



3Q24 EARNINGS REPORT

PennyMac Financial Services, Inc.

October 2024

FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, regarding management's beliefs, estimates, projections and assumptions with respect to, among other things, our financial results, future operations, business plans and investment strategies, as well as industry and market conditions, all of which are subject to change. Words like "believe," "expect," "anticipate," "promise," "project," "plan," and other expressions or words of similar meanings, as well as future or conditional verbs such as "will," "would," "should," "could," or "may" are generally intended to identify forward-looking statements. Actual results and operations for any future period may vary materially from those projected herein and from past results discussed herein. These forward-looking statements include, but are not limited to, statements regarding future changes in interest rates, prepayment rates and the housing market; future loan origination, servicing and production, including future production, operating and hedge expenses; future loan delinquencies, defaults and forbearances; future earnings and return on equity as well as other business and financial expectations. Factors which could cause actual results to differ materially from historical results or those anticipated include, but are not limited to: interest rate changes; changes in real estate values, housing prices and housing sales; changes in macroeconomic, consumer and real estate market conditions; the continually changing federal, state and local laws and regulations applicable to the highly regulated industry in which we operate; lawsuits or governmental actions that may result from any noncompliance with the laws and regulations applicable to our business; the mortgage lending and servicing-related regulations promulgated by the Consumer Financial Protection Bureau and its enforcement of these regulations; the licensing and operational requirements of states and other jurisdictions applicable to our business, to which our bank competitors are not subject; foreclosure delays and changes in foreclosure practices; difficulties inherent in adjusting the size of our operations to reflect changes in business levels; purchase opportunities for mortgage servicing rights; our substantial amount of indebtedness; increases in loan delinquencies, defaults and forbearances; our dependence on U.S. government-sponsored entities and changes in their current roles or their guarantees or guidelines; our reliance on PennyMac Mortgage Investment Trust (NYSE: PMT) as a significant contributor to our mortgage banking business; maintaining sufficient capital and liquidity and compliance with financial covenants; our obligation to indemnify third-party purchasers or repurchase loans if loans that we originate, acquire, service or assist in the fulfillment of, fail to meet certain criteria; our obligation to indemnify PMT if our services fail to meet certain criteria or characteristics or under other circumstances; investment management and incentive fees; conflicts of interest in allocating our services and investment opportunities among us and our advised entity; our ability to mitigate cybersecurity risks, cyber incidents and technology disruptions; the effect of public opinion on our reputation; our exposure to risks of loss and disruptions in operations resulting from severe weather events, man-made or other natural conditions, including climate change and pandemics; our ability to effectively identify, manage and hedge our credit, interest rate, prepayment, liquidity and climate risks; our initiation or expansion of new business activities or strategies; our ability to detect misconduct and fraud; our ability to pay dividends to our stockholders; and our organizational structure and certain requirements in our charter documents. You should not place undue reliance on any forward-looking statement and should consider all of the uncertainties and risks described above, as well as those more fully discussed in reports and other documents filed by the Company with the Securities and Exchange Commission from time to time. The Company undertakes no obligation to publicly update or revise any forward-looking statements or any other information contained herein, and the statements made in this press release are current as of the date of this release only.

This presentation contains financial information calculated other than in accordance with U.S. generally accepted accounting principles ("GAAP"), such as pretax income excluding valuation-related items and operating net income that provide a meaningful perspective on the Company's business results since the Company utilizes this information to evaluate and manage the business. Non-GAAP disclosures have limitations as an analytical tool and should not be viewed as a substitute for financial information determined in accordance with GAAP.

THIRD QUARTER HIGHLIGHTS

Strong operating results partially offset by net fair value declines on hedged mortgage servicing rights

3Q24 Results

Net income	Diluted EPS ⁽¹⁾
\$69mm	\$1.30
Annualized return on equity	Annualized operating return on equity ⁽³⁾
8%	20%
Book value per share	Dividend per common share
\$72.95	\$0.30

PRODUCTION

Pretax income	Total loan acquisitions and originations ⁽²⁾	PFSI correspondent lock volume	Broker direct lock volume	Consumer direct lock volume
\$108mm	\$31.7bn	\$20.7bn	\$5.3bn	\$5.2bn

SERVICING

Pretax income	MSR ⁽¹⁾ fair value changes, and hedging results	MSR fair value changes and hedging impact to diluted EPS	Pretax income excluding valuation-related items ⁽⁴⁾	Total servicing portfolio UPB ⁽¹⁾⁽²⁾
\$(15)mm	\$(160)mm	\$(2.19)	\$151mm	\$648bn

INVESTMENT MANAGEMENT

Pretax income	Net AUM ⁽¹⁾	Revenue
\$1mm	\$1.9bn	\$9.4mm

Note: All figures are for 3Q24 or are as of 9/30/24

(1) EPS = earnings per share; MSR = mortgage servicing rights; UPB = unpaid principal balance, includes loans held for sale at fair value; AUM = assets under management

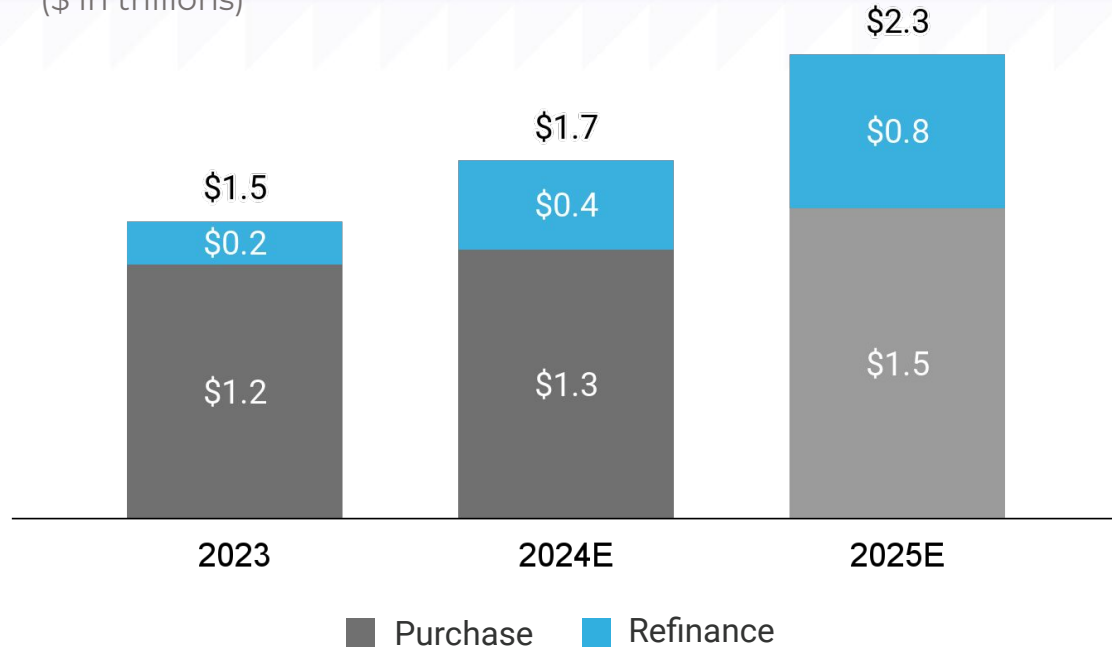
(2) Includes volume fulfilled or subserviced for PennyMac Mortgage Investment Trust (NYSE: PMT)

(3) See slide 32 for a reconciliation of GAAP net income to non-GAAP annualized operating return on equity

(4) Excludes \$402 million in MSR fair value declines, \$242 million in hedging gains, and a \$6 million provision for losses on active loans - see slide 13 for additional details

ORIGINATION MARKET EXPECTATIONS REFLECT GROWTH

U.S. Mortgage Origination Market⁽¹⁾
(\$ in trillions)



Mortgage Rates Have Declined



- Current third-party estimates for industry originations average \$1.7 trillion in 2024 and \$2.3 trillion in 2025, reflecting projections for rates to decline and growth in overall volumes
- Mortgage banking companies with large servicing portfolios and diversified business models are positioned to generate meaningful profitability as the mortgage markets decrease or increase in size

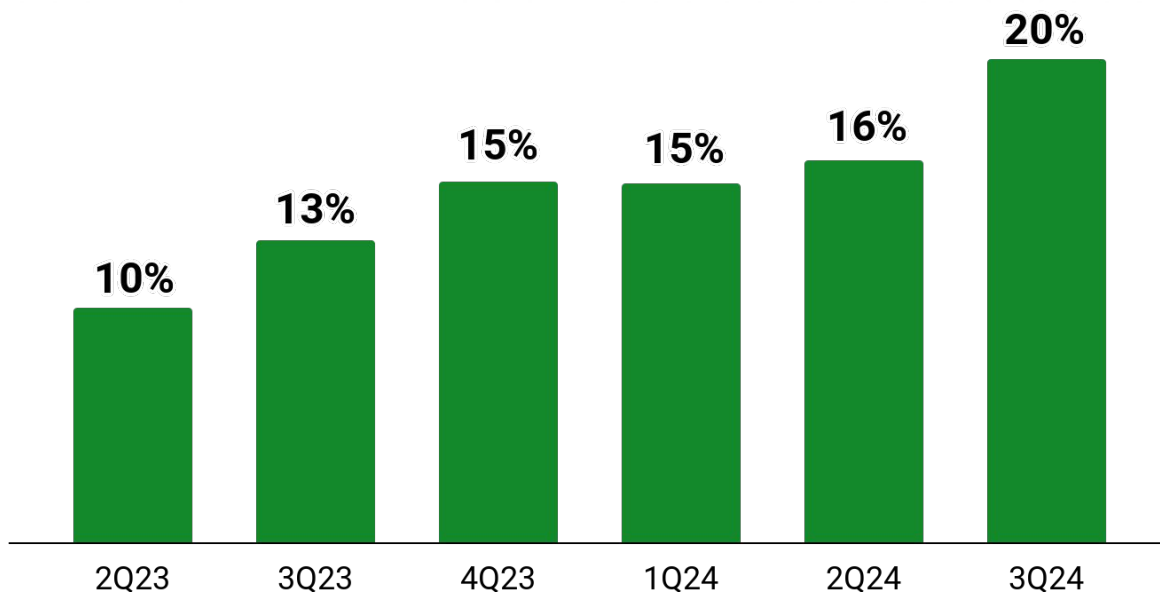
Note: Figures may not sum due to rounding

(1) Actual originations: Inside Mortgage Finance. Forecast originations: Average of Mortgage Bankers Association (9/23/24) and Fannie Mae (10/10/24) forecasts.

