

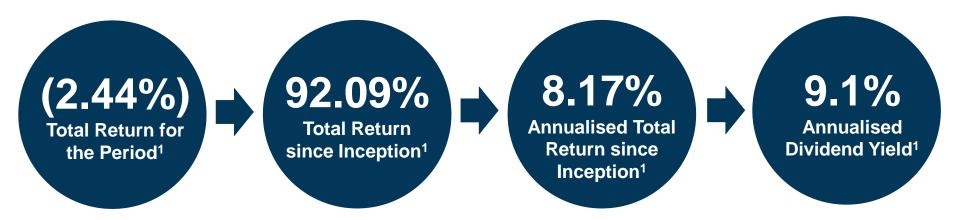
# EJF Investments Limited 2025 Half Year Results Presentation

1 October 2025

www.ejfi.com Ordinary ShareTicker: EJFI LN

#### Returns Profile





Total Return for the period impacted by 7.82% FX losses. Underlying Portfolio Return of 7.91%.



## Summary of Unaudited Financials

Income Statement	1 January 2025 to 30 June 2025	1 January 2024 to 30 June 2024
	£ million	£ million
Dividend Income from Subsidiary	4.5	4.0
Net gain/(loss) from Investment in Subsidiary	(4.9)	3.3
Total Income	(0.4)	7.3
Investment Management fee	(0.4)	(0.4)
Other Operating Expenses	(0.5)	(0.6)
Net Operating Expenses	(0.9)	(1.0)
Finance Costs	(1.1)	(1.0)
Profit / (Loss) for the Period	(2.4)	5.4



## Summary of Unaudited Financials

Balance Sheet	30 June 2025	31 December 2024
	£ million	£ million
Investment in Subsidiary	110.5	126.4
Cash at EJFI Level	1.0	0.5
Other Assets	0.3	0.4
Total Assets	111.8	127.3
ZDP Shares	(16.2)	(26.0)
Other Liabilities	(0.5)	(0.6)
Total Liabilities	(16.7)	(26.6)
Net Assets	95.1	100.7



### EJFI Has An Experienced External Manager

#### Founded in 2005

by Emanuel Friedman and Neal Wilson

#### \$5.5 billion

Approximate total firm AUM which includes \$2.9 billion in CDO assets through affiliates<sup>1</sup>

#### **Offices**

Arlington, VA (Headquarters)<sup>2</sup> London, England

#### ~45 employees

Including 20 investment professionals<sup>3</sup>

#### **Owns the Manager of EJFI**

EJF Investment Manager LLC

EJF Capital LLC ("EJF") is a global institutional alternative asset management firm with a compelling strategic approach and independent global perspective.

#### The Manager is Strongly Aligned with Shareholders

- EJF and its affiliates own ~26% of the Company's ordinary shares.
- The Manager has committed to use 10% of its management fee to purchase additional EJFI shares up to Q2 2026, as long as the average share price during the prior quarter trades at least 15% below the net asset value (NAV).

Firm AUM as of 30 June 2025 includes \$213.7 million of uncalled capital.

EJF is headquartered in Arlington, VA (Washington, D.C. Metro area) and maintains a research office in London.
 As of 1 October 2025.





# ~ 65% of EJFI's Assets are In Regulated Debt of Small Banks and Insurance Companies

- ✓ Must be approved by regulators
- ✓ Primarily investment grade
- ✓ Must be paid
- Considerable contrast with other corporate and high yield debt

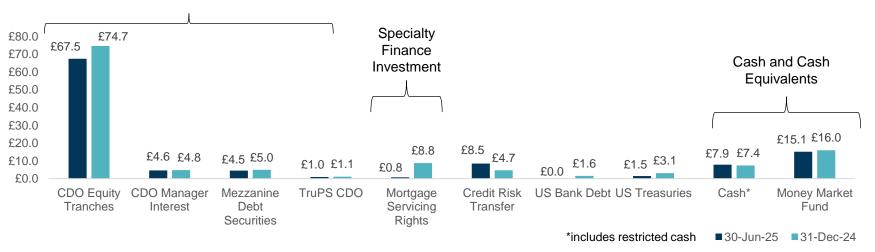
# ~ 5% of EJFI's Assets are in the Management Fee Streams of EJF Affiliates

✓ EJF manages pools of securitised debt that are senior in the waterfall to AAA/AA rated debt (small bank and insurance company debt)

The remaining EJFI Assets are in high credit quality credit risk transfer ("CRT") loan pools originated and held on balance sheets of US small banks or cash equivalents.

