

Regulatory event driven investments

Investor update, January 2020



Contents

Legal Disclaimer	1
EJF Investments Manager LLC – The Manager	2
EJF Investments Ltd – Financial Regulatory Event-Driven Fund	3
Strong NAV Total Returns Since Launch	4
Portfolio – Increasingly Focused on EJF Risk Retention Equity	5
What is a U.S. Community Bank?	6
Why Invest In U.S. Community Bank Debt?	7
Regulatory Change Driving Consolidation	8
CDO Collateral Description	9
Sample CDO	10
TruPS CDO Equity Offers Strong Relative Value to Traditional CLOs	11
CDO Equity Investments	12
CDO Management Contracts	13
Specialty Finance Investments	13
Alignment of Interest	14
Pipeline – Wide Opportunity Set	15
In Summary	16
Appendix	17

Legal Disclaimer

THIS PRESENTATION AND ITS CONTENTS ARE NOT FOR RELEASE, PUBLICATION OR DISTRIBUTION, IN WHOLE OR IN PART, DIRECTLY OR INDIRECTLY, IN OR INTO OR FROM AUSTRALIA, CANADA, JAPAN, SOUTH AFRICA, THE EUROPEAN ECONOMIC AREA ("EEA") (WITH THE EXCEPTION OF THE UNITED KINGDOM) OR ANY JURISDICTION WHERE SUCH RELEASE, PUBLICATION OR DISTRIBUTION IS UNLAWFUL.

This presentation has been prepared by EJF Capital LLC ("EJF") on behalf of EJF Investments Ltd ("EJFT" or the "Company") to update investors for their information only and is not intended to be used as part of an offer. The presentation has not been independently verified, contains only summary information and is incomplete. The Information (as defined below) and opinions contained herein are provided as at the date of this presentation, and no representation or warranty, express or implied, is made or given by or on behalf of the Company, EJF Investments Manager LLC (the "Manager"), EJF and/or Numis Securities Limited ("Numis") or any of their respective parent or subsidiary undertakings, or the subsidiary undertakings of any such parent undertakings, or any of such person's respective directors, officers, employees, agents, affiliates or advisers, as to, and no reliance should be placed on, the accuracy, completeness or fairness of the Information or opinions contained in this presentation and, save in the case of fraud, no responsibility or liability is assumed by any such persons for any such Information or opinions or for any errors or omissions.

All Information presented or contained in this presentation is subject to verification, correction, completion and change without notice. None of the Company, the Manager, EJF or Numis or any of their respective parent or subsidiary undertakings, or the subsidiary undertakings of any such parent undertakings, or any of such person's respective directors, officers, employees, agents, affiliates or advisers, undertakes any obligation to amend, correct or update this presentation or to provide the recipient with access to any additional information that may arise in connection with it.

This presentation does not constitute or form part of, and should not be construed as, any offer, placement, invitation or recommendation to purchase, sell or subscribe for any securities in any jurisdiction and neither the issue of the Information nor anything contained herein shall form the basis of or be relied upon in connection with, or act as an inducement to enter into, any investment activity. This presentation does not purport to contain all of the information that may be required to evaluate any investment in the Company or any of its securities and should not be relied upon to form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. This presentation is intended to present background information on the Company, its business and the industry in which it operates (the "Information") and is not intended to provide complete disclosure upon which an investment decision could be made. Any investment decision should be made solely on the basis of the Company's prospectus (together with any supplementary prospectus, if relevant). The merit and suitability of an investment in the Company should be independently evaluated and any person considering such an investment in the Company is advised to obtain independent advice as to the legal, tax, accounting, financial, credit and other related advice prior to making an investment.

Statements of historical events are strategy and fund specific, and may not apply to all products and services offered by the Company, the Manager or EJF. Certain statements may contain performance calculations which were prepared by EJF and contain assumptions about future delinquency, deferrals, default and other non-performance of the outstanding debt and securities. Any unanticipated incremental deferrals or defaults by such securities will have a material effect on any returns portrayed. Such statements are subject to various risks or events that may cause actual results to differ, such as extension risk, market forces, macroeconomic events, interest rate movements, liquidity in the market, activities and events specific to the underlying collateral's industry. The information in this presentation may include figures, statements, opinions, analysis, or other information ("Information") that paraphrase, characterize, categorize, summarize, abbreviate, or are otherwise reductive to the complete set of facts and events that have or will transpire. The Information in this presentation is based on EJF's beliefs, assumptions and information available at the time of the presentation, and is subject to change. The trading observations and marketplace commentary contained in this presentation reflects EJF's historical observations in the market, and may not comprise appropriate benchmarks for current or future valuations of these securities. Values provided do not necessarily adhere or conform to EJF's valuation policies. Certain returns implied herein are gross of fees and expenses and reflect the reinvestment of dividends and other earnings. Net performance returns to an investor in any fund will vary from the returns expressed herein due to a number of factors, including any applicable incentive allocation and the timing of that allocation, the timing of actual payment of fees and expenses (which may differ from the timing of accruals for those items). It should be noted

that certain fees will have a compounding effect on the returns (for example an account valued at \$1,000,000 achieves a 10 per cent. compounded annual total return (on a gross of fees basis) for 10 years. If the management fee was 1 per cent. of the average assets under management per year for the 10 year period, the annual return would be approximately 8.9 per cent. The approximate dollar value of the account would be \$2,345,735 (net) as opposed to \$2,593,742 (gross)). All performance figures reflect changes in the Company's net asset value and are inclusive of applicable fees as dividends. The Company is a publicly listed company on a specialist segment of the London Stock Exchange (the "Exchange"), and as a result the price per share listed on the exchange may differ from the Company's net asset value by trading at a premium or discount to the net asset value. Performance figures do not reflect transaction prices on the Exchange or other dealings which could impact the investors returns. The securities listed are illiquid, and current and future market prices will differ materially from historical trading observations due to several factors such as size, volume, volatility, and execution externalities that contribute to liquidating certain positions and no assurances can be guaranteed to their disposition, sale or liquidation otherwise.

This presentation does not constitute an offer to sell, or a solicitation of an offer to buy, securities in the United States. The securities mentioned herein have not been, and will not be, registered under the U.S. Securities Act of 1933, as amended (the "US Securities Act") or with any securities regulatory authority of any state or other jurisdiction of the United States and will not be offered, sold, exercised, resold, transferred or delivered, directly or indirectly, in or into the United States except to persons who are both qualified purchasers as defined in Section 2(a)(51) of the United States Investment Company Act of 1940, as amended (the "US Investment Company Act") and accredited investors as defined in Rule 501(a) of Regulation D under the US Securities Act or to, or for the account or benefit of, any US person (as defined under Regulation S under the US Securities Act). The Company has not been, and will not be, registered under the US Investment Company Act. Any failure to comply with the foregoing restrictions may constitute a violation of US securities laws. Furthermore, any securities offered in connection with any transaction described herein will not be recommended or approved by any United States federal or state securities commission or any other regulatory authority. Furthermore, the foregoing authorities have not confirmed the accuracy or determined the adequacy of this material. Any representation to the contrary is a criminal offence. Any securities offered will be subject to certain restrictions on transfers as described in the prospectus and set forth in the indenture pursuant to which any such securities will be issued.

