



**MGIC**

# **Goldman Sachs US Financial Services Conference**

**December 10, 2014**



**MGIC Investment Corporation (NYSE: MTG)**



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 contains forward looking statements. Our actual results could be affected by the risk factors that appear at the end of this presentation. These risk factors may also cause actual results to differ materially from the results contemplated by 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 presented.

# Private Mortgage Insurance Is Prepared for the Future

MGIC



## Tested

- In a home price decline worse than the Great Depression, mortgage insurers served their role as the absorber of first-loss risk, paying over \$47 billion in claims since 2007

## Strengthened

- \$6.5 billion new capital raised by existing companies beginning in 2007
- \$1.4 billion new capital raised by new entrants
- Reinsurance transactions

## Building for the Future

- New Master Policy
- New Capital Models



## ✓ Who we are

- The nation's oldest private mortgage insurer, with insurance in force of \$162.4 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 low-down-payment mortgages
- Provide **long term** credit enhancement options to investors in mortgages

## ✓ What we are focused on

- Maximizing the amount of new business written while maintaining rational underwriting guidelines and pricing for appropriate returns for the credit risk undertaken
- Mitigating losses in a professional and responsible manner
- Maintaining or improving industry leading cost advantage



# MGIC Investment Corporation

## YTD 2014 Update




	9 Months Ending		% Change y/o/y
	Sep-13	Sep-14	
(All Amounts Show n in Millions Except Where Indicated)			
NIW (billions)	\$ 23.1	\$ 23.9	3.5%
Net Premium Written	\$ 719	\$ 654	-9.0%
Total Revenues	\$ 787	\$ 701	-10.9%
Incurred Losses	\$ 643	\$ 379	-41.0%
Net Income (Loss)	\$ (48)	\$ 178	
Paid Losses	\$ 1,316	\$ 906	-31.2%
Default Inventory (# of Units)	111,587	83,154	-25.5%
Investments (incl. Cash and Cash Equivalents)	\$ 5,539	\$ 4,891	-11.7%
Loss Reserves (1)	\$ 3,410	\$ 2,556	-25.0%

### Key Operating Metrics

Loss Ratio (%)	89.7	60.1
Expense Ratio (%)	17.9	15.0
Statutory Risk to Capital - MGIC	20.0:1	15.0:1
Insurance in Force (billions)	159.2	162.4
Persistency %	78.3	82.8

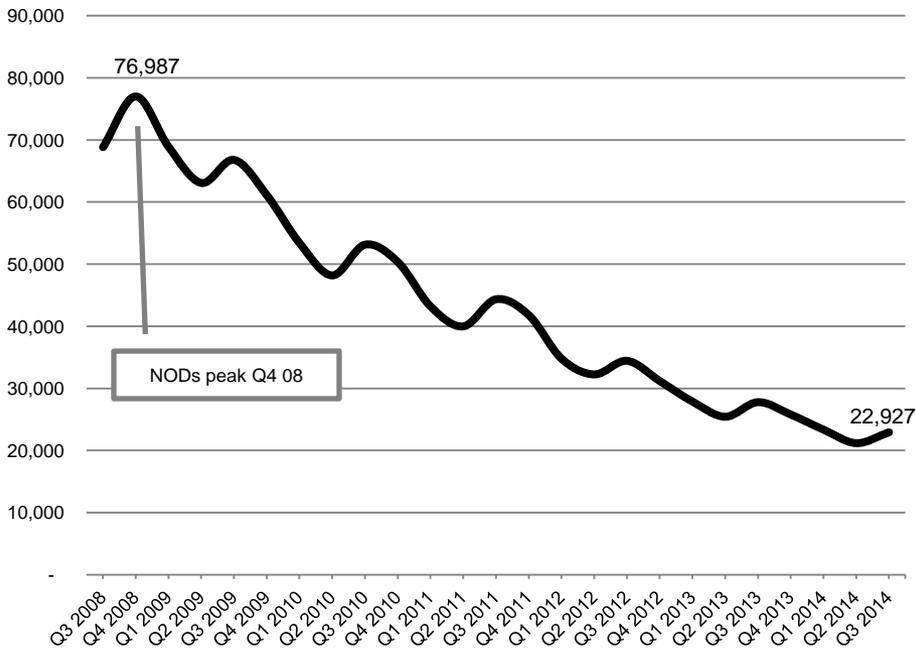
- ✓ YTD 2014 market share 19.5%
  - 85% Monthly Premiums
- ✓ NIW up 3.5%
- ✓ Incurred losses down 41% y/o/y
- ✓ Paid losses down 31% y/o/y
- ✓ Default inventory down 25% y/o/y
- ✓ Improved persistency
- ✓ \$4.9 billion cash and investments (including \$517 million at holding company)

