## A P OLLO | Commercial Real Estate Finance

## APOLLO COMMERCIAL REAL ESTATE FINANCE, INC. <br> Supplemental Financial Information Q3 2019

October 23, 2019

[^0]It should not be assumed that investments made in the future will be profitable or will equal the performance of the investments in this document.

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This presentation contains information regarding ARI's financial results that is calculated and presented on the basis of methodologies other than in accordance with accounting principles generally accepted in the United States ("GAAP"), including Operating Earnings and Operating Earnings per share. Please refer to slide 19 for a definition of "Operating Earnings" and the reconciliation of the applicable GAAP financial measures to non-GAAP financial measures set forth on slide 18.

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## Q3 Highlights

| Financial Results | - Net income available to common stockholders of $\$ 25.7$ million, or $\$ 0.16$ per diluted share of common stock <br> - Operating Earnings ${ }^{1}$ of $\$ 72.6$ million, or $\$ 0.47$ per diluted share of common stock <br> - Net interest income of $\$ 85.2$ million <br> - Book value per share of common stock of $\$ 16.02$ |
| :---: | :---: |
| Dividend | - Common stock dividend of $\$ 0.46$ per share <br> - 9.7\% annualized dividend yield based upon closing stock price on October 22, 2019 |
| Loan Originations | - Committed capital to $\$ 958.3$ million of commercial real estate loans, all of which was funded during the quarter <br> - Funded $\$ 126.1$ million for loans closed prior to the third quarter <br> - For the first nine months of 2019, committed capital to $\$ 2.0$ billion of commercial real estate loans, $\$ 1.8$ billion of which has been funded |
| Loan Portfolio | - Total loan portfolio of $\$ 6.1$ billion <br> - Weighted average remaining term ${ }^{2}$ of 3.1 years <br> - Weighted average unlevered all-in yield ${ }^{3}$ of $8.2 \%$ <br> - $94 \%$ of loans have floating interest rates |
| Capitalization | - Amended master repurchase agreement with JPMorgan Chase Bank to increase borrowing capacity to $\$ 1.3$ billion <br> - Amended master repurchase agreement with Deutsche Bank to increase borrowing capacity to $\$ 1.25$ billion <br> - Total common equity market capitalization ${ }^{4}$ of $\$ 2.9$ billion at September 30, 2019 |

Financial Summary

| Income Statement |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three months ended |  |  | Nine months ended |  |  |
| (\$ and shares in mm, except for per share data) | 9/30/2019 | 9/30/2018 | \% Change | 9/30/2019 | 9/30/2018 | \% Change |
| Net interest income | \$85.2 | \$77.5 | 9.9\% | \$253.0 | \$211.5 | 19.6\% |
| Net income available to common stockholders | 25.7 | 55.4 | (53.6\%) | 143.1 | 146.5 | (2.3\%) |
| Diluted weighted average shares of common stock outstanding | 153.5 | 153.9 ' | (0.3\%) | 144.6 | 150.4 | (3.9\%) |
| Net income per diluted share of common stock ${ }^{5}$ | \$0.16 | \$0.40 | (60.0\%) | \$0.97 | \$1.14 | (14.9\%) |
| Operating Earnings ${ }^{1}$ | 72.6 | 58.6 ! | 23.9\% | 197.6 | 160.9 | 22.7\% |
| Diluted weighted average shares of common stock outstanding Operating Earnings | 155.4 | 130.8! | 18.8\% ! | 146.5 | 122.5 | 19.6\% |
| Operating Earnings ${ }^{1}$ per diluted share of common stock | \$0.47 | \$0.45 | 4.4\% | \$1.35 | \$1.31 | 3.1\% |
| Operating Earnings¹, excluding realized loss on investments and loss on early extinguishment of debt | 72.6 | 61.2 ! | 18.6\% ! | 210.1 | 163.5 | 28.4\% |
| Operating Earnings ${ }^{1}$, excluding realized loss on investments and loss on early extinguishment of debt, per diluted share of common stock | \$0.47 | \$0.47 | 0.0\% | \$1.43 | \$1.33 | 7.5\% |


