



NYSE: LADR

SUPPLEMENTAL DATA FOR THE QUARTER AND YEAR ENDED DECEMBER 31, 2020

A Leading Commercial Real Estate Investment Trust

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This presentation contains forward-looking statements regarding possible or assumed future results of the business, financial condition, plans and objectives of Ladder Capital Corp and its subsidiaries and affiliates (collectively, “Ladder Capital,” “Ladder,” “LADR,” or the “Company”). Any statement concerning future events or expectations, express or implied, is a forward-looking statement. Words such as “may,” “will,” “seek,” “should,” “expect,” “anticipate,” “project,” “estimate,” “intend,” “continue,” or “believe” or the negatives thereof or other variations thereon or comparable terminology are intended to identify forward-looking statements that are subject to risk and uncertainties. Such risks and uncertainties include, among others, the impact of the COVID-19 pandemic and the responsive measures implemented by various governmental authorities, businesses and other third parties, and the risks and uncertainties discussed in the Company’s Annual Report on Form 10-K for the year ended December 31, 2020, and its other filings with the U.S. Securities and Exchange Commission. There can be no assurance that any expectations, express or implied, in a forward-looking statement will prove correct or that the contemplated event or result will occur as anticipated. In particular, there can be no assurance that Ladder will achieve any performance objectives set forth in this presentation. Further, any forward-looking statement speaks only as of the date on which it is made. New risks and uncertainties arise over time, and it is not possible for Ladder to predict those events or their effect on the Company. Except as required by law, Ladder is not obligated to, and does not intend to, update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation includes certain preliminary financial estimates for the period running from January 1, 2021 through February 19, 2021 and as of February 19, 2021. Our independent registered public accounting firm has not audited, reviewed, compiled or performed any procedures on this preliminary financial information, and, accordingly, does not express an opinion or other form of assurance with respect thereto. There can be no assurance that our final results of operations and financial condition for the period running from January 1, 2021 through February 19, 2021 and as of February 19, 2021, respectively, will not differ from these estimates, and any such changes could be material. Therefore, you should not place undue reliance on these preliminary estimates.

This presentation is strictly for informational purposes. It is not intended to be relied upon as investment advice and is not, and should not be assumed to be, complete. The contents herein are not to be construed as legal, business or tax advice, and each recipient should consult its own attorney, business advisor and tax advisor as to legal, business and tax advice.

Certain information contained herein is based on, or derived from, information provided by independent third-party sources. Ladder believes that such information is accurate and that the sources from which it has been obtained are reliable. However, Ladder cannot guarantee the accuracy of such information and has not independently verified the assumptions on which such information is based. All data is presented as of December 31, 2020, unless otherwise indicated.

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 December 31, 2020 Form 10-K 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.

FOURTH QUARTER AND FULL-YEAR 2020 HIGHLIGHTS¹



Investment Activity

- ✓ Continued to focus on preserving and generating additional liquidity while selectively evaluating new investments
- ✓ Received repayments of balance sheet loans of \$286 million in Q4 2020 and \$961 million in FY 2020
- ✓ Sold \$101 million of loans in Q4 2020 and \$595 million in FY 2020, with a weighted-average sale price of ~98.6% of par for FY 2020 loan sales
- ✓ Sold \$366 million of securities in Q4 2020 and \$932 million in FY 2020, with a weighted-average sale price of ~98.3% of par for FY 2020 securities sales; sold an additional \$258 million of securities in Q1 2021 through 02/19/2021 at a weighted-average price of ~100.1% of par²
- ✓ Sold \$5 million of commercial real estate equity investments in Q4 2020 and \$99 million in FY 2020

Portfolio Composition

- ✓ \$5.9 billion in assets, including \$2.3 billion of loans (40% of total), \$1.1 billion of securities (18%), and \$985 million of real estate equity (17%); securities balance reduced to \$814 million as of 02/19/2021²
- ✓ 78% of assets are senior secured and/or investment grade-rated
- ✓ 81% of loans are floating-rate

Liquidity, Leverage, Financing and Book Value

- ✓ \$1.3 billion of unrestricted cash (21% of total assets); \$2.8 billion of unencumbered assets (48% of total assets)
- ✓ Total debt reduction of \$505 million during Q4 2020 and \$650 million during FY 2020
- ✓ Adjusted Leverage Ratio of 2.5x, or 1.7x net of cash (reduced to 2.3x and 1.4x, respectively, as of 02/19/2021²)
- ✓ \$1.5 billion GAAP book equity value and \$1.8 billion undepreciated book equity value
- ✓ \$13.94 undepreciated book value per share

Earnings and Dividends

- ✓ Distributable Earnings of \$4.9 million and Distributable EPS of \$0.05 in Q4 2020; Distributable Earnings of \$68.3 million and Distributable EPS of \$0.60 in FY 2020
- ✓ After-Tax Distributable Return on Average Equity of 1.7% for Q4 2020 and 4.7% for FY 2020
- ✓ Declared Q4 2020 cash dividend of \$0.20 per LADR share, which represents a 6.8% annual dividend yield³

Note: As of 12/31/2020, unless otherwise indicated

1. For a description of these financial and non-GAAP financial measures, see Selected Definitions on page S-22

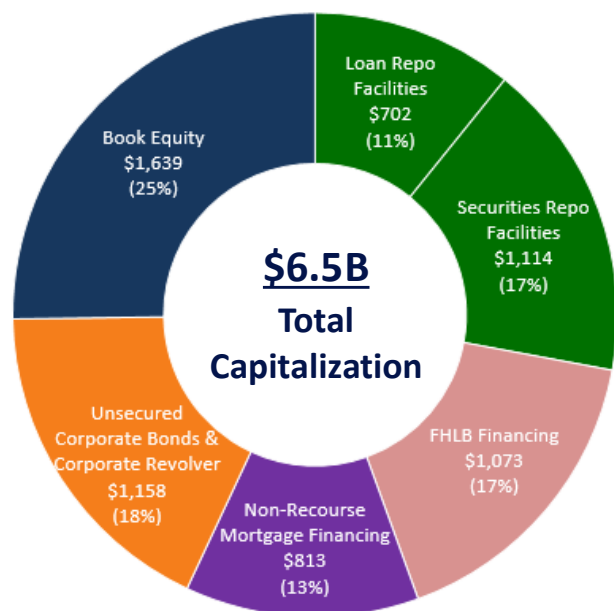
2. Estimated using the mid-point of the range shown on page S-21

3. Based on \$11.69 LADR closing stock price on 02/24/2021

CAPITAL STRUCTURE UPDATE

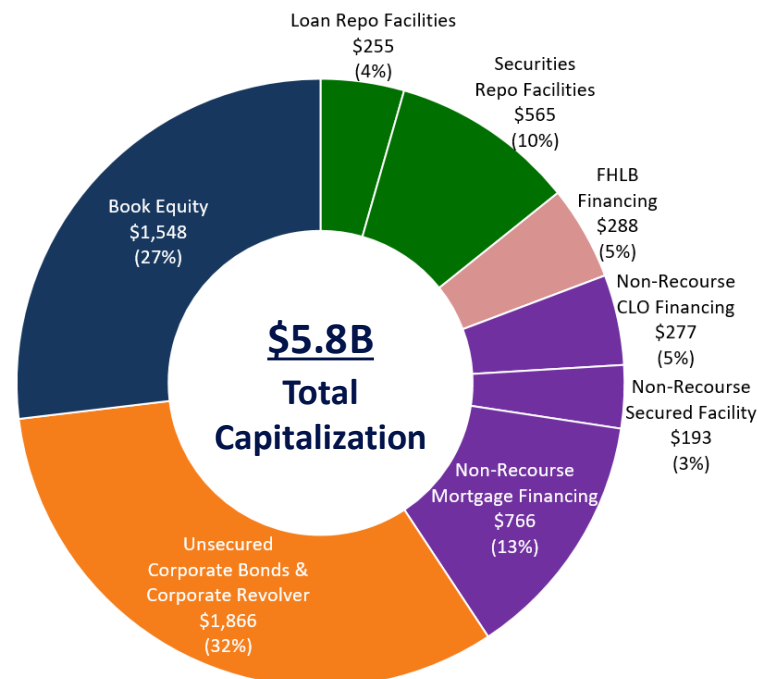
EVOLUTION OF CAPITAL STRUCTURE

12/31/2019 Capitalization Summary (\$mm)



