levels



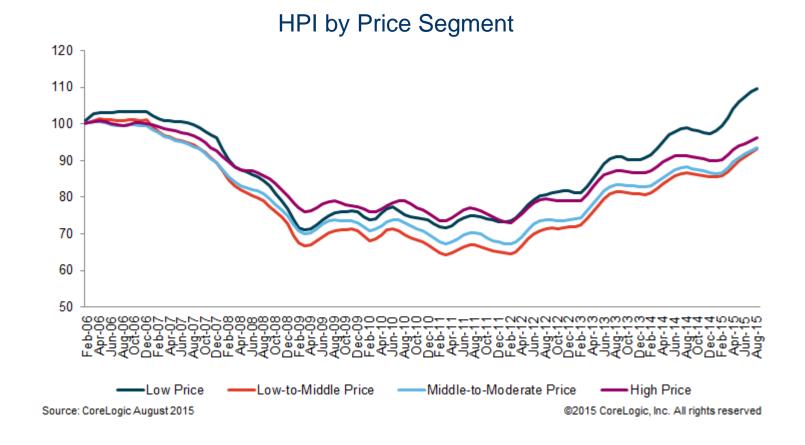
Source: National Association of Realtors and US Census Bureau





#### **Transaction:** Home Prices

 Housing prices have shown upward momentum, particularly for those in the lowest price tier

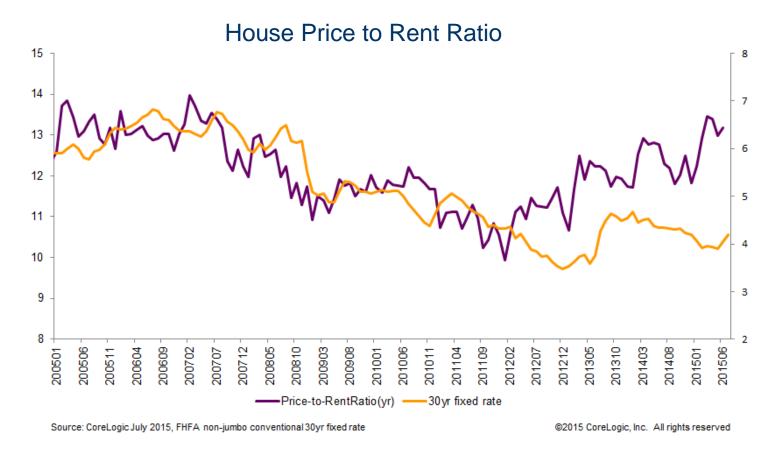






#### **Transaction:** Home Prices

 The House Price to Rent Ratio has been tilting away from home ownership, reflecting improving home prices since the crisis







#### **Housing and Mortgage Market Scorecard**

 Market overall shows signs of improvement but mediocre macroeconomic conditions hold back robust growth

Overall grade: B

Macroeconomic	Comments
Drivers	
Economic Growth	Sluggish but stable
Unemployment	Improving and stable
Interest Rate Conditions	At the trough, gradual rise
Demand	
Personal Income Growth	Poor income growth is concerning
Debt Burden	Improved since the crisis
Housing Affordability	Also improved since the crisis but pressure from rising prices
Consumer Confidence	Improving
Housing Sentiment	Improving
Credit Standards	Remain tighter than in a normal market
Credit Availability	Improving but needs too expand consistent with demographics
First-time Homebuyer Composition	Some improvement but well below equilibrium level
Investor Property Composition	Stable
Homeownership Rate <35 year olds	Important segment of new entrants lagging behind
Household Formation Rate	Some improvement lately
Supply	
Origination Trends	Pressure will continuue as purchase share shrinks
Months Supply of SF Homes	Stable
Home Sales	New homes lagging behind pre-crisis levels
Housing Starts	Lagging behind pre-crisis levels
FCL Inventory	Improving
Negative Equity Trends	Improving
Home Prices	Improvement since crisis but some markets showing elevated levels
Price-to-Rent	Trend creates headwinds for younger borrowers

Note: Author's assessment





#### Wild Cards: External Shocks

- A number of exogenous global shocks could alter the current outlook for the mortgage and housing market
- Factors to watch for include:
  - China's policy response to weakening growth
    - Chinese real estate market at bubble-like levels
    - Equity market recent tumble a sign of further market instability
  - Weakening among other emerging market nations; Brazil, South Africa, Russia most notably
  - Further deterioration in commodities markets, most notable oil
  - Global political/military destabilization
  - Monetary policy tools for advanced countries due to abnormally low rates may limit central banks to mitigate impact of global shocks on their economies





## **Questions?**









Teresa Bryce Bazemore President, Radian Guaranty

#### **Need for Private Mortgage Insurance**

#### MI Helps Provide Access to Homeownership



For many families, coming up with the required down payment can be one of the biggest hurdles to homeownership.









MI has helped millions become homeowners by enhancing their ability to borrow in an affordable way by reducing the risk of their loans.

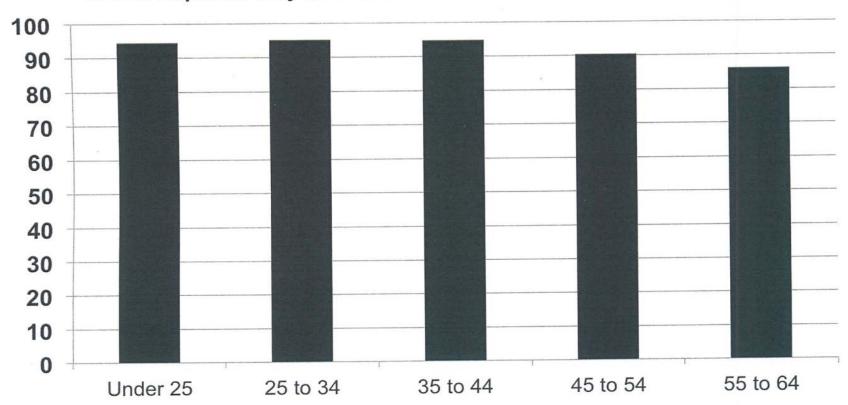






## Nearly All People Under Age 65 Expect To Buy In The Future. . .

% Who Expect to Buy a Home at Some Point in the Future



Source: Drew and Herbert, 2012. Based on Fannie Mae National Housing Survey 2010-2012.





#### **Years to Save 10% Downpayment**

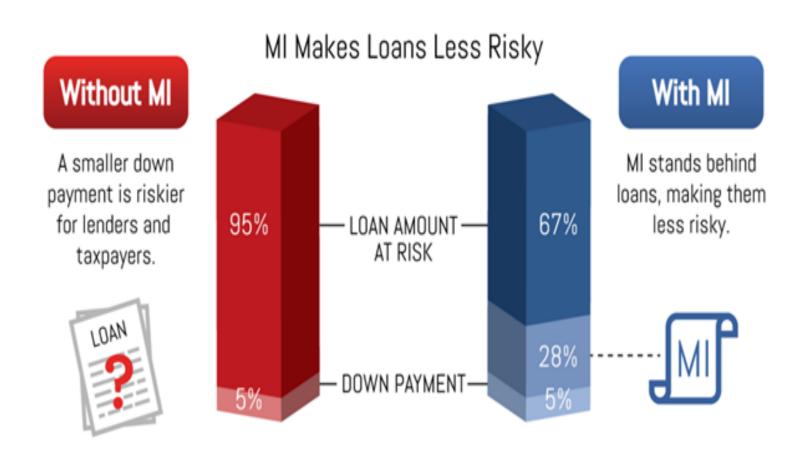
#### Longer Waits to Build Large Down Payments







#### **MI Makes Homeownership a Reality**







## Private Mortgage Insurers Paid Over \$50 Billion in Claims Since the Financial Crisis Began

MI Helps Protect Taxpayers



When a loan goes bad, the taxpayer is at risk.



#### With MI

MI stands in front of the taxpayers in the case of a default.







#### **Market Trends**

- Interest rates flat but projected to rise
- Home prices approaching 2007 peak
- Inventory is low in many MSA
- Originations flat through 2018 but purchase percentage is up
- Rate of household formation increasing
- Demographics point to primary household growth in diverse segments
- Buy-Rent decision is changing, particularly in lower cost markets
- Access to credit is inching up
- Independent mortgage banks purchase share starting to climb back after drop from high of 74% in Q2 14 to 51% in Q1 15
- Portfolio lending at community banks increasing







#### **Industry Evolution & Drivers**

- Ease of doing business
- Evolving customer base
- Evolving nature of mortgage finance
- Shifting of technology advancement, information and tools to meet customer demand
- Mobile capabilities more digital
- Growth of direct to customer







#### **MI Vision**

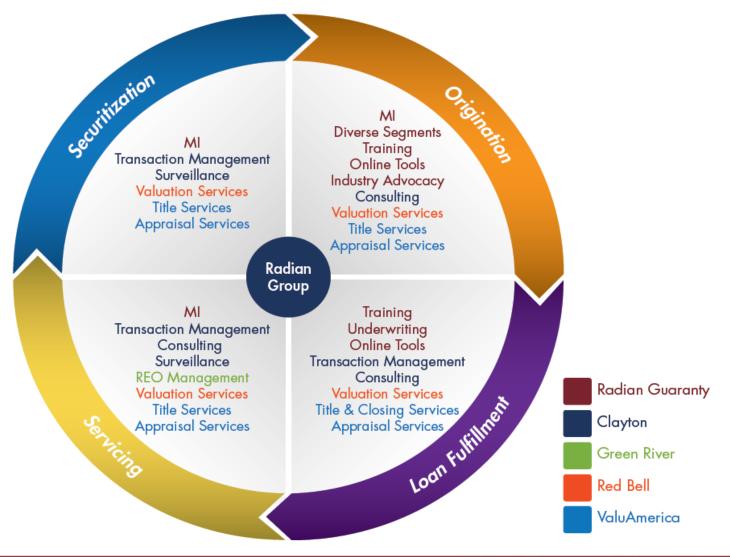
We promote the American dream by increasing access to affordable, sustainable homeownership and will be the industry's first choice for mortgage risk management solutions.







