



NYSE: LADR

SUPPLEMENTAL DATA FOR THE QUARTER ENDED SEPTEMBER 30, 2020

A Leading Commercial Real Estate Investment Trust

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This presentation includes certain non-GAAP financial measures. These non-GAAP financial measures should be considered only as supplemental to, and not as superior to, financial measures prepared in accordance with GAAP. Please refer to the Company’s September 30, 2020 Form 10-Q filing and earnings press release, which are available on Ladder’s website (www.laddercapital.com), as well as the supplemental financial tables included herein, for a reconciliation of the non-GAAP financial measures included in this presentation to the most directly comparable financial measures prepared in accordance with GAAP.

Totals may not equal the sum of components due to rounding.

THIRD QUARTER 2020 HIGHLIGHTS¹



Earnings and Dividends

- ✓ Core Earnings of \$19.7 million and Core EPS of \$0.16
- ✓ After-Tax Core Return on Average Equity (Core ROAE) of 5.1% for the quarter and 5.7% year-to-date
- ✓ Declared Q3 2020 cash dividend of \$0.20 per LADR share, which represents a 11.5% annual dividend yield²

Investment Activity

- ✓ Continued to focus on preserving and generating additional liquidity
- ✓ Received \$229 million of on-time or early repayments of balance sheet loans
- ✓ Sold \$67 million of loans (comprised of \$60 million of conduit loans and \$7 million of balance sheet loans)
- ✓ Sold \$34 million of securities and \$64 million of real estate equity investments

Portfolio Composition

- ✓ \$6.4 billion in assets, including \$2.7 billion of loans (43% of total), \$1.4 billion of securities (23%), and \$991 million of real estate equity (16%)
- ✓ 78% of assets are senior secured and/or investment grade-rated
- ✓ 80% of loans are floating-rate

Liquidity, Leverage, Financing and Book Value

- ✓ \$876 million balance of unrestricted cash
- ✓ \$239 million reduction in total debt during quarter
- ✓ Adjusted Leverage Ratio of 2.9x (Adjusted Leverage Ratio, net of cash, of 2.3x)
- ✓ \$1.5 billion GAAP book equity value and \$1.7 billion undepreciated book equity value (1% increase versus prior quarter)
- ✓ \$14.35 undepreciated book value per share (\$0.18 increase versus prior quarter)

Note: As of 09/30/2020, unless otherwise indicated

1. For a description of these financial and non-GAAP financial measures, see Selected Definitions on page S-20

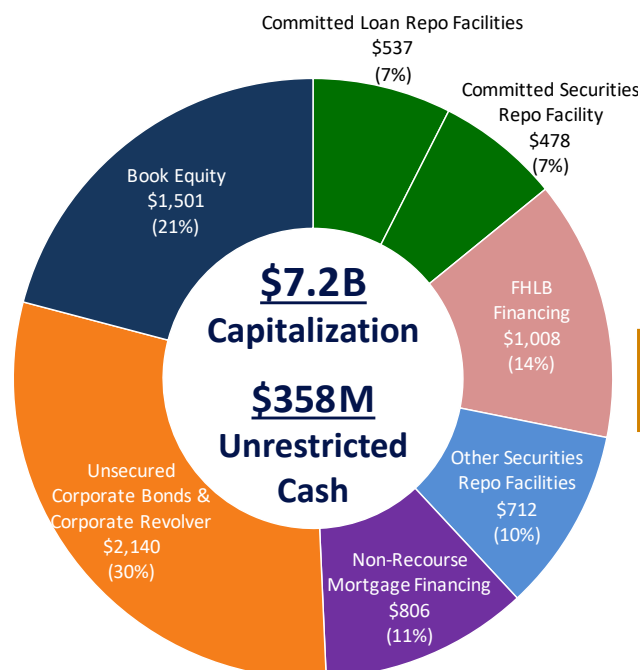
2. Based on \$6.98 LADR closing stock price on 10/28/2020

CAPITAL STRUCTURE UPDATE

ENHANCED QUALITY OF CAPITAL BASE

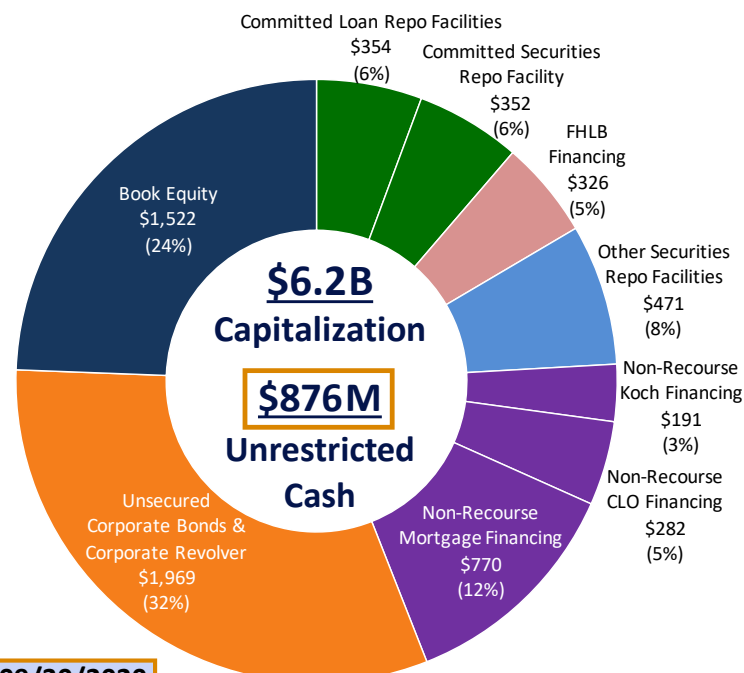
Over the last two quarters, Ladder has decreased total & net leverage, increased non-mark-to-market & non-recourse financing, and significantly increased unrestricted cash balance

03/31/2020 Capitalization (\$mm)



More diversified, durable capital structure in place with reduced leverage

09/30/2020 Capitalization (\$mm)



	03/31/2020	09/30/2020
Debt/Equity (Adjusted Leverage Ratio):	3.8x	2.9x
Net Debt ¹ (excluding Cash)/Equity Ratio:	3.4x	2.3x
Non-Mark-to-Market Financing ² + Book Equity:	67% ³	79% ³
Non-Recourse & Unsecured Debt + Book Equity:	62% ³	76% ³

1. Net debt excludes total cash on balance sheet of \$622 million as of 03/31/2020 and \$918 million as of 09/30/2020

2. Non-mark-to-market financing includes financing that is subject to credit events only

3. Represents percentage of total capitalization

LONG & STRONG LIABILITY STRUCTURE

Superior access to capital with diversified financing sources and substantial undrawn capacity

Remaining Debt Maturities by Financing Type¹ (\$mm; as of 09/30/2020)