(1) Loss reserves include the premium deficiency reserve.

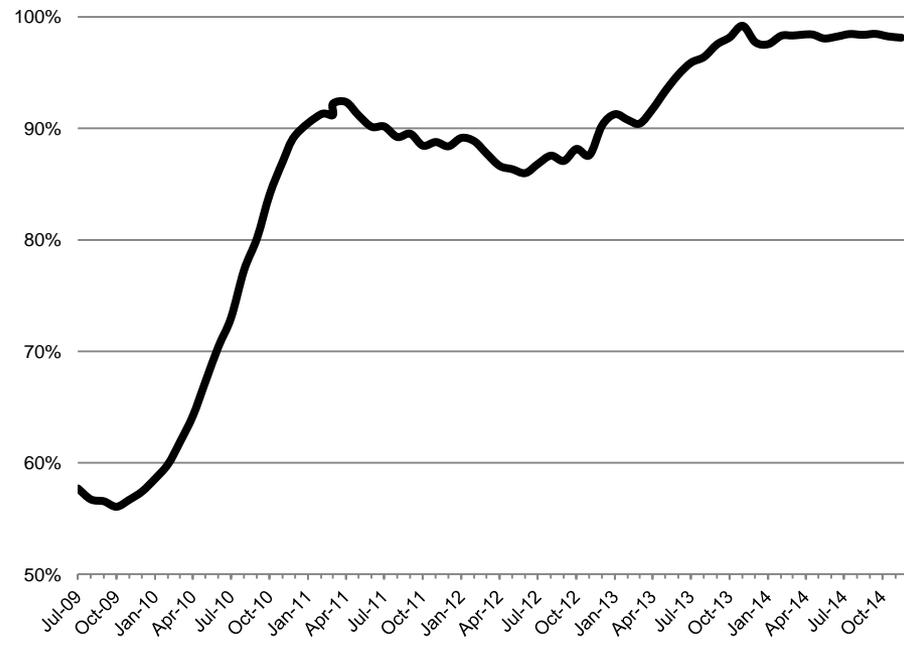
# Improved Credit Performance



Quarterly New Notices



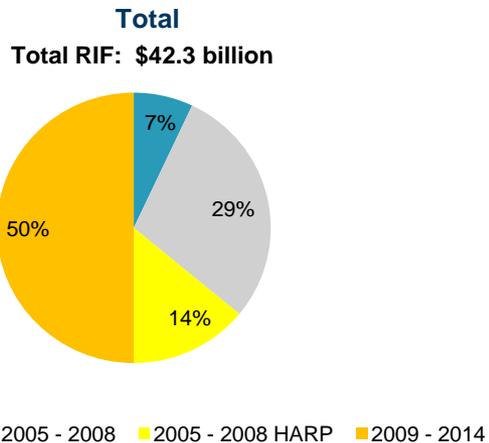
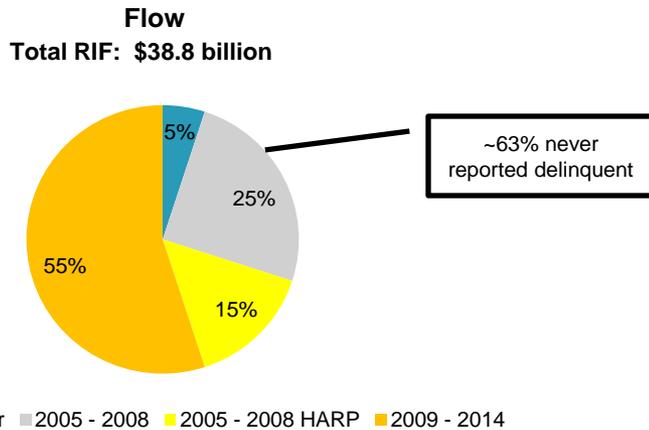
Trailing 12 Month Cure/Default Ratio



