





November 16, 2023

## **2023 Investor Day**



- Welcome to NMI Holdings, Inc. 2023 Investor Day
- Today's presentation is being delivered in person in New York City and simulcast on the web at <u>https://nmiholdingsinvestorday2023.gcs-web.com/</u>
- For those joining remotely, presentation materials have been made available online alongside the webcast and on our website at <u>https://ir.nationalmi.com/events-and-presentations</u>
- We will host a Q&A session following today's formal presentations and our webcast audience will have an opportunity to submit questions through the Q&A window on the webcast page
- A replay of today's meeting will be available on our website at <u>https://ir.nationalmi.com/events-and-presentations</u>



During the course of this 2023 Investor Day discussion, we may make comments about our expectations for the future. Actual results could differ materially from those contained in these forward-looking statements.

Additional information about the factors that could cause actual results or trends to differ materially from those discussed today can be found on page 80 of this presentation and on our website, or through our filings with the SEC, which are also on our website.

If, and to the extent, we make forward-looking statements, we do not undertake any obligation to update those statements in the future in light of subsequent developments. Further, no interested party should rely on the fact that the guidance of such statements is current at any time other than the time of this presentation.

Also note that we will refer to certain non-GAAP measures and provide a reconciliation to the most comparable measures under GAAP on pages 80 and 82 of this presentation, and on the investor relations section of our website.





Chairman's Message	Brad Shuster	Executive Chairman & Chairman of the Board
Strategic Outlook	Adam Pollitzer	<i>President &amp; Chief Executive Officer</i>
Customer Development	Norm Fitzgerald	Chief Sales Officer
Risk Management	Rob Smith	Chief Risk Officer
Financial Review	Ravi Mallela	Chief Financial Officer

#### **Questions & Answers**



#### Chairman's Message

Brad Shuster Executive Chairman and Chairman of the Board

## **Executive Management**



Highly experienced senior management team supported by a deep bench of talent



**Bradley Shuster** Executive Chairman, Chairman of the Board



Adam Pollitzer President and Chief Executive Officer



Norm Fitzgerald Chief Sales Officer



William Leatherberry General Counsel



**Ravi Mallela** Chief Financial Officer



Allison Miller Chief Human Resources Officer



**Robert Smith** Chief Risk Officer



Mohammad Yousaf EVP Operations and Information Technology





 Track record of standout success provides strong foundation

 Differentiated strategy provides unique opportunity in attractive market

 Poised to deliver continued long-term growth, returns and value

# **National**

Building significant value for shareholders and securing performance across all market cycles

#### 7

## **Founding Principles**

- Help qualified borrowers achieve the
   Dream of Home Ownership
- Be a Credible and Durable Counterparty for our customers and policyholders
- Deliver a Great Customer Experience through people and technology
- Manage Risk to ensure strong performance across all market cycles
- Create a Winning Culture that allows us to attract and retain the very best talent
- Generate sustainable Strong Mid-Teens Returns for our shareholders







## **Track Record of Success**



#### > Performance-driven culture

- Winning with customers
- > Building high-quality portfolio
- Strong financial results

Award Winning Culture



## **Track Record of Success**

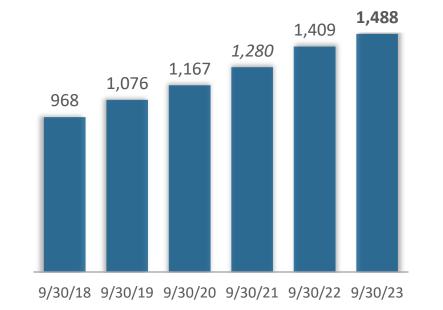
Performance-driven culture

### > Winning with customers

Building high-quality portfolio

Strong financial results

— Active Customer Relationships —





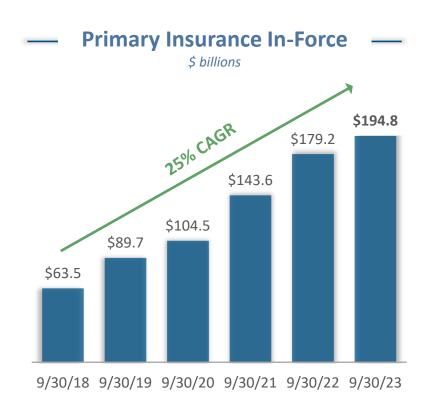
## **Track Record of Success**

Performance-driven culture

Winning with customers

> High-quality portfolio

Strong financial results





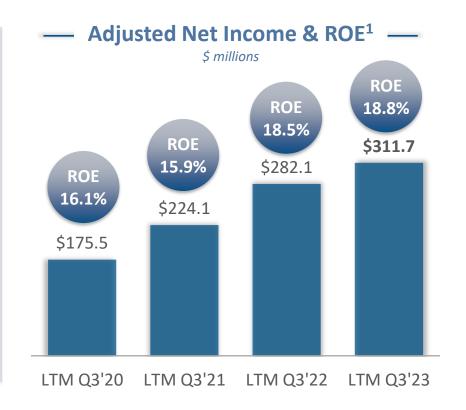


Performance-driven culture

Winning with customers

> Building high-quality portfolio

#### > Strong financial results



<sup>1</sup>Adjusted net income and adjusted return on equity are non-GAAP measures. For a reconciliation to the most comparable GAAP measures, refer to the Appendix, or the investor relations section of the company's website at <u>www.nationalmi.com</u>

### Differentiated Strategy Drives Long-Term Growth and Value





### **Poised for Continued Success**



Track record of standout success



Past success provides foundation for future performance

Differentiated strategy in attractive market



Uniquely positioned to capitalize on long-term private MI opportunity

Poised to deliver continued growth, returns and value

Delivering returns, book value growth and shareholder value



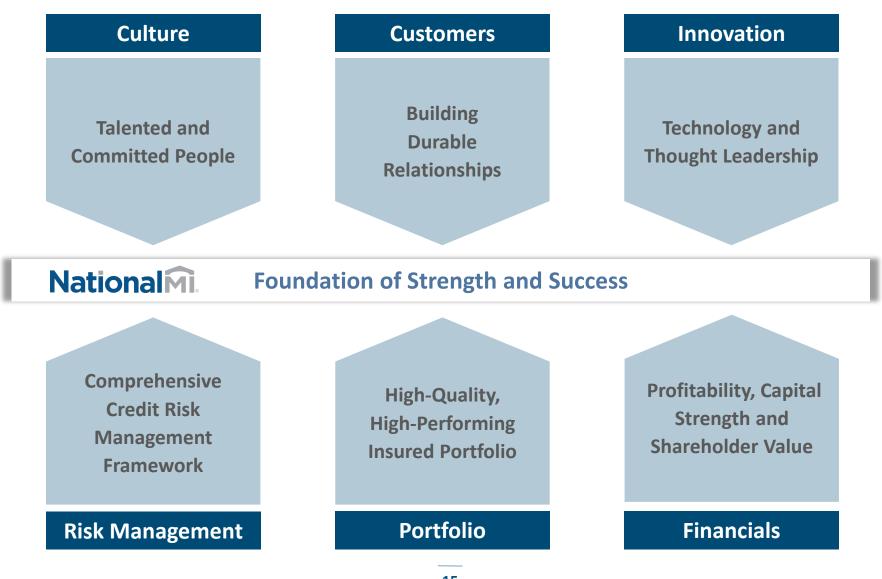
#### Strategic Outlook:

### Leveraging our Core Strengths to Deliver Differentiated Performance

Adam Pollitzer President & Chief Executive Officer

### National MI: Leading the Private MI Market





### **Focus on Corporate Culture**



Lead with <u>Mission</u>, <u>Values and Purpose</u>

- > 239 engaged, motivated employees
- Corporate culture a key differentiator





## **Commitment to Sustainability**



#### Environmental

- Corporate HQ LEED Gold Certified
- 😤 Minimal carbon footprint
  - Financial services business
  - Distributed workforce
  - 100% green energy data center
- Sustainable operational practices

#### Social

- Serve social purpose providing pathways to homeownership
- Supported >1.6 million borrowers (to date)
- Community presence and commitment to giving back
- Focus on diversity, equity and inclusion

#### Governance

#### Board of Directors

- Lead Independent Director
- 8 of 10 are independent
- 4 of 10 identify as women, minority or LGBTQ+
- Formal Board oversight of ESG matters
- Robust compliance, risk management and data security framework

#### Recognized for eight years straight



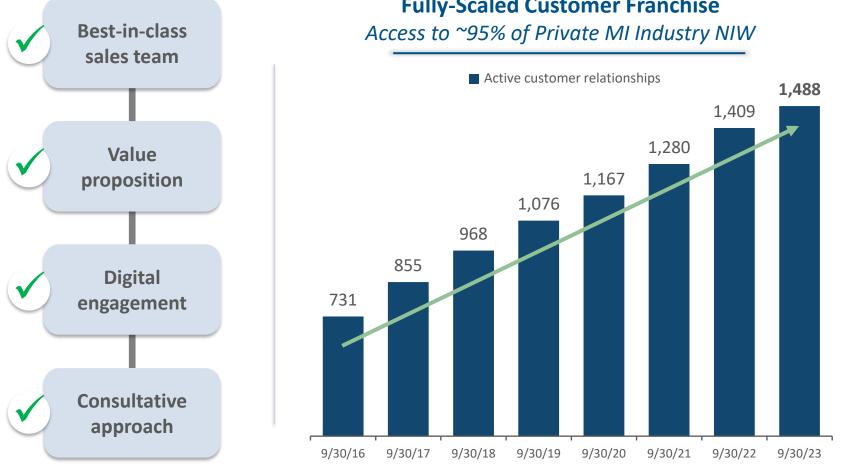
#### Human capital management

- > Aim to hire, train and retain the very best talent
- Invest to support their professional growth and personal well-being
- Commitment to diversity



## Winning with Customers



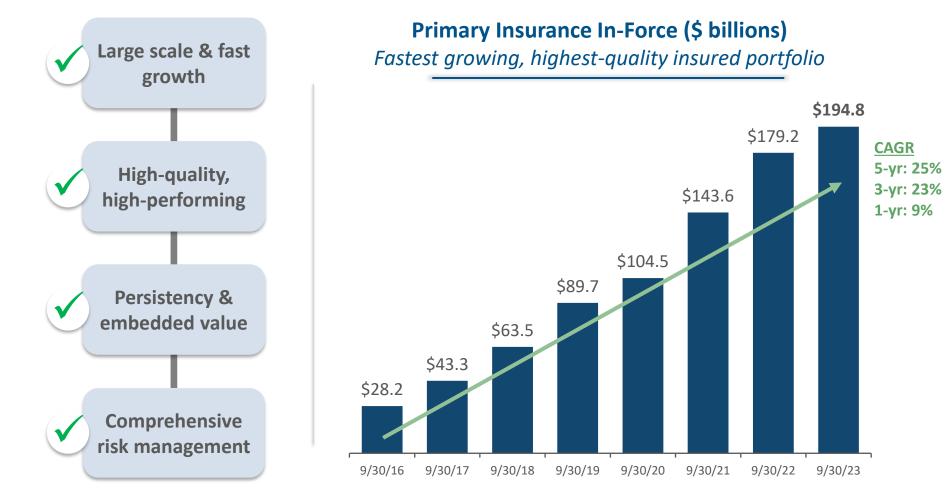


#### **Fully-Scaled Customer Franchise**

18

#### **High-Quality Insured Portfolio Growth**

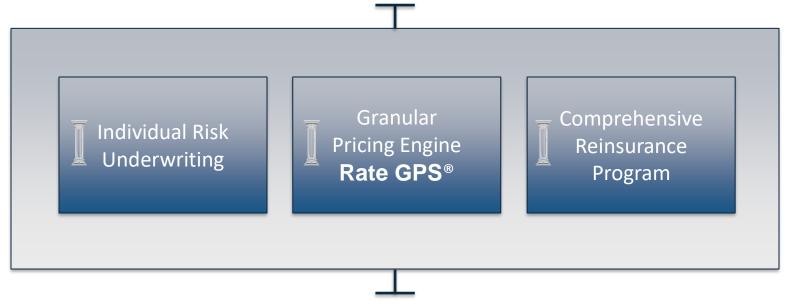




### **Comprehensive Credit Risk Management Framework**



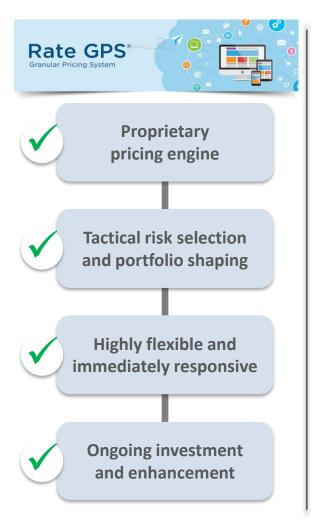
#### National MI has an <u>industry-leading credit risk management</u> approach, built on <u>three-foundational pillars</u>...



