O2 '19
Earnings Results
(NYSE: STAR)

## Forward-Looking Statements and Other Matters

Statements in this presentation which are not historical fact may be deemed forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Although iStar believes the expectations reflected in any forwardlooking statements are based on reasonable assumptions, the Company can give no assurance that its expectations will be attained. The Company undertakes no obligation to update or publicly revise any forward looking statement, whether as a result of new information, future events or otherwise.

This presentation should be read in conjunction with our consolidated financial statements and related notes in our Quarterly Report on Form 10-Q for the quarter ended June 30, 2019 and our Annual Report on Form 10-K for the year ended December 31, 2018. In assessing all forward-looking statements herein, readers are urged to read carefully all cautionary statements in our Form 10-K.

Factors that could cause actual results to differ materially from iStar's expectations include general economic conditions and conditions in the commercial real estate and credit markets, the Company's ability to expand its ground lease business directly and through SAFE, the Company's ability to generate liquidity and to repay indebtedness as it comes due, additional loan loss provisions and asset impairments, the amount and timing of asset sales, changes in NPLs, repayment levels, the Company's ability to make new investments, the Company's ability to maintain compliance with its debt covenants, the Company's ability to generate income and gains from operating properties and land and other risks detailed in "Risk Factors" in our 2018 Annual Report on Form 10-K, and any updates thereto made in our subsequent fillings with the SEC.

Note: Please refer to the Glossary at the end of this presentation for a list of defined terms and metrics.

## I. Highlights

## Q2 '19 Highlights

Record
Earnings

## Preferred Freezer

 S220M GainBowlero
Adj. EPS
$\$ 3.98$

Significant
Transactions
\$180M
Gain

## Safehold <br> Performance <br> Highlighting Value

## +115\%

Q/Q GAAP Common Equity per Share

$+65 \%$

Q/Q Adj. Common Equity per Share ${ }^{(1)}$

## Unlocking Portfolio Value

Preferred Freezer

Sold portfolio of seven cold storage facilities for
$\$ 440 \mathrm{M}$, generating a
Bowlero

Expanded relationship with $\$ 112 \mathrm{M}$ new investment and extended lease terms to 2047, resulting in a

## \$220M Gain

## \$180M Gain

## Q2 '19 Investment Activity



## Safehold Highlights

NYSE: SAFE

iStar owns 20.6M shares of SAFE (67\% of shares outstanding) at a gross book value of $\$ 412 \mathrm{M}$ and a market value of \$622M

## Raised investment target to <br> SIB

from $\$ 750 \mathrm{M}$

237\% Y/Y
Net Income Growth
W.A. Debt Maturity Extended to 23 Yrs 71\% VM
Portfolio Growth

## STAR's Growing Equity Value per Share

Common Equity per Share
(Net of Depreciation, Amortization and General Reserves)

Adj. Common Equity per Share
(Gross of Depreciation, Amortization and General Reserves)


# II. Portfolio Overview 

## \$4.7B Portfolio Breakdown



## Investment Details

| New Originations (Commitments) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Q3 '18 | Q4 '18 | Q1 '19 | Q2 '19 |
| Real Estate Finance | \$113 | \$45 | \$13 |  |
| Net Lease | 2 | 52 | 361 | \$118 |
| Corporate \& Other | - | - | - | 35 |
| Total | \$115 | \$97 | \$375 | \$153 |

- Expanded relationship with Bowlero through \$112M investment

|  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Fundings / CapEx | Q3 '18 | Q4 '18 | Q1 '19 | Q2 '19 |
| Real Estate Finance | $\$ 135$ | $\$ 70$ | $\$ 66$ | $\$ 55$ |
| Net Lease | 22 | 55 | 367 | 68 |
| Operating Properties | 20 | 8 | 6 | 10 |
| Land \& Development | 38 | 31 | 41 | 43 |
| Corporate \& Other | - | - | - | 37 |
| Total | $\$ 215$ | $\$ 163$ | $\$ 480$ | $\$ 213$ |
|  |  |  |  |  |

- \$160M of loan, net lease and strategic investments in Q 2 '19

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Q3 '18 | Q4 '18 | Q1 '19 | Q2 '19 |
| Real Estate Finance | \$163 | \$118 | \$164 | \$72 |
| Net Lease | - | 41 | 11 | 443 |
| Operating Properties | 33 | 119 | 67 | 16 |
| Land \& Development | 20 | 40 | 39 | 14 |
| Total | \$217 | \$318 | \$281 | \$544 |