Note: Trailing 12 month cure/default ratio is the average of the last 12 months' ratios of cures/new notices of default

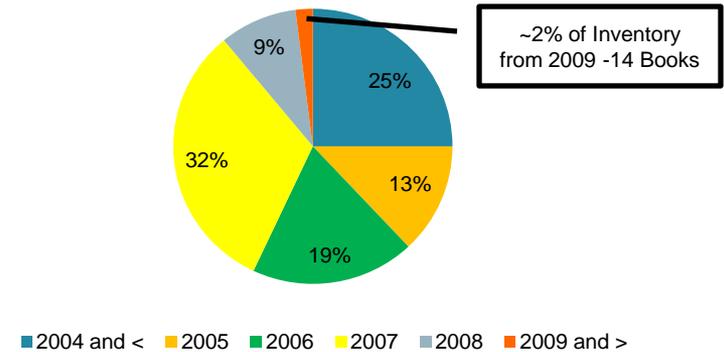


## Primary Risk in Force as of 09/30/2014

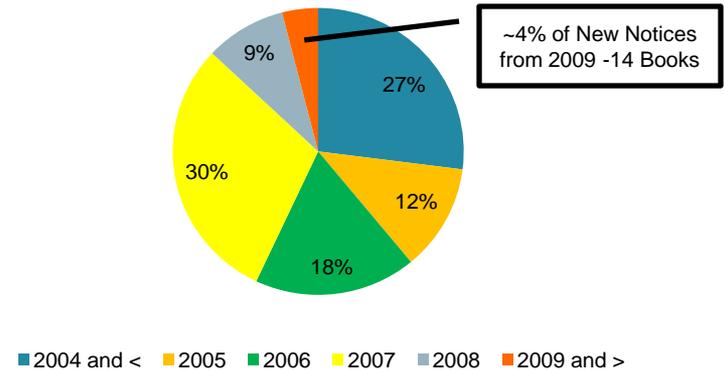


## Performance Statistics

### Primary Delinquent Inventory Q3 2014



### New Notices Received in Q3 2014

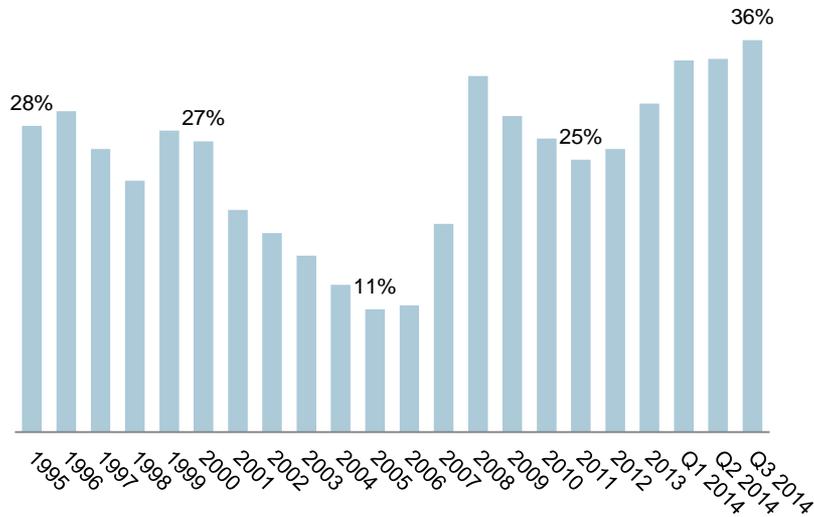


Source: Company data

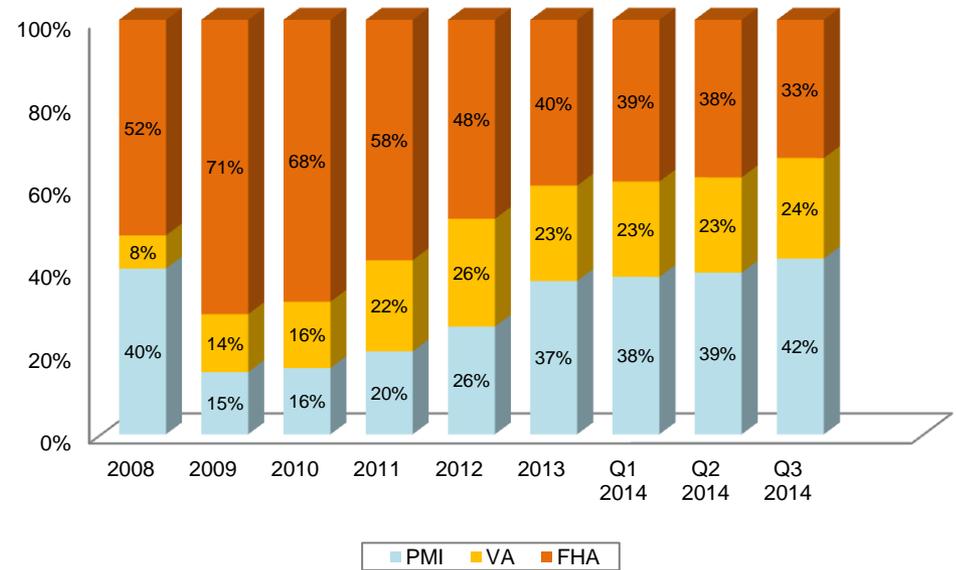