This presentation includes forward-looking statements. The words "expect", "anticipate", "intends", "plan", "estimate", "aim", "forecast", "project" and similar expressions (or their negative) identify certain of these forward-looking statements. These forward-looking statements are statements regarding the Company's, the Manager's and EJF's intentions, beliefs or current expectations concerning, among other things, the Company's results of operations, financial condition, liquidity, prospects, growth, strategies and the industry in which the Company operates. The forward-looking statements in this presentation are based on numerous assumptions regarding the Company's present and future business strategies and the environment in which the Company will operate in the future. Forward-looking statements involve inherent known and unknown risks, uncertainties and contingencies because they relate to events and depend on circumstances that may or may not occur in the future and may cause the actual results, performance or achievements of the Company to be materially different from those expressed or implied by such forward looking statements. Many of these risks and uncertainties relate to factors that are beyond the Company's ability to control or estimate precisely, such as future market conditions, currency fluctuations, the behaviour of other market participants, the actions of regulators and other factors such as the Company's ability to continue to obtain financing to meet its liquidity needs, changes in the political, social and regulatory framework in which the Company operates or in economic or technological trends or conditions.

Past performance should not be taken as an indication or guarantee of future results, and no representation or warranty, express or implied, is made regarding future performance. The Company, the Manager, EJF and Numis expressly disclaims any obligation or undertaking to release any updates or revisions to any statement to reflect any change in the Company's, the Manager's, EJF's or Numis's expectations with regard thereto or any change in events, conditions or circumstances on which any statement is based after the date of this presentation or to update or to keep current any information contained in this presentation. Accordingly, undue reliance should not be placed on the forward-looking statements, which speak only as of the date of this presentation.

Numis, which is authorised and regulated in the United Kingdom by the FCA, is acting exclusively for the Company and no one else in connection with the matters described in this presentation. Numis will not regard any other person (whether or not a recipient of this presentation) as a client in relation thereto and will not be responsible to anyone other than the Company for providing the protections afforded to its clients nor for the giving of advice in relation to the matters contained herein or any transaction, matter or arrangement referred to in this presentation. Neither Numis, nor any of its directors, officers, employees, advisers or agents accepts any responsibility or liability whatsoever for this presentation, its contents or otherwise in connection with it or any other information relating to the Company, whether in written, oral or in a visual or electronic format. The Company, which is regulated by the Jersey Financial Services Commission, is classified as a Listed Fund.

Certain information contained herein has been provided by outside parties or vendors. Although every effort has been made to ensure the information herein contained is, or is based on, sources believed by EJF to be reliable, no guarantee is made as to its accuracy or completeness. Accordingly, EJF has relied upon and assumed, without independent verification, the accuracy and completeness of all information available to it. EJF expressly disclaims any liability whatsoever for any loss arising from or in reliance upon the whole or any part of the content herein.

The scenarios, risks, Information and forward looking statements presented in this document are not comprehensive of the securities and strategies referenced, and are solely for illustrative purposes. Therefore, this document, as well as the forward looking statements and Information, cannot be relied upon for any purpose other than the current illustrative one.

EJF cannot guarantee that the securities and/or transactions described in this document were purchased or effected as described. EJF clients may already own securities that advance or conflict with any strategies described herein. The specific securities identified and described in this document do not represent all of the securities purchased, sold, or recommended by EJF, and the reader should not assume that investments in the securities identified and discussed were or will be profitable. This document shall not in any event be deemed to be complete and exhaustive information on the subjects covered.

Investors should be aware that although EJF, the Manager and the Company (as applicable to their relevant roles) will seek to manage any potential conflicts of interest in good faith, having regard to the nature and scale of EJF's operations, there will be occasions when EJF and the Manager and their respective directors or affiliates, as applicable, may encounter conflicts of interest in connection with the Company. Certain inherent conflicts of interest arise from the fact that EJF and its affiliates (collectively "EJF Affiliates") may provide investment management, advisory and support services to EJF Affiliates' sponsored securitizations, the Manager, EJF CDO Manager LLC, the Company and to other clients, including other securitization vehicles, other investment funds, clients and other investment vehicles that EJF Affiliates may establish from time to time.

Such conflicts may arise in connection with decisions by EJF, EJF Affiliates and accounts or clients they manage to buy, sell, liquidate, collapse, restructure, call, redeem, or otherwise exercise certain rights of securities held by EJF Affiliates clients that may adversely impact securities held by the Company. For a more detailed discussion of risks and conflicts associated with investing in the Company, you are urged to read the Company's prospectus.

By accessing a copy of this presentation, you agree to be bound by the foregoing limitations and to maintain absolute confidentiality regarding the information disclosed in this presentation.

The Fund has appointed Hugo Fund Services SA, 6 Cours de Rive, 1204 Geneva, Switzerland, as its Swiss Representative. Banque Cantonale de Genève, 17 Quai de l'Île, CH-1208 Geneva, Switzerland is the Swiss Paying Agent. In Switzerland shares shall be distributed exclusively to qualified investors. The fund offering documents, articles of association and audited financial statements can be obtained free of charge from the Representative. The place of performance with respect to shares distributed in or from Switzerland is the registered office of the Representative.

EJF Investments Ltd is regulated by the Jersey Financial Services Commission

The Manager

The Manager is a subsidiary of EJF Capital LLC (“EJF”), a global asset management firm focused primarily on regulatory event-driven investing within the financial sector

- Founded by Emanuel J. Friedman and Neal J. Wilson in 2005
- Headquartered outside of Washington D.C., with additional offices in London and Shanghai
- 84 employees, including 31 investment professionals

\$7.4 billion¹ of AUM focused on financial services sectors; additional \$2.9 billion of securitised AUM

- EJF launched EJF Investments (“EJFI”), a closed end fund trading on the Specialist Fund Segment of the LSE, in April 2017

Key professionals



Neal Wilson
CEO*

Over 25 years of experience
Arlington, VA



Emanuel Friedman
Chairman and Co-CIO*

Over 40 years of experience
Arlington, VA



Peter Stage
CFO*

Over 20 years of experience
London



Lindsay Sparacino, CFA
Co-CIO*

Over 17 years of experience
Arlington, VA



Hammad Khan
Senior Managing Director*

Over 15 years of experience
London



Matt Gill, CFA
Accounting Director

Over 9 years of experience
London

¹ Figure includes uncalled capital commitments. Total uncalled capital commitments across the firm are approximately \$122 million. As at 31 December 2019.

* Denotes member of the Investment Committee

Financial Regulatory Event-Driven Fund

Admitted to Specialist Fund Segment of LSE in April 2017

- £121.0 million net asset value at 31 December 2019, £16.9 million ZDP share net asset value in issuance at 31 December 2019
- 80% of the recurring operating expenses covered by the Manager through to at least 1 January 2021
- A minimum of 75% of operating expenses to be covered by the Manager until NAV reaches £300 million
- Active pipeline of up to £65 million of investment opportunities

Seeking to benefit from strengthening of U.S. community banks

- Geographically diverse exposure to debt issued by 173 U.S. community banks and 40 U.S. insurance companies
 - Conservative balance sheets, benefiting from rising interest rates and profitability boost from recent tax cuts
 - Regulatory driven M&A, fuelling early repayment of legacy debt
- Exposure through equity stakes in EJJ-sponsored CDOs
 - Additional returns through CDO management fee income

Strongly performing portfolio generating stable, sustainable and attractive long-term cash flows

- Targeting NAV total returns of 8%-10% pa¹
- Target dividends of 10.7p pa, equivalent to 6.3% yield on 31 December 2019 share price, paid quarterly¹
- Annualized NAV total return performance of 19.8% to 31 December 2019 since launch in April 2017²

¹ The target returns and target dividend are targets only and not a profit forecast. There can be no assurance that the target returns and target dividend will be achieved and investors should place no reliance on such targets when making an investment decision. This information is intended to be illustrative only and is not designed to predict the future performance of the Company or its investment portfolio.

² NAV total return inclusive of dividends declared through 31 December 2019.