| Balance Sheet |  |  |  |
| :---: | :---: | :---: | :---: |
| (\$ in mm, except for per share data) | 9/30/2019 | 12/31/2018 | \% Change |
| Investments at Amortized Cost, net | \$6,115 | \$4,928 | 24.1\% |
| Invested Net Equity at Cost ${ }^{6}$ | 3,555 | 3,031 | 17.3\% |
| Common Stockholders' Equity | 2,460 | 2,168 | 13.5\% |
| Preferred Stockholders' Equity (liquidation preference) | 169 | 342 | (50.6\%) |
| Convertible Senior Notes, net | 561 | 592 | (5.2\%) |
| Senior Secured Term Loan, net ${ }^{7}$ | 489 | - | NA |
| Secured Debt Arrangements, net $^{8}$ | 2,541 | 1,880 | 35.2\% |
| Debt to Equity ${ }^{9}$ | 1.3x | 0.9x | 44.4\% |
| Fixed Charge Coverage ${ }^{10}$ | 2.5x | 2.7x | (7.4\%) |
| Book Value per share of common stock ${ }^{11}$ | \$16.02 | \$16.20 | (1.1\%) |

## Q3 Investment Activity



See footnotes on page 19
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## YTD Investment Activity


$\underline{\text { See footnotes on page } 19}$
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## Q3 Investment and Repayment Activity

## Summary of New Investments

- $\$ 470.8$ million of a $\$ 807.5$ million floating-rate whole loan (all of which was funded at closing) consisting of a $\$ 318.1$ million mortgage loan, a $\$ 30.3$ million senior mezzanine loan and a $\$ 122.4$ million junior mezzanine loan secured by the retail condominium of a mixed use property on the corner of $5^{\text {th }}$ Avenue and $57^{\text {th }}$ Street in New York, NY
- $£ 140.0$ million ( $\$ 174.1$ million) ${ }^{18}$ floating-rate senior mortgage loan (all of which was funded at closing) secured by a 287,000 sq. ft. office building in Central London, U.K.
- € $€ 20.0$ million ( $\$ 134.4$ million) ${ }^{18}$ floating-rate senior mortgage loan (all of which was funded at closing) secured by a 184-key (including 31 villas), luxury resort hotel in Puglia, Italy
 hotel located in New York, NY
- $\$ 60.0$ million floating-rate senior mortgage loan (all of which was funded at closing) secured by a 130 -key hotel and billboards located in Miami, FL
- $\$ 51.5$ million horizontal risk retention bond of a $\$ 1.0$ billion commercial mortgage securitization trust secured by a portfolio of 156 healthcare properties located throughout the United States


## Summary of Repayments

- $\$ 88.5$ million floating-rate subordinate construction loan and $\$ 44$ million floating rate $B$-note, both secured by a residential, for-sale building in New York, NY
- $\$ 67.0$ million floating-rate senior mortgage loan secured by a multifamily property in Brooklyn, NY
- $\$ 50.7$ million floating-rate senior mortgage loan secured by a multifamily property in Brooklyn, NY
- $\$ 41.8$ million floating-rate senior mortgage loan secured by a multifamily property in New York, NY
- $\$ 61.5$ million in partial repayments, $\$ 59.0$ million of which were from first mortgage loans and $\$ 2.5$ million of which were from subordinate loans

