

# MGIC

## Investor Presentation Q4 2018

MGIC Investment Corporation (NYSE: MTG)



# Forward Looking Statements



As used below, “we,” “our” and “us” refer to MGIC Investment Corporation’s consolidated operations or to MGIC Investment Corporation, as the context requires, and “MGIC” refers to Mortgage Guaranty Insurance Corporation.

This presentation may contain forward looking statements. Our actual results could be affected by the risk factors that are summarized and appear at the end of this presentation. These risk factors may also cause actual results to differ materially from the results contemplated by any forward looking statements that we may make.

Forward looking statements consist of statements which relate to matters other than historical fact, including matters that inherently refer to future events. Among others, statements that include words such as “believe,” “anticipate,” “will” or “expect,” or words of similar import, are forward looking statements.

We are not undertaking any obligation to update any forward looking statements or other statements we may make even though these statements may be affected by events or circumstances occurring after the forward looking statements or other statements were made. No investor should rely on the fact that such statements are current at any time other than the time at which this presentation was prepared in February 2019.



# MGIC Investment Corporation

## Key Financial Metrics

### Q4 2018



- \$157.7 million GAAP net income in Q4 18; \$154.0 million adjusted net operating income<sup>(1)</sup> in Q4 18
  - Benefited from positive primary loss reserve development, lower new notice activity and lower estimated claim rate (excl. 2017 estimated hurricane notices) on those notices, and effects of 2017 tax reform
- \$0.43 net income per diluted share
- 18.1% annualized return on beginning shareholders' equity in Q4 18
- Incurred losses increased primarily due to less positive primary loss reserve development in 2018 compared to 2017, partially offset by fewer delinquent notices
- \$60 million in dividends paid from MGIC to MTG in Q4 18

	3 Months Ending		% Change
	Dec – 17	Dec – 18	y/o/y
	<i>(\$ in millions)</i>		
Total Revenues	\$271.5	\$285.6	5.2%
Incurred Losses, Net	(\$31.0)	\$27.7	189.3%
<b>Net Income</b>	<b>\$27.3</b>	<b>\$157.7</b>	477.5%
Adjusted Net Operating Income <sup>(1)</sup>	\$160.7	\$154.0	(4.1%)
<b>Primary Delinquent Inventory (# of Units)</b>	<b>46,556</b>	<b>32,898</b>	(29.3%)
Key Operating Metrics			
Loss Ratio (%)	(13.1)	11.3	
Expense Ratio (%)	15.9	19.1	
<b>Statutory Risk to Capital - MGIC</b>	<b>9.5:1</b>	<b>9.0:1</b>	

1. We present this non-GAAP financial measure "Adjusted Net Operating Income" to increase the comparability between periods of our financial results. See Page 27 for a reconciliation of GAAP net income to adjusted net operating income.



# MGIC Investment Corporation

## Key Financial Metrics

### Full Year 2018



- \$670.1 million GAAP net income in 2018; \$668.7 million adjusted net operating income<sup>(1)</sup> in 2018
  - Benefited from positive primary loss reserve development, lower new notice activity and lower estimated claim rate on those notices, and effects of 2017 tax reform
- \$1.78 net income per diluted share
- 21.2% return on 2018 beginning shareholders' equity
- Increased book value 18.4%
- Incurred losses down 32% y/o/y due to fewer delinquent notices and lower estimated claim rate on those notices
- \$220 million in dividends paid from MGIC to MTG in 2018
- Repurchased ~16 million shares at a cost of ~\$175 million

	12 Months Ending		% Change
	Dec – 17	Dec – 18	y/o/y
	<i>(\$ in millions)</i>		
Total Revenues	\$1,066.1	\$1,123.8	5.4%
Incurred Losses, Net	\$53.7	\$36.6	(31.9%)
<b>Net Income</b>	<b>\$355.8</b>	<b>\$670.1</b>	88.4%
Adjusted Net Operating Income <sup>(1)</sup>	\$517.7	\$668.7	29.2%
<b>Primary Delinquent Inventory (# of Units)</b>	<b>46,556</b>	<b>32,898</b>	(29.3%)
Key Operating Metrics			
Loss Ratio (%)	5.7	3.7	
Expense Ratio (%)	16.0	18.2	
<b>Statutory Risk to Capital - MGIC</b>	<b>9.5:1</b>	<b>9.0:1</b>	

1. We present this non-GAAP financial measure "Adjusted Net Operating Income" to increase the comparability between periods of our financial results. See Page 27 for a reconciliation of GAAP net income to adjusted net operating income.

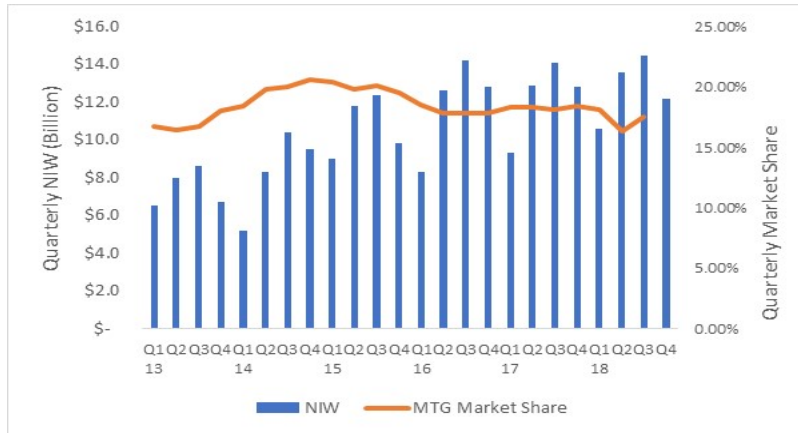


# MGIC Investment Corporation

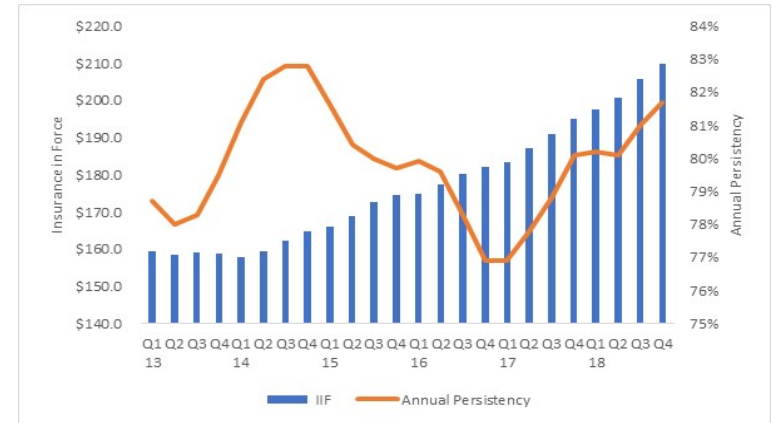
## Key Financial Metrics



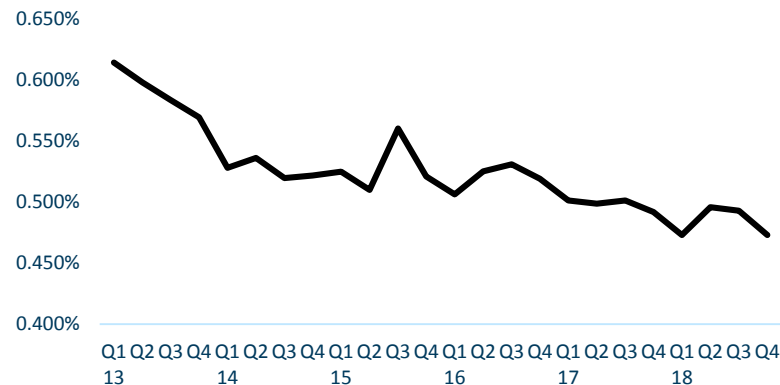
Quality NIW and Steady Market Share



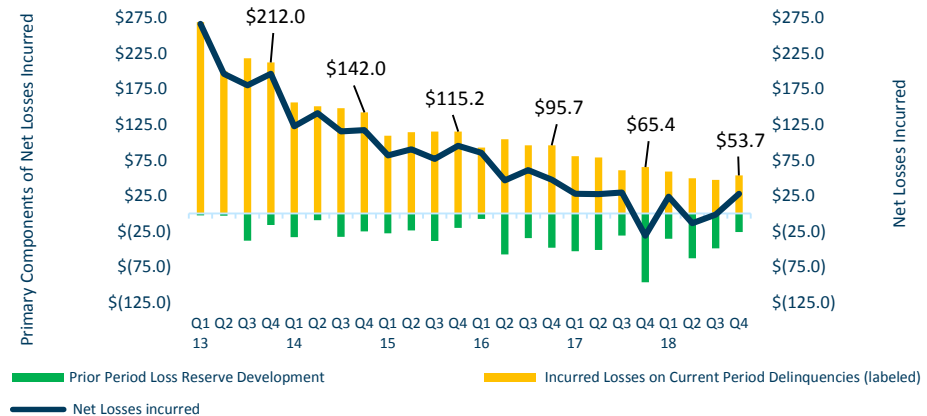
Increasing Persistency and Growing IIF



Net Premium Yield (1) Declines as Higher Premium and Loss Content of Legacy Book is Replaced by Lower Premium Rates and Expected Lower Loss Content of >2008 NIW