#### Circle of Value







#### **Poised for Future Success**







#### Support and Grow the Mortgage Originations Market

With a Focus on Attracting First Time Homebuyers



#### **First Time Homebuyer Focus**

Provide educational tools targeted to first time homebuyers, realtors, and loan officers to educate them on low downpayment loan options with mortgage insurance



#### **Clayton Services**

Support Radian's customers' origination operations with outsourced options including consulting, underwriting, QC, staffing, and Red Bell valuation services



#### **Diverse Market Strategies**

With minority homeowners expected to make up 70% of the household growth from 2014 to 2024, leverage exclusive partnerships with NAHREP, NAREB, and AREAA to offer education, outreach and lender support for these markets, positioning Radian as an indispensable partner



#### **Products / Programs**

Develop and promote products and programs which improve opportunity for potential homeowners; including MortgageAssure, Timely Rewards



#### **National Training**

Help customers grow their own business with customized Radian training on current industry topics and sales skills





#### Defend and Expand the Role of Private MI vs. FHA



#### **National Training**

Best in class in-person, webinar and recorded training targeted to lenders and realtors highlighting the advantages of private MI vs. FHA and the various MI products and programs



#### **GSE Relationships**

Maintain active and open dialogue with the GSEs to promote the role of private capital in the housing market through private MI



#### **Diverse Market Strategies**

Leverage exclusive partnerships with NAHREP, NAREB, and AREAA to offer education, outreach and lender support for these markets with a focus on how mortgage insurance can pave the path to homeownership shifting business from FHA to MI



### Federal Home Loan Banks / Housing Finance Agency

Maintain relationships with FHLBs and HFAs to promote the role of Private MI and partner with them to generate lender awareness of these programs



#### **Expand product and pricing alternatives**

Develop and promote competitive products to further define the benefits of private MI over FHA, such as MortgageAssure and Timely Rewards; explore pool insurance, deeper MI coverage



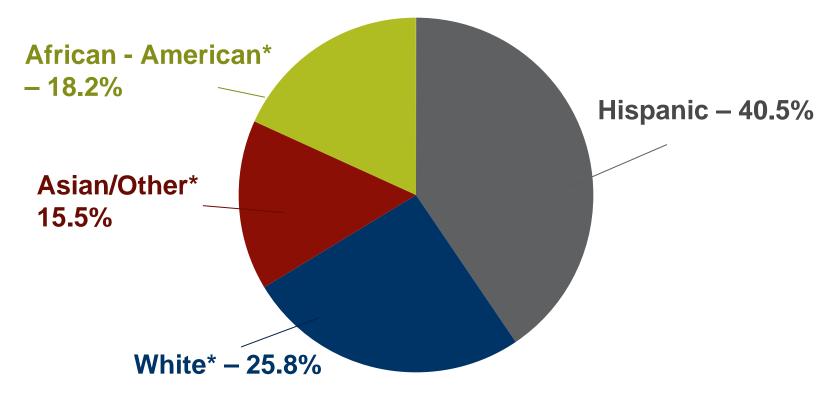


### **Opportunities for Future Growth**

### New Household Formation Driven by Diverse Markets

13 million of the 17 million projected between 2010 and 2025

% of Projected New Households 2010-2025



SOURCE: Updated 2010-2020 Household and New Home Demand Projections, Sept 2010 Joint Center for Housing at Harvard, US Census – homeownership rates Q2 2013

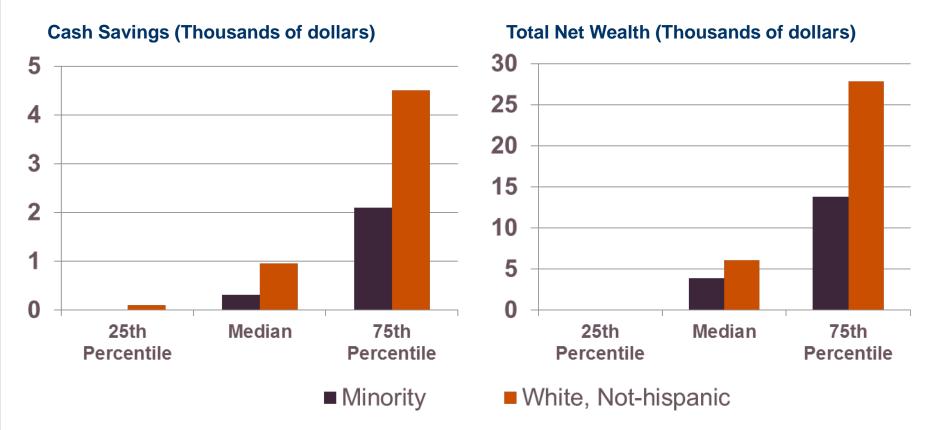
\* Non-Hispanic





### **Opportunities for Future Growth**

#### Renters Have Minimal Savings/Wealth—Need Low Downpayment Loans



Notes: Data for Renters only. Cash savings includes checking, saving, CD and money market accounts.

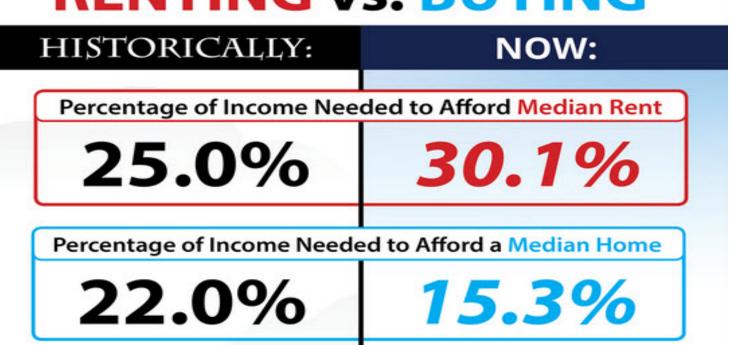
Source: JCHS tabulations of 2010 Survey of Consumer Finances.