#### ...and has delivered <u>best-in-class credit performance</u> since its formation

### Rate GPS: Powerful Credit Risk Management Tool





#### Actively Managing Risk Mix of New Business Flow

#### **Borrower Risk Attributes**

- Payment history FICO
- Credit capacity DTI ratio
- Single vs. co-borrowers
- > Employment profile
- Foundational drivers

#### **Geographic Risk Attributes**

- > 950 individual MSAs
- Regional economic trends
- > Local house price path
- > Absolute & relative value

#### Loan-Level Risk Attributes

- Loan-to-value %
- > Occupancy / property type
- Loan purpose
- > Amortization type / term
- > Foundational drivers

#### **Product Risk Attributes**

- Non-traditional structures
- Post-GFC guardrails
- > Limited volume in market
- > Monitor & act as needed

### **High-Quality Insured Portfolio**



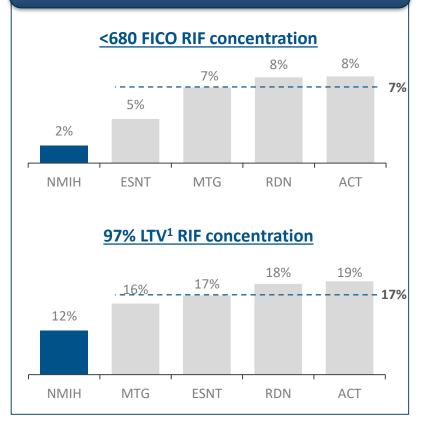
Credit Risk Standards & Rigorous Underwriting Process

- > High-quality by FICO, LTV and DTI
- > Minimal layered risk concentration
- > 100% fully documented loan files
- > Broad geographic diversification
- > Risk-based pricing Rate GPS®
- Individual underwriting / validation
- > No pre-financial crisis exposure

(1) Represents 95.01% and above, as reported by NMIH and peers

Note: Industry RIF data as of 9/30/23 as disclosed in SEC filings and/or quarterly financial supplements

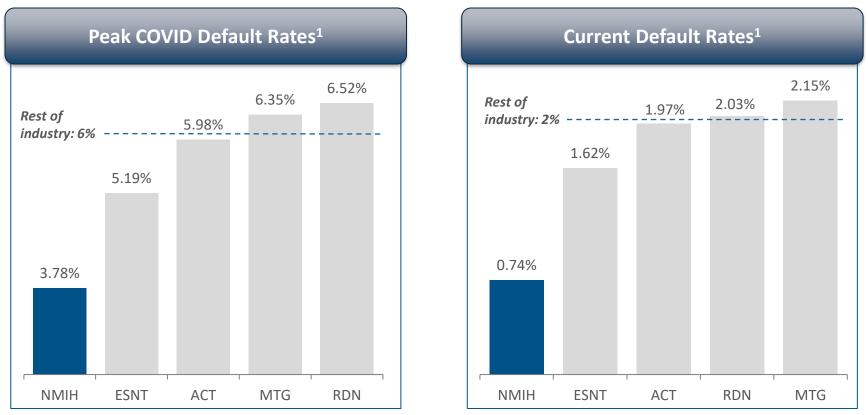
#### *High-Quality* In-Force Portfolio - \$51.0bn RIF



### Portfolio Quality Drives Credit Performance



#### Commitment to Credit Discipline Across All Market Cycles



(1) Default rates as reported by each individual company in SEC filings, earnings releases, financial supplements or press releases. Periods in which peak default rates occurred may not align and underlying definitions and calculations of default rate may not be uniform across companies

### **Comprehensive Reinsurance Coverage**



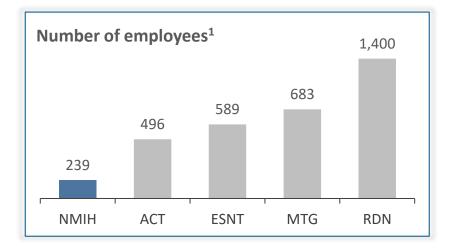
98% of insured portfolio covered by a comprehensive **Quota share reinsurance** risk transfer solution  $\succ$  7 treaties since 2016 **Excess-of-loss reinsurance** \$194.8 billion > 5 treaties since 2022 insurance in-force Insurance-linked notes > 7 offerings since 2017

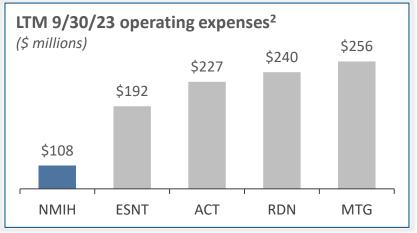
Leading with innovation in risk-transfer markets and securing comprehensive reinsurance coverage for nearly all of our insured portfolio

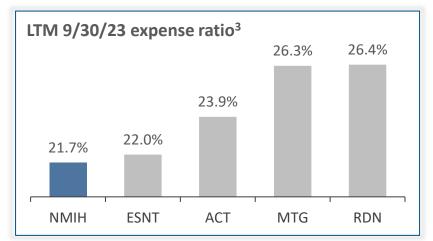
### Focus on Operating Efficiency and Expense Management



- Smallest employee base in industry ...by far
- Smallest expense base in industry ...by far
- Lowest expense ratio in industry ...driving significant efficiency



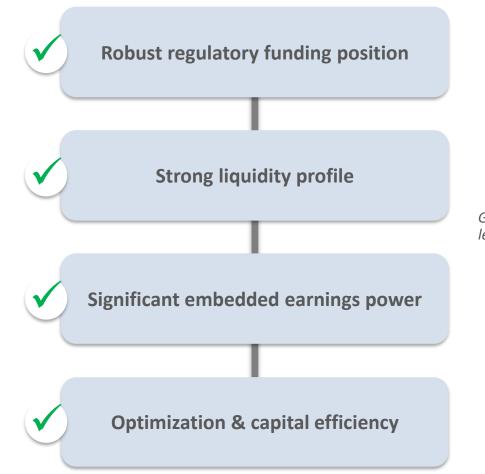


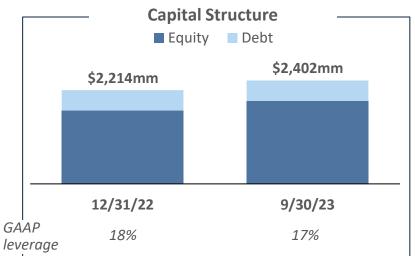


(1) Employee count as of most recent available reporting period; NMIH and ESNT as of 9/30/23; ACT, MTG and RDN as of 12/31/22 (MTG excludes "on call" employees, RDN includes all employees – MI only employee base not disclosed). (2) NMIH, ESNT, MTG and ACT total company as reported; RDN MI segment as reported – including RDN's allocation of corporate items; (3) Expense ratio calculated as operating expenses divided by net premiums earned; NMIH, MTG and ACT total company as reported; ESNT net premiums earned adjusted to exclude title insurance premiums retained by agents; RDN MI segment as reported – including RDN's allocation of corporate items.

## **Strong Balance Sheet**





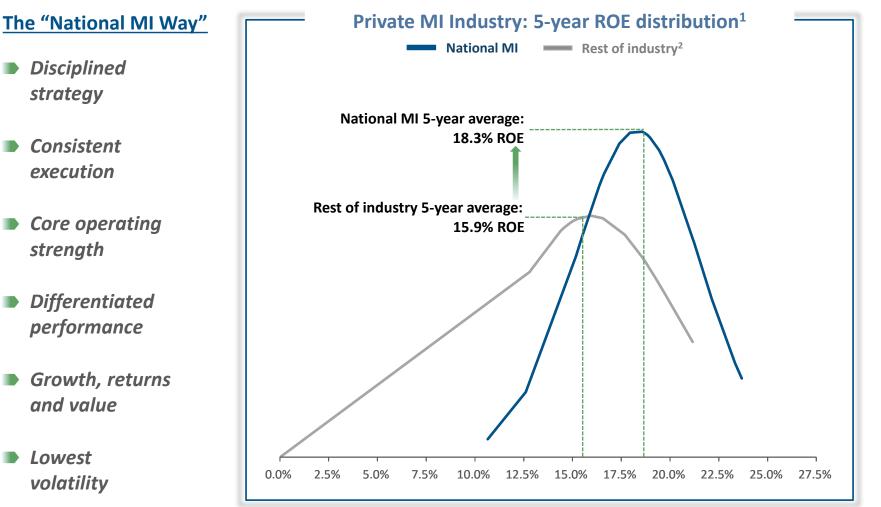


Note: Shareholders' equity presented excluding AOCI

\$ millions	12/31/22	9/30/23
Available assets	\$2,379	\$2,603
Required assets	\$1,204	\$1,414
PMIERs excess	\$1,175	\$1,189
PMIERs sufficiency	198%	184%

#### National MI: Delivering Consistent Outperformance





<sup>1</sup>Distribution of quarterly return on equity Q3'18-Q3'23. <sup>2</sup>Rest of industry calculated as average return on equity of ESNT, MTG and RDN

