

EJF Investments Limited Investor Presentation

October 2023

www.ejfi.com Ticker: EJFI LN

Overview



The Opportunity

EJF Investments Ltd ("EJFI" or the "Company", together with its subsidiary the "Group"):

- has the objective to provide shareholders with attractive risk adjusted returns via regular dividends and capital growth over the long term.
- primarily invests in a diversified portfolio of debt issued by smaller US banks and insurance companies via Collateralised Debt Obligations ('CDOs') Equity Tranches, where the CDOs were structured by an affiliate of EJF Capital LLC.
- owns a 49% interest in EJF CDO Manager LLC ('the CDO Manager
 ') that manages the CDOs and generates regular income.
- also invests in Specialty Finance investments, including Mortgage Servicing Rights ('MSRs') which provide regular income in exchange for servicing pools of US mortgages.

Managed by

EJF Capital LLC ("EJF") is a global alternative asset management firm focused primarily on regulatory event-driven investing within the financial sector:

- founded by Emanuel Friedman and Neal Wilson in 2005 and is headquartered in Arlington, near Washington, DC, with additional offices in London and Shanghai.
- currently employs about 50 people.
- owns the Manager of EJFI, EJF Investment Manager LLC.
- manages approximately \$3.4bn* of hedge fund and private equity assets, separately managed accounts, as well as \$3.2bn* of CDO assets through its affiliates.

*At 30 June 2023 includes \$144.6 million of uncalled capital.





9.14%

Annualised Total Return since inception¹

74.86%

Total Return since inception¹

Cumulative NAV AND SHARE PRICE Total Return ¹ (%)						
	3m	6m	1y	3у	5у	ITD
EJFI (share price)*	(5.16)	(14.31)	(2.98)	17.23	(12.53)	18.05
EJFI (NAV)*	(6.10)	(9.57)	(6.99)	17.38	21.74	74.86

^{*} inclusive of dividends

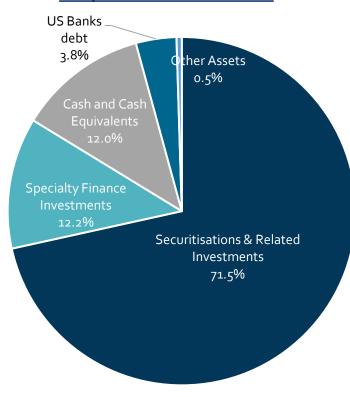
- Risk Retention Vehicle: Supports the \$3.2bn securitisation platform of EJF.
- **Underlying exposure:** Exposure to a portfolio of loans to US financial institutions and related assets, with an emphasis on floating rate debt and with strong credit fundamentals.
- · Interest Rates: Majority of the portfolio benefits from higher interest rates.
- Regular Income: EJFI receives regular income from the CDO Equity Tranches, participates in 49% of the management fee stream from the CDO Manager Interest and receives regular service fee income from MSRs.
- Consistent Dividends: Consistent quarterly dividends paid, with no suspensions or reductions, totaling 10.7 pence per Ordinary Share per annum (9.86% annualised yield on share price¹).
- Cost reimbursement: 60% of the recurring operating expenses (other than management fees) reimbursed by the Manager.
- Management team: Highly experienced management team.

All figures are as at 30 June 2023 unless otherwise stated. ¹These are Alternative Performance Measures and are defined in the latest Interim Report of the Company.

Portfolio Composition



Group assets as at 30 June 20231



Securitisations & Related Investments

- £79.5 million investment in the CDO Equity Tranches of seven securitisations sponsored by EJF Capital LLC
- £6.8 million investment in EJF CDO Manager LLC (49% ownership interest)
- £1.3 million investment in a TruPS CDO security

Specialty Finance Investments

- £9.5 million investment in a portfolio of mortgage servicing rights ("MSRs")
- £3.4 million in US Treasury bills to partially hedge MSRs
- £2.0 million investment in European Debt Investments

US Bank debt

• £4.6 million in two subordinated debt instruments issued by US Banks

Cash

- £4.9 million unrestricted cash
- £6.3 million in Money Market Fund
- £3.5 million restricted cash²

Other Assets

£0.6 million of other assets

¹Based on the Company's 30 June 2023 unaudited financials.