[^1]
## Commercial Real Estate Loan Portfolio Overview




## Commercial Real Estate Loan Portfolio Diversification




| (\$ in mm) <br> Property Type | Manhattan, NY | Brooklyn, NY | Northeast | West | Midwest | Southeast | Southwest | Mid- <br> Atlantic | United Kingdom | Germany | Italy | Other International | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Hotel | \$521 / 9\% | - | - | \$298 / 5\% | \$138 / 2\% | \$304 / 5\% | \$88 / 1\% | \$58 / 1\% | - | - | \$130 / 2\% | \$42 / 1\% | \$1,580 / 26\% |
| Office | 594 / 10\% | - | - | 120 / 2\% | 242 / 4\% | - | - | - | 265 / 5\% | 185 / 3\% | - | - | 1,407 / 23\% |
| Residential-for-sale: construction | 462 / 8\% | 79 / 1\% | - | 70 / 1\% | - | 18 / 0\% | - | - | - | - | - | - | 629 / 10\% |
| Residential-for-sale: inventory | 155 / 3\% | - | - | - | - | - | - | 16 / 0\% | 179 / 3\% | - | - | - | 349 / 6\% |
| Urban Predevelopment | - | 151 / 2\% | - | 73 / 1\% | - | 183 / 3\% | - | - | 197 / 3\% | - | - | - | 603 / 10\% |
| Urban Retail | 466 / 7\% | - | - | - | - | - | - | - | - | - | - | - | 466 / 7\% |
| Multifamily | 88 / 1\% | - | 1 / 0\% | 58 / 1\% | 21 / 0\% | 9 / 0\% | 5 / 0\% | - | 93 / 2\% | - | - | 31 / 1\% | 306 / 5\% |
| Industrial | - | 196 / 3\% | - | 13 / 0\% | 10 / 0\% | 4 / 0\% | 3 / 0\% | 2 / 0\% | - | - | - | - | 228 / 4\% |
| Healthcare | - | - | 3 / 0\% | 35 / 1\% | 26 / 0\% | 31 / 1\% | 31 / 0\% | 19 / 0\% | 46 / 1\% | - | - | - | 191 / 3\% |
| Other ${ }^{19}$ | - | - | 15 / 0\% | 61 /1\% | 22 /0\% | 13 / 0\% | - | 16 / 0\% | - | - | - | - | 127 / 2\% |
| Retail Center | - | - | - | - | 126 / 2\% | - | - | - | - | - | - | - | 126 / 2\% |
| Mixed Use | - | 18 / 0\% | - | - | 42 / 1\% | 7 / 0\% | - | - | 36 / 1\% | - | - | - | 103 / 2\% |
| Total ${ }^{20}$ | \$2,287 / 37\% | \$444 / 7\% | \$19 / 1\% | \$729 / 12\% | \$627 / 10\% | \$568 / 9\% | \$127 / 2\% | \$111/2\% | \$815 / 14\% | \$185 / 3\% | \$130 / 2\% | \$74/1\% | \$6,115 / 100\% |