### National MI: A Premium Franchise

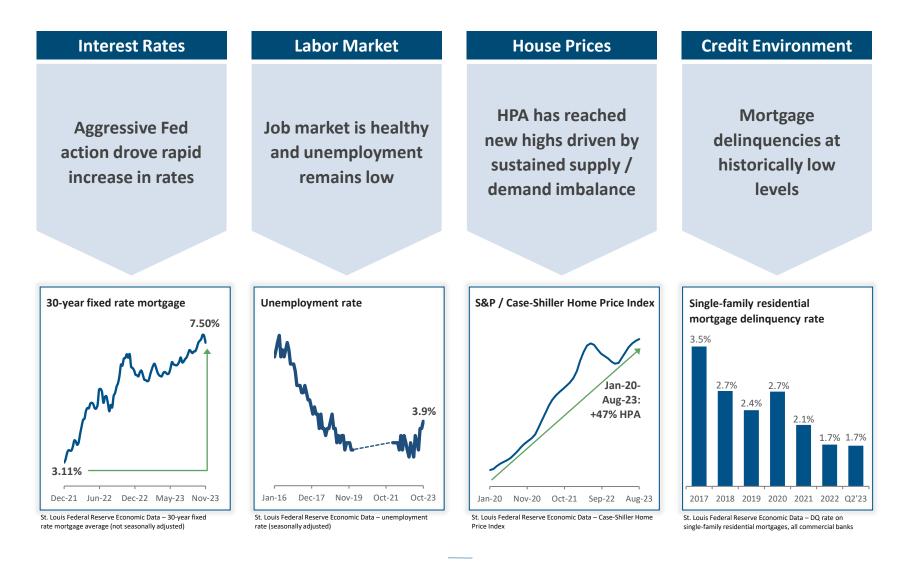


Winning with			<u>Three-year CAGR/average</u>		<u>Five-year CAGR/average</u>	
customers			NMI	Industry	NMI	Industry
Technology leadership	<b>√</b>	Insurance in-force	23.1%	6.0%	25.1%	8.2%
Insured portfolio quality and credit	$\checkmark$	Net premium revenue	8.3%	-2.7%	16.5%	1.6%
Comprehensive risk management framework	$\checkmark$	GAAP net income	21.1%	14.9%	26.8%	5.7%
	$\checkmark$	Return on equity	17.2%	15.8%	18.3%	15.9%
Operating efficiency	$\checkmark$	BVPS (ex. AOCI)	18.2%	16.4%	19.2%	16.3%
Balance sheet strength	$\checkmark$	Default Rate	0.99%	2.44%	0.75%	2.18%

Note: Three and five-year periods as measured through 9/30/23. Industry figures as measured for ESNT, MTG and RDN. BVPS (ex. AOCI) adjusted to account for the impact of cumulative dividends paid during each respective measurement period. ESNT net premium revenue adjusted to exclude title insurance premiums retained by agents; RDN net premium revenue for MI segment only.

### Market Backdrop: Broad Housing Market Resiliency

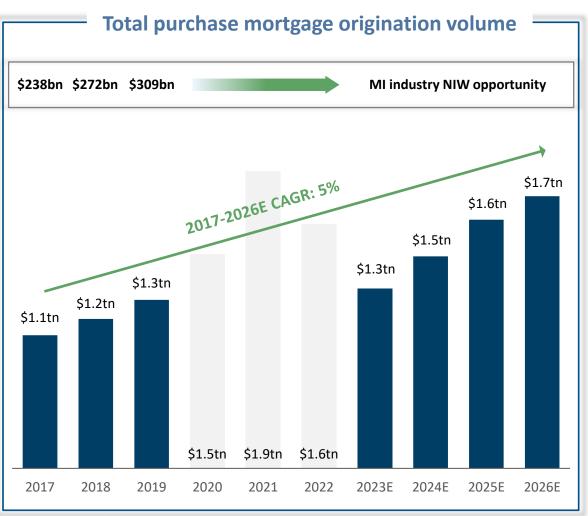




### Secular Themes Drive Sustained Private MI Industry NIW Opportunity

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- Housing market will expand and origination volume will rebound
- Population growth and demographic tailwind
- Practical and emotional pull towards homeownership
- Supply / demand imbalance drives long-term house price appreciation
- Borrowers in need of down payment support turn to private MI industry
- Sustained long-term NIW opportunity



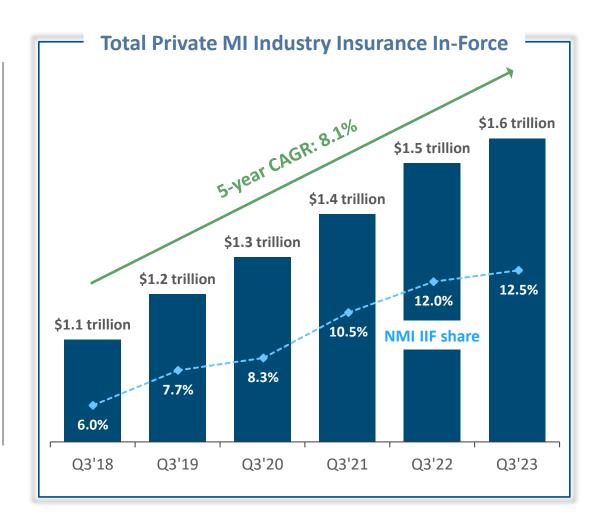
Source: Mortgage Bankers Association

#### Sustained NIW Opportunity & Persistency Drive Long-Term MI Industry IIF Growth

NMI INVESTOR DAY 2023

- Secular trends driving sustained NIW opportunity
- Higher rates have slowed refinancing activity, given rise to a mortgage lock-in effect, and driven significant rebound in persistency
- Combined effect expected to drive long-term growth in industry insurance in-force

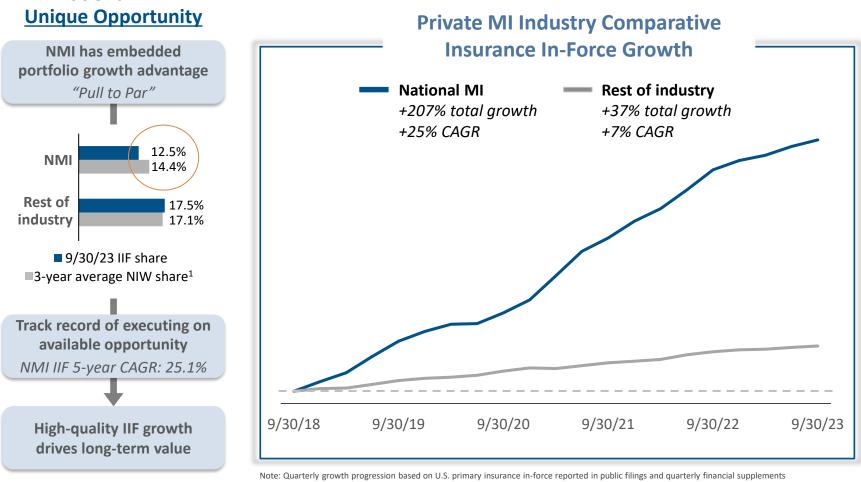
Long-term industry in-force growth a positive for the sector and National MI in particular



### National MI Uniquely Positioned to Deliver in a Growing Market

**National MI:** 





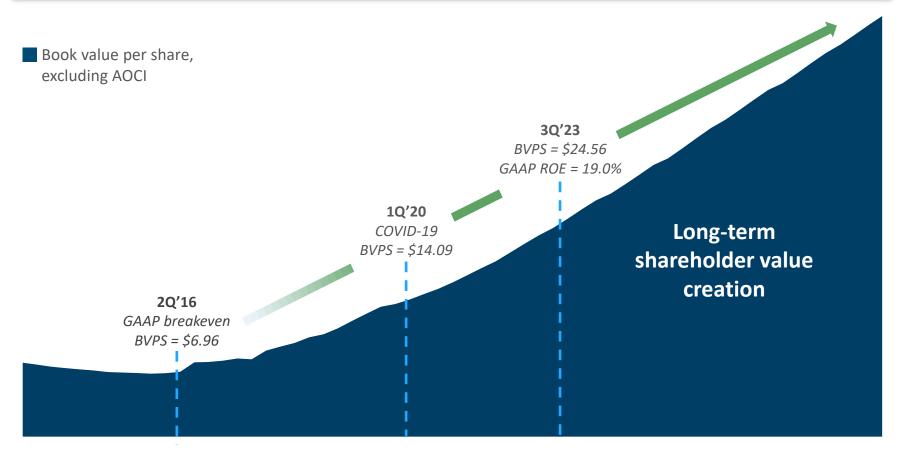
(1) Q1'21 – Q3'23 average quarterly market share

### Delivering Differentiated Growth, Returns and Value



Driving long-term shareholder value:

Delivering strong returns and compounding book value on accelerated basis



Not a forecast. For illustrative purposes only.

\* Book value per share presented excluding the impact of accumulated other comprehensive income

## **Well-Positioned to Outperform**



Strong foundation	Track record of standout success
Differentiated approach	"The National MI Way"
Borrower need & market opportunity	Long-term secular tailwinds
Financial performance	Profitability, capital strength and shareholder value



#### Sales and Customer Development

Norm Fitzgerald Chief Sales Officer

# Sales and Customer Development

Best-in-class sales team driving significant success

Large, diversified national customer franchise

Driving digital customer engagement and salesforce efficiency

# **National**Mi

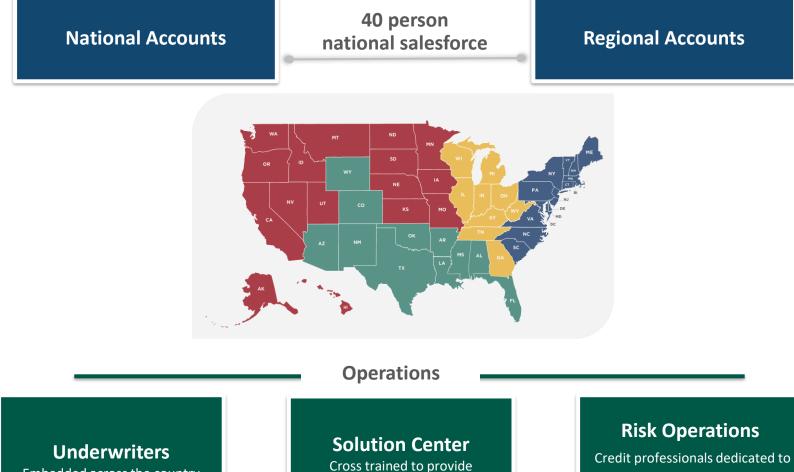
INVESTOR DAY 2023

Building durable customer relationships and broad access to MI industry opportunity

IT and operations platform leadership enhancing customer success

#### **Best-in-Class Sales Team and National Platform**





Embedded across the country

one-stop solution

each region and each national account

> Large opportunity remains to invest in our partners, further our relationships and grow in an attractive market

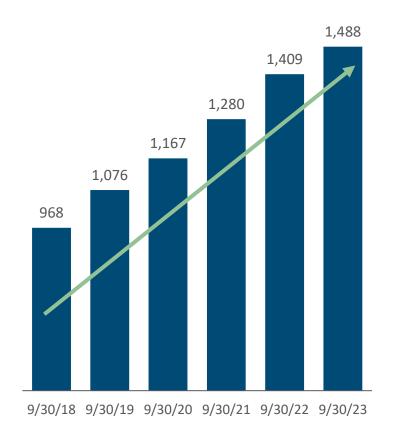
# Winning with Customers

#### Large, diversified national customer franchise

- +1,400 active customer relationships
- Represents ~95% of total MI industry NIW
- > 456 new account activations since 9/30/18
- accounts steadily over time

> Track record of growing wallet share within

#### **Active customer relationships**





#### Why We Win People, Platform and Value Proposition



#### **Best-in-Class Sales Team**

- > Highly experienced front-line team
- > Fully embracing digital opportunity

#### **Customer Value Proposition**

- Certainty and service as a core
- Education, events and access

#### **Digital Engagement**

- Leading with Rate GPS<sup>®</sup>
- > Amplifying the voice of our sales team
- > Accelerating our ability to scale relationships

#### **Consultative Approach**

- > Value-added lender feedback loop
- > Digital roadmap alignment



### Leadership in Digital Mortgage Ecosystem

- Technology disrupts customer "habit" and legacy relationships
- Through technology leadership, NMI can target and serve a broader opportunity set
- Digital engagement opens doors and enhances platform connectivity
- Once activated, NMI is fully integrated into customer workflow