### To Buy or To Rent?

# The Cost of RENTING vs. BUYING

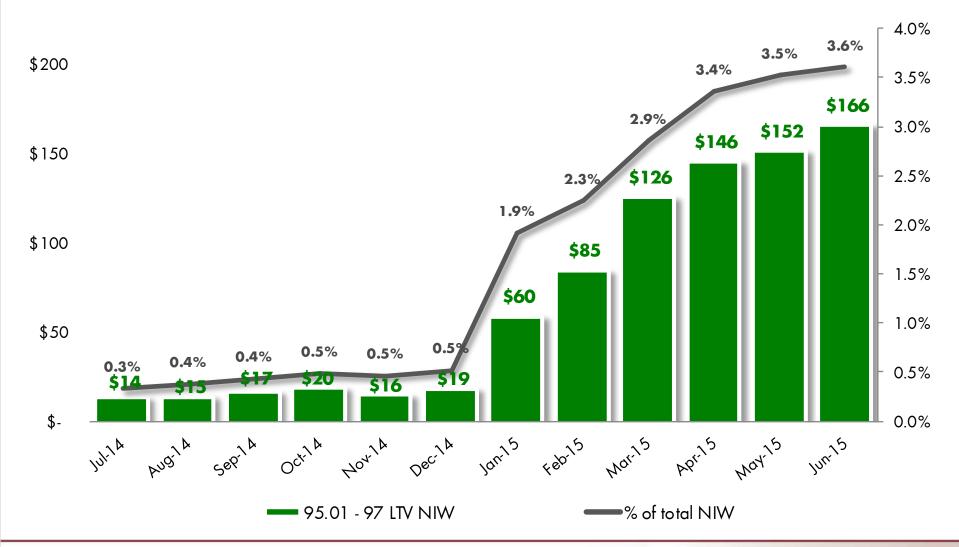


Source: www.keepingcurrentmatters.com, May 8, 2015





### 95.01 - 97 LTV NIW is Growing

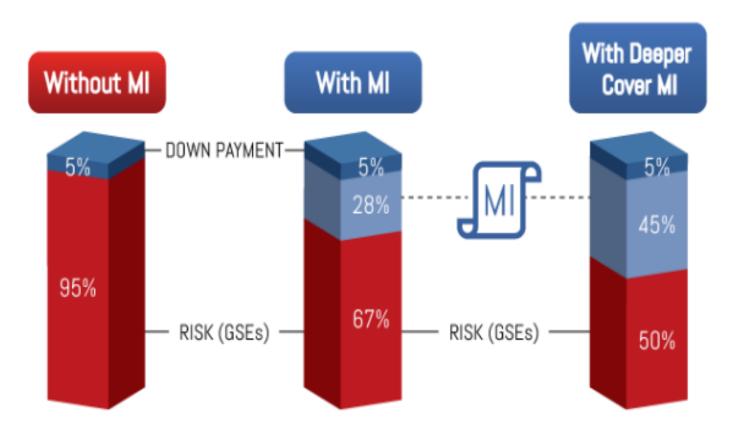






# **Deeper Cover**

Front End Risk Sharing With MI on Low Down Payment Loans Reduces GSE Exposure







# **Questions?**







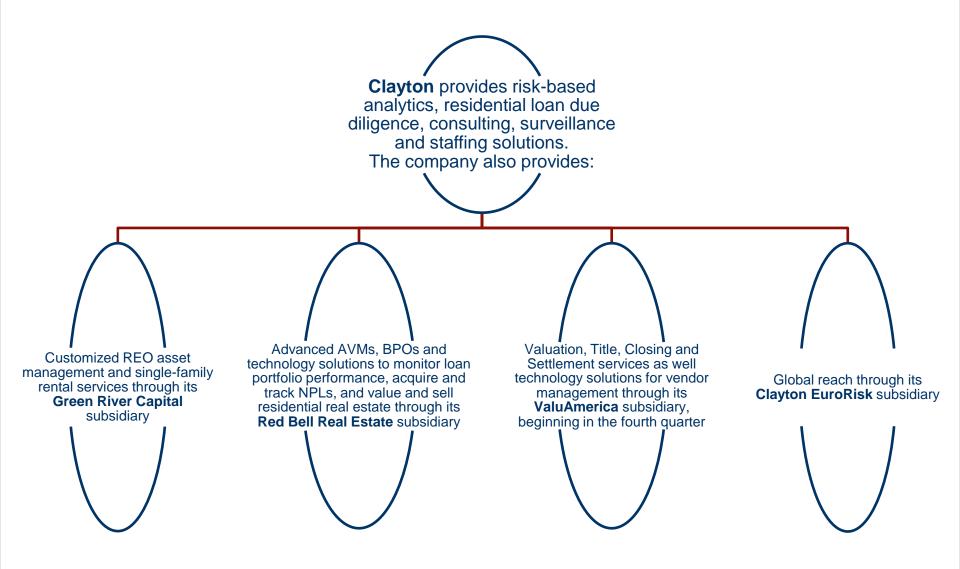


BREAK



Joe D'Urso President, Clayton

### What is Mortgage and Real Estate Services?







### Mortgage and Real Estate Services Revenue Drivers

Surveillance  **OSE RISK Sharing Transactions** (GSEs, Banks, Investment Banks)  **MSR Transactions (Banks, REITs, Mortgage Servicers)  **Non-Performing Loan Servicing/Servicing Compliance Oversight (Banks, Mortgage Servicers)  **Oversight of Non-Performing Loan Servicing/Compliance for Large Banks and Servicers  **Non-Agency RMBS Securitization/Surveillance (Banks, Investment Banks, REITs, Asset Managers)  **Surveillance on New Non-Agency RMBS Issuance for Large Banks and Servicers  **Surveillance on Pre-2008 Non-Agency RMBS for Issuers  **Oversight of Non-Performing Loan Servicing/Compliance for Large Banks and Servicers  **Oversight of Non-Performing Loan Servicing/Compliance for Large Banks and Servicers  **Oversight of Non-Performing Loan Servicing/Compliance for Large Banks and Servicers  **Oversight of Non-Performing Loan Servicing/Compliance for Large Banks and Servicers  **Oversight of Non-Performing Loan Servicing/Compliance for Large Banks and Servicers  **Oversight of Non-Performing Loan Servicing/Compliance for Large Banks and Servicers  **Oversight of Non-Performing Loan Servicing/Compliance for Large Banks and Servicers  **Oversight of Non-Performing Loan Servicing/Compliance for Large Banks and Servicers  **Oversight of Non-Performing Loan Servicing/Compliance for Large Banks and Servicers  **Oversight of Non-Performing Loan Servicing/Compliance for Large Banks and Servicers  **Oversight of Non-Performing Loan Servicers Services and Surveillance on Pre-2008 Non-Agency RMBS for Issuers  **Oversight of Non-Performing Loan Servicers Services and Surveillance on Pre-2008 Non-Agency RMBS for Issuers  **Oversight of Non-Performing Loan Services Services Agency RMBS for Issuers  **Oversight of Non-Performing Loan Services Agency RMBS for Issuers  **Oversight of Non-Performing Loan Services Agency RMBS for Issuers  **Oversight of Non-Performing Loan Services Agency RMBS for Issuers  **Oversight of Non-Performing Loan Services Agency RMBS for Issuers  **Oversight of Non-Performing Loan Services Agency RM	% of Revenue <sup>(1)</sup>	Market Segments/Clients	Current Revenue Drivers	Potential Future Revenue Drivers
Servicing/Servicing Compliance Oversight (Banks, Mortgage Servicers)  Non-Agency RMBS Securitization/Surveillance (Banks, Investment Banks, REITs, Asset Managers)  Agency RMBS Issuance for Usual Investors  ARR Services and Surveillance for Large Banks and Servicers  Surveillance on Pre-2008 Non-Agency RMBS for Issuers  ARR Services and Surveillance for Usual Investors  ARR Services and Services Investors  ARR Services Investors  ARR Services and Services Investors  ARR	32 - 39%	<ul> <li>REITs, Mortgage Originators)</li> <li>Performing &amp; Non-Performing Loan Trades (Banks, Investment Banks, Private Equity Firms, REITs)</li> <li>Non-Agency RMBS Securitization (Banks, Investment Banks, REITs)</li> <li>GSE Risk Sharing Transactions (GSEs, Banks, Investment Banks)</li> <li>MSR Transactions (Banks, REITs,</li> </ul>	RMBS Securitization, Whole Loan Trades (Performing & Non-Performing) and Origination	Securitization Due Diligence  GSE Risk Sharing Transactions  Leverage Radian's Large Client Base to Grow Origination
Issuers)  (1) Percentage of revenue by business unit in 2014 and 2015		Servicing/Servicing Compliance Oversight (Banks, Mortgage Servicers)  Non-Agency RMBS Securitization/Surveillance (Banks, Investment Banks, REITs, Asset Managers)  ABS Securitization/ARR Services (Auto, Credit Card & Student Loan Issuers)	Loan Servicing/Compliance for Large Banks and Servicers  Surveillance on Pre-2008 Non-	Agency RMBS Issuance for Issuers and for Investors  ARR Services and Surveillance for Other ABS Asset Classes  Oversight of Non-Performing Loan Servicing/Compliance for





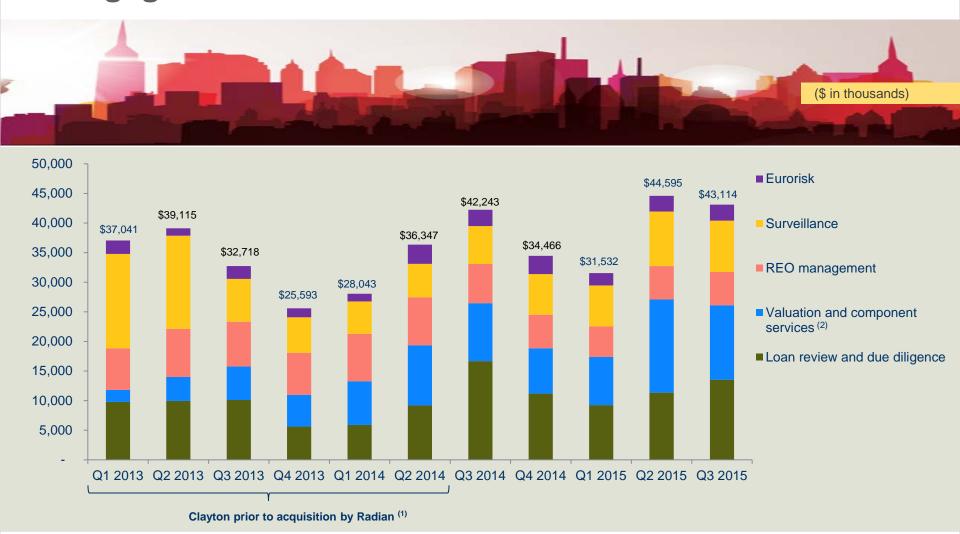
### Mortgage and Real Estate Services Revenue Drivers

	% of Revenue <sup>(1)</sup>	Market Segments/Clients	Current Revenue Drivers	Potential Future Revenue Drivers
Valuation and Component Services	23 - 29%	<ul> <li>Single Family Rental (SFR)         Securitization (Banks, Investment Banks)</li> <li>SFR Debt Facilities (Banks, Private Equity Firms, REITs)</li> <li>Non-Performing Loan Trades (Banks, Private Equity Firms, REITs)</li> <li>Non-Performing Loan Servicing (Banks, Mortgage Servicers)</li> <li>SFR Acquisitions (Private Equity Firms, REITs)</li> <li>Mortgage Origination (Banks, REITs, Mortgage Originators</li> </ul>	SFR Securitizations by and Debt Facilities for Large Institutional SFR Investors  SFR Acquisitions (Private Equity Firms, REITs)  Non-Performing Loan Servicing (Banks, Mortgage Servicers)	SFR Securitizations by and Debt Facilities for Small and Large SFR Investors  Valuation Support for Mortgage Origination, Servicing and RMBS Securitization w/ Red Bell Technology
Real Estate Owned (REO)	13 - 16%	<ul> <li>REO Asset Management (Banks, GSEs, Mortgage Servicers, Private Equity Firms)</li> <li>SFR Rental Property Management (Private Equity Firms, REITs)</li> </ul>	REO Asset Management Services - Remaining Backlog of Distressed Loans	REO Asset Management Services - Remaining Backlog of Distressed Loans  REO Asset Management Technology - Red Bell's Pyramid System
EuroRisk  (1) Percentage of revenue	6 - 7%	<ul> <li>Performing &amp; Non-Performing Loan Trades (Banks, Investment Banks, Private Equity Firms)</li> <li>Mortgage Origination (Banks, Mortgage Originators)</li> <li>RMBS Securitization (Banks, Investment Banks)</li> </ul>	Non-Performing Loan Trades	RMBS Securitization  Non-Performing Loan Trades





### Mortgage and Real Estate Services Revenue



- (1) Represents unaudited quarterly historical revenue for the businesses of Clayton Holdings LLC for periods prior to our acquisition on June 30, 2014.
- (2) Includes revenue from acquisition of Red Bell Real Estate beginning March 20, 2015.