$\underline{\text { See footnotes on page } 19}$

## Senior Loan Portfolio Overview

| (\$ in mm) |  | Origination | Amortized | Unfunded | Construction | Fully-extended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Property Type | Risk rating | Date | Cost | Commitments ${ }^{15}$ | Loan ${ }^{21}$ | Maturity | Location |
| Urban Retail | 3 | 8/2019 | \$315 | - |  | 9/2024 | Manhattan, NY |
| Hotel | 3 | 9/2016 | 210 | - |  | 1/2022 | Manhattan, NY |
| Urban Predevelopment | 3 | 4/2017 | 197 | - |  | 10/2019 | London, UK |
| Industrial | 3 | 1/2019 | 196 | 7 |  | 2/2024 | Brooklyn, NY |
| Office | 2 | 11/2017 | 189 | 60 | Y | 12/2022 | Manhattan, NY |
| Office | 3 | 10/2018 | 185 | 14 |  | 10/2021 | Manhattan, NY |
| Office | 3 | 6/2019 | 185 | 31 |  | 11/2026 | Berlin, Germany |
| Urban Predevelopment | 3 | 1/2016 | 183 | - |  | 9/2021 | Miami, FL |
| Residential-for-sale: inventory | 3 | 3/2018 | 178 | - |  | 3/2021 | London, UK |
| Office | 3 | 9/2019 | 170 | - |  | 9/2023 | London, UK |
| Office | 3 | 11/2017 | 164 | - |  | 1/2023 | Chicago, IL |
| Hotel | 3 | 4/2018 | 151 | 2 |  | 4/2023 | Honolulu, HI |
| Urban Predevelopment | 3 | 3/2017 | 151 | 14 |  | 12/2020 | Brooklyn, NY |
| Hotel ${ }^{22}$ | 3 | 9/2015 | 140 | - |  | 6/2023 | Manhattan, NY |
| Hotel | 3 | 5/2018 | 139 | - |  | 6/2023 | Miami, FL |
| Hotel | 3 | 8/2019 | 130 | - |  | 8/2024 | Puglia, Italy |
| Retail center ${ }^{23}$ | 5 | 11/2014 | 126 | - |  | 9/2020 | Cincinnati, OH |
| Office | 3 | 1/2018 | 120 | 68 |  | 1/2022 | Renton, WA |
| Office | 3 | 10/2018 | 107 | 79 | Y | 10/2023 | Manhattan, NY |
| Hotel | 3 | 3/2017 | 105 | - |  | 3/2022 | Atlanta, GA |
| Hotel | 3 | 11/2018 | 99 | - |  | 12/2023 | Vail, CO |
| Hotel | 3 | 12/2017 | 89 | - |  | 12/2022 | Manhattan, NY |
| Hotel | 3 | 7/2018 | 87 | - |  | 8/2021 | Detroit, MI |
| Residential-for-sale: construction | 3 | 5/2018 | 79 | 4 | Y | 6/2020 | Brooklyn, NY |
| Office | 3 | 12/2017 | 73 | 44 |  | 7/2022 | London, UK |
| Urban Predevelopment | 3 | 12/2016 | 73 | - |  | 12/2020 | Los Angeles, CA |
| Multifamily | 3 | 4/2014 | 71 | - |  | 7/2023 | Various |
| Office | 3 | 3/2018 | 71 | 17 |  | 4/2023 | Chicago, IL |
| Residential-for-sale: construction | 3 | 12/2018 | 70 | 107 | Y | 12/2023 | Manhattan, NY |
| Hotel | 3 | 8/2019 | 67 | - |  | 9/2022 | Manhattan, NY |
| Hotel | 3 | 4/2018 | 63 | - |  | 5/2023 | Scottsdale, AZ |
| Hotel | 3 | 9/2019 | 60 | - |  | 10/2024 | Miami, FL |
| Residential-for-sale: inventory | 3 | 6/2018 | 57 | - |  | 6/2020 | Manhattan, NY |
| Other | 3 | 4/2019 | 55 | 104 | Y | 9/2025 | Culver City, CA |
| Multifamily | 3 | 11/2014 | 54 | - |  | 11/2021 | Various |
| Multifamily | 3 | 6/2018 | 53 | - |  | 6/2020 | London, UK |
| Hotel | 3 | 5/2019 | 52 | - |  | 6/2024 | Chicago, IL |
| Residential-for-sale: construction | 3 | 1/2018 | 48 | 31 | Y | 1/2023 | Manhattan, NY |
| Hotel | 3 | 12/2015 | 42 | - |  | 8/2024 | St. Thomas, USVI |
| Multifamily | 3 | 10/2017 | 40 | - |  | 10/2022 | London, UK |
| Hotel | 3 | 2/2018 | 38 | - |  | 3/2023 | Pittsburgh, PA |
| Residential-for-sale: inventory | 2 | 5/2018 | 37 | - |  | 4/2021 | Manhattan, NY |
| Office | 3 | 4/2019 | 22 | 49 | Y | 8/2022 | Birmingham, UK |
| Residential-for-sale: construction | 3 | 12/2018 | 18 | 84 | Y | 1/2024 | Hallandale Beach, FL |
| Residential-for-sale: inventory ${ }^{23}$ | 5 | 2/2014 | 16 | - |  | 4/2020 | Bethesda, MD |
| Residential-for-sale: construction | 3 | 3/2018 | 5 | 109 | Y | 3/2023 | San Francisco, CA |
| Office | 3 | 8/2018 | 0 | 188 | Y | 12/2022 | London, UK |
| Subtotal/W.A. - Senior Loans | 3.0 |  | \$4,780 | \$1,012 | 12\% | 3.1 Years |  |