Strong NAV Total Returns Since Launch

NAV Total Return LTM¹

EJFI NAV ²	11.9%
CS US Leveraged Loan Index	8.2%
BAML US HY Index	14.3%

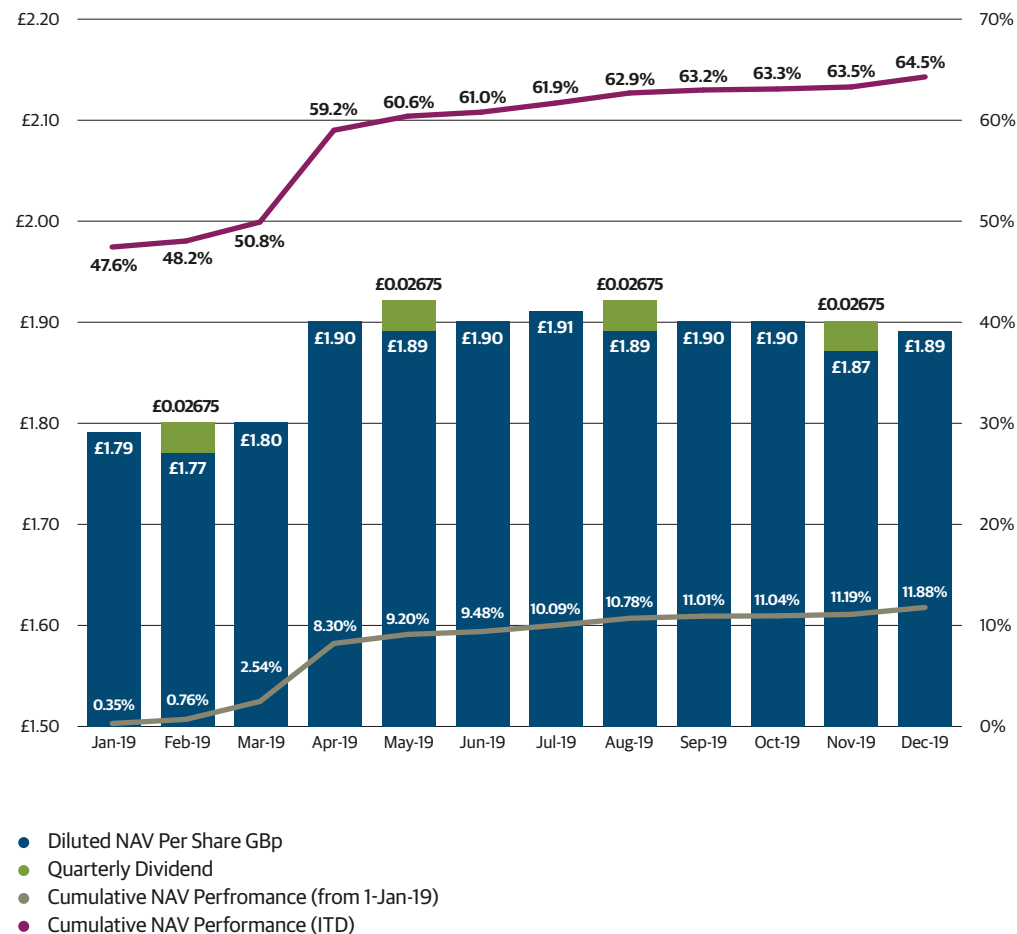
Annualized NAV total return of 21.8% since admission²

2019 performance of 11.9%²

Target 8-10% pa NAV total returns²

Dividend target 10.7p³

- 6.3% yield on share price⁴
- Paid quarterly



¹ There are material differences between the Company and any indices referenced herein.

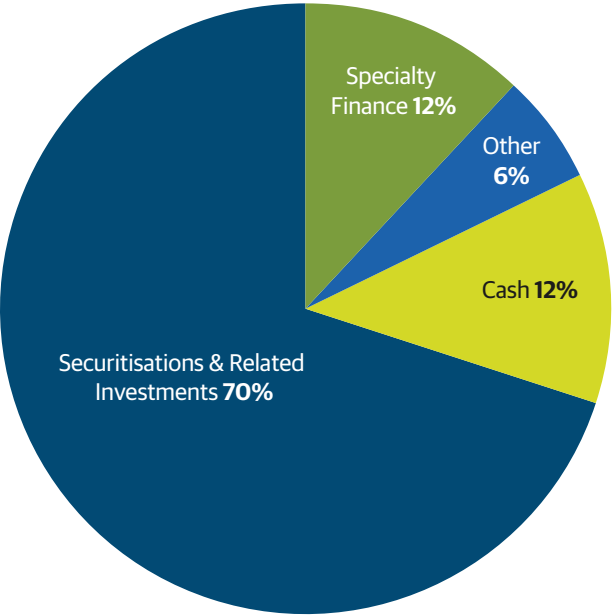
² Total return inclusive of dividends declared through 31 December 2019.

³ The target returns and target dividend are targets only and not a profit forecast. There can be no assurance that the target returns and target dividend will be achieved and investors should place no reliance on such targets when making an investment decision. This information is intended to be illustrative only and is not designed to predict the future performance of the Company or its investment portfolio.

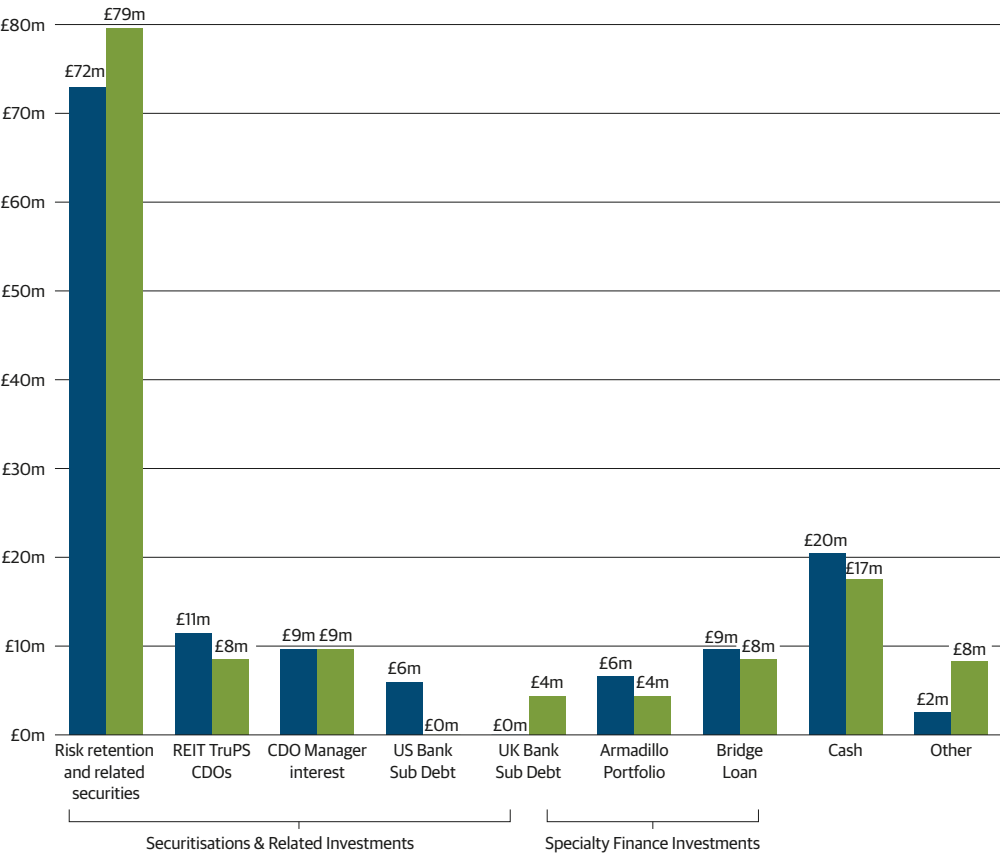
⁴ As of 31 December 2019.