More diversified, durable capital structure in place with reduced leverage

12/31/2020 Capitalization Summary (\$mm)



| | 12/31/2019 | 12/31/2020 | 02/19/2021 ⁵ |
|---|------------------|------------------|-------------------------|
| Adjusted Debt/Equity (Adjusted Leverage Ratio): | 3.0x | 2.5x | 2.3x |
| Net Adjusted Debt ¹ (excluding Cash) / Equity Ratio: | 2.7x | 1.7x | 1.4x |
| Net Adjusted Debt (excluding Cash) & Excluding Securities ² / Equity Ratio: | 1.7x | 1.0x | |
| Non-Mark-to-Market Financing ³ + Book Equity : | 61% ⁴ | 81% ⁴ | |
| Non-Recourse & Unsecured Debt + Book Equity : | 56% ⁴ | 81% ⁴ | |

1. Excludes total cash on balance sheet of \$356 million and \$1,284 million as of 12/31/2019 and 12/31/2020, respectively

2. Excludes total cash on balance sheet of \$356 million and \$1,284 million and securities of \$1,721 million and \$1,058 million as of 12/31/2019 and 12/31/2020, respectively

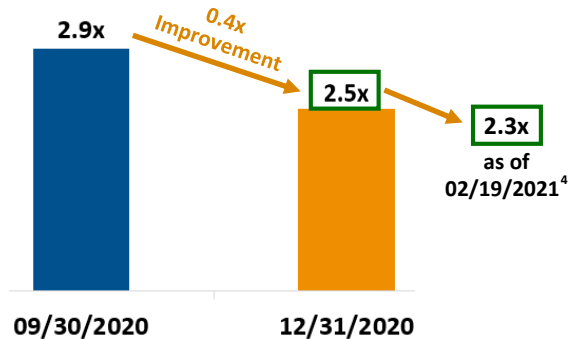
3. Non-mark-to-market financing includes financing that is subject to credit events only

4. Represents percentage of total capitalization

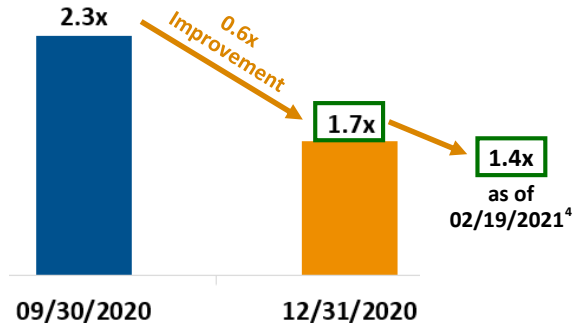
5. Estimated using the mid-point of the range shown on page S-21

Q4 2020 LEVERAGE & LIQUIDITY IMPROVEMENTS

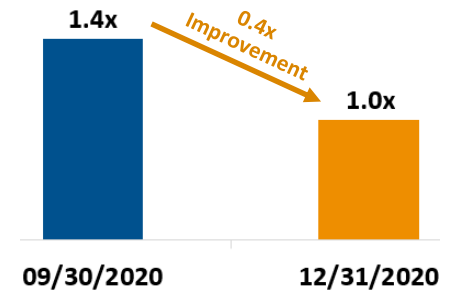
Adjusted Leverage¹



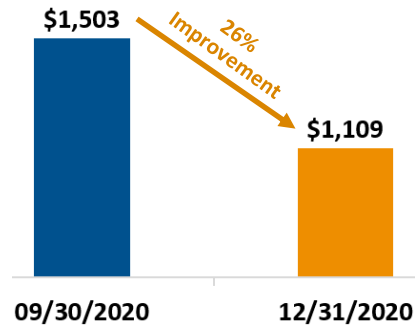
Adjusted Leverage¹, Net of Cash



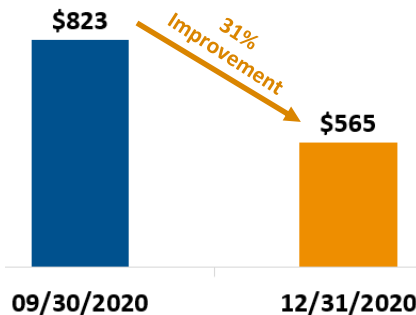
Adjusted Leverage¹, Net of Cash & Excluding Securities



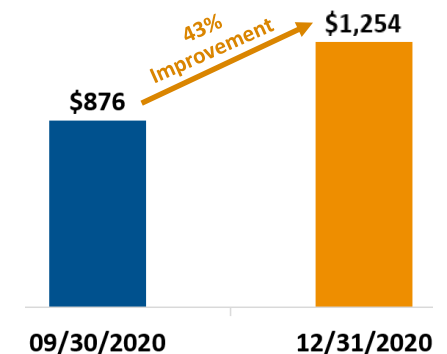
Mark-to-Market Debt (\$mm)²



Securities Repo Financing (\$mm)³



Unrestricted Cash (\$mm)



1. Based on total debt obligations, net of deferred financing costs, adjusted for non-recourse indebtedness related to securitizations that is consolidated on the Company's GAAP balance sheet. GAAP debt/equity ratio was 3.1x as of 09/30/2020 and 2.7x as of 12/31/2020
2. Excludes financing that is subject to credit events only
3. Securities investment assets decreased from \$1,448 million as of 12/31/2020 to \$1,058 million as of 12/31/2020, due to securities sales at or near par and amortization
4. Estimated using the mid-point of the range shown on page S-21

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 12/31/2020)

| Issuance / Facility Size | Debt Outstanding | Maturity Year (weighted-average, where applicable) | | | | | |
|-----------------------------|---------------------|---|------|------|------|------|-----------|
| | | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 2027 |
| \$652 | \$644 | 4.250% Unsecured Bonds (issued in January 2020) | | | | | |
| 348 | 345 | 5.250% Unsecured Bonds | | | | | |
| 466 | 464 | 5.250% Unsecured Bonds | | | | | |
| 147 | 146 | 5.875% Unsec. Bonds → redeemed in January 2021 | | | | | |
| 266 | 266 | Unsecured Syndicated Revolving Credit Facility ² | | | | | |
| \$1,879 | \$1,866 | Total Unsecured Debt (44% of total debt) | | | | | |
| 766 | 766 | Non-Recourse Mortgage Debt on Owned Real Estate | | | | | |
| 206 | 193 | Non-Recourse Koch Financing | | | | | |
| 279 | 277 | Non-Recourse CLO Financing | | | | | |
| 1,950 | 405 ³ | Committed Bilateral Bank Facilities (7 facilities) ³ | | | | | |
| 1,500 | 288 | FHLB Financing | | | | | |
| \$6,580 | \$3,794 | Total Unsecured & Committed Secured Debt (90% of total debt) | | | | | |
| – | 416 | Uncommitted Repo | | | | | |
| \$6,580 | \$4,210 | Total Financing | | | | | |

