

Q1'17 Earnings Supplemental

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## Q1'17 Highlights

○ Net income (loss) and adjusted income (loss) for the first quarter was $\$(0.38)$ and $\$(0.16)$, respectively, per diluted common share.

- Transactions consummated subsequent to the end of the first quarter expected to generate an estimated $\$ 240$ million of income in the second quarter.
- 2017 full year guidance increased:
- Target net income per diluted common share raised to range of $\$ 2.15$ - $\$ 2.65$ from prior target of $\$ 0.65$.
- Target adjusted income per diluted common share raised to range of \$3.00-\$3.50 from prior target of $\$ 1.50$.


## Ql'17 Net Income and Guidance



## Ql'17 Adjusted Income and Guidance



## Investment Activity

## Investment Activity

|  | Q2'15 | Q3'15 | Q4'15 | Q1'16 | Q2'16 | Q3'16 | Q4'16 | Q1'17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Real Estate Finance | \$213 | \$130 | \$98 | \$166 | \$13 | \$83 | \$170 | \$7 |
| Net Lease | 42 | - | - | - | 9 | $218{ }^{1}$ | 33 |  |
| Total | \$255 | \$130 | \$98 | \$166 | \$22 | \$301 | \$202 | \$7 |

Fundings / CapEx

|  | Q2'15 | Q3'15 | Q4'15 | Q1'16 | Q2'16 | Q3'16 | Q4'16 | Q1'17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Real Estate Finance | \$96 | \$186 | \$61 | \$113 | \$79 | \$86 | \$197 | \$73 |
| Net Lease | 7 | 3 | 1 | 1 | 6 | 37 | 43 | 2 |
| Operating Properties | 17 | 22 | 23 | 18 | 17 | 19 | 15 | 7 |
| Land \& Development | 23 | 26 | 25 | 41 | 31 | 36 | 28 | 29 |
| Corporate \& Other | - | - | - | - | - | - | - |  |
| Total | \$143 | \$236 | \$111 | \$173 | \$133 | \$177 | \$283 | \$111 |

Sales / Repayments

|  | Q2'15 | Q3'15 | Q4'15 | Q1'16 | Q2'16 | Q3'16 | Q4'16 | Q1'17 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Real Estate Finance | \$178 | \$165 | \$63 | \$80 | \$183 | \$49 | \$302 | \$171 |
| Net Lease | 21 | 15 | 61 | 11 | 20 | 79 | 14 | 21 |
| Operating Properties | 40 | 80 | 20 | 25 | 232 | 86 | 34 | 12 |
| Land \& Development | 7 | 20 | 62 | 9 | 25 | 42 | 58 | 42 |
| Corporate \& Other | 2 | 3 | 17 | 7 | 1 | 6 | 18 |  |
| Total | \$249 | \$283 | \$223 | \$132 | \$461 | \$262 | \$427 | \$246 |

[^0]
## Portfolio Overview

## \$4.5B Portfolio Breakdown



## Ql'17 Portfolio Rollforward

|  | Real Estate Finance | Net Lease | Operating Properties | Land $\&$ Development | Corporate / Other | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Book Value (12/31/16) | \$1,450 | \$1,110 | \$562 | \$1,030 | \$33 | \$4,186 |
| Investments ${ }^{\text {² }}$ | 73 | 1 | 8 | 28 | 0 | 110 |
| Principal received / basis sold ${ }^{2}$ | (171) | (13) | (9) | (37) | (1) | (231) |
| Other ${ }^{3}$ | 29 | (7) | (7) | 2 | 0 | 17 |
| Net Book Value (3/31/17) | \$1,381 | \$1,091 | \$553 | \$1,025 | \$32 | \$4,082 |
| Add: Accumulated depreciation and general loan loss reserves | 18 | 370 | 50 | 7 | - | 445 |
| Gross Book Value (3/31/17) | \$1,400 | \$1,461 | \$603 | \$1,031 | \$32 | \$4,527 |

