

**Blackstone**

Mortgage Trust

# **Blackstone Mortgage Trust, Inc. 3Q 2020 Earnings Release & Company Supplemental**

NOVEMBER 2020

## FORWARD-LOOKING STATEMENTS AND OTHER MATTERS

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This presentation may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which reflect Blackstone Mortgage Trust, Inc.'s ("BXMT") current views with respect to, among other things, BXMT's operations and financial performance and the impact of the COVID-19 pandemic. You can identify these forward-looking statements by the use of words such as "outlook," "objective," "indicator," "believes," "expects," "potential," "continues," "may," "will," "should," "seeks," "predicts," "intends," "plans," "estimates," "anticipates" or the negative version of these words or other comparable words. Such forward-looking statements are subject to various risks and uncertainties. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. BXMT believes these factors include but are not limited to those described under the section entitled "Risk Factors" in its Annual Report on Form 10-K for the fiscal year ended December 31, 2019 and its Quarterly Report on Form 10-Q for the fiscal quarter ended March 31, 2020, as such factors may be further updated from time to time in its periodic filings with the Securities and Exchange Commission ("SEC") which are accessible on the SEC's website at [www.sec.gov](http://www.sec.gov). These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in this presentation and in the filings. BXMT assumes no obligation to update or supplement forward-looking statements that become untrue because of subsequent events or circumstances.

Slides 18-19 of this presentation reference numerical data relating to Blackstone that includes activities of Blackstone Real Estate's public and private portfolio companies, unless otherwise noted.

Information included in this presentation is as of or for the period ended September 30, 2020, unless otherwise noted.

## BXMT HIGHLIGHTS

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- BXMT continued to deliver strong earnings in 3Q, generating \$0.61 EPS and \$0.63 Core EPS<sup>(1)</sup>
- \$18.1 billion<sup>(2)</sup> senior loan portfolio backed by high-quality assets and well-capitalized sponsors

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### Stable Earnings

102%

dividend  
coverage<sup>(3)</sup>

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Consistent earnings through a  
historically volatile period

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### Stable Credit Performance

99%

interest  
collection

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Senior mortgage loan portfolio  
continues to outperform

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### Stable Balance Sheet

\$1.2B

total  
liquidity<sup>(4)</sup>

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Match-funded liability structure with  
substantial liquidity

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(1) See Appendix for a definition and reconciliation to GAAP net income.

(2) Includes \$716 million of Non-Consolidated Senior Interests and investment exposure to the \$808 million 2018 Single Asset Securitization through an \$79 million subordinate interest.

(3) Reflects ratio of Core Earnings to dividends declared for the three months ended September 30, 2020.

(4) Total liquidity primarily includes \$427 million of cash and \$806 million of available borrowings under credit facilities.

### Earnings

- 3Q GAAP earnings per share of \$0.61 and Core Earnings<sup>(1)</sup> per share of \$0.63; book value per share of \$26.51
- Generated strong earnings while maintaining elevated liquidity levels during the quarter; total liquidity at quarter end of \$1.2 billion<sup>(2)</sup>
- Earnings and book value reflect \$0.04 per share decrease in 3Q CECL reserve from ordinary course loan portfolio migration; no specific CECL reserves recorded in 3Q

### Portfolio

- \$18.1 billion<sup>(3)</sup> senior loan portfolio secured by institutional quality real estate in major markets, with a weighted average origination LTV<sup>(3)(4)</sup> of 64%
- 99% interest collection in 3Q reflects the quality of our portfolio and sponsor commitment to our collateral
- \$484 million of loan repayments and \$342 million of loan fundings

### Capitalization

- Stable corporate debt structure with no near-term maturities
- Match-funded asset level financing with no capital markets mark-to-market an array of bilateral credit facilities, securitizations and asset-specific syndications
- Priced a \$1.0 billion CRE CLO post-quarter end, increasing the non-recourse component of our balance sheet and further diversifying financing sources

(1) See Appendix for a definition and reconciliation to GAAP net income.

(2) Total liquidity primarily includes \$427 million of cash and \$806 million of available borrowings under credit facilities.