Weighted Average All-in Yield ${ }^{3}$ on Senior Loans - 6.8\%
See footnotes on page 19

## Subordinate Loan ${ }^{12}$ Portfolio Overview

| (\$ in mm) |  | Origination | Amortized | Unfunded | Construction | Fully-extended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Property Type | Risk rating | Date | Cost | Commitments ${ }^{15}$ | Loan ${ }^{21}$ | Maturity | Location |
| Residential-for-sale: construction ${ }^{24}$ | 3 | 6/2015 | \$203 | - | Y | 2/2021 | Manhattan, NY |
| Urban Retail | 3 | 8/2019 | 121 | - |  | 9/2024 | Manhattan, NY |
| Office | 3 | 1/2019 | 99 | - |  | 12/2025 | Manhattan, NY |
| Residential-for-sale: construction | 3 | 12/2017 | 93 | 19 | Y | 6/2022 | Manhattan, NY |
| Healthcare | 3 | 1/2019 | 93 | - |  | 1/2024 | Various |
| Other | 2 | 9/2017 | 72 | - |  | 9/2022 | Various |
| Multifamily | 3 | 10/2015 | 68 | - |  | 11/2019 | Manhattan, NY |
| Residential-for-sale: construction | 3 | 12/2017 | 65 | - | Y | 4/2023 | Los Angeles, CA |
| Healthcare | 3 | 7/2019 | 51 | - |  | 6/2024 | Various |
| Residential-for-sale: construction ${ }^{24}$ | 3 | 11/2017 | 48 | - | Y | 2/2021 | Manhattan, NY |
| Healthcare | 2 | 1/2015 | 46 | - |  | 12/2019 | Various |
| Mixed Use | 3 | 1/2017 | 42 | - |  | 2/2027 | Cleveland, OH |
| Residential-for-sale: inventory | 2 | 10/2016 | 36 | - |  | 10/2020 | Manhattan, NY |
| Mixed Use | 3 | 2/2019 | 36 | - | Y | 12/2022 | London, UK |
| Industrial | 2 | 5/2013 | 32 | - |  | 5/2023 | Various |
| Urban Retail | 3 | 8/2019 | 30 | - |  | 9/2024 | Manhattan, NY |
| Residential-for-sale: inventory | 3 | 6/2017 | 25 | - |  | 12/2020 | Manhattan, NY |
| Hotel | 2 | 6/2015 | 25 | - |  | 7/2025 | Phoenix, AZ |
| Hotel | 3 | 6/2015 | 20 | - |  | 12/2022 | Washington, DC |
| Hotel | 3 | 6/2018 | 20 | - |  | 6/2023 | Las Vegas, NV |
| Multifamily | 3 | 5/2018 | 20 | - |  | 5/2028 | Cleveland, OH |
| Hotel | 2 | 2/2015 | 20 | - |  | 1/2020 | Burbank, CA |
| Mixed Use | 3 | 12/2018 | 18 | 33 | Y | 12/2023 | Brooklyn, NY |
| Hotel ${ }^{22}$ | 3 | 9/2015 | 15 | 9 |  | 6/2023 | Manhattan, NY |
| Office | 2 | 7/2013 | 14 | - |  | 7/2022 | Manhattan, NY |
| Hotel | 3 | 5/2017 | 8 | - |  | 6/2027 | Anaheim, CA |
| Office | 3 | 8/2017 | 8 | - |  | 9/2024 | Troy, MI |
| Mixed Use | 3 | 7/2012 | 7 | - |  | 8/2022 | Chapel Hill, NC |
| Subtotal/W.A. - Subordinate Loans and Other Lending Investments | 2.8 |  | \$1,335 | \$61 | 35\% | 3.3 Years |  |
| Total/W.A. | 3.0 |  | \$6,115 | \$1,073 | 17\% | 3.1 Years |  |