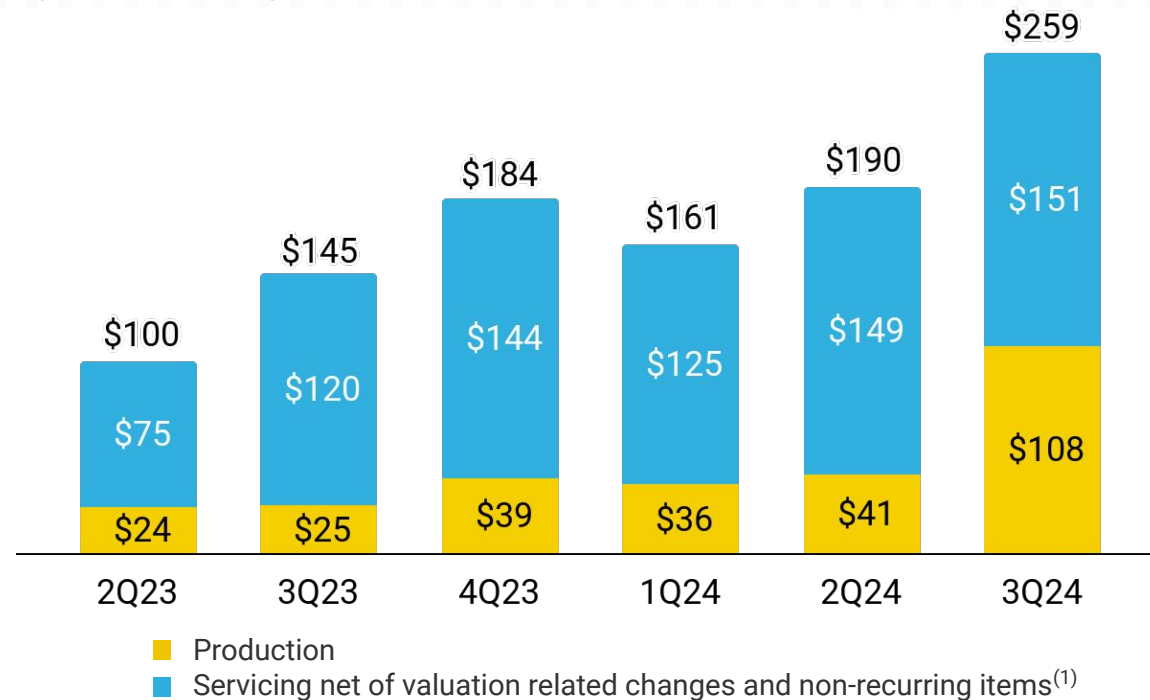
(2) Freddie Mac Primary Mortgage Market Survey. 6.44% as of 10/17/24

BUILDING ON DOUBLE DIGIT OPERATING RETURNS IN 2024

Annualized Operating ROE⁽¹⁾



Mortgage Banking Operating Pretax Income (\$ in millions)



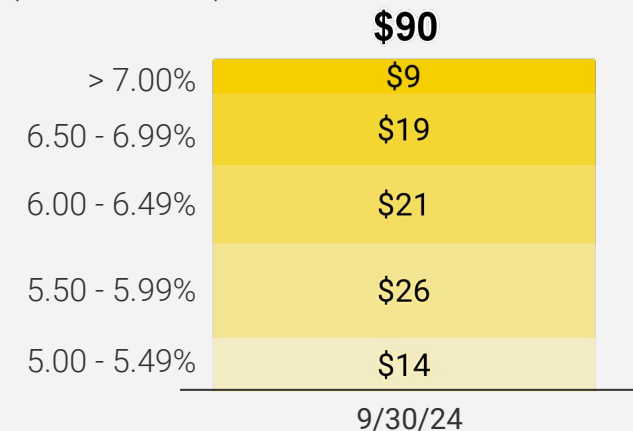
- Continued increase in operating return on equity in recent periods as the mortgage market improves
 - Production pretax income was up 161% from the prior quarter, driven by strong contributions from the direct lending channels
 - Servicing to continue providing a strong base level of operating earnings, with additional upside potential for the production segment as the origination market grows

Note: Figures may not sum due to rounding
 (1) See slide 32 for a reconciliation of GAAP to non-GAAP items

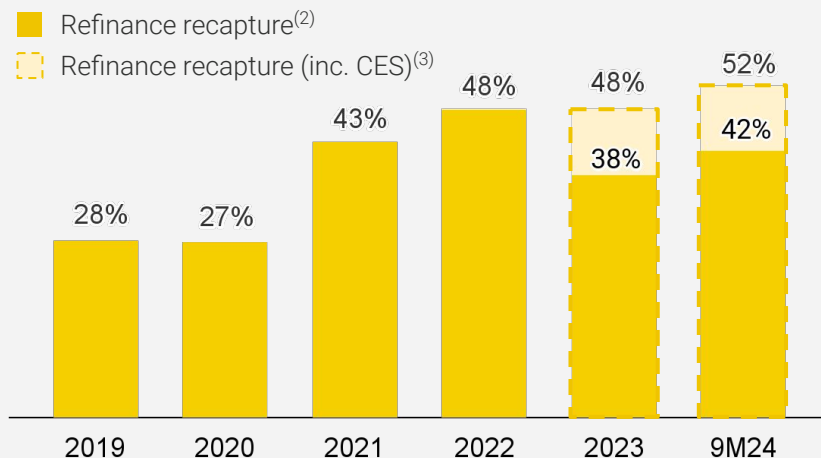
EARNINGS GROWTH TO BE DRIVEN BY REFINANCE RECAPTURE OPPORTUNITY

Gov't. Loans: Note Rates >5%

(UPB in billions)

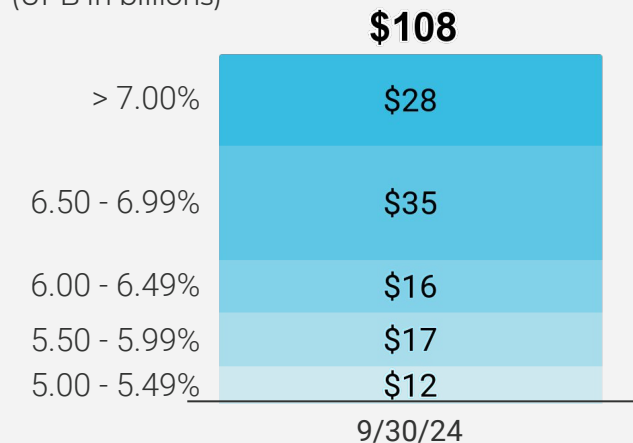


Gov't. Loan Refinance Recapture Rates

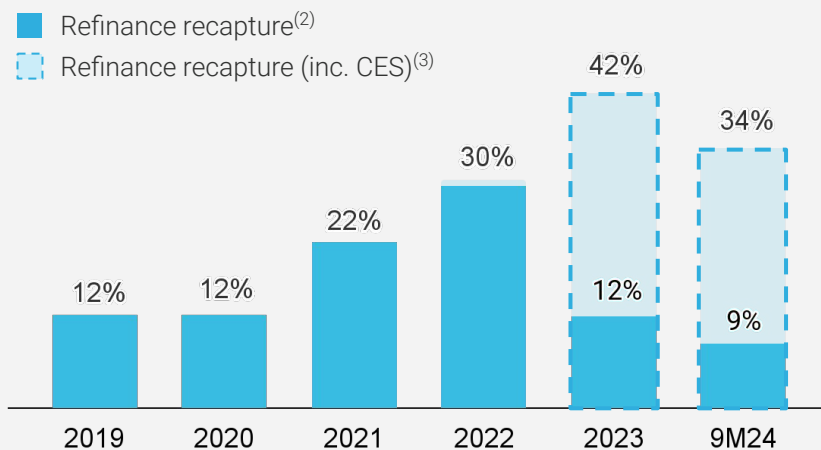


Conv. Loans: Note Rates >5%⁽¹⁾

(UPB in billions)



Conv. Loans Refinance Recapture Rates



- Large opportunity as borrowers with loans originated at higher note rates seek to refinance
 - Higher recapture rates for government-insured or guaranteed loans versus conventional loans due to streamlined refinance programs
 - Introduction of closed-end second liens in 2022 for customers to access home equity while retaining their low-rate, first lien mortgage
- **We currently expect annualized operating returns on equity in the high-teens to low-twenties in 2025**

(1) Includes first-lien conventional and other loans serviced for PFSI's own account as well as those subserviced for PMT

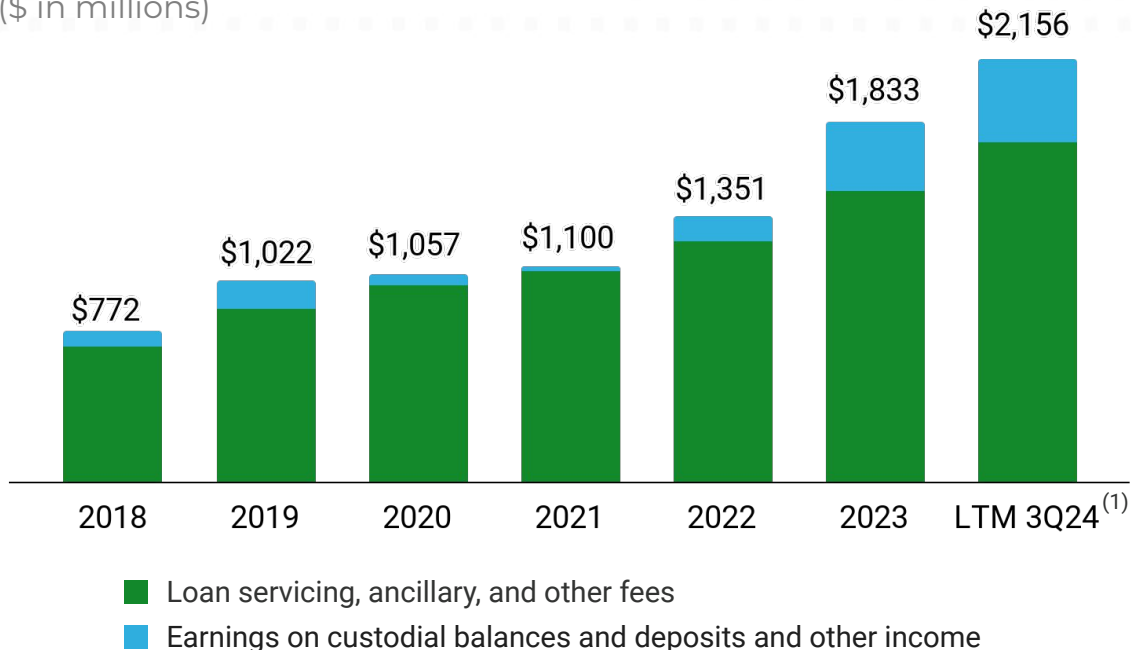
(2) Numerator = UPB of new consumer direct first lien refinance originations; denominator = UPB of payoffs with no transfer of title or MLS listing identified

(3) Numerator = UPB of new consumer direct first lien refinance originations + UPB of new consumer direct closed-end second lien (CES) originations from portfolio customers + UPB of retained first-liens for associated CES originations; denominator = UPB of payoffs with no transfer of title or MLS listing identified + UPB of retained first-liens for associated CES originations

SERVICING PROVIDES GROWING CASH FLOW AND SCALE BENEFITS

Revenue From Servicing & Placement Fees

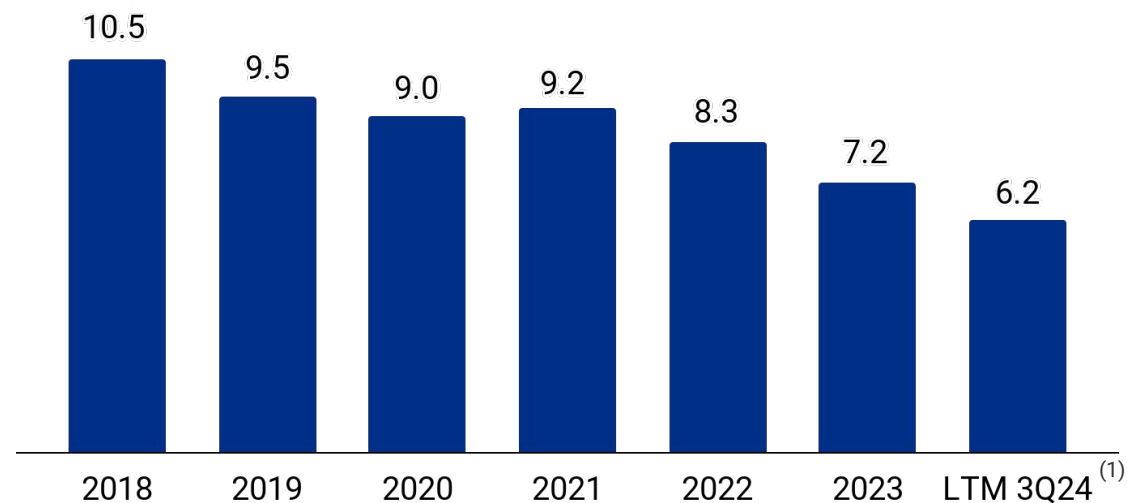
(\$ in millions)



- Increasing revenue contribution due to portfolio growth over time
- Higher proportion of owned servicing in more recent periods drives increased servicing fees
- Increasing contribution from placement fees driven by higher short-term rates in the current market environment

Operating Expenses

(bps of average servicing portfolio UPB)