²Including an unrealised gain on forward currency contracts of £2.4 million.



Securitisation and Related Investments

Securitisation and Related Investments represented approximately 71.5% of the Group's assets as of 30 June 2023 and consists of :

CDO Equity Tranches £79.5m 64.9% of Group's assets The investments into the equity tranches of 7 CDOs, via EJF Investments LP, provide the Company exposure to underlying collateral comprising 355 debt instruments issued by 160 US banks and 37 US insurance company unique issuers with a combined principal outstanding balance of \$1.89bn.

CDO Manager Interest £6.8m 5.5% of Group's assets

Through its 49% interest in the CDO Manager, which currently manages 11 different CDO structures with an underlying AUM of \$3.2bn, the Company receives regular streams of income that rank senior in the cashflow waterfall of these CDOs.

TruPs CDO £1.3m 1.1% of Group's assets

The Company is also invested in 1 REIT TruPS CDO security issued prior to the financial crisis by an unaffiliated third-party sponsor.



CDO Equity Tranches as of 30 June 2023

	TFINS 2017-2	TFINS 2018-1	TFINS 2018-2	TFINS 2019-1	TFINS 2019-2	TFINS 2020-1	TFINS 2020-2
	October 2017	May 2018	December 2018	March 2019	December 2019	September 2020	December 2020
Equity Tranches amount (\$ million)	13.9	18.4	13.9	13.3	13.9	13.4	8.3
Estimated return profile ¹ Yield to Call ² / Maturity (%) Yield to Call ² / Maturity including management fee income (%)	17.3 / 11.0	15.8 / 10.7	15.6 / 10.3	13.3 / 9.9	17.8 / 11.3	16.5 / 11.8	20.6 / 14.2
	17.5 / 11.2	16.5 / 11.1	16.3 / 10.9	13.9 / 10.4	18.5 / 11.8	17.3 / 12.4	21.7 / 15.3
Collateral overview (on closing date) TruPS, senior, subordinated and surplus notes issued by US banks and insurers. Banks	49% 51%	93%	21%	38% 62%	50% 50%	31% 69%	33% 67%
CDO structure Original collateral principal balance (\$ million) Initial implied rating ³ Initial leverage ratio ⁴	353.0	537.8	351.0	313.9	338.4	282.9	177.2
	Ba1	Baa3	Baa3	Baa3	Ba1	Ba2	Ba3
	4.3x	6.7x	5.7x	4.6x	5.8x	4.5x	5x
Other key terms	Passed/	Passed/	Passed/	Passed/	Passed/	Passed/	Passed/
Non call/Auction call	Sept 2025	Mar 2026	Dec 2026	Feb 2026	Nov 2027	July 2028	Oct 2028
Legal final deadline	Sept 2039	Mar 2039	Sept 2039	Feb 2039	Feb 2039	Apr 2040	Jul 2041
Senior collateral management fee (bps)	10	20	20	20	20	30	30

^{1.} Estimated returns are as of 30 June 2023 and they reflect the 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. Prepayments are estimated by EJF based on past experience and judgements. Any changes in cash flows can materially impact returns. There can be no assurances that the estimated returns will be realised 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.

Call assumed to be in 5 years from yield calculation date on a rolling basis.