Focused on EJF Risk Retention Equity

Assets as at 31 December 2019



Investment portfolio evolution



- 31 December 2018
- 31 December 2019

What is a U.S. Community Bank?

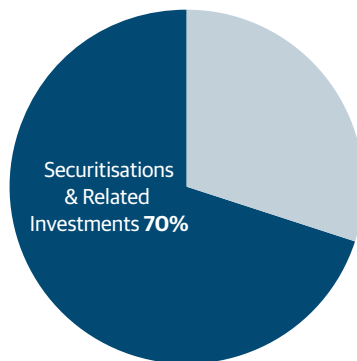
Small simple banks supporting local communities

- c. 5,200 banks in the U.S.¹
 - Versus c. 100 banks in the UK
- 60% of assets in largest 13 U.S. banks
 - But >\$4.5 trillion of assets in smaller banks

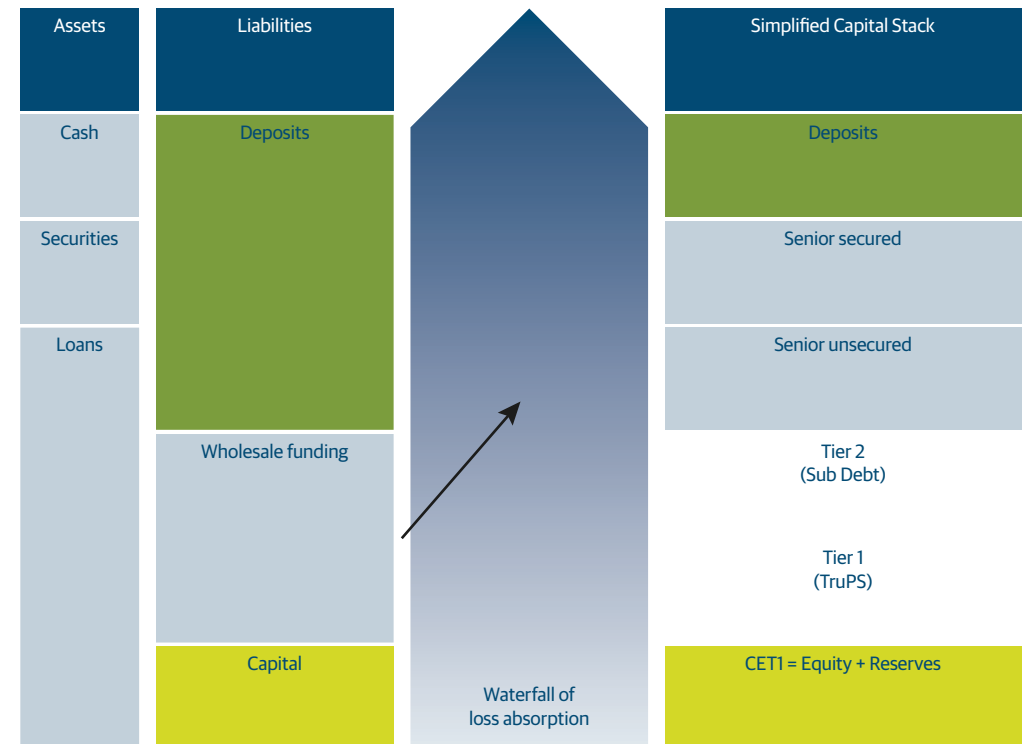
Target “Main Street” / Community Banks

- \$200 million – \$50 billion assets
- Support for local lending
- Advantageous regulatory environment

Assets as at 31 December 2019



Sample Bank Balance Sheet²

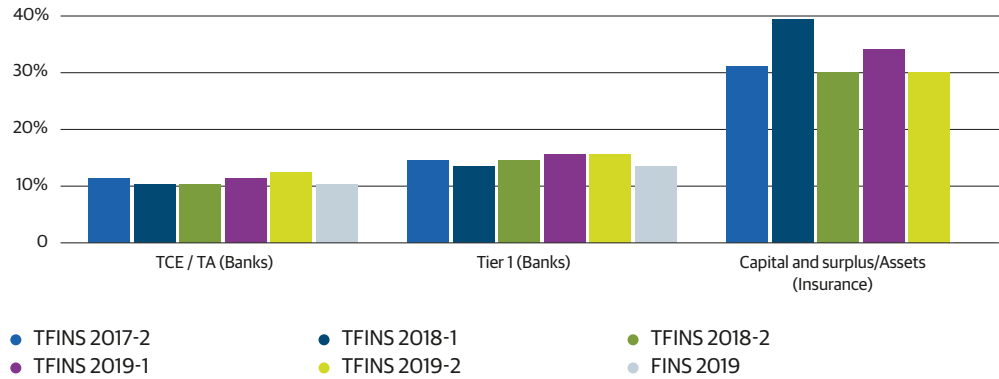


1. Source: S&P Global Market Intelligence as of 8/26/2019 and may not reconcile with FDIC records.

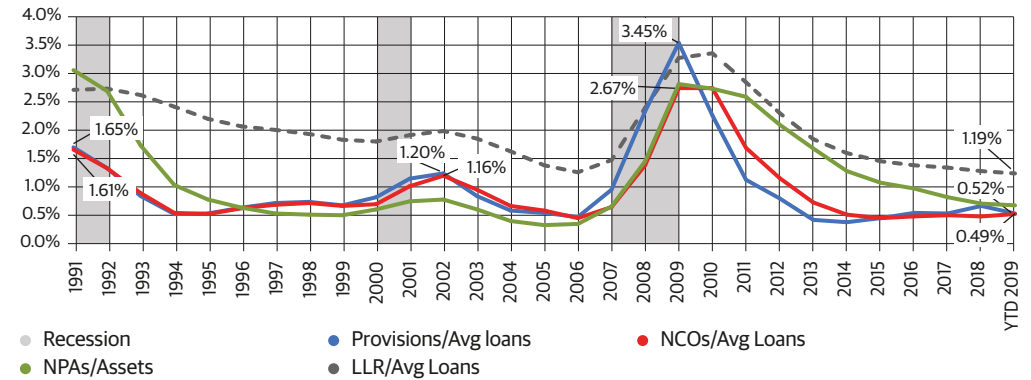
2. Figures and images listed above are not representative of any single bank or investment made by the Company, but are included for discussion and illustrative purposes only.

Why Invest In U.S. Community Bank Debt?