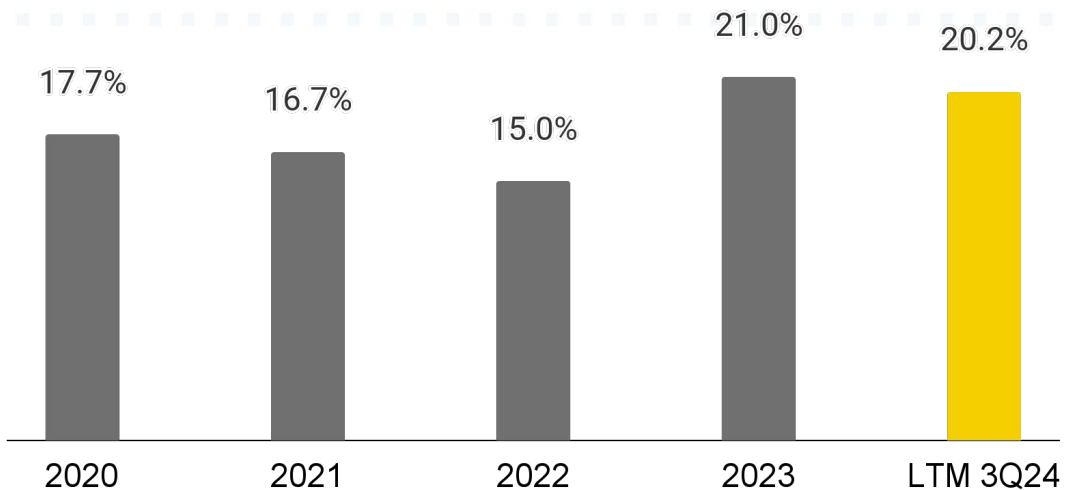


- Increased scale and efficiency as the portfolio grows
- Lower variable costs due to the implementation of SSE, our proprietary servicing system in 2019
- Continuing to increase efficiency through the use of emerging technologies, including capabilities of generative artificial intelligence
- Delinquencies remain low in the current market environment, further reducing operating expenses

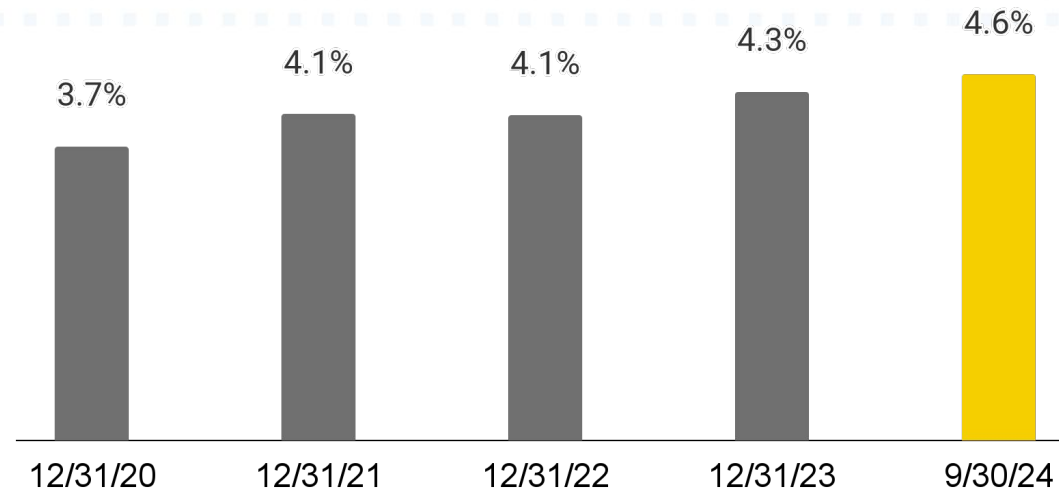
(1) LTM = Last Twelve Months

PENNYMAC'S MARKET SHARE OVER TIME ACROSS ITS BUSINESSES

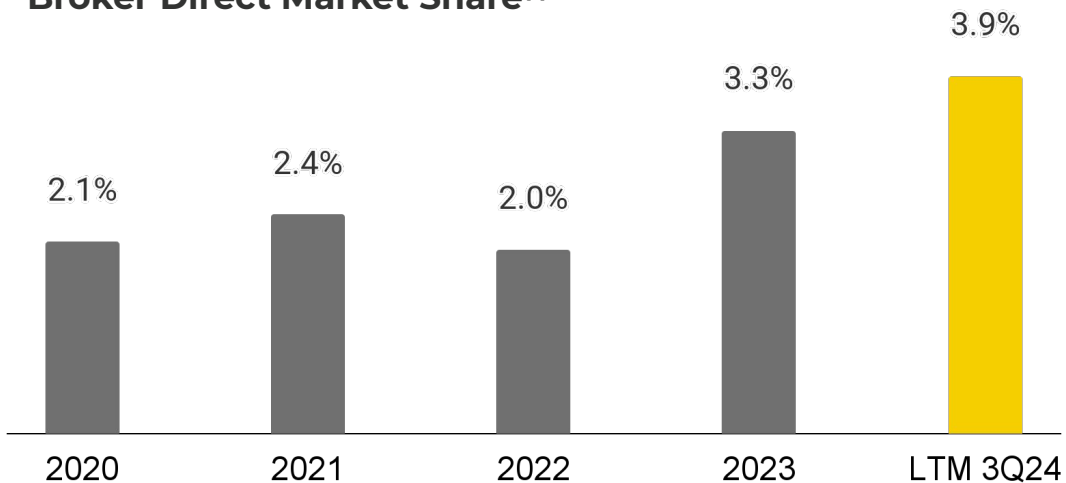
Correspondent Production Market Share⁽¹⁾



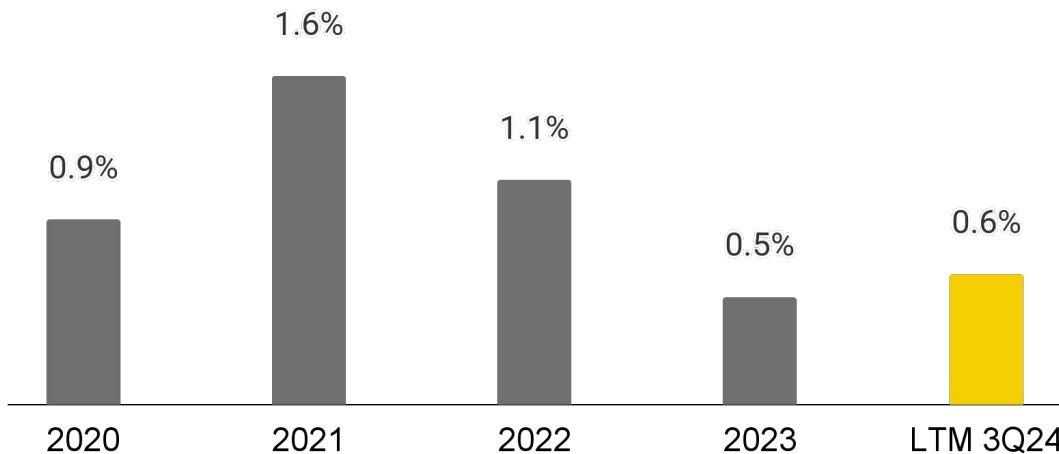
Loan Servicing Market Share⁽¹⁾



Broker Direct Market Share⁽¹⁾



Consumer Direct Market Share⁽¹⁾



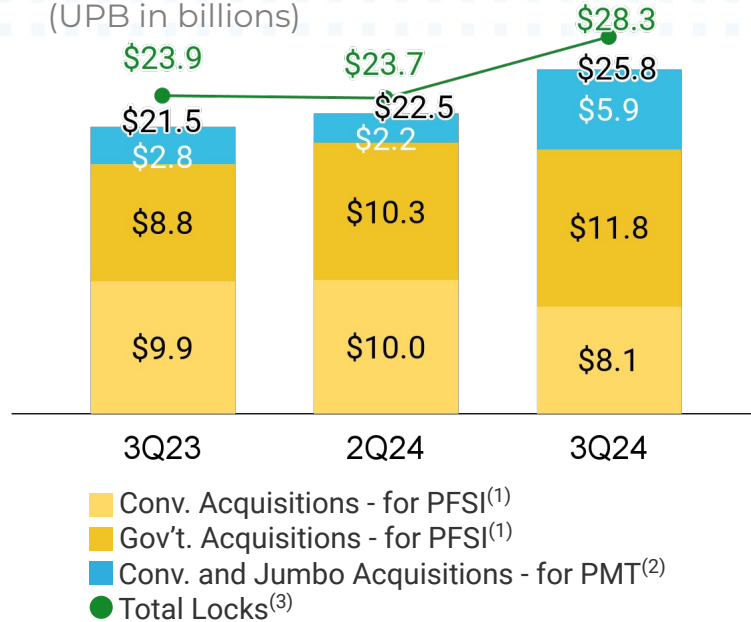
Note: All figures are for PFSI and include volume fulfilled or subserviced for PMT

(1) Historical market share: Inside Mortgage Finance; excludes second lien originations. For LTM 3Q24, we estimate \$1.5 trillion in total origination volume, and that the correspondent channel represented 29% of the overall origination market, retail represented 53%, and broker represented 18%. Loan servicing market share is based on PFSI's servicing portfolio UPB of \$648 billion divided by \$14.2 trillion in mortgage debt outstanding

PRODUCTION SEGMENT HIGHLIGHTS – VOLUME BY CHANNEL

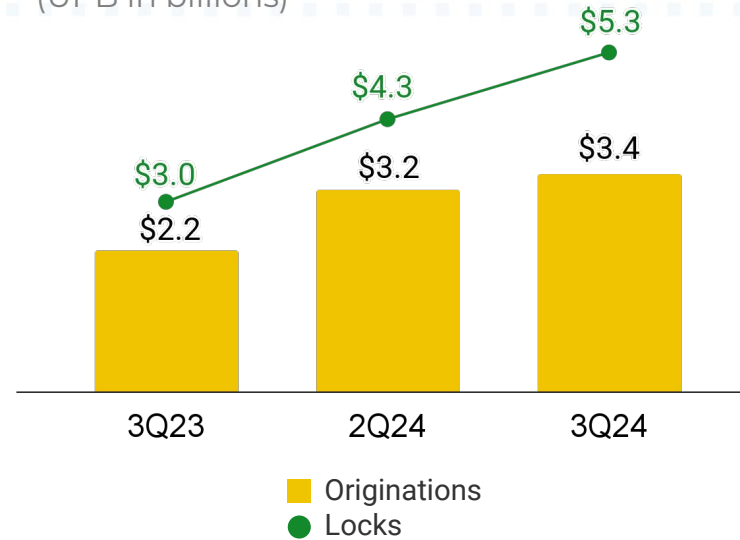
Correspondent

(UPB in billions)



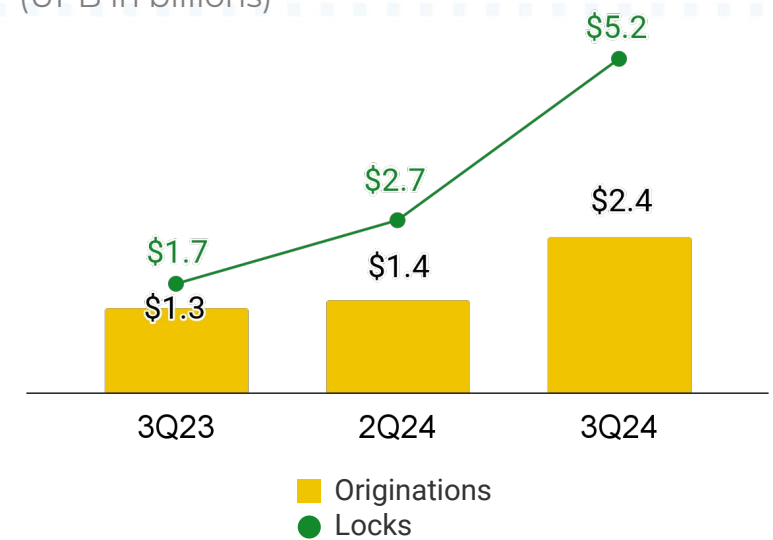
Broker Direct

(UPB in billions)



Consumer Direct

(UPB in billions)



October 2024 (Estimated)

Locks: (UPB in billions)	\$9.1
Acquisitions: (UPB in billions)	\$9.2

October 2024 (Estimated)

Locks: (UPB in billions)	\$1.9
Originations: (UPB in billions)	\$1.6
Committed pipeline ⁽⁴⁾ : (UPB in billions)	\$2.0

October 2024 (Estimated)

Locks: (UPB in billions)	\$1.6
Originations: (UPB in billions)	\$1.2
Committed pipeline ⁽⁴⁾ : (UPB in billions)	\$2.7