Weighted Average All-in Yield ${ }^{3}$ on Subordinate Loans ${ }^{12}$ - 13.2\%

## TOTAL PORTFOLIO WEIGHTED AVERAGE: <br> All-in Yield ${ }^{3}$ - 8.2\%

[^2]
## Loan Portfolio Maturity Profile



## Capital Structure Overview

## ~\$6.7 Billion Total Capitalization



## Liquidity <br> (\$ in mm)



See footnotes on page 19
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## Interest Rate Sensitivity




## Financials

## Consolidated Balance Sheets

| (in thousands - except share data) | September 30, 2019 | December 31, 2018 |
| :---: | :---: | :---: |
| Assets: |  |  |
| Cash and cash equivalents | \$160,934 | \$109,806 |
| Commercial mortgage loans, net (includes \$4,118,926 and \$3,197,900 pledged as collateral under secured debt arrangements in 2019 and 2018, respectively) | 4,779,501 | 3,878,981 |
| Subordinate loans and other lending assets, net | 1,335,073 | 1,048,612 |
| Other assets | 37,858 | 33,720 |
| Derivative assets, net | 35,729 | 23,700 |
| Loan proceeds held by servicer | 3,323 | 1,000 |
| Total Assets | \$6,352,418 | \$5,095,819 |
| Liabilities and Stockholders' Equity |  |  |
| Liabilities: |  |  |
| Secured debt arrangements, net (net of deferred financing costs of \$18,031 and \$17,555 in 2019 and 2018, respectively) | \$2,541,287 | \$1,879,522 |
| Convertible senior notes, net | 560,589 | 592,000 |
| Senior secured term loan, net (net of deferred financing costs of \$7,452 and \$0 in 2019 and 2018, respectively) | 488,947 | - |
| Accounts payable, accrued expenses and other liabilities | 98,231 | 104,746 |
| Derivative liabilities | 23,420 | - |
| Payable to related party | 10,434 | 9,804 |
| Total Liabilities | 3,722,908 | 2,586,072 |
| Stockholders' Equity: |  |  |
| Preferred stock, \$0.01 par value, 50,000,000 shares authorized: |  |  |
| Series B preferred stock, 6,770,393 shares issued and outstanding (\$169,260 liquidation preference) | 68 | 68 |
| Series C preferred stock, 0 and 6,900,000 shares issued and outstanding ( $\$ 0$ and $\$ 172,500$ liquidation preference in 2019 and 2018), respectively | - | 69 |
| Common stock, $\$ 0.01$ par value, $450,000,000$ shares authorized, $153,531,756$ and $133,853,565$ shares issued and outstanding in 2019 and 2018, respectively | 1,535 | 1,339 |
| Additional paid-in-capital | 2,821,419 | 2,638,441 |
| Accumulated deficit | $(193,512)$ | $(130,170)$ |
| Total Stockholders' Equity | 2,629,510 | 2,509,747 |
| Total Liabilities and Stockholders' Equity | \$6,352,418 | \$5,095,819 |