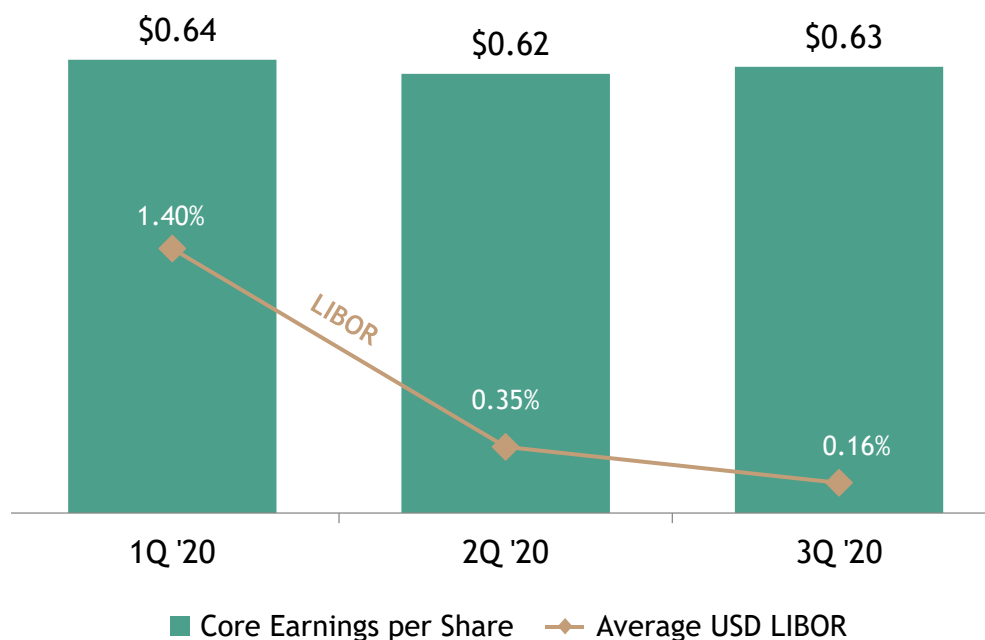
(3) Includes \$716 million of Non-Consolidated Senior Interests and investment exposure to the \$808 million 2018 Single Asset Securitization through a \$79 million subordinate interest.

(4) Reflects weighted average LTV as of the date investments were originated or acquired by BXMT.

## EARNINGS

- 3Q results driven by continued strong credit performance and earnings power of the loan portfolio
- BXMT earnings remained steady through a period of economic dislocation and a significant decline in LIBOR

### Strong Results Through Volatile Period<sup>(1)</sup>



**\$0.61**

3Q GAAP Earnings  
per share

**\$0.63**

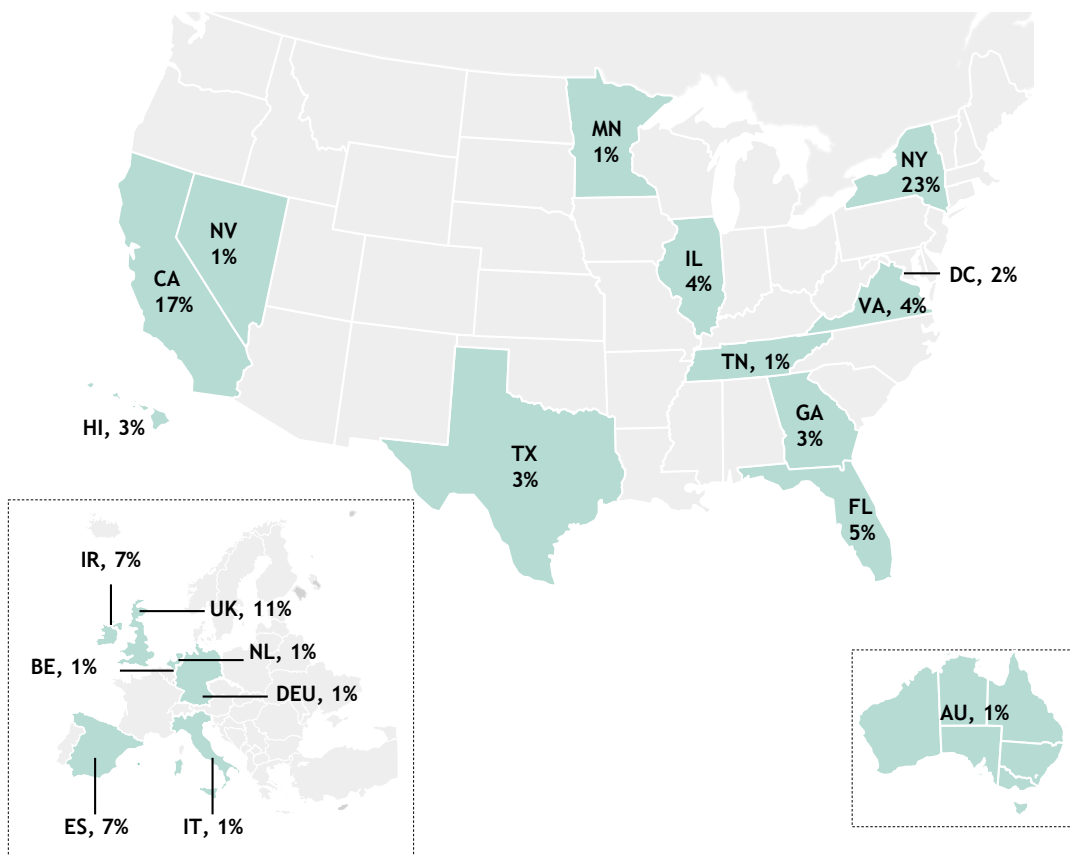
3Q Core Earnings  
per share

(1) See Appendix for a definition and reconciliation to GAAP net income.