1. Includes extensions at Company's option

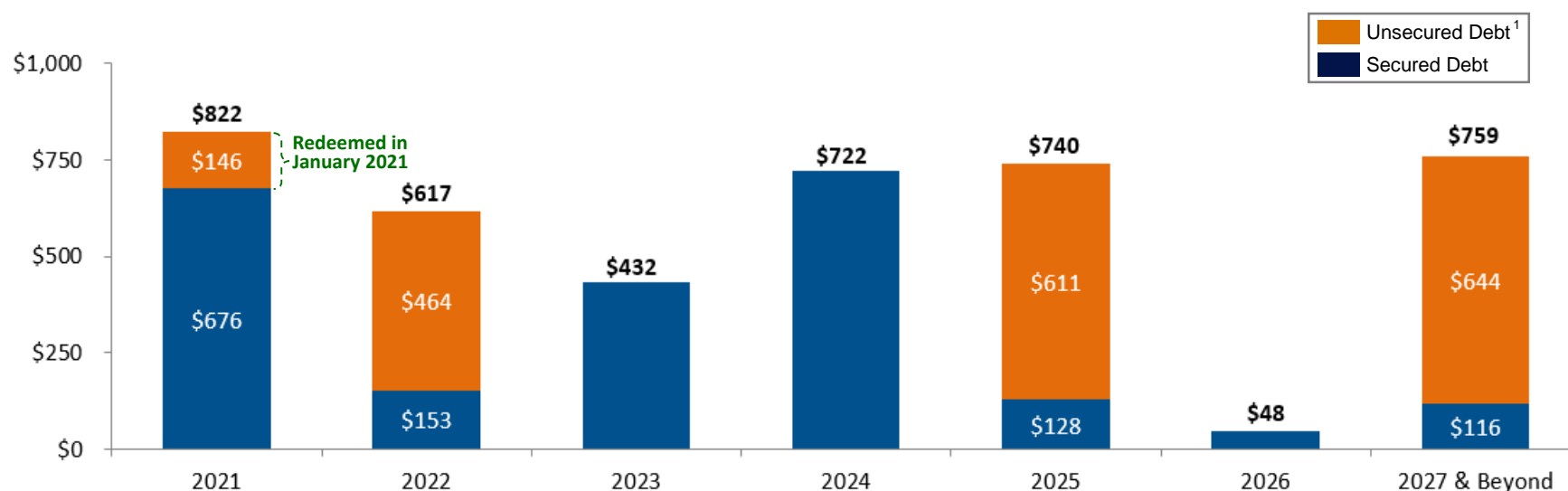
2. Secured by stock of selected unrestricted subsidiaries

3. Includes \$255 million of outstanding committed loan repurchase financing and \$149 million of outstanding committed securities repurchase financing

STAGGERED DEBT MATURITY PROFILE

Further extended debt maturities during 2020 with a larger component of non-recourse and non-mark-to-market financing

12/31/2020 Unsecured & Secured Debt Maturities (\$mm)



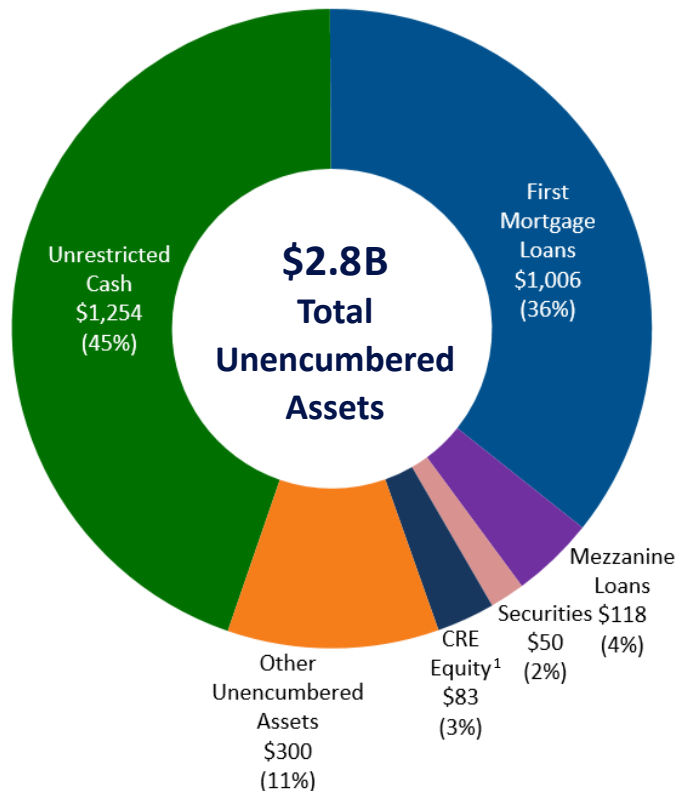
Long & strong liability structure in place, with no single year of maturities representing more than 19% of debt outstanding

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

SUBSTANTIAL, HIGH-QUALITY UNENCUMBERED ASSET POOL

- ✓ **48%** of total asset base is composed of unencumbered assets
- ✓ **82%** of unencumbered assets are cash, first mortgage loans or investment grade securities

Total Unencumbered Asset Pool (\$mm)



Key Unencumbered Asset Pool Highlights

- ✓ Predominantly senior, financeable, oversized unencumbered asset base
- ✓ **1.74x** unencumbered asset/unsecured debt ratio (**\$877 million in excess** of the 1.20x covenant)
- ✓ **4.35x** unencumbered asset/unsecured debt ratio **net of unrestricted cash**²
- ✓ **\$1.0 billion of unencumbered senior secured first mortgage loans**
- ✓ **\$1.3 billion of unencumbered unrestricted cash**

