

First Quarter 2020 Earnings Presentation

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Business Highlights

Attractive Portfolio Positioning

95% senior loans

No liquid securities

Multifamily, office and industrial properties comprise 62% of loan portfolio

96% of the loan portfolio is either fixed rate or floating rate with a LIBOR floor (weighted average LIBOR floor of 1.77%)

Well Capitalized Balance Sheet

Unrestricted cash as of May 7, 2020 of approximately \$50 million

Total borrowings across ten different sources

Primarily match funded assets and liabilities

No margin calls based on changes in market borrowing spreads on credit facilities

Strong Credit Quality

No loan impairments since inception

100% debt service payments received for April 2020 payment date

We believe Ares Management sponsorship provides informational advantages and enhances asset management capabilities



First Quarter 2020 Results

Financial Results

- GAAP loss of \$17.3 million or \$0.54 per diluted common share, inclusive of \$27.1 million or \$0.85 per diluted common share CECL impact
- Core Earnings⁽¹⁾ of \$10.3 million or \$0.32 per diluted common share
- Book value per diluted common share of \$13.95 or \$14.92 excluding current expected credit losses ("CECL") reserve

CECL

- Cumulative CECL reserve of \$32.2 million reflects macroeconomic environment from COVID-19
- Provision for current expected credit losses of \$27.1 million or \$0.85 per diluted common share for Q1-20

Originations and Repayments

- Closed six senior loans and one subordinated loan totaling \$355.8 million in commitments
- \$284.6 million in outstanding principal initially funded on new commitments
- \$12.7 million in outstanding principal funded on previously originated commitments
- Repayments of \$107.1 million from four loans

Total Loan Portfolio

- 53 loans held for investment
- \$2.2 billion in originated commitments at closing and \$1.9 billion in outstanding principal
- Weighted average unleveraged effective yield of 6.2%⁽²⁾ (including non-accrual loans) and 6.6% (excluding non-accrual loans)
- Based on March 31, 2020 ending spot one month LIBOR rate of 0.99%, approximately 88% of the Q1-20 portfolio is either fixed rate or floating rate with a LIBOR floor that is currently "in the money"

Dividends

• Common stock dividend of \$0.33 per common share for Q1-20 paid in cash on April 15, 2020*



^{*} There is no assurance dividends will continue at these levels or at all. Note: As of March 31, 2020, unless otherwise noted. See footnotes on page 16.

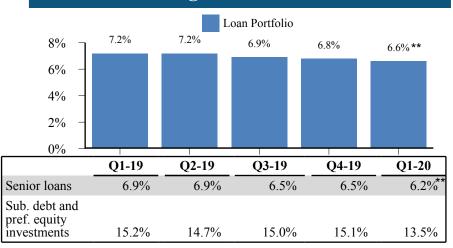
Total Loans Held for Investment Portfolio

Key Statistics

(\$ in millions)

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Total loan commitments	\$2,158.1
Outstanding principal balance	\$1,883.1
Weighted average unpaid principal balance of loan portfolio*	\$1,854.1
Total number of loans	53
Percentage of floating rate loans based on outstanding principal balance	98%
Percentage of senior loans based on outstanding principal balance	95%
Weighted average remaining life of loan portfolio	1.6 years
Weighted average remaining life of senior loans	1.5 years
Weighted average remaining life of subordinated debt and preferred equity investments	2.5 years

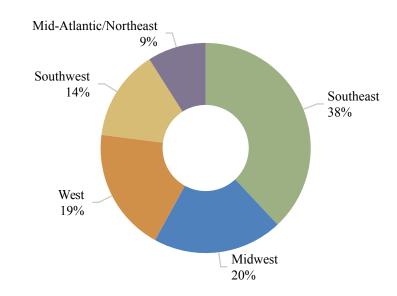
Unleveraged Effective Yield⁽²⁾

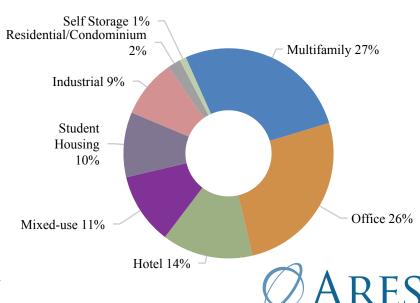


Note: As of March 31, 2020, unless otherwise noted.