- Broad (and growing) connectivity with third-party loan origination systems
- Technology leadership shortens cycle from Master Policy to NIW
- Leading with Rate GPS<sup>®</sup>

Electronic Customer Engagement

Seamless

NMI

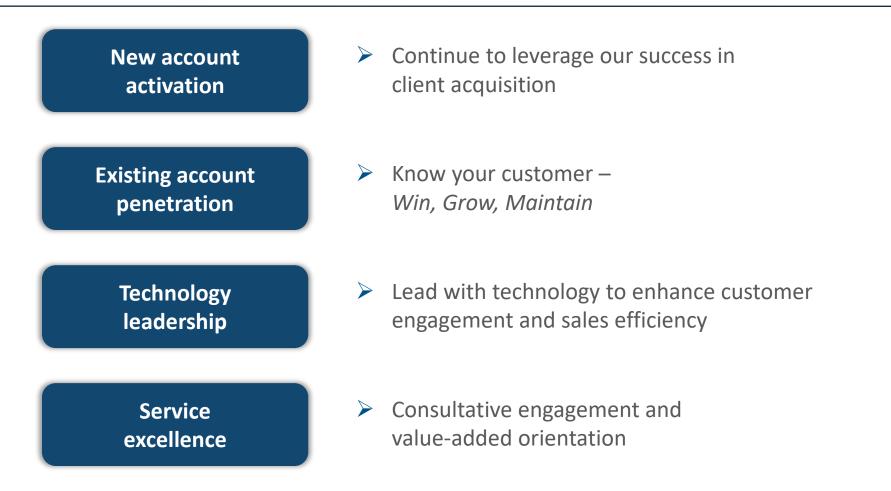
Integration

- Amplify NMI message through digital communication tools
- Digital account and relationship management
- Virtual meetings, training, webinars



#### Sustaining Our Positive Momentum





Driving continued customer success:

Activating new, high-value lenders and growing representative share in existing accounts



#### Risk Management

Rob Smith Chief Risk Officer

# **Prioritizing Risk Management**



✓ Enterprise Risk Management Focus

Comprehensive Credit Risk
 Management Framework

# National Mi.

Deploying a robust risk management program to secure performance across all market cycles

 Proactively Managing Through Evolving Risk Environment

#### Enterprise Risk Management Framework



Strong Underwriting and Oversight Environment

> Strong Borrower Credit Profile

Regulatory Guardrails on Origination Quality

> PMIERs Capital Standards

Regulatory & Rating Agency Oversight



# **Prioritizing Risk Management**



Enterprise Risk Management Focus

Comprehensive Credit Risk
 Management Framework

# **National**

Deploying a robust risk management program to secure performance across all market cycles

 Proactively Managing Through Evolving Risk Environment

#### Comprehensive Credit Risk Management Framework



#### National MI takes an "all seasons" approach to risk – applying best-in-class tools across all market cycles

#### Individual risk underwriting

- Losses occur at a loan level

   credit risk management
   requires loan-level
   knowledge
- NMI <u>individually</u> <u>underwrites or validates</u> majority of loans we insure
- Rest of industry relies on portfolio QC reviews

#### Rate GPS<sup>®</sup> Granular Pricing System

- All buyers, lenders and homes are different – these differences impact loan performance
- <u>Rate GPS® considers a</u>
   <u>broad range of risk</u>
   <u>variables</u> far beyond
   FICO and LTV
- Prioritizes high-quality
   <u>loans</u> by borrower,
   product and geographic
   risk

#### Comprehensive reinsurance program

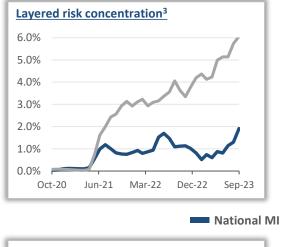
- Broad reinsurance program spanning quota share, excess of loss and capital markets ILN issuance
- Enhances return profile and mitigates impact of credit volatility under stress scenarios

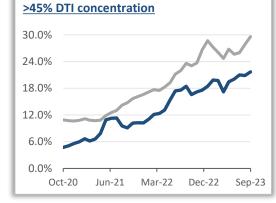
### Rate GPS<sup>®</sup> Is a Powerful Credit Risk Management Tool



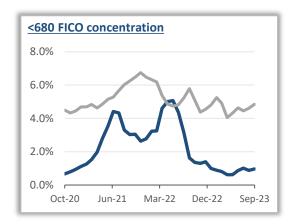


- National MI sources overwhelming majority of its production through Rate GPS<sup>®</sup>
- Considers broad range of variables with proven impact on credit performance
- Dynamically considers relationship between multiple risk variables
- Utilize to tactically shape risk mix and insured portfolio
- ✓ Allows for real-time changes to address emerging risks

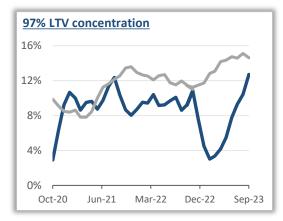




#### New business risk concentration: National MI vs. rest of industry<sup>1,2</sup>



#### II Rest of industry



<sup>1</sup>New business risk concentration based on first payment date, which differs from date of NIW production. NIW production is determined by loan closing date; first payments generally follow loan closing by one to two months <sup>2</sup>NMI first payment data based on internal company reports; rest of industry estimated based on GSE MBS data pertaining to high LTV loans, adjusted to exclude NMI figures as provided by company <sup>3</sup> Layered risk defined as loans with two or more in-focus risk characteristics (<680 FICO, >45% DTI, 97% LTV) <sup>6</sup> Courses Tearls Man and Endline the MMC date files

Source: Fannie Mae and Freddie Mac MBS data files

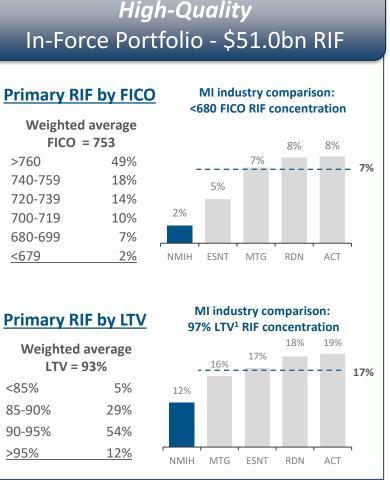


#### Credit Risk Standards & Rigorous Underwriting Process

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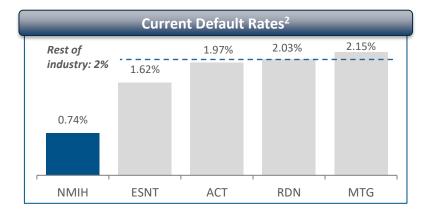


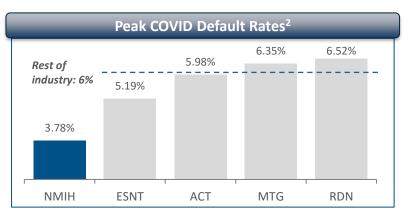
#### Portfolio Quality Drives Credit Performance



#### Clearly differentiated credit performance

Current D	efault R	ate by Vi	ntage as	of 9/30/	23
Origination Year	NMIH	АСТ	ESNT	MTG	RDN <sup>1</sup>
2016	1.8%	3.1%	3.0%	3.1%	3.5%
2017	2.7%	3.6%	3.9%	3.5%	4.4%
2018	2.9%	4.2%	4.6%	4.2%	5.2%
2019	1.5%	2.6%	3.0%	2.0%	2.7%
2020	0.6%	1.5%	1.3%	1.1%	1.1%
2021	0.7%	1.5%	1.5%	1.2%	1.1%
2022	0.6%	1.3%	1.2%	1.0%	0.5%
2023	0.1%	0.3%	0.3%	0.1%	NA





<sup>1</sup>RDN presented as of 12/31/22. RDN 2016 default rate equal to delinquency rate on 2009-2016 vintages. <sup>2</sup>Default rates as reported by each individual company in SEC filings, earnings releases, financial supplements or press releases. Periods in which peak default rates occurred may not align and underlying definitions and calculations of default rate may not be uniform across companies.

# **Comprehensive Reinsurance Program**



#### **Reinsurance "Tower" Illustration** Comprehensive reinsurance coverage on nearly all risk ever written NMI "back on risk" when losses exceed 2008 Financial Crisis-like levels ~25% quota share (proportional) II N XOL reinsurance<sup>1</sup> "Excess-of-loss" reinsurance NMI retains exposure up to attachment point (deductible)<sup>2</sup>

- National MI utilizes reinsurance as both:
  - Source of efficient funding for its PMIERs,
     Standard & Poor's and state regulatory capital needs; <u>and</u>
  - Risk management tool to limit the potential volatility of its credit portfolio across market cycles
- National MI has secured reinsurance coverage from both traditional reinsurers and capital markets investors
  - > **QSR (6):** 2016, 2018, 2020, 2021, 2022 and 2023
  - Seasoned QSR (1): 2022 execution
  - > ILNs (7): 2017, 2018, 2019, 2020 and 2021
  - > XOLs (5): 2022, 2023
- National MI intends to be active in all three markets going forward

<sup>(1)</sup> Includes coverage provided under both forward flow and seasoned QSR treaties

<sup>(2)</sup> Attachment points may vary for each ILN transaction and XOL, and National MI's retained exposure for each is considered individually

### **Reinsurance Mitigates Impact** of "Tail Events"



Illu	strative "Lifetime" Stress Losses <sup>(1)</sup> – 2023 CCAR Sever	ely Adverse	
А	Insurance in-force	\$194.8 bn	@ 9/30/23
В	Net yield	27.0 bps	
С	Remaining weighted average life	4.1 years	
D	Remaining "lifetime" premiums	\$2,130 mm	A x B x C
Е	Cumulative claims rate in stress scenario	4.3%	
F	Performing portfolio in stress scenario	95.7%	1 – E
G	"Remaining" lifetime premiums in stress scenario	\$2,038 mm	D x F
Н	Insurance in-force	\$194.8 bn	
I -	Coverage %	26.2%	
J	Gross RIF	\$51.0 bn	HxI
Κ	QS cession	25.0%	
L	Net RIF	\$38.3 bn	J х (1- К)
М	Cumulative claims rate in stress scenario	4.3%	
Ν	Stress losses before cession to ILNs and XOLs	\$1,653 mm	L×M
0	Stress losses ceded to ILNs and XOLs	\$943 mm	
Ρ	Expected lifetime losses in stress scenario	\$710 mm	N - O
Q	Implied "lifetime loss ratio"	34.8%	P÷G

(1) Not a forecast; for illustration purposes only. Some totals may not foot due to rounding