Note: Figures may not sum due to rounding

(1) Government-insured or guaranteed loans and certain conventional loans acquired through PMT's correspondent production business and subsequently sold to PFSI; PFSI earns income from holding and selling or securitizing the loans

(2) Loans fulfilled for PMT; for these loans, PFSI earns a fulfillment fee from PMT rather than income from holding and selling or securitizing the loans

(3) Includes locks related to both PFSI and PMT loan acquisitions

(4) Commitments to originate mortgage loans at specified terms at period end

DRIVERS OF PRODUCTION SEGMENT RESULTS

(\$ in millions)	3Q23				2Q24				3Q24			
	Fallout Adjusted Locks	Margin / Fulfillment Fee (bps) ⁽¹⁾	Revenue Contribution (net of Loan origination expense)	% of Production Revenue	Fallout Adjusted Locks	Margin / Fulfillment Fee (bps) ⁽¹⁾	Revenue Contribution (net of Loan origination expense)	% of Production Revenue	Fallout Adjusted Locks	Margin / Fulfillment Fee (bps) ⁽¹⁾	Revenue Contribution (net of Loan origination expense)	% of Production Revenue
PFSI Correspondent ⁽²⁾	\$ 20,060	33	\$ 66.6	46%	\$ 20,503	30	\$ 61.3	38%	\$ 19,887	33	\$ 65.3	26%
Broker Direct	2,267	97	22.0	15%	3,105	103	32.0	20%	3,763	97	36.4	15%
Consumer Direct	1,065	474	50.4	35%	1,764	393	69.3	43%	3,421	323	110.4	44%
Other ⁽³⁾	n/a	n/a	1.0	1%	n/a	n/a	(4.7)	(3)%	n/a	n/a	26.6	11%
Total PFSI account revenues (net of Loan origination expense)	\$ 23,392	60	\$ 140.0	96%	\$ 25,372	62	\$ 157.8	97%	\$ 27,071	88	\$ 238.6	95%
PMT Conventional Correspondent	2,667	21	5.5	4%	2,148	21	4.4	3%	6,894	17	11.5	5%
Total Production revenues (net of Loan origination expense)		56	\$ 145.6	100%		59	\$ 162.3	100%		74	\$ 250.1	100%
Production expenses (less Loan origination expense)	\$ 26,059	46	\$ 120.4	83%	\$ 27,520	44	\$ 121.0	75%	\$ 33,964	42	\$ 142.3	57%
Production segment pretax income		10	\$ 25.2	17%		15	\$ 41.3	25%		32	\$ 107.9	43%

- Revenue per fallout adjusted lock for PFSI's own account was 88 basis points in 3Q24, up from 62 basis points in 2Q24
 - Higher volumes across all three channels, with the largest increase in consumer direct; lower margins in consumer direct due to a higher percentage of refinance loans versus lower-balance closed end second liens
- Production expenses (net of loan origination expense) increased 18% from the prior quarter due to higher volumes in the direct lending channels

(1) Expected revenue net of direct origination costs at time of lock

(2) Includes government-insured or guaranteed loans and certain conventional loans for PFSI's own account

(3) Reflects timing of revenue and loan origination expense recognition, hedging, pricing & execution changes, and other items

PRODUCTION SEGMENT HIGHLIGHTS – BUSINESS TRENDS BY CHANNEL

Multi-channel approach provides flexibility and has proven to be a competitive advantage, supporting profitability and pricing discipline while driving growth of the servicing portfolio

Correspondent

- Pennymac remains the largest correspondent aggregator in the U.S.
- Lock and acquisition volumes for PFSI's account were down 2% from 2Q24 as PMT retained approximately 42% of total conventional correspondent production in 3Q24 compared to 18% in 2Q24
 - We expect PMT to retain approximately 15 - 25% of total conventional correspondent production in 4Q24
- 794 correspondent sellers at September 30, 2024, essentially unchanged from June 30, 2024
- Purchase volume in 3Q24 was 91% of total acquisitions

Broker Direct

- Lock volumes were up 24% and originations were up 8% from 2Q24
- Approved brokers totaled 4,411 at September 30, 2024, up 3% from June 30, 2024 and 25% from September 30, 2023, representing approximately a quarter of the total population of brokers
 - Top brokers see Pennymac as a strong alternative to the top two channel lenders
- Purchase volume in 3Q24 was 82% of total originations
- Strong trends in jumbo originations, which were 11% of total originations in 3Q24

Consumer Direct

- Lock volumes were up 93% and originations were up 69% from 2Q24
 - Increase due primarily to higher refinance volumes
- Continue to provide for the spectrum of needs of the nearly 2.6 million customers in our servicing portfolio
 - Refinance lock volume in 3Q24 was \$4.8 billion, or 92% of total locks, up from \$2.2 billion, or 83% of total locks in 2Q24
 - 97% of total origination volume, including both first and second-lien, was sourced from our large and growing servicing portfolio
 - \$278 million of closed-end second lien mortgage loans funded in 3Q24, up from \$257 million in 2Q24

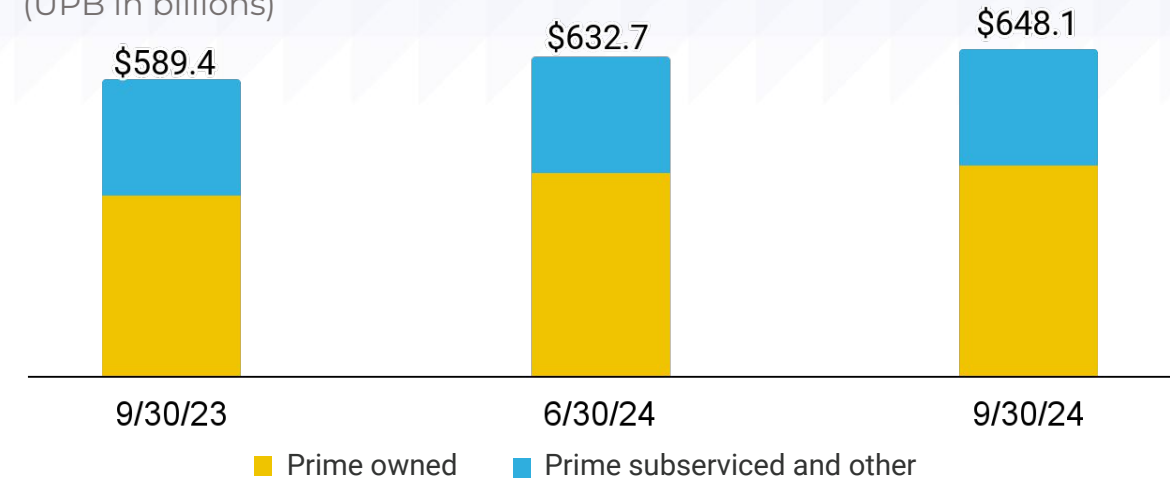
SERVICING SEGMENT HIGHLIGHTS

- Servicing portfolio totaled \$648.1 billion in UPB at September 30, 2024, up 2% Q/Q and 10% Y/Y
- Production volumes more than offset prepayment activity, leading to continued portfolio growth
- 60+ day delinquency rates for owned MSR increased slightly from the end of the prior quarter
- Modification and EBO loan volume were relatively unchanged from the prior quarter

Selected Operational Metrics		
	2Q24	3Q24
Loans serviced (in thousands)	2,513	2,558
60+ day delinquency rate - owned portfolio ⁽¹⁾	3.0%	3.4%
60+ day delinquency rate - sub-serviced portfolio ⁽²⁾	0.6%	0.6%
Actual CPR - owned portfolio ⁽¹⁾	6.7%	8.5%
Actual CPR - sub-serviced portfolio ⁽²⁾	5.6%	5.7%
UPB of completed modifications (\$ in millions) ⁽³⁾	\$3,213	\$3,186
EBO loan volume (\$ in millions) ⁽⁴⁾	\$665	\$694

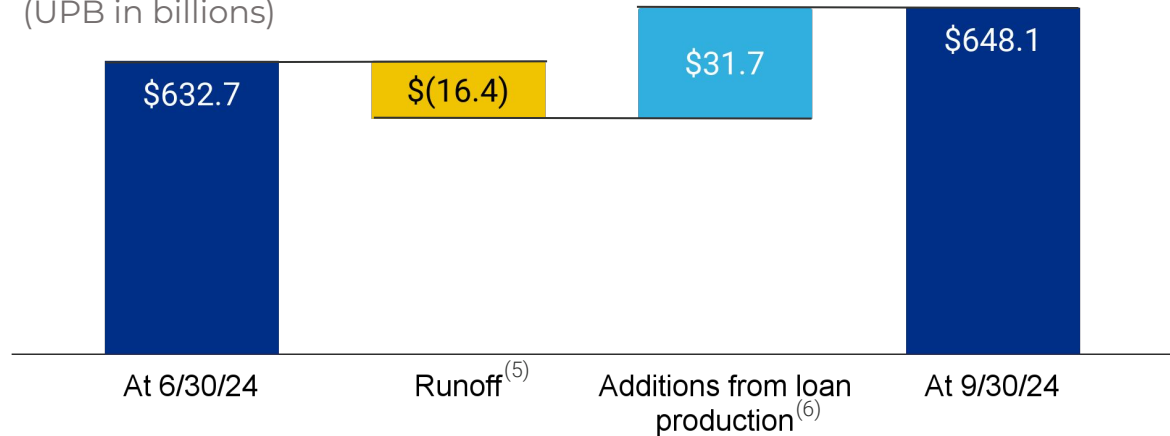
Loan Servicing Portfolio Composition

(UPB in billions)



Net Portfolio Growth

(UPB in billions)



(1) Owned portfolio is predominantly government-insured and guaranteed loans – see Appendix slide 27 for additional details; delinquency data based on loan count (i.e., not UPB); CPR = Conditional Prepayment Rate

(2) Represents PMT's MSR's that we service

(3) UPB of completed modifications includes loss mitigation efforts associated with partial claims programs

(4) Early buyouts of delinquent loans from Ginnie Mae pools during the period

(5) Also includes loans sold with servicing released in connection with any asset sales by PMT

(6) Includes consumer and broker direct production, government and conventional correspondent acquisitions, and conventional conforming and jumbo loan acquisitions subserviced for PMT

SERVICING PROFITABILITY EXCLUDING VALUATION-RELATED CHANGES

	3Q23		2Q24		3Q24	
	\$ in millions	basis points ⁽¹⁾	\$ in millions	basis points ⁽¹⁾	\$ in millions	basis points ⁽¹⁾
Loan servicing fees	\$ 387.9	26.7	\$ 440.7	28.2	\$ 462.0	28.9
Earnings on custodial balances and deposits and other income	99.4	6.8	111.6	7.1	137.9	8.6
Realization of MSR cash flows	(177.8)	(12.2)	(200.7)	(12.9)	(225.8)	(14.1)
EBO loan-related revenue ⁽²⁾	29.0	2.0	26.8	1.7	29.7	1.9
Servicing expenses:						
Operating expenses	(111.2)	(7.6)	(91.4)	(5.9)	(102.9)	(6.4)
Payoff-related expense ⁽³⁾	(9.4)	(0.6)	(10.4)	(0.7)	(18.5)	(1.2)
Losses and provisions for defaulted loans	(10.3)	(0.7)	(13.3)	(0.9)	(13.4)	(0.8)
EBO loan transaction-related expense	(0.2)	(0.0)	(0.6)	(0.0)	(0.7)	(0.0)
Interest expense	(87.5)	(6.0)	(113.6)	(7.3)	(116.9)	(7.3)
Non-GAAP: Pretax income excluding fair value changes and non-recurring items	\$ 120.0	8.2	\$ 149.0	9.5	\$ 151.4	9.5
Valuation-related changes						
MSR fair value ⁽⁴⁾	398.9		99.4		(402.4)	
Hedging derivatives gains (losses)	(423.7)		(171.8)		242.1	
(Provision for) reversal of losses on active loans ⁽⁵⁾	6.0		(0.6)		(5.7)	
Non-GAAP: Servicing segment pretax income excluding non-recurring items	\$ 101.2		\$ 76.1		\$ (14.6)	
Non-recurring items	-		12.5		-	
GAAP: Servicing segment pretax income	\$ 101.2		\$ 88.5		\$ (14.6)	
Average servicing portfolio UPB	\$ 582,262		\$ 624,746		\$ 640,492	