- * During the quarter ended March 31, 2020.
- **Excludes impact of loans on non-accrual status as of March 31, 2020. Including non-accrual loans, total weighted average Unleveraged Effective Yield for total portfolio and senior loans would be 6.2% and 5.9%, respectively.

Loan Portfolio Characteristics (4)



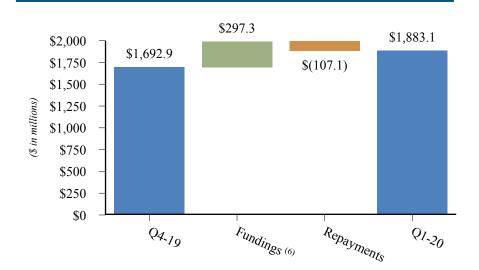


First Quarter 2020 Investment Activity

First Quarter 2020 Loans Summary

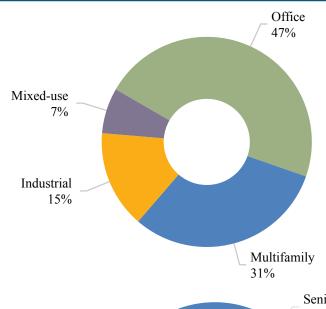
(\$ in millions)	
Number of loans closed	7
New loan commitments	\$355.8
Average size of loans closed	\$50.8
Percentage of floating rate loans	100%
Percentage of senior loans	91%
Total fundings ⁽⁶⁾	\$297.3

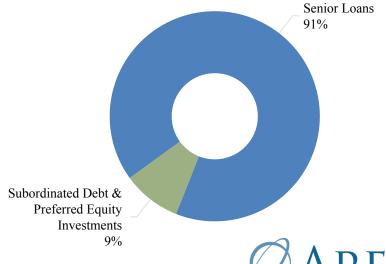
Changes in Loan Portfolio⁽⁴⁾



Note: As of March 31, 2020, unless otherwise noted. See footnotes on page 16.

Characteristics of Funded Loans(5)





Interest Rate Sensitivity⁽⁴⁾

- 98% of the loan portfolio is floating rate and 2% is fixed rate
- 96% of the loan portfolio is either floating rate with a LIBOR floor (94%) or fixed rate (2%)
 - For the floating rate loans with LIBOR floors, the weighted average LIBOR floor is 1.77%
- 88% of the loan portfolio is either fixed rate or floating rate with a LIBOR floor of 0.99% or higher
- 100% of outstanding financing is floating rate
 - 8% has a LIBOR floor with a weighted average LIBOR floor of 1.49%

Total Loan Portfolio by LIBOR Floor Levels

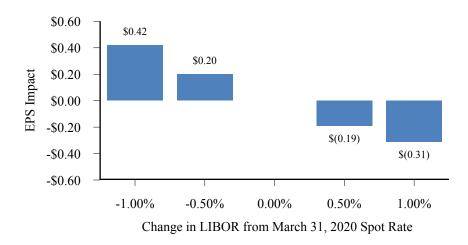
(\$ in millions)

1.			
LIBOR Floor Range	utstanding Principal	% Total	Cumulative %
Fixed rate	\$ 42.9	2%	2%
2.25% - 2.50%	410.3	22%	24%
2.00% - 2.24%	218.4	12%	36%
1.75% - 1.99%	403.7	21%	57%
1.50% - 1.74%	360.7	19%	76%
1.25% - 1.49%	139.6	8%	84%
1.00% - 1.24%	72.2	4%	88%
<1.00%	159.1	8%	96%
No floor	76.2	4%	100%
Total	\$ 1,883.1	100%	

Note: As of March 31, 2020, unless otherwise noted.

