

# ESSENT GROUP LTD. INVESTOR PRESENTATION 1Q22

**NYSE: ESNT** 

May 6, 2022

### Disclaimer

This presentation may include "forward-looking statements" which are subject to known and unknown risks and uncertainties, many of which may be beyond our control. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "may," "will," "should," "expect," "plan," "anticipate," "believe," "estimate," "predict," or "potential" or the negative thereof or variations thereon or similar terminology. Actual events, results and outcomes may differ materially from our expectations due to a variety of known and unknown risks, uncertainties and other factors. Although it is not possible to identify all of these risks and factors, they include, among others, the following: the impact of COVID-19 and related economic conditions; changes in or to Fannie Mae and Freddie Mac (the "GSEs"), whether through Federal legislation, restructurings or a shift in business practices; failure to continue to meet the mortgage insurer eligibility requirements of the GSEs; competition for customers; lenders or investors seeking alternatives to private mortgage insurance; deteriorating economic conditions (including inflation, rising interest rates and other adverse economic trends); an increase in the number of loans insured through Federal government mortgage insurance programs, including those offered by the Federal Housing Administration; decline in new insurance written and franchise value due to loss of a significant customer; decline in the volume of low down payment mortgage originations; the definition of "Qualified Mortgage" reducing the size of the mortgage origination market or creating incentives to use government mortgage insurance programs; the definition of "Qualified Residential Mortgage" reducing the number of low down payment loans or lenders and investors seeking alternatives to private mortgage insurance; the implementation of the Basel III Capital Accord discouraging the use of private mortgage insurance; a decrease in the length of time that insurance policies are in force; uncertainty of loss reserve estimates; our non-U.S. operations becoming subject to U.S. Federal income taxation; becoming considered a passive foreign investment company for U.S. Federal income tax purposes; and other risks and factors described in Part I, Item 1A "Risk Factors" of our Annual Report on Form 10-K for the year ended December 31, 2021 filed with the Securities and Exchange Commission on February 16, 2022, as subsequently updated through other reports we file with the Securities and Exchange Commission. Any forward-looking information presented herein is made only as of the date of this presentation, and we do not undertake any obligation to update or revise any forwardlooking information to reflect changes in assumptions, the occurrence of unanticipated events, or otherwise.



### **Essent Is A Leading Mortgage Insurer**

#### **Company Overview**

- Essent Group Ltd. is a Bermuda-based holding company that went public in 2013, and is traded on the New York Stock Exchange (NYSE: ESNT)
- Two primary operating companies: Essent Guaranty, Inc. (Radnor, PA) and Essent Reinsurance Ltd. (Hamilton, Bermuda)
- Serves the U.S. housing finance industry by offering mortgage insurance and reinsurance to support home ownership
- Transformed business model from "Buy and Hold" to "Buy, Manage & Distribute" through use of programmatic reinsurance
- Developed risk-based pricing engine EssentEDGE®, and the next generation of EssentEDGE®, a cloud-based AI pricing platform
- Essent Guaranty, Inc. is rated A3 by Moody's, A (Excellent) by A.M. Best, and BBB+ by S&P

#### **Capital Distribution To Shareholders**

- In April, we completed our \$250 million share repurchase program authorized in May 2021, having purchased a total of 5.6 million ESNT shares. Year-to-date we purchased 2.1 million ESNT shares for \$92.2 million
- In conjunction with our 1Q22 Earnings Release, we announced Board approval of a new share repurchase program of \$250 million and an increase of the quarterly dividend to \$0.21 per common share, payable during 2Q22

	1Q22	4Q21
IIF (\$B)	\$206.8	\$207.2
NIW (\$B)	\$12.8	\$16.4
New Defaults (K)	6.2	5.8
Portfolio Default Rate	1.93%	2.16%
Net Income (\$M)	\$274.2	\$181.0
Combined Ratio	(30.7%)	17.4%
Annualized ROE	26.0%	17.2%
Shareholders' Equity (\$B)	\$4.2	\$4.2
PMIERs Sufficiency Ratio	174%	177%
% IIF With Reinsurance Protection	90%	90%
Risk-To-Capital Ratio <sup>(1)</sup>	9.9:1	10.4:1