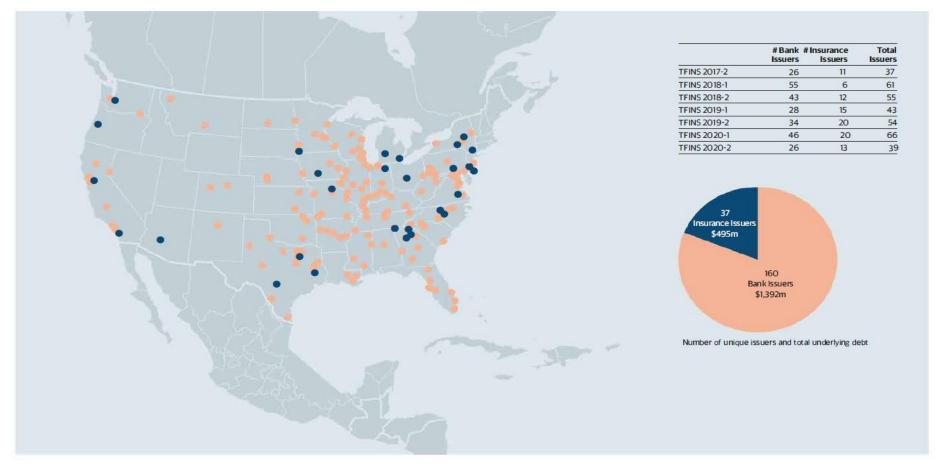
Implied Ratings are as of issuance by the engaged nationally recognised statistical rating organisation. Ratings are subject to change and may not reflect current creditworthiness
of issuer.

^{4.} Initial leverage ratio calculated as par value of debt tranches over par value of underlying collateral less par value of debt tranches.



Diversification of underlying exposure

Below is a summary of geographic diversification of bank and insurance company debt based on the headquarters of the underlying collateral issuers in TFINS 2017-2, TFINS 2018-1, TFINS 2018-2, TFINS 2019-1, TFINS 2019-2, TFINS 2020-1 and TFINS 2020-2 as of 30 June 2023.





Banking Turmoil in the First Half of 2023

WHY THE FAILED BANKS WERE UNIQUE

- Silvergate Bank, Silicon Valley Bank, and Signature Bank all had outsized exposures, if not focusing their entire business models, on serving the digital assets, venture-backed companies, or other technology-related industries.
- Silicon Valley (94%), Signature (90%), and First Republic (68%) were the major outliers in the banking industry for uninsured deposits at the end of the year, and Silvergate (89% in 3Q'22) relied on uninsured deposits before seeing large outflows in Q4 2022.
- Silicon Valley and First Republic were some of the few banks with negative equity values if unrealized marks on held-to-maturity loans and securities were to be marked to fair value at the end of 2022.

FDIC-ASSISTED DEALS

- New York Community Bancorp (NYCB) acquired most of the remnants of Signature Bank on 20 March 2023, at a
 discount of \$2.725bn, which led to a bargain purchase gain of \$2.0bn and NYCB's tangible book value per share to
 increase an estimated 15%.
- First Citizens BancShares, Inc. (FCNCA) acquired the remnants of Silicon Valley Bank on 27 March 2023, at a discount of \$16.45bn, which led to a bargain purchase gain of \$9.82bn post-tax and FCNCA's tangible book value per share to increase an estimated 106%.
- JPMorgan Chase & Co. (JPM) acquired the remnants of First Republic Bank on 1 May 2023, at a discount of \$7.4bn which led to a \$2.6bn after-tax gain and small accretion to tangible book value per share.

POTENTIAL REGULATORY CHANGES

- The elimination of Accumulated Other Comprehensive Income (AOCI) opt-out of regulatory capital for some or all banks.
 Currently, banks under \$700bn can remove AOCI changes from regulatory capital.
- Total Loss Absorbing Capital (TLAC) debt issuance to be required from larger banks under \$700bn of assets.
- Increased liquidity coverage ratio requirements for banks in the digital age.
- Longer-term, but potential legislative changes to update FDIC insurance limits, which have been in place, including the
 possible "targeted" expansion for business operating payroll accounts.
- Overall, these potential regulatory changes are expected to strengthen the US banking sector and therefore seen as beneficial to EJFI considering its exposure to debt issued by smaller US banks.