Issuance / Facility Size	Debt Outstanding	Maturity Year (weighted-average, where applicable)							
		2020	2021	2022	2023	2024	2025	2026	2027
\$652	\$643	4.250% Unsecured Bonds (issued in January 2020)							
348	345	5.250% Unsecured Bonds							
466	464	5.250% Unsecured Bonds							
251	251	5.875% Unsecured Bonds							
266	266	Unsecured Syndicated Revolving Credit Facility ²							
\$1,983	\$1,969	Total Unsecured Debt (42% of total debt)							
770	770	Non-Recourse Mortgage Debt on Owned Real Estate							
206	191	Non-Recourse Koch Financing							
285	282	Non-Recourse CLO Financing							
1,950	706 ³	Committed Bilateral Bank Facilities (7 facilities) ³							
1,500	326	FHLB Financing							
\$6,695	\$4,244	Total Unsecured & Committed Secured Debt (90% of total debt)							
—	471	Uncommitted Repo							
\$6,695	\$4,715	Total Financing							

1. Includes extensions at Company's option

2. Secured by stock of selected unrestricted subsidiaries

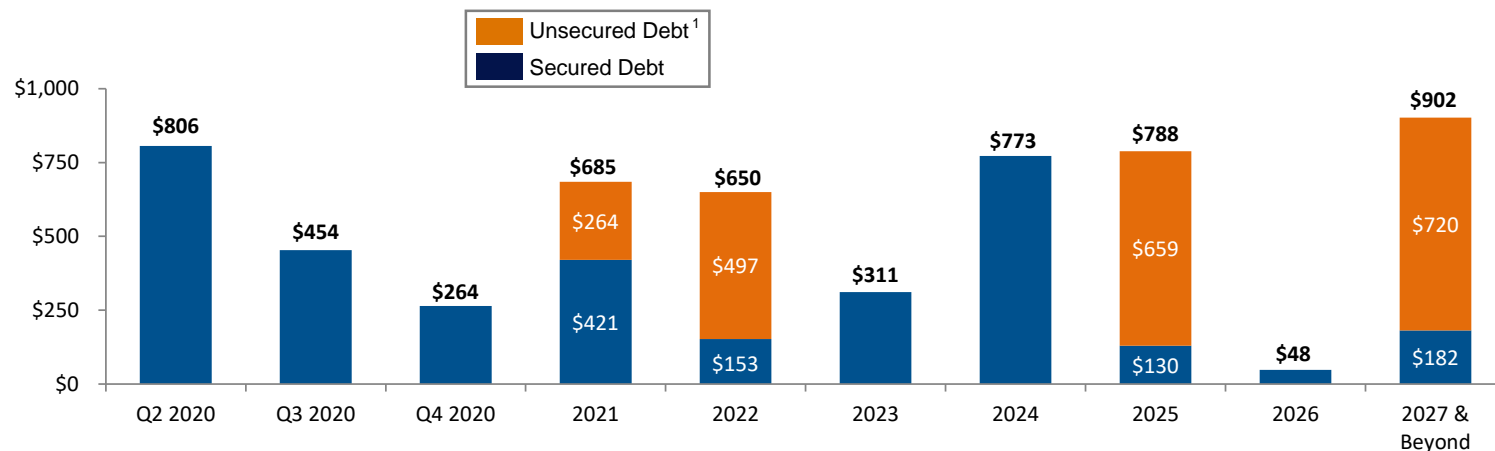
3. Includes \$354 million of outstanding committed loan repurchase financing and \$352 million of outstanding committed securities repurchase financing

STAGGERED DEBT MATURITY PROFILE

Further extended debt maturities with a larger component of non-recourse and non-mark-to-market financing

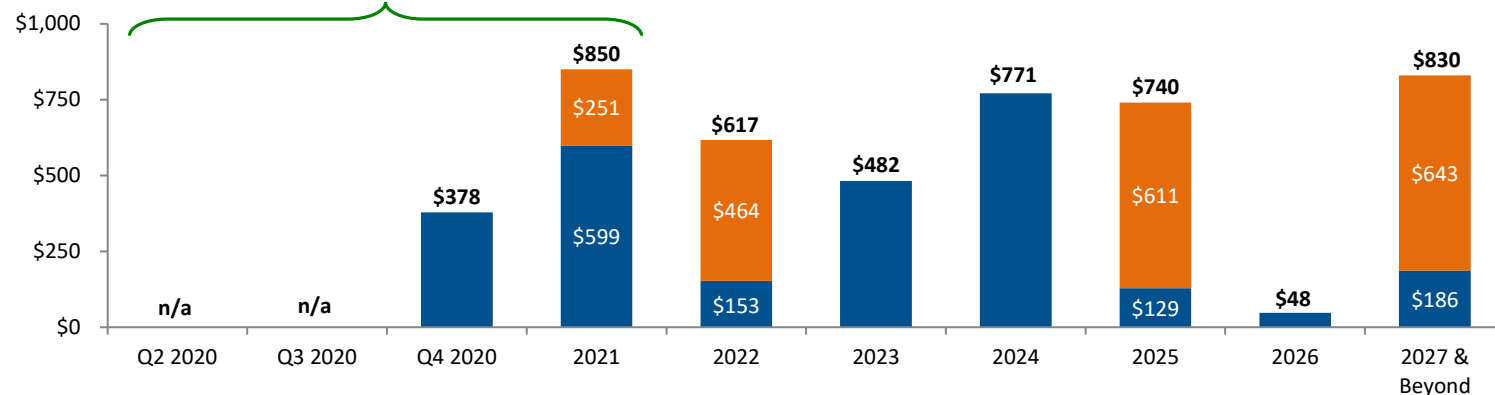
Unsecured & Secured Debt Maturities (\$mm)

03/31/2020



\$981 million reduction or extension in debt maturities through 2021 (vs. 03/31/2020)

09/30/2020



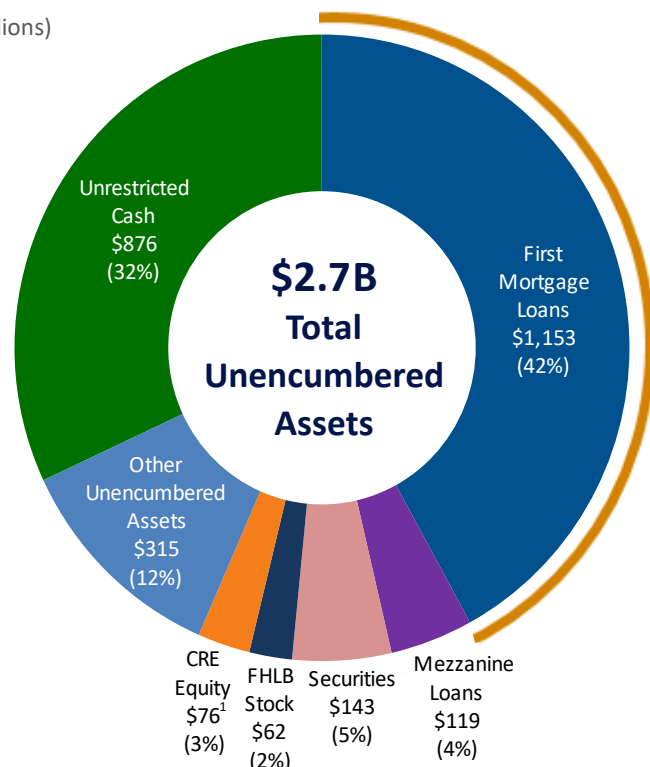
1. Amounts shown for existing unsecured corporate bonds are net of deferred financing fees

OVERSIZED, HIGH-QUALITY UNENCUMBERED ASSET POOL

- ✓ **43%** of total asset base is composed of unencumbered assets
- ✓ **74%** of unencumbered assets are cash or first mortgage loans