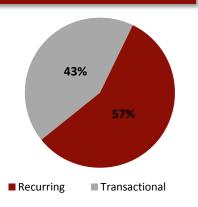


#### **Revenue Model Overview**

#### Fee-For-Service Model

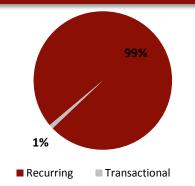
#### **Loan Review & Due Diligence**

 Balanced Mix of Non-Agency RMBS
 Securitization, Whole Loan Trades (Performing & Non-Performing) and Origination Services



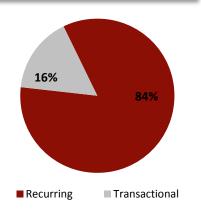
#### **REO & Short Sales**

REO Asset Management
 Services - Remaining Backlog
 of Distressed Loans



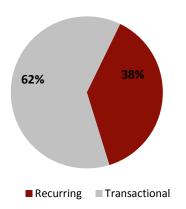
#### Surveillance

- Oversight of Non-Performing Loan Servicing/Compliance for Large Banks and Servicers
- Surveillance on Pre-2008 Non-Agency RMBS for Issuers



#### **Component Services**

- SFR Securitizations by and Debt Facilities for Large Institutional SFR Investors
- SFR Acquisitions (Private Equity Firms, REITs)
- Non-Performing Loan Servicing (Banks, Mortgage Servicers)
- AVE, BPOs, Appraisals piece price per order



NOTE: Recurring revenues represent revenues from ongoing client engagements in which we receive a regular flow of file reviews, valuations or REO from our clients. These engagements do not include minimum volume commitments and volumes fluctuate depending on the activity levels of our clients, but the revenues are more predictable due to the ongoing nature of the engagements.





### **Single Family Rental Case Study**

Warehouse Bank



Clayton

SFR Investor



Investment Properties



Monetization via Sale or Securitization



### Component Services

- Valuations (AVE, BPO, Appraisal)
- Lease Review
- Title Services
- Tech to acquire assets

#### **Component Services**

- Valuations (AVE, BPO, Appraisal)
- Lease Review
- Title Services
- Tech to acquire assets

#### Loan Review & DD

- File Review
- Pre-funding U/W

#### Surveillance

- Property
   Assessments
- Process Reviews

#### Component Services

- Valuations (AVE, BPO, Appraisal)
- Lease Review
- Title Services
- Tech to acquire assets

#### Surveillance

- Property Assessments
- Process Reviews

#### **REO Management**

- Asset Sale Services
- Property Management



**Green River Capital** 





### Circle of Value

Broaden Existing Capabilities within Residential Real Estate







# **Questions?**









Derek Brummer Chief Risk Officer

# Agenda

- Risk Management Overview
  - Vision and Goals
  - Enterprise Risk Management Framework and Process
  - Risk Management Tools
- MI Portfolio Trends

- Hot Topics
  - PMIERs
  - MI Pricing





# **Risk Management Overview**

**Enterprise Risk Management** 

Credit Policy and Underwriting

**Quality Control** 

Lender Approval and Monitoring

Portfolio Surveillance and Management

**Quantitative Analytics** 

**Data Governance** 

Loss Forecasting and Reserving





# **Risk Management Vision and Goals**

#### **Vision:**

• To be the **industry leading risk management organization** that effectively identifies, assesses and manages risks, and executes on opportunities for Radian, while ensuring overall long-term profitability.

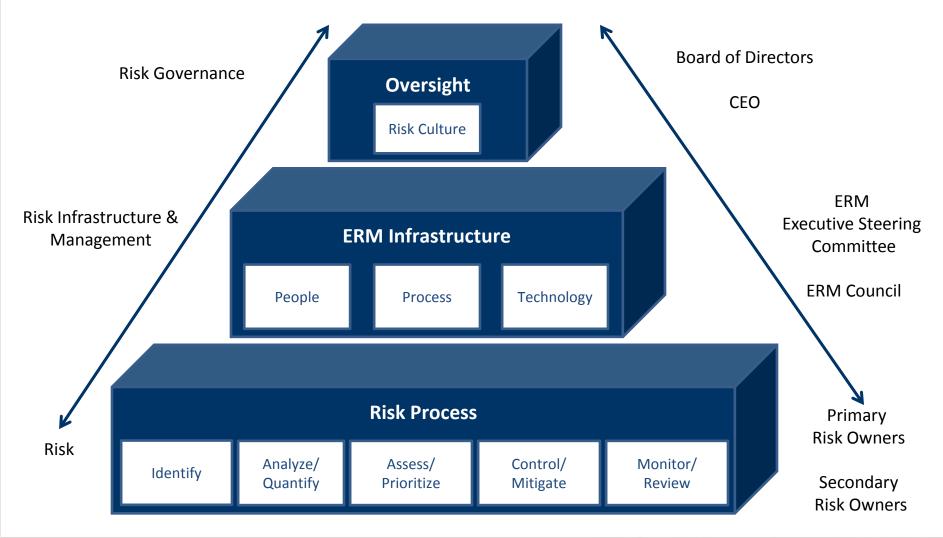
#### Goals:

- Embed and continually reinforce a corporate-wide risk culture that utilizes an
  understanding of risk-reward tradeoffs to drive quality decisions and has the discipline to
  ensure the long-term profitability of the enterprise.
- Establish and continually refine analytical capabilities, processes and systems to effectively identify, assess and proactively manage risks and returns.
- Ensure proper understanding and organizational awareness of the trade-off between risks and returns entailed by corporate strategy and business decisions.
- Serve as a proactive and responsive business partner to the business unit and clients in support of overall corporate objectives.





# **Enterprise Risk Management Framework**







# **Enterprise Risk Management Quarterly Review Process**

Risk Owners Assess Risk via Reporting Template ERM
Executive
Steering
Committee
Review

Submit Report & Findings with the Board











ERM Council Review Findings &
Results
Shared With
Senior
Management





# **Risk Management Tools**

Radian's vision is to be the housing industry's first choice for risk management solutions across the entire mortgage life-cycle.



#### RaDaR™

Radian's proprietary credit modeling tool, which provides projections of credit losses over time at a loan, cohort and portfolio level. Considers the effect of prepayment, as well as the trajectory of interest rates, house prices and unemployment over time.



#### Clayton Services LLC™

Clayton provides risk-based analytics, residential loan due diligence, consulting, surveillance and staffing solutions.



#### Green River Capital™

Green River Capital offers customized REO asset management and single-family rental services.



#### Red Bell Real Estate™

Red Bell Real Estate delivers advanced Automated Valuation Models (AVMs), Broker Price Opinions (BPOs) and technology solutions to monitor loan portfolio performance, acquire and track non-performing loans (NPLs), and value and sell residential real estate.





# Risk Management Tools: Lender Dashboard

- Provides critical lender-level metrics and lender information as regular and available input into lender decisions
- Flagging for each metric to show good, average, and under-performance
  - Separation/segmentation of lenders
- Dashboard utilized in every lender-level decision
  - Target top lenders
  - Address and correct under-performance

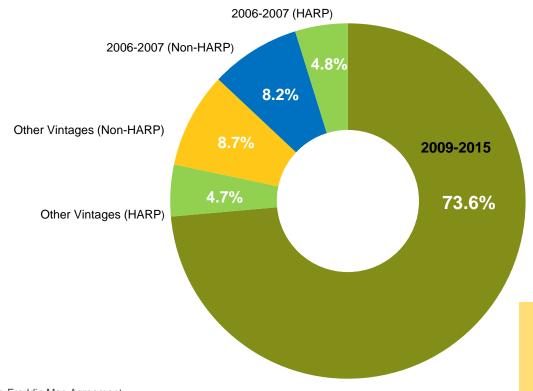
Sales	Grade
Sales Metric 1	
Sales Metric 2	
Sales Metric 3	
Sales Metric 4	
Operations	Grade
Operations Metric 1	
Operations Metric 2	
Operations Metric 3	
Operations Metric 4	
Operations Metric 5	
Operations Metric 6	
Risk	Grade
Risk Metric 1	
Risk Metric 2	
Risk Metric 3	
Risk Metric 4	
Risk Metric 5	
Risk Metric 6	
Risk Metric 7	
Risk Metric 8	
Risk Metric 9	
Quality Control	Grade
QC Metric 1	
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### Improved Composition of MI Portfolio®

NIW since 2009 and HARP volume combined **now represents 83%** of Radian's mortgage insurance primary risk in force as of Q3 2015



Approximately 65% of Radian's performing mortgage insurance risk in force from the 2005 - 2008 vintage years has never been in default.

(1) Includes amounts subject to the Freddie Mac Agreement.