# **Prioritizing Risk Management**



Enterprise Risk Management Focus

Comprehensive Credit Risk
 Management Framework

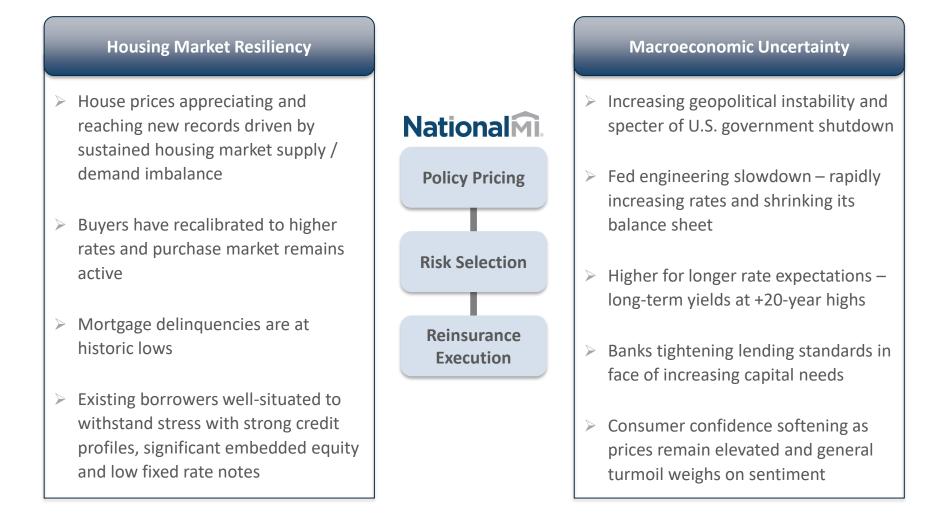
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Deploying a robust risk management program to secure performance across all market cycles

 Proactively Managing Through Evolving Risk Environment

### **Risk Environment: Housing Market Resiliency Amidst Macro Uncertainty**





#### Structural Supply-Demand Imbalance Provides Long-Term House Price Support

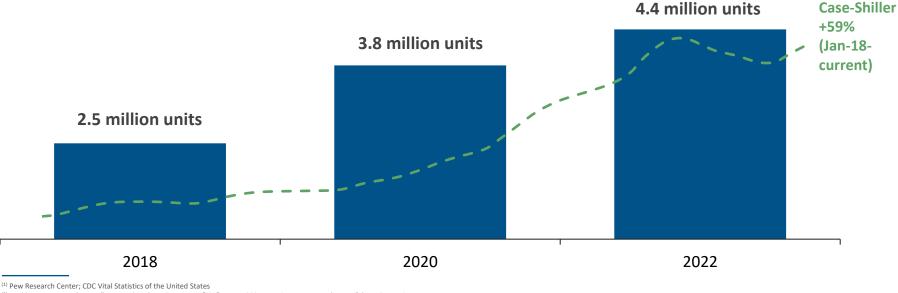


#### **Supply-Demand Imbalance:**

Growing deficit of housing in U.S. fueling sustained home price appreciation

Supply	Demand	Duration
Existing homes: Lock-in dynamic driving inventory to record lows New construction: Chronically underdeveloped for +15 years	Millennial generation <sup>1</sup> 72mm total ~4mm reaching typical homebuying age annually	"We don't expect the shortage to slow down in the next 10 years" – <i>Freddie Mac</i>

#### Size of U.S. housing supply shortage (as estimated by Freddie Mac and Fannie Mae<sup>2</sup>)



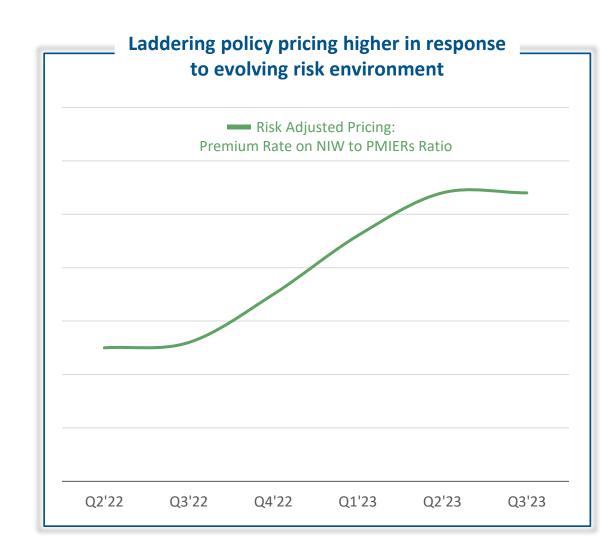
<sup>(2)</sup> Freddie Mac Research Note "Housing Supply: A Growing Deficit," May 7, 2021. Fannie Mae Research Note "The U.S. Housing Shortage from a Local Perspective" October 31, 2022

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### Broad Pricing Action in Response to Evolving Risk Environment



- Achieved multiple rate increases across entire pricing / risk spectrum
- Pricing decisions aligned with risk appetite and macro developments
- Immediate effect through Rate GPS<sup>®</sup>
- Protecting existing gains with potential for additional rate action as macro outlook dictates



#### Innovative Risk-Transfer Program: Maintaining Comprehensive Coverage

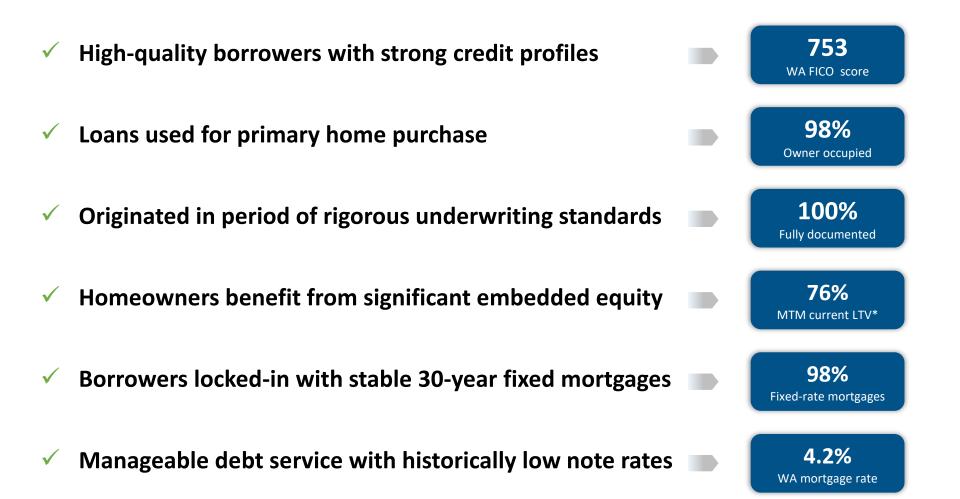


- Leading with innovation in risk-transfer markets
- Eight new treaties established since 2022
- Expanding into new markets and compressing cycle time between deals
- Maintain comprehensive reinsurance coverage across entire portfolio
- 98% of RIF covered by comprehensive risktransfer solution
- Bolstering PMIERs funding position



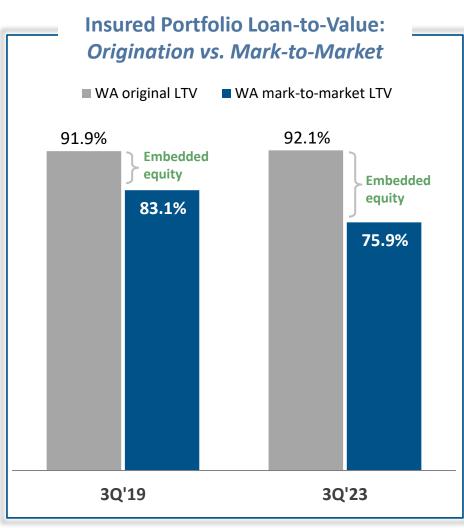
### NMI Current Borrowers Well-Situated to Perform Through Potential Stress





<sup>\*</sup> Mark-to-market LTV estimated based on latest observed MSA level house price trends as of 9/30/23

# **Significant Embedded Home Equity**



 Borrowers built significant home equity with record pace of HPA over last four years

INVESTOR DAY 2023

- Home equity serves to bolster borrower credit performance
  - Increased flexibility reduces default experience and increases cure outcomes
- Home equity (down payment, amortization and appreciation) sits in front of NMI loss exposure in event of claim

Note: Mark-to-market LTV estimated based on observed MSA level house price trends

#### **Well-Positioned to Continue to Perform**



Enterprise Risk Management Comprehensive Credit Risk Management	Proactive Risk Selection
Rigorous underwriting standards	$\checkmark$
Strong borrower credit profiles	$\checkmark$
Loan purpose and product design	$\checkmark$
Historically low fixed-rate mortgages / manageable debt service	$\checkmark$
Significant embedded home equity	$\checkmark$
Dynamic risk-based pricing and granular policy selection	$\checkmark$
Broad reinsurance utilization	$\checkmark$
Strict regulatory guardrails / engagement	$\checkmark$
Expansive borrower support toolkit	$\checkmark$

Deploying a robust risk management program to secure performance across all market cycles



#### **Financial Review**

Ravi Mallela Chief Financial Officer

## **Delivering Financial Success**



**Standout Success to Date** 

Achieving Record Results High-growth, high-returns, low volatility

#### **Balance Sheet Strength, Discipline & Efficiency**

**Strong Foundation** 

Robust funding profile and significant embedded earnings power

Exceptional Opportunity to Drive Continued Growth, Returns & Value Long-Term Opportunity Uniquely positioned to deliver future outperformance

# **Summary Financial Snapshot**

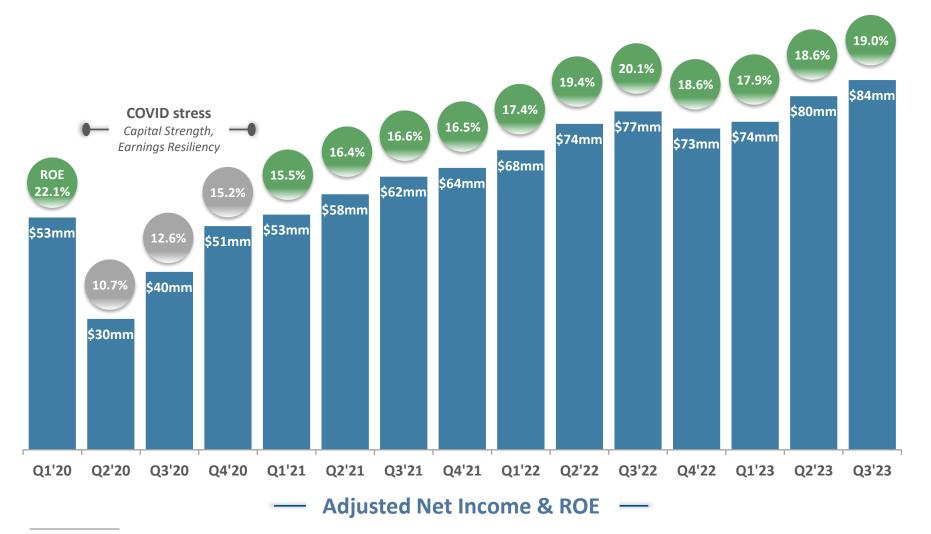


	3Q'23 LTM	Three-year CAGR / average
🗸 IIF	\$194.8 billion	+23.1%
✓ Revenue	\$560.7 million	+9.4%
Adjusted net income*	\$311.7 million	+21.1%
Adjusted return on equity*	18.8%	17.2%
✓ Book value	\$1.8 billion	+11.1%
✓ Book value per share, ex. AOCI	\$24.56	+18.2%
✓ Loss ratio	3.6%	2.8%
<ul> <li>Adjusted expense ratio*</li> </ul>	21.7%	26.3%

\* Adjusted net income, adjusted return on equity and adjusted expense ratio are non-GAAP measures. For a reconciliation to the most comparable GAAP measures, refer to the Appendix, or the investor relations section of the company's website at <u>www.nationalmi.com</u>. Loss ratio represents cumulative loss ratio over the periods.