## Consolidated Statements of Operations

| (in thousands - except share data and per share data) | Three months ended |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September 30, } \\ 2019 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2018 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2019 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2018 \end{gathered}$ |
| Net interest income: |  |  |  |  |
| Interest income from commercial mortgage loans | \$81,136 | \$71,179 | \$236,880 | \$188,434 |
| Interest income from subordinate loans and other lending assets | 43,421 | 37,308 | 125,303 | 105,236 |
| Interest expense | $(39,341)$ | $(31,007)$ | $(109,147)$ | $(82,184)$ |
| Net interest income | \$85,216 | \$77,480 | \$253,036 | \$211,486 |
| Operating expenses: |  |  |  |  |
| General and administrative expenses (includes equity-based compensation of \$3,889 and $\$ 12,084$ in 2019 and $\$ 4,048$ and $\$ 11,404$ in 2018, respectively) | $(5,839)$ | $(5,843)$ | $(18,564)$ | $(16,493)$ |
| Management fees to related party | $(10,434)$ | $(9,515)$ | $(30,306)$ | $(26,620)$ |
| Total operating expenses | $(\$ 16,273)$ | $(\$ 15,358)$ | $(\$ 48,870)$ | $(\$ 43,113)$ |
| Other income | 429 | 427 | 1,431 | 973 |
| Provision for loan losses and impairments, net of reversals | $(35,000)$ | - | $(20,000)$ | $(5,000)$ |
| Realized loss on investments | - | - | $(12,513)$ | - |
| Foreign currency loss | $(19,129)$ | $(4,050)$ | $(20,012)$ | $(23,574)$ |
| Loss on early extinguishment of debt | - | $(2,573)$ | - | $(2,573)$ |
| Gain on foreign currency forwards (includes unrealized gains of \$16,227 and \$12,029 in 2019 and $\$ 5,045$ and $\$ 20,986$ in 2018, respectively) | 24,153 | 6,291 | 28,619 | 28,797 |
| Unrealized loss on interest rate swap | $(10,307)$ | - | $(23,420)$ | - |
| Net income | \$29,089 | \$62,217 | \$158,271 | \$166,996 |
| Preferred dividends | $(3,385)$ | $(6,836)$ | $(15,139)$ | $(20,505)$ |
| Net income available to common stockholders | \$25,704 | \$55,381 | \$143,132 | \$146,491 |
| Net income per basic share of common stock | \$0.16 | \$0.42 | \$0.97 | \$1.19 |
| Net income per diluted share of common stock | \$0.16 | \$0.40 | \$0.97 | \$1.14 |
| Basic weighted-average shares of common stock outstanding | 153,531,678 | 129,188,343 | 144,638,237 | 120,876,240 |
| Diluted weighted-average shares of common stock outstanding | 153,531,678 | 153,918,435 | 144,638,237 | 150,424,889 |
| Dividend declared per share of common stock | \$0.46 | \$0.46 | \$1.38 | \$1.38 |

## Reconciliation of GAAP Net Income to Operating Earnings ${ }^{1}$

| (in thousands - except share and per share data) | Three months ended |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: |
| Operating Earnings ${ }^{1}$ : | $\begin{gathered} \text { September 30, } \\ 2019 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2018 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2019 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2018 \end{gathered}$ |
| Net income available to common stockholders | \$25,704 | \$55,381 | \$143,132 | \$146,491 |
| Adjustments: |  |  |  |  |
| Equity-based compensation expense | 3,889 | 4,048 | 12,084 | 11,404 |
| Unrealized loss on interest rate swap | 10,307 | - | 23,420 | - |
| Gain on currency forwards | $(24,153)$ | $(6,291)$ | $(28,619)$ | $(28,797)$ |
| Foreign currency loss, net | 19,129 | 4,050 | 20,012 | 23,574 |
| Net realized gains (losses) relating to interest income on foreign currency hedges, net ${ }^{35}$ | 870 | 421 | 1,614 | (89) |
| Net realized gains relating to forward points on foreign currency hedges, net | 1,076 | 257 | 3,552 | 332 |
| Amortization of the convertible senior notes related to equity reclassification | 732 | 728 | 2,362 | 3,024 |
| Provision for loan losses and impairments, net of reversal | 35,000 | - | 20,000 | 5,000 |
| Total adjustments: | 46,850 | 3,213 | 54,425 | 14,448 |
| Operating Earnings ${ }^{1}$ | \$72,554 | \$58,594 | \$197,557 | \$160,939 |
| Realized loss on investments | - | - | 12,513 | - |
| Loss on early extinguishment of debt | - | 2,573 | - | 2,573 |
| Operating Earnings ${ }^{1}$ excluding realized loss on investments and loss on early extinguishment of debt | \$72,554 | \$61,167 | \$210,070 | \$163,512 |
| Weighted-average diluted shares - Operating Earnings ${ }^{\mathbf{3 6}}$ |  |  |  |  |
| Weighted-average diluted shares - GAAP | 153,531,678 | 153,918,435 | 144,638,237 | 150,424,889 |
| Weighted-average unvested RSUs | 1,839,631 | 1,593,070 | 1,845,086 | 1,617,398 |
| Reversal of hypothetical conversion of the Notes | - | $(24,730,092)$ | - | $(29,548,649)$ |
| Weighted-average diluted shares - Operating Earnings | 155,371,309 | 130,781,413 | 146,483,323 | 122,493,638 |
| Operating Earnings ${ }^{1}$ Per Share | \$0.47 | \$0.45 | \$1.35 | \$1.31 |
| Operating Earnings, ${ }^{1}$ excluding realized loss on investments and loss on early extinguishment of debt, Per Share | \$0.47 | \$0.47 | \$1.43 | \$1.33 |