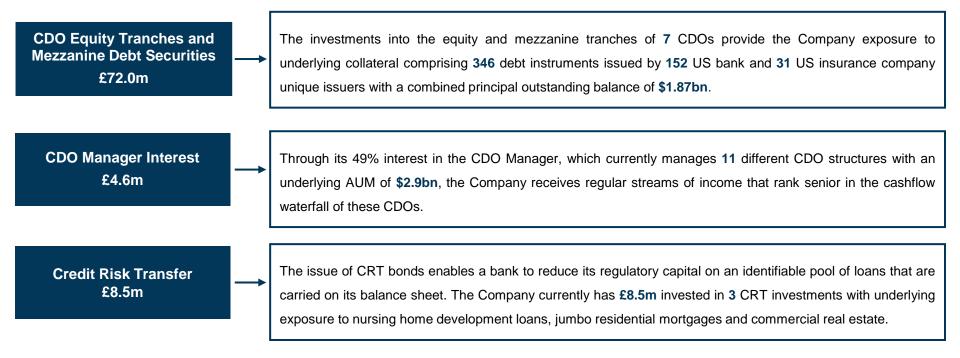
#### Portfolio Breakdown (as of 30 June 2025 and 31 December 2024)

#### Securitisations & Related Investments





### Significant Investment Exposures (as of period end)





#### EJFI's Assets Have Attractive Risk/Reward Characteristics

EJFI Portfolio as of 30 June 2025	Amount (£'million)	% of Gross assets	Risk profile of underlying exposure
Floating & Fixed Rate Regulatory Debt issued by small US banks and insurance companies	73.0	65%	Baa3-Ba3
Money Market Fund	15.1	14%	Aaa
Participation in certain management fee income streams of EJF Capital LLC	5.4	5%	Senior in the waterfall to AAA/AA rated debt
Cash – Unrestricted and restricted	7.9	7%	Aa3
U.S. Treasuries	1.5	1%	Aaa
Small Bank CRTs	8.5	8%	N/A
Other Assets	0.4	0%	N/A
Gross assets	111.8		
Net assets	95.1		

92.09%

Total Return since inception<sup>1</sup>

8.17%

Annualised Total Return since Inception<sup>1</sup>

(2.44%)

5.38%

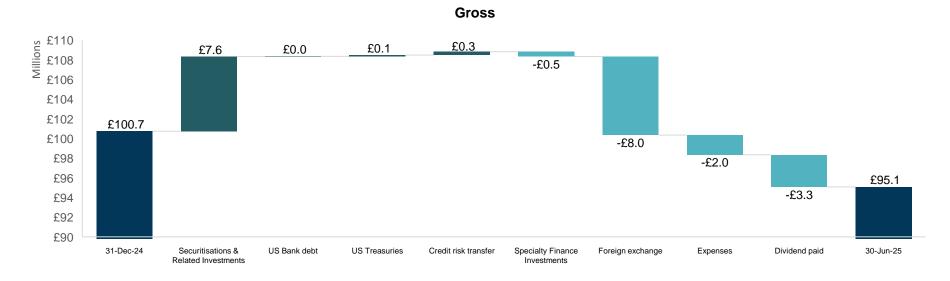
YTD Total Return (excluding impact of FX)<sup>1</sup>

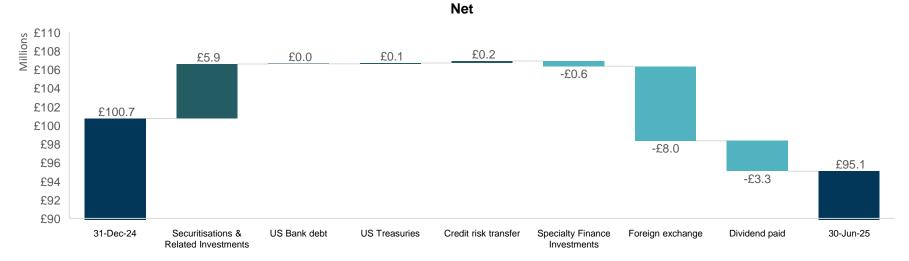
#### Note:

EJFI has issued a term debt (ZDPs) that matures in December 2029 with current amortised value of £16.2m.