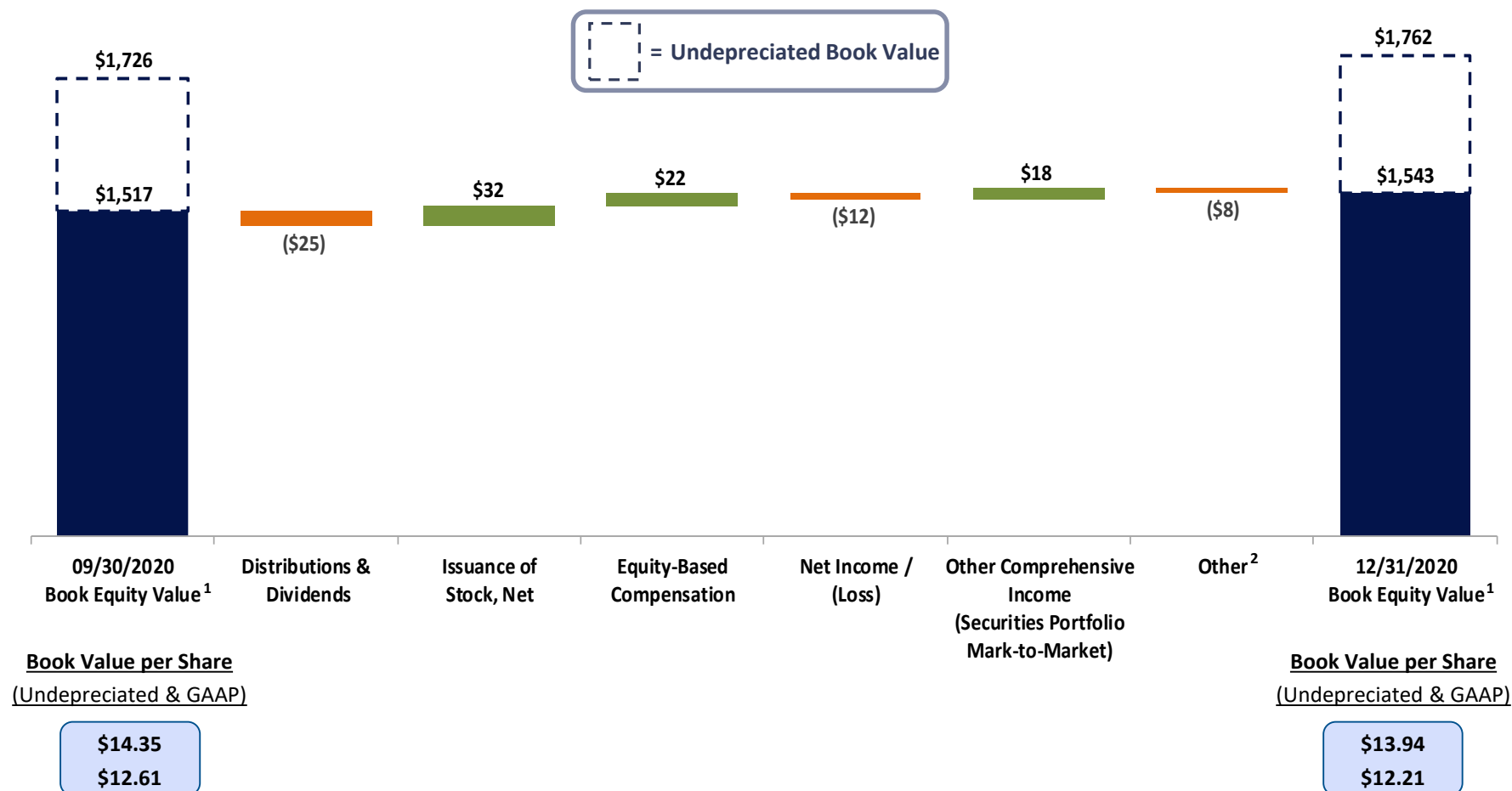
Note: As of 12/31/2020

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 Q4 2020 (\$mm)



1. Excludes \$5.3 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

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 | \$2,354 | Carrying Value of Assets | Cash & Cash Equivalents | \$1,254 |
| Secured Financing on Assets A | 769 | Undepreciated Book Value of Assets | Loans, Securities & Real Estate | 4,659 |
| Net Equity Invested (excl. Corporate Debt) | 1,585 | Secured Financing on Assets D | Accumulated Depreciation & Amortization | (231) |
| % First Mortgage | 95% | Net Equity Invested (excl. Corporate Debt) | Other Assets ⁴ | 199 |
| % Other (Mezzanine/Subordinate) | 5% | Total Square Feet | Total Assets | 5,881 |
| Weighted-Average Coupon | 6.3% | 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 | \$1,599 |
| | | | Unsecured Revolving Credit Facility | 266 |
| | | | Total Unsecured Debt | 1,866 |
| Conduit Loans | | Diversified Commercial Real Estate^{2,3} | Secured Financing A+B+C+D+E | 2,344 |
| Carrying Value of Assets | \$31 | Carrying Value of Assets | Total Debt | 4,210 |
| 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 | 4,333 |
| Weighted-Average Coupon | 4.1% | Net Equity Invested (excl. Corporate Debt) | | |
| Origination and Purchase Volume (LTM) | \$213 | Total Square Feet | Book Equity Value | |
| Loan Sale Volume (LTM) | 314 | Weighted-Average Occupancy | GAAP Book Equity Value (excl. NCI in JVs) | \$1,543 |
| Accounting method: carried at lower of cost or FMV | | In-Place Annual Net Operating Income (NOI) | Total Shares Outstanding (mm) | 126.4 |
| | | Weighted-Average % Owned by Ladder | GAAP Book Value per Share ⁴ | \$12.21 |
| | | Accounting method: carried at depreciated book value | Undepreciated Book Value per Share ⁵ | \$13.94 |
| Securities | | Condominium Residential Real Estate (100% Owned) | Leverage | |
| Carrying Value of Assets | \$1,058 | Carrying Value of Assets | Adjusted Debt (for Adjusted Leverage Ratio) ⁵ | \$3,933 |
| Secured Financing on Assets C | 795 | Undepreciated Book Value of Assets | Total GAAP Book Equity (incl. NCI in JVs) | 1,548 |
| Net Equity Invested (excl. Corporate Debt) | 264 | Secured Financing on Assets | Adjusted Leverage Ratio ⁵ | 2.5x |
| % First Mortgage Secured | 100% | Net Equity Invested (excl. Corporate Debt) | | |
| % AAA-Rated or Agency-Backed | 89% | Total Remaining Units | Return on Average Equity⁵ | |
| % Investment Grade-Rated | 99%+ | Unit Sale Price as % of GAAP Book Value (LTM) | Distributable Earnings (LTM) | \$68 |
| Average CUSIP Size | \$8.6 | Accounting method: carried at depreciated book value | Average Book Equity Value (LTM) | 1,525 |
| Weighted-Average Duration | 2.0 Years | | After-Tax Distributable ROAE (LTM) | 4.7% |
| Accounting method: carried at FMV | | | | |

Note: As of 12/31/2020

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 \$46.3 million as of 12/31/2020
4. For a description of these financial measures, see Selected Definitions on page S-22
5. For a description of these non-GAAP financial measures, see Selected Definitions on page S-22

INVESTMENT PORTFOLIO SUMMARY

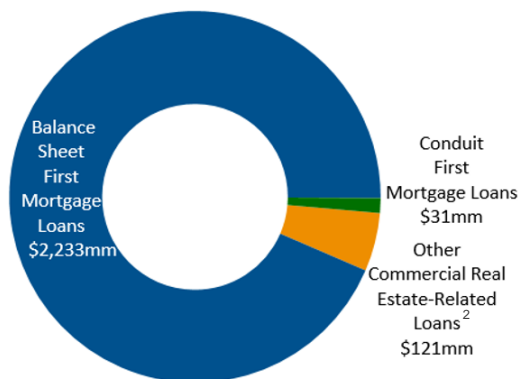
(\$ in millions)

| Investment Type | Investment Portfolio (as of 12/31/2020) | | Distributable Earnings Contribution (FY 2020) | |
|---|--|----------------------|--|----------------------------|
| | Carrying Value of Assets | % of Total Assets | Amount of Contribution | % of Total Contribution |
| Conduit First Mortgage Loans | \$31 | 1% | \$1.0 | 1% |
| Balance Sheet First Mortgage Loans | 2,233 | 38% | 125.4 | 73% |
| Other (Mezzanine/Subordinate) Loans | 121 | 2% | 12.9 | 8% |
| Provision for Current Expected Credit Losses | (42) | (1%) | — | — |
| Total Loans | \$2,343 | 40% | \$139.4 | 81% |
| Securities | \$1,058 | 18% | (\$10.0) | (6%) |
| Net Leased Commercial Real Estate | \$640 | 11% | \$32.7 | 19% |
| Diversified Commercial Real Estate | 346 | 6% | 10.8 | 6% |
| Condominium Residential Real Estate | — | — | (0.3) | (0.2%) |
| Total Real Estate Equity Properties | \$985 | 17% | \$43.2 | 25% |
| Other Investments | \$77 | 1% | (\$0.6) | (0.4%) |
| Total Investment Assets | \$4,464 | 76% | \$172.0 | 100% |
| Cash and Cash Equivalents (unrestricted) | \$1,254 | 21% | | |
| Restricted Cash | 30 | 1% | | |
| Other Assets | 133 | 2% | | |
| Total Assets | \$5,881 | 100% | \$172.0 | 100% |
| Corporate Bond Interest Expense | | | (104.3) | (61%) |
| Gain on Bond Repurchases | | | 20.2 | 12% |
| Corporate Operating Expenses/Other | | | (35.8) | (21%) |
| Transactional Adjustments (response to COVID-19 and other) ¹ | | | 16.3 | 9% |
| Total Distributable Earnings | | | \$68.3 | 40% |