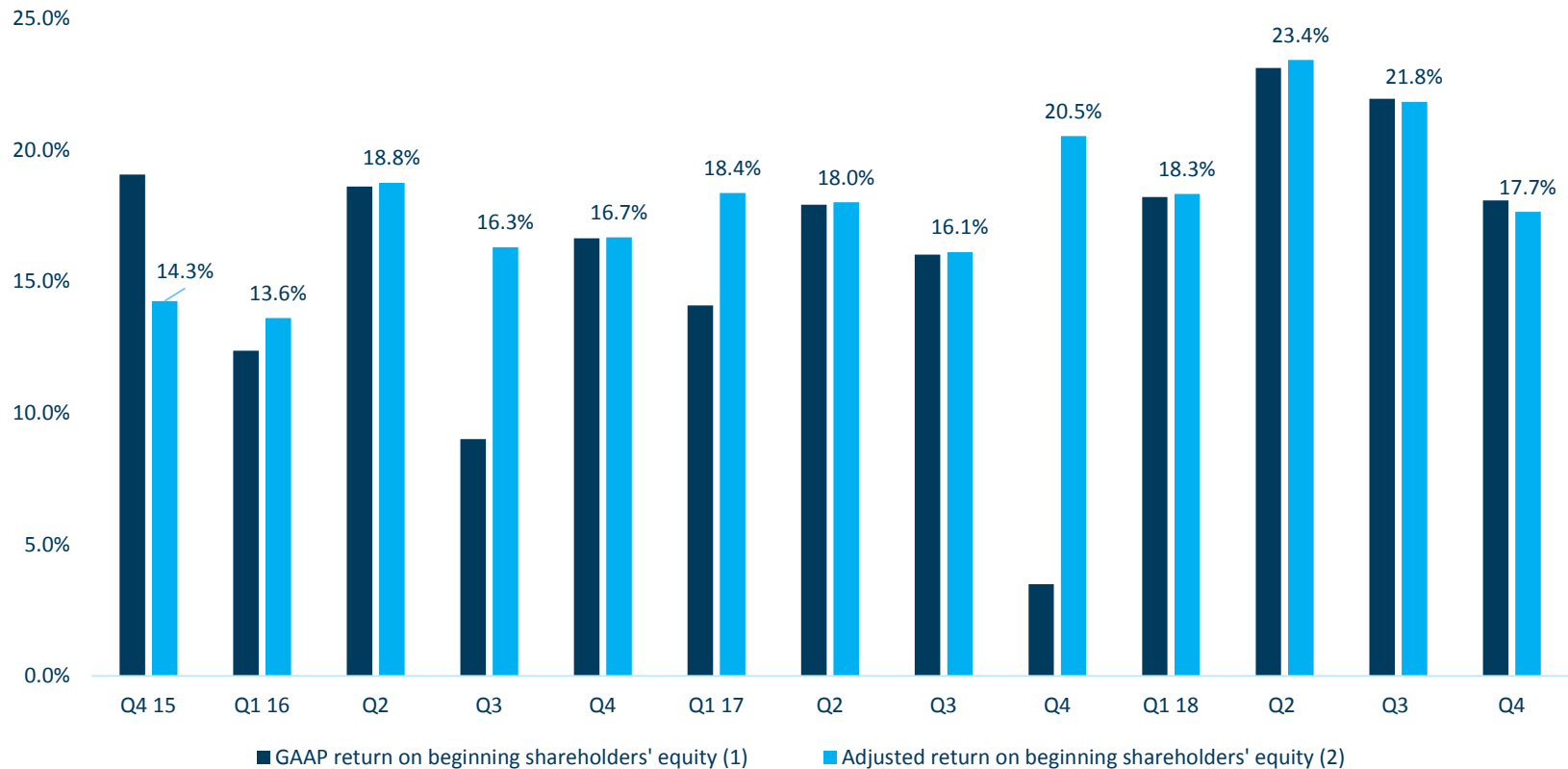
Favorable Trends for New Delinquent Notices Received and A Steady Improvement in the Cure Rates of Previously Received Notices Has Resulted in Lower Net Losses Incurred



1. Net premium yield is the ratio of net premiums earned / average insurance in force for each period shown. The net premium yield reported each period can be affected by changes in estimates for premium refunds, accelerated recognition of single premiums, changes in reinsurance contract terms, premium rates on NIW, premium rate resets, and cancellation of remaining insurance in force.



## Return on Equity Being Driven by Quality NIW, Growing IIF and Improved Credit Profile



1. GAAP return on beginning shareholders' equity is the ratio of GAAP net income for each period shown x 4 divided by beginning shareholders' equity for each period.  
 2. Adjusted return on beginning shareholders' equity is the ratio of adjusted net operating income for each period shown x 4 divided by beginning shareholders' equity for each period. See Page 27 for a reconciliation of GAAP net income to adjusted net operating income.



## Capital Management Objectives



- Influence and ensure compliance with capital requirements;
- Manage relationships to foster access to capital and reinsurance markets;
- Size the level of capital to balance competitive needs, handle contingencies, and create shareholder value, including analyzing the size and form of capital return to shareholders;
- Position our mix of debt, equity and/or reinsurance to support our business strategy while considering the needs of credit ratings agencies, regulators, and shareholders;
- Support business opportunities by efficiently using company resources, aligning legal structure and enabling capital flexibility;
- Continue positive ratings trajectory;
- Cover claim obligations arising from our underlying mortgage insurance activities.



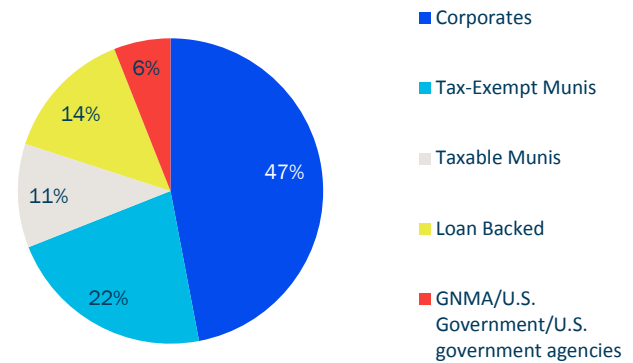
# Strong Balance Sheet Investment Portfolio Overview At December 31, 2018



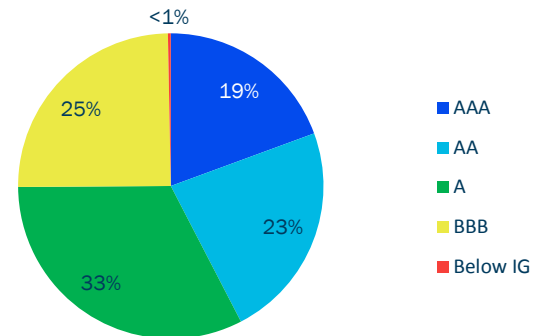
## Commentary

- \$5.3 billion of cash and investments (consolidated)
  - Includes \$248 million at holding company
- 99.7% Investment Grade
  - ~75% with an underlying rating of “A” or better
- Effective Duration of 4.1 years (excludes cash and cash equivalents)
- Embedded pre-tax yield is 3.09%

