



MAYER | BROWN

**MAYER BROWN AND KBW INVESTMENT BANK
FINANCIAL SERVICES M&A FORUM
MORTGAGE TECH: EVOLVING LANDSCAPE**

JANUARY 14, 2025

MORTGAGE TECH: EVOLVING LANDSCAPE



Ashwin Mago
Director of Mortgage
Digital and MIS
Flagstar Bank



Lauren Pryor
Partner
Mayer Brown



Ted Conway
Managing Director
KBW Investment Bank



John Guzzo
Managing Director
KBW Investment Bank



Brad Peterson
Partner
Mayer Brown

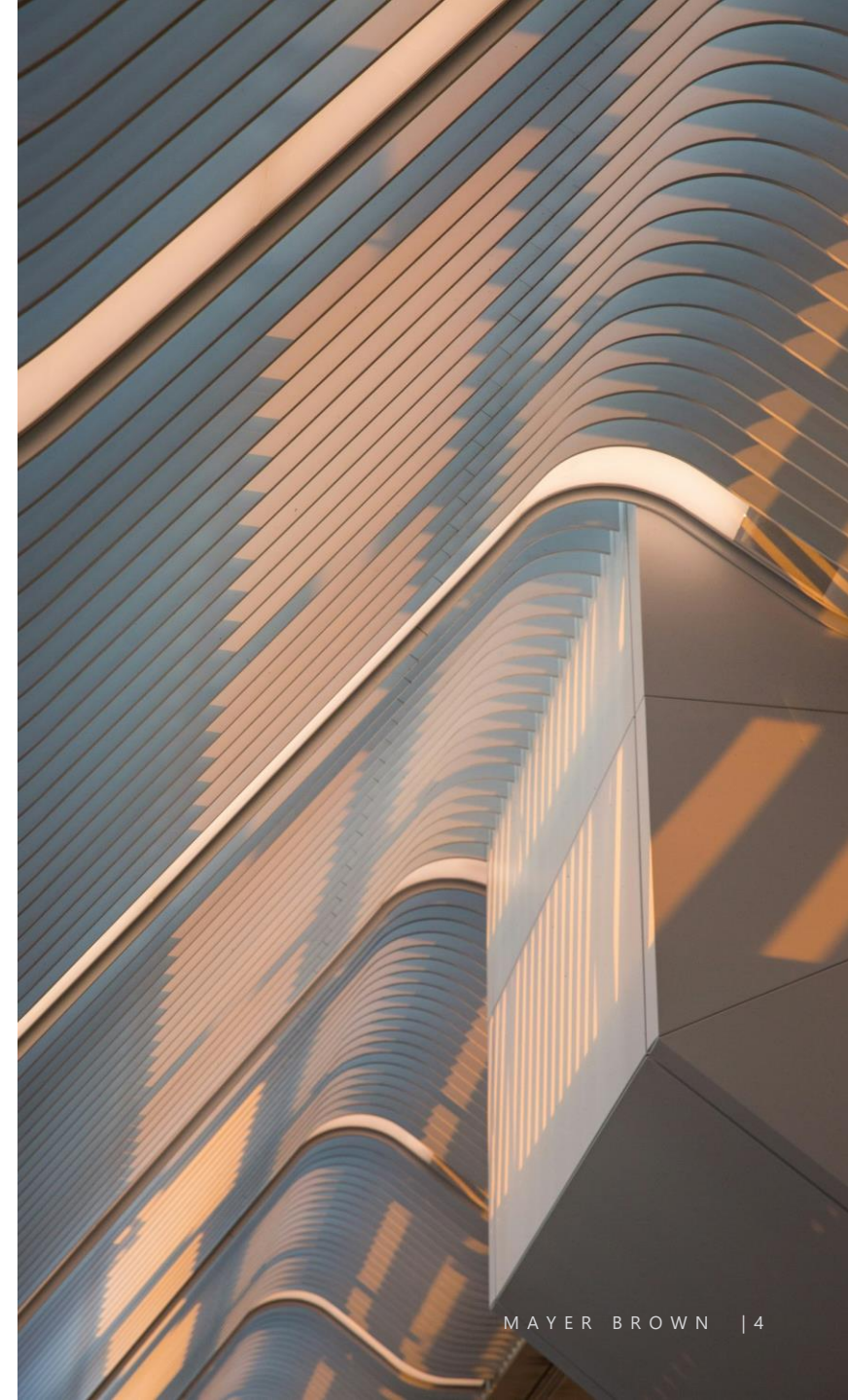
MORTGAGE TECH LANDSCAPE

LOAN LIFECYCLE						
Origination			Servicing		Secondary & Capital Markets	
Retail / Wholesale / Brokerage			General and Special		Public and Private	
Loan Origination Solution (LOS)	Point-of-Sale (POS)	Automated Marketing Solutions	Loan Modification & Loss Mitigation	Communications	Collateral Management	Securitizations
Lead Generation & CRM	Applications & Forms	Warehouse Lending Solutions	Defaults & Foreclosure	Lien Release	Pipeline Management	Quantitative Models
Product & Pricing Engines	Underwriting	Closing, Escrow & Settlement	Due Diligence	Real Estate Owned (REO)	Portfolio Analysis	Bank-Stress Testing
Notary Panel	Income Tax Verification	Title Insurance	Property Preservation	Collections		
			Auction Services	Property Tax Recording & Management		

Origination Includes: Purchase, Refinance, Home Equity and Reverse Mortgages Loans			
Property Appraisals & Valuations	Tri-Merge Credit Reports	Property Data & Analytics	Field Services
Quality Control and Diligence	Document Generation & Management	Governance, Risk & Compliance (GRC)	

WHAT IS MORTGAGE SERVICING TECHNOLOGY?

- Definition and role in the loan lifecycle
- Value proposition for consumers, lenders, and servicers
- Different approaches: in-house solutions vs. outsourcing
- Are the servicers or the providers benefiting from the current market?
 - Outsourcing of Technology by Mortgage Servicers
 - Current trends in outsourcing
 - Advantages of outsourcing technology functions
 - Case studies or examples