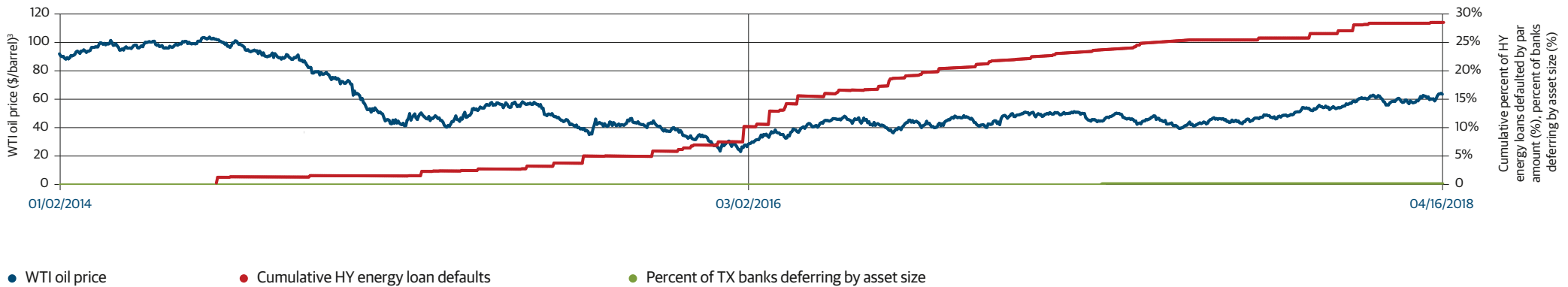
Leverage Ratios (Bank & Insurance Issuers)¹



Community Banks Resilient in Downturn²



Localised Stress Test – Texas-Based Banks³

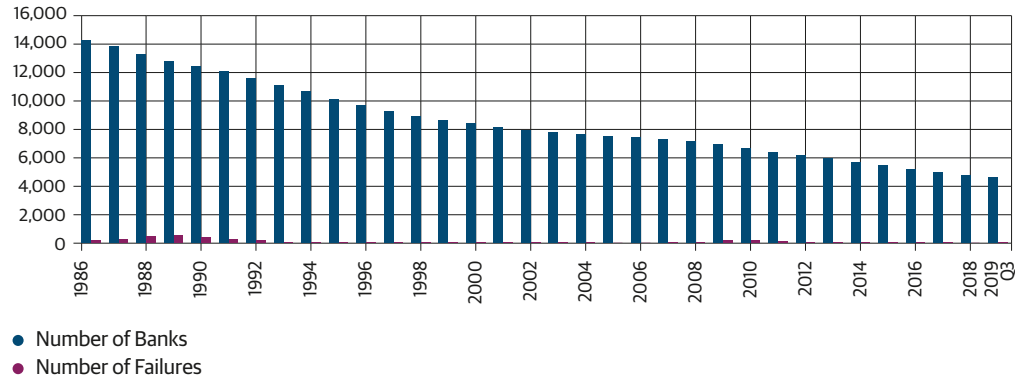


1. Source: S&P Global Market Intelligence, data as of 31 December 2019.

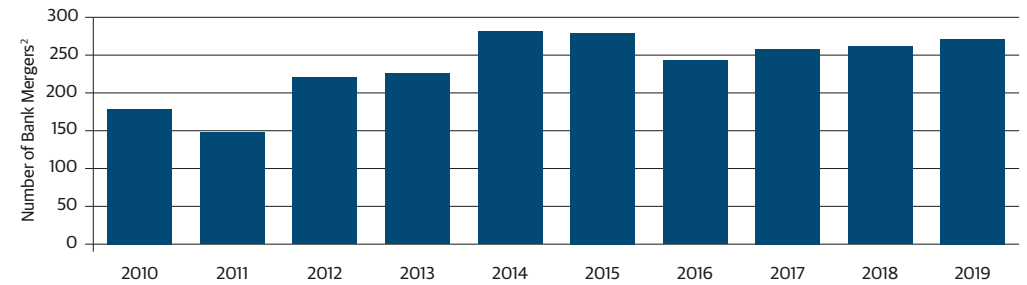
2. Sources: S&P Global Market Intelligence, Bloomberg, and J.P Morgan. Of 510 Banks in Texas in 2014, 2 have deferred on Trust Preferred Securities since 2014 (0.4%) and an additional bank is currently deferring, which amounts to approx. \$323.4 million of \$334.8B.

Regulatory Change Driving Consolidation

Longer Term - Number of Banks and Failures¹

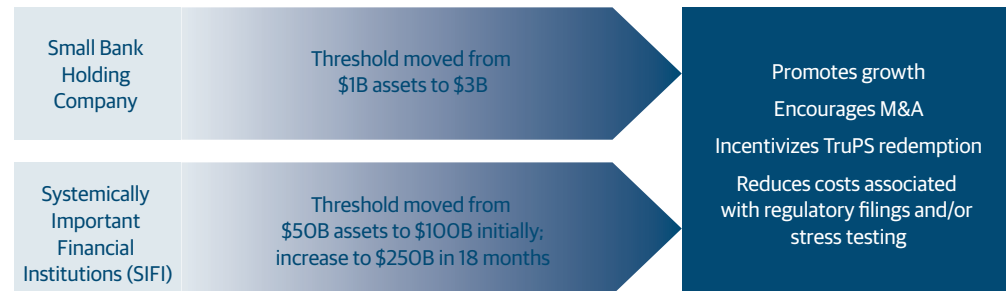


Post Crisis - Consolidation Continues Unabated²

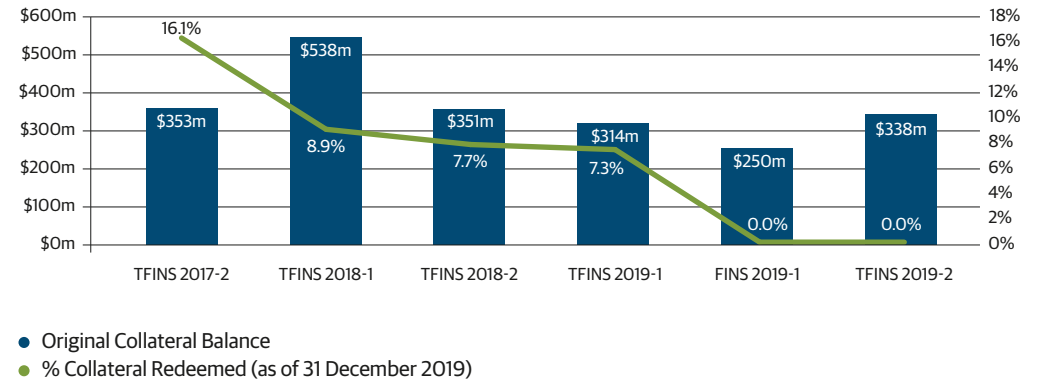


Recent developments - Fuels consolidation

- U.S. bank regulatory relief bill signed into law in May 2018
- Regulatory pendulum shifts away from Dodd Frank
- Clear regulatory drive to simplify rules to foster growth and consolidation in the U.S. banking industry