1. For additional detail on these adjustments, please refer to the Company's December 31, 2020 Form 10-K filing and earnings press release

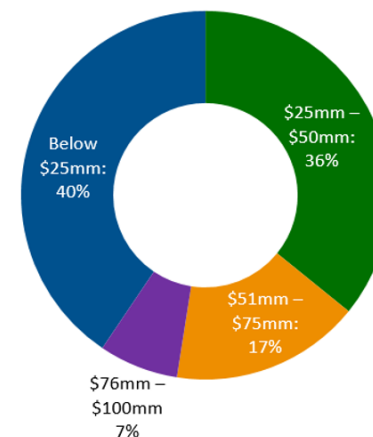
LOAN PORTFOLIO OVERVIEW

Loan Type¹



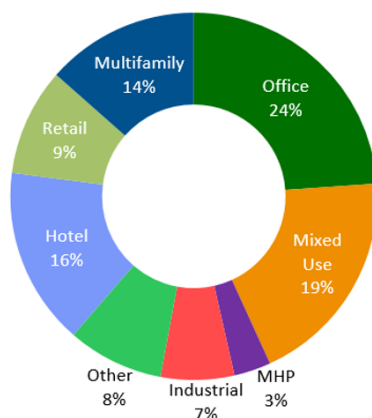
\$2.3 billion total loan portfolio
81% floating rate/19% fixed rate

Loan Size¹

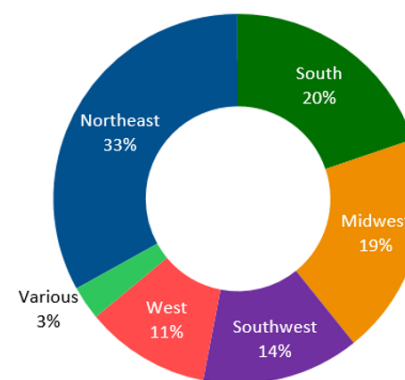


\$19 million average loan balance

Property Type



Geography



Note: As of 12/31/2020

1. Amounts in these charts shown before \$41.5 million allowance for loan losses

2. Includes mezzanine and subordinate loans

LOANS SEGMENT SUMMARY

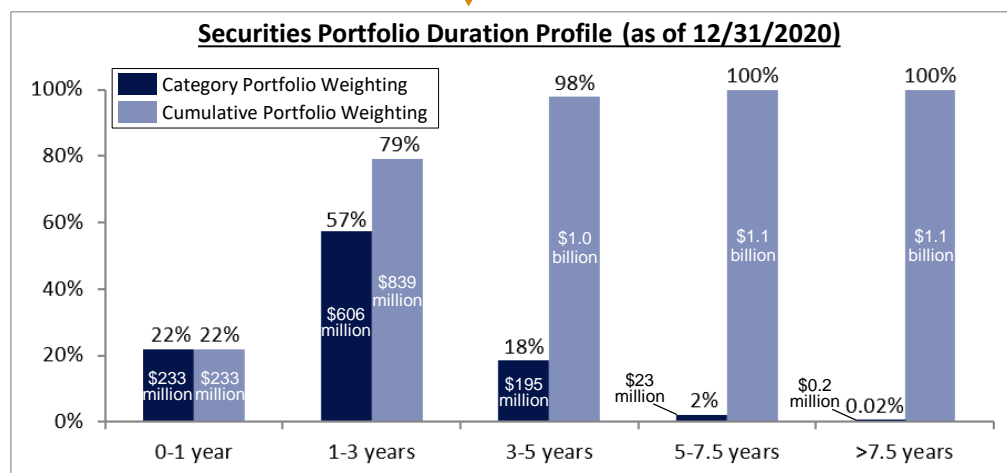
(\$ in millions)

| | Q4 2020 | Q3 2020 | Q2 2020 | Q1 2020 | Q4 2019 | Q3 2019 | Q2 2019 | Q1 2019 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|
| Conduit First Mortgage Loans | | | | | | | | |
| Carrying Value of Assets (end of quarter) | \$31 | \$31 | \$86 | \$147 | \$122 | \$174 | \$112 | \$190 |
| Origination and Purchase Volume | – | – | – | 213 | 392 | 231 | 158 | 175 |
| Weighted-Average Coupon (end of quarter) | 4.1% | 4.1% | 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) | \$2,233 | \$2,609 | \$2,833 | \$3,310 | \$3,127 | \$3,098 | \$2,977 | \$3,159 |
| Origination and Purchase Volume | 10 | 9 | 20 | 314 | 459 | 501 | 260 | 274 |
| Weighted-Average Coupon (end of quarter) | 6.1% | 6.2% | 6.2% | 6.2% | 6.3% | 6.7% | 7.3% | 7.3% |
| Weighted-Average LTV (end of quarter) | 67% | 67% | 71% | 70% | 70% | 70% | 70% | 69% |
| Loan Sale Volume | \$101 | \$7 | \$172 | – | – | – | – | – |
| Other (Mezzanine/Subordinate) Loans | | | | | | | | |
| Carrying Value of Assets (end of quarter) | \$121 | \$122 | \$122 | \$123 | \$130 | \$133 | \$143 | \$144 |
| Origination Volume | – | – | – | – | 7 | – | – | 7 |
| Mezz./Subordinate Loans % of Total Assets | 2.1% | 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% | 10.8% | 10.9% | 10.8% | 10.9% | 10.9% |
| Weighted-Average LTV (end of quarter) | 67% | 67% | 67% | 67% | 68% | 68% | 70% | 68% |
| Allowance for Loan Losses / Current Expected Credit Loss Provision | (\$42) | (\$47) | (\$49) | (\$49) | (\$21) | (\$19) | (\$19) | (\$18) |
| Total Loan Portfolio | | | | | | | | |
| Carrying Value of Assets (end of quarter) | \$2,343 | \$2,715 | \$2,992 | \$3,530 | \$3,359 | \$3,387 | \$3,213 | \$3,474 |
| Weighted-Average Yield (end of quarter) | 6.7% | 7.0% | 6.9% | 6.8% | 6.9% | 7.2% | 7.9% | 7.6% |

SECURITIES SEGMENT SUMMARY

(\$ in millions)

| | 12/31/2020 | 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 | \$1,058 | \$1,448 | \$1,507 | \$1,931 | \$1,721 | \$1,911 | \$1,788 | \$1,619 |
| Weighed-Average Yield | 1.7% | 1.6% | 1.6% | 2.2% | 3.1% | 3.2% | 3.3% | 3.3% |
| Number of CUSIPs | 123 | 134 | 148 | 164 | 161 | 181 | 188 | 197 |
| Average CUSIP Size | \$8.6 | \$10.8 | \$10.2 | \$11.8 | \$10.7 | \$10.6 | \$9.5 | \$8.2 |
| Weighted-Average Duration | 2.0 Years | 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 | 89% | 92% | 92% | 92% | 89% | 86% | 84% | 83% |
| % Investment Grade-Rated | 99%+ | 99%+ | 99%+ | 100% | 99% | 98% | 97% | 97% |



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

REAL ESTATE SEGMENT SUMMARY

(\$ in millions)

| | Q4 2020 | Q3 2020 | Q2 2020 | Q1 2020 | Q4 2019 | Q3 2019 | Q2 2019 | Q1 2019 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|
|--|---------|---------|---------|---------|---------|---------|---------|---------|

Net Leased Commercial Real Estate (100% Owned)

| | | | | | | | | |
|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Acquisitions | \$1 | – | – | \$6 | \$6 | \$9 | \$3 | \$2 |
| Net Sales Proceeds | – | 19 | – | – | – | – | – | – |
| Carrying Value of Assets (end of quarter) | 640 | 643 | 665 | 671 | 671 | 669 | 666 | 670 |
| Square Feet (end of quarter) | 5,303,666 | 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) | \$13.3 | \$13.5 | \$13.5 | \$13.6 | \$13.5 | \$13.0 | \$13.3 | \$13.2 |