NEXT BIG TRENDS IN MORTGAGE TECH INNOVATION

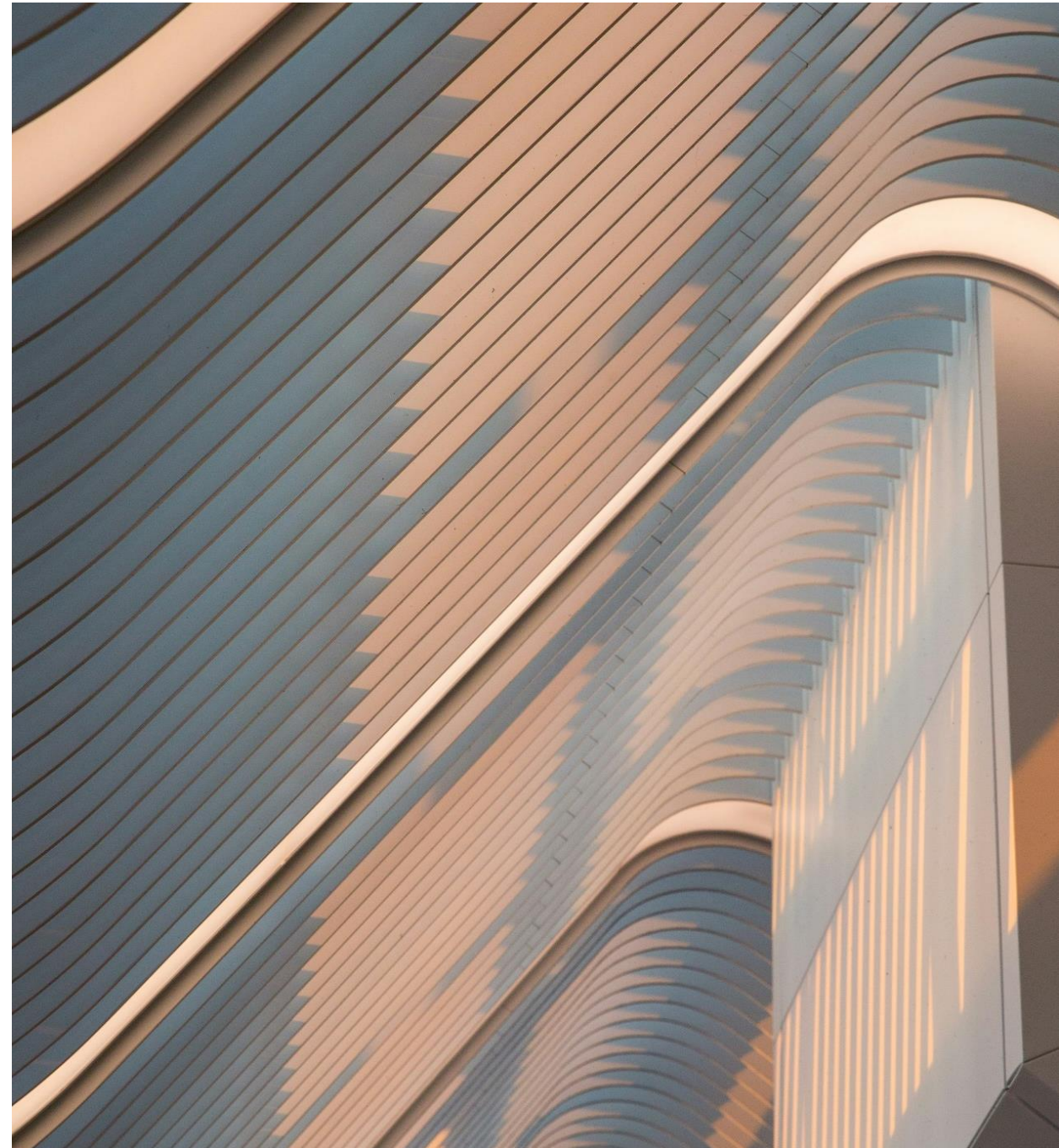
- Impact of generative AI
- Areas of the mortgage tech landscape that are over-crowded
- Predictions for future developments

BIGGEST OPPORTUNITIES IN 2025

- Key growth areas in the mortgage servicing market
- Untapped market share and white space opportunities
- Potential for new business and add-on products

INDUSTRY CONSOLIDATION

- Impact of the current environment on consolidation among mortgage tech vendors
- ICE-BKI merger and its implications
- Future outlook for mergers and acquisitions