#### **Recent Developments**

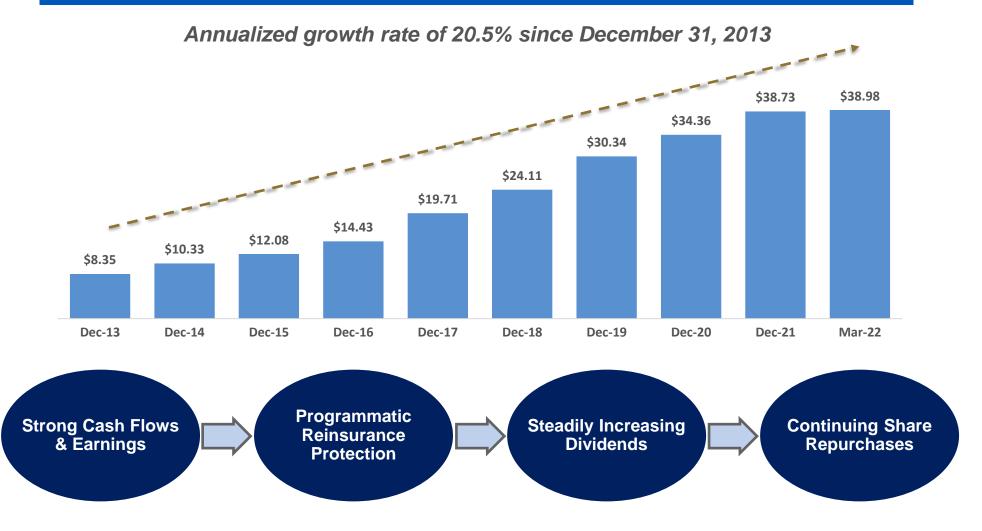
- In March, we executed our second quota share reinsurance program to cede 20% of 2022 NIW to a panel of highly rated third-party reinsurers. As of March 31, 2022, 90% of IIF is subject to reinsurance protection
- Provision for Losses & LAE for the quarter was a benefit of \$106.9 million, including the benefit of \$101.2 million from a change in estimate on 2Q-3Q20 COVID default reserves

<sup>1</sup> The combined risk-to-capital ratio equals the net risk in force of Essent Guaranty, Inc. and Essent Guaranty of PA, Inc. divided by the combined statutory capital of these U.S. insurance companies.



### **Delivering Shareholder Value**

**BOOK VALUE PER SHARE GROWTH** 





### Key Milestones in Essent's Evolution

2010	2010 2013 2014		2010 2013 2014 2018 2019				2021
Launch of Essent Guaranty	IPO	Launch of Essent Re	First CRT	EssentEDGE <sup>®</sup>	EssentEDGE <sup>®</sup> Next Generation		
Essent obtains GSE approvals and	Essent completes IPO; emerges as a key player in future	Essent Re completes first GSE risk share	Essent initiates its first credit-risk transfer program	Essent launches proprietary innovative pricing	A cloud-based Al pricing platform		
writes first MI policy	of MI	deal and reinsures Essent Guaranty		platform	Launch of EssentVentures		
9 0							

KEY DIFFERENTIATORS OF ESSENT							
25+ yrs Experienced Management Team	Strong Capital Position	Conservative Financial Leverage	Highly Efficient Operating Platform	Best in Class Analytics & Technologies			



## Buy, Manage & Distribute Operating Model

### EssentEDGE<sup>®</sup> Enables Rapid Execution of Targeted Pricing Strategies

- Lender utilization continues to increase
- The next generation of EssentEDGE<sup>®</sup> is a cloud-based Al platform with machine learning techniques that utilizes 400+ attributes to generate an MI quote in ~3 seconds
- Differentiated pricing strategy to deliver borrowers our best price





#### **Committed To Programmatic Reinsurance**

- Buy, Manage & Distribute model mitigates franchise volatility during weak economic cycles
- Executed 2<sup>nd</sup> QSR to cede 20% of 2022 NIW to a panel of highly rated third-party reinsurers
- As of March 31, 2022, Essent has access to \$2.6 billion in ILN/XOL reinsurance coverage, with 90% of IIF subject to reinsurance protection