Diversified Commercial Real Estate¹

| | | | | | | | | |
|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Acquisitions ² | \$4 | – | \$4 | \$22 | \$66 | – | – | \$18 |
| Net Sales Proceeds | 4 | 44 | – | 29 | – | 7 | 12 | – |
| Carrying Value of Assets (end of quarter) | 346 | 347 | 377 | 375 | 375 | 309 | 315 | 331 |
| Square Feet (end of quarter) | 2,425,518 | 2,425,518 | 3,115,383 | 3,043,487 | 3,224,468 | 2,910,991 | 3,070,991 | 3,224,545 |
| Net Operating Income | \$5.2 | \$3.9 | \$3.9 | \$4.9 | \$5.8 | \$4.8 | \$4.5 | \$4.6 |

Condominium Residential Real Estate¹

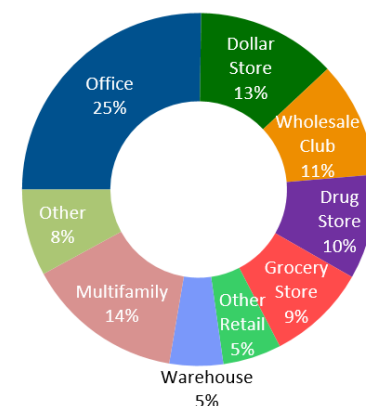
| | | | | | | | | |
|---|-----|-------|-------|-----|------|-------|-----|-----|
| Net Sales Proceeds | \$1 | \$0.3 | \$0.3 | \$1 | \$1 | \$0.3 | \$2 | \$2 |
| Carrying Value of Assets (end of quarter) | – | 1 | 1 | 1 | 2 | 3 | 3 | 5 |
| Remaining Condo Units (end of quarter) | – | 2 | 3 | 4 | 6 | 9 | 10 | 17 |
| Unit Sale Price as % of GAAP Book Value | 82% | 92% | 85% | 87% | 120% | 94% | 96% | 99% |

Total Real Estate Portfolio

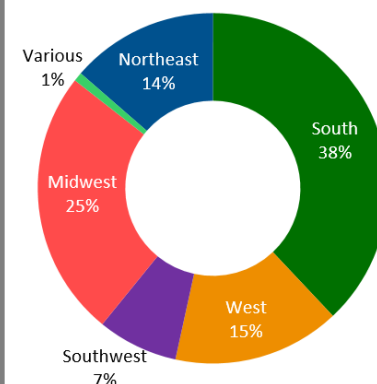
| | | | | | | | | |
|---|-------|-------|---------|---------|---------|-------|-------|---------|
| Carrying Value of Assets (end of quarter) | \$985 | \$991 | \$1,042 | \$1,047 | \$1,048 | \$981 | \$984 | \$1,006 |
|---|-------|-------|---------|---------|---------|-------|-------|---------|

12/31/2020 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)

| | Q4 2020 | Q3 2020 | Q2 2020 | Q1 2020 | Q4 2019 | Q3 2019 | Q2 2019 | Q1 2019 |
|--|-----------------|----------------|----------------|-----------------|---------------|---------------|---------------|---------------|
| Net interest income | | | | | | | | |
| Interest income | \$50.5 | \$54.6 | \$62.1 | \$72.6 | \$76.2 | \$82.3 | \$85.3 | \$86.5 |
| Interest expense | 51.2 | 56.4 | 68.4 | 51.4 | 49.3 | 51.4 | 52.4 | 51.2 |
| Net interest income | (\$0.7) | (\$1.8) | (\$6.3) | \$21.2 | \$26.9 | \$30.9 | \$33.0 | \$35.2 |
| Provision for (release of) loan loss reserves | (5.1) | (2.5) | (0.7) | 26.6 | 2.0 | — | 0.3 | 0.3 |
| Net interest income after provision for (release of) loan losses | \$4.4 | \$0.7 | (\$5.6) | (\$5.4) | \$24.9 | \$30.9 | \$32.7 | \$34.9 |
| Other income | | | | | | | | |
| Operating lease income | 24.7 | 25.5 | 23.8 | 26.3 | 25.3 | 24.4 | 27.8 | 28.9 |
| Sale of loans, net | (3.0) | 1.1 | (0.7) | 1.0 | 16.2 | 11.2 | 20.3 | 7.1 |
| Realized gain (loss) on securities | (0.3) | (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 | 0.1 | 0.0 | 0.1 | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 |
| Realized gain on sale of real estate, net | (0.0) | 21.6 | (0.0) | 10.5 | 0.4 | 2.1 | (1.1) | 0.0 |
| Impairment of real estate | — | — | — | — | — | — | — | (1.4) |
| Fee and other income | 4.6 | 3.1 | 3.5 | 1.5 | 7.4 | 5.2 | 7.2 | 4.7 |
| Net result from derivative transactions | 0.7 | 0.3 | (0.8) | (15.4) | 5.9 | (9.5) | (15.5) | (11.0) |
| Earnings (loss) from investment in unconsolidated joint ventures | 0.5 | 0.4 | 0.5 | 0.4 | (0.2) | 1.1 | 1.6 | 1.0 |
| Gain (loss) on extinguishment/defeasance of debt | 0.0 | 1.2 | 19.0 | 2.1 | — | — | — | (1.1) |
| Total other income | \$27.2 | \$52.8 | \$30.9 | \$29.0 | \$59.6 | \$38.2 | \$43.7 | \$33.1 |
| Costs and expenses | | | | | | | | |
| Salaries and employee benefits | 26.2 | 7.9 | 7.0 | 17.0 | 15.0 | 14.3 | 14.9 | 23.6 |
| Operating expenses | 4.3 | 3.9 | 6.2 | 5.8 | 5.9 | 5.3 | 6.0 | 5.4 |
| Real estate operating expenses | 6.5 | 8.1 | 6.0 | 7.9 | 5.5 | 6.3 | 6.0 | 5.5 |
| Fee expense | 1.4 | 2.5 | 2.0 | 1.4 | 1.1 | 2.1 | 1.2 | 1.7 |
| Depreciation and amortization | 9.4 | 9.8 | 9.8 | 10.0 | 9.3 | 9.0 | 9.9 | 10.2 |
| Total costs and expenses | \$47.9 | \$32.1 | \$31.1 | \$42.2 | \$36.8 | \$37.0 | \$38.1 | \$46.4 |
| Income (loss) before taxes | (\$16.3) | \$21.4 | (\$5.7) | (\$18.6) | \$47.6 | \$32.1 | \$38.3 | \$21.7 |
| Income tax expense (benefit) | (4.7) | 0.0 | (0.6) | (4.5) | 2.2 | 1.1 | 2.2 | (2.9) |
| Net income (loss) | (\$11.6) | \$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 | (0.1) | (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) | (0.0) | 0.8 | (0.1) | (4.8) | (3.3) | (4.1) | (2.8) |
| Net income (loss) attributable to Class A common shareholders | (\$11.7) | \$17.2 | (\$4.2) | (\$15.7) | \$40.6 | \$27.6 | \$32.2 | \$22.2 |
| Earnings per share: | | | | | | | | |
| Basic | (\$0.10) | \$0.15 | (\$0.04) | (\$0.15) | \$0.38 | \$0.26 | \$0.31 | \$0.21 |
| Diluted | (0.10) | 0.14 | (0.04) | (0.15) | 0.37 | 0.26 | 0.30 | 0.21 |
| Weighted average shares outstanding (mm): | | | | | | | | |
| Basic | 118.9 | 117.5 | 106.8 | 106.3 | 106.0 | 106.0 | 105.5 | 104.3 |
| Diluted | 118.9 | 118.8 | 106.8 | 106.3 | 118.9 | 106.6 | 105.9 | 105.0 |
| Distributable Earnings (pre-tax)¹ | \$4.9 | \$19.7 | \$12.8 | \$30.9 | \$48.6 | \$44.1 | \$51.0 | \$46.9 |
| Distributable EPS (after-tax)¹ | \$0.05 | \$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-22