Outcome - Debt Retirement / De-Leveraging³

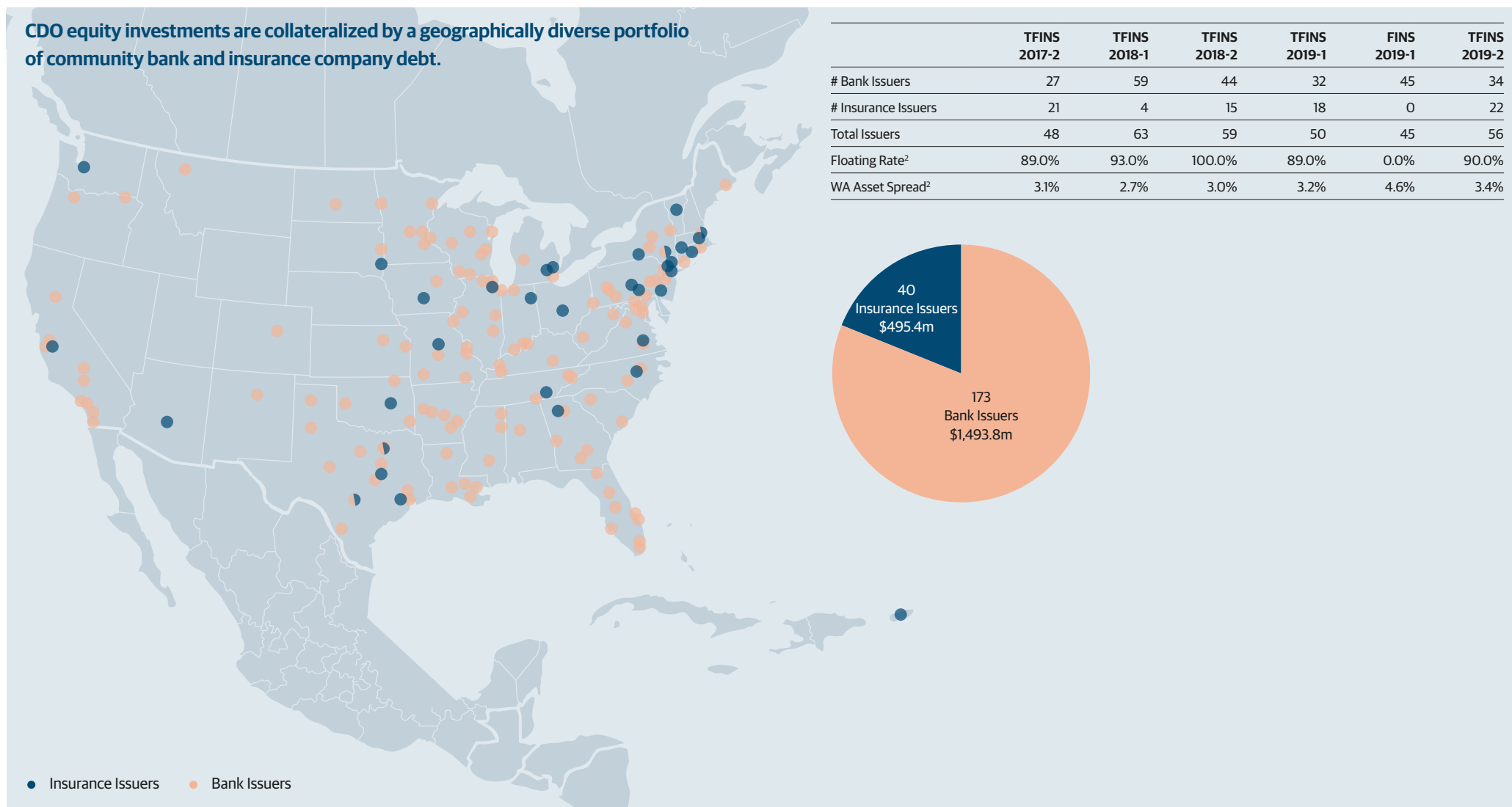


1. Source: Federal Reserve Bank of St. Louis.

2. Source: S&P Global Market Intelligence as of 31 December 2019.

3. All figures are as of 31 December 2019 and are subject to change. Nothing should be inferred from prior securitizations about the Transaction as the characteristics of the collateral vary for each product. Past performance is not indicative of future results. Please note some prepayments shown have been announced but not yet completed.

CDO Collateral Description¹



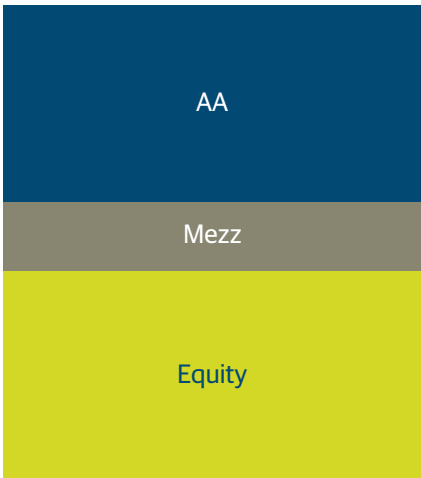
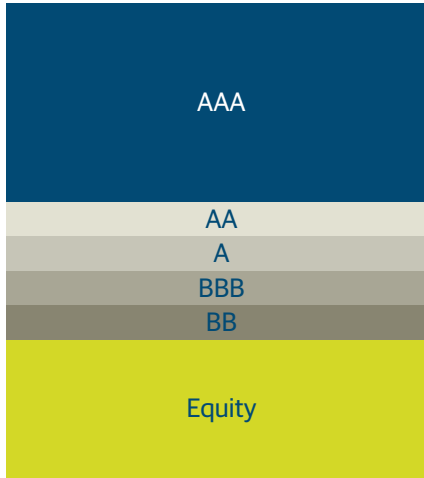
1. Based on the underlying collateral of TFINS 2017-2, TFINS 2018-1, TFINS 2018-2, TFINS 2019-1, FINS 2019-1 and TFINS 2019-2; no. of issuers as of 31 December 2019; other info as of the securitisation closing date.

Sample CDO¹

Typical collateral characteristics	Sample CDO		Typical structure characteristics
<div>Issuer type</div> <div>U.S. Banks and Insurance Companies</div>	Collateral	Senior Tranche	<div>Leverage</div> <div>2x to 7x</div>
<div>Debt type</div> <div>TruPS, Senior Notes, Subordinated Debt and Surplus notes</div>		Mezzanine Tranche	<div>Term</div> <div>Match funded</div>
<div>Interest rate</div> <div>Majority floating rate</div>		Equity Tranche	<div>Management fee</div> <div>10bps to 20bps</div>
<div>Maturity</div> <div>10 year +</div>		Overcollateralization	<div>Non-Call period</div> <div>2 years</div>
<div>Reinvestment</div> <div>None, static pool</div>			<div>Auction call</div> <div>8 years</div>
CDO equity tranche provides an attractive current yield with potential upside due to overcollateralization			
EJFI receives a portion of the collateral management fee through its subsidiary's 49% ownership interest in the CDO Manager			

1. Illustrative capital structure for sample EJF Capital sponsored bank and insurance TruPS CDO transaction. Nothing should be inferred from prior EJF sponsored securitizations about future EJF sponsored securitizations.

TruPS CDO Equity Offers Strong Relative Value to Traditional CLOs

TruPS CDO ¹			Sample CLO ²	
<ul style="list-style-type: none"> Static pool with geographic diversification Pool of static assets allows 'AA' and Mezz buyers to evaluate exact collateral Simple structure with significant excess cash flows Underlying securities often purchased at a discount to par value 		Structure	<ul style="list-style-type: none"> Complex structure with multiple triggers 4yr reinvestment period allows for significant changes to collateral base CLO 2.0 Equity NAV can be volatile due to underlying syndicated loan market 	
<ul style="list-style-type: none"> Leverage of c. 2-7x D/E Equity tranche benefits from underlying securities pull to par 		Leverage	<ul style="list-style-type: none"> Leverage of c. 9-10x D/E Increases exposure to credit market volatility 	
<ul style="list-style-type: none"> Discounted assets in a highly regulated industry Regulatory tailwinds benefitting underlying credits W.A. credit rating of c. BBB- / BB+ 		Collateral Credit Quality	<ul style="list-style-type: none"> Exposure to various industries such as energy, metals, mining and retail High yield spreads are near post-crisis lows W.A. credit rating of c. B+ / B 	