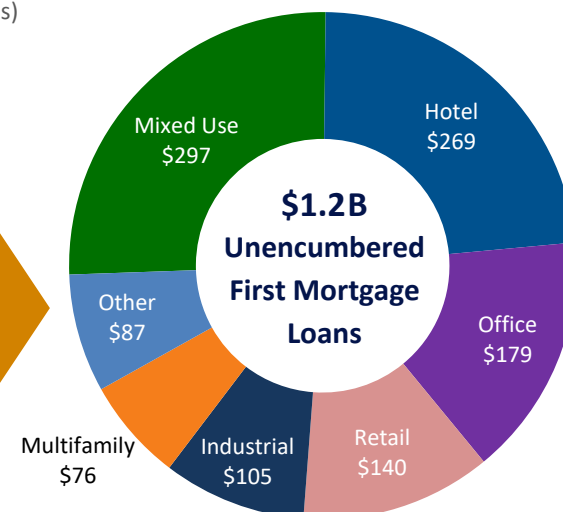
Total Unencumbered Asset Pool

(\$ in millions)



Unencumbered First Mortgage Loans by Property Type

(\$ in millions)



Unencumbered First Mortgage Loans

Key Unencumbered Asset Pool Highlights

- ✓ Predominantly senior, financeable, oversized unencumbered asset base
- ✓ **1.60x** unencumbered asset/unsecured debt ratio (**\$683 million in excess** of the 1.20x covenant)
- ✓ **2.22x** unencumbered asset/unsecured debt ratio **net of unrestricted cash**²
- ✓ **\$1.2 billion** of unencumbered senior secured first mortgage loans
- ✓ **\$876 million** of unencumbered unrestricted cash

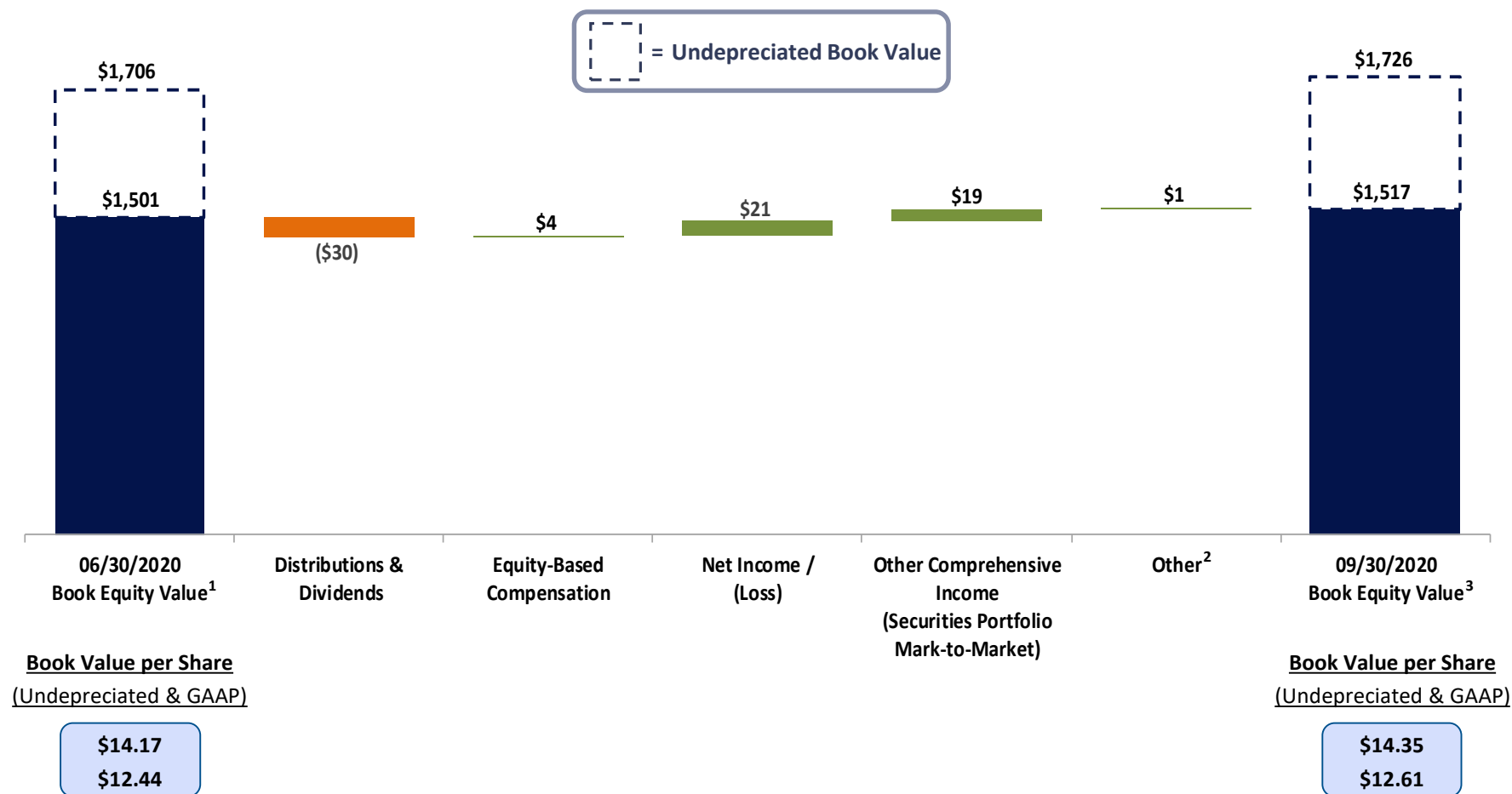
Note: As of 09/30//2020

1. Represents undepreciated asset value

2. Calculated by deducting unrestricted cash from the numerator and denominator

BOOK EQUITY VALUE ROLL-FORWARD

Summary of Changes to Book Equity Value During Q3 2020 (\$mm)



1. Excludes \$6.9 million of noncontrolling interest in consolidated joint ventures

2. Includes purchase of treasury stock, change in and exchange of noncontrolling interests, and acquisition of shares to satisfy tax withholding on vesting restricted stock

3. Excludes \$5.3 million of noncontrolling interest in consolidated joint ventures

SEGMENT & FINANCIAL DATA

LADDER SNAPSHOT

(\$ in millions, except per share amounts)