- Net lease proceeds driven by sale of seven property Preferred Freezer portfolio


## III. Business Segments

## Safehold (NYSE: SAFE)

O Ownership
SAFE Earnings

- 20.6M shares ( $67 \%$ of shares outstanding)
- Gross book value $\$ 412 \mathrm{M}$ or $\$ 20.02$ per share
- Market value of $\$ 622 \mathrm{M}$ based on closing price of $\$ 30.20$ per share on June 30, 2019
- SAFE's Q2 '19 results were highlighted by:
- $\quad 71 \%$ aggregate portfolio growth Q 2 '18 to \$1.1B
- Upsized 2019 investment target from \$750M to \$1B
- Increased revolving credit facility commitments by $\$ 100 M^{(1)}$
- $\quad \$ 186 \mathrm{M}$ in closed deals and signed PSAs in Q2 '19
- Closed financings totaling \$287M and extended w.a. debt maturity to 23 years ${ }^{(1)}$



## Net Lease Portfolio


iStar Ownership Breakdown

| Wholly-Owned | 100\% Ownership | Consolidated |
| :--- | :--- | :--- |
| Net Lease Venture I | 51.9\% Ownership | Consolidated $(1)$ |
| Net Lease Venture II | 51.9\% Ownership | Equity Method |
| SAFE | 66.5\% Ownership | Equity Method |

## Net Lease Consolidated Assets

|  | Wholly-Owned | Net Lease Venture I | Total Consolidated |
| :---: | :---: | :---: | :---: |
| Gross Book Value | \$1,156 | \$889 | \$2,045 |
| Occupancy | 97.5\% | 100.0\% | 98.4\% |
| Square Feet (000s) | 10,596 | 5,707 | 16,303 |
| W.A. Remaining Lease Term | 17.9 yrs | 17.6 yrs | 17.8 yrs |
| W.A. Yield | 9.0\% | 8.0\% | 8.6\% |





## Real Estate Finance Portfolio

|  | Performing Loans |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Loans (\$) | W.A. <br> Last \$ <br> LTV | W.A. Yield | W.A. Maturity (yrs) |
| First mortgages / Senior debt | \$634 | 55\% | 9.1\% | 1.9 |
| Mezzanine / Subordinated debt | 211 | 85\% | 9.0\% | 3.5 |
| Total Performing Loans | \$845 | 62\% | 9.1\% | 2.3 |
| NPLs | 25 |  |  |  |
| Total Real Estate Finance | \$871 |  |  |  |

Real Estate Finance Portfolio Breakdown


## Legacy Asset Update

## Legacy Asset Balance


-Operating Properties (Legacy) Land \& Development (Legacy) Real Estate Finance (Legacy)

## III. Capital Structure

## Capital Structure Overview

| Credit Metrics |  |
| :--- | ---: |
| Cash | $\$ 330 \mathrm{M}$ |
| Debt, net of cash | $\$ 1,124 \mathrm{M}$ |
| Total Equity | $\$ 1,416 \mathrm{M}$ |
| Adj. Total Equity | 1.9 x |
| Leverage ${ }^{(1)}$ |  |
| Shares | 62.2 M |
| Shares Outstanding | $\$ 619 \mathrm{M}$ |
| Common Equity | $\$ 9.95$ |
| Common Equity per Share | $\$ 911 \mathrm{M}$ |
| Adjusted Common Equity | $\$ 14.65$ |
| Adj. Common Equity per Share |  |
| Liquidity | $\$ 330 \mathrm{M}$ |
| Cash | $\$ 325 \mathrm{M}$ |
| Revolving Credit Facility Availability | $\$ 655 \mathrm{M}$ |
| Total Liquidity |  |



Note: Please refer to "Adjusted Common Equity Reconciliation" slide at the end of this presentation for more information.
(1) Corporate leverage is the ratio of total debt less cash and cash equivalents divided by Adjusted Total Equity.
(2) Includes accumulated depreciation, amortization, general reserves, and iStar's proportionate share of accumulated depreciation and amortization relating to equity method investments.
(3) Represents liquidation preference of preferred equity.
(4) Debt is presented net of fees and discounts.
(5) Includes \$482M of consolidated, asset-specific non-recourse mortgage debt of Net Lease Venture I