Banking Turmoil in the First Half of 2023

Silvergate Capital Corporation ("SI") / Silvergate Bank:

- SI focused almost entirely on serving the digital asset industry. With the turmoil in
 the digital asset industry in the fourth quarter of 2022, Silvergate saw customerrelated deposits fall from \$11.9bn to \$3.8bn in just the fourth quarter of 2022.
- On 1 March 2023, SI filed a "NT 10-K" stating that the company did not have its
 Form 10-K ready to file in time and that the company sold additional debt securities
 in 2023 that could result in the company and bank subsidiary being less than wellcapitalized. On the evening of 8 March 2023, SI announced its intent to wind down
 operations and voluntarily liquidate its bank subsidiary in a way that included the full
 repayment of all deposits.

Signature Bank ("SBNY"):

- SBNY was a more diversified commercial bank but did have deposit concentrations
 to the digital asset industry (20% of deposits at the end of 2022) and a lending
 concentration to venture capital and private equity firms (37% of loans), mainly in the
 form of capital call lines.
- Following SI's voluntary liquidation and SVB's failure with the FDIC press release noting that uninsured depositors would not get their money back immediately, SBNY saw a run on the bank on 10 March 2023.
- On the evening of 12 March 2023, SBNY was closed by the New York State
 Department of Financial Services, which appointed the, which appointed the FDIC
 as receiver.

SVB Financial Group ("SIVB") / Silicon Valley Bank ("SVB"):

- SIVB primarily served customers in the technology and life sciences industries, particularly start-up and other early-stage companies. SIVB's 10-K in February 2023 showed large unrealized losses on both Available-for-Sale (AFS) and Held-to-Maturity (HTM) securities, and that SIVB would have negative tangible equity and capital if these losses were realized.
- On the morning of 10 March 2023, Silicon Valley Bank was closed by California Department of Financial Protection and Innovation, which appointed the Federal Deposit Insurance Corporation (FDIC) as receiver. In the press release, the FDIC stated that "Uninsured depositors will receive a receivership certificate for the remaining amount of their uninsured funds. As the FDIC sells the assets of Silicon Valley Bank, future dividend payments may be made to uninsured depositors. Per bank regulatory filings, approximately 94% of SVB's domestic deposits were uninsured deposits.

First Republic Bank ("FRC"):

- FRC operated in similar geographic areas of the country as SIVB and SBNY, with a
 focus on high-net-worth individuals and some exposure to venture capital and private
 equity firms and partners. Per bank regulatory flings, approximately 68% of FRC's
 deposits were uninsured deposits.
- On 24 April 2023, FRC reported first quarter earnings which showed the extent of the deposit declines. Deposits declined from \$176.4bn at previous year-end to \$104.5bn at the end of the first quarter of 2023, or \$74.5bn excluding the large bank temporary deposits.
- On the morning of 1 May 2023, FRC was closed by the California Department of Financial Protection and Innovation, which appointed the Federal Deposit Insurance Corporation (FDIC) as receiver. The FDIC immediately entered into a purchase and assumption agreement with JPMorgan Chase Bank.



Banking Turmoil in the First Half of 2023

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Signature

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currently

course

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Of the four banks, the Company's only a receiver. In the press release, the FDIC stated that a receivership certificate for the remaining amount of exposure was to Silvergate which was equivalent to less than 2.5% of the the nositors. Per bank regulatory filings, tred deposits.