Snapshot of Business Lines			Total Assets & Liabilities, Book Equity, Leverage and ROE	
Balance Sheet Loans		Net Leased Commercial Real Estate (100% Owned)	Total Assets	
Carrying Value of Assets	\$2,731	Carrying Value of Assets	Cash & Cash Equivalents	\$876
Secured Financing on Assets (A)	897	Undepreciated Book Value of Assets	Loans, Securities & Real Estate	5,422
Net Equity Invested (excl. Corporate Debt)	1,835	Secured Financing on Assets (D)	Accumulated Depreciation & Amortization	(222)
% First Mortgage	96%	Net Equity Invested (excl. Corporate Debt)	Other Assets ⁴	284
% Other (Mezzanine / Subordinate)	4%	Total Square Feet	Total Assets	6,359
Weighted-Average Coupon	6.4%	Weighted-Average % Leased		
Accounting method: carried at lower of cost or FMV		In-Place Annual Net Operating Income (NOI)	Total Liabilities	
		Accounting method: carried at depreciated book value	Unsecured Corporate Bonds	\$1,703
			Unsecured Revolving Credit Facility	266
			Total Unsecured Debt	1,969
Conduit Loans		Diversified Commercial Real Estate ^{2,3}	Secured Financing (A) + (B) + (C) + (D) + (E) + (F)	2,745
Carrying Value of Assets	\$31	Carrying Value of Assets	Total Debt	4,715
Secured Financing on Assets (B)	14	Undepreciated Book Value of Assets	Other Liabilities ⁴	123
Net Equity Invested (excl. Corporate Debt)	17	Secured Financing on Assets (E)	Total Liabilities	4,838
Weighted-Average Coupon	4.1%	Net Equity Invested (excl. Corporate Debt)		
Origination and Purchase Volume (LTM)	\$605	Total Square Feet	Book Equity Value	
Loan Sale Volume (LTM)	769	Weighted-Average Occupancy	GAAP Book Equity Value (excl. NCI in JVs)	\$1,517
Core Earnings Contribution (LTM) ¹	18	In-Place Annual Net Operating Income (NOI)	Total Shares Outstanding (mm)	120.3
Accounting method: carried at lower of cost or FMV		Weighted-Average % Owned by Ladder	GAAP Book Value per Share ⁴	\$12.61
		Accounting method: carried at depreciated book value	Undepreciated Book Value per Share ⁵	\$14.35
Securities		Condominium Residential Real Estate (100% Owned)	Leverage	
Carrying Value of Assets	\$1,448	Carrying Value of Assets	Adjusted Debt (for Adjusted Leverage Ratio) ⁵	\$4,433
Secured Financing on Assets (C)	1,065	Undepreciated Book Value of Assets	Total GAAP Book Equity (incl. NCI in JVs)	1,522
Net Equity Invested (excl. Corporate Debt)	383	Secured Financing on Assets (F)	Adjusted Leverage Ratio ⁵	2.9x
% First Mortgage Secured	100%	Net Equity Invested (excl. Corporate Debt)		
% AAA-Rated or Agency-Backed	92%	Total Remaining Units	Return on Average Equity (based on Core Earnings)⁵	
% Investment Grade-Rated	99%+	Unit Sale Price as % of GAAP Book Value (LTM)	Core Earnings (LTM)	\$112
Average CUSIP Size	\$10.8		Average Book Equity Value (LTM)	1,550
Weighted-Average Duration	2.1 Years		After-Tax Core ROAE (LTM)	7.2%
Accounting method: carried at FMV		Accounting method: carried at depreciated book value		

Note: As of 09/30/2020

1. Pre-tax and pre-overhead allocation
2. All metrics shown on a consolidated basis, except Weighted-Average % Owned by Ladder, which excludes the potential effects of partnership/joint venture promote/sharing arrangements
3. Excludes two unconsolidated joint venture investments with total book value of \$49.2 million as of 09/30/2020
4. For a description of these financial measures, see Selected Definitions on page S-20
5. For a description of these non-GAAP financial measures, see Selected Definitions on page S-20

INVESTMENT PORTFOLIO SUMMARY

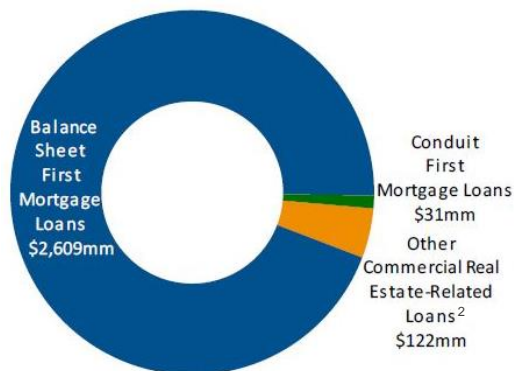
(\$ in millions)

Investment Type	Investment Portfolio (as of 09/30/2020)		Core Earnings Contribution (Nine Months Ended 09/30/2020)	
	Carrying Value of Assets	% of Total Assets	Amount of Contribution	% of Total Contribution
Conduit First Mortgage Loans	\$31	0%	\$1.6	1%
Balance Sheet First Mortgage Loans	2,609	41%	99.1	73%
Other (Mezzanine/Subordinate) Loans	122	2%	9.8	7%
Provision for Current Expected Credit Losses	(47)	(1%)	—	—
Total Loans	\$2,715	43%	\$110.5	81%
Securities	\$1,448	23%	(\$10.4)	(8%)
Net Leased Commercial Real Estate	\$643	10%	\$25.4	19%
Diversified Commercial Real Estate	347	5%	11.4	8%
Condominium Residential Real Estate	1	0.01%	(0.2)	(0.2%)
Total Real Estate Equity Properties	\$991	16%	\$36.6	27%
Other Investments	\$111	2%	(\$0.6)	(0.4%)
Total Investment Assets	\$5,264	83%	\$136.0	100%
Cash and Cash Equivalents (unrestricted)	\$876	14%		
Restricted Cash	42	1%		
Other Assets	178	3%		
Total Assets	\$6,359	100%	\$136.0	100%
Corporate Bond Interest Expense			(81.0)	(60%)
Gain on Bond Repurchases			20.2	15%
Corporate Operating Expenses/Other			(28.8)	(21%)
Transactional Adjustments (response to COVID-19) ¹			16.9	12%
Total Core Earnings			\$63.3	47%

1. For additional detail on these Q2 2020 adjustments, please refer to the Company's June 30, 2020 Form 10-Q filing and earnings press release

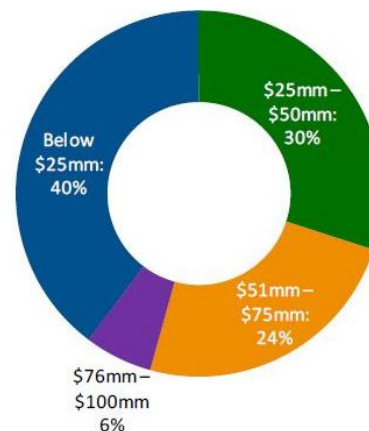
LOAN PORTFOLIO OVERVIEW

Loan Type¹



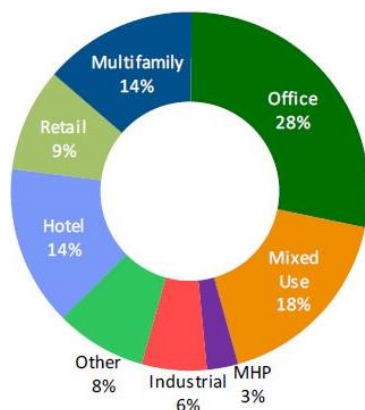
\$2.7 billion total loan portfolio
80% floating rate/20% fixed rate

Loan Size¹

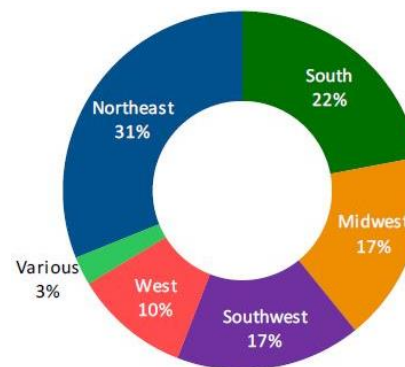


\$19 million average loan balance

Property Type



Geography



Note: As of 09/30/2020

1. Amounts in these charts shown before \$47.1 million allowance for loan losses

2. Includes mezzanine and subordinate loans

LOANS SEGMENT SUMMARY



(\$ in millions)