DISTRIBUTABLE EARNINGS, EPS AND ROAE RECONCILIATIONS BY QUARTER¹



(\$ in millions, except per share values)

| | Q4 2020 | Q3 2020 | Q2 2020 | Q1 2020 | Q4 2019 | Q3 2019 | Q2 2019 | Q1 2019 |
|--|-----------------|---------------|----------------|-----------------|---------------|---------------|---------------|---------------|
| Net income (loss) | (\$11.6) | \$21.4 | (\$5.2) | (\$14.1) | \$45.4 | \$30.9 | \$36.1 | \$24.5 |
| Income tax expense (benefit) | (4.7) | 0.0 | (0.6) | (4.5) | 2.2 | 1.1 | 2.2 | (2.9) |
| Income (loss) before taxes | (\$16.3) | \$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) | (0.1) | (4.2) | 0.2 | (1.5) | (0.0) | (0.1) | 0.3 | 0.4 |
| Our share of real estate depreciation, amortization and gain adjustments | 7.7 | 4.5 | 8.9 | 1.4 | 8.2 | 6.7 | 6.6 | 5.7 |
| Adjustments for unrecognized derivative results | (2.0) | (4.2) | (8.6) | 17.6 | (10.7) | 1.9 | 2.2 | 9.1 |
| Unrealized (gain) loss on fair value securities | (0.1) | (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 | 0.4 | 0.5 | 0.2 | (0.2) | 0.2 | (0.2) | (0.6) | (0.0) |
| Adjustment for impairment | (6.2) | (2.5) | (0.7) | 18.6 | — | — | — | — |
| Non-cash stock-based compensation | 22.2 | 4.1 | 3.3 | 12.2 | 3.7 | 3.9 | 3.4 | 12.1 |
| Transactional adjustments (response to COVID-19 and other) ² | (0.7) | — | 16.9 | — | — | — | — | — |
| Distributable earnings | \$4.9 | \$19.7 | \$12.8 | \$30.9 | \$48.6 | \$44.1 | \$51.0 | \$46.9 |
| Distributable estimated corporate tax benefit (expense) | 1.5 | (0.4) | 2.0 | 0.3 | (1.6) | 0.4 | 0.0 | 0.3 |
| After-tax distributable earnings | \$6.4 | \$19.4 | \$14.8 | \$31.1 | \$47.0 | \$44.6 | \$51.0 | \$47.2 |
| Adjusted weighted average shares outstanding (diluted) (mm) | 118.9 | 118.8 | 118.9 | 118.9 | 118.9 | 118.8 | 118.6 | 118.2 |
| Distributable EPS | \$0.05 | \$0.16 | \$0.12 | \$0.26 | \$0.40 | \$0.38 | \$0.43 | \$0.40 |
| Weighted average shares outstanding (diluted) (mm) | 118.9 | 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) | 118.9 | 118.8 | 118.9 | 118.9 | 118.9 | 118.8 | 118.6 | 118.2 |

| | Year-to-Date: FY 2020 | | | | | | | | |
|----------------------------------|--------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
| Distributable earnings | \$68.3 | \$4.9 | \$19.7 | \$12.8 | \$30.9 | \$48.6 | \$44.1 | \$51.0 | \$46.9 |
| Average book equity | 1,524.6 | 1,529.8 | 1,509.0 | 1,497.6 | 1,562.0 | 1,630.4 | 1,634.6 | 1,636.7 | 1,634.1 |
| Pre-tax Distributable ROAE | 4.5% | 1.3% | 5.2% | 3.4% | 7.9% | 11.9% | 10.8% | 12.5% | 11.5% |
| After-tax distributable earnings | \$71.8 | \$6.4 | \$19.4 | \$14.8 | \$31.1 | \$47.0 | \$44.6 | \$51.0 | \$47.2 |
| Average book equity | 1,524.6 | 1,529.8 | 1,509.0 | 1,497.6 | 1,562.0 | 1,630.4 | 1,634.6 | 1,636.7 | 1,634.1 |
| After-tax Distributable ROAE | 4.7% | 1.7% | 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-22

2. For additional detail on these adjustments, please refer to the Company's December 31, 2020 Form 10-K filing and earnings press release

BALANCE SHEET BY QUARTER

(\$ in millions, except per share values)

| | 12/31/2020 | 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 | \$1,254.4 | \$875.8 | \$826.1 | \$358.4 | \$58.2 | \$83.1 | \$126.5 | \$45.2 |
| Restricted cash | 29.9 | 41.9 | 47.9 | 263.9 | 297.6 | 38.7 | 88.9 | 80.1 |
| Mortgage loan receivables held for investment, net, at amortized cost | 2,312.6 | 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 | 30.5 | 30.6 | 86.0 | 146.7 | 122.3 | 174.2 | 112.0 | 189.5 |
| Real estate securities | 1,058.3 | 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 | 985.3 | 990.6 | 1,042.2 | 1,047.4 | 1,048.1 | 981.3 | 984.4 | 1,006.0 |
| Investments in unconsolidated joint ventures | 46.3 | 49.2 | 48.9 | 48.7 | 48.4 | 51.4 | 57.8 | 93.8 |
| FHLB stock | 31.0 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 | 61.6 |
| Derivative instruments | 0.3 | 0.4 | 0.4 | 1.0 | 0.7 | 0.0 | 0.5 | 1.6 |
| Accrued interest receivable | 16.1 | 18.3 | 18.8 | 23.2 | 21.1 | 22.7 | 24.3 | 26.6 |
| Other assets | 116.6 | 159.3 | 65.0 | 67.1 | 53.3 | 82.4 | 61.0 | 101.8 |
| Total assets | \$5,881.2 | \$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 | \$4,209.9 | \$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 | 27.5 | 26.2 | 23.6 | 38.3 | 38.7 | 2.4 | 1.9 | 1.4 |
| Accrued expenses | 43.9 | 36.2 | 55.6 | 38.5 | 72.4 | 45.8 | 55.5 | 34.3 |
| Other liabilities | 51.5 | 60.7 | 68.5 | 73.3 | 59.2 | 71.8 | 88.3 | 113.1 |
| Total liabilities | \$4,332.8 | \$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 | \$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 | 1,780.1 | 1,726.3 | 1,649.2 | 1,546.1 | 1,532.4 | 1,529.6 | 1,526.5 | 1,508.5 |
| Treasury stock | (62.9) | (54.5) | (53.6) | (53.0) | (42.7) | (41.6) | (41.5) | (40.8) |
| Retained earnings (dividends in excess of earnings) | (163.7) | (127.0) | (120.1) | (94.2) | (35.7) | (39.9) | (30.8) | (26.5) |
| Accumulated other comprehensive income (loss) | (10.5) | (28.4) | (45.1) | (65.9) | 4.2 | 10.4 | 12.2 | 7.1 |
| Total shareholders' equity | \$1,543.2 | \$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 | 5.3 | 6.9 | 7.2 | 8.6 | 8.8 | 9.2 | 9.6 |
| Total equity | \$1,548.4 | \$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 | \$5,881.2 | \$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 | 2.5x | 2.9x | 3.1x | 3.8x | 3.0x | 2.9x | 2.6x | 2.6x |
| Total Shares Outstanding (mm) | 126.4 | 120.3 | 120.4 | 120.5 | 119.7 | 119.7 | 119.7 | 119.8 |
| GAAP Book Value per Share ² | \$12.21 | \$12.61 | \$12.44 | \$12.31 | \$13.56 | \$13.56 | \$13.63 | \$13.59 |
| Undepreciated Book Value per Share ¹ | \$13.94 | \$14.35 | \$14.17 | \$14.01 | \$15.23 | \$15.15 | \$15.16 | \$15.09 |
| Distributions per LADR Share | \$0.20 | \$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-22