### NAV Bridge - Gross and Net<sup>1</sup>





# Valuation, Share Price and Dividends



		31 December 2024	30 June 2025	31 August 2025	29 September 2025
	Net Asset Value	£100.7m	£95.1m	£95.8m	£95.8m²
Valuation	NAV per ordinary share <sup>1</sup>	165.0p	155.0p	157.0p	157.0p <sup>2</sup>
	Share price discount to NAV per ordinary share <sup>1</sup>	27.3%	23.9%	23.2%	21.0%
	Ordinary Share price	120.0p	118.0p	120.5p	124.0p
Market View	2025 / 2029 ZDP Share price	132.5p	105.5p	103.0.p	103.5p
	Market Capitalisation	£73.4m	£72.2m	£73.7m	£75.8m

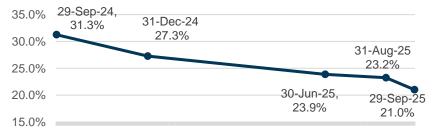
Paid target dividend of 5.25p for the first half of the year and on target to pay 10.7p for the full year.

Share price discount to NAV per ordinary share<sup>1</sup> reduced from 31.3% (12 months ago) to 21.0% today

Dividends Declared 5.35p 5.35p

Dividends Annualised Dividend Yield¹ 11.1% 9.1%

EJFI: Share Price Discount to NAV per Ordiniary Share



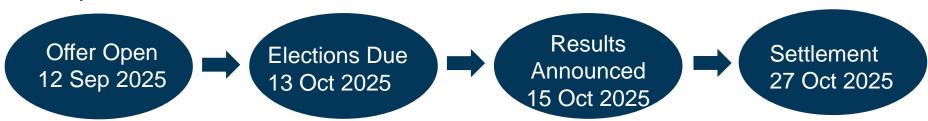
<sup>1.</sup> These are APMs as defined on pages 37 to 38 of the Interim Report.

<sup>2.</sup> NAV and NAV per ordinary share as latest reported – 31 August 2025. All figures are as of 30 June 2025 unless otherwise stated. Please see Legal Disclosures on pages 27 to 30.

#### Tender Offer



- Tender Offer introduced in recognition of the ongoing discount to NAV at which the Company's Ordinary Shares have traded. The Company's long-term objective is to increase its scale.
- The Tender Offer in this instance is being made at a Tender Price equal to a 5% discount to the prevailing Net Asset Value per Share as of 31 August 2025 (157p), less the costs of implementing the Tender Offer.
- Over the past 12 months, the discount to NAV has narrowed from 31% to 21%. The Board of the Company considered it in the best interests of shareholders to implement the Tender Offer and provide Ordinary Shareholders with the opportunity to realise a proportion of their investment at a significantly tighter discount.
- Tender Memorandum issued on 12 September 2025 and available on the Company's website here, which details the timetable and terms of the tender along with the steps involved should you wish to participate.
- Key dates





### Regulated Debt - Why Invest in U.S. Small Banks?

The U.S. Has Three Banking Regimes.