## Invested Assets By Type



## Fixed Income Security Ratings



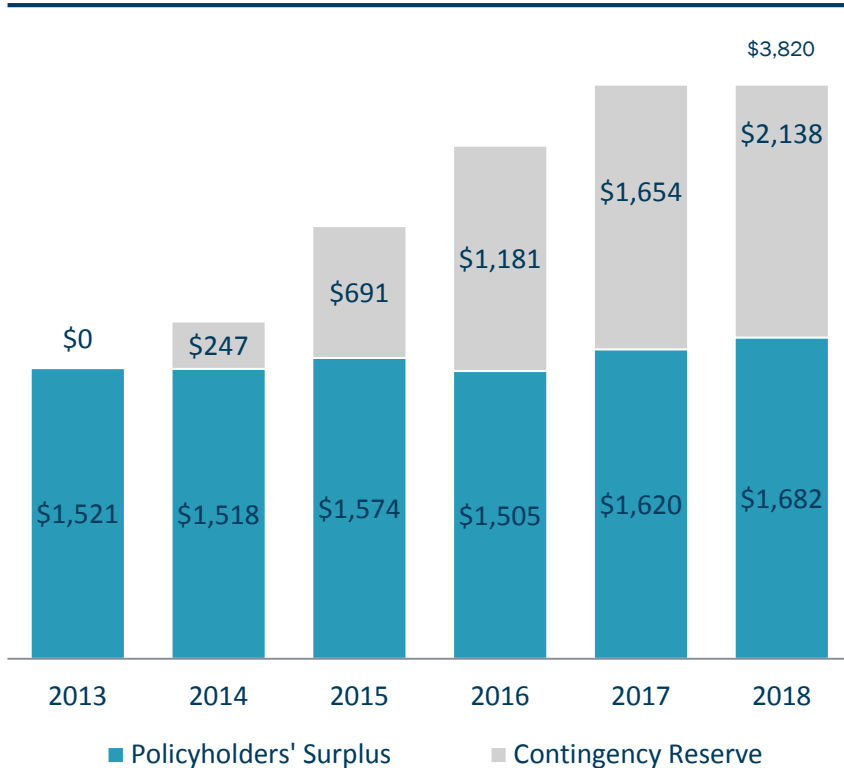




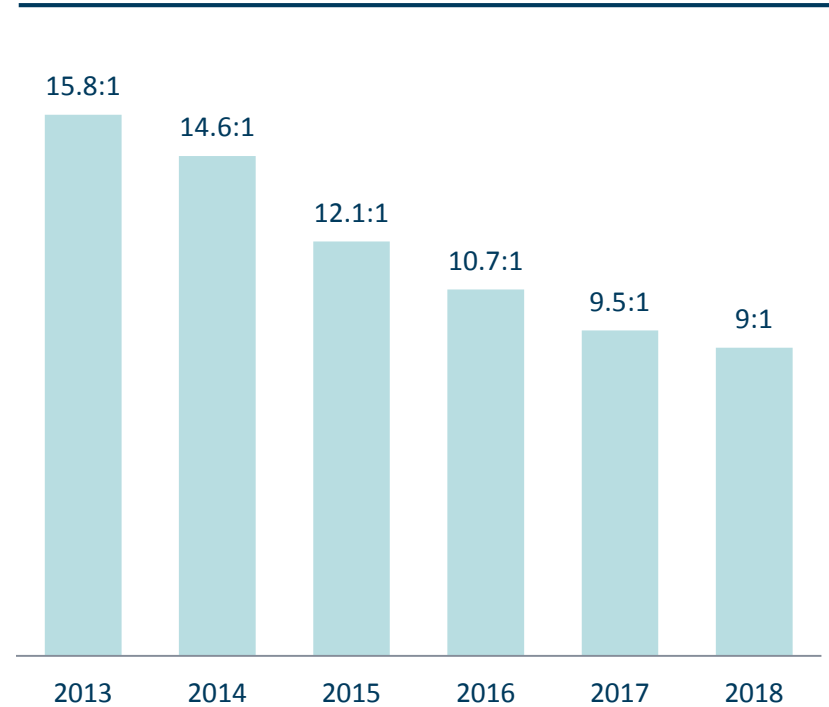
## Strong Statutory Capital Position



**MGIC Statutory Capital (in millions)**  
(December 31,)



**MGIC Risk-to-Capital Ratio**  
(December 31,)



- *Solid capital position enhanced by 30% quota share reinsurance agreements*
- *\$2.6 billion of statutory capital in excess of state requirement*

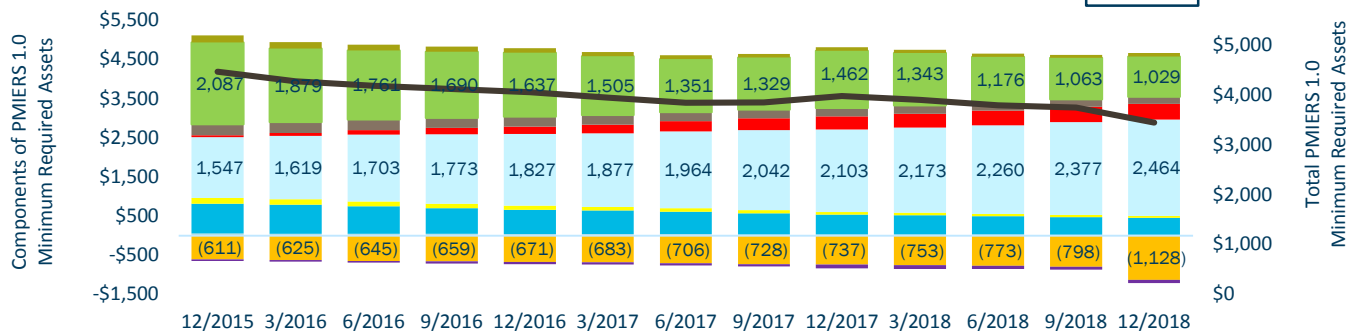


# PMIERS 1.0 Asset Trends <sup>(1)</sup>

Declining Required Assets for Legacy and Non-Performing Risk Partially Offset by Increased Required Assets For NIW 2009 and >

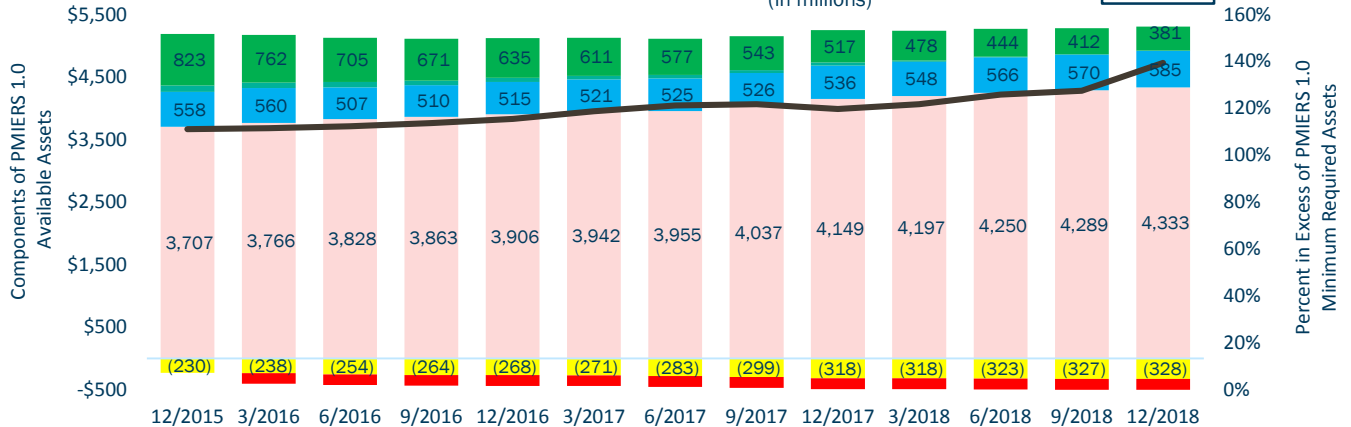


PMIERS 1.0 Minimum Required Assets (in millions)



- Pool/Other
- Non Performing Reinsured
- Non Performing
- Performing Reinsured
- HARP
- Risk Characteristic Adj.
- > 6/12
- 09 - 6/12
- 05 - 08
- < 2005
- PMIERS Minimum Required Assets

PMIERS 1.0 Available Assets (in millions)



- Pledged Assets
- Unearned Premium
- Premium Benefit
- Captive Benefit
- Affiliate Assets
- MGIC Assets
- Ratio of PMIERS AA to PMIERS MRA

1. Revised PMIERS were published in September 2018 and will become effective March 31, 2019. If the revised PMIERS had been effective as December 31, 2018, we estimate that MGIC's pro forma excess of Available Assets over Minimum Required Assets would have been approximately \$1 billion. The decrease in the pro forma excess from the reported excess of \$1.4 billion is primarily due to the elimination of any credit for future premiums that had previously been allowed for certain insurance policies.



## Debt Outstanding As of December 31, 2018

# MGIC

- MGIC:
  - \$155 million 1.91% Fixed Rate Advance from FHLB due in Feb-2023
- MTG:
  - \$425 million of 5.75% Senior Notes due in Aug-2023
  - \$257 million 9% Convertible Junior Subordinated Debentures due in Apr-2063 <sup>(1)</sup>

**•Debt to Total Capital<sup>(2)</sup> ratio ~19%**

**•Debt service coverage at holding company > 3 year target**  
*(\$60 million annual debt service on a cash basis)*

1. Convertible Junior Subordinated Debentures due 2063 are shown net of the \$133 million that is still outstanding and is owned by MGIC.  
2. Debt to Total Capital is the ratio of Debt Outstanding / (Debt Outstanding + Shareholders Equity)



# Key Drivers of MGIC's Strategy



## Continued MI Leadership

- Largest customer base in industry (~5,000 lenders/servicers)
- Established market player positioned to take advantage of current environment
- Exceptional customer service with industry-leading low expense ratio

## Risk & Capital Management

- Focus on increasing holding company capital allocation options
  - Utilized \$175 million of existing \$200 million share repurchase authorization (~16mm shares)
- Reinsurance treaties cover a portion of the risk on ~80% of insurance in force as of December 31, 2018
  - Use of quota share reinsurance transactions and excess of loss reinsurance (insurance linked note transaction) provides both risk and PMIERS capital relief
- Maintain PMIERS and state capital requirement compliance with adequate ability to absorb reasonable economic shocks