- Loan servicing fees increased from the prior quarter due to growth in the owned portfolio; operating expenses increased slightly
- Earnings on custodial balances and deposits increased from the prior quarter due to higher average balances
 - Custodial funds managed for PFSI's owned servicing portfolio averaged \$6.9 billion in 3Q24, up from \$5.7 billion in 2Q24
- Realization of cash flows increased \$25 million from the prior quarter due to continued growth of the owned portfolio and higher prepayment expectations due to lower mortgage rates

(1) Of average portfolio UPB, annualized (2) Comprised of net gains on mortgage loans held for sale at fair value and interest income related to EBO loans (3) Consists of interest shortfall and recording and release fees

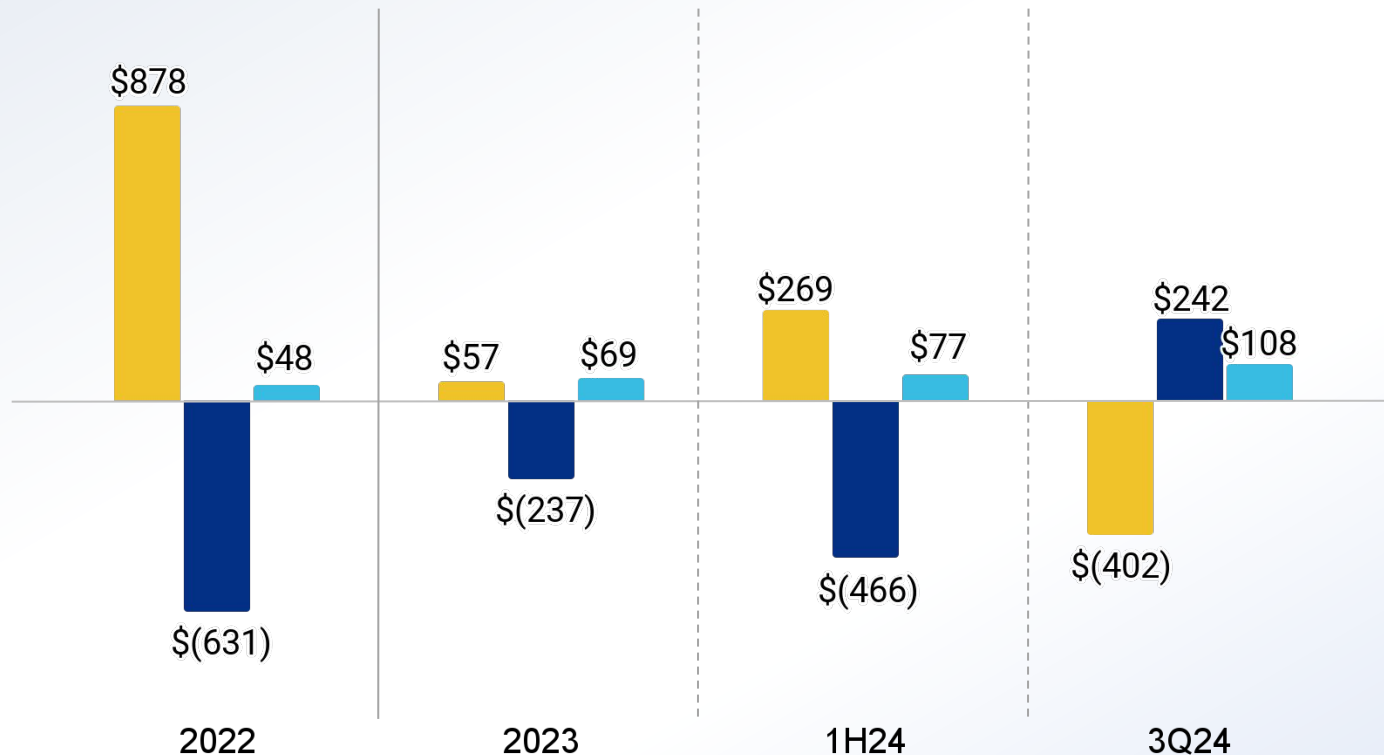
(4) Changes in fair value do not include realization of MSR cash flows (5) Considered in the assessment of MSR fair value changes

HEDGING APPROACH MODERATES THE VOLATILITY OF PFSI'S RESULTS

MSR Valuation Changes and Offsets

(\$ in millions)

- MSR fair value change before realization of cash flows
- Hedging and related gains (losses)
- Production pretax income

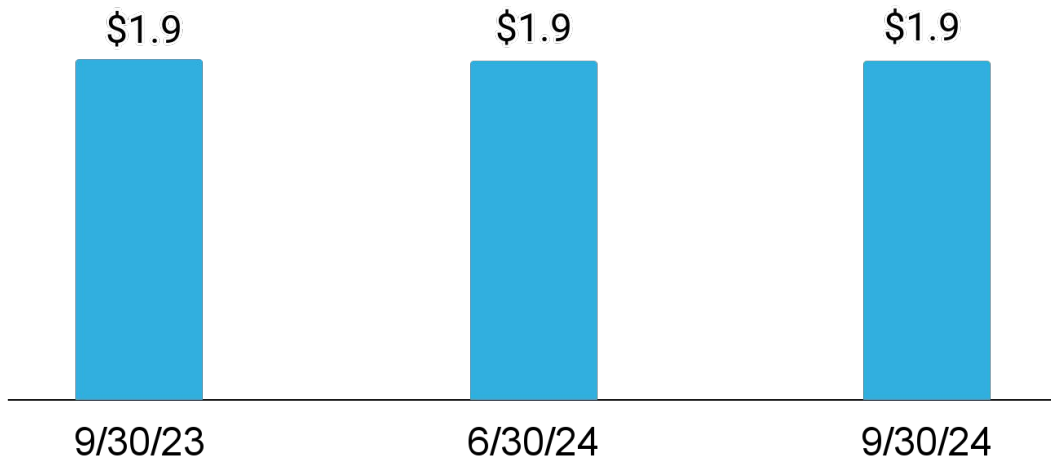


- PFSI seeks to moderate the impact of interest rate changes on the fair value of its MSR asset through a comprehensive hedging strategy that also considers production-related income
- In 3Q24, MSR fair value decreased due to lower market interest rates
- Hedging gains, excluding hedge costs, offset 78% of MSR fair value declines
 - Hedge costs were significantly elevated during the quarter given interest rate volatility and the inverted yield curve
- Production pretax income was \$108 million, up from \$41 million in the prior quarter

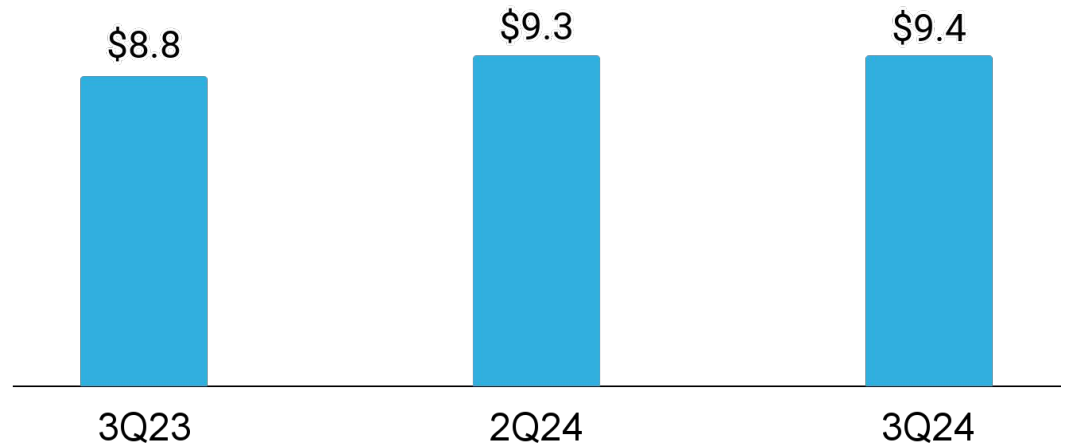
INVESTMENT MANAGEMENT SEGMENT HIGHLIGHTS

- Net AUM as of September 30, 2024 were \$1.9 billion, essentially unchanged from June 30, 2024 and September 30, 2023
- Investment Management segment revenues were \$9.4 million, essentially unchanged from 2Q24 and up 7% from 3Q23

Investment Management AUM
(\$ in billions)

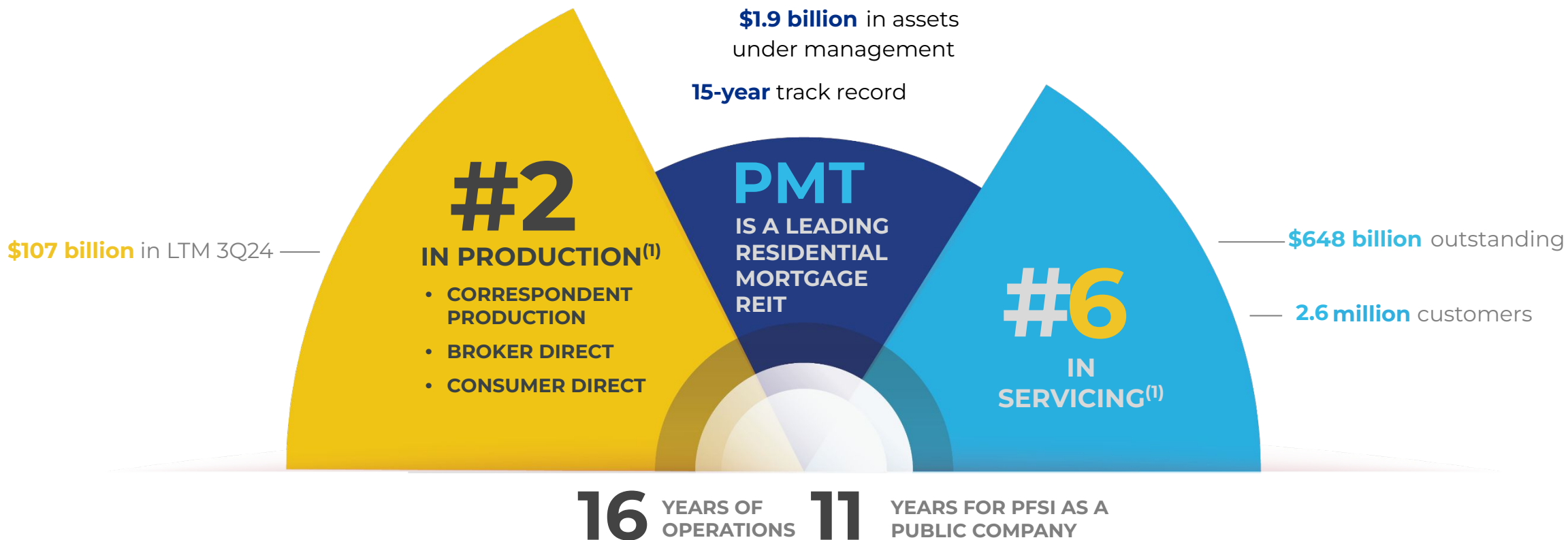


Investment Management Revenues
(\$ in millions)



▼ APPENDIX

ESTABLISHED LEADER WITH SUBSTANTIAL LONG-TERM GROWTH POTENTIAL



Note: All figures are for PFSI and include volume fulfilled or subserviced for PMT; all figures are as of 9/30/24 unless otherwise noted

(1) Inside Mortgage Finance for the 12 months ended 6/30/24 or as of 6/30/24

OVERVIEW OF PENNYMAC FINANCIAL'S BUSINESSES

LOAN PRODUCTION

Correspondent aggregation of newly originated loans from third-party sellers

Fulfillment fees for PMT's delegated conventional loans

PFSI earns gains on all loan production with the exception of loans fulfilled for PMT

Broker direct and consumer direct origination of conventional and government-insured loans

LOAN SERVICING

Servicing for owned MSR's and subservicing for MSR's owned by PMT

Major loan servicer for Fannie Mae, Freddie Mac and Ginnie Mae

Industry-leading capabilities in special servicing

Organic growth results from loan production, supplemented by MSR acquisitions and PMT investment activity