#### **Strong Operating Results**

- Last Twelve Months Underwriting Margin of 93% with \$702 million in Operating Cash Flow
- Continue to focus on optimizing unit economics
- > Credit quality of portfolio remains strong
- Efficient platform enables increased operating leverage and profitability



#### Fortifying Balance Sheet and Enhancing Financial Flexibility

As of March 31, 2022:

- > \$4.2B in GAAP Equity
- Ample liquidity with \$579M net cash and investments available for sale at the holding companies
- An additional \$400M in undrawn capacity with our credit facility
- ➢ Financial leverage of 9.2%



### Reducing Volatility via Credit Risk Transfer

Since March 2018, Essent has transferred credit risk to:

- Capital market investors via seven Radnor Re Insurance-Linked Note (ILN) issuances
- Reinsurers via three Excess of Loss (XOL) reinsurance transactions
- Reinsurers via two Quota Share (QS) reinsurance programs

\$2.3 billion	\$296 million	\$23.2 billion
in ILNs sold to investors	in risk limit reinsured by highly rated third-party reinsurers	of RIF ceded to a panel of highly rated third-party reinsurers

As of 3/31/22, 90% of IIF is subject to reinsurance protection



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### **Essent Re**

Essent Reinsurance Ltd. ("Essent Re") is a Bermuda-based reinsurance company, rated A (Excellent) by A.M. Best and BBB+ by S&P, with \$1.3 billion in GAAP equity as of March 31, 2022

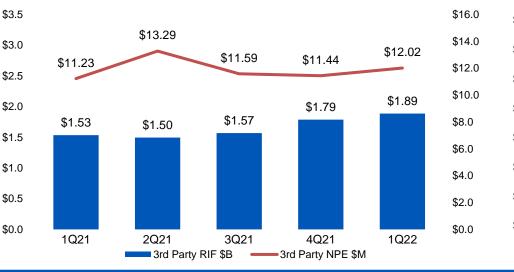


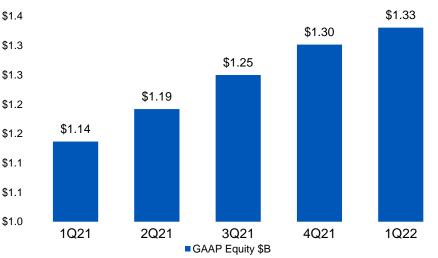
- Essent Re primarily focuses on three business lines:
  - > Affiliate quota share (QS) to reinsure Essent Guaranty and leverage our Bermuda platform
  - GSE risk share to access a larger mortgage credit universe beyond primary MI
  - > Managing General Agent (MGA) to serve reinsurer clients and generate fee income

Affiliate Quota Share	GSE Risk Share	MGA
Provide Quota Share reinsurance	Active participant in GSE risk	Offer underwriting, pricing and
to Essent Guaranty with Net Risk	share business with \$1.9 billion	surveillance services to reinsurers
In Force of \$14.6 billion	Risk In Force	writing mortgage risk

**Third Party Premiums Earned & Risk In Force** 



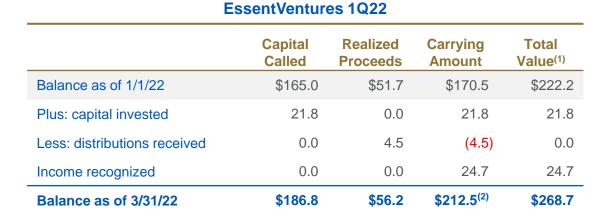






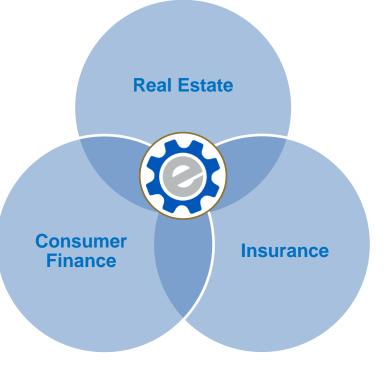
### **EssentVentures**

- Our EssentVentures unit continues to make investments to generate informational and financial returns, taking advantage of opportunities around the convergence of consumer finance, real estate and insurance
- Since 2018, we have invested in 10 venture capital firms providing us access to over 150 portfolio companies
- As of March 31, 2022, we have invested \$187 million with approximately \$82 million value created, of which \$56 million has been returned to us as realized proceeds





## **ESSENT** VENTURES™



1) Total value represents carrying amount plus distributions received to date.