See footnotes on page 16.

Net Income Sensitivity to USD LIBOR Changes (7)



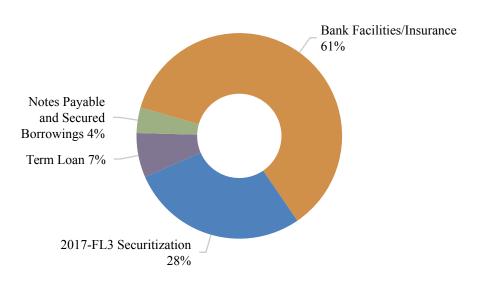
Annual estimated increase/(decrease) in net income (loss) (per diluted common share basis)*



^{*}Per diluted weighted average common shares of 31.9 million for the three months ended March 31, 2020.

Financing Sources Overview

Financing Sources Composition⁽⁴⁾



Primarily match-funded, asset-level financing

Debt to equity ratio excluding CECL reserve*	3.2x
Loans held for investment weighted average remaining life	1.6 years
Weighted average remaining term of financing agreements**	3.2 years
Q1-20 weighted average borrowings***	\$1,449.7 million

Note: As of March 31, 2020, unless otherwise noted.

Financing Sources Detail

(\$ in millions)

Financing Sources	Con	Total ımitments ⁽³⁾	Interest Rate		tstanding Balance
Bank Facilities					
Wells Fargo Facility	\$	500.0	LIBOR+1.45 to 2.25%	\$	472.9
Citibank Facility		325.0	LIBOR+1.50 to 2.50%		122.5
BAML Facility		36.3	LIBOR+2.00 to 2.75%		36.3
CNB Facility		50.0	LIBOR+2.65%		50.0
U.S. Bank Facility		186.0	LIBOR+1.65 to 2.25%		39.2
Morgan Stanley Facility		150.0	LIBOR+1.75 to 2.85%		117.2
Insurance					
MetLife Facility		180.0	LIBOR+2.10 to 2.30%		152.5
Subtotal	\$	1,427.3		\$	990.6
Asset Level Financing					
Notes Payable and Secured Borrowings	\$	108.6	LIBOR+2.50 to 3.75%	\$	66.7
Capital Markets					
Term Loan	\$	110.0	LIBOR+5.00%	\$	110.0
2017-FL3 Securitization		445.6	LIBOR + 1.70%		445.6
Subtotal	\$	555.6		\$	555.6
Total Debt	\$	2,091.5		<u> </u>	1,612.9



^{*} Debt to equity ratio of 3.5x including CECL reserve.

^{**} Assumes exercise of extension options.

^{***} During the quarter ended March 31, 2020. See footnotes on page 16.

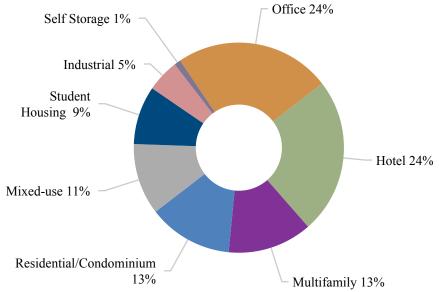
Current Expected Credit Losses - Additional Information

Current Expected Credit Loss Reserve

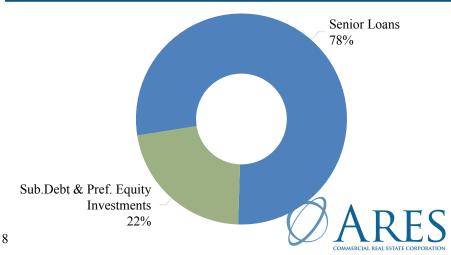
(\$ in thousands)	
Balance at 12/31/19	\$ _
Initial reserve upon adoption	5,051
Provision for current expected credit losses	27,117
Write-offs	_
Recoveries	_
Balance at 3/31/20	\$ 32,168