## Continued Growth

- Promote prudent low down payment lending with lenders, policymakers and consumers
- Support efforts to right size the FHA's role in housing
- Participate in additional risk sharing opportunities with GSEs and lenders when returns add to shareholder value

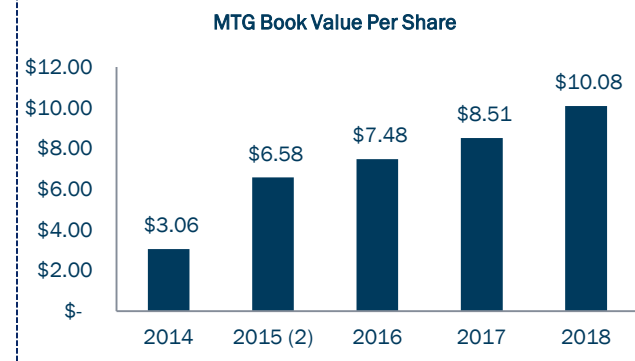
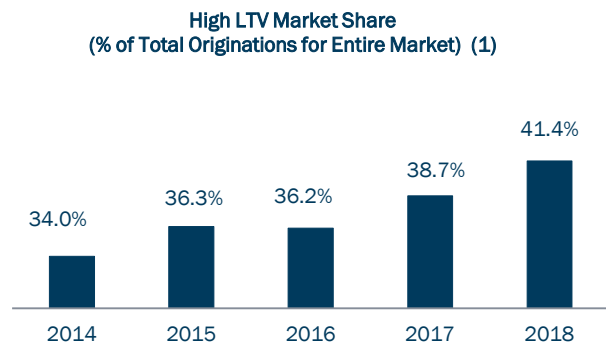
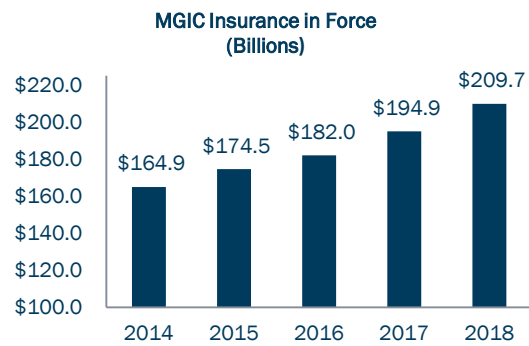


# Good Progress on Executing Business Strategies

December 31, 2018



Prudently grow insurance in force	Pursue new business opportunities that meet our return objectives	Preserve and expand the role of MGIC and Private MI in housing finance policy	Develop and diversify the talents of co-workers	Manage and deploy capital to optimize creation of shareholder value
<ul style="list-style-type: none"> <li>• \$209.7 billion of insurance in force (~+8% y/o/y)</li> <li>• 83% of RIF is 2009 and &gt;</li> <li>• Average FICO &gt; 750 on 2009 and &gt; NIW</li> <li>• Low delinquency and ever to date losses on 2009 and &gt; IIF</li> </ul>	<ul style="list-style-type: none"> <li>• Engage in discussions supportive of front-end credit risk transfer through “deep cover” MI</li> <li>• Participated in GSE mortgage insurance credit risk transfer programs</li> </ul>	<ul style="list-style-type: none"> <li>• Private MI has a meaningful market share of High LTV Market</li> <li>• Private MI NIW volume of ~\$290 billion in 2018</li> <li>• MGIC had ~17.4% market share in 2018</li> <li>• Increased visibility in housing policy arenas</li> </ul>	<ul style="list-style-type: none"> <li>• Increased investment in co-worker development while maintaining industry low expense ratio</li> <li>• Promote accountability and reward success</li> </ul>	<ul style="list-style-type: none"> <li>• PMIERS Compliant</li> <li>• Positive ratings trajectory</li> <li>• Y/O/Y decreased MTG leverage ratios and reduced potential share dilution</li> <li>• Repurchased ~16 million shares</li> <li>• Book value per share increased 18.4% in 2018</li> </ul>



(1) Total Originations, FHA, Private MI, VA and USDA as published by Inside Mortgage Finance. (2) In 2015 Book Value was materially impacted by the reversal of the Valuation Allowance against the Company's Deferred Tax Asset.



# Summary



## Unique Company

- Enables private investment in mortgage credit risk
- Established market player positioned to take advantage of current environment
- Solid capital position and positive ratings momentum
- Proven track record of execution with strong management team

## Potential Financial Tailwinds

- Growing Insurance in force; Gaining share from FHA; Increasing owner occupied households
- Positive loss trajectory of legacy book; Low loss ratios from 2009 and > books
- Increasing dividends from the writing company to the holding company
- Emerging programs to transfer additional mortgage credit risk

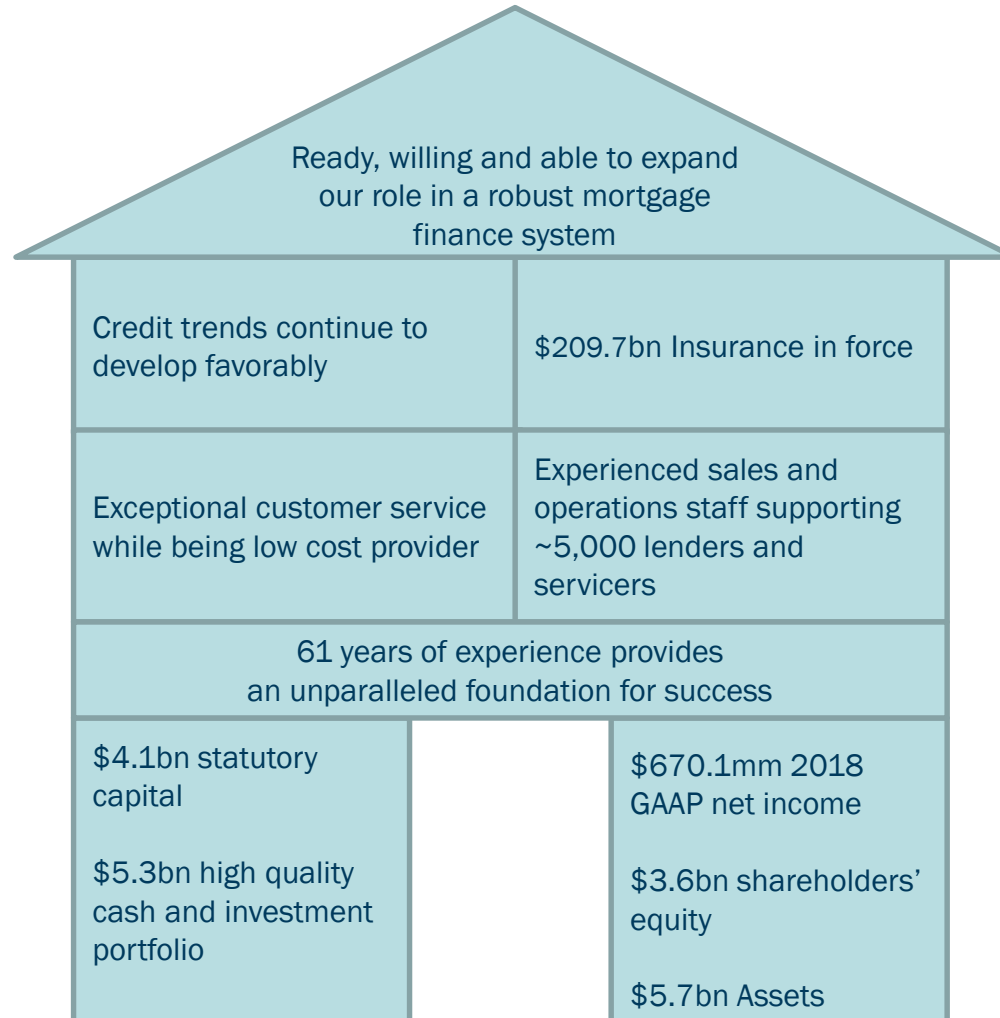
## Potential Financial Headwinds

- Premium revenue growth limited in near term as net premium yield drifts lower
  - changing mix of remaining insurance in force (legacy books have materially higher premium rates compared to business written since then)
  - reinsurance and insurance linked note transactions
- Increased influence of FHA and GSEs in Housing Finance
- Emerging alternatives to traditional mortgage insurance



# MGIC at a Glance

December 31, 2018





## Appendix





# MGIC Investment Corporation Overview



## ✓ Who we are

- The nation's oldest private mortgage insurer, with insurance in force of \$209.7 billion
- In 1957 Max Karl founded the modern MI industry and MGIC in Milwaukee, WI
- ~800 employees, including an experienced sales and underwriting team covering the U.S. and other locations

## ✓ What we do

- Take *first-loss* credit position on low down payment residential mortgages
- *Reduce* cost for borrowers and promote risk-sharing compared to FHA
- Enable *private* investment in mortgage credit risk
- Provide *long term* credit enhancement options to investors in mortgages