#### **EJF'S PRIMARY INVESTMENT FOCUS<sup>1</sup>**

Bank Assets (\$ B)	Small \$0-50	Regional \$50-250	GSIB/Money Center \$250 +	
Number of banks / Assets <sup>2</sup>	4,272 \$5.5 Trillion	27 \$3.4 Trillion	14 \$17.9 Trillion	
Stress Test	No formal DFAST	Banks \$100-\$250 B subject to annual stress testing and 2-year capital plan submissions	Subject to annual DFAST and CCAR	
Regulatory Considerations	Exempt from Basel III requirements >\$10 Billion in assets: Subject to CPFB oversight  Lower FDIC and compliance costs	>\$250 Billion in Assets: Systemic risk threshold	Rules tailored by Federal Reserve based on size and complexity	
Whole-Bank M&A Activity	Robust	Limited	>\$700 Billion in assets: Inhibited by Regulators	



### Why Invest in U.S. Small Banks?

EJF views small bank M&A and consolidation as if it were a coiled spring ... ready to unleash its considerable stored-up energy.

#### **Trump 2.0**

- New financial regulators are less hostile to small bank M&A Incoming FDIC Chair Travis Hill's intentions are as per the below quoted on 22 January 25:1
  - Pledges to reassess the FDIC's approach to evaluating proposed bank mergers.
  - Hill announced that the FDIC will revise its merger policy to ensure that transactions complying with the Bank Merger Act are approved promptly. Since Trump has assumed office, bank mergers are taking ~ 90 days. Merger of Discover and Capital One serves as bellwether of current pro-approval approach of bank regulators.
- Extension of lower corporate tax rate of 21% installed by Trump 1.0.
- Michelle Bowman nominated as Fed Vice Chair for Supervision; Ms. Bowman was a former community banker before joining the Federal Reserve as a board member.
- Small US banks are largely insulated from the direct impact of tariffs as they have very little international business exposure given they are primarily domestic facing. Less than 1% of deposits and loan activity are foreign related.
- A steepening yield curve helps widen net interest margins.



### Opportunity | Bank Subordinated Debt

EJF believes that attractive opportunities exist in both rated and unrated securities in financial services companies, with particularly acute opportunities in community banks.

	Characteristics of Bank Subordinated Debt
Yield Profile	<ul> <li>8-10% for rated institutions and 9.5+% for unrated institutions¹</li> <li>Yield to Call in low double digits for outstanding issues</li> </ul>
Typical Structure	<ul> <li>10-year maturity with 5-year non-call period</li> </ul>
Coupon Profile	<ul> <li>Fixed rate for first five years; floating rate thereafter</li> <li>Non-deferrable, tax deductible for the issuer</li> </ul>
Capital Treatment	<ul> <li>Tier 1 capital treatment if issuing bank has assets of less than \$3B; Tier 2 capital treatment otherwise</li> <li>May begin to lose capital treatment after 5 years</li> </ul>



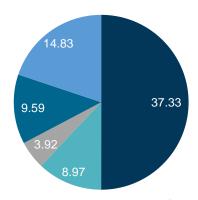
### Why now?

- As of 30 June 2025, EJF and its affiliates have issued a total of 14 post-GFC securitisations totalling ~ \$4.5B.
- Supply Driven by Refinancing Wave: EJF expects issuance volumes to dramatically increase as banks refinance low interest rate 2020-2022 subordinated debt
- Attractive Current Yields and Durations: Subordinated debt has 5 year fixed, non-call features at 8-10% at current rates
- <u>M&A Drives Issuance of Regulated Must-Pay Debt</u>: EJF expects an M&A wave under the more favorable Trump Administration regulatory regime; banks must have elevated capital levels into M&A activity

#### **Large Addressable Market**

- 28% of all subordinated debt is issued by banks under \$100B in assets
- Small bank subordinated debt market is \$44B in size

### Outstanding subordinated debt securities held by operating U.S. banks by asset size (\$B)

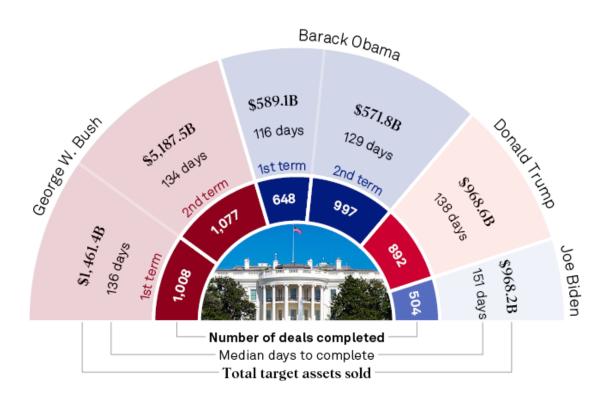


- Banks with total assets greater than \$500B
- Banks with total assets between \$100B-\$500B
- Banks with total assets between \$50B-\$100B
- Banks with total assets between \$10B-\$50B
- Banks with total assets of \$10B or less