	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019
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Conduit First Mortgage Loans

Carrying Value of Assets (end of quarter)	\$31	\$86	\$147	\$122	\$174	\$112	\$190
Origination and Purchase Volume	—	—	213	392	231	158	175
Weighted-Average Coupon (end of quarter)	4.1%	4.0%	3.9%	4.2%	4.6%	5.0%	5.5%
Loan Sale Volume	\$60	\$68	\$185	\$456	\$141	\$238	\$170

Balance Sheet First Mortgage Loans

Carrying Value of Assets (end of quarter)	\$2,609	\$2,833	\$3,310	\$3,127	\$3,098	\$2,977	\$3,159
Origination and Purchase Volume	9	20	314	459	501	260	274
Weighted-Average Coupon (end of quarter)	6.2%	6.2%	6.2%	6.3%	6.7%	7.3%	7.3%
Weighted-Average LTV (end of quarter)	67%	71%	70%	70%	70%	70%	69%
Loan Sale Volume	\$7	\$172	—	—	—	—	—

Other (Mezzanine/Subordinate) Loans

Carrying Value of Assets (end of quarter)	\$122	\$122	\$123	\$130	\$133	\$143	\$144
Origination Volume	—	—	—	7	—	—	7
Mezz./Subordinate Loans % of Total Assets	1.9%	1.9%	1.7%	1.9%	2.0%	2.2%	2.2%
Weighted-Average Coupon (end of quarter)	10.8%	10.8%	10.8%	10.9%	10.8%	10.9%	10.9%
Weighted-Average LTV (end of quarter)	67%	67%	67%	68%	68%	70%	68%

Allowance for Loan Losses / Current Expected Credit Loss Provision	(\$47)	(\$49)	(\$49)	(\$21)	(\$19)	(\$19)	(\$18)
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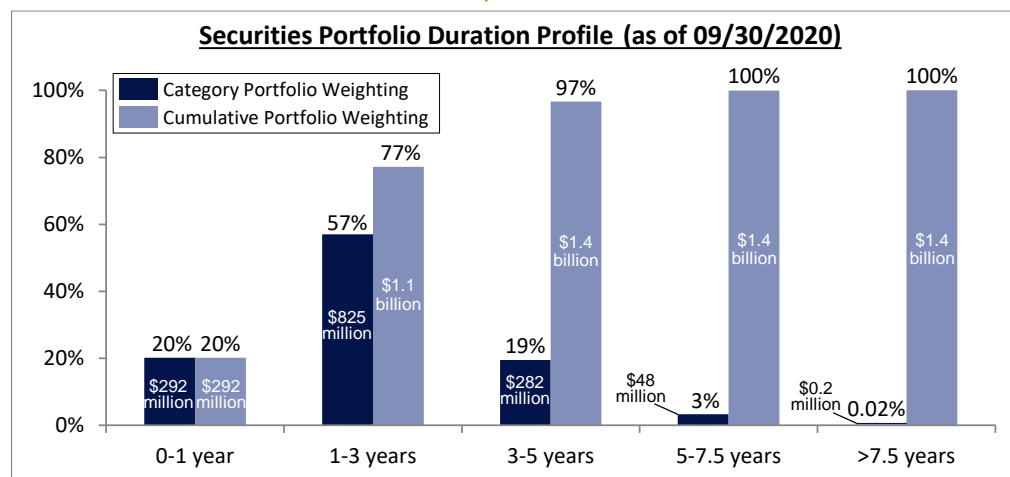
Total Loan Portfolio

Carrying Value of Assets (end of quarter)	\$2,715	\$2,992	\$3,530	\$3,359	\$3,387	\$3,213	\$3,474
Weighted-Average Yield (end of quarter)	7.0%	6.9%	6.8%	6.9%	7.2%	7.9%	7.6%

SECURITIES SEGMENT SUMMARY

(\$ in millions)

	09/30/2020	06/30/2020	03/31/2020	12/31/2019	09/30/2019	06/30/2019	03/31/2019
Carrying Value of Assets	\$1,448	\$1,507	\$1,931	\$1,721	\$1,911	\$1,788	\$1,619
Weighted-Average Yield	1.6%	1.6%	2.2%	3.1%	3.2%	3.3%	3.3%
Number of CUSIPs	134	148	164	161	181	188	197
Average CUSIP Size	\$10.8	\$10.2	\$11.8	\$10.7	\$10.6	\$9.5	\$8.2
Weighted-Average Duration	2.1 Years	2.3 Years	2.3 Years	2.4 Years	2.4 Years	2.3 Years	2.5 Years
% AAA-Rated or Agency-Backed	92%	92%	92%	89%	86%	84%	83%
% Investment Grade-Rated	99%+	99%+	100%	99%	98%	97%	97%



Highly-rated, short-duration, highly-liquid securities portfolio

REAL ESTATE SEGMENT SUMMARY

(\$ in millions)

	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019
Net Leased Commercial Real Estate (100% Owned)							
Acquisitions	–	–	\$6	\$6	\$9	\$3	\$2
Net Sales Proceeds	19	–	–	–	–	–	–
Carrying Value of Assets (end of quarter)	643	665	671	671	669	666	670
Square Feet (end of quarter)	5,294,566	5,382,354	5,382,354	5,338,661	5,291,867	5,224,039	5,204,471
Net Operating Income (Rental Income)	\$13.5	\$13.5	\$13.6	\$13.5	\$13.0	\$13.3	\$13.2

Diversified Commercial Real Estate¹

Acquisitions	–	\$4	\$22	\$66	–	–	\$18
Net Sales Proceeds	44	–	29	–	7	12	–
Carrying Value of Assets (end of quarter)	347	377	375	375	309	315	331
Square Feet (end of quarter)	2,425,518	3,115,383	3,043,487	3,224,468	2,910,991	3,070,991	3,224,545
Net Operating Income	\$3.9	\$3.9	\$4.9	\$5.8	\$4.8	\$4.5	\$4.6

Condominium Residential Real Estate¹

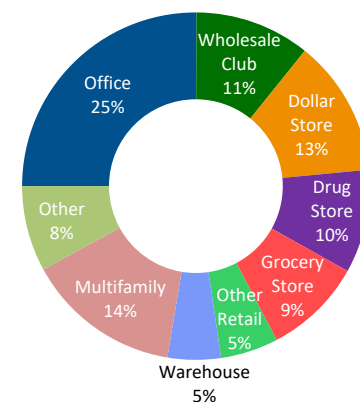
Net Sales Proceeds	\$0.3	\$0.3	\$1	\$1	\$0.3	\$2	\$2
Carrying Value of Assets (end of quarter)	1	1	1	2	3	3	5
Remaining Condo Units (end of quarter)	2	3	4	6	9	10	17
Unit Sale Price as % of GAAP Book Value	92%	85%	87%	120%	94%	96%	99%