## Corporate Debt Maturity Profile

## Debt Profile



Note: \$ in millions. Excludes extension options
(1) $\$ 325 \mathrm{M}$ revolver undrawn as of $6 / 30 / 19$.
(2) Represents individual non-recourse mortgages on net lease assets, including consolidated mortgage debt on assets held by Net Lease Venture I. Rates presented after giving effect to interest rate hedges.
IV. Appendix

## Consolidated Statements of Operations

|  | Three Months Ended June 30, |  | Six Months Ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2019 | 2018 | 2019 | 2018 |
| Revenues |  |  |  |  |
| Operating lease income | \$55,185 | \$44,609 | \$114,100 | \$90,407 |
| Interest income | 20,341 | 25,212 | 40,716 | 51,909 |
| Interest Income from sales-type leases | 3,817 | - | 3,817 | - |
| Other income | 10,050 | 20,823 | 24,863 | 36,142 |
| Land development revenue | 9,075 | 80,927 | 21,774 | 357,356 |
| Total revenues | \$98,468 | \$171,571 | \$205,270 | \$535,814 |
| Cost and Expenses |  |  |  |  |
| Interest expense | \$43,752 | \$43,172 | \$90,329 | \$88,353 |
| Real estate expenses | 22,038 | 37,043 | 47,978 | 73,224 |
| Land development cost of sales | 9,236 | 83,361 | 23,684 | 306,768 |
| Depreciation and amortization | 13,718 | 10,767 | 29,386 | 21,878 |
| General and administrative | 17,598 | 19,725 | 34,448 | 39,448 |
| General and administrative - stock-based compensation | 9,705 | 3,503 | 13,954 | 12,593 |
| Provision for loan losses | 110 | 18,892 | 13 | 18,037 |
| Impairment of assets | 1,102 | 6,088 | 4,953 | 10,188 |
| Other expense | 11,883 | 3,716 | 12,391 | 4,882 |
| Total costs and expenses | \$129,142 | \$226,267 | \$257,136 | \$575,371 |
| Income from sales of real estate | 220,523 | 56,895 | 229,930 | 73,943 |
| Income from operations before earnings from equity method investments and other items | \$189,849 | \$2,199 | \$178,064 | \$34,386 |
| Earnings from equity method investments | 3,640 | $(7,278)$ | 8,949 | $(3,946)$ |
| Selling profit from sales-type leases | 180,416 | - | 180,416 | - |
| Income tax expense | (214) | (128) | (240) | (249) |
| Gain on consolidation of equity method investment | - | 67,877 | - | 67,877 |
| Loss on early extinguishment of debt | - | $(2,164)$ | (468) | $(2,536)$ |
| Net income | \$373,691 | \$60,506 | \$366,721 | \$95,532 |
| Net (income) loss attributable to noncontrolling interests | $(2,852)$ | $(9,509)$ | $(5,323)$ | $(9,604)$ |
| Net income attributable to iStar | \$370,839 | \$50,997 | \$361,398 | \$85,928 |
| Preferred dividends | $(8,124)$ | $(8,124)$ | $(16,248)$ | $(16,248)$ |
| Net income allocable to common shareholders | \$362,715 | \$42,873 | \$345,150 | \$69,680 |

## Earnings per Share

|  | Three Months <br> Ended June 30, |  | Six Months <br> Ended June 30, |  |
| :--- | :--- | :--- | ---: | ---: |
| Earnings Information for Common Shares | 2019 | 2018 | 2019 | 2018 |
| Net income ${ }^{(1)}$ |  |  |  | $\$ 1.03$ |
| Basic | $\$ 5.67$ | $\$ 0.63$ | $\$ 5.24$ | $\$ 0.89$ |
| Diluted | $\$ 4.55$ | $\$ 0.54$ | $\$ 4.26$ |  |
| Adjusted income ${ }^{(1)}$ |  |  |  | $\$ 1.42$ |
| $\quad$ Basic | $\$ 4.95$ | $\$ 0.64$ | $\$ 4.81$ | $\$ 7.21$ |
| Diluted | $\$ 3.98$ | $\$ 0.55$ | $\$ 3.92$ |  |
| Weighted average shares outstanding |  |  |  | 67,922 |
| $\quad$ Basic | 64,019 | 67,932 | 65,873 | 83,682 |
| Diluted | 80,259 | 83,694 | 82,011 | 67,968 |
| Common shares outstanding at the end of period | 62,202 | 67,968 | 62,202 |  |