## Real Estate Finance

## Real Estate Finance: Overview

|  | Performing Loans | W.A. <br> First \$ LTV | W.A. <br> Last \$ LTV | \% <br> Floating | \% <br> Fixed | W.A. <br> Yield | W.A. Maturity (yrs) | NPLs | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| First mortgages / Senior debt | \$836 | 6\% | 59\% | 84\% | 16\% | 8.4\% | 1.8 | - | \$836 |
| Mezzanine / Subordinated debt | 340 | 48\% | 73\% | 70\% | 30\% | 11.6\% | 2.2 | - | 340 |
| Total iStar 3.0 Loans ${ }^{1}$ | \$1,176 | 18\% | 63\% | 80\% | 20\% | 9.2\% | 1.9 | - | \$1,176 |
|  |  |  |  |  |  |  | I |  |  |
| First mortgages / Senior debt | \$34 | 7\% | 45\% | 0\% | 100\% | 8.6\% | 2.7 | \$34 | \$67 |
| Mezzanine / Subordinated debt | - | N/A | N/A | N/A | N/A | N/A | N/A | 156 | 156 |
| Total Legacy Loans | \$34 | 7\% | 45\% | 0\% | 100\% | 8.6\% | 2.7 | \$190 | \$223 |
|  |  |  |  |  |  |  | \|| |  |  |
| First mortgages / Senior debt | \$870 | 7\% | 58\% | 81\% | 19\% | 8.4\% | 1.9 | \$34 | \$904 |
| Mezzanine / Subordinated debt | 340 | 48\% | 73\% | 70\% | 30\% | 11.6\% | 2.21 | 156 | 496 |
| Total Real Estate Finance | \$1,210 | 18\% | 62\% | 78\% | 22\% | 9.2\% | 2.0 | \$190 | \$1,400 |



Note: $\$$ in millions. Gross of $\$ 182$ MM of participations.
${ }^{1}$ iStar 3.0 loans represent loans originated post January 1, 2008.

## Real Estate Finance: Trend

|  | O1'16 | Q2'16 | Q3'16 | Q4'16 | Q1'17 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Performing loans |  |  |  |  |  |
| Beginning Balance | \$1,578 | \$1,606 | \$1,526 | \$1,431 | \$1,282 |
| Fundings | 112 | 78 | 83 | 196 | 73 |
| Repayments | (78) | (182) | (48) | (302) | (169) |
| Other | 3 | 13 | 22 | (43) | 24 |
| Transfers ln / (Out) | (9) | 11 | (152) ${ }^{1}$ | - | - |
| Ending Balance | \$1,606 | \$1,526 | \$1,431 | \$1,282 | \$1,210 |
| Non performing loans | 68 | 79 | $222{ }^{1}$ | 192 | 190 |
| Total | \$1,674 | \$1,605 | \$1,653 | \$1,474 | \$1,400 |


|  | O1'16 | O2'16 | Q3'16 | Q4'16 | O1'17 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \% First mortgages / Senior debt | 61\% | 65\% | 67\% | 68\% | 65\% |
| \% Mezzanine / Subordinated debt | 39\% | 35\% | 33\% | 32\% | 35\% |
| \% Floating | 71\% | 76\% | 78\% | 79\% | 79\% |
| \% Fixed | 29\% | 24\% | 22\% | 21\% | 21\% |
| W.A. First \$ LTV ${ }^{2}$ | 22.6\% | 22.3\% | 16.5\% | 16.3\% | 18.0\% |
| W.A. Last \$ LTV ${ }^{2}$ | 68.0\% | 65.7\% | 61.7\% | 63.9\% | 62.1\% |
| W.A. Yield ${ }^{2}$ | 8.5\% | 8.4\% | 9.0\% | 8.9\% | 9.2\% |
| W.A. Maturity (yrs) ${ }^{2}$ | 2.2 | 2.2 | 1.6 | 2.1 | 2.0 |
| Asset Count | 49 | 49 | 48 | 44 | 44 |

Note: $\$$ in millions. Balances represent carrying value gross of general reserves.
1 \$145MM Hammons note designated NPL
${ }^{2}$ Includes performing loans only.

## Historical Reserve Levels



| Specific Reserves <br> as \% of NPLs | $52.8 \%$ | $53.6 \%$ | $54.5 \%$ | $51.7 \%$ | $48.0 \%$ | $25.0 \%$ | $24.5 \%$ | $24.3 \%$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| General Reserves <br> as \% of PLs | $2.0 \%$ | $2.3 \%$ | $2.4 \%$ | $2.3 \%$ | $2.5 \%$ | $1.5 \%$ | $1.9 \%$ | $1.6 \%$ |
| Total Reserves <br> as \% of Loan <br> Portfolio | $8.0 \%$ | $7.9 \%$ | $6.6 \%$ | $6.4 \%$ | $6.8 \%$ | $5.7 \%$ | $5.9 \%$ | $5.8 \%$ |