### U.S. Bank M&A Activity

Overview of U.S. bank M&A activity across administrations<sup>1</sup>



2021-2024 saw the fewest bank M&A deals since the 1990s. We have seen a rebound in deal activity (117 announced since January 2025, with recent deals closing in 110-120 days), as small and regional bank share prices – the currency for M&A transactions – have risen during the past year.

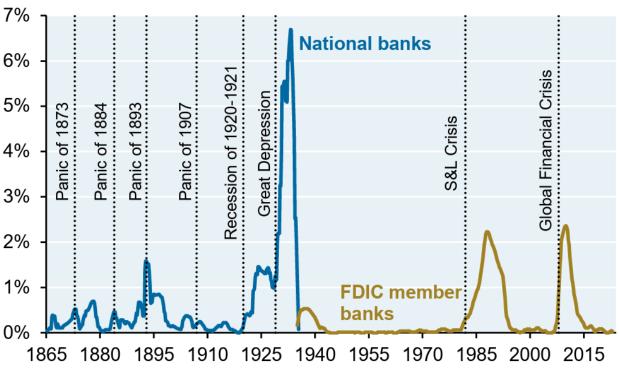
The Fundamentals of U.S. Small Banks Are Strong.



#### **Bank Fundamentals**

#### Rate of bank failures in the US from 1865-2023

Failed banks as a share of total banks



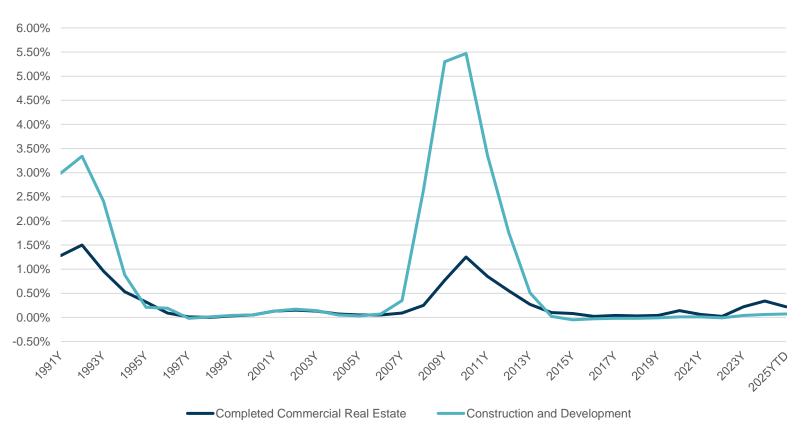
Source: Federal Reserve Bank of New York, 2024



#### **Bank Fundamentals**

The banking industry has limited historical losses on completed commercial real estate exposure compared to construction and development lending.

#### CRE AND CONSTRUCTION NET CHARGE-OFF RATIO<sup>1</sup>

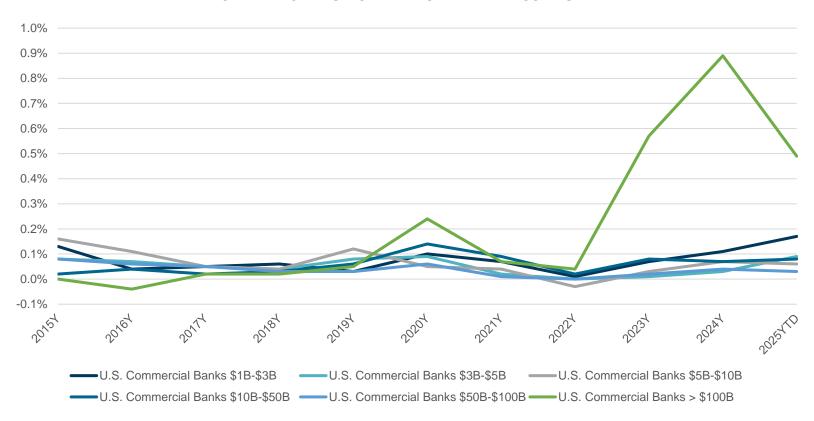




#### **Bank Fundamentals**

So far this cycle, CRE losses have been concentrated in the largest, institutional office properties, which are primarily financed by the largest banks with the ability to do a loan large enough for an urban, multitenant office building.