Note: Includes bulk in force, which has been in run-off since 2008.



### Insured Loans as % of Total Market <sup>(1)</sup>



### Low Down Payment MI Market Share <sup>(2)</sup>



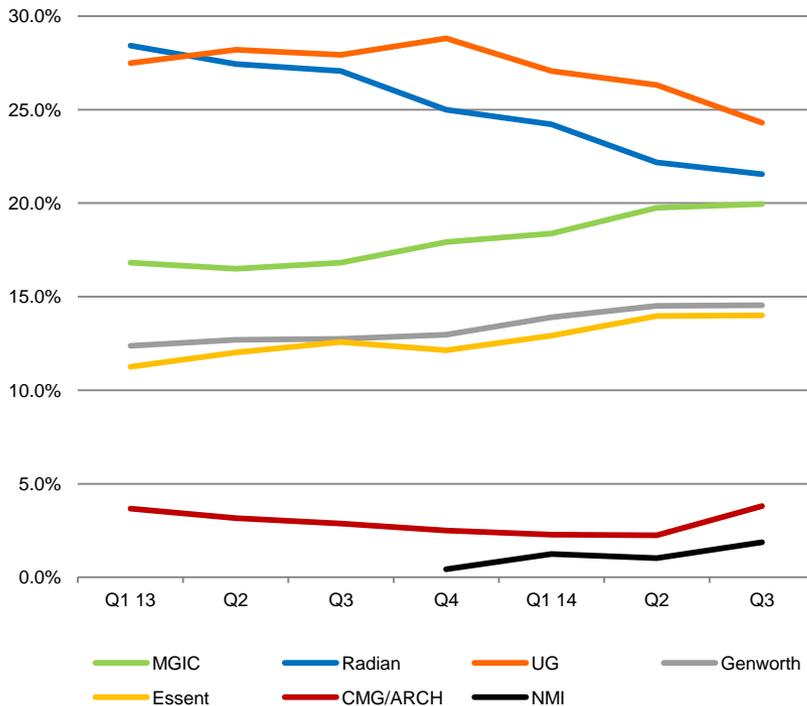
1) Insured loans equals the total dollar volume of PMI, FHA and VA insurance issued in that period as a percentage of total originations for the same period as reported by Inside Mortgage Finance  
 2) Source: Inside Mortgage Finance