### Improved Composition of MI Portfolio

Original FICO	2000-04	2005-08	2009+	
< 680	43%	35%	5%	
681 - 720	23%	25%	16%	
721 - 760	21%	22%	31%	
> 760	14%	18%	48%	
Total	100%	100%	100%	

Original LTV	2000-04	2005-08	2009+
LTE 85	25%	31%	15%
85.01 - 90	38%	32%	39%
90.01 - 95	30%	22%	43%
> 95	7%	16%	2%
Total	100%	100%	100%

Risk Grade	2000-04	2005-08	2009+	
Prime	66%	65%	100%	
Alt-A	22% 26%		0%	
Subprime	12%	9%	0%	
Total	100%	100%	100%	

Doc Type	2000-04	2005-08	2009+
Full Doc	10%	52%	100%
Limited/Other	90%	48%	0%
Total	100%	100%	100%

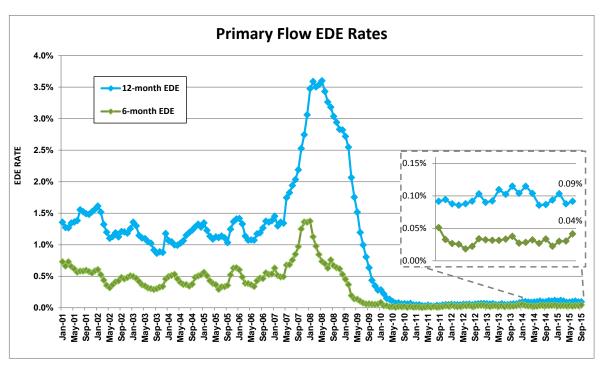
- Strong risk profile of 2009+ vintages
  - 100% Prime risk grade, 100% Full documentation, 95% with FICO >680
- Share of cash-out refinances has declined significantly from 23% in 2005-2008 to less than 0.1% in 3Q 2015
- In addition to single dimensional risk, layered risk has also declined significantly. For example:

Layered Risk	2005-08	2009+
FICO < 680 AND Original LTV > 95	6.9%	<0.1%
FICO < 680 AND Cash-out refinance	11.0%	<0.1%
Investment or Second Home AND FICO <= 720	4.4%	<0.5%





# Improved Loan Manufacturing Quality



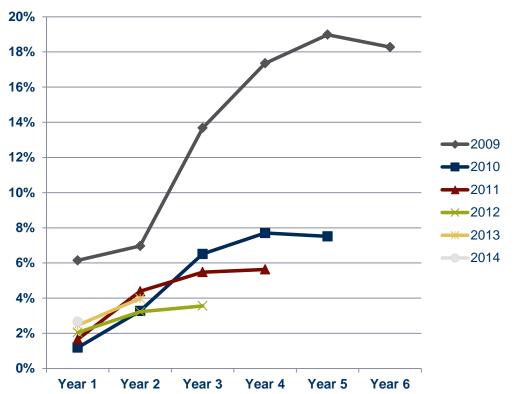
- Early default experience (EDE) has declined dramatically as underwriting quality improved in 2009
- Radian's quality control (QC) review process has expanded significantly since 2009
  - Statistically significant random samples are reviewed on a quarterly basis
  - All 12 month early defaults are reviewed
  - New programs receive a 100% review
  - Targeted samples are selected (e.g., particular lenders, risk attributes, etc.)
  - Results continue to show historically low material defect rates

Note: EDE rates are calculated by dividing the portion of NIW in default at a specific time period from origination (e.g., 6 months) by the total NIW from the same period.





# **Strong Cumulative Incurred Loss Trends**



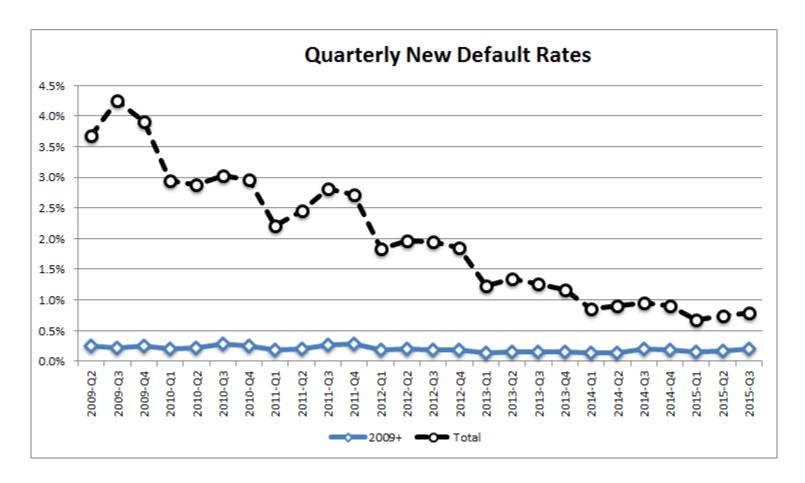
	Cumulative Incurred Loss Ratio							
		- 4-	- 44	- 4-	- 4-			
Vintage	Dec-09	Dec-10	Dec-11	Dec-12	Dec-13	Dec-14	Sep-15	
2009	6.1%	7.0%	13.7%	17.4%	19.0%	18.3%	17.4%	
2010		1.2%	3.3%	6.5%	7.7%	7.5%	7.1%	
2011			1.7%	4.4%	5.5%	5.6%	4.9%	
2012				2.0%	3.2%	3.6%	2.6%	
2013					2.5%	4.0%	3.4%	
2014						2.7%	3.5%	

 Incurred losses continue to trend down as legacy vintages move beyond their peak loss period and newer vintage exhibit historically strong performance





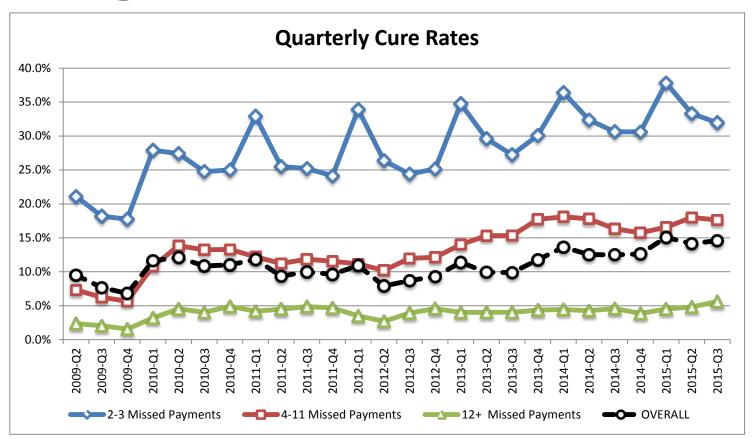
# **Improving New Default Rates**







# **Improving Cure Rates**

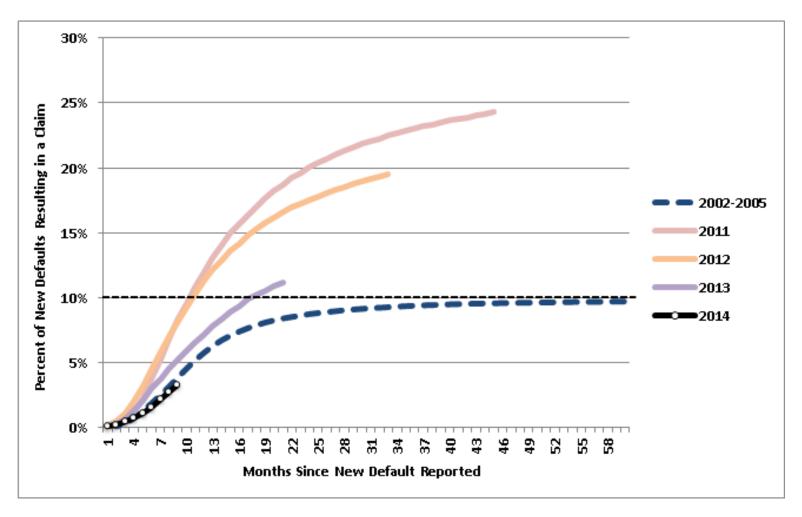


- Year-over-year improvement in primary cure activity to 14.6% in 3Q 2015 as compared to 12.5% in 3Q 2014.
- Seasonal variation still exists, but cure rates have been gradually increasing over the last 3+ years.
- The 5.6% cure rate observed for 12+ missed payment defaults in 3Q 2015 is the highest rate observed since the financial crisis.





# Claim Submission Rates by Default Vintage

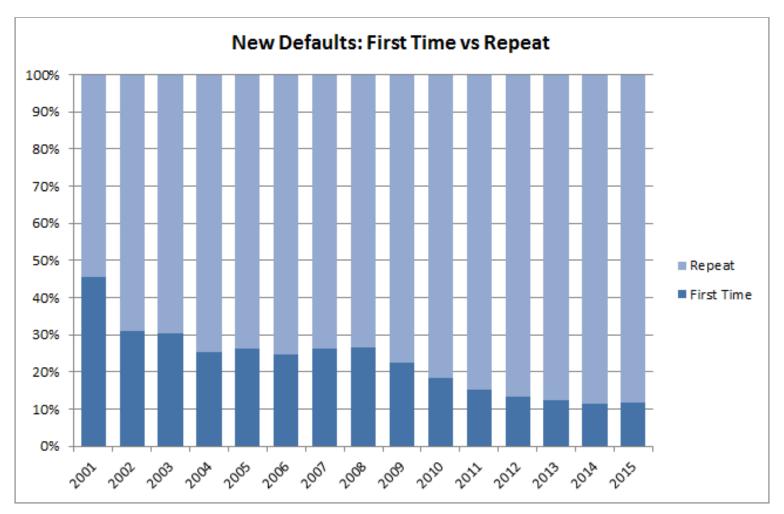


 Claim submission rates for new defaults continue to decrease toward 10% average experienced for 2002-2005 defaults.





# First Time vs. Repeat Defaults



 Repeat defaults are more likely to cure and less likely to result in future claims than first-time defaults





# Hot Topics: Private Mortgage Insurer Eligibility Requirements (PMIERs)

- Private Mortgage Insurer Eligibility Requirements (PMIERs) were developed by Fannie Mae and Freddie Mac and come into effect on December 31, 2015
- Lenders, investors and other mortgage market participants can now have even more confidence in the value and financial strength of the MI industry
- Better positions MI industry to potentially provide upfront risk sharing and deeper
   MI coverage
- Radian Guaranty expects to be able to immediately comply with the financial requirements of the PMIERs by utilizing approximately \$320 million of existing holding company liquidity





### Hot Topics: PMIERs Required Assets Overview

- Risk-based capital factors are applied at a loan level to total net risk in force (RIF).
- Total risk-based capital represents projected claims on an insurer's book of business over remaining life of existing policies in a significant stress scenario.
- Loan-level characteristics that determine capital factors applied to Performing Loans:
  - Original LTV
  - Original Credit Score (FICO)
  - Vintage: 4 buckets
    - Pre-2005
    - 2005-2008
    - 2009 June 2012
    - Post June 2012
  - Seasoning Factors applied to Post June 2012 loans after 2 years.
  - HARP refinance loans utilize specific capital factors based on LTV & FICO.