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meaningful recovery

due

Silvergate was not seized but is going

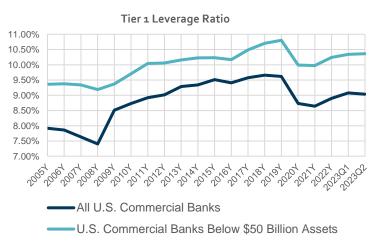
through an orderly sale of assets.

anticipated

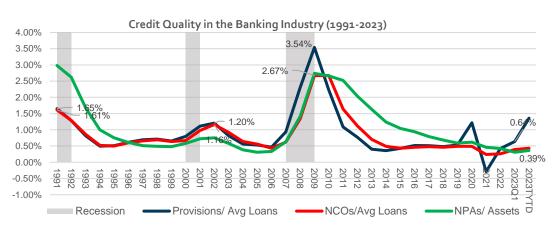


Why invest in U.S. Community Banks

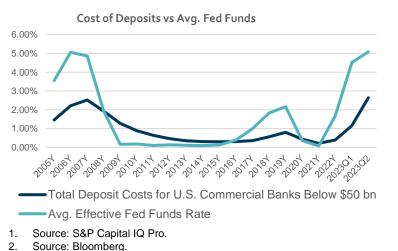
Smaller Banks Have Greater Capital Ratios¹



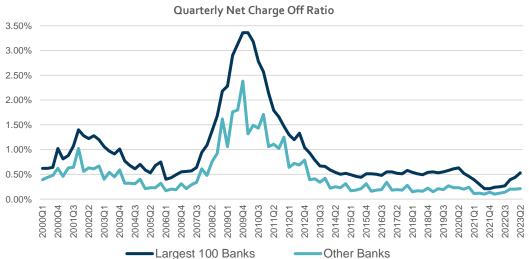
Commercial Bank Credit Quality Remains Pristine¹



Banks Have the Deposit Funding Advantage During Higher Rates^{1,2} Small Banks Outperform Large Banks on Credit Losses³



Source: Federal Reserve.

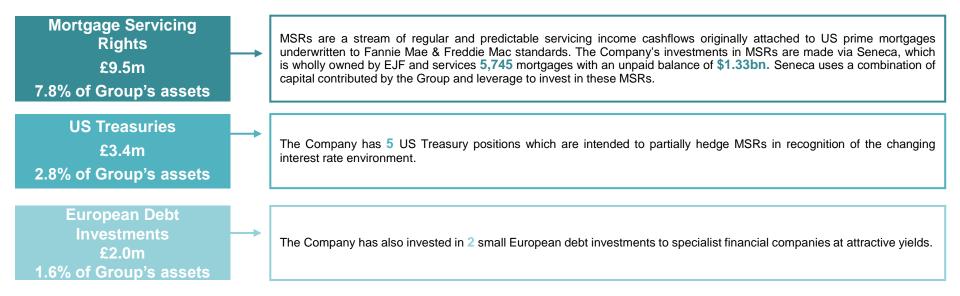




Specialty Finance Investments and US Bank debt

Specialty Finance Investments

Specialty Finance Investments, represented approximately 12.2% of the Group's assets as of 30 June 2023 consisting of :



US Bank debt

US Bank debt represented approximately 3.8% of the Group's assets as of 30 June 2023







Mortgage Servicing Rights

- Mortgage servicing rights ("MSRs") are contractual rights to annual cash flows, paid monthly, generated at the time of a loan origination.
- MSR cash flows are paid first in the waterfall of MBS securitisations, thereby posing de minimis credit risk.
- MSRs can be separated and traded distinctly from a mortgage loan.
- The servicing fee is typically an annual fixed fee between 25 and 44 basis points of the unpaid principal balance ("UPB") of the loan, which amortizes in most cases.
- The fee is paid for the management of the loan post-origination, which typically includes mailing monthly statements, holding and releasing from escrow tax
 and insurance payments, collecting principal and interest, advancing principal and interest on delinquent loans, curing delinquent loans and managing the
 foreclosure process when applicable.

MSR Pricing

- MSRs are bought and sold based off a multiple of the servicing strip.
- Historically MSR multiples have averaged approximately 4x the servicing fee (e.g., a 4x multiple would equate to 100bps on the underlying UPB).
- The multiple and price paid is a function of how long the owner expects to receive the underlying cash flows (the 25bps) from the servicing asset (MSR).