Total Real Estate Portfolio

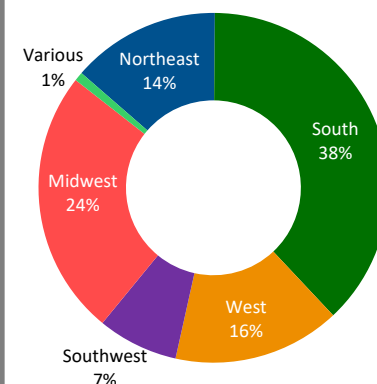
Carrying Value of Assets (end of quarter)	\$991	\$1,042	\$1,047	\$1,048	\$981	\$984	\$1,006
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09/30/2020 Real Estate Portfolio Snapshot

Property Type



Geography



1. All metrics shown on a consolidated basis
2. Includes additions to portfolio from foreclosure

INCOME STATEMENT BY QUARTER

(\$ in millions, except per share values)

	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019
Net interest income							
Interest income	\$54.6	\$62.1	\$72.6	\$76.2	\$82.3	\$85.3	\$86.5
Interest expense	56.4	68.4	51.4	49.3	51.4	52.4	51.2
Net interest income	(\$1.8)	(\$6.3)	\$21.2	\$26.9	\$30.9	\$33.0	\$35.2
Provision for (release of) loan loss reserves	(2.5)	(0.7)	26.6	2.0	—	0.3	0.3
Net interest income after provision for (release of) loan losses	\$0.7	(\$5.6)	(\$5.4)	\$24.9	\$30.9	\$32.7	\$34.9
Other income							
Operating lease income	25.5	23.8	26.3	25.3	24.4	27.8	28.9
Sale of loans, net	1.1	(0.7)	1.0	16.2	11.2	20.3	7.1
Realized gain (loss) on securities	(0.3)	(14.8)	3.0	4.2	3.4	4.5	2.9
Unrealized gain (loss) on equity securities	—	0.4	(0.5)	0.4	0.3	(1.0)	2.1
Unrealized gain (loss) on Agency interest-only securities	0.0	0.1	0.1	0.0	0.0	0.0	0.0
Realized gain on sale of real estate, net	21.6	(0.0)	10.5	0.4	2.1	(1.1)	0.0
Impairment of real estate	—	—	—	—	—	—	(1.4)
Fee and other income	3.1	3.5	1.5	7.4	5.2	7.2	4.7
Net result from derivative transactions	0.3	(0.8)	(15.4)	5.9	(9.5)	(15.5)	(11.0)
Earnings (loss) from investment in unconsolidated joint ventures	0.4	0.5	0.4	(0.2)	1.1	1.6	1.0
Gain (loss) on extinguishment/defeasance of debt	1.2	19.0	2.1	—	—	—	(1.1)
Total other income	\$52.8	\$30.9	\$29.0	\$59.6	\$38.2	\$43.7	\$33.1
Costs and expenses							
Salaries and employee benefits	7.9	7.0	17.0	15.0	14.3	14.9	23.6
Operating expenses	3.9	6.2	5.8	5.9	5.3	6.0	5.4
Real estate operating expenses	8.1	6.0	7.9	5.5	6.3	6.0	5.5
Fee expense	2.5	2.0	1.4	1.1	2.1	1.2	1.7
Depreciation and amortization	9.8	9.8	10.0	9.3	9.0	9.9	10.2
Total costs and expenses	\$32.1	\$31.1	\$42.2	\$36.8	\$37.0	\$38.1	\$46.4
Income (loss) before taxes	\$21.4	(\$5.7)	(\$18.6)	\$47.6	\$32.1	\$38.3	\$21.7
Income tax expense (benefit)	0.0	(0.6)	(4.5)	2.2	1.1	2.2	(2.9)
Net income (loss)	\$21.4	(\$5.2)	(\$14.1)	\$45.4	\$30.9	\$36.1	\$24.5
Net (income) loss attributable to noncontrolling interest in consolidated joint ventures	(4.1)	0.3	(1.5)	0.0	(0.1)	0.3	0.4
Net (income) loss attributable to noncontrolling interest in operating partnership	(0.0)	0.8	(0.1)	(4.8)	(3.3)	(4.1)	(2.8)
Net income (loss) attributable to Class A common shareholders	\$17.2	(\$4.2)	(\$15.7)	\$40.6	\$27.6	\$32.2	\$22.2
Earnings per share:							
Basic	\$0.15	(\$0.04)	(\$0.15)	\$0.38	\$0.26	\$0.31	\$0.21
Diluted	0.14	(0.04)	(0.15)	0.37	0.26	0.30	0.21
Weighted average shares outstanding (mm):							
Basic	117.5	106.8	106.3	106.0	106.0	105.5	104.3
Diluted	118.8	106.8	106.3	118.9	106.6	105.9	105.0
Core Earnings (pre-tax)¹	\$19.7	\$12.8	\$30.9	\$48.6	\$44.1	\$51.0	\$46.9
Core EPS (after-tax)¹	\$0.16	\$0.12	\$0.26	\$0.40	\$0.38	\$0.43	\$0.40

1. For a description of these non-GAAP financial measures, see Selected Definitions on page S-20

CORE EARNINGS, CORE EPS AND ROAE RECONCILIATIONS BY QUARTER¹



(\$ in millions, except per share values)

	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019	Q1 2019
Net income (loss)	\$21.4	(\$5.2)	(\$14.1)	\$45.4	\$30.9	\$36.1	\$24.5
Income tax expense (benefit)	0.0	(0.6)	(4.5)	2.2	1.1	2.2	(2.9)
Income (loss) before taxes	\$21.4	(\$5.7)	(\$18.6)	\$47.6	\$32.1	\$38.3	\$21.7
Net (income) loss attributable to noncontrolling interest in consolidated joint ventures (GAAP)	(4.2)	0.2	(1.5)	(0.0)	(0.1)	0.3	0.4
Our share of real estate depreciation, amortization and gain adjustments	4.5	8.9	1.4	8.2	6.7	6.6	5.7
Adjustments for unrecognized derivative results	(4.2)	(8.6)	17.6	(10.7)	1.9	2.2	9.1
Unrealized (gain) loss on fair value securities	(0.0)	(1.6)	1.5	(0.5)	(0.2)	0.9	(2.1)
Adjustment for economic gain on loan sales not recognized under GAAP for which risk has been substantially transferred, net of reversal/amortization	0.5	0.2	(0.2)	0.2	(0.2)	(0.6)	(0.0)
Adjustment for CECL reserves	(2.5)	(0.7)	18.6	—	—	—	—
Non-cash stock-based compensation	4.1	3.3	12.2	3.7	3.9	3.4	12.1
Transactional adjustments (response to COVID-19) ²	—	16.9	—	—	—	—	—
Core earnings	\$19.7	\$12.8	\$30.9	\$48.6	\$44.1	\$51.0	\$46.9
Core estimated corporate tax benefit (expense)	(0.4)	2.0	0.3	(1.6)	0.4	0.0	0.3
After-tax core earnings	\$19.4	\$14.8	\$31.1	\$47.0	\$44.6	\$51.0	\$47.2
Adjusted weighted average shares outstanding (diluted) (mm)	118.8	118.9	118.9	118.9	118.8	118.6	118.2
Core EPS	\$0.16	\$0.12	\$0.26	\$0.40	\$0.38	\$0.43	\$0.40
Weighted average shares outstanding (diluted) (mm)	118.8	106.8	106.3	118.9	106.6	105.9	105.0
Effect of shares issuable to converted Class B shareholders, unvested restricted stock, and unvested stock options (mm)	—	12.1	12.6	—	12.2	12.7	13.2
Adjusted weighted average shares outstanding (diluted) (mm)	118.8	118.9	118.9	118.9	118.8	118.6	118.2