INVESTMENT MANAGEMENT

External manager of PMT, which invests in mortgage-related assets:

GSE credit risk transfer investments

MSR investments

Investments in agency MBS, senior non-agency MBS and asset-backed securities

Synergistic partnership with PMT

Complex and highly regulated mortgage industry requires effective governance, compliance and operating systems
Operating platform has been developed organically and is highly scalable
Commitment to strong corporate governance, compliance and risk management since inception
PFSI is well-positioned to navigate the current market and regulatory environment

PFSI'S BALANCED BUSINESS MODEL IS A FLYWHEEL

Loan Production

2nd largest in the U.S. ⁽¹⁾

- Diversified business through correspondent, broker direct and consumer direct channels
- Correspondent and broker direct channels in particular allow PFSI to access purchase-money volume
- Lacks the fixed overhead of the traditional, retail origination model

Large volumes of production grow servicing portfolio

Loan Servicing

6th largest in the U.S. ⁽¹⁾

- Recurring fee income business captured over the life of the loan
- With higher interest rates, expected life of the loan increases resulting in a more valuable MSR asset
- Creates a natural hedge to production income

Customer base of 2.6 million drives leads for consumer direct

In both businesses, scale and efficiency are critical for success

TOP LENDER WITH COMPREHENSIVE AND EFFICIENT MULTI-CHANNEL PLATFORM

Significant and ongoing investments in mortgage-banking technology provide an exceptional loan origination experience for our customers and business partners



#2 producer of residential mortgage loans in LTM 2Q24⁽¹⁾

Scalable technology platform providing our consumers, brokers and correspondent partners with the liquidity, tools and products they need to succeed

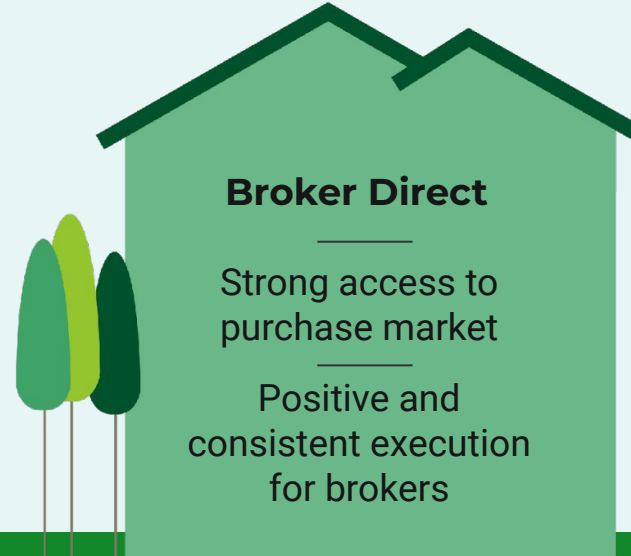
Multiple access points to the origination market with a proven ability to allocate resources towards channels with opportunity in the current environment



Correspondent

Strong access to purchase market

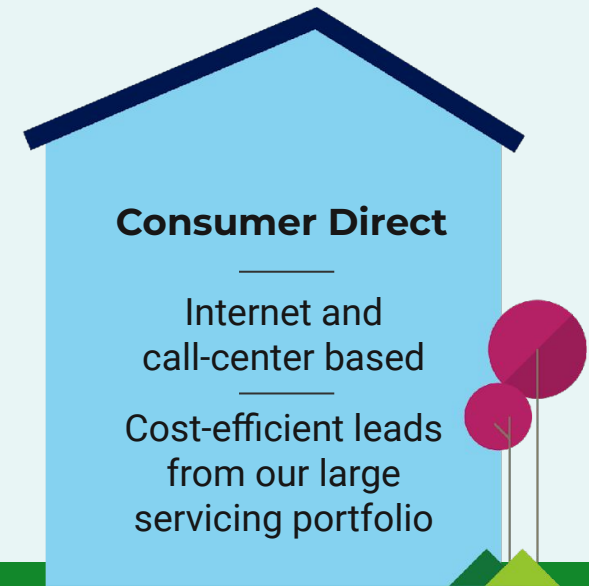
Drives organic servicing portfolio growth



Broker Direct

Strong access to purchase market

Positive and consistent execution for brokers



Consumer Direct

Internet and call-center based

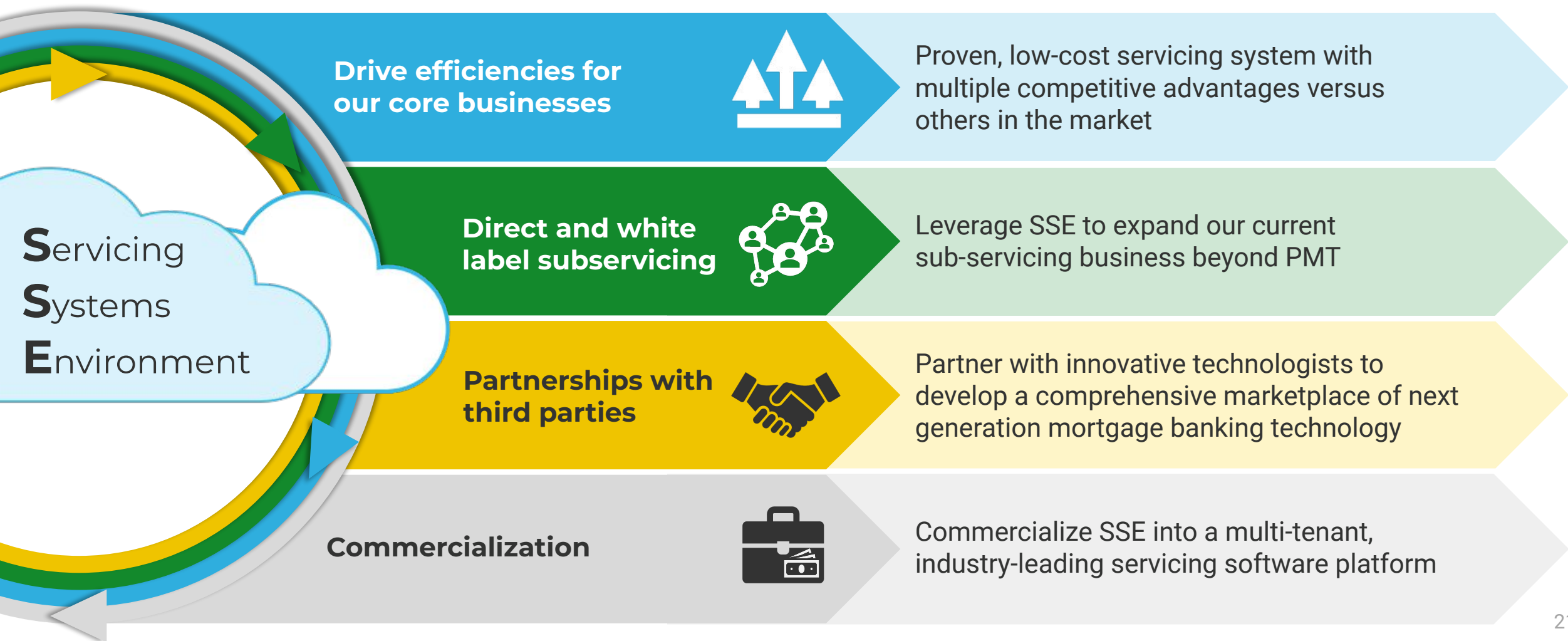
Cost-efficient leads from our large servicing portfolio

Centralized, cost-efficient fulfillment division supports all channels

(1) Inside Mortgage Finance; includes volumes fulfilled for PMT

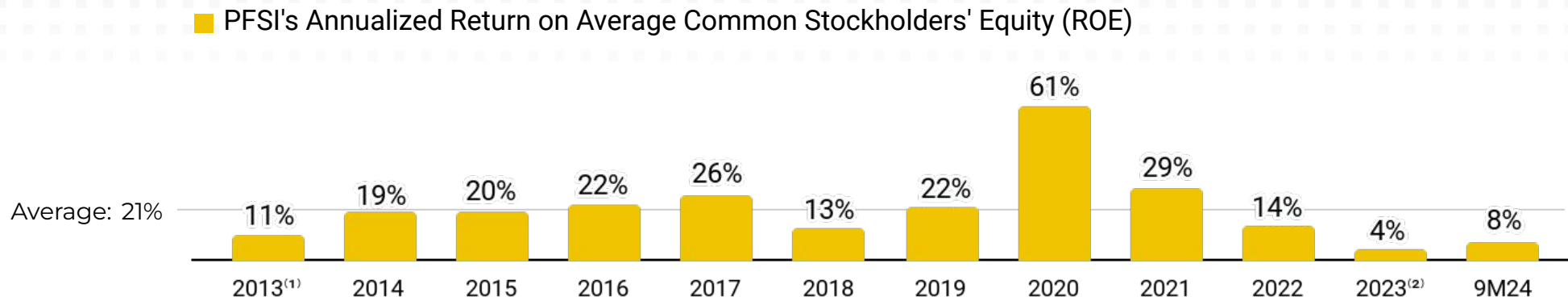
TECHNOLOGY INNOVATION TO UNLOCK ADDITIONAL STAKEHOLDER VALUE

With our SSE technology free and clear of any restrictions on use or development, we are actively exploring a continuum of potential opportunities with benefits for our many stakeholders

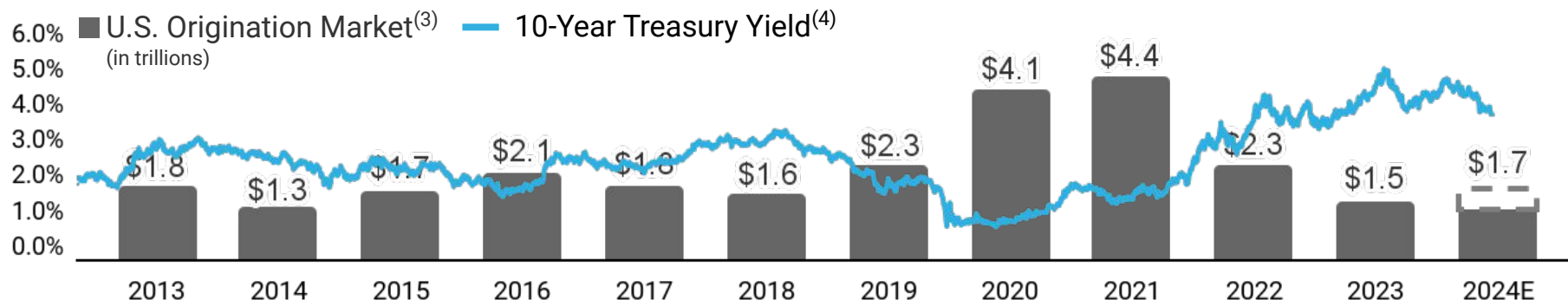


TRACK RECORD OF STRONG PERFORMANCE ACROSS MARKET ENVIRONMENTS

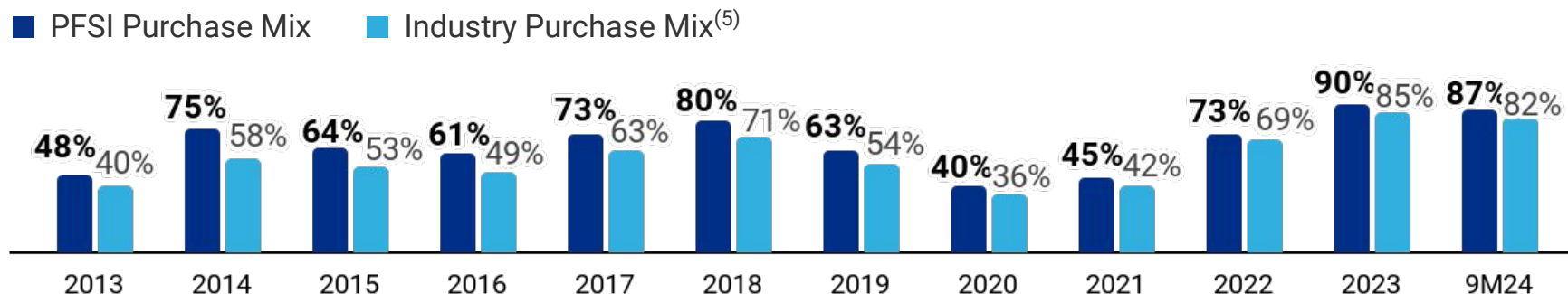
Proven ability to generate attractive ROEs...