#### CRE NET CHARGE-OFF RATIO BY BANK ASSET SIZE<sup>1</sup>

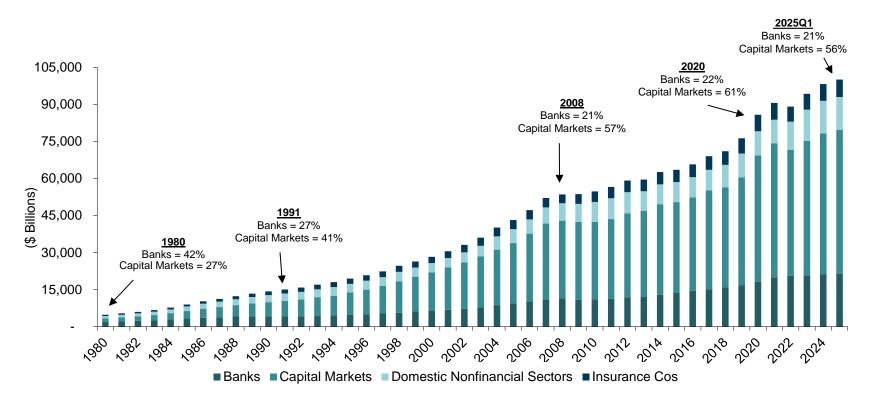




### Shadow Banking System

Post the Global Financial Crisis ("GFC"), increased regulation and lower interest rates made U.S. commercial banks less competitive versus non-bank lenders, who took market share. Regulatory pressure has led to stronger underwriting standards and robust capital and liquidity levels.

#### SHADOW BANKING MARKET SHARE<sup>1</sup>



### Looking Forward: CRT



- Emerging and growing investment opportunity for EJFI as issuing banks less than \$50 billion in assets just starting to use this regulatory-driven risk management tool.
- Attractive investment opportunity due to:
  - Pricing power.
  - Ability to choose credits.
  - Ability to influence structure of the CRT.
- Expect EJFI to increase exposure selectively up to 20-25% of gross assets (currently 8% as of 30 June 2025).