	Last Twelve Months (LTM) Ended 09/30/2020	Year-to-Date: Nine Months Ended 09/30/2020							
Core earnings	\$111.9	\$63.3	\$19.7	\$12.8	\$30.9	\$48.6	\$44.1	\$51.0	\$46.9
Average book equity	1,549.7	1,522.9	1,509.0	1,497.6	1,562.0	1,630.4	1,634.6	1,636.7	1,634.1
Pre-tax Core ROAE	7.2%	5.5%	5.2%	3.4%	7.9%	11.9%	10.8%	12.5%	11.5%
After-tax core earnings	\$112.3	\$65.3	\$19.4	\$14.8	\$31.1	\$47.0	\$44.6	\$51.0	\$47.2
Average book equity	1,549.7	1,522.9	1,509.0	1,497.6	1,562.0	1,630.4	1,634.6	1,636.7	1,634.1
After-tax Core ROAE	7.2%	5.7%	5.1%	4.0%	8.0%	11.5%	10.9%	12.5%	11.6%

1. For a description of these non-GAAP financial measures, see Selected Definitions on page S-20

2. The impact from COVID-19 included adjustments in Q2 2020 related to the unusual market conditions and actions taken by management. For additional detail on these adjustments, please refer to the Company's June 30, 2020 Form 10-Q filing and earnings press release

BALANCE SHEET BY QUARTER



(\$ in millions, except per share values)

	09/30/2020	06/30/2020	03/31/2020	12/31/2019	09/30/2019	06/30/2019	03/31/2019
Assets							
Cash and cash equivalents	\$875.8	\$826.1	\$358.4	\$58.2	\$83.1	\$126.5	\$45.2
Restricted cash	41.9	47.9	263.9	297.6	38.7	88.9	80.1
Mortgage loan receivables held for investment, net, at amortized cost	2,684.2	2,906.0	3,383.3	3,236.5	3,212.9	3,101.4	3,300.1
Mortgage loan receivables held for sale	30.6	86.0	146.7	122.3	174.2	112.0	189.5
Real estate securities	1,447.6	1,506.7	1,930.6	1,721.3	1,911.5	1,788.4	1,619.1
Real estate and related lease intangibles, net	990.6	1,042.2	1,047.4	1,048.1	981.3	984.4	1,006.0
Investments in unconsolidated joint ventures	49.2	48.9	48.7	48.4	51.4	57.8	93.8
FHLB stock	61.6	61.6	61.6	61.6	61.6	61.6	61.6
Derivative instruments	0.4	0.4	1.0	0.7	0.0	0.5	1.6
Accrued interest receivable	18.3	18.8	23.2	21.1	22.7	24.3	26.6
Other assets	159.3	65.0	67.1	53.3	82.4	61.0	101.8
Total assets	\$6,359.5	\$6,609.5	\$7,331.9	\$6,669.2	\$6,619.9	\$6,406.8	\$6,525.4
Liabilities							
Debt obligations:							
Secured and unsecured debt obligations	\$4,714.5	\$4,953.5	\$5,681.0	\$4,859.9	\$4,860.7	\$4,613.1	\$4,716.4
Liability for transfers not considered sales	—	—	—	—	—	—	15.8
Dividends payable	26.2	23.6	38.3	38.7	2.4	1.9	1.4
Accrued expenses	36.2	55.6	38.5	72.4	45.8	55.5	34.3
Other liabilities	60.7	68.5	73.3	59.2	71.8	88.3	113.1
Total liabilities	\$4,837.7	\$5,101.2	\$5,831.0	\$5,030.2	\$4,980.6	\$4,758.7	\$4,881.2
Equity							
Class A common stock, par value \$0.001 per share, 600,000,000 shares authorized	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1	\$0.1
Class B common stock, no par value, 100,000,000 shares authorized	—	0.0	0.0	0.0	0.0	0.0	0.0
Additional paid-in capital	1,726.3	1,649.2	1,546.1	1,532.4	1,529.6	1,526.5	1,508.5
Treasury stock	(54.5)	(53.6)	(53.0)	(42.7)	(41.6)	(41.5)	(40.8)
Retained earnings (dividends in excess of earnings)	(127.0)	(120.1)	(94.2)	(35.7)	(39.9)	(30.8)	(26.5)
Accumulated other comprehensive income (loss)	(28.4)	(45.1)	(65.9)	4.2	10.4	12.2	7.1
Total shareholders' equity	\$1,516.5	\$1,430.5	\$1,333.2	\$1,458.3	\$1,458.7	\$1,466.4	\$1,448.3
Noncontrolling interest in operating partnership	—	71.0	160.5	172.1	171.7	172.5	186.3
Noncontrolling interest in consolidated joint ventures	5.3	6.9	7.2	8.6	8.8	9.2	9.6
Total equity	\$1,521.8	\$1,508.4	\$1,500.8	\$1,639.0	\$1,639.3	\$1,648.1	\$1,644.2
Total liabilities and equity	\$6,359.5	\$6,609.5	\$7,331.9	\$6,669.2	\$6,619.9	\$6,406.8	\$6,525.4
Adjusted Leverage Ratio ¹	2.9x	3.1x	3.8x	3.0x	2.9x	2.6x	2.6x
Total Shares Outstanding (mm)	120.3	120.4	120.5	119.7	119.7	119.7	119.8
GAAP Book Value per Share ²	\$12.61	\$12.44	\$12.31	\$13.56	\$13.56	\$13.63	\$13.59
Undepreciated Book Value per Share ¹	\$14.35	\$14.17	\$14.01	\$15.23	\$15.15	\$15.16	\$15.09
Distributions per LADR Share	\$0.20	\$0.20	\$0.34	\$0.34	\$0.34	\$0.34	\$0.34

1. For a description of these non-GAAP financial measures, see Selected Definitions on page S-20

2. For a description of these financial measures, see Selected Definitions on page S-20

BOOK EQUITY, SHARECOUNT, AND ADJUSTED LEVERAGE GAAP RECONCILIATION BY QUARTER



(\$ in millions, except per share values)