# MGIC is Growing Share While Maintaining Cost Advantages

MGIC

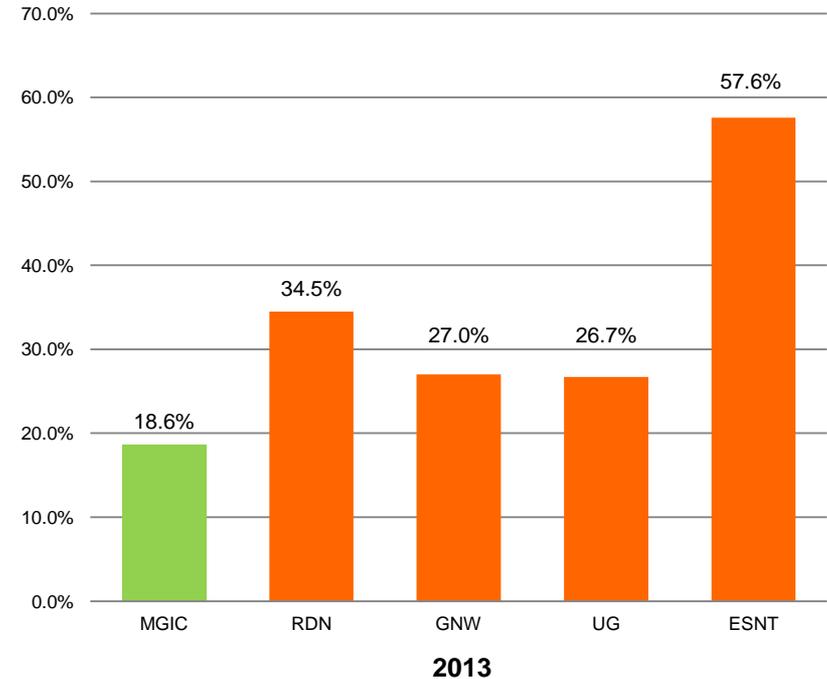


Industry Market Share <sup>(1)</sup>



MGIC NIW \$30.2 billion  
YTD as of November 30, 2014

Highly Efficient and Low Cost Platform <sup>(2)</sup>



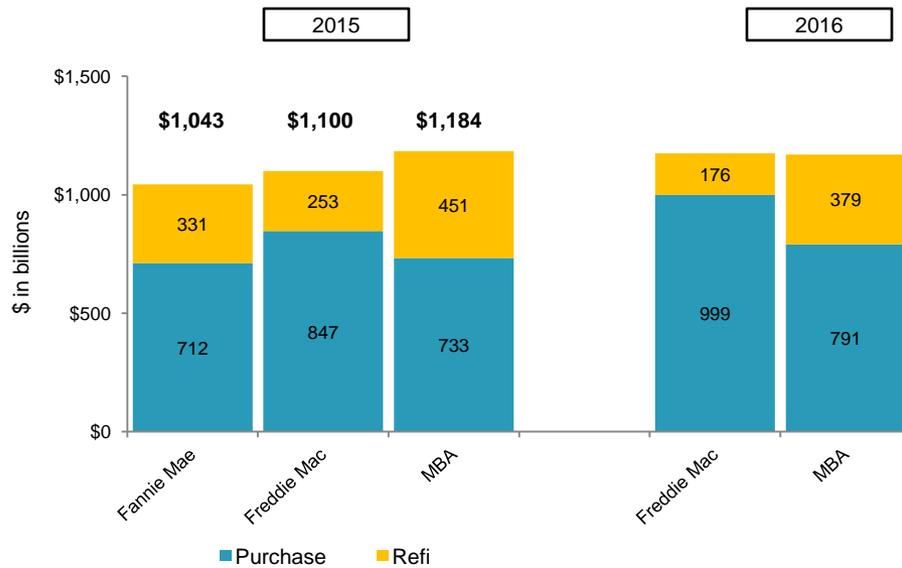
MGIC Expense Ratio 15.0%  
YTD as of September 30, 2014