REVENUE AND PRICING MODELS

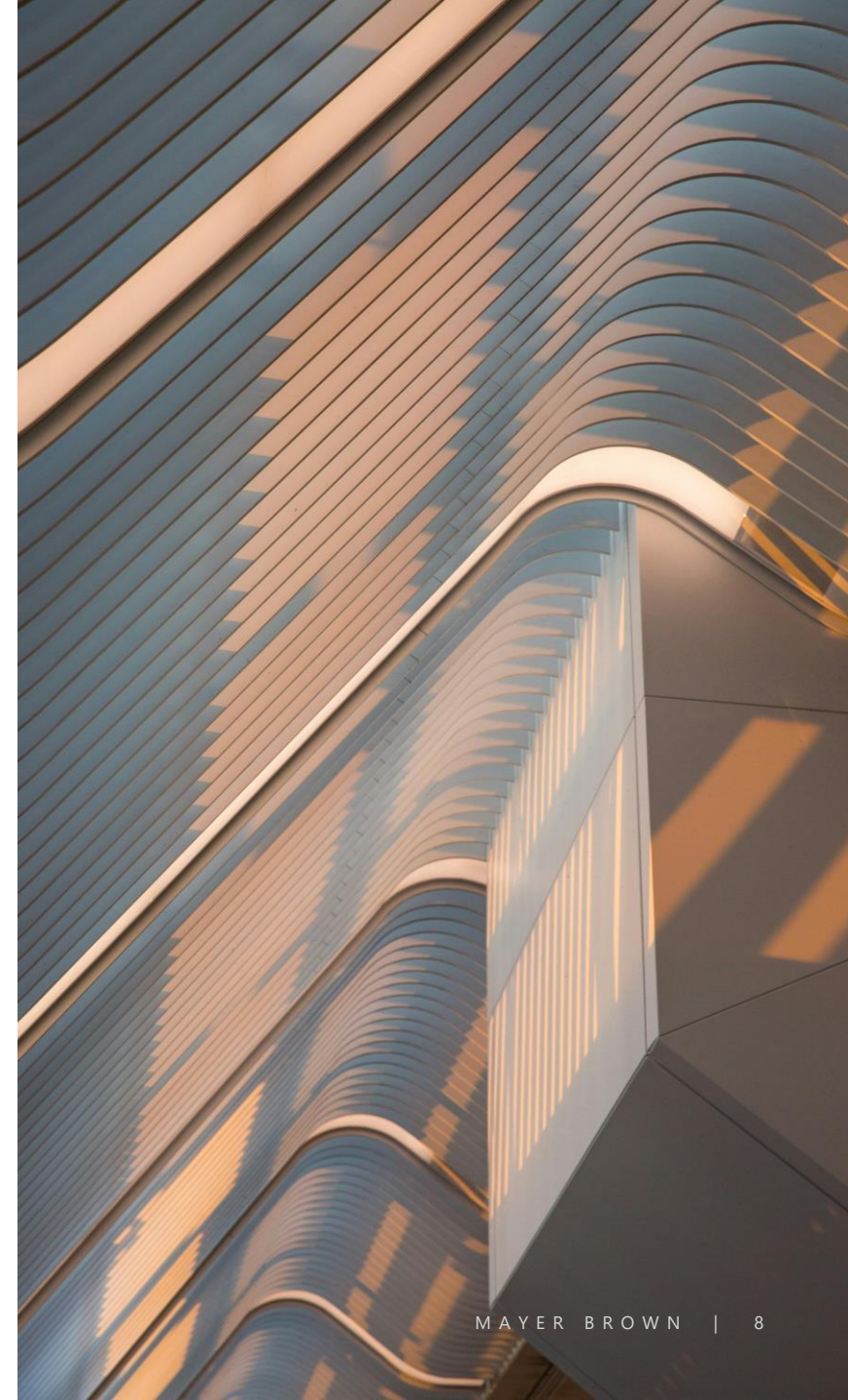
- Impact of the current environment on revenue/pricing models
- Preferences for transactional vs. subscription pricing models
- Hybrid models and their benefits

TECH ADOPTION CURVE IN THE MORTGAGE INDUSTRY

- Current state of tech adoption in the industry
- Willingness of banks and lenders to onboard new technology vendors
- Major industry hurdles: education and knowledge gaps

LARGEST OPPORTUNITIES FOR GROWTH (NEXT 3-5 YEARS)

- Long-term growth prospects in the mortgage servicing market
- Strategic areas for investment and development
- Potential for innovation and market expansion





EVOLVING LEGAL CONSIDERATIONS FOR TECH/SOFTWARE DEALS

- Scope, pricing and performance for new AI-driven services
- Contractual commitments on back-end technology
- Data usage rights for AI training and other purposes
- Model risk management
- Data privacy and protection obligations
- Boundaries blurring with data and technology integration
- Interplay of emerging servicing / debt collection tech and consumer regulatory requirements

Q&A

- Key Takeaways

MAYER | BROWN

Mayer Brown is a global services provider comprising associated legal practices that are separate entities, including Mayer Brown LLP (Illinois, USA), Mayer Brown International LLP (England), Mayer Brown (a Hong Kong partnership) and Tauil & Chequer Advogados (a Brazilian law partnership) (collectively the "Mayer Brown Practices") and non-legal service providers, which provide consultancy services (the "Mayer Brown Consultancies"). The Mayer Brown Practices and Mayer Brown Consultancies are established in various jurisdictions and may be a legal person or a partnership. Details of the individual Mayer Brown Practices and Mayer Brown Consultancies can be found in the Legal Notices section of our website. "Mayer Brown" and the Mayer Brown logo are the trademarks of Mayer Brown. © Mayer Brown. All rights reserved.