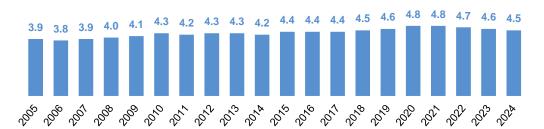
2) These investments are classified as other invested assets on our balance sheets.

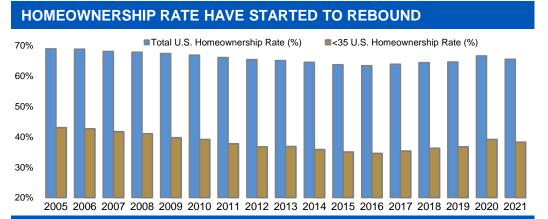


### **Supportive Industry Fundamentals**

#### **GROWING DOMESTIC FIRST-TIME HOMEBUYER POPULATION**

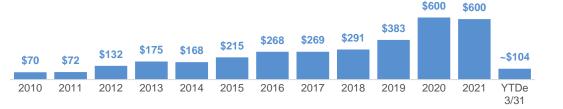
New Entrants to Domestic First-Time Homebuyer Population (M)





#### INDUSTRY NIW HAS EXPERIENCED STRONG GROWTH

Private Mortgage Insurance Industry NIW (\$B)



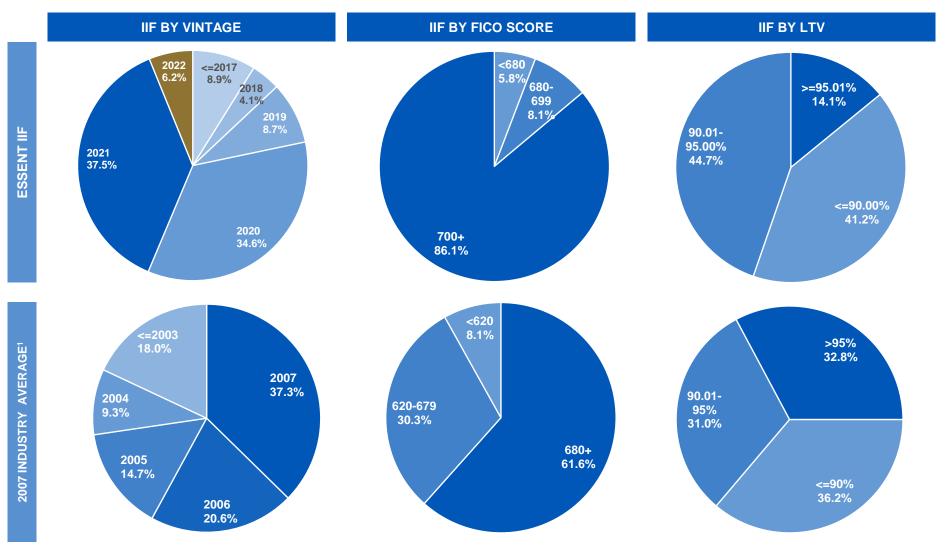
Sources: U.S. Census Bureau. Mortgage Bankers Association. Inside Mortgage Finance. Company public disclosures.