| Computation of Share Count for Operating Earnings ${ }^{1}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Basic weighted-average shares of common stock outstanding | 153,531,678 | 129,188,343 | 144,638,237 | 120,876,240 |
| Weighted-average unvested RSUs | 1,839,631 | 1,593,070 | 1,845,086 | 1,617,398 |
| Weighted-average diluted shares - Operating Earnings | 155,371,309 | 130,781,413 | 146,483,323 | 122,493,638 |
| See footnotes on page 19 |  |  |  |  |

APOLL○ $\mid$ Commercial Real Estate Finance

## Footnotes








 majority of the Company's independent directors.
2. Assumes exercise of all extension options.
 deals, yield excludes incremental forward points impact from currency hedging.
4. Common equity market capitalization represents shares of common stock outstanding times the closing stock price on September 30, 2019.
5. Refer to our $10-\mathrm{Q}$ financials for the calculation of our net income per diluted share of common stock.
6. Invested Net Equity at Cost is the amortized cost of loans less principal balance of secured debt arrangements; does not include debt secured by proceeds held by servicer.

Total secured term loan balance less $\$ 7,452$ at September 30, 2019 in deferred financing costs.
8. Total debt balance less $\$ 18,031$ and $\$ 17,555$ at September 30, 2019 and December 31, 2018, respectively, in deferred financing costs.
9. Represents total debt, less cash and loan proceeds held by servicer divided by total stockholders' equity.
10. Fixed charge coverage is EBITDA divided by interest expense and preferred stock dividends.
11. Book value per share of common stock is total stockholders' equity divided by shares of common stock outstanding.
12. Includes two subordinate risk retention interests in securitization vehicles classified as Subordinate Loans.
13. Reflects LTV as of date loans were originated or acquired.
14. For loans closed prior to Q3 2019.
 expiration date.
16. Includes foreign currency appreciation/depreciation, PIK interest, loan loss reserves, and the accretion of loan costs and fees.
17. For loans closed prior to 2019.
18. Conversion to USD on date of funding.
19. Other includes water park resorts.
20. Amounts and percentages may not foot due to rounding.
21. Weighted-average construction loan $\%$ is based on the amortized cost of the loans.
22. Both loans are secured by the same property.
23. Amortized cost for these loans is net of the recorded provisions for loan losses and impairments.
24. Both loans are secured by the same property.
25. Based upon face amount of loans.
26. Maturities reflect the fully funded amounts of the loans.
 which could affect the Company's operating results.
28. Unless otherwise noted, represents outstanding principal balance or liquidation preference.
29. Debt balance includes GBP converted to USD using applicable September 30, 2019 spot rate.
30. In connection with the Term Loan B, we entered into a swap to fix LIBOR at $2.12 \%$ effectively fixing our all-in coupon at $4.87 \%$
. Cash includes loan proceeds held by servicer.

33. Subject to availability of qualifying collateral assets and approval of lenders.

 their possible effects, this analysis assumes no changes in the Company's financial structure. The analysis incorporates movements in USD LIBOR only.
 three and nine months ended September 30, 2018, respectively.
 determining the potential share dilution from the Notes in the computation of earnings per share.


[^0]:    Information is as of September 30, 2019, except as otherwise noted.

[^1]:    See footnotes on page 19

[^2]:    See footnotes on page 19