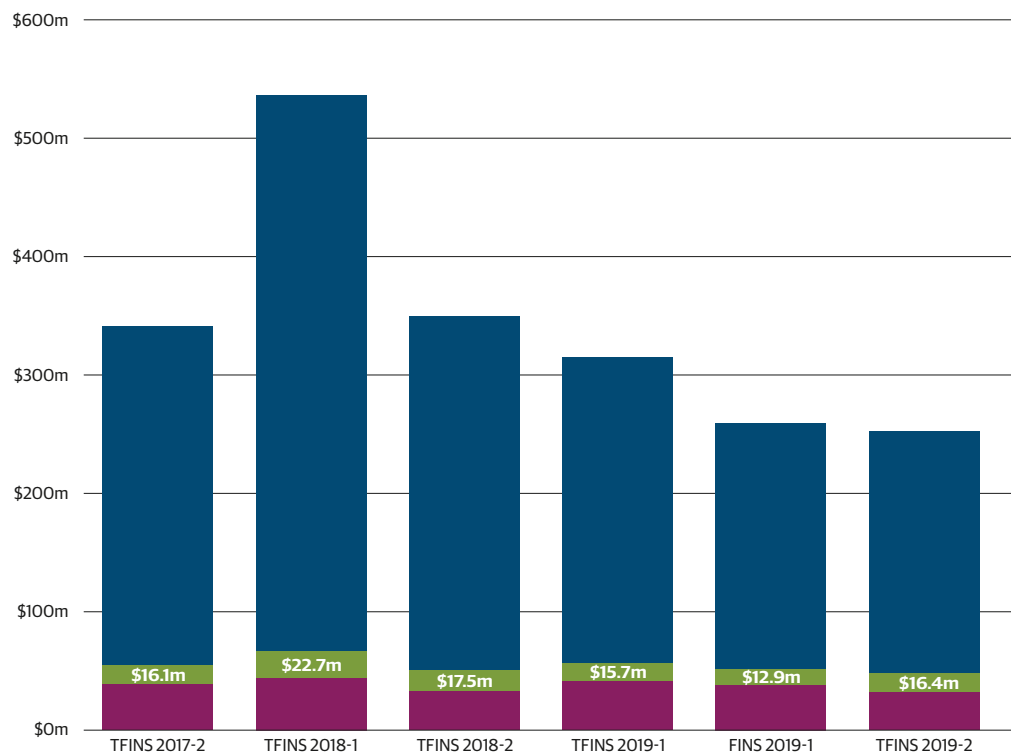
1. Illustrative capital structure for sample EJF Capital sponsored bank and insurance TruPS CDO transaction.

2. Illustrative structure of broadly syndicated loan ("Sample") CLO.

CDO Equity Investments

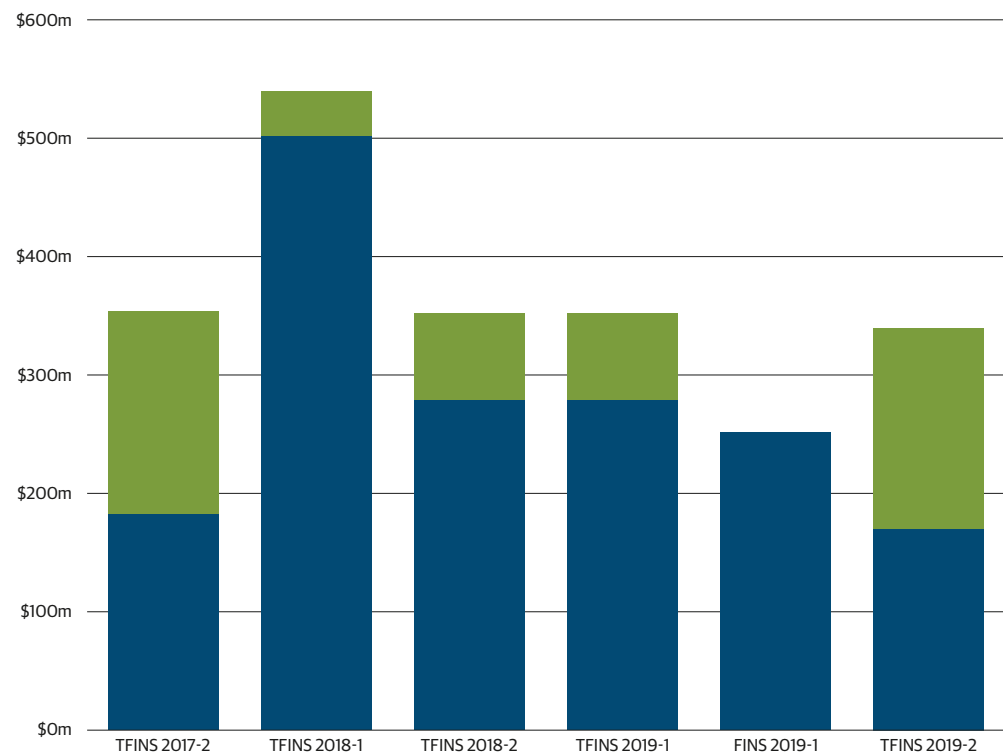
Over \$101 million of CDO equity investments across six securitisations¹

CDO Structure and EJFI Investment²



- Senior Notes
- EJFI Investment in CDO Equity
- Remaining CDO Equity

Underlying CDO Collateral²



- Banks
- Insurance Companies

1. As of 31 December 2019; inclusive of the TFINS 2019-2 capital commitment which closed in January 2020.

2. As of the securitisation closing date.

CDO Management Contracts

Fee Income Provides Additional Yield

- 6.8% of total assets
- Valued based on discounted cash flows
- Recognition and increase to NAV on origination of each CDO

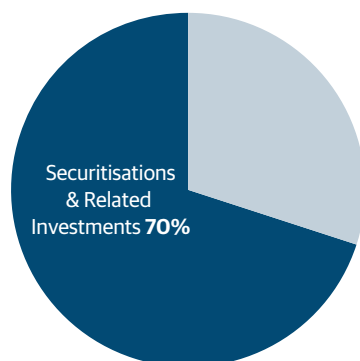
Cash income stream from stake in CDO Manager vehicle

- 49% owned by EJFI
- 51% by EJF Capital¹
- 10-30bps of gross CDO assets
- Incentive fee of 20% above a 10% hurdle²
- Provides boost to EJFI's CDO equity return

10 CDOs under management

- £2.9 billion of collateral

Assets as at 31 December 2019



1. Through the Manager.

2. Applicable to TFINS 2018-1, TFINS 2018-2, TFINS 2019-1, TFINS 2019-2 and FINS 2019-1.

Specialty Finance Investments

Insurer Bridge Loan

- 5.5% of total assets
- Sourced through existing EJF Capital relationship
- Refinanced original loan due January 2020 into a new loan due January 2022
- 12.0% interest rate (PIK or cash)
- 2.0% commitment fee
- Secured against CDO assets

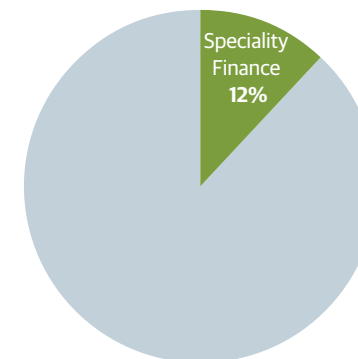
Armadillo - law firm lending strategy

- 3.1% of portfolio total assets (reducing as portfolio runs off over next two years)
- Portfolio of high rate loans to law firms engaged in mass tort litigation

UK Specialist Bank Sub-debt

- 3.3% of total assets
- Investment in two specialist UK banks
- Fixed coupons of 7.5% and 7.75%
- 10 year maturities, non-callable for 5 years

Assets as at 31 December 2019



Alignment of Interest

c.23% of EJFI share capital owned by Principals and affiliates of the Manager

EJF retains 15% stake in the risk retention vehicle¹

- **100% of equity issued by EJF sponsored CDOs is owned by EJF managed entities**

Joint ownership of the CDO manager

Costs

- EJF covered all launch costs (c.£4 million)
- EJF covering 80% of the recurring operating expenses through to at least 1 January 2021
- EJF covering at least 75% of the recurring operating expenses until NAV reaches £300 million

Long term strategy to grow EJFI

- Broaden investor appeal
- Strategic relationship through CDO origination flow and co-investment in CDO equity positions

1. Through EJF Investments Manager ownership interest in EJF Investments LP.

Pipeline – Wide Opportunity Set in Securitisations and Related Investments

UK Bank Subordinated Debt
Up to £5 million

U.S. Bank and Insurance CDOs*
£10 to £30 million

Bank Subordinated Debt
£5 to £10 million

Legacy TruPS CDO Bonds
£1 to £10 million

Specialty Finance
£10 to £20 million

* EJFI will also receive a portion of the associated collateral management fee through its 49% ownership interest in the CDO Manager.