- Millennial generation of roughly 80M will drive housing's longer-term prospects and first-time buyer activity
- Over next several years, on an annual basis, approximately 4-5M millennials will enter their early thirties, the average age of a first-time home buyer
- Homeownership rates have been increasing in recent years
- Purchase demand remains strong in spite of higher home prices and rising interest rates
- The COVID-19 pandemic also accelerated demand for single family homes given work-from-home and workfrom-anywhere dynamics
- Demographic and macroeconomic tailwinds have supported NIW growth over the past decade
- Growth has been focused on high credit quality business
- Low unemployment rates and rising income support favorable credit trends



### A High Credit Quality Portfolio

As Of March 31, 2022, Essent Has \$206.8 Billion Of Insurance In Force



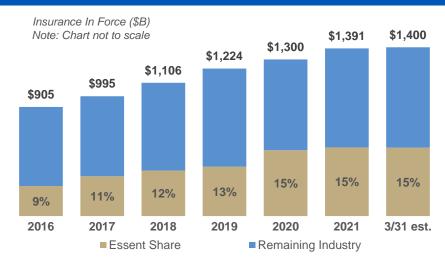
<sup>1</sup> Represents the average breakdown of primary RIF for Q4 2007 between Radian, MGIC, Genworth U.S. M.I., and Triad Guaranty. FICO breakdown excludes Triad Guaranty for FICO 620-679 and 680+ due to lack of comparable disclosure. As reported in SEC filings for each Company for Q4 2007.



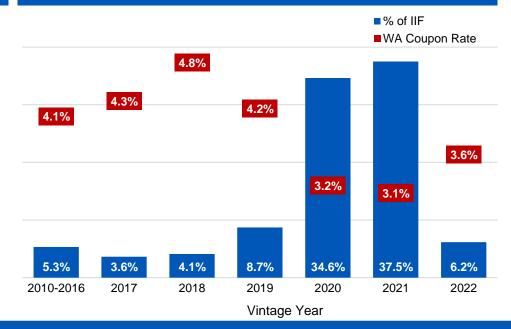
### Insurance In Force (IIF)

IIF BY VINTAGE YEAR (\$B)									
(\$ in billions)	MAR. 31, 2022		DEC. 31	, <b>2021</b>	DEC. 31, 2020				
2022	\$12.7	6.2%	-	-	-	-			
2021	\$77.6	37.5%	\$79.8	38.5%	-	-			
2020	\$71.6	34.6%	\$76.6	36.9%	\$102.1	51.3%			
2019	\$18.0	8.7%	\$20.3	9.8%	\$38.7	19.5%			
2018	\$8.4	4.1%	\$9.5	4.6%	\$18.7	9.4%			
2017	\$7.5	3.6%	\$8.5	4.1%	\$16.3	8.2%			
2010 - 2016	\$11.0	5.3%	\$12.5	6.1%	\$23.1	11.6%			
Total:	\$206.8	100%	\$207.2	100%	\$198.9	100%			

#### **TOTAL MARKET SIZE & GROWTH**



#### IIF BY WA COUPON RATE: AS OF MAR. 31, 2022:





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### **Financial Highlights**

#### **AS OF END OF PERIOD**

(\$ in millions, except per share amounts)	1Q22	4Q21	3Q21	2Q21	1Q21
KEY METRICS					
Insurance In Force	\$206,843.0	\$207,190.5	\$208,216.5	\$203,559.9	\$197,091.2
Total Assets	\$5,586.1	\$5,722.2	\$5,589.5	\$5,521.8	\$5,331.8
Total Investments	\$4,875.4	\$5,133.4	\$5,031.3	\$4,891.6	\$4,801.9
Loss Reserves	\$293.1	\$407.4	\$413.0	\$421.9	\$411.1
Debt-to-Capital	9%	9%	7%	7%	8%
Shareholders' Equity	\$4,215.1	\$4,236.1	\$4,168.0	\$4,084.8	\$3,920.9
Book Value Per Share	\$38.98	\$38.73	\$37.58	\$36.32	\$34.75
Available / Total HoldCo Liquidity (1)	\$579 / \$979	\$618 / \$1,018	\$513 / \$813	\$590 / \$890	\$544 / \$844
PMIERs Excess Available Assets (or "Cushion") <sup>(2)</sup>	\$1,355 / 74%	\$1,379 / 77%	\$1,211 / 62%	\$1,284 / 74%	\$1,132 / 61%

1) HoldCo Liquidity includes net cash and investments available for sale at the holding companies.