# Net Lease 

## Net Lease: Overview

|  | Wholly Owned Assets | iStar Share of JV Assets | Total Net Lease Assets |
| :---: | :---: | :---: | :---: |
| Net Book Value | \$998 | \$92 | \$1,090 |
| Accumulated Depreciation | 370 | - | 370 |
| Gross Book Value | \$1,368 | \$92 | \$1,461 |
|  | Wholly Owned Assets | iStar Share of JV | Total |
| NOI | \$32 | \$5 | \$37 |
| Occupancy | 98.3\% | 100.0\% | 98.6\% |
| Square Footage | 13,997 | 3,081 ${ }^{1}$ | 17,078 |
| W.A. Lease Term | 14.8 yrs | 14.3 yrs | 14.8 yrs |
| W.A. Yield | 8.4\% ${ }^{2}$ | 9.5\% | 8.4\% |



Note: \$ in millions, square footage in thousands.
${ }^{1}$ Represents $100 \%$ of venture properties.
${ }^{2}$ Excludes percentage rent income associated with Hilton properties, which were assumed by the Safety venture in April 2017.

## Net Lease: Joint Venture Overview



## Net Lease: Trend

|  | Ql'16 | Q2'16 | Q3'16 | Q4'16 | Q1'17 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning Balance | \$1,559 | \$1,551 | \$1,532 | \$1,468 | \$1,478 |
| Fundings | (0) | 6 | 37 | 14 | 0 |
| Sales | (\$8) | (\$24) | (\$101) | (\$4) | (\$18) |
| Ending Balance | \$1,551 | \$1,532 | \$1,468 | \$1,478 | \$1,461 |
| \% Leased | 96.6\% | 98.3\% | 99.2\% | 98.4\% | 98.6\% |
| W.A. Lease Term (yrs) | 14.6 | 14.6 | 14.6 | 14.7 | 14.8 |
| Same Store NOI |  |  |  |  |  |
| Cash Basis | \$29 | \$29 | \$30 | \$31 | \$30 |
| GAAP Basis | \$31 | \$31 | \$31 | \$33 | \$31 |
| Historical NOI |  |  |  |  |  |
| Cash Basis | \$30 | \$30 | \$30 | \$32 | \$30 |
| GAAP Basis | \$31 | \$32 | \$32 | \$34 | \$32 |
| Annualized Yield |  |  |  |  |  |
| Cash Basis | 7.9\% | 7.7\% | 8.2\% | 8.3\% ${ }^{1}$ | 8.4\% |
| GAAP Basis | 7.9\% | 8.2\% | 8.2\% | 8.4\% ${ }^{1}$ | 8.4\% |
| Square Footage | 17.7 | 17.3 | 17.0 | 17.2 | 17.1 |
| Number of Assets | 48 | 46 | 43 | 44 | 43 |

## Net Lease: Lease Expiration Profile


W.A. Lease Term: 14.8 years

## Operating <br> Properties

## Operating Properties: Overview




## Commercial Operating Properties: Overview

|  | Gross Book <br> Value | Properties | Occupancy | O1'17 NOI | W.A. <br> Yield ${ }^{1}$ | Square <br> Footage |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Stabilized | $\$ 339$ | 14 | $88 \%$ | $\$ 5.3$ | $7.9 \%$ | 2,567 |
| Transitional | 192 | 7 | $55 \%$ | 1.8 | $3.7 \%$ | 1,485 |
| Total Commercial Assets | $\$ 531$ | 21 | $75 \%$ | $\$ 7.1^{2}$ | $6.4 \%$ | 4,052 |



Note: \$ in millions, square footage in thousands
1 Yield is calculated as the annualized net operating income over the average gross book value. For unconsolidated joint ventures, the yield is calculated as iStar's pro rata share of NOI divided by the asset's GBV (gross of depreciation and interest expense)
${ }^{2}$ Excludes NOI from assets previously sold.

## Residential Operating Properties

|  | Q1'16 | Q2'16 | Q3'16 | Q4'16 | Q1'17 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Condominium Units Sold | 14 | 55 | 11 | 11 | 7 |
| Sales Proceeds | $\$ 19$ | $\$ 39$ | $\$ 15$ | $\$ 23$ | $\$ 10$ |
| Direct Profit | $\$ 5$ | $\$ 14$ | $\$ 4$ | $\$ 3$ | $\$ 2$ |



## Land \& <br> Development

## Land \& Development: Overview



## Land \& Development: Trend



Note: \$ in millions.