## ✓ Our strategies

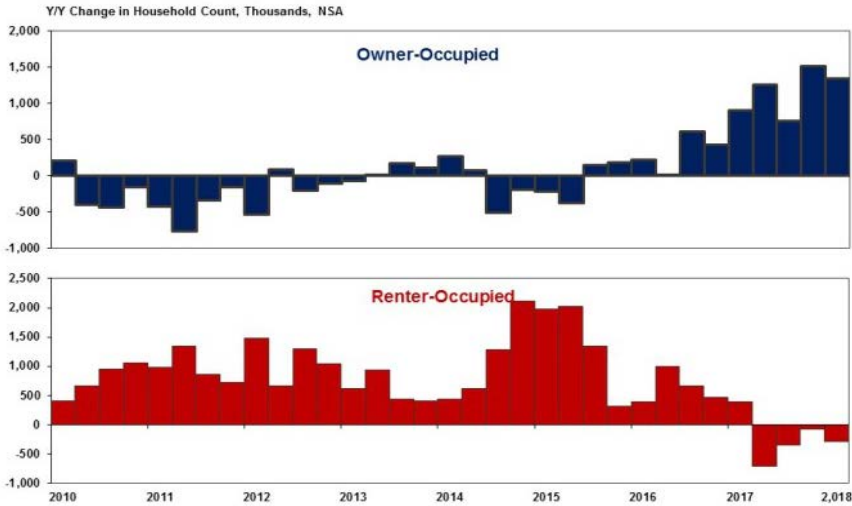
- Prudently grow insurance in force
- Pursue new business opportunities that meet our return objectives
- Preserve and expand the role of MGIC and Private MI in housing finance policy
- Manage and deploy capital to optimize the creation of shareholder value
- Expand and develop the talents of our people



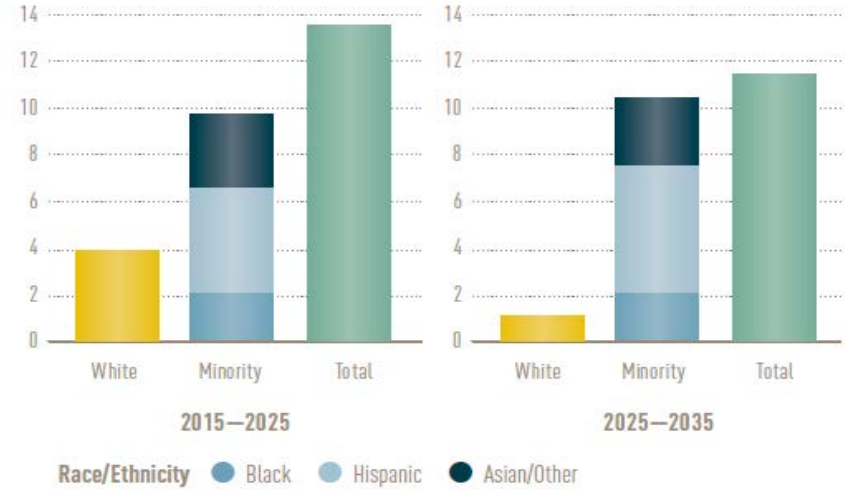
# Solid Demographic Trends Are Positively Influencing Housing Markets



## Household Formation Changes



## Projected Household Growth (Millions)



## US HOME OWNERSHIP RATE



- ✓ *Increasing household formations*
  - ✓ *Increase in owner-occupied partially offset by a decline in renters*
  - ✓ *~45 million households between ages 25 and 34*
  - ✓ *(Homeownership rate is ~35% for < 35 year olds and ~60% for 35 – 44 year olds)*
- ✓ *Homeownership rates off of lows and rising*



# Mortgage Origination Outlook



## Origination Forecasts



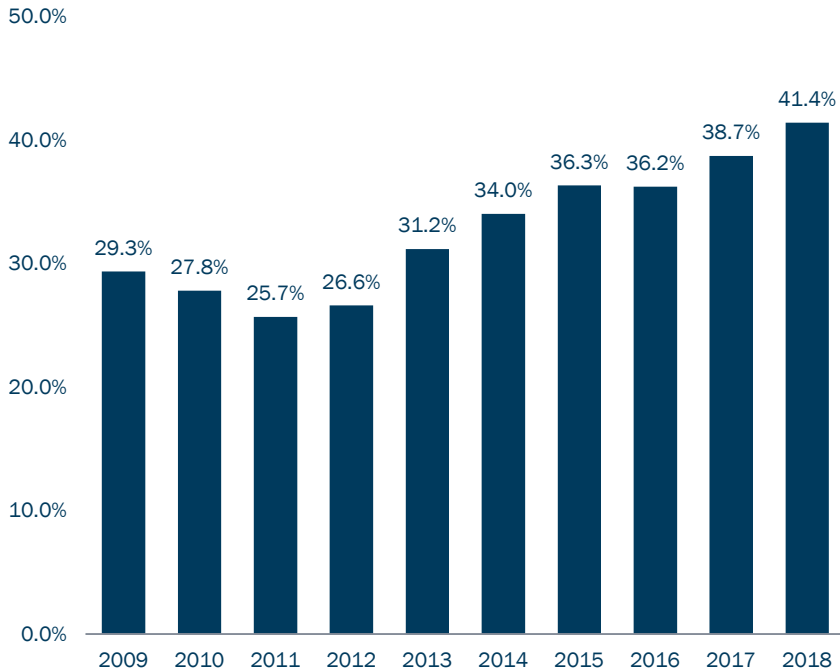
- ✓ 2019 origination forecasts ~\$1.6 trillion
- ✓ Overall market volume expected to be relatively flat
- ✓ GSEs and MBA all forecasting modest increases in purchase activity over next few years
- ✓ Good environment for Private MI
  - ✓ MI market share 3.5-4x higher for Purchase business v. Refinance
  - ✓ Attractive interest rate environment
  - ✓ Strong demand for housing especially among millennials



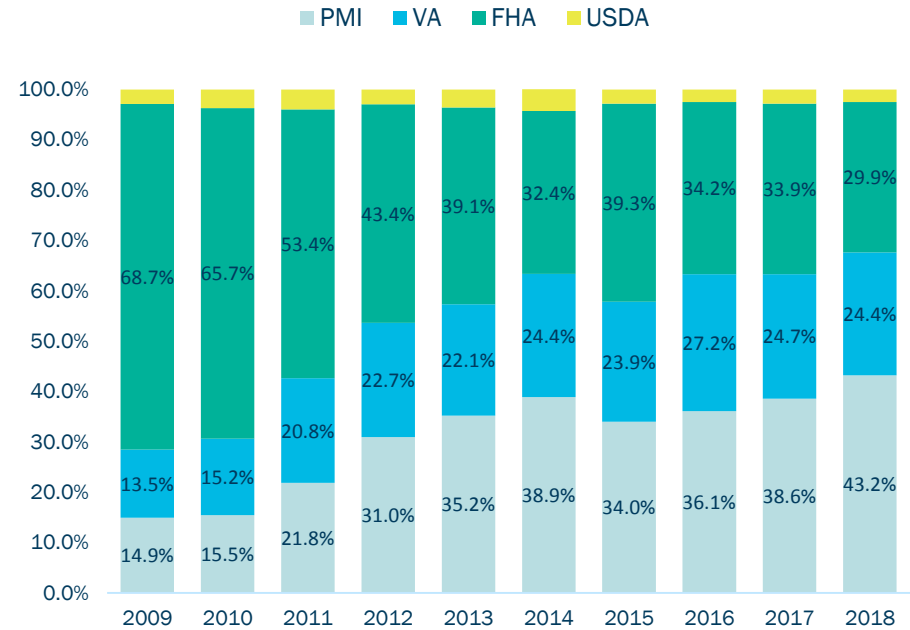
# High LTV Lending Trends



**Private and Government Insured Loans  
as % of Total Origination Market <sup>(1)</sup>**



**Private MI Market Share of Insured Loans <sup>(2)</sup>**



1. Insured loans equals the total dollar volume of PMI, FHA, VA and USDA insurance issued in that period as a percentage of total originations for the same period as reported by Inside Mortgage Finance February 2019  
 2. Source: Inside Mortgage Finance February 2019