### **Consistently Strong Performance**

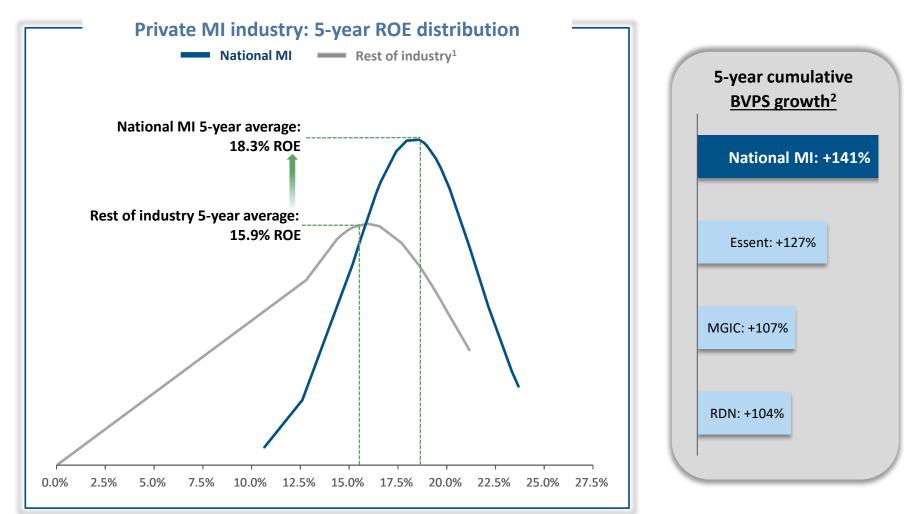




Note: Adjusted net income and adjusted return on equity are non-GAAP measures. For a reconciliation to the most comparable GAAP measures to the investor relations section of the company's website at www.nationalmi.com

#### High Returns, Low Volatility Drive Accelerated Growth and Value Creation





<sup>1</sup>Distribution of quarterly return on equity Q3'18-Q3'23; rest of industry calculated as average return on equity of ESNT, MTG and RDN <sup>2</sup>9/30/18-9/30/23 BVPS growth excluding AOCI and cumulative impact of dividends paid

## **Delivering Financial Success**



**Standout Success to Date** 

Achieving Record Results High-growth, high-returns, low volatility

#### **Balance Sheet Strength, Discipline & Efficiency**

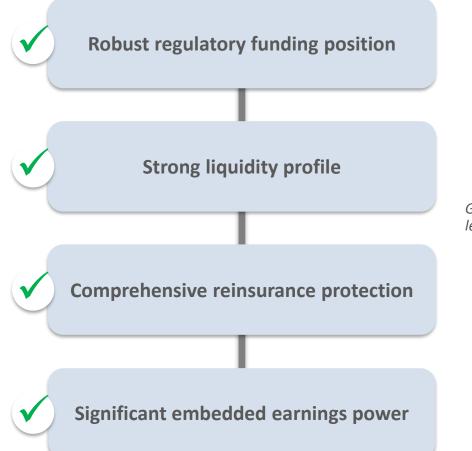
**Strong Foundation** 

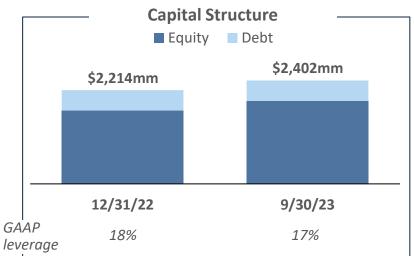
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# **Strong Balance Sheet**







Note: Shareholders' equity presented excluding AOCI

\$ millions	12/31/22	9/30/23
Available assets	\$2,379	\$2,603
Required assets	\$1,204	\$1,414
PMIERs excess	\$1,175	\$1,189
PMIERs sufficiency	198%	184%

#### Leading with Risk-Transfer Innovation and Funding Efficiency



Capital Efficiency and Optimization

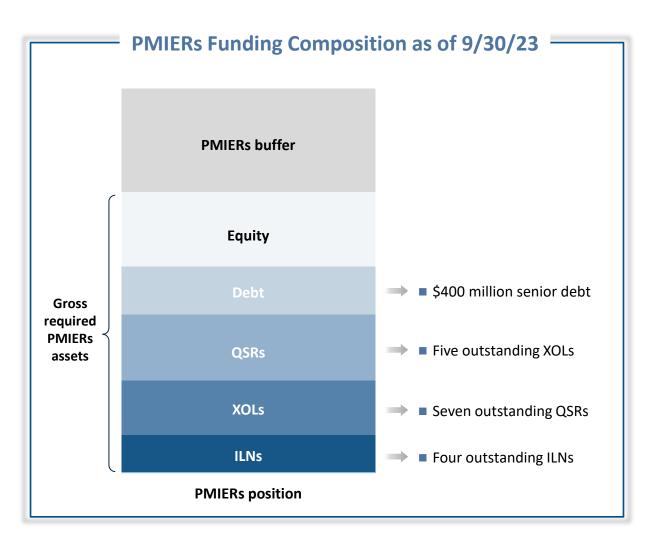
Quota share & excess-of-loss reinsurance

Insurance-linked notes

Term loan & revolving credit facility

Common equity – organic generation

Managing excess capital – share repurchase



# **Delivering Financial Success**



**Standout Success to Date** 

Achieving Record Results High-growth, high-returns, low volatility

**Balance Sheet Strength, Discipline & Efficiency**  **Strong Foundation** 

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## Positioned to Continue Delivering Strong Returns to Shareholders

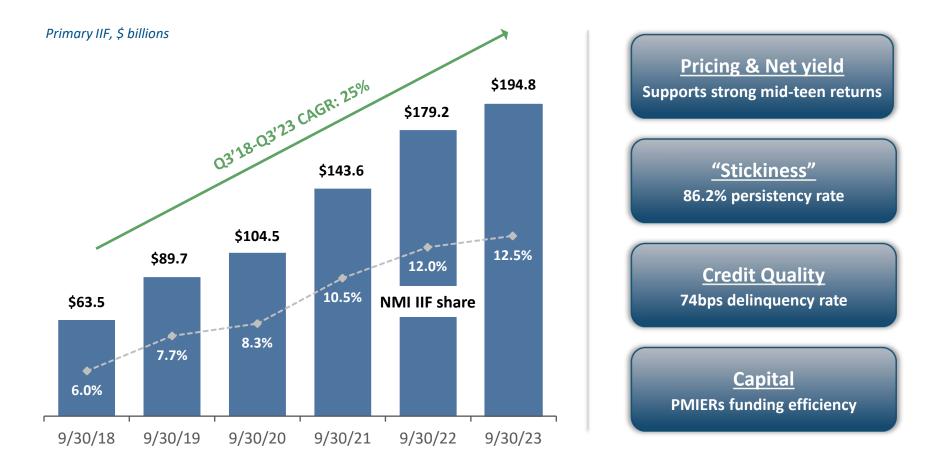


"Decor	mposition" of Re	eturn on Equity	
	2022	3Q'23	Long-term outlook
Underwriting contribution			
Net premiums earned	\$475.3mm	\$130.1mm	
Combined ratio	24.0%	25.0% 🔿	Credit strength, expense efficiency
Underwriting leverage (NPE / equity)	0.28x	0.26x 🔿	IIF growth, net yield expansion
Pre-tax underwriting RoE contribution	21.4%	19.8%	
Asset contribution			
Net investment income	\$46.4mm	\$17.9mm	
Net investment yield	2.0%	2.8% 🔿	Increased book yield
Asset leverage (invested assets / equity)	1.35x	1.31x 🔿	Invested asset growth
Pre-tax investment RoE contribution	2.7%	3.6%	
Financing cost			
Interest expense	\$32.2mm	\$8.1mm	
Cost of debt (all in GAAP)	8.0%	8.0%	
Financial leverage (debt / equity)	23.7%	20.3%	
Pre-tax financing RoE impact	-1.9%	-1.6%	
Pre-tax return on equity	22.2%	21.8% →	Capital efficiency
Effective tax rate	22.4%	21.8%	
Return on equity, ex. AOCI	17.2%	17.0%	Strong mid-teen returns

Note: Equity items presented excluding AOCI. Long-term outlook for illustration purposes; does not represent a forecast.

### Driving High-Quality Portfolio Growth and Embedded Value

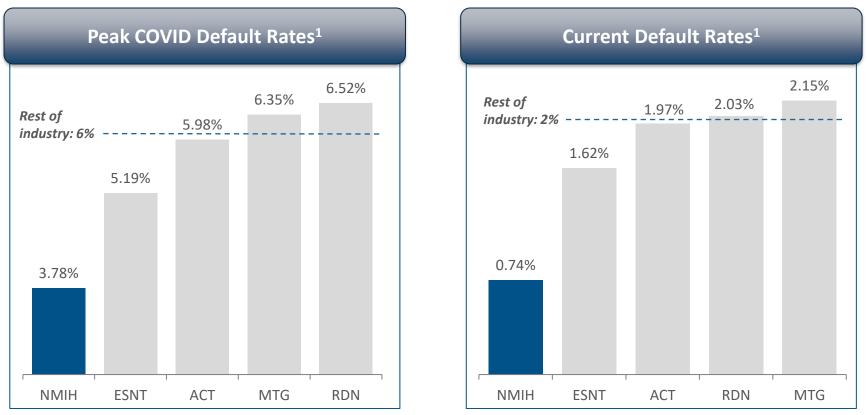




#### Portfolio Quality Drives Credit Performance



#### Commitment to Credit Discipline Across All Market Cycles

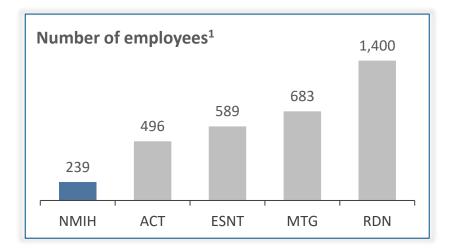


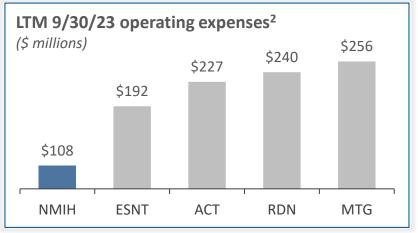
(1) Default rates as reported by each individual company in SEC filings, earnings releases, financial supplements or press releases. Periods in which peak default rates occurred may not align and underlying definitions and calculations of default rate may not be uniform across companies

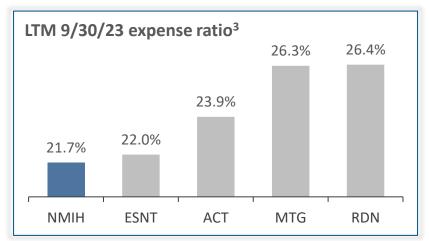
## Focus on Operating Efficiency and Expense Management



- Smallest employee base in industry ...by far
- Smallest expense base in industry ...by far
- Lowest expense ratio in industry ...driving significant efficiency



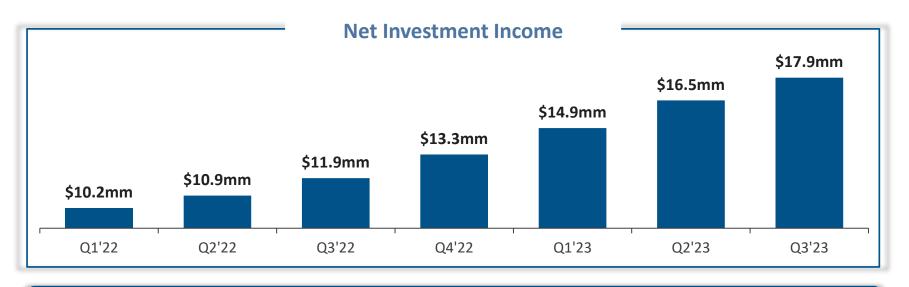




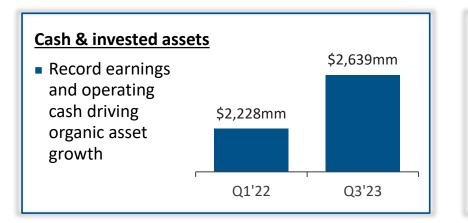
(1) Employee count as of most recent available reporting period; NMIH and ESNT as of 9/30/23; ACT, MTG and RDN as of 12/31/22 (MTG excludes "on call" employees, RDN includes all employees – MI only employee base not disclosed). (2) NMIH, ESNT, MTG and ACT total company as reported; RDN MI segment as reported – including RDN's allocation of corporate items; (3) Expense ratio calculated as operating expenses divided by net premiums earned; NMIH, MTG and ACT total company as reported; ESNT net premiums earned adjusted to exclude title insurance premiums retained by agents; RDN MI segment as reported – including RDN's allocation of corporate items.