2. For a description of these financial measures, see Selected Definitions on page S-22

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



(\$ in millions, except per share values)

| | 12/31/2020 | 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 | \$1,521.8 | \$1,508.4 | \$1,500.8 | \$1,639.0 | \$1,639.3 | \$1,648.1 | \$1,644.2 | \$1,643.6 |
| Net income (loss) | (11.6) | 21.4 | (5.2) | (14.1) | 45.4 | 30.9 | 36.1 | 24.5 |
| Dividends/distributions | (25.2) | (30.4) | (24.3) | (44.3) | (41.2) | (41.6) | (41.0) | (40.6) |
| Changes in other comprehensive income (OCI) | 18.0 | 18.7 | 26.1 | (78.0) | (6.8) | (2.0) | 5.6 | 13.2 |
| Issuance of common stock, net of offering costs | 32.0 | — | — | — | — | — | — | — |
| Other | 13.5 | 3.7 | 10.9 | (1.8) | 2.3 | 3.9 | 3.2 | 3.4 |
| Ending book equity balance (Total equity) | \$1,548.4 | \$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) | (5.3) | (6.9) | (7.2) | (8.6) | (8.8) | (9.2) | (9.6) |
| Book equity balance excluding noncontrolling interest in consolidated JVs | \$1,543.2 | \$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 | \$1,529.8 | \$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 | 151.8 | 145.5 | 142.2 | 135.8 | 129.3 | 122.9 | 116.6 | 110.3 |
| Accumulated depreciation & amortization – diversified commercial real estate | 79.1 | 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 | (12.2) | (11.9) | (12.1) | (11.7) | (13.4) | (13.0) | (12.6) | (12.2) |
| Accumulated real estate depreciation & amortization – our share | \$218.7 | \$209.6 | \$204.4 | \$195.0 | \$192.4 | \$183.8 | \$176.5 | \$172.1 |
| Undepreciated book value | \$1,761.8 | \$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) | 126.4 | 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) | 126.4 | 120.3 | 120.4 | 120.5 | 119.7 | 119.7 | 119.7 | 119.8 |
| <u>Shareholders' equity GAAP reconciliation</u> | | | | | | | | |
| Total shareholders' equity | \$1,543.2 | \$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 | \$1,543.2 | \$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 | \$12.21 | \$12.61 | \$12.44 | \$12.31 | \$13.56 | \$13.56 | \$13.63 | \$13.59 |
| Undepreciated Book Value per Share² | \$13.94 | \$14.35 | \$14.17 | \$14.01 | \$15.23 | \$15.15 | \$15.16 | \$15.09 |
| <u>Debt obligations GAAP reconciliation</u> | | | | | | | | |
| Committed loan repurchase facilities | \$255.4 | \$353.8 | \$381.1 | \$537.0 | \$702.3 | \$760.5 | \$685.3 | \$611.4 |
| Committed securities repurchase facility | 149.6 | 352.2 | 451.3 | 477.7 | 42.8 | 85.5 | — | 93.8 |
| Uncommitted securities repurchase facility | 415.8 | 471.0 | 462.6 | 712.0 | 1,070.9 | 940.1 | 582.1 | 324.8 |
| Revolving Credit Facility | 266.4 | 266.4 | 266.4 | 266.4 | — | — | — | — |
| Mortgage loan financing, net of unamortized debt issuance costs | 766.1 | 770.0 | 805.4 | 806.2 | 812.6 | 723.3 | 734.7 | 739.5 |
| Other secured loan financing facility | 192.6 | 190.6 | 188.7 | — | — | — | — | — |
| CLO debt, net of unamortized debt issuance costs | 276.5 | 281.6 | 299.6 | — | — | 117.8 | 263.2 | 497.3 |
| Participation financing (on mortgage loan receivable) | — | — | — | — | — | — | — | 2.4 |
| Borrowings from the FHLB | 288.0 | 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 | 1,599.4 | 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 | \$4,209.9 | \$4,714.5 | \$4,953.5 | \$5,681.0 | \$4,859.9 | \$4,860.7 | \$4,613.1 | \$4,732.3 |
| Less: CLO debt | (276.5) | (281.6) | (299.6) | — | — | (117.8) | (263.2) | (497.3) |
| Less: Liability for transfers not considered sales | — | — | — | — | — | — | — | (15.8) |
| Adjusted debt obligations | \$3,933.3 | \$4,432.9 | \$4,653.9 | \$5,681.0 | \$4,859.9 | \$4,742.9 | \$4,349.9 | \$4,219.1 |
| Total equity | \$1,548.4 | \$1,521.8 | \$1,508.4 | \$1,500.8 | \$1,639.0 | \$1,639.3 | \$1,648.1 | \$1,644.2 |
| Adjusted leverage ratio | 2.5x | 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-22

2. For a description of these non-GAAP financial measures, see Selected Definitions on page S-22

RANGES FOR 02/19/2021 ESTIMATES

(\$ in millions)

| | Low | High |
|---|---------|---------|
| <u>Estimated Data as of 02/19/2021</u> | | |
| Debt Obligations, Net | \$3,798 | \$3,838 |
| Less: CLO Debt | (243) | (223) |
| Adjusted Debt Obligations | 3,555 | 3,615 |
| Cash and Cash Equivalents (Unrestricted Cash) | 1,333 | 1,353 |
| Restricted Cash | 143 | 163 |
| Total Cash on Balance Sheet | 1,476 | 1,516 |
| Total Real Estate Securities | 804 | 824 |
| Total Equity | 1,518 | 1,558 |
| Adjusted Leverage Ratio | 2.2x | 2.4x |
| Adjusted Leverage Ratio, Net of Cash | 1.3x | 1.5x |
| Adjusted Leverage Ratio, Net of Cash & Excluding Securities | 0.7x | 0.9x |
| <u>Estimated Data for 02/19/2021 Quarter-to-Date</u> | | |
| Amount of Real Estate Securities Sold | \$248 | \$268 |
| Price of Real Estate Securities Sold | 100.0 | 100.2 |

Note: This presentation includes certain preliminary financial estimates for the period running from January 1, 2021 through February 19, 2021 and as of February 19, 2021. Our independent registered public accounting firm has not audited, reviewed, compiled or performed any procedures on this preliminary financial information, and, accordingly, does not express an opinion or other form of assurance with respect thereto. There can be no assurance that our final results of operations and financial condition for the period running from January 1, 2021 through February 19, 2021 and as of February 19, 2021, respectively, will not differ from these estimates, and any such changes could be material. Therefore, you should not place undue reliance on these preliminary estimates.

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 Distributable Return on Average Equity (After-Tax Distributable ROAE) (non-GAAP)**
 - After-Tax Distributable Earnings divided by average book equity balance excluding total noncontrolling interest in consolidated joint ventures.
- **Distributable 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) unrealized provision for loan losses and unrealized real estate impairment; (vi) realized provisions for loan losses and realized real estate impairment; (vii) non-cash stock-based compensation; and (viii) certain transactional items.
- **Distributable EPS (non-GAAP)**
 - After-Tax Distributable 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 Distributable Return on Average Equity (Pre-Tax Distributable ROAE) (non-GAAP)**
 - Distributable 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.