# EJF Investments Ltd.

### Recap, Events Post Period End and Outlook

- Total Return¹ for the period was a loss of 2.44%. The strong performance of the Company's portfolio generated a 7.91% return, but these gains were more than offset by volatility in the currency market and FX losses of 7.82%, producing a net negative Total Return.
- In April 2025, the Company issued a prospectus offering up to 28m new 2029 ZDP Shares, comprised of a rollover offer to existing 2025 ZDP shareholders and an initial placing of additional 2029 ZDP Shares. To date, the Company has issued 18.5m 2029 ZDP Shares (including 7,982,227 2025 ZDP Shares converted at price of £1.3909 per share) at a Gross Redemption Yield of 8.5 per cent with a redemption value of 145.48p per share. Further in May 2025, in order to simplify the Company's capital structure, the Company repaid remaining 2025 ZDP shares. The Company has capacity to issue further 9.5m 2029 ZDP Shares.
- In March 2025, the Group closed its eleventh risk retention investment, TFINS 2025-1. The transaction was priced and committed on 13 February 2025 and closed on 7 March 2025. Significantly, the 2025-1 transaction essentially converted the yield to maturity on the CDO Equity Tranche of 2017-2, which was called as part of the transaction, from approximately 11% to approximately 16%, due to the higher yields on the new collateral included in 2025-1, as well as increased leverage on the 2025-1 structure and the tighter spreads on the new securitisation's debt (i.e., cheaper financing of the newly re-levered collateral). In addition, the 2025-1 transaction included higher management fees (30bps vs. 10bps) that accrues to the benefit of the Company for the duration of the new securitisation.
- Also in March 2025, prior to the tariff tumult and resulting decline in the 10-year US Treasuries (which impact mortgage and prepayment rates), the
  Group sold its MSR portfolio to a third-party buyer. Over the life of its investment, the Company realised an IRR in excess of 20% on its MSR
  portfolio.
- Following the period end, the Group invested in a pre-Global Financial Crisis era bank TruPS CDO ("USCAP4") alongside other EJF managed funds and accounts with a goal of acquiring the underlying collateral in order to re-securitise it in EJF's next securitisation deal ("TFINS 2025-2"). The Group received its original investment with a return of \$1.8m (c.22% gain on net initial investment of \$8.2m) in September 2025 following the close of TFINS 2025-2 as detailed below.
- On 18 September 2025, the Company via its subsidiary invested in the CDO Equity Tranche of TFINS 2025-2, a securitisation sponsored by EJF. The Company's total investment in TFINS 2025-2 was approximately \$18.9m. This was funded using proceeds of \$12.8m received from the Company's investment in the CDO Equity Tranche of TFINS 2019-1, which was called at the same time, \$2m of proceeds from the redemption at par of its mezzanine debt investment in TFINS 2019-1 and net additional cash of \$4.1m. The Manager believes that the investment in TFINS 2025-1 will generate approximately 18% yield to maturity.
- We have never been more bullish on the Company's strategy. The bank subordination debt strategy, modestly leveraged through the securitization market, has incredible tailwinds. In addition, the augmentation of that strategy with the emerging Credit Risk Transfer (CRT) transactions by small banks, makes the Company's shares look attractive, especially given that they are trading at a wide discount. It should be noted that we have renewed our commitment to continue to invest in the Company's shares and will do so using 10% of its management fee over the next four quarters.



# Any Questions?



# Appendix



#### CDO Equity Tranche Investments (as of 30 June 2025)

	TFINS 2018-1 May 2018	TFINS 2018-2 December 2018	TFINS 2019-1 March 2019	TFINS 2019-2 December 2019	TFINS 2020-1 September 2020	TFINS 2020-2 December 2020	TFINS 2025-1 March 2025
Equity Tranches Amount (\$ million)	17.5	11.8	12.7	13.2	13.3	8.1	14.0
Estimated Return Profile <sup>1</sup>							
Yield to Maturity (%)	11.5	8.2	7.9	11.1	10.0	11.4	14.6
Yield to Maturity including management fee income (%)	12.1	8.8	8.3	11.6	10.4	12.2	15.7
Collateral Overview (on closing date)	7%	21%					
TruPS, senior, subordinated and surplus notes issued by US banks and insurers.	93%	79%	62%	50% 50%	31% 69%	67%	77%
Insurance Companies Banks							
CDO Structure Original collateral principal balance (\$ million)	537.8	351.0	313.9	338.4	282.9	177.2	279.8
Initial implied rating <sup>2</sup>	Baa3	Baa3	Baa3	Ba1	Ba2	Ba3	Ba1
Initial leverage ratio <sup>3</sup>	6.7x	5.7x	4.6x	5.8x	4.5x	5.0x	7.8x
Other Key Terms							
Non call / Auction call	Passed / Mar. 2026	Passed / Dec. 2026	Passed / Feb. 2026	Passed / Nov. 2027	Passed / Jul. 2028	Passed / Oct. 2028	Feb. 2027 / Feb. 2032
Legal final deadline	Mar. 2039	Sept. 2039	Feb. 2039	Feb. 2039	Apr. 2040	Jul. 2041	Feb. 2039
Senior collateral management fee (bps)	20	20	20	20	30	30	30

- 1. Estimated returns are as of 30 June 2025 and they reflect the fair valuation of the Equity Tranches as of that date. 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.
- 2. 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.
- 3. Initial leverage ratio calculated as par value of debt tranches over par value of underlying collateral less par value of debt tranches.

# Enquiries

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# EJE Investments Ltd.

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