### Hot Topics: PMIERs Required Assets Overview

- Loan-level characteristics that determine capital factors applied to Non-Performing Loans:
  - Prior to a claim filing = 55% to 85% of RIF based on number of missed monthly payments
  - After a claim filing = 106% of RIF
- Significant benefits of PMIERs:
  - Provides a robust risk-based capital framework, ensuring insurers maintain adequate liquidity and claims-paying resources to withstand a significant stress scenario
  - Provides a level capital playing field for the MI industry, which ensures risk-focused discipline and prevents a "race to the bottom"





# **Hot Topics: Mortgage Insurance Pricing**

Radian continues to target overall returns in the low- to mid-teens.

#### Important Considerations:

- Return impact
- Customer demand and franchise value
- Customer mix
- Product mix
- Alternative borrower/lender executions

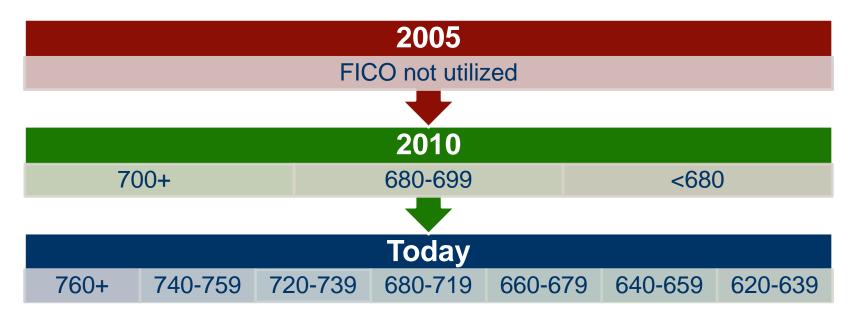
#### Terms:

- Risk-based pricing
- More "granular" pricing structure
- "Flattening" of rate card
- "Black box" pricing approach
- Aggregated singles





- Today's pricing environment: increased granularity and riskbased pricing
  - Radian has moved toward a more granular and risk-based pricing approach over time without decreasing returns or NIW.
  - Example: Progression of the use of FICO scores in Radian's Lender-Paid (LP) Singles Rate Card:







 The impact of increased risk-based pricing and rate card granularity can be seen by comparing 2015 and 2007 average Single premium levels:

2015 vs. 2007 Vintage Premium Multiples					
FICO	Original LTV				TOTAL
	<= 85	85.1 - 90	90.1 - 95	> 95	TOTAL
< 680	2.4x	2.7x	4.1x	2.0x	2.9x
680 - 739	2.0x	2.5x	2.7x	2.7x	2.4x
740+	1.4x	1.7x	1.9x	2.6x	1.7x
TOTAL	1.5x	1.9x	2.1x	2.6x	1.9x





 "Flattening" a rate card means adjusting premium levels to provide more consistent expected returns across the full credit spectrum

- Flattening a rate card does not necessitate a decrease in returns or NIW
  - Example: Recently filed Radian LP Singles rate card
    - Flattened card projected to <u>increase returns</u> while ensuring competitiveness with FHA





#### "Black Box" Approach

- Provides a different delivery mechanism vs. rate card pricing
- Implies more granular, risk-based pricing, however the extent to which it would be utilized in that way by competitors is unknown
- Radian has the analytical capabilities and infrastructure to implement a similar approach

#### Aggregated Singles

- Radian has not been participating in the aggregated LP Singles market, which has been characterized recently by aggressive pricing levels that are unacceptable to Radian
- Makes up ~5% to 6% of overall MI market
- Aggregated singles business continues to be comprised of one lender







Frank Hall Chief Financial Officer

# Agenda

- Financial Highlights
- Mortgage Insurance Returns and Pricing
- Mortgage and Real Estate Services Expectations
- Expense Management
- Investment Portfolio Overview
- Capital Structure



# **Key Themes**

- Financial strength
- Culture of efficiency
- Positioned to support growth





# **Financial Strength**

- Organic growth builds capital
- Improving capital structure conveys strength
- Our strong position provides greater flexibility for the future





# **Financial Highlights**

Radian Group Inc. Consolidated (\$ in millions, except per share amounts)

	September 30, 2015	December 31, 2014	September 30, 2014
Total assets	\$ 5,760.9	\$ 6,842.3	\$ 5,940.9
Loss reserves	\$ 1,098.6	\$ 1,560.0	\$ 1,591.2
Unearned premiums	\$ 676.9	\$ 644.5	\$ 625.3
Long-term debt	\$ 1,230.2	\$ 1,192.3	\$ 1,182.2
Stockholders' equity	\$ 2,435.6	\$ 2,097.1	\$ 1,734.4
Book value per share	\$ 11.77	\$ 10.98	\$ 9.08
Available holding company liquidity	\$ 744.7	\$ 669.5	\$ 762.1
Statutory capital (Radian Guaranty)	\$ 2,019.4	\$ 1,714.6	\$ 1,617.5
Risk-to-capital ratio (Radian Guaranty)	16.5:1	17.9:1	18.4:1
Risk-to-capital ratio (Mortgage Insurance combined)	17.9:1	20.3:1	21.2:1





# **Financial Highlights**

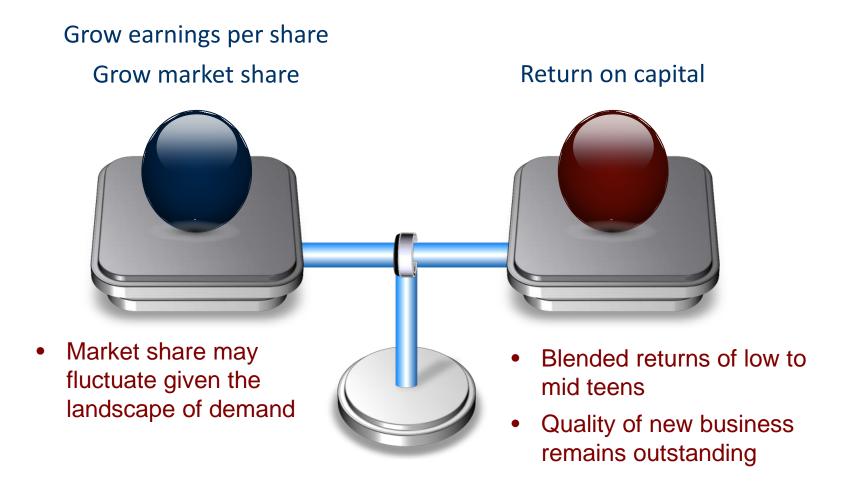
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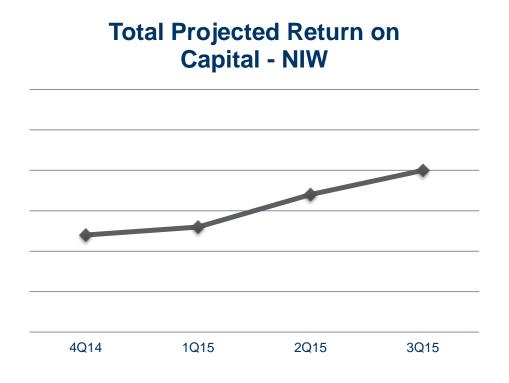
# Mortgage Insurance Returns and Pricing







# Mortgage Insurance Returns and Pricing



#### What influences our returns?

- Product mix portfolio and new business
- Price
- Capital levels and structure
- Loss assumptions
- Duration assumptions
- Reinsurance

Our projected returns on NIW have increased over the past 4 quarters





# **Services Segment**

- GAAP earnings for this segment include
  - Corporate allocations of shared services and administration
  - Interest expense associated with debt financing
- Internal performance is measured by pre-tax, preallocation operating income





# **Services Segment**

- Services segment provides optionality
  - Enhances the overall service capabilities of the broader franchise
  - Revenue diversification growth rate faster than MI
- Some transactional, some recurring revenue
- Efficient user of capital
- How we measure success
  - Monitor absolute growth acquired and organic
  - Monitor margins
  - Monitor operating leverage growing revenues faster than expenses
  - Monitor cost structure fixed vs. variable





# **Expense Management**



Efficiency





# **Expense Management**

- Goal is to increase the rate of revenue growth faster than the growth rate of expenses (positive operating leverage)
- MI core expense ratio target is 20%
  - If achieved solely through expense saves, approximately \$30 million in annual expense reduction from current levels or if achieved solely through revenue growth, approximately \$150 million in annual additional revenue needed to support current expenses
  - Will likely be a combination of both revenue growth and expense reduction
  - Modernization of core technology systems will inflate operating expenses for several years as there are expected redundancies during transition
- Services segment target gross margins between 40% and 45%

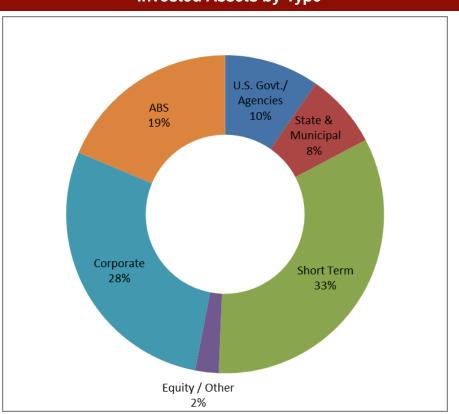




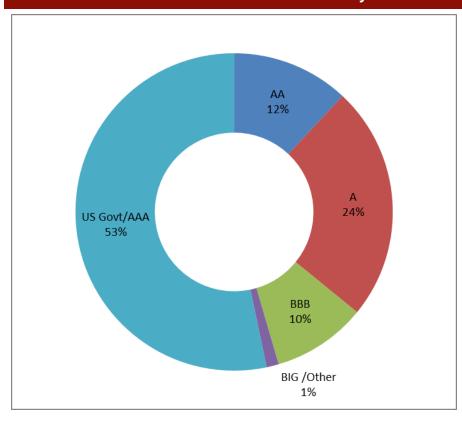
## **Conservative Investment Portfolio**