1) Company data and Inside Mortgage Finance, excludes HARP

2) Expense Ratio is full year 2013; for RDN, ESNT, GNW and UG, the expense ratio is for MI business only from company filings



## Origination Forecasts



- ✓ Housing remains affordable
- ✓ 2015 origination forecasts range from \$1.0 to \$1.2 trillion
- ✓ Good environment for Private MI

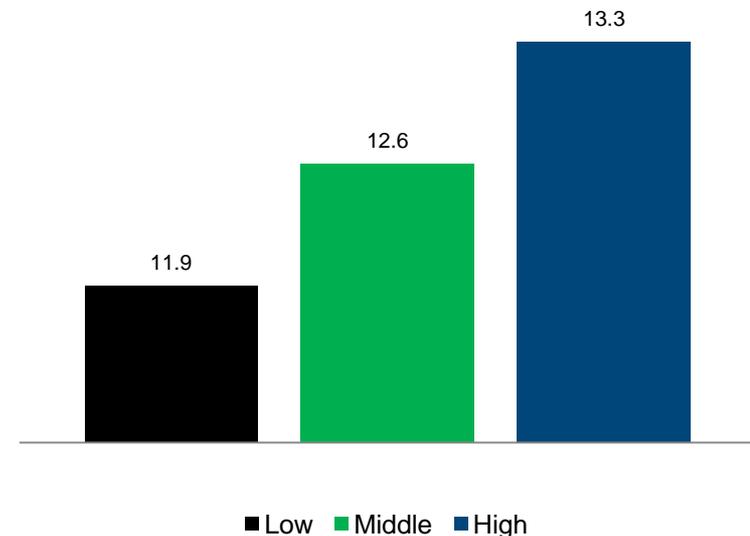


- ✓ Pent up demand
  - ✓ Household formations slowed between 2007 and 2012
- ✓ Forecasts estimate that between 1.1 – 1.3 million households will be formed annually through 2024
- ✓ Majority of growth from minority groups
  - ✓ By 2025, minorities will make up 36 percent of all US households and 46 percent of those aged 25–34, thus accounting for nearly half of the typical first-time homebuyer market.

- ✓ Millennials

## Growth Estimates

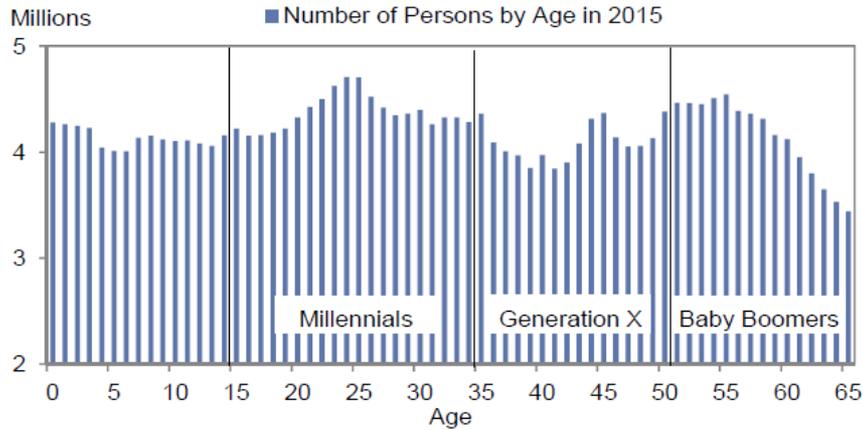
Average Annual # of New Households  
2014 – 2024  
(Millions)