2) Percentages are calculated as excess divided by Essent Guaranty, Inc.'s Minimum Required Assets based on our interpretation of the PMIERs as of the dates indicated.



### **Total Economics of Reinsurance Transactions**

	PERIOD ENDING					
(\$ in millions)	1Q22	4Q21	3Q21	2Q21	1Q21	
U.S. Mortgage Insurance Portfolio						
ILN/XOL Ceded Premium	(\$19.83)	(\$19.09)	(\$18.09)	(\$14.88)	(\$14.91)	
QSR Ceded Premium	(\$0.69)	(\$7.39)	(\$8.79)	(\$11.78)	(\$15.99)	
Total Ceded Premium	(\$20.52)	(\$26.48)	(\$26.88)	(\$26.66)	(\$30.90)	
Reduction of (Increase to) Provision for Losses & LAE	(\$6.60)	(\$1.02)	(\$0.31)	\$2.39	\$5.87	
Reduction of Operating Expense <sup>(1)</sup>	\$3.93	\$4.20	\$4.55	\$4.70	\$5.06	
Total Economics of Reinsurance	(\$23.19)	(\$23.29)	(\$22.64)	(\$19.58)	(\$19.97)	

1) Ceding Commission



### In Force Portfolio Premium Yield

U.S. Mortgage Insurance Portfolio	PERIOD ENDING					
(in basis points)	1Q22	4Q21	3Q21	2Q21	1Q21	
Base Premium Earned	41 bps	42 bps	42 bps	43 bps	44 bps	
Singles Cancellation Premium	2 bps	3 bps	3 bps	3 bps	4 bps	
Gross Premium Rate	43 bps	45 bps	45 bps	46 bps	48 bps	
Ceded Premium	(4) bps	(5) bps	(5) bps	(5) bps	(6) bps	
Net Premium Rate	39 bps	40 bps	40 bps	41 bps	42 bps	
Average IIF (\$B)	\$206.63	\$207.39	\$206.73	\$199.74	\$197.75	



### **Default Rollforward**

U.S. Mortgage Insurance Portfolio	PERIOD ENDING					
(number of loans)	1Q22	4Q21	3Q21	2Q21	1Q21	
Beginning Default Inventory	16,963	19,721	23,504	29,080	31,469	
Plus: New Defaults	6,188	5,809	5,132	4,934	7,422	
Less: Cures	(8,167)	(8,514)	(8,862)	(10,453)	(9,737)	
Less: Claims Paid	(55)	(47)	(41)	(46)	(61)	
Less: Recessions & Denials, net	(6)	(6)	(12)	(11)	(13)	
Ending Default Inventory	14,923	16,963	19,721	23,504	29,080	
Default Rate	1.93%	2.16%	2.47%	2.96%	3.70%	



### Components Of Provision For Losses & LAE

U.S. Mortgage Insurance Portfolio	PERIOD ENDING				
(\$ in millions)	1Q22	4Q21	3Q21	2Q21	1Q21
Provision for Losses & LAE occurring in:					
Current Period	\$24.35	\$13.23	\$11.37	\$24.53	\$47.76
Prior Year Development	(\$130.11)	(\$16.62)	(\$18.85)	(\$14.96)	(\$15.68)
Provision For Losses & LAE	(\$105.77)	(\$3.39)	(\$7.48)	\$9.57	\$32.08
End Of Period Reserves	\$292.82	\$406.10	\$411.57	\$420.48	\$409.81



### Cumulative Incurred Loss Ratio By Vintage Year

	PRE-2015	2015	2016	2017	2018	2019	2020	2021	3/31/2022
Pre-2015	2.4%	2.9%	3.1%	3.0%	2.7%	2.6%	3.3%	3.3%	2.9%
2015		2.1%	3.3%	4.0%	3.0%	2.7%	4.6%	4.3%	3.5%
2016			2.3%	4.6%	3.4%	2.9%	6.4%	5.3%	3.9%
2017				7.5%	4.6%	4.2%	9.7%	8.3%	5.8%
2018					3.3%	6.0%	16.4%	13.7%	9.2%
2019						4.2%	31.2%	21.8%	13.4%
2020							24.5%	13.6%	9.7%
2021								9.1%	9.4%
YTD 2022									2.2%

Incurred loss ratio is calculated by dividing the sum of case reserves and cumulative amount paid for claims by cumulative net premiums earned.