- CECL adoption impact on 1/1/20 of \$5.1 million bifurcated between funded commitments of \$4.4 million and unfunded commitments of \$0.6 million
- Q1-20 provision for current expected credit losses of \$27.1 million bifurcated between funded commitments of \$24.7 million and unfunded commitments of \$2.4 million
- No specific loan impairments on loan portfolio
- Increased reserve for current expected credit losses from initial adoption reflects associated economic impact of COVID-19
- Weighted average risk rating of 3.0 on a scale of 1.0 (lowest risk) to 5.0 (highest risk)

Current Expected Credit Loss Reserve by Property Type



Current Expected Credit Loss Reserve by Loan Type



Note: As of March 31, 2020, unless otherwise noted. See footnotes on page 16.

Appendix



Loans Held for Investment Portfolio Details

(\$ in millions)

#	Loan Type	Location	Origination Date	Current Loan Commitment	Outstanding Principal	Carrying Value	Interest Rate	LIBOR Floor	Unleveraged Effective Yield ⁽²⁾	Maturity Date	Payment Terms ⁽⁸⁾
Mu	ltifamily Loans	:									
1	Senior	FL	Sep 2016	\$89.7	\$89.7	\$89.7	L+4.75%	0.5%	5.7%	May 2020	I/O
2	Senior	TX	Sep 2019	75.0	75.0	74.7	L+2.85%	2.0%	5.0%	Oct 2022	I/O
3	Senior	FL	Sep 2016	45.4	45.4	45.4	L+4.75%	0.5%	5.7%	May 2020	I/O
4	Senior	FL	Dec 2018	43.5	42.8	42.5	L+2.60%	2.4%	5.5%	Jan 2022	I/O
5	Senior	NJ	Mar 2020	41.0	41.0	40.7	L+3.05%	1.5%	4.9%	Mar 2022	I/O
6	Senior	IL	Nov 2018	40.0	39.4	39.3	L+3.50%	2.3%	6.5%	Nov 2020	I/O
7	Senior	KS	Oct 2019	35.8	35.8	35.5	L+3.25%	1.9%	5.5%	Nov 2022	I/O
8	Senior	NY	Dec 2017	30.2	30.1	30.1	L+3.20%	1.4%	4.9%	Dec 2020	I/O
9	Senior	TX	Jan 2020	29.6	29.6	29.3	L+3.25%	1.7%	5.5%	Feb 2023	I/O
10	Senior	PA	Dec 2018	30.2	29.3	29.2	L+3.00%	2.4%	5.9%	Dec 2021	I/O
11	Senior	TX	Sep 2017	27.5	27.5	27.5	L+3.20%	1.2%	4.9%	Oct 2020	I/O
12	Senior	WA	Feb 2020	19.0	18.6	18.4	L+3.00%	1.7%	5.1%	Mar 2023	I/O
13	Senior	SC	Aug 2019	34.6	2.1	1.7	L+6.50%	2.2%	10.2%	Sep 2022	I/O
Tot	al Multifamily			\$541.5	\$506.3	\$504.0					
Off	ice Loans:										
14	Senior	Diversified	Jan 2020	\$132.6	\$107.5	\$106.9	L+3.65%	1.6%	5.7%	Jan 2023	I/O
15	Senior	IL	Nov 2017	82.0	69.5	69.3	L+3.75%	1.3%	5.6%	Dec 2020	I/O
16	Senior	IL	May 2018	59.6	57.2	57.0	L+3.95%	2.0%	6.3%	June 2021	I/O
17	Senior	NC	Mar 2019	84.0	53.9	53.4	L+4.25%	2.4%	8.5%	Mar 2021	I/O
18	Senior	GA	Nov 2019	56.2	37.2	36.7	L+3.05%	2.0%	5.8%	Dec 2022	I/O
19	Senior	CA	Oct 2019	37.2	30.9	30.6	L+3.35%	2.0%	6.0%	Nov 2022	I/O
20	Senior	IL	Dec 2019	41.9	27.5	27.2	L+3.80%	1.8%	6.2%	Jan 2023	I/O
21	Subordinated	IL	Mar 2020	37.5	26.2	25.8	L+8.00%	1.5%	10.2%	Mar 2023	I/O

See footnotes on page 16.