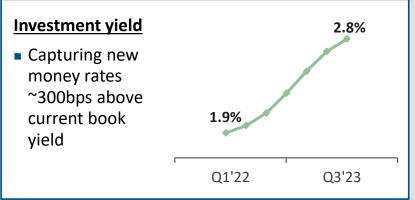
#### **Growing Investment Income Contribution Drives Incremental Value**





#### Every 1% increase in book yield drives ~100bps ROE expansion



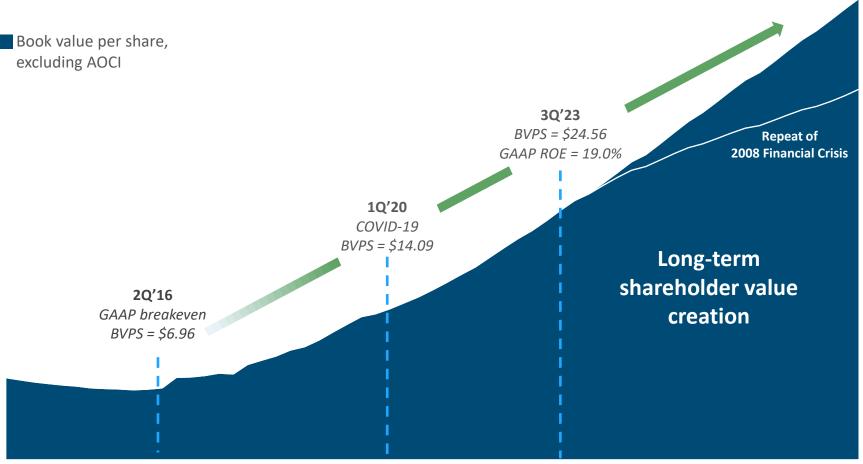


#### Poised to Deliver Long-Term Growth and Value Even Through Severe Stress



Driving long-term shareholder value:

Delivering strong returns and compounding book value on accelerated basis

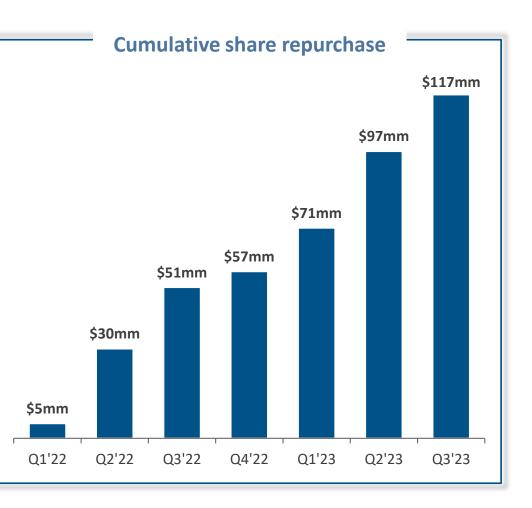


Not a forecast. For illustrative purposes only.

## Unlocking Excess Capital and Direct Value for Shareholders



- \$325 million total share repurchase authorization
  - 14.2% of shares outstanding<sup>1</sup>
- \$117 million repurchased to date at average price of \$21.94
  - 0.89x current BVPS
- \$208 million remaining repurchase capacity
  - Authorization through Dec-2025
- Standout operating performance and record financial results
  - Support continued distributions



<sup>(1)</sup> Calculated as effective shares to be repurchased based on share price on day of announcement as a percentage of 12/31/21 shares outstanding

## **Delivering Financial Success**



**Standout Success to Date** 

Achieving Record Results High-growth, high-returns, low volatility

#### **Balance Sheet Strength, Discipline & Efficiency**

**Strong Foundation** 

Robust funding profile and significant embedded earnings power

Exceptional Opportunity to Drive Continued Growth, Returns & Value Long-Term Opportunity Uniquely positioned to deliver future outperformance

# **Concluding Remarks**



# National Mi.

Building significant value for shareholders and securing future performance across all market cycles

 $\checkmark$ 

Track record of standout success provides strong foundation Differentiated strategy provides unique opportunity in attractive market Poised to deliver continued long-term growth, returns and value



## **Questions & Answers**



# Appendix

#### **Use of Non-GAAP Financial Measures**



We believe the use of the non-GAAP measures of adjusted operating expense, adjusted expense ratio, adjusted combined ratio, adjusted pre-tax income, adjusted net income, adjusted pre-tax return-on-equity, adjusted effective tax rate and adjusted return-on-equity enhances the comparability of our fundamental financial performance between periods, and provides relevant information to investors. These non-GAAP financial measures align with the way the company's business performance is evaluated by management. These measures are not prepared in accordance with GAAP and should not be viewed as alternatives to GAAP measures of performance. These measures have been presented to increase transparency and enhance the comparability of our fundamental operating trends across periods. Other companies may calculate these measures differently; their measures may not be comparable to those we calculate and present.

Adjusted operating expense is defined as GAAP operating expense, excluding the periodic costs recorded to GAAP operating expense incurred in connection with capital markets transactions and other infrequent, unusual or non-operating items in the periods in which such items are incurred.

Adjusted operating expense ratio is defined as GAAP operating expense, excluding the periodic costs recorded to GAAP operating expense incurred in connection with capital markets transactions and other infrequent, unusual or non-operating items in the periods in which such items are incurred divided by net premiums earned during such periods.

Adjusted combined ratio is defined as the total of GAAP underwriting and operating expenses, excluding the pre-tax effects of periodic costs incurred in connection with capital markets transactions and insurance claims and claims expenses, divided by net premiums earned.

Adjusted pre-tax income is defined as GAAP income before tax, excluding the pre-tax effects of the gain or loss related to the change in fair value of our warrant liability, periodic costs incurred in connection with capital markets transactions, net realized gains or losses from our investment portfolio, and other infrequent, unusual or non-operating items in the periods in which such items are incurred.

Adjusted net income is defined as GAAP net income excluding the after-tax effects of the gain or loss related to the change in fair value of our warrant liability, periodic costs incurred in connection with capital markets transactions, net realized gains or losses from our investment portfolio, and other infrequent, unusual or non-operating items in the periods in which such items are incurred. Adjustments to components of pre-tax income are tax effected using the applicable federal statutory tax rate for the respective periods.

Adjusted pre-tax return-on-equity is calculated by dividing adjusted pre-tax income on an annualized basis by the average shareholders' equity for the period.

Adjusted return-on-equity is calculated by dividing adjusted net income on an annualized basis by the average shareholders' equity for the period.

Adjusted effective tax rate is calculated by diving GAAP income tax expense adjusted for the tax-effects of net realized gains or losses from our investment portfolio, periodic costs incurred in connection with capital market transaction and other infrequent, unusual or non-operating items in the periods in which such items are incurred, using the applicable federal statutory tax rate for the respective periods by adjusted pre-tax income for the period.

Although adjusted operating expense, adjusted expense ratio, adjusted combined ratio, adjusted pre-tax income, adjusted net income, adjusted pre-tax return-on-equity, adjusted effective tax rate and adjusted return-on-equity exclude certain items that have occurred in the past and are expected to occur in the future, the excluded items: (1) are not viewed as part of the operating performance of our primary activities; or (2) are impacted by market, economic or regulatory factors and are not necessarily indicative of operating trends, or both. These adjustments, and the reasons for their treatment, are described below.

- (1) Change in fair value of warrant liability. Outstanding warrants at the end of each reporting period are revalued, and any change in fair value is reported in the statement of operations in the period in which the change occurred. The change in fair value of our warrant liability can vary significantly across periods and is influenced principally by equity market and general economic factors that do not impact or reflect our current period operating results. We believe trends in our operating performance can be more clearly identified by excluding fluctuations related to the change in fair value of our warrant liability.
- (2) Capital markets transaction costs. Capital markets transaction costs result from activities that are undertaken to improve our debt profile or enhance our capital position through activities such as debt refinancing and capital markets reinsurance transactions that may vary in their size and timing due to factors such as market opportunities, tax and capital profile, and overall market cycles.
- (3) Net realized investment gains and losses. The recognition of the net realized investment gains or losses can vary significantly across periods as the timing is highly discretionary and is influenced by factors such as market opportunities, tax and capital profile, and overall market cycles that do not reflect our current period operating results.
- (4) Other infrequent, unusual or non-operating items. Items that are the result of unforeseen or uncommon events and are not expected to recur with frequency in the future. Identification and exclusion of these items provides clarity about the impact special or rare occurrences may have on our current financial performance. Infrequent, unusual or non-operating adjustments for the three and nine months ended September 30, 2021, include severance, restricted stock modification and other expenses incurred in connection with the CEO transition we announced on September 9, 2021. Past adjustments under this category include the effects of the release of the valuation allowance recorded against our net federal and certain state net deferred tax assets in 2016 and the re-measurement of our net deferred tax assets in connection with tax reform in 2017. We believe such items are infrequent or non-recurring in nature, and are not indicative of the performance of, or ongoing trends in, our primary operating activities or business.