## Millennials and Baby Boomers are the largest age cohorts

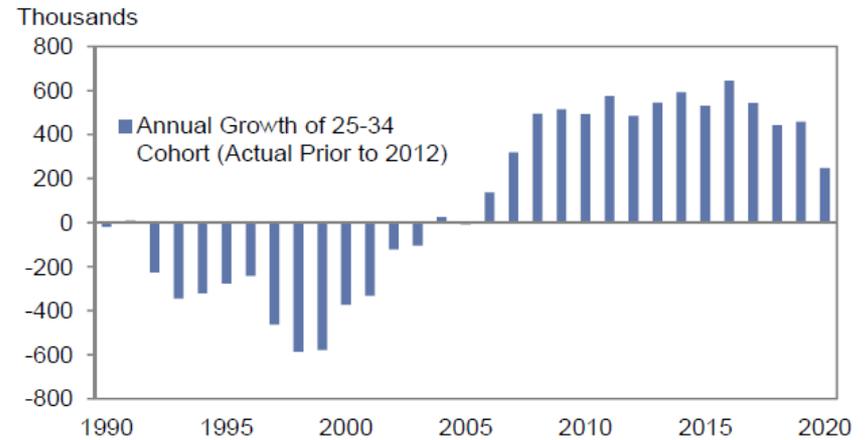
Number of persons by age in 2015



Source: Census Bureau.

## A large increase in the 25-34 year old cohort in coming years...

Annual growth of 25-34 year olds

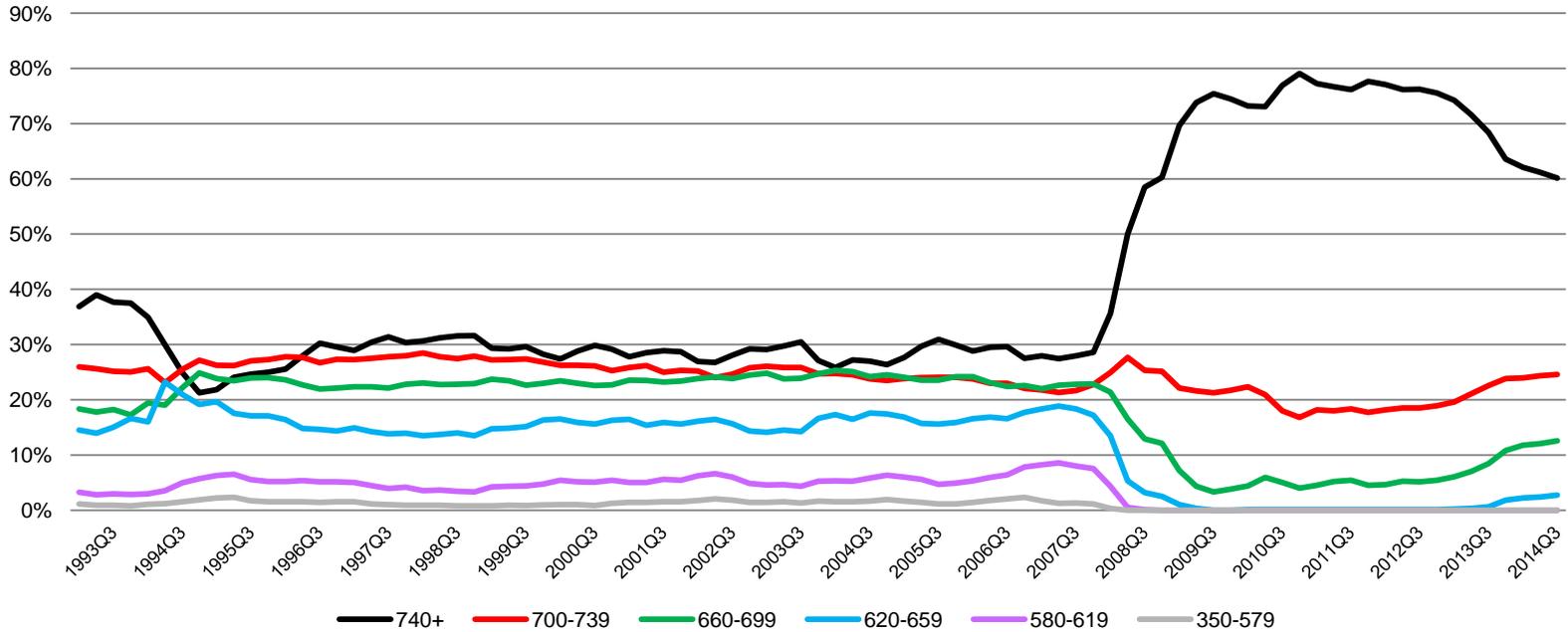


Source: Census Bureau.