Senior

Senior

Senior

Senior

27 Subordinated

Total Office

23 Subordinated

24

25

26

CA

NJ

TX

NC

NC

CA

Nov 2018

Mar 2016

Apr 2019

Apr 2019

Oct 2018

Nov 2017

22.8

17.0

28.2

30.5

13.5

3.1

\$646.1

17.8

17.0

13.5

13.3

8.6

2.9

\$483.0



I/O

I/O

I/O

I/O

I/O

I/O

17.7

16.4

13.3

12.6

8.5

2.9

\$478.3

L+3.40%

12.00%

L+4.05%

L+3.53%

L+4.00%

L+8.25%

2.3%

N/A

2.5%

2.3%

2.1%

1.3%

6.3%

12.8%

7.7%

7.7%

6.7%

9.7%

Nov 2021

Jan 2026

Nov 2021

May 2023

Nov 2022

Nov 2021

Loans Held for Investment Portfolio Details

(\$ in millions)

# I	Loan Type	Location	Origination Date	Current Loan Commitment	Outstanding Principal	Carrying Value	Interest Rate	LIBOR Floor	Unleveraged Effective Yield ⁽²⁾	Maturity Date	Payment Terms (8)
Hotel	Loans:										
28	Senior	OR/WA	May 2018	\$68.1	\$68.1	\$67.8	L+3.45%	1.9%	4.6% (9)	May 2021	I/O
29	Senior	Diversified	Sep 2018	64.3	60.3	60.0	L+3.60%	2.1%	6.2%	Sep 2021	I/O
30	Senior	CA	Dec 2017	40.0	40.0	39.9	L+4.12%	1.4%	5.9%	Jan 2021	I/O
31	Senior	MI	Nov 2015	35.2	35.2	35.2	L+4.40%	N/A	º⁄₀ ⁽¹⁰⁾	July 2020	I/O
32	Senior	IL	Apr 2018	32.9	32.9	32.7	L+4.40%	1.9%	% ⁽¹⁰⁾	May 2021	I/O
33	Senior	MN	Aug 2018	31.5	31.5	31.4	L+3.55%	2.1%	6.0%	Aug 2021	I/O
Total 1	Hotel			\$272.0	\$268.0	\$267.0					
Mixed	l-Use Loans:										
34	Senior	FL	Feb 2019	\$100.6	\$100.6	\$100.0	L+4.25%	2.5%	7.8%	Feb 2021	I/O
35	Senior	CA	Mar 2018	56.1	49.0	48.8	L+4.00%	1.9%	6.3%	Apr 2021	I/O
36	Senior	TX	Sep 2019	42.2	34.3	34.0	L+3.75%	2.3%	6.7%	Sep 2022	I/O
37	Senior	CA	Feb 2020	39.6	19.7	19.3	L+4.10%	1.7%	6.4%	Mar 2023	I/O
38 Sı	ubordinated	IL	May 2018	15.3	14.9	14.8	L+12.25%	1.5%	14.6%	Nov 2021	I/O
Total 1	Mixed-Use			\$253.8	\$218.5	\$216.9					
Stude	nt Housing I	oans:									
39	Senior	CA	June 2017	\$43.0	\$41.7	\$41.7	L+3.95%	1.2%	5.7%	July 2020	I/O
40	Senior	TX	Dec 2017	41.0	41.0	40.9	L+4.75%	N/A	6.3%	Jan 2021	I/O
41	Senior	NC	Feb 2019	30.0	30.0	29.9	L+3.15%	2.3%	5.9%	Feb 2022	I/O
42	Senior	TX	Dec 2017	25.1	24.6	24.3	L+3.45%	1.6%	5.5%	Feb 2023	I/O
43	Senior	AL	Feb 2017	24.1	24.1	23.6	L+4.45%	0.8%	% (10)	Aug 2020	I/O