## Land \& Development Progress Since YE 2013



# Capital <br> Structure 

## Capital Structure Overview

| Cash | $\$ 897 \mathrm{MM}$ |  |  |
| :--- | ---: | :---: | :---: |
| Net Debt | $\$ 3.0 \mathrm{~B}$ |  |  |
| Total Equity | $\$ 1.5 \mathrm{~B}$ |  |  |
| Leverage | 2.0 x |  |  |
|  |  |  |  |
| Shares Outstanding |  |  | Basic |
| Adjusted Common Equity | $\$ 742 \mathrm{MM}$ |  |  |
| Value per Share | $\$ 10.29$ |  |  |



Note: Please see back of the supplemental for a reconciliation of total shareholders' equity to adjusted common equity.
${ }^{1}$ Corporate leverage is the ratio of book equity (common equity plus $\$ 745 \mathrm{MM}$ preferred equity) plus accumulated depreciation and amortization (including iStar's proportionate share of accumulated depreciation and amortization relating to equity method investments) and general loan loss reserves divided by book debt less any cash and cash equivalents.
${ }^{2}$ Accumulated depreciation and amortization includes iStar's proportionate share of accumulated depreciation and amortization relating to equity method investments.
${ }^{3}$ Represents liquidation value of preferred equity.

## Corporate Debt Maturity Profile


${ }^{2}$ Pro forma repayment of $\$ 275 \mathrm{MM} 9 \%$ unsecured notes and transfer of $\$ 227 \mathrm{MM}$ secured financing to SFTY JV.

## Financial Measures

## Q1’17 Segment Balance Sheet

|  | Real Estate Finance | $\begin{gathered} \text { Net } \\ \text { Lease } \end{gathered}$ | Operating Properties | Land $\&$ Development | Corporate / Other | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Real estate |  |  |  |  |  |  |
| Real estate, net | - | \$998 | \$478 | - | - | \$1,477 |
| Add: accumulated depreciation | - | 370 | 50 | 7 | - | 427 |
| Real estate, gross | - | \$1,368 | \$528 | 7 | - | \$1,903 |
| Real estate available and held for sale | - | - | 72 | - | - | 72 |
| Total Real Estate, gross | - | \$1,368 | \$600 | 7 | - | \$1,975 |
| Land and development | - | - | - | 955 | - | 955 |
| Loans receivable, net ${ }^{1}$ | \$1,400 | - | - | - | - | 1,400 |
| Other investments | - | 92 | 3 | 69 | 33 | 198 |
| Total Portfolio Assets, gross | \$1,400 | \$1,461 | \$603 | 1,031 | \$33 | \$4,528 |
| Cash and other assets |  |  |  |  |  | \$1,212 |
| Total Assets, gross |  |  |  |  |  | \$5,740 |

## Ql'17 Segment Income Statement

|  | Real Estate <br> Finance | Net Lease | Operating <br> Properties |  <br> Development | Corporate $/$ <br> Other | Total |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Operating lease income | - | $\$ 36.5$ | $\$ 16.0$ | $\$ 0.1$ | - | $\$ 52.6$ |
| Interest income | $\$ 29.1$ | - | - | - | - | 29.1 |
| Other income | 0.1 | 0.5 | 10.4 | 0.4 | $\$ 0.5$ | 11.9 |
| Land development revenue | - | - | - | 20.1 | - | 20.1 |
| Earnings from equity method investments | - | 1.0 | 0.6 | 3.8 | 0.2 | 5.7 |
| Income from sales of real estate | - | 6.7 | 1.9 | - | - | 8.6 |
|  |  |  |  |  |  |  |
| Total Revenue \& Other Earnings | $\$ 29.1$ | $\$ 44.7$ | $\$ 28.9$ | $\$ 24.4$ | $\$ 0.8$ | $\$ 127.9$ |
| Real estate expenses | - | $(\$ 4.7)$ | $(\$ 21.5)$ | $(\$ 9.5)$ | - | $(\$ 35.7)$ |
| Land development cost of sales | - | - | - | $(15.9)$ | - | $(15.9)$ |
| Other expense | $(\$ 0.6)$ | - | - | - | $(\$ 1.3)$ | $(1.9)$ |
| Allocated interest expense | $(11.9)$ | $(15.8)$ | $(5.6)$ | $(8.1)$ | $(9.8)$ | $(51.2)$ |
| Allocated general and administrative | $(3.6)$ | $(4.6)$ | $(1.8)$ | $(3.9)$ | $(5.4)$ | $(19.3)$ |
| Segment Profit (loss) | $\$ 13.0$ | $\$ 19.6$ | $\$ 0.0$ | $(\$ 13.1)$ | $(\$ 15.6)$ | $\$ 3.9$ |