	09/30/2020	06/30/2020	03/31/2020	12/31/2019	09/30/2019	06/30/2019	03/31/2019
Beginning book equity balance	\$1,508.4	\$1,500.8	\$1,639.0	\$1,639.3	\$1,648.1	\$1,644.2	\$1,643.6
Net income (loss)	21.4	(5.2)	(14.1)	45.4	30.9	36.1	24.5
Dividends/distributions	(30.4)	(24.3)	(44.3)	(41.2)	(41.6)	(41.0)	(40.6)
Changes in other comprehensive income (OCI)	18.7	26.1	(78.0)	(6.8)	(2.0)	5.6	13.2
Issuance of common stock, net of offering costs	—	—	—	—	—	—	—
Other	3.7	10.9	(1.8)	2.3	3.9	3.2	3.4
Ending book equity balance (Total equity)	\$1,521.8	\$1,508.4	\$1,500.8	\$1,639.0	\$1,639.3	\$1,648.1	\$1,644.2
Noncontrolling interest in consolidated joint ventures (JVs)	(5.3)	(6.9)	(7.2)	(8.6)	(8.8)	(9.2)	(9.6)
Book equity balance excluding noncontrolling interest in consolidated JVs	\$1,516.5	\$1,501.5	\$1,493.7	\$1,630.3	\$1,630.4	\$1,638.8	\$1,634.6
Average book equity balance excluding noncontrolling interest in consolidated JVs	\$1,509.0	\$1,497.6	\$1,562.0	\$1,630.4	\$1,634.6	\$1,636.7	\$1,634.1
Accumulated depreciation & amortization – net leased commercial real estate	145.5	142.2	135.8	129.3	122.9	116.6	110.3
Accumulated depreciation & amortization – diversified commercial real estate	75.9	74.2	70.8	76.3	73.5	72.1	73.4
Accumulated depreciation & amortization – condominium residential real estate	0.1	0.1	0.2	0.3	0.4	0.4	0.7
Less: JV noncontrolling interests' share of accumulated real estate depreciation & amortization	(11.9)	(12.1)	(11.7)	(13.4)	(13.0)	(12.6)	(12.2)
Accumulated real estate depreciation & amortization – our share	\$209.6	\$204.4	\$195.0	\$192.4	\$183.8	\$176.5	\$172.1
Undepreciated book value	\$1,726.1	\$1,705.9	\$1,688.6	\$1,822.8	\$1,814.2	\$1,815.4	\$1,806.7
Class A shares outstanding (mm)	120.3	115.0	108.3	107.5	107.6	107.6	106.6
Class B shares outstanding (mm)	—	5.4	12.2	12.2	12.2	12.2	13.2
Total shares outstanding (mm)	120.3	120.4	120.5	119.7	119.7	119.7	119.8
<u>Shareholders' equity GAAP reconciliation</u>							
Total shareholders' equity	\$1,516.5	\$1,430.5	\$1,333.2	\$1,458.3	\$1,458.7	\$1,466.4	\$1,448.3
Plus: noncontrolling interest in operating partnership (Class B shareholder book equity)	—	71.0	160.5	172.1	171.7	172.5	186.3
Total equity excluding noncontrolling interest in consolidated JVs	\$1,516.5	\$1,501.5	\$1,493.7	\$1,630.3	\$1,630.4	\$1,638.8	\$1,634.6
GAAP Book Value per Share¹	\$12.61	\$12.44	\$12.31	\$13.56	\$13.56	\$13.63	\$13.59
Undepreciated Book Value per Share²	\$14.35	\$14.17	\$14.01	\$15.23	\$15.15	\$15.16	\$15.09
<u>Debt obligations GAAP reconciliation</u>							
Committed loan repurchase facilities	\$353.8	\$381.1	\$537.0	\$702.3	\$760.5	\$685.3	\$611.4
Committed securities repurchase facility	352.2	451.3	477.7	42.8	85.5	—	93.8
Uncommitted securities repurchase facility	471.0	462.6	712.0	1,070.9	940.1	582.1	324.8
Revolving Credit Facility	266.4	266.4	266.4	—	—	—	—
Mortgage loan financing, net of unamortized debt issuance costs	770.0	805.4	806.2	812.6	723.3	734.7	739.5
Other secured loan financing facility	190.6	188.7	—	—	—	—	—
CLO debt, net of unamortized debt issuance costs	281.6	299.6	—	—	117.8	263.2	497.3
Participation financing (on mortgage loan receivable)	—	—	—	—	—	—	2.4
Borrowings from the FHLB	326.0	360.8	1,007.6	1,073.5	1,076.4	1,191.4	1,291.4
Senior unsecured notes, net of unamortized debt issuance costs	1,702.9	1,737.5	1,874.1	1,157.8	1,157.1	1,156.4	1,155.7
Liability for transfers not considered sales	—	—	—	—	—	—	15.8
Debt obligations, net	\$4,714.5	\$4,953.5	\$5,681.0	\$4,859.9	\$4,860.7	\$4,613.1	\$4,732.3
Less: CLO debt	(281.6)	(299.6)	—	—	(117.8)	(263.2)	(497.3)
Less: Liability for transfers not considered sales	—	—	—	—	—	—	(15.8)
Adjusted debt obligations	\$4,432.9	\$4,653.9	\$5,681.0	\$4,859.9	\$4,742.9	\$4,349.9	\$4,219.1
Total equity	\$1,521.8	\$1,508.4	\$1,500.8	\$1,639.0	\$1,639.3	\$1,648.1	\$1,644.2
Adjusted leverage ratio	2.9x	3.1x	3.8x	3.0x	2.9x	2.6x	2.6x

1. For a description of these financial measures, see Selected Definitions on page S-20

2. For a description of these non-GAAP financial measures, see Selected Definitions on page S-20

SELECTED DEFINITIONS

- **Adjusted Leverage Ratio (non-GAAP)**
 - Total debt obligations, net of deferred financing costs, adjusted for non-recourse indebtedness related to securitizations that is consolidated on our GAAP balance sheet and liability for transfers not considered sales, divided by GAAP total equity.
- **After-Tax Core Return on Average Equity (After-Tax Core ROAE) (non-GAAP)**
 - After-Tax Core Earnings divided by average book equity balance excluding total noncontrolling interest in consolidated joint ventures.
- **Core Earnings (non-GAAP)**
 - Income before taxes adjusted for (i) real estate depreciation and amortization, (ii) the impact of derivative gains and losses related to the hedging of assets on our balance sheet as of the end of the specified accounting period, (iii) unrealized gains/(losses) related to our investments in fair value securities and passive interest in unconsolidated joint ventures, (iv) economic gains on loan sales not recognized under GAAP accounting for which risk has substantially transferred during the period and the exclusion of resultant GAAP recognition of the related economics during the subsequent periods, (v) adjustment for CECL reserves, (vi) non-cash stock-based compensation, and (vii) certain transactional adjustments.
- **Core EPS (non-GAAP)**
 - After-Tax Core Earnings divided by adjusted weighted-average shares outstanding.
- **GAAP Book Value per Share**
 - Total shareholders' equity divided by Class A common shares outstanding.
- **Other Assets**
 - Includes cash collateral held by broker, allowance for loan losses, investments in unconsolidated joint ventures, FHLB stock, derivative instrument assets, amount due from brokers, accrued interest receivable, mortgage loans transferred but not considered sold and other assets.
- **Other Liabilities**
 - Includes amount due to brokers, derivative instrument liabilities, amount payable pursuant to tax receivable agreement, dividend payable, accrued expenses, liabilities for transfers not considered sales and other liabilities.
- **Pre-Tax Core Return on Average Equity (Pre-Tax Core ROAE) (non-GAAP)**
 - Core Earnings divided by average book equity balance excluding total noncontrolling interest in consolidated joint ventures.
- **Undepreciated Book Equity and Undepreciated Book Value per Share (non-GAAP)**
 - Total equity, adjusted to exclude total noncontrolling interest in consolidated joint ventures and adjusted to include our share of total real estate accumulated depreciation and amortization. Per share information is derived by dividing the preceding amount by total diluted shares outstanding.