#### Financial Highlights and Non-GAAP Reconciliation



(\$ in thousands, except per share values)		ird Quarter )/30/2021		Fourth Quarter 12/31/2021														Quarter		Second Quarter 5/30/2022		ird Quarter 9/30/2022		th Quarter 31/2022		uarter		cond Quarter 6/30/2023	Q	Third uarter 30/2023		e months ended /30/2023
As Reported:		0/30/2021	12/3	1/2021	3/5	01/2022	0	/30/2022	2	9/30/2022	12/	51/2022	3/31	3/31/2023		0/30/2023	3/30	50/2025	5/	30/2023												
<u>Revenues</u> Net premiums earned	\$	113.594	\$	113.933	\$	116,495	\$	120.870	\$	118.317	\$	119.584	\$	121.754	\$	125.985	\$	130.089	\$	377.828												
Net Investment Income	Ť	9,831	•	10,045	•	10,199		10,921	Ť	11,945	Ť	13,341	Ť	14,894	Ť		\$	17,853	Ť	49,265												
Net realized investment gains (losses)		3		714		408		53		14		6		(33	)		\$	- 1		(33)												
Other revenues		613		380		339		376		301		176		164		182		217		563												
Total revenues	\$	124,041	\$	125,072	\$	127,441	\$	132,220	\$	130,577	\$	133,107	\$	136,779	\$	142,685	\$	148,159	\$	427,623												
Expenses																																
Insurance claims and claim expenses (benefits)	\$	3,204	\$	(500)	\$	(619)		(3,036)	\$	(3,389)	\$	3,450	\$	6,701	\$	2,873	\$	4,812		14,386												
Underwriting and operating expenses		34,669		38,843		32,935		30,700		27,144		26,711		25,786		27,448			\$	80,983												
Service expenses		787 7,930		650 8,029		430 8,041		336 8,051		197 8,036		131 8,035		80 8,039		267 8,048			\$	586												
Interest expense Gain from change in fair value of warrant liability		7,930		6,029 (112)		6,041 (93)	<b>`</b>	(1,020)		0,030		6,035		6,039		0,040		6,059	\$ \$	24,146												
Total expenses	\$	46,590	\$	46,910	\$	40,694			\$	31,988	\$	38,327	\$	40,606	s	38,636	\$	40,859	\$	120,101												
•		· · · ·				· · · · ·	1	· · · ·	÷.,						1		÷	- 1		· · · ·												
Income before income taxes	\$	77,451	\$	78,162	\$	86,747	\$	97,189	\$	98,589	\$	94,780	\$	96,173	\$	104,049	\$	107,300	\$	307,522												
Income tax expense	_	17,258	_	17,639		19,067	_	21,745	-	21,751	-	21,840	-	21,715	_	23,765	_	23,345	_	68,825												
Net income	\$	60,193	\$	60,523	\$	67,680	\$	75,444	\$	76,838	\$	72,940	\$	74,458	\$	80,284	\$	83,955	\$	238,697												
Adjustments:																																
Gain from change in fair value of warrant liability	\$	-	\$	(112)	\$	(93)	) \$	(1,020)	\$	-	\$	-	\$	-	\$	-	\$	-	\$	_												
Capital markets transaction costs		481		1,505	·	260		(55)	÷.	-		-		-	÷.	-	÷			-												
Net realized investment (gains) losses		(3)	)	(714)		(408)	)	(53)		(14)		(6)		33		-				33												
Other Infrequent, unusual or non-operating items		1,289		2,540		-						-				-				-												
Adjusted Income before income taxes	\$	79,218		81,381		86,506		96,061		98,575		94,774		96,206	\$	104,049	\$	107,300	\$	307,555												
Income tax expense (benefit) on adjustments	\$	139	\$	251	\$	(31)	)\$	(23)	\$	(3)	\$	(1)		7		-			\$	7												
Adjusted Net income	\$	61,821	\$	63,491	\$	67,470	\$	74,339	\$	76,827	\$	72,935	\$	74,484	\$	80,284	\$	83,955	\$	238,723												
Weighted average diluted shares outstanding Dilutive effect of non-vested shares and warrants		86,880		87,117		87,310		86,577		85,485		84,809		84,840		84,190		83,670		84,236												
Weighted average diluted shares outstanding – Adjusted		86,880		87,117		87,310		86,577		85,485		84,809		84,840		84,190		83,670		84,236												
Diluted EDS Departed	\$	0.69	To	0.69	¢	0.77	•	0.00	e	0.90	¢	0.00	¢	0.88	•	0.95	¢	1.00	¢	2.02												
Diluted EPS – Reported Diluted EPS – Adjusted	ծ Տ	0.69		0.69		0.77 0.77		0.86 0.86		0.90		0.86 0.86		0.88		0.95		1.00 1.00	ծ Տ	2.83 2.83												
	Ŷ	0.71	Ψ	0.70	Ŷ	0.77	Ŷ	0.00	Ŷ	0.00	Ψ	0.00	Ψ	0.00	Ŷ	0.00	Ŷ	1.00	Ψ	2.00												
Shareholders' equity	\$	1,516,226	\$ 1	,565,786	\$	1,535,042	\$	1,525,092	\$	1,525,866	\$	1,613,727	\$ 1	,706,711	\$	1,748,955	\$ 1	790 961	\$ 1	1,790,961												
Return on equity – Reported	· ·	16.2%	Ý .	15.7%	•	17.5%		19.7%	Ť	20.1%	Ť	18.6%	Ť.,	17.9%	Ť.,	18.6%	Ť .	19.0%	Ť.	18.7%												
Return on equity – Adjusted		16.6%		16.5%		17.4%		19.4%		20.1%		18.6%		17.9%		18.6%		19.0%		18.7%												
Expense ratio - Reported		30.5%		34.1%		28.3%		25.4%		22.9%		22.3%		21.2%		21.8%		21.3%		21.4%												
Expense ratio - Adjusted		29.0%		30.5%		28.0%		25.4%		22.9%		22.3%		21.2%		21.8%		21.3%		21.4%												
Loss ratio - Reported and Adjusted Combined ratio - Reported		2.8% 33.3%		(0.4%) 33.7%		(0.5%) 27.7%		(2.5%) 22.9%		(2.9%) 20.1%		2.9% 25.2%		5.5% 26.7%		2.3% 24.1%		3.7% 25.0%		3.8% 25.2%												
Combined ratio - Reported Combined ratio - Adjusted		33.3%		30.1%		27.7%		22.9%		20.1%		25.2%		26.7%		24.1%		25.0% 25.0%		25.2%												
		01.070		50.170		21.070		22.070		20.170		20.270		20.770		2-1.170		20.070		20.270												
Book value per share	\$	17.68	\$	18.25	\$	17.84	\$	18.01	\$	18.21	\$	19.31	\$	20.49	\$	21.25	\$	21.94														
Book value per share (excluding net unrealized gains and losses)	\$	17.46	\$	18.23	\$	18.97	\$	19.91	\$	20.85	\$	21.76	\$	22.56	\$	23.53	\$	24.56														

#### **Cautionary Note Regarding Forward-Looking Statements**



Certain statements contained in this presentation or any other written or oral statements made by or on behalf of the Company in connection therewith may constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the "Securities Act"), Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), and the U.S. Private Securities Litigation Reform Act of 1995 (the "PSLRA"). The PSLRA provides a "safe harbor" for any forward-looking statements. All statements other than statements of historical fact included in or incorporated by reference in this release are forward-looking statements, including any statements about our expectations, outlook, beliefs, plans, predictions, forecasts, objectives, assumptions or future events or performance. These statements are often, but not always, made through the use of words or phrases such as "anticipate," "believe," "can." "could," "may," "predict," "assume," "potential," "should," "will," "estimate," "perceive," "plan," "project," "continuing," "ongoing," "expect," "intend" and similar words or phrases. All forwardlooking statements are only predictions and involve estimates, known and unknown risks, assumptions and uncertainties that may turn out to be inaccurate and could cause actual results to differ materially from those expressed in them. Many risks and uncertainties are inherent in our industry and markets. Others are more specific to our business and operations. Important factors that could cause actual events or results to differ materially from those indicated in such statements include, but are not limited to: changes in general economic, market and political conditions and policies (including rising interest rates and inflation) and investment results or other conditions that affect the U.S. housing market or the U.S. markets for home mortgages, mortgage insurance, reinsurance and credit risk transfer markets, including the risk related to geopolitical instability, inflation, an economic downturn (including any decline in home prices) or recession, and their impacts on our business, operations and personnel; changes in the charters, business practices, policy, pricing or priorities of Fannie Mae and Freddie Mac (collectively, the GSEs), which may include decisions that have the impact of decreasing or discontinuing the use of mortgage insurance as credit enhancement generally, or with first time homebuyers or on very high loan-to-value mortgages; or changes in the direction of housing policy objectives of the Federal Housing Finance Agency (FHFA), such as the FHFA's priority to increase the accessibility to and affordability of homeownership for low-and-moderate income borrowers and underrepresented communities; our ability to remain an eligible mortgage insurer under the private mortgage insurer eligibility requirements and other requirements imposed by the GSEs, which they may change at any time; retention of our existing certificates of authority in each state and the District of Columbia (D.C.) and our ability to remain a mortgage insurer in good standing in each state and D.C.; our future profitability, liquidity and capital resources; actions of existing competitors, including other private mortgage insurers and government mortgage insurers such as the Federal Housing Administration, the U.S. Department of Agriculture's Rural Housing Service and the U.S. Department of Veterans Affairs (collectively, government MIs), and potential market entry by new competitors or consolidation of existing competitors; adoption of new or changes to existing laws, rules and regulations that impact our business or financial condition directly or the mortgage insurance industry generally or their enforcement and implementation by regulators, including the implementation of the final rules defining and/or concerning "Qualified Mortgage" and "Qualified Residential Mortgage"; U.S. federal tax reform and other potential changes in tax law and their impact on us and our operations; legislative or regulatory changes to the GSEs' role in the secondary mortgage market or other changes that could affect the residential mortgage industry generally or mortgage insurance industry in particular; potential legal and regulatory claims, investigations, actions, audits or inquiries that could result in adverse judgements, settlements, fines or other reliefs that could require significant expenditures or have other negative effects on our business; uncertainty relating to the coronavirus (COVID-19) virus and its variants or the measures taken by governmental authorities and other third-parties to contain the spread of COVID-19, including their impact on the global economy, the U.S. housing, real estate, housing finance and mortgage insurance markets, and our business, operations and personnel; our ability to successfully execute and implement our capital plans, including our ability to access the equity, credit and reinsurance markets and to enter into, and receive approval of, reinsurance arrangements on terms and conditions that are acceptable to us, the GSEs and our regulators; lenders, the GSEs, or other market participants seeking alternatives to private mortgage insurance; our ability to implement our business strategy, including our ability to write mortgage insurance on high quality low down payment residential mortgage loans, implement successfully and on a timely basis, complex infrastructure, systems, procedures, and internal controls to support our business and regulatory and reporting requirements of the insurance industry; our ability to attract and retain a diverse customer base, including the largest mortgage originators; failure of risk management or pricing or investment strategies: decrease in the length of time our insurance policies are in force: emergence of unexpected claim and coverage issues, including claims exceeding our reserves or amounts we had expected to experience; potential adverse impacts arising from natural disasters including, with respect to affected areas, a decline in new business, adverse effects on home prices, and an increase in notices of default on insured mortgages; climate risk and efforts to manage or regulate climate risk by government agencies could affect our business and operations; potential adverse impacts arising from the occurrence of any man-made disasters or public health emergencies, including pandemics; the inability of our counter-parties, including third-party reinsurers, to meet their obligations to us; failure to maintain, improve and continue to develop necessary information technology systems or the failure of technology providers to perform; effectiveness and security of our information technology systems and digital products and services, including the risks these systems, products or services may fail to operate as expected or planned, or expose us to cybersecurity or third-party risks (including exposure of our confidential customer and other confidential information); and ability to recruit, train and retain key personnel. These risks and uncertainties also include, but are not limited to, those set forth under the heading "Risk Factors" detailed in Item 1A of Part I of our Annual Report on Form 10-K for the vear ended December 31, 2022, as subsequently updated through other reports we file with the SEC. All subsequent written and oral forward-looking statements attributable to the Company or persons acting on its behalf are expressly qualified in their entirety by these cautionary statements. We caution you not to place undue reliance on any forward-looking statement, which speaks only as of the date on which it is made, and we undertake no obligation to publicly update or revise any forward-looking statement to reflect new information, future events or circumstances that occur after the date on which the statement is made or to reflect the occurrence of unanticipated events except as required by law.