## Ql'17 Adjusted Income Reconciliation

|  | Three Months |  |
| :--- | :---: | :---: |
| Ended March 31, |  |  |
|  | 2017 | 2016 |
| Net income (loss) allocable to Common Shareholders | $(\$ 27.1)$ | $(\$ 21.2)$ |
| Add: Depreciation and amortization | $\$ 15.1$ | $\$ 17.2$ |
| Add: (Recovery of) provision for loan losses | $(\$ 4.9)$ | $\$ 1.5$ |
| Add: Impairment of assets | $\$ 4.4$ | $\$ 0.9$ |
| Add: Stock-based compensation expense | $\$ 5.9$ | $\$ 4.6$ |
| Add: Loss on early extinguishment of debt | $\$ 0.2$ | $\$ 0.1$ |
| Less: Losses on charge-offs and dispositions | $(\$ 5.3)$ | $(\$ 3.4)$ |
| Adjusted income (loss) allocable to common shareholders | $(\$ 11.8)$ | $(\$ 0.3)$ |

## Use of Non-GAAP Financial Measures

Adjusted Income allocable to common shareholders should be examined in conjunction with net income (loss) as shown in the Consolidated Statements of Operations. This non-GAAP financial measure should not be considered as an alternative to net income (determined in accordance with GAAP) or to cash flows from operating activities (determined in accordance with GAAP) as a measure of the Company's liquidity, nor is it indicative of funds available to fund the Company's cash needs or available for distribution to shareholders. It should be noted that the Company's manner of calculating this non-GAAP financial measure may differ from the calculations of similarly-titled measures by other companies. Management considers this non-GAAP financial measure as supplemental information to net income in analyzing the performance of our underlying business. Depreciation and amortization includes our proportionate share of depreciation and amortization expense relating to equity method investments and excludes the portion of depreciation and amortization expense allocable to non-controlling interests. Impairment of assets includes impairments on cost and equity method investments recorded in other income and earnings from equity method investments, respectively. Effective in the second quarter 2016, the Company modified its presentation of Adjusted Income to include losses on charge-offs and dispositions of previously impaired or reserved assets to provide a more informative metric for investors to help evaluate our operating performance. Losses on charge-offs and dispositions represents the impact of charge-offs and dispositions realized during the period. These charge-offs and dispositions were taken on assets that were previously impaired for GAAP and reflected in net income but not in Adjusted Income.

## Reconciliation of Adjusted Income per Share Guidance to Net Income per Share Guidance

|  | For the Year Ending <br> December 31,2017 |
| :--- | ---: |
| Targeted Net Income per Diluted Common Share Range | $\$ 2.15-\$ 2.65$ |
| Add: Depreciation and amortization | $\$ 0.67-\$ 0.71$ |
| Add: Other non-cash adjustments | $\$ 0.54-\$ 0.58$ |
| Less: Losses on charge-offs and dispositions | $(\$ 0.36)-(\$ 0.44)$ |
| Targeted Adjusted Income per Diluted Common Share Range | $\$ 3.00-\$ 3.50$ |

## Ql'17 Adjusted Common Equity Reconciliation

|  | Three Months <br> Ended March 31, <br> 2017 |
| :--- | ---: |
| Total shareholders' equity | $\$ 991$ |
| Less: Liquidation preference of preferred stock | $(\$ 745)$ |
| Common shareholders equity | $\$ 246$ |
| Add: Accumulated depreciation and amortization | $\$ 456$ |
| Add: Proportionate share of depreciation |  |
| and amortization within equity method investments | $\$ 22$ |
| Add: General reserves | $\$ 18$ |
| Adjusted common equity | $\$ 742$ |

[^1]
## Important Notes

## Special Note Regarding Forward-Looking Statements

Statements in this supplemental disclosure 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 forward-looking statements are based on reasonable assumptions, the Company can give no assurance that its expectations will be attained.

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 generate liquidity and to repay indebtedness as it comes due, additional loan loss provisions, 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 from time to time in iStar SEC reports.


[^0]:    ${ }^{1}$ Represents investments made within iStar Net Lease JV. Figure includes both iStar's and its partner's investment and is gross of financing.

[^1]:    Note: We use adjusted common equity, a non-GAAP financial measure, as supplemental measure to give management a view of equity allocable to common shareholders prior to the impact of certain non-cash GAAP measures. Adjusted common equity represents $\$ 246$ million of common equity gross of $\$ 456$ million of accumulated depreciation and amortization, $\$ 18$ million of general reserves and $\$ 22$ million representing our pro rata share of accumulated depreciation and amortization within our equity method investments. 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.