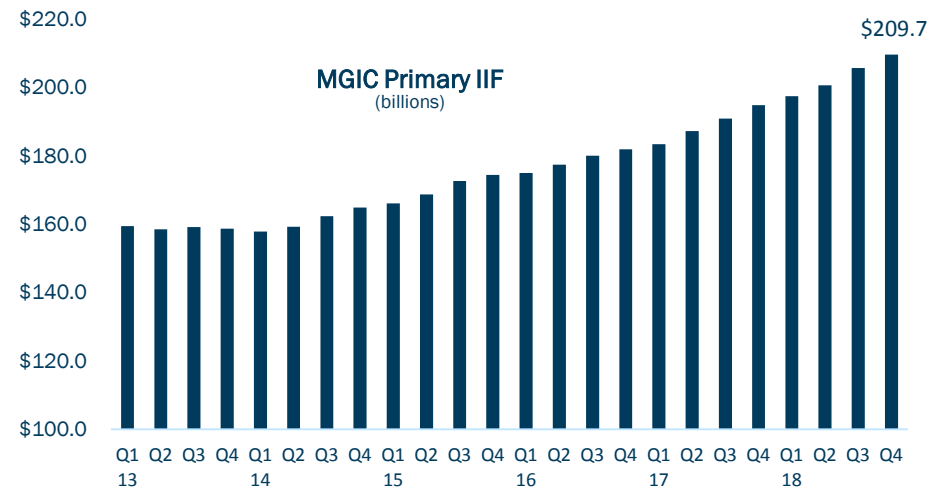
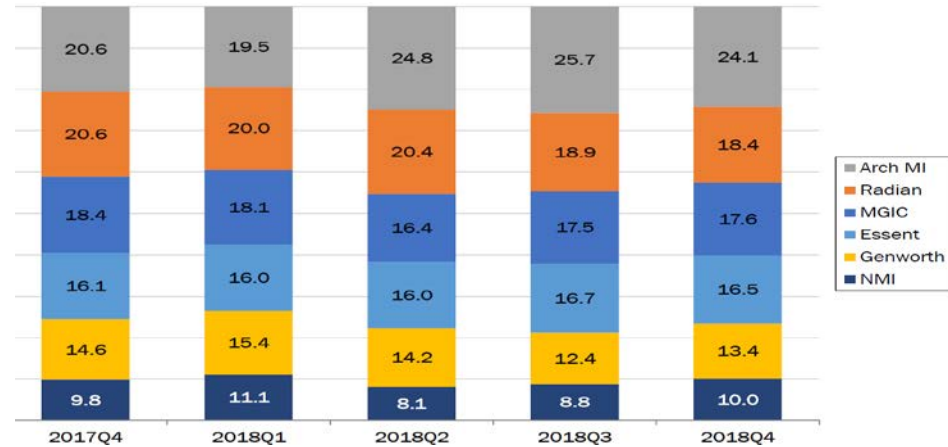


# Solid Market Share Leads to Growing Insurance in Force



- Ready, willing and able to expand our role in a robust mortgage finance system
- Solid market share position
- \$209.7 billion Insurance in force is up ~8% year over year at December 31, 2018
- 60+ years of experience provides an unparalleled foundation for success

Market Share by NIW <sup>(1)</sup>



1. Per company press releases



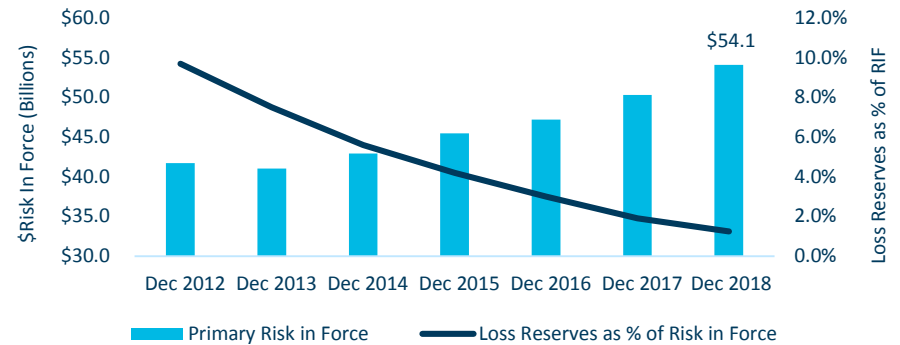
## Well Positioned to Serve the Market



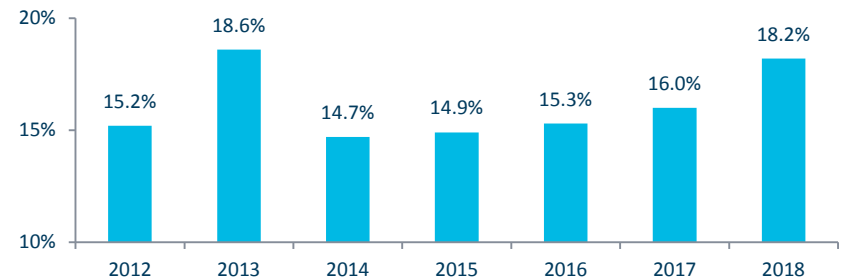
### MGIC's Strong Positioning

- Exceptional customer service with low expense ratio
- Growing risk in force and improving credit performance
- Strong relationships with large, diverse customer base
  - ~5,000 originators or servicers transacted with MGIC in last 12 months
  - No single lender accounts for more than 5% of new business in 2016, 2017 or 2018
  - Top 25 lenders deliver <40% of new business in 2016, 2017 or 2018

### Increasing Risk in Force and Improving Credit Profile



### Highly Efficient and Low Cost Platform Expense Ratio <sup>(1)</sup>



1. Expense Ratio for MGIC is for insurance operations. MGIC calculates expense ratio based on net written premiums, while some peers use net earned premiums to calculate expense ratios.



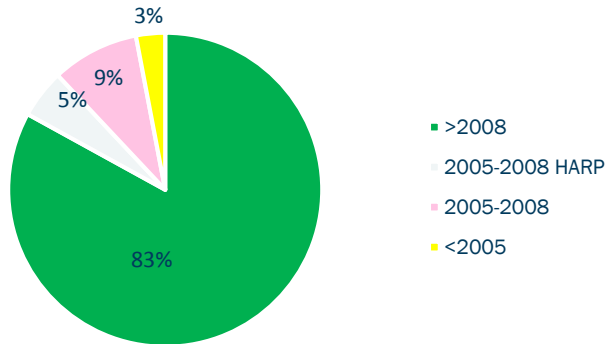
# Well Positioned to Serve the Market

(as of December 31, 2018)

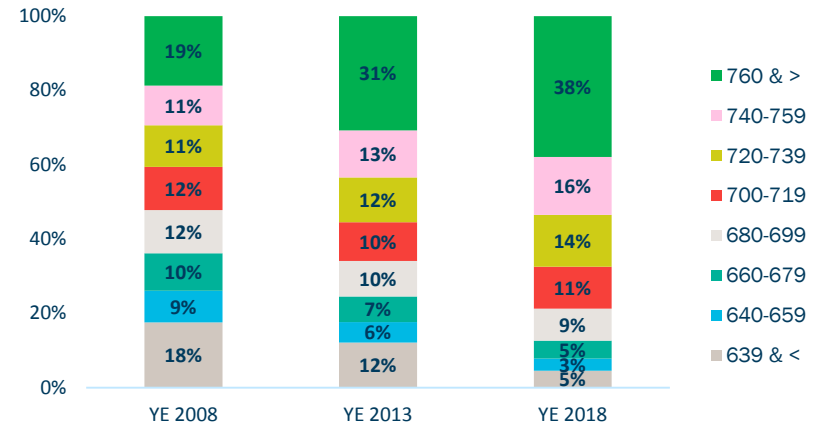


## Primary Risk in Force \$54.1 Billion

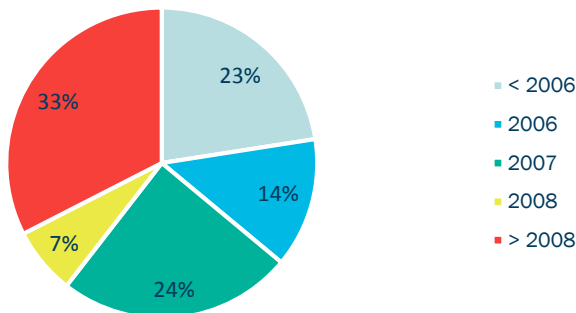
89% of RIF is >2008 or HARP



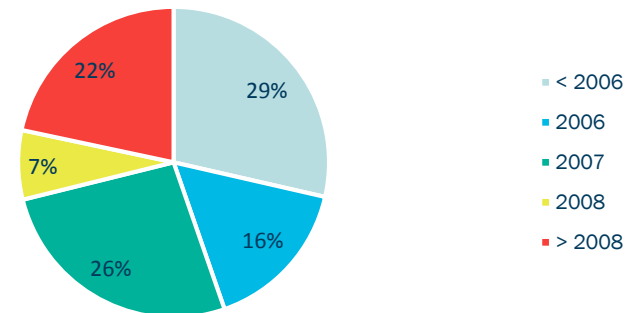
## Risk in Force By FICO Score at Time of Origination (as of period ending)



## New Notices Received in Q4 2018



## Primary Delinquent Inventory



2009 - 2018 books account for 83% of risk in force, 33% of new notices of delinquency in Q4 18 and 22% of delinquent inventory.