Illustrative Example of MSR Pricing



EJF Investments Ltd.

Summary

74.86% Total Return¹ and 9.14% Annualised Total Return¹ since inception to June 2023

- Risk Retention Vehicle: Supports the \$3.2bn securitisation platform of EJF.
- **Underlying exposure:** Exposure to a portfolio of loans to US financial institutions and related assets, with an emphasis on floating rate debt and with strong credit fundamentals.
- Interest Rates: Majority of the portfolio benefits from higher interest rates.
- **Regular Income:** EJFI receives regular income from the CDO Equity Tranches, participates in 49% of the management fee stream from the CDO Manager Interest and receives regular service fee income from MSRs.
- Consistent Dividends: Consistent quarterly dividends paid, with no suspensions or reductions, totaling 10.7 pence per Ordinary Share per annum (9.86% annualised yield on share price¹).
- Cost reimbursement: 60% of the recurring operating expenses (other than management fees) reimbursed by the Manager.
- Management team: Highly experienced management team.

All figures are as at 30 June 2023 unless otherwise stated. ¹These are Alternative Performance Measures and are defined in the latest Interim Report of the Company.



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) debt issued by US community banks and insurance companies; and (2) specialty finance
Manager	EJF Investments Manager LLC (the "Manager"), wholly owned by EJF
Target Return ¹	8-10% p.a. NAV Total Return inclusive of dividends
Dividend Target ¹	Dividend target 10.7p; 9.86% 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 currently absorbs 60% of ongoing operating expenses (other than management fees) until the NAV of the Company exceeds £300m and reviews this arrangement annually
Discount Control	Share buyback authority
Size/Structure ²	Ordinary shares – £66.3 million market cap, £98.7million NAV 2025 ZDP – 19.3 million shares issuance Capital Entitlement: GBp140.0
NAV Reporting	Monthly
Hedging ratio ²	The Company's base currency is GBP, though most of the Company's underlying investments are currently in USD. As of 31 March 2023, hedging ratio was 58.1% (USD 85.3m of approximately USD 146.8m exposure is hedged).
Gearing ratio ²	23.4% computed as current accreted value of ZDP Shares over the NAV of the Company.

^{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 30 June 2023.





Typical Collateral Characteristics

Issuer Type US Banks & Insurance Companies

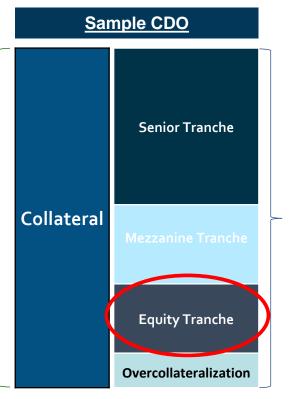
Debt Type

TruPS,
Senior Notes,
Subordinated Debt, &
Surplus notes

Interest Rate Majority floating rate

Maturity 10 year +

Reinvestment None, static pool



Typical Structure Characteristics

Leverage 2x to 7x

Term Match funded

Management Fee 10bps to 30bps

Non-Call Period 2 years

Auction Call 8 years

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 49% ownership interest in the CDO Manager

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

CDO Equity Tranches offers strong relative value to traditional CLOs



	TruPS CDO ⁽¹⁾			Sample CLO ⁽²⁾			
V		AA Mezz Equity	Structure	AAA AA BBB BB Equity	 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 		
\checkmark	 Leverage of c. 2-7x D/E Equity tranche benefits fro pull to par 	Leverage	 Leverage of c. 9-10x D/E Increases exposure to credit market volatility 				
✓	 Discounted assets in a highly Regulatory tailwinds benefittir W.A. credit rating of c. BBB- / 	Collateral Credit Quality	 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.