### U.S. Mortgage Insurance Subsidiaries

	As of:				
(\$ in millions)	1Q22	4Q21	3Q21	2Q21	1Q21
Statutory Financial Information					
Risk-to-capital ratio	9.9:1	10.4:1	10.5:1	10.6:1	10.6:1
Common stock and paid-in surplus <sup>(1)</sup>	\$744	\$744	\$744	\$744	\$744
Unassigned funds <sup>(2)</sup>	\$395	\$356	\$394	\$359	\$402
Statutory policyholders' surplus	\$1,139	\$1,100	\$1,138	\$1,104	\$1,146
Contingency reserve <sup>(3)</sup>	\$1,920	\$1,850	\$1,779	\$1,705	\$1,632
Total statutory capital	\$3,059	\$2,950	\$2,917	\$2,809	\$2,778
Reserve for losses and LAE	\$200	\$280	\$284	\$291	\$285
Total	\$3,259	\$3,230	\$3,201	\$3,100	\$3,063
Ordinary Dividend Capacity	\$382				
PMIERs Data <sup>(4)</sup>					
PMIERs available assets	\$3,195	\$3,171	\$3,162	\$3,016	\$2,997
PMIERs minimum required assets	\$1,840	\$1,792	\$1,951	\$1,732	\$1,864
PMIERs excess available assets	\$1,355	\$1,379	\$1,211	\$1,284	\$1,132
PMIERs sufficiency ratio <sup>(5)</sup>					
with 0.3x factor	174%	177%	162%	174%	161%
without 0.3x factor	165%	165%	152%	163%	149%

Scheduled Contingency Reserve Releases <sup>(3)</sup>					
(\$ in millions)					
Apr-Dec 2022	\$18.1				
2023	\$61.7				
2024	\$109.4				
2025	\$146.4				
2026	\$174.7				
2027	\$204.6				
2028	\$243.3				
2029	\$285.1				
2030	\$305.7				
2031	\$298.3				
2032	\$72.7				
Total	\$1,919.9				

1) Common stock and paid-in surplus can only be affected by direct capital contributions and returns of capital approved by Pennsylvania Insurance Department.

2) Unassigned funds change as a result of earnings (net of contingency reserve inflows and outflows) and dividends, and is a regulatory constraint on the ability to pay an ordinary dividend, since unassigned funds must be positive in order to pay such a dividend. A Pennsylvania domiciled insurer may pay dividends during any 12-month period in an amount equal to the greater of (i) 10% of the preceding year-end statutory policyholders' surplus or (ii) the preceding year's statutory net income. While all proposed dividends and distributions to stockholders must be filed with the Pennsylvania Insurance Department prior to payment, dividends and other distributions can be paid out of positive unassigned surplus without prior approval.

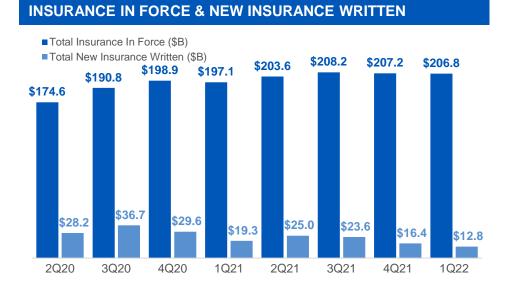
Contingency reserves are established by contributing 50% of earned premiums every year. Contingency reserves are released to unassigned funds after 10 years on a first-in, first-out basis or after regulatory approval with an annual loss ratio greater than 35%.

4) Essent Guaranty's Minimum Required Assets calculated based on our interpretation of the PMIERs as of the dates indicated.

5) Excess as a % of Essent Guaranty's Minimum Required Assets.