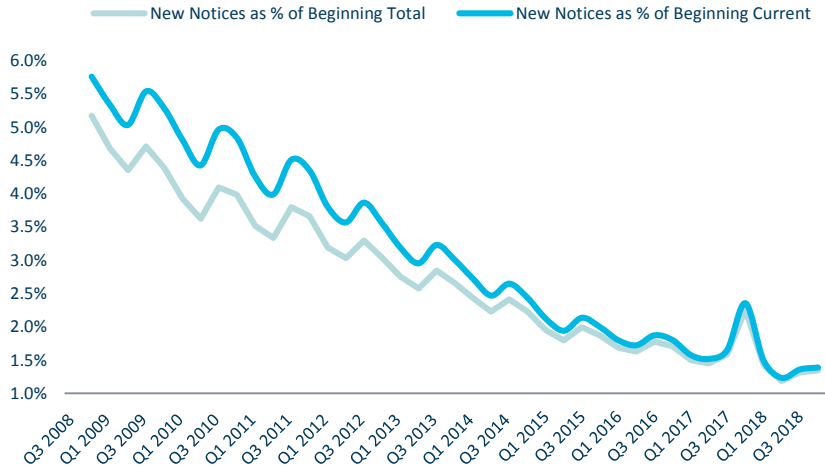


# Positive Credit Trends

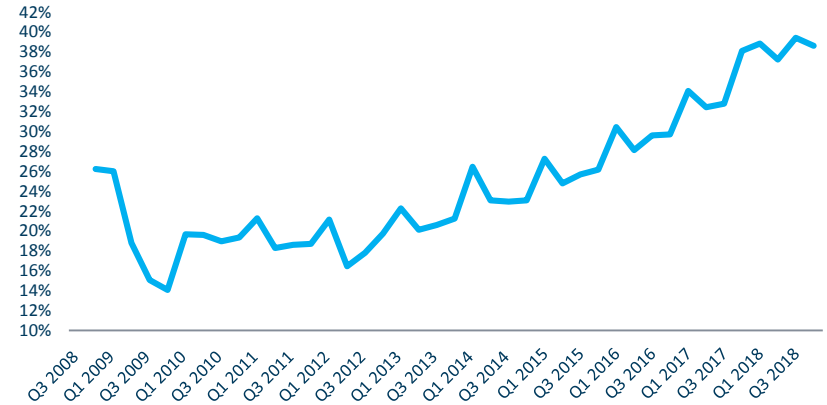
(as of December 31, 2018)



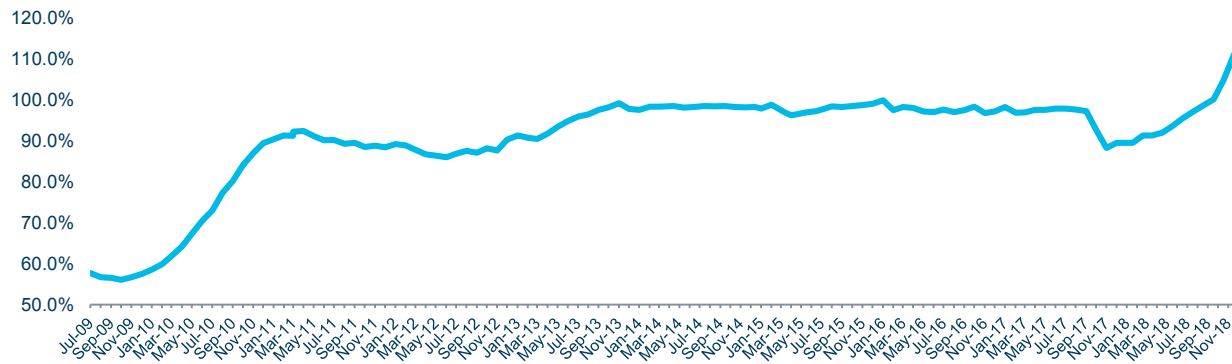
### New Notices as Percent of Primary Loans Insured



### Cures as Percent of Beginning Primary Delinquent Inventory



### Trailing 12 Month Cure to Default Ratio (1)



1. Trailing 12 month cure/default ratio is the sum of the last 12 month's cures / the sum of the last 12 month's new notices of delinquencies. Decrease in Q4 17 was due to major 2017 hurricanes. Increases in 2018 were due to cures that resulted from the new notices of delinquencies that were a result of the 2017 hurricanes.

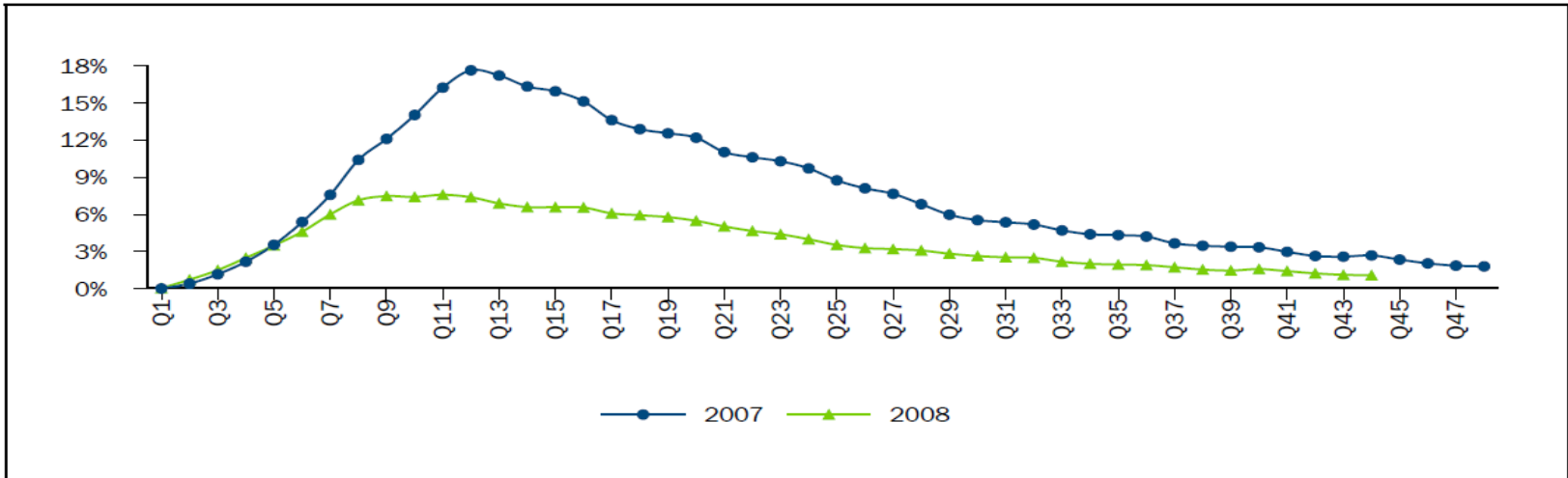
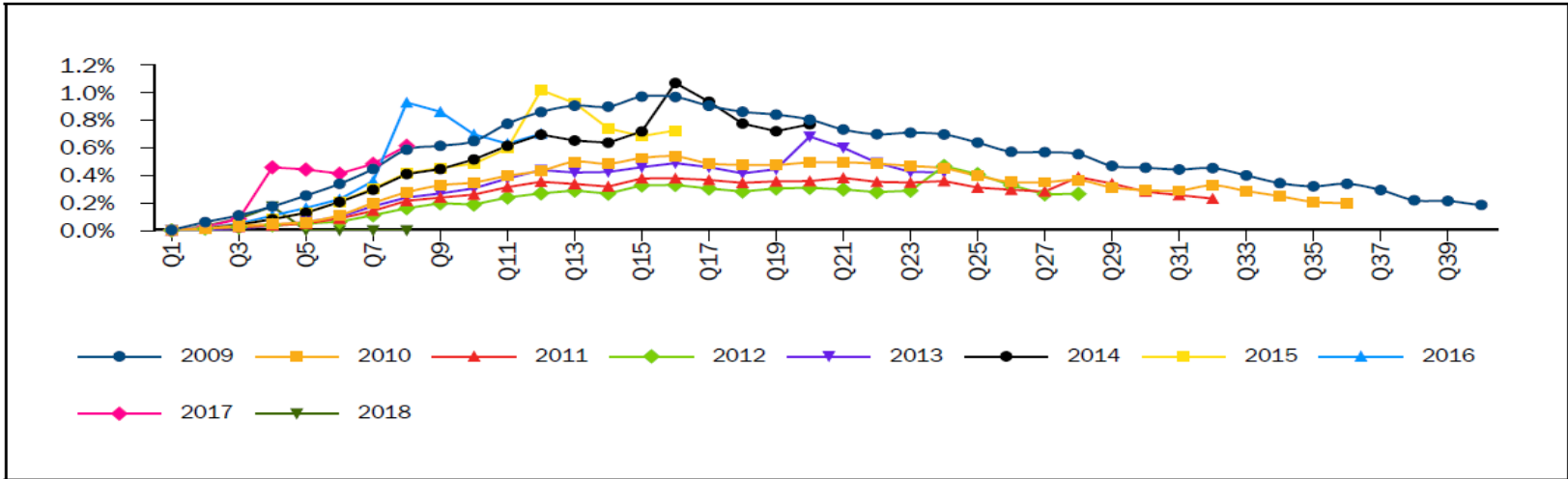