...across different market environments...



...with a strong orientation towards purchase money mortgages.



(1) Represents partial year; initial public offering was May 8, 2013

(2) Adjusted return on equity was 7% excluding arbitration accrual of \$158 million and related tax impact

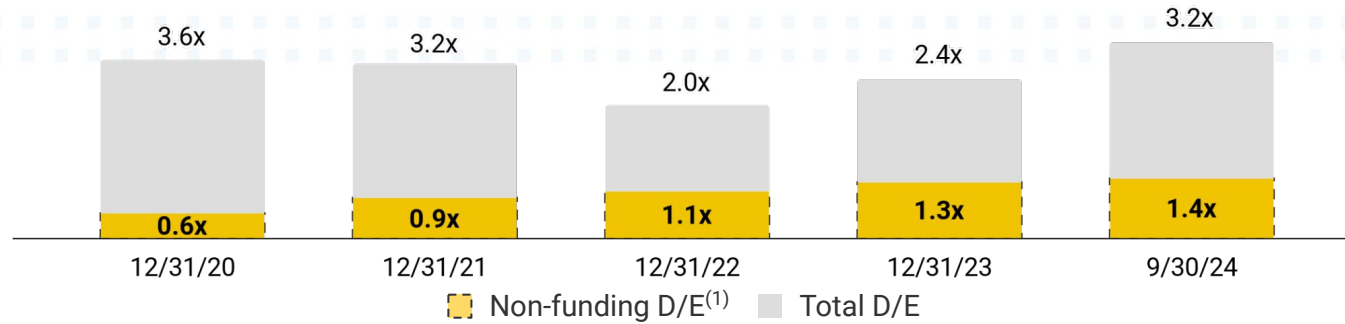
(3) Inside Mortgage Finance

(4) Bloomberg

(5) Inside Mortgage Finance for historical industry purchase mix, 3Q24 is an estimate of Mortgage Bankers Association (9/23/24) and Fannie Mae (10/10/24) forecasts

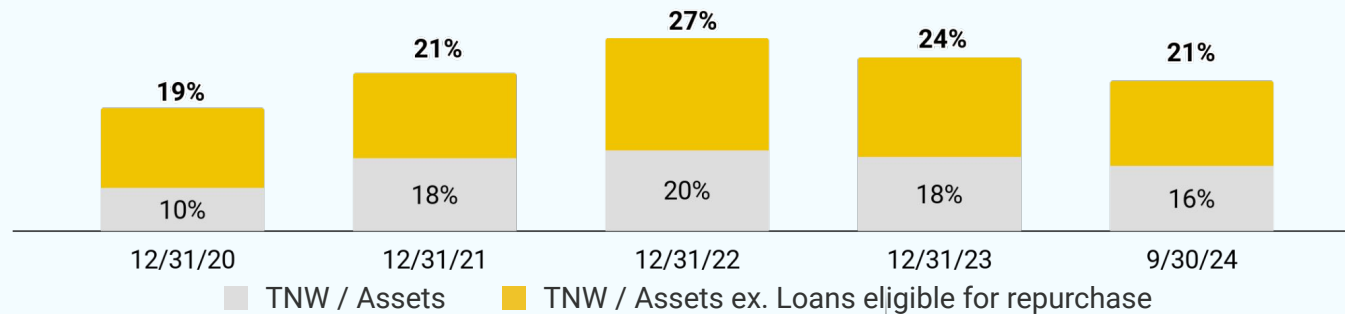
PFSI'S STRONG BALANCE SHEET AND DIVERSE CAPITAL STRUCTURES

Low Debt-to-Equity (D/E) Ratio



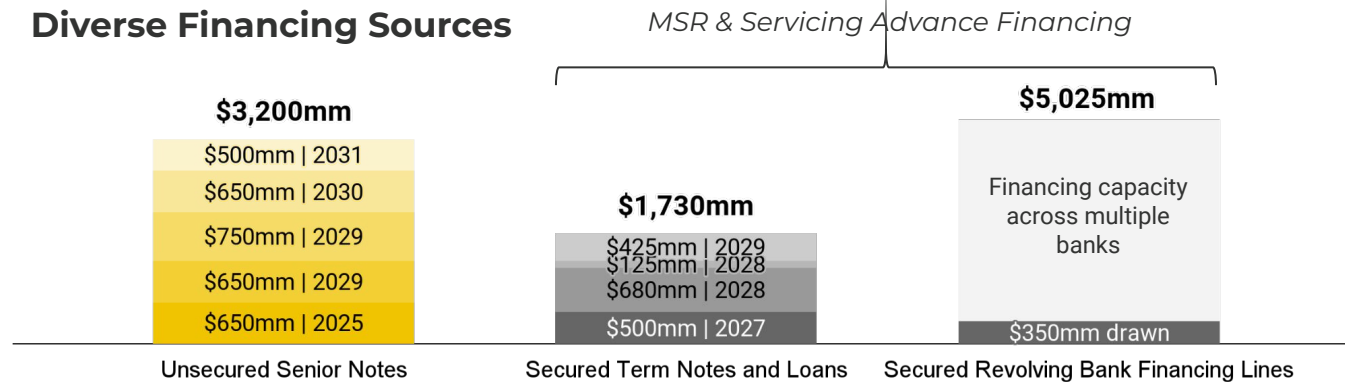
- Targeted debt-to-equity ratio near or below 3.5x with fluctuations largely driven by the origination environment or other market opportunities
- Targeted non-funding debt-to-equity ratio below 1.5x

High Tangible Net Worth (TNW)⁽²⁾/Assets



- High tangible net worth (TNW) / assets excluding loans eligible for repurchase

Diverse Financing Sources



- Unsecured senior notes provide low, fixed interest rates; first maturity in October 2025
- As of September 30, 2024 total liquidity including cash and amounts available to draw with collateral pledged was \$3.8 billion

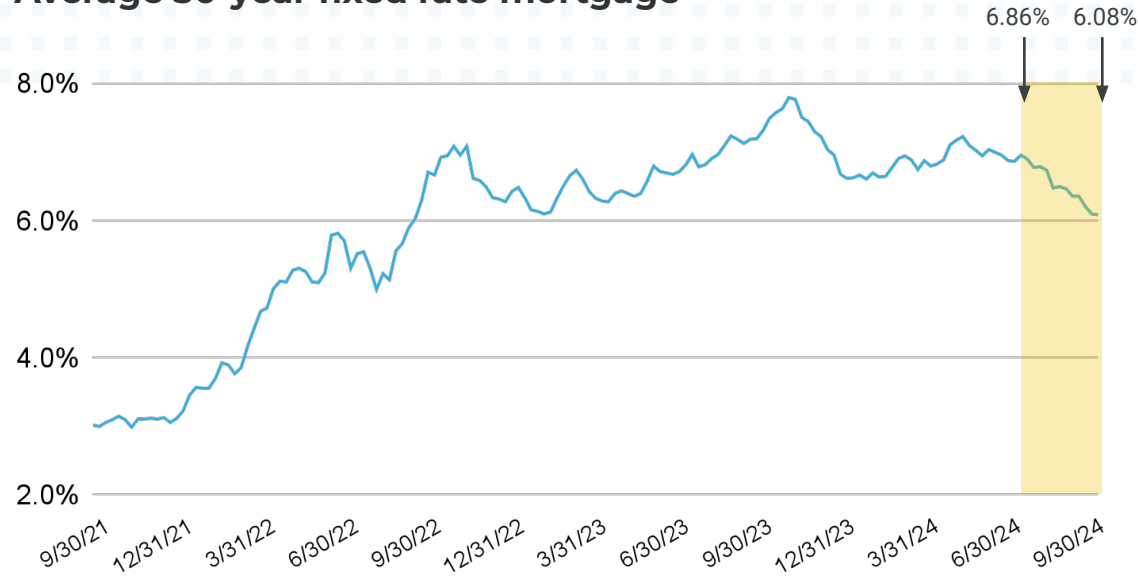
Note: All figures are as of September 30, 2024

(1) Non-funding debt includes face value of unsecured senior notes and notes payable secured by MSR, in addition to the amount drawn on the variable funding note

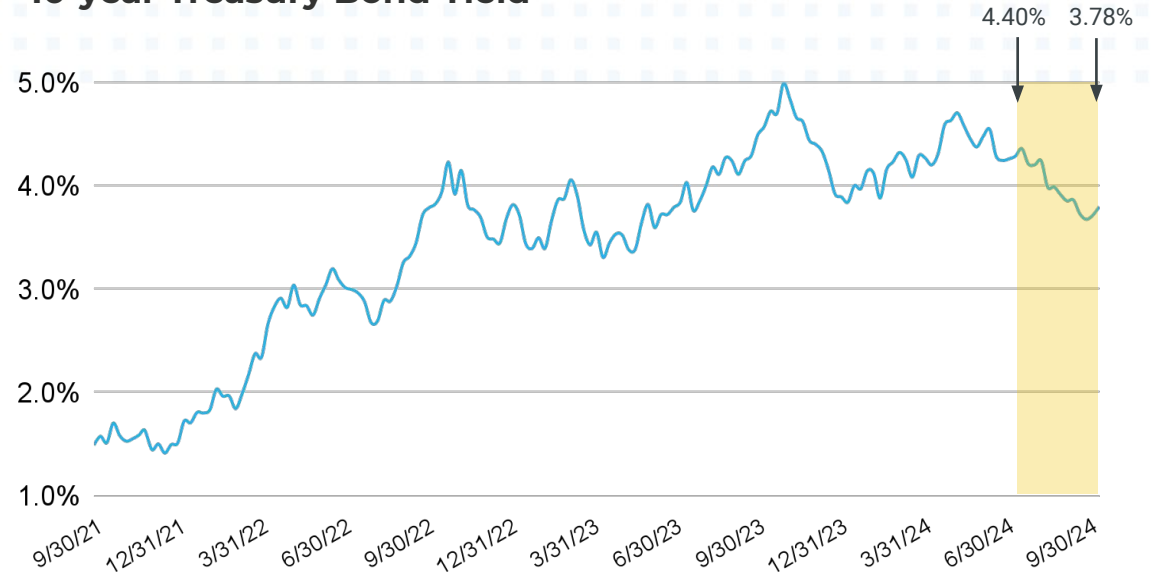
(2) Tangible net worth excludes capitalized software

CURRENT MARKET ENVIRONMENT AND MACROECONOMIC TRENDS

Average 30-year fixed rate mortgage⁽¹⁾



10-year Treasury Bond Yield⁽²⁾



Macroeconomic Metrics⁽³⁾

	9/30/23	12/31/23	3/31/24	6/30/24	9/30/24
10-year Treasury bond yield	4.6%	3.9%	4.2%	4.4%	3.8%
2/10 year Treasury yield spread	-0.5%	-0.4%	-0.4%	-0.4%	0.1%
30-year fixed rate mortgage	7.3%	6.6%	6.8%	6.9%	6.1%
Secondary mortgage rate	6.3%	5.3%	5.6%	5.8%	5.0%
U.S. home price appreciation (Y/Y% change)	4.1%	5.7%	6.5%	5.5%	5.0%
Residential mortgage originations (in billions)	\$405	\$315	\$325	\$435	\$470

Footnotes

(1) Freddie Mac Primary Mortgage Market Survey. 6.44% as of 10/17/24

(2) U.S. Department of the Treasury. 4.09% as of 10/17/24

(3) 10-year Treasury bond yield and 2/10 year Treasury yield spread: Bloomberg

Average 30-year fixed rate mortgage: Freddie Mac Primary Mortgage Market Survey
 Average secondary mortgage rate: 30-Year FNCL Par Coupon Index (MTGEFNCL), Bloomberg

U.S. home price appreciation: S&P CoreLogic Case-Shiller U.S. National Home Price NSA Index (SPCSUSA); data is as of 7/31/24

Residential mortgage originations are for the quarterly period ended; source: Inside Mortgage Finance