## Adjusted Income Reconciliation

|  | Three Months Ended June 30, |  |  | Six Months Ended June 30, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 | 2018 | 2017 | 2019 | 2018 | 2017 |
| Net income allocable to Common Shareholders | \$362,715 | \$42,873 | \$177,467 | \$345,150 | \$69,680 | \$150,365 |
| Add: Depreciation and amortization ${ }^{(1)}$ | 14,305 | 15,511 | 15,620 | 29,740 | 32,279 | 30,672 |
| Add: Provision for loan losses | 110 | 18,892 | (600) | 13 | 18,037 | $(5,528)$ |
| Add: Impairment of assets(2) | 1,102 | 16,680 | 10,284 | 4,953 | 20,780 | 14,696 |
| Add: Stock-based compensation expense | 9,705 | 3,503 | 3,915 | 13,954 | 12,593 | 9,796 |
| Add: Loss on early extinguishment of debt | - | 2,164 | 565 | 468 | 2,536 | 775 |
| Add: Non-cash interest expense on senior convertible notes | 1,238 | 1,176 | - | 2,460 | 2,336 | - |
| Add: Deferred gain on sale ${ }^{(3)}$ | - | - | 55,500 | - | - | 55,500 |
| Less: Losses on charge-offs and dispositions ${ }^{(4)}$ | $(72,315)$ | $(57,153)$ | $(8,811)$ | $(80,000)$ | $(61,460)$ | $(14,127)$ |
| Adjusted income allocable to common shareholders(3) | \$316,860 | \$43,646 | \$253,940 | \$316,738 | \$96,781 | \$242,149 |

Note: $\$$ in thousands.
In addition to net income (loss) prepared in conformity with generally accepted accounting principles in the United States of America ("GAAP"), we use adjusted income, a non-GAAP financial measure, to measure our operating performance. Adjusted income is used internally as a supplemental performance measure adjusting for certain non-cash GAAP measures to give management a view of income more directly derived from operating activities in the period in which they occur. Adjusted income is calculated as net income (loss) allocable to common shareholders, prior to the effect of depreciation and amortization, provision for (recovery of) loan losses, impairment of assets, stock-based compensation expense, the imputed non-cash interest expense recognized for the conversion feature of our senior convertible notes, the non-cash portion of gain (loss) on early extinguishment of debt and is adjusted for the effect of gains or losses on charge-offs and dispositions on carrying value gross of loan loss reserves and impairments ("Adjusted Income").

Adiusted Income should be examined in coniunction with net income (loss) as shown in our consolidated statements of operations. Adiusted Income should not be considered as an alternative to net income (loss) (determined in accordance with GAAP), or to cash flows from operating activities (determined in accordance with GAAP), as a measure of our liquidity, nor is Adjusted Income indicative of funds available to fund our cash needs or available for distribution to shareholders. Rather. Adjusted Income is an additional measure we use to analyze our business performance because it excludes the effects of certain non-cash charges that we believe are not necessarily indicative of our operating performance while including the effect of gains or losses on investments when realized. It should be noted that our manner of calculating Adjusted Income may differ from the calculations of similarly-titled measures by other companies.
(1) Depreciation and amortization also includes our proportionate share of depreciation and amortization expense for equity method investments and excludes the portion of depreciation and amortization expense allocable to noncontrolling interests.
(2) Impairment of assets includes impairments on equity method investments recorded in "Earnings from equity method investments" in our consolidated statements of operations.
(3) Adjusted Income for the six months ended June 30, 2018, as previously reported, included a $\$ 75.9$ million add-back attributable to aggregate deferred gains on our retained interests in entities to which we sold or contributed properties prior to 2018 and a $\$ 3.3$ million add-back for depreciation related to such properties. We recognized those gains in our GAAP retained earnings as of January 1, 2018 when we adopted a new accounting standard that mandated such recognition. We are retrospectively modifying our presentation of Adjusted Income for 2018 and 2017, as shown in the table above, to reflect the effects of the dispositions in the periods in which they occurred. Adjusted Income for the three and six months ended June 30,2017 shown in the table above includes $\$ 55.5$ million of the aggregate deferred gain, which resulted from the sale of our Ground Lease business to SAFE in the second quarter of 2017 . The remaining $\$ 23.7$ million of the aggregate deferred gains are not shown in the table above because the disposition transactions occurred prior to 2017. Adjusted Income as previously reported (i.e., prior to the retrospective modification) for the three and six months ended June 30,2018 was $\$ 43.6$ million and $\$ 176.0$ million, respectively, and for the three and six months ended June 30,2017 was $\$ 198.4$ million and $\$ 186.6$ million, respectively. net income but not Adjusted Income.