# Delinquency Trends



Static Pool Analysis  
(as of December 31, 2018)

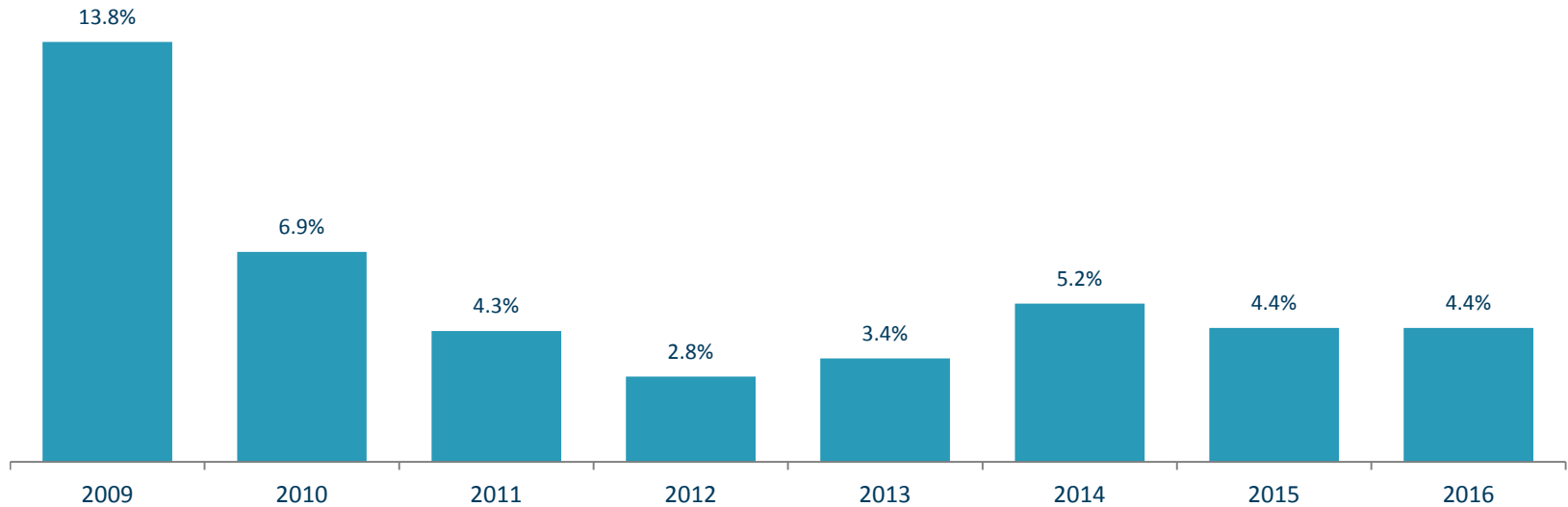




# High Quality Business Leads to Lower Losses and Solid Returns



Ever to Date Loss Ratio of Individual Book Years <sup>(1), (2)</sup>



1. Represents ever-to-date primary incurred losses as a percentage of net premiums earned  
2. 2017 and 2018 not displayed as there is not an adequate period of aging that has occurred to draw meaningful conclusions



# Reconciliation of GAAP Net Income to Adjusted Net Operating Income

(\$ in millions)



	Q4 15	Q1 16	Q2	Q3	Q4	Q1 17	Q2	Q3	Q4	Q1 18	Q2	Q3	Q4
GAAP Net Income	\$ 102.42	\$ 69.19	\$ 109.22	\$ 56.62	\$ 107.49	\$ 89.80	\$ 118.62	\$ 120.03	\$ 27.31	\$ 143.64	\$ 186.81	\$ 181.90	\$ 157.75
Effect of change in deferred tax asset valuation allowance	\$ (25.35)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional income tax provision related to the rate decrease included in the Tax Act	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 133.00	\$ -	\$ -	\$ -	\$ -
After-tax additional income tax provision related to IRS litigation	\$ -	\$ 0.19	\$ 0.15	\$ 0.19	\$ 0.20	\$ 27.22	\$ 0.56	\$ 0.62	\$ 0.64	\$ 0.71	\$ 0.92	\$ (0.15)	\$ (3.94)
After-tax net realized investment losses (gains)	\$ (0.80)	\$ (1.99)	\$ (0.54)	\$ (3.31)	\$ 0.03	\$ 0.08	\$ 0.03	\$ 0.03	\$ (0.30)	\$ 0.21	\$ 1.50	\$ (0.88)	\$ 0.19
Loss on debt extinguishment	\$ 0.33	\$ 8.74	\$ 1.21	\$ 48.90	\$ -	\$ -	\$ 0.04	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Adjusted net operating income	\$ 76.61	\$ 76.13	\$ 110.04	\$ 102.40	\$ 107.72	\$ 117.10	\$ 119.25	\$ 120.68	\$ 160.65	\$ 144.55	\$ 189.24	\$ 180.87	\$ 154.00
Annualized adjusted net operating income	\$ 306.42	\$ 304.52	\$ 440.16	\$ 409.60	\$ 430.88	\$ 468.41	\$ 477.00	\$ 482.71	\$ 642.60	\$ 578.20	\$ 756.94	\$ 723.46	\$ 615.99
Beginning shareholders' equity	\$ 2,148.52	\$ 2,236.14	\$ 2,343.40	\$ 2,511.68	\$ 2,583.08	\$ 2,548.84	\$ 2,647.53	\$ 2,995.06	\$ 3,130.15	\$ 3,154.53	\$ 3,231.41	\$ 3,313.88	\$ 3,489.53
GAAP return on beginning shareholders' equity	19.1%	12.4%	18.6%	9.0%	16.6%	14.1%	17.9%	16.0%	3.5%	18.2%	23.1%	22.0%	18.1%
Adjusted return on beginning shareholders' equity	14.3%	13.6%	18.8%	16.3%	16.7%	18.4%	18.0%	16.1%	20.5%	18.3%	23.4%	21.8%	17.7%



## Summary of Risk Factors

**MGIC**

The below is a brief summary of some of the risk factors that could cause the issuer's results to differ materially from those expressed in, or implied by, the forward looking statements included in this presentation. Before investing in the issuer's securities, investors should read and carefully consider the risks described in SEC form 10-K filed on February 22, 2019.

- *Competition or changes in our relationships with our customers could reduce our revenues, reduce our premium yields and / or increase our losses.*
- *The amount of insurance we write could be adversely affected if lenders and investors select alternatives to private mortgage insurance.*
- *Changes in the business practices of the GSEs, federal legislation that changes their charters or a restructuring of the GSEs could reduce our revenues or increase our losses.*
- *We may not continue to meet the GSEs' private mortgage insurer eligibility requirements and our returns may decrease as we are required to maintain more capital in order to maintain our eligibility.*
- *We are involved in legal proceedings and are subject to the risk of additional legal proceedings in the future.*
- *We are subject to comprehensive regulation and other requirements, which we may fail to satisfy.*
- *If our risk management programs are not effective in identifying, or adequate in controlling or mitigating, the risks we face, or if the models used in our businesses are inaccurate, it could have a material adverse impact on our business, results of operations and financial condition.*
- *Because we establish loss reserves only upon a loan delinquency rather than based on estimates of our ultimate losses on risk in force, losses may have a disproportionate adverse effect on our earnings in certain periods.*
- *Because loss reserve estimates are subject to uncertainties, paid claims may be substantially different than our loss reserves.*
- *We rely on our management team and our business could be harmed if we are unable to retain qualified personnel or successfully develop and/or recruit their replacements.*
- *If the volume of low down payment home mortgage originations declines, the amount of insurance that we write could decline.*
- *State capital requirements may prevent us from continuing to write new insurance on an uninterrupted basis.*
- *Downturns in the domestic economy or declines in the value of borrowers' homes from their value at the time their loans closed may result in more homeowners defaulting and our losses increasing, with a corresponding decrease in our returns.*
- *The mix of business we write affects our Minimum Required Assets under the PMIERS, our premium yields and the likelihood of losses occurring.*
- *The premiums we charge may not be adequate to compensate us for our liabilities for losses and as a result any inadequacy could materially affect our financial condition and results of operations.*
- *We are susceptible to disruptions in the servicing of mortgage loans that we insure.*
- *Changes in interest rates, house prices or mortgage insurance cancellation requirements may change the length of time that our policies remain in force.*
- *Our holding company debt obligations materially exceed our holding company cash and investments.*
- *Your ownership in our company may be diluted by additional capital that we raise or if the holders of our outstanding convertible debt convert that debt into shares of our common stock.*
- *We could be adversely affected if personal information on consumers that we maintain is improperly disclosed and our information technology systems may become outdated and we may not be able to make timely modifications to support our products and services.*
- *Our success depends, in part, on our ability to manage risks in our investment portfolio.*
- *Our financial results may be adversely impacted by natural disasters; certain hurricanes may impact our incurred losses, the amount and timing of paid claims, our inventory of notices of default and our Minimum Required Assets under PMIERS.*



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