# MI Has Historically Served First-Time Homebuyers and Lower Wealth Borrowers



**MGIC**  
**New Insurance Written**  
**FICO Distributions**  
**Flow Business Only**



Source: Company Data



- New Master Policy in effect
  - Standardization provides consistent terms of coverage
  - Standardization avoids pitfalls of side letters and negotiated arrangements
- PMIERS
  - MGIC recommended modifications would ensure balance between strong counterparty requirements and enable affordable access to credit for a broader segment of borrowers.
- Final risk retention rule and QRM definition
  - No adverse impacts anticipated in QM market over short/mid-term time horizon
  - Non-QM participation by MGIC may be impacted by final PMIERS
- NAIC
  - Expected to propose revised capital requirements (timing unknown at this time)



- **Financial position**

- \$1.6 billion of statutory capital
- 2009 – 2014 or “new” books are very profitable
  - New books plus HARP comprises ~2/3 of Primary RIF
- Losses abating on 2005 – 2008 books
- New notices and total delinquent inventory continuing to decline
- Improving cure rates

- **Established market player in a proven industry**

- Recapture of share within industry
  - Market share 19.5% 1<sup>st</sup> 9 months of 2014
- Lowest expense ratio
- Experienced sales and underwriting organization
- ~3,000 lenders purchased insurance from MGIC in 2013

- **Significant growth opportunities**

- Purchase market remains strong/Pent up demand
- Need and demand for low down-payment lending
- Industry gaining share from FHA
- Emerging Non-QM market
- Risk sharing with GSEs, FHA, and VA

- **Regulatory environment**

- Pending new eligibility criteria and model act
  - PMIERS
  - NAIC
- Congressional Activity
  - FHA
  - GSEs
- Risk retention and QRM rule finalized
- Increased emphasis on expanding access to credit

# Summary of Risk Factors

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*We may not continue to meet the GSEs' mortgage insurer eligibility requirements and our returns may decrease if we are required to maintain significantly more capital in order to maintain our eligibility.*

*State capital requirements may prevent us from continuing to write new insurance on an uninterrupted basis.*

*The amount of insurance we write could be adversely affected if the definition of Qualified Residential Mortgage results in a reduced number of low down payment loans available to be insured or 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.*

*The benefit of our net operating loss carryforwards may become substantially limited.*

*We are involved in legal proceedings and are subject to the risk of additional legal proceedings in the future.*

*Resolution of our dispute with the Internal Revenue Service could adversely affect us.*

*Because we establish loss reserves only upon a loan default 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 and are based on assumptions that are currently very volatile, 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.*

*Loan modification and other similar programs may not continue to provide benefits to us and our losses on loans that re-default can be higher than what we would have paid had the loan not been modified.*

*If the volume of low down payment home mortgage originations declines, the amount of insurance that we write could decline, which would reduce our revenues.*

*Competition or changes in our relationships with our customers could reduce our revenues or increase our losses.*

# Summary of Risk Factors Continued

MGIC



*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.*

*The mix of business we write affects the likelihood of losses occurring, our Minimum Required Assets for purposes of the draft GSE Financial Requirements, and our premium yields.*

*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.*

*It is uncertain what effect the extended timeframes in the foreclosure process will have on us.*

*We are susceptible to disruptions in the servicing of mortgage loans that we insure.*

*If interest rates decline, house prices appreciate or mortgage insurance cancellation requirements change, the length of time that our policies remain in force could decline and result in declines in our revenue.*

*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.*

*Our debt obligations materially exceed our holding company cash and investments.*

*We could be adversely affected if personal information on consumers that we maintain is improperly disclosed.*

*Our Australian operations may suffer significant losses.*



# MGIC



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