## Consolidated Balance Sheets

|  | As of June 30, 2019 | As of December 31, 2018 |
| :---: | :---: | :---: |
| Assets |  |  |
| Real Estate |  |  |
| Real estate, at cost | \$1,640,816 | \$2,076,333 |
| Less: accumulated depreciation | $(219,214)$ | $(305,314)$ |
| Real estate, net | 1,421,602 | 1,771,019 |
| Real estate available and held for sale | 12,770 | 22,551 |
| Total real estate | 1,434,372 | 1,793,570 |
| Net investment in leases | 421,842 |  |
| Land and development, net | 668,656 | 598,218 |
| Loans receivable and other lending investments, net | 902,146 | 988,224 |
| Other investments | 564,170 | 304,275 |
| Cash and cash equivalents | 330,099 | 931,751 |
| Accrued interest and other lending investments, net | 9,079 | 10,669 |
| Deferred operating lease income receivable, net | 49,111 | 98,302 |
| Deferred expenses and other assets, net | 386,552 | 289,268 |
| Total Assets | \$4,766,027 | \$5,014,277 |
|  |  |  |
| Liabilities and Equity |  |  |
| Accounts payable, accrued expenses and other liabilities | \$345,641 | \$316,251 |
| Liabilities associated with properties held for sale | 685 | 2,341 |
| Loan participations, net | 29,948 | 22,484 |
| Debt obligations, net | 3,068,556 | 3,609,086 |
| Total Liabilities | \$3,444,830 | \$3,950,162 |
|  |  |  |
| Total iStar shareholders' equity | 1,123,633 | 862,978 |
| Noncontrolling interests | 197,564 | 201,137 |
| Total Equity | \$1,321,197 | \$1,064,115 |
|  |  |  |
| Total Liabilities and Equity | \$4,766,027 | \$5,014,277 |

Note: Unaudited. \$ in thousands.

## Adjusted Common Equity Reconciliation

|  | As of June 30, 2019 | As of March 31, 2019 |
| :---: | :---: | :---: |
| Total shareholders' equity | \$1,123,633 | \$810,371 |
| Less: Liquidation preference of preferred stock | $(505,000)$ | $(505,000)$ |
| Common shareholders equity | \$618,633 | \$305,371 |
| Add: Accumulated depreciation and amortization ${ }^{(1)}$ | 253,710 | 349,656 |
| Add: Proportionate share of depreciation and amortization within equity method investments | 26,115 | 21,561 |
| Add: General reserves | 12,520 | 12,410 |
| Adjusted common equity | \$910,978 | \$688,998 |
| Common shares outstanding - basic | 62,202 | 66,061 |
| Common equity per share | \$9.95 | \$4.62 |
| Common equity per share with SAFE MTM | \$13.47 | \$5.23 |
| Adjusted common equity per share | \$14.65 | \$10.43 |
| Adjusted common equity per share with SAFE MTM | \$18.02 | \$10.92 |

Note: Unaudited. Amounts in thousands, except for per share data. SAFE mark-to-market is based on the 6/30/19 stock price of $\$ 30.20$ and 20.6 M shares and $3 / 31 / 19$ stock price of $\$ 21.81$ and 20.3 M shares.

We use adjusted common equity, a non-GAAP financial measure, as a supplemental measure to give management a view of equity allocable to common shareholders prior to the impact of certain non-cash GAAP measures. Management believes that adjusted common equity provides a useful measure for investors to consider in addition to total shareholders equity because cumulative effect of depreciation and amortization expenses and provisions for general reserves calculated under GAAP may not necessarily reflect an actual reduction in the value of the Company's assets.