EJFI's Key Milestones



Corporate **Actions**

2017-present

- EJF Investments Manager covered most of the ongoing operating expenses of EJFI since inception
- · EJFI continues to pay dividends, even throughout the uncertain period of the outbreak of the pandemic
- · Diversification of the shareholder register

April 2017

Exchange

- EJFI admitted to trading on November specialist fund 2017 segment of the . London Stock
 - Issuance of £15m 2022 ZDPs at a GRY of 5.75%

2019 - 2020

· Continued diversification of the shareholder register with MP CDO Investments moving from 15.2 million shares in 2018 to nil held by 31 December 2020

December 2019

purposes to reduce the tax advisory services and associated fees

March 2020

 Change in classification of EJFI for US tax

 Share buyback of £5m May 2020

 Issuance of £6m 2022 ZDPs at a GRY of 7%

May 2022

January 2021

· Change of

hedging

strategy to

reduce margin

requirements

- · EGM for EJFI continuation vote
- · c.67% 2022 ZDPs rolled over to 2025 ZDPs

Q4 2022

- 2022 ZDPs repaid
- Further issuance of £2.8m of 2025 ZDPs

Q1 2023

2018 H2 2020 H2 2023 H1 2017 H1 2017 H2 2018 H1 2019 H1 2019 H2 2020 H1 2021 H1 2021 H2 2022 H1 2022 H2

January 2018

· Sale of two legacy CDOs for a gain of £7.3 million

April 2019

Redemption of TFINS 2017-1 generated a positive return to investors of approximately £9.2 million, demonstrating the proof of concept and contributing to the best monthly performance recorded at 5.61%

December 2020

October 2020

no longer

Dissolution of

EJFI Funding as

required due to

EJFI, reducing

tax status of

admin costs

· First investment into Mortgage Servicing Rights.

Q4 2021

· First FinTech opportunity added to the portfolio

Investment

Portfolio

2017-present

- Armadillo portfolio fully redeemed from over 40% of the EJFI NAV at inception
- Diversification into Specialty Finance Investments including Mortgage Servicing Rights





Independent Board Of Directors

Joanna Dentskevich - Chair of the Board

Joanna Dentskevich has over 35 years of finance, risk and investment banking experience gained in London and Asia. She started her career in 1986 in the financial services group of a London accountancy firm before moving into investment risk at Bankers Trust. Prior to moving to Jersey in 2008, she was director of risk at Deutsche Bank and Morgan Stanley and chief risk officer and a co-founder of a London based systematic hedge fund. Joanna sits on the board of a number of regulated investment companies and financial institutions.

Alan Dunphy- Chair of Audit and Risk Committee

Alan Dunphy has over 25 years of experience in the offshore financial industry moving to Jersey in 1998 to join the Assurance and Business Advisory Division of PricewaterhouseCoopers. Since 2014 Alan has worked for Altum Group as a director on fund and corporate client structures before which he was managing director of fund management group Bennelong Asset Management for 8 years. Prior to this Alan was a director of Capita Fiduciary Group and also worked at Abacus Financial Services Group. Alan is a fellow of the Institute of Chartered Accountant in Ireland.

Nick Watkins – Chair of Management Engagement Committee

Nick Watkins started his career as a corporate tax lawyer with Dechert LLP in London in 1997. He is currently a partner and director of Altair Partners Limited, which provides independent directors to funds and regulated entities. Prior to joining Altair in 2014, he was global head of transaction management for Deutsche Bank's Alternative Fund Services division in Jersey and prior to that was assistant managing director and senior in-house legal counsel at Citco in the Cayman Islands. Nick is a qualified solicitor in England and Wales.

Advisers & Service Providers to EJFI

KPMG - Auditors

PricewaterhouseCoopers - Tax

Citigroup Global Markets – Prime Broker

Clifford Chance – Legal (US and UK)

Carey Olsen – Legal (Jersey)

Barclays Bank – Joint Corporate Broker

Liberum Capital – Joint Corporate Broker

BNP Paribas Securities Services – Fund Administrator

Computershare Limited - Registrar

Enquiries

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Joanna Dentskevich

Alan Dunphy

Nick Watkins

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