



MBA Annual Conference

October 19, 2015

Ted Tozer, President, Ginnie Mae



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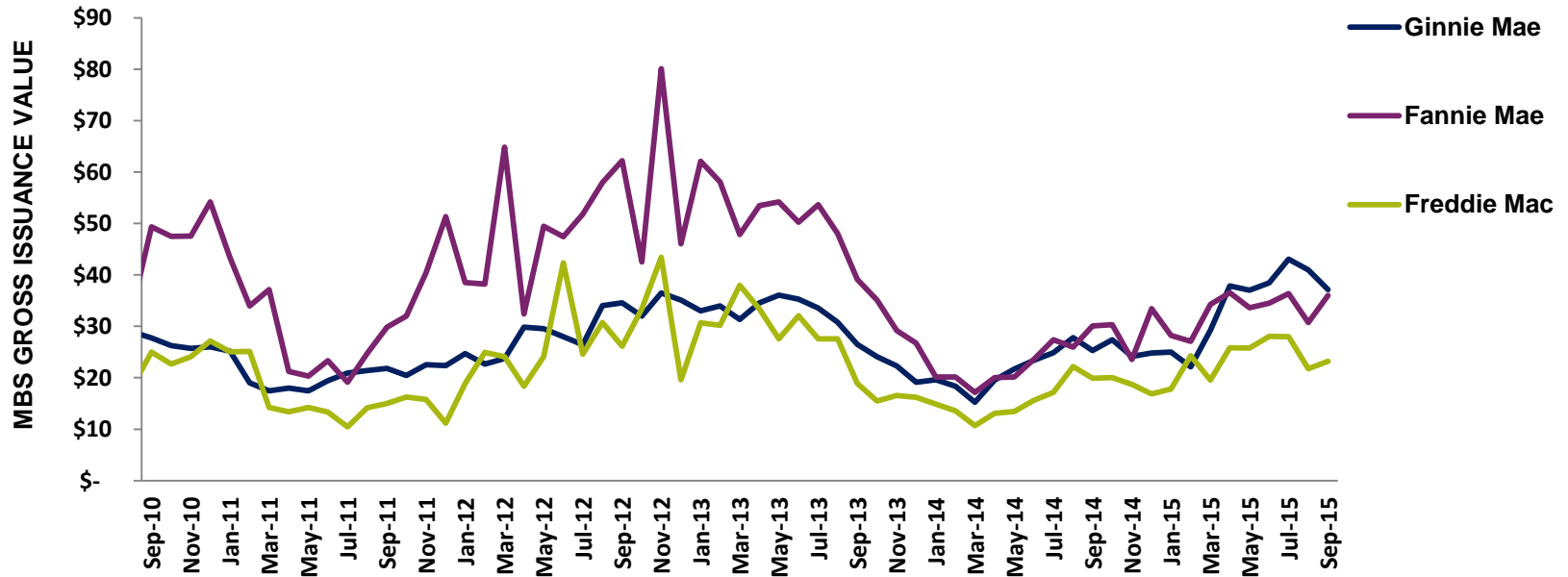
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Ginnie Mae by the Numbers

- Today, Ginnie Mae guarantees **\$1.6 trillion of outstanding MBS**
- Through September of FY 2015, Ginnie Mae guaranteed \$434 billion in MBS issuance; For the last several months we have out-issued Fannie and Freddie.
- That means in FY 2015 more than 4.9 million families benefitted from a Ginnie Mae securitization.
- Ginnie Mae has earned net income averaging \$900 million in the past five fiscal years.
- During the last four years, we've pumped an additional \$602 billion into the US housing market.
- Ginnie Mae charges a 0.06% guaranty fee per MBS per year.
- We've done this with only 130 staff members.

Ginnie Mae is Significant in SF Fixed Rate MBS Issuance

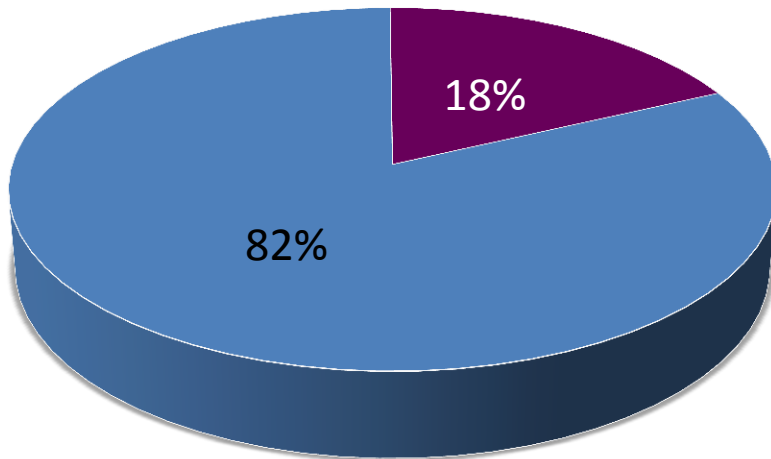
30-YEAR AND 20-YEAR FIXED RATE SINGLE-FAMILY MBS MARKETSHARE*



Composition of Ginnie Mae MBS Issuance Volume

FY 2010

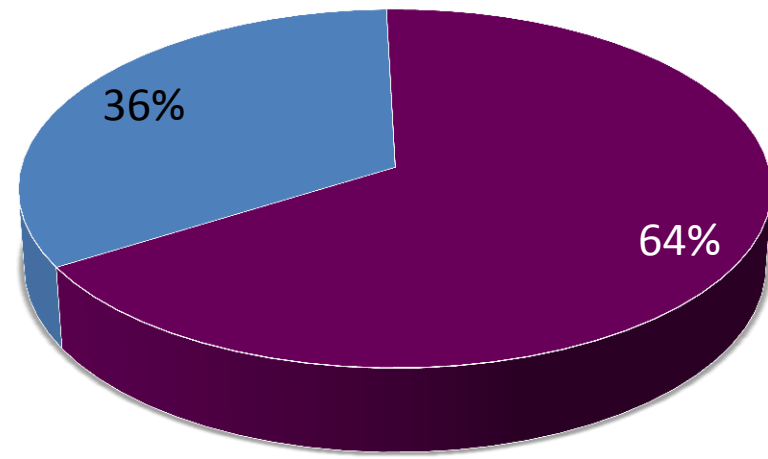
■ Depositories ■ Non-Depositories



FY2010 Issuance Volume: \$413 B

YTD* FY 2015

■ Depositories ■ Non-Depositories



FY2015 YTD* Issuance Volume: \$366B

*YTD as of September 2015

Reallocation of Resources

- Emphasizing success of current issuers ahead of further growth in our issuer base
- Reducing use of resources to add more issuers
- Increasing resources that will support current issuers and their transactions
- Screening applicants and existing issuers against our observations about best practices and the best model for issuer success

Characteristics of Successful Ginnie Mae Issuer

- Full commitment to ongoing participation in the Ginnie Mae MBS program as a substantial part of the business
- Issuing MBS regularly
- Commitment to long-term ownership of MSR, and maintenance of expertise in servicing them
- Construction of a diversified MSR portfolio, such as through a blend of seasoned and newer originations



CONTACT INFORMATION

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