Adjusted common equity should be examined in conjunction with total shareholders' equity as shown on the Company's consolidated balance sheet. Adjusted common equity should not be considered an alternative to total shareholders' equity (determined in accordance with GAAP), nor is adjusted common equity indicative of funds available for distribution to shareholders. It should be noted that our manner of calculating adjusted common equity may differ from the calculations of similarly-titled measures by other companies.
(1) Net of amounts allocable to non-controlling interests and includes accumulated depreciation and amortization associated with real estate available and held for sale.

## Q2 ‘19 Gross Book Value Reconciliation

|  | Real Estate Finance | Net Lease | Operating Properties | Land $\&$ Development | Corporate / Other | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Real estate, net | - | \$1,250 | \$172 | - | - | \$1,422 |
| Real estate available and held for sale | - | - | 13 | - | - | 13 |
| Net investment in leases | - | 422 | - | - | - | 422 |
| Land and development, net | - | - | - | \$669 | - | 669 |
| Loans receivable and other lending investments, net | \$858 | 44 | - | - | - | 902 |
| Real estate-related intangibles, net | - | 106 | 5 | - | - | 11 |
| Other investments | - | 408 | 69 | 43 | \$44 | 564 |
| Net Book Value | \$858 | \$2,230 | \$259 | \$711 | \$44 | \$4,102 |
| Add: Accumulated depreciation and general loan loss reserves | 13 | 208 | 12 | 9 | - | 241 |
| Add: Accumulated amortization related to intangibles | - | 15 | 12 | - | - | 27 |
| Add: Proportionate share of joint venture accumulated depreciation | - | 9 | 14 | - | - | 24 |
| Gross Book Value | \$871 | \$2,463 | \$296 | \$721 | \$44 | \$4,394 |
| Add: Cash | - | - | - | - | - | \$330 |
| Portfolio Gross Book Value | \$871 | \$2,463 | \$296 | \$721 | \$44 | \$4,724 |

Note: $\$$ in millions. Figures in this table may not foot.

## Glossary

## Funding/Capex

(Net Lease, Operating Properties, Land \& Development)

## Funding/Capex

(Real Estate Finance)

## Gross Book Value

(Net Lease, Operating Properties, Land \& Development)

Gross Book Value

(Real Estate Finance)

Acquisition price, capitalized acquisition costs, capital expenditures, contributions to equity method investments, capitalized payroll and capitalized interest.

Cash funded on loans, plus deferred interest capitalized to the loan balance, exclusive of original issued discount, origination and arrangement fees held back at origination.

Basis assigned to physical real estate property (land \& building), net of any impairments taken after acquisition date and net of basis reductions associated with unit/parcel sales, plus our basis in equity method investments, plus lease related intangibles, capitalized leasing costs and excluding accumulated depreciation and amortization, and for equity method investments, excluding the effect of our share of accumulated depreciation and amortization.

Principal funded including any deferred capitalized interest receivable, plus protective advances, exit fee receivables and any unamortized origination / modification costs, less purchase discounts and specific reserves. This amount is not reduced for general reserves.

Disclaimer: Set forth in the Glossary are the current definitions of certain items that we use in this presentation. This Glossary is intended to facilitate a reader's understanding of this presentation. There can be no assurance that we will not modify these terms in future presentations as we deem necessary or appropriate.

## Glossary Cont'd

## Net Book Value

(Net Lease, Operating Properties, Land \& Development)
Net Book Value
(Real Estate Finance)

Gross Book Value net of accumulated depreciation and amortization.

Gross Book Value for Real Estate Finance less general reserve for loan loss.

Operating lease income and other income less operating expenses.

Includes sales price for assets sold, less selling costs, less seller financing plus return of capital from equity method investments.

Collection of principal, deferred and capitalized interest, exit fees, origination fees previously netted against principal at inception, or original issue discount. Includes proceeds from sales of securities.

Calculated as net operating income for the quarter annualized divided by the average Gross Book Value during the period.

Calculated as the net operating income for the quarter annualized, plus our share of depreciation and interest expense attributable to our investment in equity method investments, divided by the sum of the (i) average Gross Book Value during the period plus (ii) our share of accumulated depreciation and amortization, and interest expense attributable to our investment in equity method investments.

## Yield

(Real Estate Finance)

Interest income, for the quarter, annualized, divided by the average daily Gross Book Value of Real Estate Finance.