I/O

Aug 2022

Senior

Total Student Housing

FL

Jul 2019

22.0

\$185.2

22.0

\$183.4

21.8

\$182.2

L+3.25%

2.3%

5.9%

Loans Held for Investment Portfolio Details

(\$ in millions)

#	Loan Type	Location	Origination Date	Current Loan Commitment	Outstanding Principal	Carrying Value	Interest Rate	LIBOR Floor	Unleveraged Effective Yield ⁽²⁾	Maturity Date	Payment Terms ⁽⁸⁾
Indu	strial Loans:										
45	Senior	FL	Oct 2019	\$52.5	\$52.5	\$52.0	L+6.10%	2.1%	8.8%	Oct 2022	I/O
46	Senior	NY	Jan 2020	56.5	43.8	43.4	L+5.00%	1.6%	8.3%	Feb 2021	I/O
47	Senior	NC	May 2019	40.5	34.8	34.6	L+4.05%	1.6%	5.9%	Mar 2024	I/O
48	Senior	CA	Nov 2019	26.6	21.1	20.9	L+4.50%	1.9%	7.4%	Dec 2021	I/O
49	Senior	CA	Aug 2019	19.6	13.0	12.8	L+3.75%	2.0%	6.3%	Mar 2023	I/O
Total	Industrial			\$195.7	\$165.2	\$163.7					
Resid	lential/Condomin	ium Loans:									
50	Senior	CA	Jan 2018	\$16.7	\$12.2	\$12.2	13.00%	N/A	14.4%	Aug 2020	I/O
51	Subordinated	NY	Oct 2018	16.1	15.5	15.4	L+14.00%	2.3%	19.1%	May 2021	I/O
52	Subordinated	HI	Aug 2018	11.5	11.5	11.5	14.00%	N/A	14.5%	Oct 2020	I/O
Total	Residential/Cond	dominium		\$44.3	\$39.2	\$39.1					
Self S	Storage Loans:										
53	Senior	FL	Feb 2019	\$19.5	\$19.5	\$19.4	L+3.50%	2.0%	6.0%	Mar 2022	I/O
Total	Self Storage			\$19.5	\$19.5	\$19.4					
Loan	Portfolio Total/V	Veighted Avera	ge.	\$2,158.1	\$1,883.1	\$1,870.6		1.8%(11)	6.2%		



Consolidated Balance Sheets

	As of					
	M	arch 31, 2020	Dec	ember 31, 2019		
(\$ in thousands, except share and per share data)		(unaudited)				
ASSETS						
Cash and cash equivalents	\$	74,498	\$	5,256		
Restricted cash		379		379		
Loans held for investment (\$425,817 and \$515,896 related to consolidated VIEs, respectively)		1,870,639		1,682,498		
Current expected credit loss reserve		(29,143)		_		
Loans held for investment, net of current expected credit loss reserve		1,841,496		1,682,498		
Real estate owned, net		37,907		37,901		
Other assets (\$1,010 and \$1,309 of interest receivable related to consolidated VIEs, respectively; \$131,183 and \$41,104 of other receivables related to consolidated VIEs, respectively)		147,075		58,100		
Total assets	\$	2,101,355	\$	1,784,134		
LIABILITIES AND STOCKHOLDERS' EQUITY						
LIABILITIES						
Secured funding agreements	\$	990,564	\$	728,589		
Notes payable and secured borrowings		65,047		54,708		
Secured term loan		109,378		109,149		
Collateralized loan obligation securitization debt (consolidated VIE)		443,558		443,177		
Due to affiliate		2,836		2,761		
Dividends payable		11,057		9,546		
Other liabilities (\$691 and \$718 of interest payable related to consolidated VIEs, respectively)		12,850		9,865		
Total liabilities		1,635,290		1,357,795		
STOCKHOLDERS' EQUITY						
Common stock, par value \$0.01 per share, 450,000,000 shares authorized at March 31, 2020 and December 31, 2019 and 33,398,952 and 28,865,610 shares issued and outstanding at March 31, 2020 and December 31, 2019, respectively		329		283		
Additional paid-in capital		496,689		423,619		
Accumulated earnings (deficit)		(30,953)		2,437		
Total stockholders' equity		466,065		426,339		
Total liabilities and stockholders' equity	\$	2,101,355	\$	1,784,134		
• •						