In Summary

EJFI offers

- Diversified pool of cash generative niche assets united by a common regulatory theme
- Portfolio protected by high barriers to entry and benefitting from a transparent pipeline

Supportive Environment

- Asset class diversification for investors
- Evolving macro-economic environment underpins the target investment set
- Favorable political and regulatory climate encouraging credit expansion and benefitting from corporate tax rate reduction

Excellent Heritage

- Strong managerial track record across all areas of target investments
- Demonstrable managerial expertise and ingenuity particularly in areas that are difficult to replicate

Alignment of Interests

- Principals and affiliates of the Manager own c.23% of the outstanding shares in EJFI
- Principals of the Manager invested £3.9 million in the June 2017 equity placement
- EJF Capital, through the Manager, will hold not less than 15% of the risk retention vehicle on an ongoing basis

Appendix – Company Overview

Listing/Currency	London Stock Exchange Main Market – Specialist Fund Segment / GBP
Structure	Jersey domiciled closed-ended investment company
Strategy	Focused on: (1) subordinated debt of US community banks and insurance companies; and (2) specialty finance
Manager	EJF Investments Manager LLC (the “Manager”), wholly owned by EJF Capital
Target Return	8-10% p.a. NAV total return inclusive of dividends ¹
Dividend	Dividend target 10.7p; 6.3% yield on current share price ² ; paid quarterly
Management Fees	Fees: 1% pa of NAV; 10% of NAV total return over 8% pa compound hurdle (paid in stock)
Expenses	EJF Capital is absorbing 80% of ongoing operating expenses until 1st January 2021.
Discount Control	Share Buyback Authority with 5 year continuation vote (2022)
Size/Structure	Ordinary shares – £109.7 million market cap ² ZDP – £15 million issuance
NAV Reporting	Monthly

1. The target returns and target dividend are targets only and not a profit forecast. There can be no assurance that the target returns and target dividend will be achieved and investors should place no reliance on such targets when making an investment decision. This information is intended to be illustrative only and is not designed to predict the future performance of the Company or its investment portfolio.

2. As at 31 December 2019.

Appendix – EJFI Board and Advisory Team

Board of Directors

Joanna Dentskevich – Independent NED

- Joanna is an independent director for a number of investment companies and financial services businesses
- Joanna also has her own risk consultancy focusing on AIFMD risk management
- Joanna worked for nearly 20 years in investment banking in London and Asia where she was Director of Risk at Deutsche Bank and Morgan Stanley
- Joanna is a Chartered Member of the Chartered Institute of Securities & Investments

Alan Dunphy – Independent NED

- Alan has over 18 years' experience in the offshore financial industry
- Alan is currently a director at LGL Trustees where he works on fund and corporate client structures
- Previously a Managing Director at Bennelong Asset Management
- Fellow of the Institute of Chartered Accountants in Ireland

Nick Watkins – Independent NED

- Nick is a Jersey resident and a partner and director of Altair Partners
- Previously, Nick was Global Head of Transaction Management for Deutsche Bank's Alternative Fund Services Division
- Nick is a qualified solicitor in England and Wales and a member of the Jersey branch of Institute of Directors

Neal Wilson – NED

- Neal is a co-founder and COO of EJF Capital with more than 25 years of capital market and asset management experience
- Previously ran the Alternative Asset Management and Wealth Management Groups at FBR & Co
- Previously a securities attorney with Dechert LLP and the U.S. Securities and Exchange Commission
- Neal serves on the board of Urban Exposure Finance Limited

Advisers & Service providers to EJFI

Auditors:	KPMG LLP
Tax:	PricewaterhouseCoopers CI LLP
Prime Brokerage:	Citigroup Global Markets, Ltd.
Legal (U.S. and UK):	Clifford Chance
Legal (Jersey):	Carey Olsen
Broker:	Numis Securities Limited
Administrator:	BNP Paribas Securities Services
Registrar:	Computershare Limited

Appendix – CDO Equity Investments – Highlights

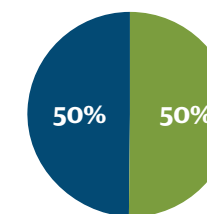
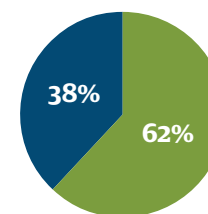
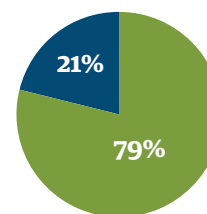
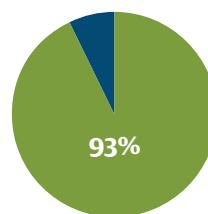
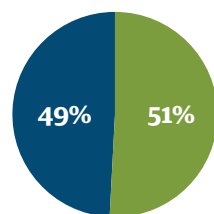
EJFI risk retention investments (As of closing date)

	TFINS 2017-2 October 2017	TFINS 2018-1 May 2018	TFINS 2018-2 December 2018	TFINS 2019-1 March 2019	FINS 2019-1 September 2019	TFINS 2019-2 December 2019
EJFI – CDO Equity amount (\$ million)	16.1	22.7	17.5	15.7	12.9	16.4
Estimated return profile¹						
Current yield (%)	9.5	9.3	7.8	8.5	10.3	7.5
Current yield; including CDO management fee income (%)	10.2	10.9	9.2	9.9	12.5	9.0
IRR Range (YTM-YTC); including CDO management fee income (%)	10.1 to 13.2	10.2 to 11.8	8.5 to 10.0	8.5 to 9.4	10.4 (no mandatory call)	8.9 to 11.3

Collateral overview (on closing date)

Collateral consists of TruPS, senior notes, subordinated notes and surplus notes issued by U.S. banks and insurance companies.

● Insurance companies ● Banks



Original collateral principle balance (\$ million)	353.0	537.8	351.0	313.9	250.5	338.4
WA Collateral Yield (%)	L+3.1	L+2.7	L+3.0	L+3.2	L+3.6	L+3.2
Implied rating	Ba1	Baa3	Baa3	Baa3	Baa3	Ba1

CDO structure

WA Cost of debt (%)	L+2.3	L+2.1	L+1.9	L+2.48	0.0409	L+2.76
Leverage ration	4.3x	6.7x	5.7x	4.6x	4.9x	5.8x

Other key terms

Non call/Auction call	Sept 2019/Sept 2025	Mar 2020/Mar 2026	Dec 2020/Dec 2026	Feb 2021/Feb 2026	July 2021/NA	Jan 2023/Nov 2027
Senior collateral management fee (bps)	10	20	20	20	30	20

¹ Estimated returns are as of January 2020 and they may not reflect the required post closing fair valuation of the bonds. Estimated returns assume, among other things, no delinquency, deferral or other non-payment by collateral, and do not include cash flows previously received. Any changes in cash flows can materially impact returns. There can be no assurances that the estimated returns will be realized as portrayed in this document and investors should place no reliance on such estimated returns in making any investment decision. Estimated returns are targets only and not a profit forecast. This information is intended to be illustrative only and is not designed to predict the future performance of the Company or its investment portfolio.