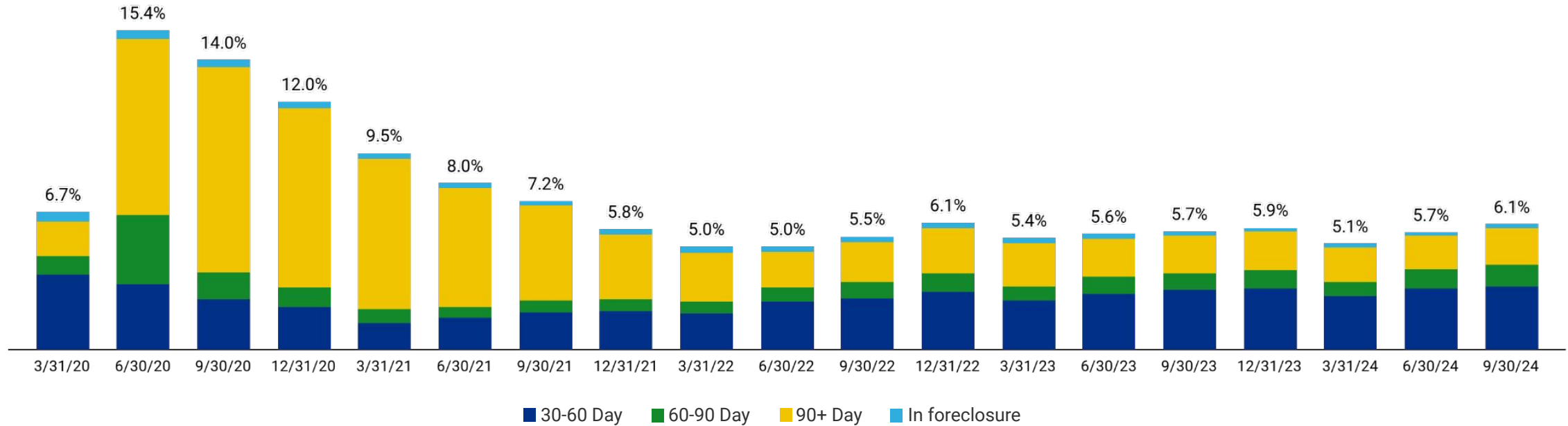
MSR ASSET VALUATION

September 30, 2024 Unaudited (\$ in millions)	Mortgage Servicing Rights
Pool UPB ⁽¹⁾	\$410,031
Weighted average coupon	4.4%
Weighted average servicing fee/spread	0.38%
Weighted average prepayment speed assumption (CPR)	9.1%
Fair value	\$7,752
As a multiple of servicing fee	4.9

(1) Excludes loans held for sale at fair value

DELINQUENCY TRENDS AND SERVICING ADVANCES OUTSTANDING

Historical Trends in Delinquency and Foreclosure Rates⁽¹⁾



- Overall mortgage delinquency rates increased from the prior quarter but remain within expected levels for a predominately government-insured or guaranteed loan portfolio
- Servicing advances outstanding for PFSI’s MSR portfolio were approximately \$331 million at September 30, 2024, essentially unchanged from June 30, 2024
 - No principal and interest advances are outstanding

(1) Owned MSR portfolio and includes loans acquired for sale at fair value; delinquency and foreclosure rates based on UPB; as of 9/30/24, the UPB of mortgage servicing rights owned by PFSI and loans held for sale totaled \$416 billion

PFSI'S OWNED MSR PORTFOLIO CHARACTERISTICS

As of September 30, 2024

Segment	UPB (\$ in billions) ⁽⁴⁾	% of Total UPB	Loan count (in thousands)	Note rate	Seasoning (months)	Remaining maturity (months)	Loan size (\$ in thousands)	FICO credit score at origination	Original LTV	Current LTV	60+ Delinquency (by UPB)
Government⁽¹⁾											
FHA	\$144.8	35.3%	699	4.4%	46	317	\$207	680	93%	68%	5.5%
VA	\$124.4	30.3%	455	3.8%	38	321	\$274	729	90%	69%	2.3%
USDA	\$20.8	5.1%	141	4.0%	57	307	\$148	699	98%	65%	5.3%
GSE											
FNMA	\$50.5	12.3%	162	4.9%	27	317	\$312	762	74%	61%	0.5%
FHLMC	\$62.8	15.3%	195	5.2%	21	325	\$321	758	75%	65%	0.5%
Other and Closed-End Seconds											
Other ⁽²⁾	\$5.6	1.4%	15	6.8%	11	348	\$366	771	74%	69%	0.2%
Closed-End Seconds ⁽³⁾	\$1.1	0.3%	14	10.1%	9	248	\$78	743	18%	17%	0.2%
Grand Total	\$410.1	100.0%	1,681	4.4%	37	319	\$244	719	87%	67%	3.1%

Note: Figures may not sum due to rounding

(1) Government loans include loans securitized in Ginnie Mae pools as well as loans sold to private investors

(2) Other represents MSRs collateralized by conventional loans sold to private investors

(3) Loan-to-values for closed-end seconds include only the second lien balance

(4) Excludes loans held for sale at fair value

ACQUISITIONS AND ORIGINATIONS BY PRODUCT

Unaudited (\$ in millions)	3Q23	4Q23	1Q24	2Q24	3Q24
Correspondent Acquisitions					
Conventional Conforming - for PMT	\$ 2,759	\$ 2,477	\$ 1,769	\$ 2,195	\$ 5,851
Conventional Conforming - for PFSI	9,933	10,129	8,190	10,007	8,092
Government - for PFSI	8,848	11,011	8,167	10,301	11,788
Jumbo - for PMT	1	3	3	34	97
Total	\$ 21,541	\$ 23,620	\$ 18,128	\$ 22,537	\$ 25,829
Broker Direct Originations - for PFSI					
Conventional Conforming	\$ 1,591	\$ 1,560	\$ 1,524	\$ 2,059	\$ 1,844
Government	621	623	619	865	1,183
Jumbo	10	18	42	241	368
Closed-end second liens	-	-	9	15	28
Total	\$ 2,223	\$ 2,201	\$ 2,193	\$ 3,179	\$ 3,424
Consumer Direct Originations - for PFSI					
Conventional Conforming	\$ 378	\$ 264	\$ 265	\$ 374	\$ 365
Government	741	372	931	804	1,786
Jumbo	3	2	-	12	15
Closed-end second liens	199	226	204	257	278
Total	\$ 1,322	\$ 864	\$ 1,400	\$ 1,447	\$ 2,444
Total acquisitions / originations	\$ 25,085	\$ 26,685	\$ 21,721	\$ 27,163	\$ 31,696
UPB of loans fulfilled for PMT (included in correspondent acquisitions)	\$ 2,760	\$ 2,480	\$ 1,772	\$ 2,229	\$ 5,948

INTEREST RATE LOCKS BY PRODUCT

Unaudited (\$ in millions)	3Q23	4Q23	1Q24	2Q24	3Q24
Correspondent Locks					
Conventional Conforming - for PMT	\$ 3,493	\$ 2,737	\$ 2,472	\$ 2,602	\$ 7,373
Conventional Conforming - for PFSI	10,333	9,977	8,614	9,914	8,229
Government - for PFSI	10,063	11,197	8,467	11,100	12,448
Jumbo - for PMT	2	5	10	90	253
Total	\$ 23,891	\$ 23,916	\$ 19,563	\$ 23,706	\$ 28,304
Broker Direct Locks - for PFSI					
Conventional Conforming	\$ 2,146	\$ 1,910	\$ 2,234	\$ 2,559	\$ 2,533
Government	828	844	989	1,266	2,039
Jumbo	15	30	116	433	720
Closed-end second liens	-	3	14	29	43
Total	\$ 2,989	\$ 2,787	\$ 3,352	\$ 4,287	\$ 5,335
Consumer Direct Locks - for PFSI					
Conventional Conforming	\$ 559	\$ 371	\$ 474	\$ 551	\$ 785
Government	817	887	1,338	1,698	3,972
Jumbo	5	3	12	21	26
Closed-end second liens	326	335	328	428	435
Total	\$ 1,707	\$ 1,597	\$ 2,152	\$ 2,698	\$ 5,218
Total locks	\$ 28,586	\$ 28,300	\$ 25,068	\$ 30,691	\$ 38,856

CREDIT CHARACTERISTICS BY ACQUISITION/ORIGINATION PERIOD

Correspondent

	Weighted Average FICO				
	3Q23	4Q23	1Q24	2Q24	3Q24
Government-insured	712	714	719	715	715
Conventional	762	762	765	765	770

	Weighted Average DTI				
	3Q23	4Q23	1Q24	2Q24	3Q24
Government-insured	45	46	44	44	44
Conventional	38	39	38	38	38

Broker Direct

	Weighted Average FICO				
	3Q23	4Q23	1Q24	2Q24	3Q24
Government-insured	711	715	723	714	716
Conventional	761	763	762	764	765

	Weighted Average DTI				
	3Q23	4Q23	1Q24	2Q24	3Q24
Government-insured	46	47	46	46	46
Conventional	39	39	39	39	38

Consumer Direct

	Weighted Average FICO				
	3Q23	4Q23	1Q24	2Q24	3Q24
Government-insured	683	674	688	692	702
Conventional	743	747	746	747	752

	Weighted Average DTI				
	3Q23	4Q23	1Q24	2Q24	3Q24
Government-insured	45	45	45	45	45
Conventional	38	38	38	39	38

RECONCILIATION OF GAAP NET INCOME TO ADJUSTED EBITDA

(\$ in millions)	3Q23	2Q24	3Q24
Net income	\$ 92.9	\$ 98.3	\$ 69.4
Provision for income taxes	33.9	35.6	24.6
Income before provision for income taxes	126.8	133.9	93.9
Depreciation and amortization	13.2	14.2	13.8
Decrease (increase) in the fair value of MSR and MSLs due to changes in valuation inputs used in the valuation model	(398.9)	(99.4)	402.4
Hedging (gains) losses associated with MSR	423.7	171.8	(242.1)
Stock-based compensation	8.8	(2.2)	18.9
Non-recurring items	-	(12.5)	-
Interest expense on corporate debt and capital lease	\$ 23.9	\$ 44.0	\$ 51.1
Adjusted EBITDA	\$ 197.5	\$ 249.7	\$ 338.1

RECONCILIATION OF GAAP ITEMS TO NON-GAAP ITEMS

Reconciliation of GAAP net income (loss) to operating net income and annualized operating return on equity

(\$ in millions)	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24
Net income (loss)	\$ 58.3	\$ 92.9	\$ (36.8)	\$ 39.3	\$ 98.3	\$ 69.4
Decrease (increase) in the fair value of MSR and MSLs due to changes in valuation inputs used in the valuation model	(118.9)	(398.9)	370.7	(170.0)	(99.4)	402.4
Hedging (gains) losses associated with MSR	155.1	423.7	(294.8)	294.6	171.8	(242.1)
Non-recurring items	-	-	158.4	1.6	(12.5)	-
Tax impacts of adjustments ⁽¹⁾	9.7	6.7	62.9	33.9	16.1	43.1
Operating net income	\$ 84.8	\$ 111.0	\$ 134.5	\$ 131.7	\$ 142.1	\$ 186.7
Average stockholders' equity	\$ 3,440.9	\$ 3,517.5	\$ 3,555.4	\$ 3,552.3	\$ 3,614.2	\$ 3,694.8
Annualized operating return on equity	10%	13%	15%	15%	16%	20%

Reconciliation of GAAP servicing pretax income (loss) to servicing pretax income net of valuation related changes and non-recurring items

(\$ in millions)	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24
Servicing pretax income (loss)	\$ 46.5	\$ 101.2	\$ (95.5)	\$ 4.9	\$ 88.5	\$ (14.6)
Decrease (increase) in the fair value of MSR and MSLs due to changes in valuation inputs used in the valuation model	(118.9)	(398.9)	370.7	(170.0)	(99.4)	402.4
Hedging (gains) losses associated with MSR	155.1	423.7	(294.8)	294.6	171.8	(242.1)
Non-recurring items	-	-	158.4	1.6	(12.5)	-
Provision for credit losses on active loans	(7.5)	(6.0)	5.7	(6.6)	0.6	5.7
Servicing pretax income net of valuation related changes and non-recurring items	\$ 75.3	\$ 120.0	\$ 144.4	\$ 124.7	\$ 149.0	\$ 151.4

Note: Figures may not sum due to rounding
(1) Assumes a tax rate of 26.85%