Consolidated Statements of Operations

	For the Three Months Ended										
(\$ in thousands, except share and per share data)	3/31/2020			12/31/2019		9/30/2019	6/30/2019			3/31/2019	
Revenue:											
Interest income from loans held for investment	\$	31,448	\$	28,536	\$	28,269	\$	29,993	\$	27,986	
Interest expense		(15,534)		(15,044)		(15,124)		(16,675)		(15,740)	
Net interest margin		15,914		13,492		13,145		13,318		12,246	
Revenue from real estate owned		5,220		8,088		6,702		8,357		1,911	
Total revenue		21,134		21,580		19,847		21,675		14,157	
Expenses:											
Management and incentive fees to affiliate		1,773		1,959		1,578		2,252		1,574	
Professional fees		903		641		542		532		478	
General and administrative expenses		868		1,035		1,005		1,029		1,120	
General and administrative expenses reimbursed to affiliate		1,051		764		831		771		659	
Expenses from real estate owned		6,676		7,338		6,838		7,118		1,687	
Total expenses		11,271		11,737		10,794		11,702		5,518	
Provision for current expected credit losses		27,117				<u> </u>		<u> </u>		<u> </u>	
Income (loss) before income taxes		(17,254)		9,843		9,053		9,973		8,639	
Income tax expense, including excise tax		9		183		19		218		96	
Net income (loss) attributable to common stockholders	\$	(17,263)	\$	9,660	\$	9,034	\$	9,755	\$	8,543	
Earnings (loss) per common share:											
Basic earnings (loss) per common share	\$	(0.54)	\$	0.34	\$	0.32	\$	0.34	\$	0.30	
Diluted earnings (loss) per common share	\$	(0.54)	\$	0.33	\$	0.31	\$	0.34	\$	0.30	
Weighted average number of common shares outstanding:											
Basic weighted average shares of common stock outstanding		31,897,952		28,640,363		28,634,514		28,599,282		28,561,827	
Diluted weighted average shares of common stock outstanding		31,897,952		28,872,975		28,867,603		28,863,765		28,780,980	
Dividends declared per share of common stock*	\$	0.33	\$	0.33	\$	0.33	\$	0.33	\$	0.33	



^{*} There is no assurance dividends will continue at these levels or at all.

Reconciliation of Net Income (Loss) to Non-GAAP Core Earnings(1)

	For the Three Months Ended									
(\$ in thousands, except per share data)	3,	/31/2020	12/	/31/2019	9/30/2019		6/30/2019		3/31/2019	
Net income (loss) attributable to common stockholders	\$	(17,263)	\$	9,660	\$	9,034	\$	9,755	\$	8,543
Stock-based compensation		225		482		479		427		492
Incentive fees to affiliate		_		378		_		674		_
Depreciation of real estate owned		221		219		207		188		54
Provision for current expected credit losses		27,117		_		_		_		_
Core Earnings	\$	10,300	\$	10,739	\$	9,720	\$	11,044	\$	9,089
Net income (loss) attributable to common stockholders	\$	(0.54)	\$	0.34	\$	0.32	\$	0.34	\$	0.30
Stock-based compensation		0.01		0.02		0.02		0.01		0.02
Incentive fees to affiliate		_		0.01		_		0.02		_
Depreciation of real estate owned		0.01		0.01		0.01		0.01		_
Provision for current expected credit losses		0.85		_		_		_		_
Basic Core Earnings per common share	\$	0.32	\$	0.37	\$	0.34	\$	0.39	\$	0.32
Net income (loss) attributable to common stockholders	\$	(0.54)	\$	0.33	\$	0.31	\$	0.34	\$	0.30
Stock-based compensation		0.01		0.02		0.02		0.01		0.02
Incentive fees to affiliate		_		0.01		_		0.02		_
Depreciation of real estate owned		0.01		0.01		0.01		0.01		_
Provision for current expected credit losses		0.84		_		_		_		_
Diluted Core Earnings per common share	\$	0.32	\$	0.37	\$	0.34	\$	0.38	\$	0.32