Total investments of \$4.4 billion as of September 30, 2015

#### **Invested Assets by Type**



#### **Investment Portfolio Credit Quality**







# **Capital Structure**

#### Total capitalization (as of September 30, 2015)

Coupon		Carrying value (\$'000)	Principal (\$'000)	% of total capitalization <sup>(3)</sup>
9.00%	Senior Notes due 2017	\$191,752	\$195,500	
5.50%	Senior Notes due 2019	\$295,472	\$300,000	
5.25%	Senior Notes due 2020	\$343,825	\$350,000	
	Total Senior Notes	\$831,049	\$845,500	23%
3.00%	Convertible Senior Notes due 2017	\$52,754	\$60,899	
2.25%	Convertible Senior Notes due 2019 <sup>(1)</sup>	\$346,443	\$399,992	
	Total Convertible Senior Notes	\$399,197	\$460,891	11%
	Total debt	\$1,230,246	\$1,306,391	34%
	Shareholders' Equity	\$2,435,570	\$2,892,039(2)	66%_
	Total capitalization	\$3,665,816		100%

#### **Current Ratings**

- S&P
  - B with positive outlook
  - Upgraded from B- to B on March 9, 2015
- Moody's
  - B1 with positive outlook
  - Upgraded from B2 to B1 on June 25, 2015

- Recent issuances have been on investment grade terms despite ratings
- Types of securities are indicative of a stronger company
- Remain committed to returning to investment grade
- (1) Radian may redeem all or part of the 2019 convertible notes on or after March 8, 2016 if the reference share prices exceeds \$13.78 per share.
- (2) Represents Radian's market capitalization as of November 12, 2015, calculated based on price of \$13.98 and 206,869,775 shares outstanding as of September 30, 2015.
- (3) Based on carrying value of debt and book value of equity.





# **Summary**

- High-quality mortgage insurance in force
- Expected earnings growth from improved performance of MI portfolio
- Using pricing discipline to achieve strong targeted returns on NIW
- Continued improvement in delinquency trends
- Strong capital position and getting STRONGER
- Strong holding company liquidity
- Fee-based businesses add future flexibility
- Conservative investment portfolio





# **Questions?**







## Safe Harbor Statements

All statements made 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 21E of the Exchange Act and the U.S. Private Securities Litigation Reform Act of 1995. In most cases, forward-looking statements may be identified by words such as "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 words 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 forward-looking statement is not a guarantee of future performance and actual results could differ materially from those contained in the forward-looking statement. These statements speak only as of the date they were made, and we undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. We operate in a changing environment. 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 including:

- changes in general economic and political conditions, including unemployment rates, changes in the U.S. housing and mortgage credit markets, declines in home
  prices and property values, the performance of the U.S. or global economies, the amount of liquidity in the capital or credit markets, changes or volatility in interest
  rates or consumer confidence and changes in credit spreads, all of which may be impacted by, among other things, legislative activity or inactivity, actual or
  threatened downgrades of U.S. government credit ratings, or actual or threatened defaults on U.S. government obligations;
- changes in the way customers, investors, regulators or legislators perceive the strength of private mortgage insurers;
- catastrophic events, increased unemployment, home price depreciation or other negative economic changes in geographic regions where our mortgage insurance exposure is more concentrated;
- Radian Guaranty Inc.'s ability to remain eligible under 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 maintain sufficient holding company liquidity to meet our short- and long-term liquidity needs. We expect to utilize a portion of our holding company liquidity to support Radian Guaranty Inc.'s compliance with the final financial requirements ("PMIERs Financial Requirements") of the Private Mortgage Insurer Eligibility Requirements ("PMIERs"), which become effective for existing mortgage insurers on December 31, 2015. Our projections regarding the amount of holding company liquidity that Radian Guaranty Inc. may require to comply with the PMIERs Financial Requirements are based on our estimates of Radian Guaranty Inc.'s "Minimum Required Assets" (a risk-based minimum required asset amount, as defined in the PMIERs, calculated based on net risk in force, which approximates the maximum loss exposure at any point in time and a variety of measures designed to evaluate credit quality) and "Available Assets" (as defined in the PMIERs, these assets primarily include the liquid assets of a mortgage insurer and its affiliated reinsurers, and exclude premiums received but not yet earned), which may not prove to be accurate, and which could be impacted: (1) by our ability to receive, as expected, GSE approval for the amendments to our existing reinsurance arrangements and to receive the full PMIERs benefit for these arrangements; (2) by the product mix of our NIW and factors affecting the performance of our mortgage insurance business, including our level of defaults, prepayments, the losses we incur on new or existing defaults and the credit characteristics of our mortgage insurance; (3) by whether we elect to leverage the use of external reinsurance which would reduce Radian Guaranty Inc.'s Minimum Required Assets; and (4) by the level of capital we expect to maintain at our mortgage insurance subsidiaries in excess of the amount required to satisfy the PMIERs Financial Requirements. We are actively considering alternatives to optimize the use of our holding company liquidity to support Radian Guaranty Inc.'s compliance with the PMIERs Financial Requirements. These alternatives could take the form of direct contributions of cash and securities or the potential use of surplus notes. Contributions of holding company cash and investments from Radian Group will leave less liquidity to satisfy Radian Group's future obligations. Depending on the amount of holding company liquidity that we use, we may be required or may decide to seek additional capital by incurring additional debt, by issuing additional equity, or by selling assets, which we may not be able to do on favorable terms, if at all:
- our ability to maintain an adequate level of capital in our insurance subsidiaries to satisfy existing and future state regulatory requirements, including new capital adequacy standards that currently are being developed by the National Association of Insurance Commissioners ("NAIC") and that could be adopted by states in which we write business:





## Safe Harbor Statements (Continued)

- changes in the charters or business practices of, or rules or regulations imposed by or applicable to the GSEs, including: (1) the implementation of the final PMIERs (including as updated on June 30, 2015 to increase the amount of Available Assets that must be held against risk in force associated with loans originated on or after January 1, 2016 that are insured under lender-paid mortgage insurance policies not subject to automatic termination), which (a) will increase the amount of capital that Radian Guaranty Inc. is required to hold, and therefore, reduce our current returns on subsidiary capital, (b) potentially impact the type and volume of business that Radian Guaranty Inc. is willing to write, (c) impose extensive and more stringent operational requirements in areas such as claim processing, loss mitigation, document retention, underwriting, quality control, reporting and monitoring, among others, that may result in additional costs to achieve and maintain compliance, and (d) require the consent of the GSEs for Radian Guaranty Inc. to take certain actions such as paying dividends, entering into various inter-company agreements, commuting or reinsuring risk, among others; (2) other changes that could limit the type and volume of business that Radian Guaranty Inc. and other private mortgage insurers are willing to write; (3) changes that could increase the cost of private mortgage insurance, including as compared to the Federal Housing Administration's ("FHA") pricing, or result in the emergence of other forms of credit enhancement; and (4) changes that could require us to alter our business practices and which may result in substantial additional costs;
- our ability to continue to effectively mitigate our mortgage insurance losses, including a decrease in net "Rescissions" (our legal right, under certain conditions, to unilaterally rescind coverage on our mortgage insurance policies if we determine that a loan did not qualify for insurance), "Claim Denials" (our legal right, under certain conditions, to deny a claim) or "Claim Curtailments" (our legal right, under certain conditions, to reduce the amount of a claim, including due to servicer negligence (including as part of one or more settlements of disputed Rescissions or Claim Denials), or as a result of the GSEs intervening in or otherwise limiting our loss mitigation practices, including settlements of disputes regarding "Loss Mitigation Activities" (activities such as Rescissions, Claim Denials, Claim Curtailments and cancellations);
- the negative impact that our Loss Mitigation Activities may have on our relationships with our customers and potential customers, including the potential loss of current or future business and the heightened risk of disputes and litigation;
- · any disruption in the servicing of mortgages covered by our insurance policies, as well as poor servicer performance;
- a substantial decrease in the persistency rates of our mortgage insurance policies, which has the effect of reducing our premium income on our mortgage insurance products paid on a monthly installment basis and could decrease the profitability of our mortgage insurance business;
- heightened competition for our mortgage insurance business from others such as the FHA, the U.S. Department of Veterans Affairs and other private mortgage
  insurers (including with respect to other private mortgage insurers, those that have been assigned higher ratings than we have, that may have access to greater
  amounts of capital than we do, or that are new entrants to the industry, and therefore, are not burdened by legacy obligations and may be more willing to
  aggressively price their mortgage insurance offerings to gain market share from more established mortgage insurers) and the impact such heightened competition
  may have on our returns and our NIW;
- the increased demand from lenders for customized (reduced) rates on mortgage insurance products, which could further reduce our overall average premium rates and returns and, to the extent we decide to limit certain types of business, could adversely impact our NIW and market share;
- changes to the current system of housing finance, including the possibility of a new system in which private mortgage insurers are not required or their products are significantly limited in effect or scope;
- 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;
- the adoption of new laws and regulations, or changes in existing laws and regulations, or the way they are interpreted, including, without limitation: (1) the resolution of existing, or the possibility of additional, lawsuits, inquiries or investigations (including an inquiry from the Wisconsin Office of the Commissioner of Insurance to all private mortgage insurers pertaining to customized insurance rates and terms offered to mortgage insurance customers); (2) changes to the Mortgage Guaranty Insurers Model Act ("Model Act") being considered by the NAIC that could include more stringent capital and other requirements for Radian Guaranty Inc. in states that adopt the new Model Act in the future; and (3) other legislative and regulatory changes (a) impacting the demand for our products, (b) limiting or restricting the products we may offer or increasing the amount of capital we are required to hold, (c) affecting the form in which we execute credit protection, or (d) otherwise impacting our existing businesses or future prospects:





## Safe Harbor Statements (Continued)

- the amount and timing of potential payments or adjustments associated with federal or other tax examinations, including deficiencies assessed by the Internal Revenue Service ("IRS") resulting from the examination of our 2000 through 2007 tax years, which we are currently contesting;
- the possibility that we may fail to estimate accurately the likelihood, magnitude and timing of losses in connection with establishing loss reserves for our mortgage insurance business:
- 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;
- changes in "GAAP" (accounting principles generally accepted in the U.S.) or "SAP" (statutory accounting practices including those required or permitted, if applicable, by the insurance departments of the respective states of domicile of our insurance subsidiaries) rules and guidance, or their interpretation;
- legal and other limitations on amounts we may receive from our subsidiaries as dividends or through our tax- and expense-sharing arrangements with our subsidiaries; and
- the possibility that we may need to impair the estimated fair value of goodwill established in connection with our acquisition of Clayton Holdings LLC, the valuation of which requires the use of significant estimates and assumptions with respect to the estimated future economic benefits arising from certain assets acquired in the transaction such as the value of expected future cash flows of Clayton, Clayton's workforce, expected synergies with our other affiliates and other unidentifiable intangible assets.
- 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 Item 1A of Part I of our Annual Report on Form 10-K for the year ended December 31, 2014, and subsequent reports and registration statements filed from time to time with the U.S. 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 obligation to, update or revise any forward-looking statements to reflect new information or future events or for any other reason.







**EXPO Program** 

# **Expo Program**

#### Clayton Holdings

- Subsidiary of Radian Group
- Provides risk-based analytics, residential loan due diligence, consulting, surveillance and staffing solutions
- Clayton subsidiaries include: Green River Capital, Red Bell Real Estate,
   ValuAmerica and Clayton Euro Risk

#### Clayton Surveillance

- Subsidiary of Clayton Holdings
- Provides professional services and technology to support market risk management and servicer oversight objectives

## Green River Capital

- Subsidiary of Clayton Holdings
- Provides customized REO asset management and single-family rental services





# **Expo Program**

#### Radian Guaranty

- Subsidiary of Radian Group
- Provides private mortgage insurance to protect lenders from default-related losses, facilitate the sale of low-downpayment mortgages in the secondary market and enable homebuyers to purchase homes more quickly with downpayments less than 20%

## Radian Guaranty Diverse Segments/Credit Unions

- Programs, services and training geared toward real estate agents serving diverse markets including the Hispanic, African American and Asian communities
- Dedicated sales support and service to meet the unique needs of credit unions, their members and their trade associations

#### Radian Guaranty Government Affairs

 Reinforces the important role of private capital, including private mortgage insurance, in the future of housing finance on Capitol Hill





# **Expo Program**

#### Red Bell Real Estate

- Subsidiary of Clayton Holdings
- Leading-edge valuation products, including automated valuation models (AVMs) and broker price opinions (BPOs) used by major investors, lenders and loan servicers
- Advanced technology solutions that help investors monitor loan portfolio performance and direct loss mitigation activities; acquire and track nonperforming loans (NPL); and value and sell real estate owned (REO) through a secure platform.

#### ValuAmerica

- Subsidiary of Clayton Holdings
- National title agency and a fully-compliant appraisal management company with coverage across all 3,143 counties in the U.S.
- Award-winning technology platform, ValuNet xsp, helps mortgage lenders and their vendors streamline and manage their supply chains and operational workflows







Biographies

# **Teresa Bryce Bazemore**



Teresa Bryce Bazemore is President of Radian Guaranty Inc., Radian Group Inc.'s principal mortgage insurance subsidiary. As President, Ms. Bazemore is responsible for all domestic and international mortgage insurance business operations.

Prior to her appointment as President, Ms. Bazemore was the Executive Vice President, General Counsel, Chief Risk Officer and Secretary for Radian Group. Prior to that, she served as Senior Vice President, General Counsel and Corporate Secretary for Nexstar Financial Corporation and Director of Legal and Corporate Affairs for MBNA Home Finance (after the MBNA acquisition of Nexstar) and as General Counsel of Bank of America Mortgage, General Counsel of PNC Mortgage, a subsidiary of PNC Bank and as Associate General Counsel at Prudential Home Mortgage.

Ms. Bazemore is on the board of the US Mortgage Insurers (USMI). She serves on the Economic Advisory Council for the Federal Reserve Bank of Philadelphia, on the Mortgage Bankers Residential Board of Governors and as a director of the Home Builders Institute. She is a graduate of the University of Virginia and the Columbia University School of Law.





#### **Derek Brummer**



Derek Brummer is Executive Vice President and Chief Risk Officer of Radian Group Inc. In this role, Mr. Brummer is responsible for all aspects of the risk management strategy and framework, as well as evaluating credit policy for Radian and its subsidiaries.

Mr. Brummer joined Radian in 2002 and has served as Chief Risk Officer and General Counsel for Radian Asset Assurance Inc., where he managed all risk and legal matters for the financial guaranty company and its insured portfolio. Mr. Brummer led all risk management strategy, overseeing portfolio surveillance, reserving, quantitative analytics and modeling, and directing restructurings and workouts. He also played a key role in developing and structuring new product lines and overseeing various underwriting committees. Prior to joining Radian, Mr. Brummer was a corporate associate at Allen & Overy; and Cravath, Swaine & Moore, both in New York.

Mr. Brummer holds a bachelor's degree from the University of Nebraska at Lincoln and a J.D. from New York University School of Law.





## Joe D'Urso



Joe D'Urso is President of Clayton Holdings LLC. He joined Clayton in November 2013, and is responsible for the overall operating results of the company. He has been in the financial industry for 23 years spending the majority of that time in the mortgage and real estate capital market sectors.

Prior to joining Clayton, Mr. D'Urso was President and CEO of Green River Capital, LLC (GRC) for three years. Before GRC, he directed all the residential loan businesses at Merrill Lynch including the trading desks, sales, banking, servicing, due diligence and origination businesses. Preceding Merrill Lynch, he spent nearly 10 years at Goldman Sachs in a variety of leadership roles, including distressed loan trading, asset management and servicer surveillance, global mortgage CFO and mortgage controller.

Mr. D'Urso holds a Bachelor of Accountancy degree from Villanova University.





## Frank Hall



As Executive Vice President and Chief Financial Officer, Frank Hall is responsible for all financial functions, including regulatory and management reporting, financial planning and analysis, capital planning, acquisition integration, tax and treasury and facilities at Radian Group Inc. He has more than two decades of leadership and experience in these areas as well as investor relations, corporate development and wealth management.

Prior to joining Radian, Mr. Hall was Executive Vice President, Chief Operating Officer and Chief Financial Officer of First Financial Bancorp. He joined First Financial in 1999 and served in a variety of leadership roles. Mr. Hall began his career with Ernst & Young and later joined Firstar Bank (now US Bank) in their credit card division.

Mr. Hall earned a bachelor's degree in finance from Miami University and an MBA from Xavier University.





## S.A. Ibrahim



S.A. Ibrahim is Chief Executive Officer of Radian Group Inc.
Prior to joining Radian in 2005, Mr. Ibrahim was the CEO of
GreenPoint Mortgage Funding based in Novato, California. Under his
leadership, GreenPoint Mortgage transformed itself from a small
mortgage originator to one of the leading U.S. mortgage originators.

Mr. Ibrahim has served on various boards, including the Fannie Mae National Advisory Board and the Mortgage Bankers Association Board of Governors. Currently, he serves on the Board of Trustees of the Institute of International Education in New York, the Wharton Graduate Executive Board, the Academy of the University of Pennsylvania, the Inter Faith Youth Core, Chicago, the Philadelphia Anti Defamation League, the Auburn (Presbyterian) Seminary, New York and the Center of Interreligious Understanding.

Mr. Ibrahim holds an MBA in Finance from The Wharton School of The University of Pennsylvania and a BE in Engineering from Osmania University in India.





# **Emily Riley**



As Senior Vice President of Corporate Communications and Investor Relations of Radian Group Inc., Emily Riley directs investor relations, public relations and brand strategy for Radian.

Ms. Riley first joined Radian in 1995 and served in various corporate communications, investor relations and reputation management roles until 2007, when she joined Rohm and Haas Company as manager of financial communications. Ms. Riley returned to Radian in 2009, and was promoted to her current role in 2013.

Ms. Riley holds a bachelor's degree in communications from Rutgers University and a master's degree in corporate public relations from Rowan University. She is a member of the National Investor Relations Institute (NIRI) and serves on the Board of the Philadelphia Chapter.





## **Cliff Rossi**



Dr. Cliff Rossi is Senior Vice President and Chief Economist of Radian Group. In this position, Dr. Rossi is responsible for research, forecasts, quantitative analysis and financial modeling of Radian's mortgage insurance portfolio and the housing and mortgage markets.

Dr. Rossi is an Executive-in-Residence and Professor of the Practice at the Robert H. Smith School of Business, University of Maryland, a position that he plans to continue while serving at Radian. Prior to entering academia, Dr. Rossi had nearly 25 years' experience in banking and government, having held senior executive roles in risk management at several of the largest financial services companies. His most recent position was managing director and chief risk officer for Citigroup's Consumer Lending Group. Dr. Rossi also held senior risk management positions at Freddie Mac and Fannie Mae. Related Quotes

Dr. Rossi is the author of The Risk Professional's Survival Guide: Applied Best Practices in Risk Management and has published a weekly column, "Risk Doctor" in *American Banker*. He is also a frequent guest on financial television news programs and is often quoted on financial policy issues in major news dailies. He received his PhD from Cornell University.





## **Contacts**

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# RADIAN

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