### **Quarterly Financial Trends**

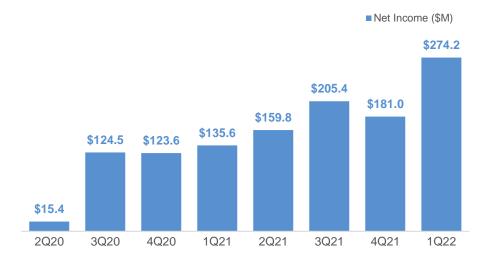


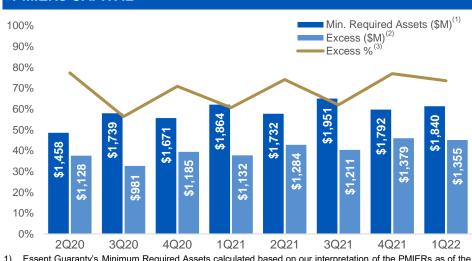
#### **OPERATING EXPENSES** 150% Operating Expense (\$M) Expense Ratio <sup>(1)</sup> 130% Combined Ratio <sup>(2)</sup> 110% 90% \$42.2 \$42.3 \$41.1 \$41.2 \$40.8 \$38.8 70% \$37.1 \$36.8 50% 30% 10% -10% -30% -50% 2Q20 3Q20 4Q20 1Q21 2Q21 3Q21 4Q21 1Q22

1) Expense ratio is calculated by dividing operating expenses by net premiums earned.

2) Loss ratio plus expense ratio.

#### **NET INCOME**





1) Essent Guaranty's Minimum Required Assets calculated based on our interpretation of the PMIERs as of the dates indicated.

Excess of Essent Guaranty's Available Assets over Minimum Required Assets. 2)

Excess as a % of Essent Guaranty's Minimum Required Assets. 3)

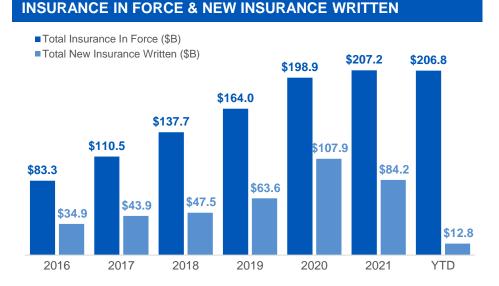
#### **PMIERs CAPITAL**

#### 🕸 ESSENT GROUP

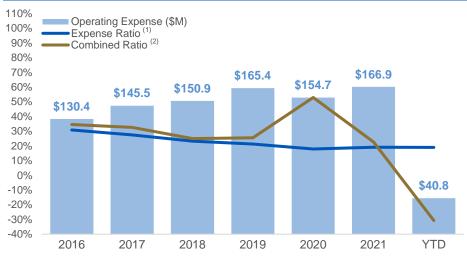
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### **Annual Financial Trends**



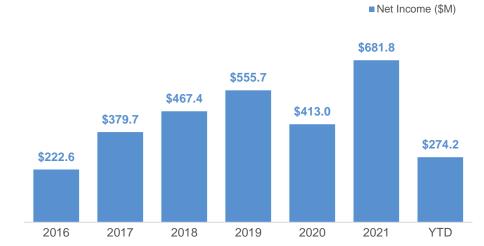
#### **OPERATING EXPENSES**



1) Expense ratio is calculated by dividing operating expenses by net premiums earned.

Loss ratio plus expense ratio.

#### **NET INCOME**



#### Min. Required Assets (\$M)<sup>(1)</sup> 80% Excess (\$M) 60% Excess % 40% 20% \$1,379 \$1,355 \$1,185 0% \$1,840 \$1,792 \$1,671 \$1,550 \$1,543 -20% \$1,499 \$838 -40% \$1,127 \$362 -60% \$58 \$51 -80% -100% 2019 2016 2017 2018 2020 2021 YTD

1) Essent Guaranty's Minimum Required Assets calculated based on our interpretation of the PMIERs as of the dates indicated.

2) Excess of Essent Guaranty's Available Assets over Minimum Required Assets.

3) Excess as a % of Essent Guaranty's Minimum Required Assets.



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#### PMIERs CAPITAL