Footnotes

- 1. The Company believes the disclosure of Core Earnings provides useful information to investors regarding the calculation of incentive fees the Company pays to its manager, Ares Commercial Real Estate Management LLC, and the Company's financial performance. Core Earnings is an adjusted non-GAAP measure that helps the Company evaluate its financial performance excluding the effects of certain transactions and GAAP adjustments that it believes are not necessarily indicative of its current loan origination portfolio and operations. The presentation of this additional information is not meant to be considered in isolation or as a substitute for financial results prepared in accordance with GAAP. Core Earnings is defined as net income (loss) computed in accordance with GAAP, excluding non-cash equity compensation expense, the incentive fee, depreciation and amortization (to the extent that any of the Company's target investments are structured as debt and the Company forecloses on any properties underlying such debt), any unrealized gains, losses or other non-cash items recorded in net income (loss) for the period, regardless of whether such items are included in other comprehensive income or loss, or in net income (loss), one-time events pursuant to changes in GAAP and certain non-cash charges after discussions between the Company's manager and the Company's independent directors and after approval by a majority of the Company's independent directors.
- 2. Unleveraged Effective Yield is the compounded effective rate of return that would be earned over the life of the investment based on the contractual interest rate (adjusted for any deferred loan fees, costs, premiums or discounts) and assumes no dispositions, early prepayments or defaults. The total Weighted Average Unleveraged Effective Yield is calculated based on the average of Unleveraged Effective Yield of all loans held by the Company as weighted by the outstanding principal balance of each loan.
- 3. Represents total commitments. Ability to draw on available capacity is subject to available collateral and lender approvals.
- 4. Based on outstanding principal balance.
- 5. Based on outstanding principal balance on new loans closed for the three months ended March 31, 2020.
- 6. Includes outstanding principal funded of \$284.6 million on initial fundings on new commitments and \$12.7 million on previously originated commitments.
- 7. Represents the estimated hypothetical increases/(decreases) in net income (loss) per diluted common share for a twelve month period, assuming (1) an immediate increase or decrease in 30-day LIBOR as of March 31, 2020 and (2) no change in the outstanding principal balance of the Company's loans held for investment portfolio and borrowings as of March 31, 2020. The analysis detailed herein represents the Company's perspective and is merely a mathematical illustration. These metrics are shown for illustrative purposes only and the terms and characteristics of such transactions are not necessarily indicative of every type of transaction entered into or arranged by the Company. Any future results may differ from those discussed herein. Accordingly, no representation or warranty is made in respect of this information.
- 8. I/O = interest only, P/I = principal and interest.
- 9. At origination, the Oregon/Washington loan was structured as both a senior and mezzanine loan with the Company holding both positions. The mezzanine position of this loan, which had an outstanding principal balance of \$13.1 million as of March 31, 2020, was on non-accrual status as of March 31, 2020 and therefore, the Unleveraged Effective Yield presented is for the senior position only as the mezzanine position is non-interest accruing.
- 10. Loan was on non-accrual status as of March 31, 2020 and therefore, there is no Unleveraged Effective Yield as the loan is non-interest accruing.
- 11. The weighted average floor is calculated based on loans with LIBOR floors.