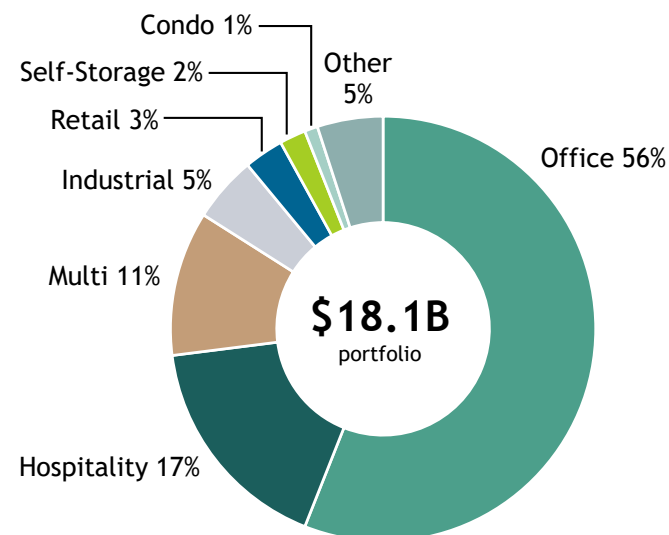
## PORTFOLIO

- \$18.1 billion<sup>(1)</sup> senior loan portfolio comprising 124 loans; large average loan balance of \$146 million reflects significant equity investment from our institutional sponsors
- \$342 million of loan fundings under previously originated loans funded through loan repayments of \$484 million

### Major Market Focus<sup>(1)(2)</sup>



### Collateral Diversification<sup>(1)</sup>

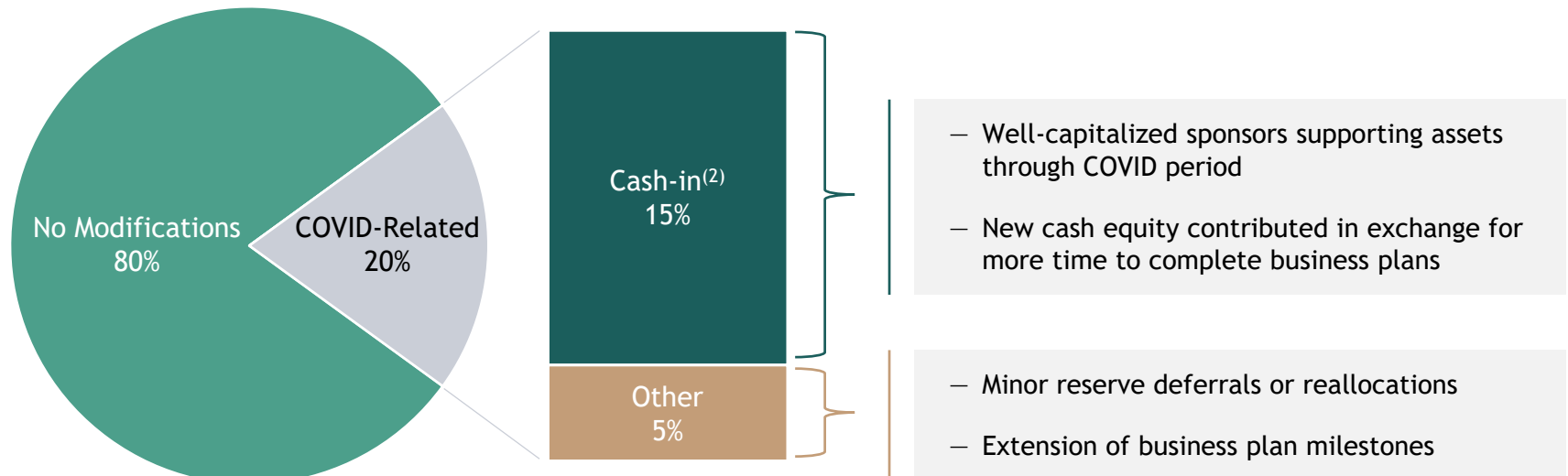


(1) Includes \$716 million of Non-Consolidated Senior Interests and investment exposure to the \$808 million 2018 Single Asset Securitization through a \$79 million subordinate interest.

(2) States comprising less than 1% of total loan portfolio are excluded.

- Loan portfolio continues to perform with minimal interest deferral
- 80% of loans performing on pre-COVID terms; COVID-related modifications have generally involved significant new financial commitments from sponsors

### COVID-Related Loan Modifications<sup>(1)</sup>



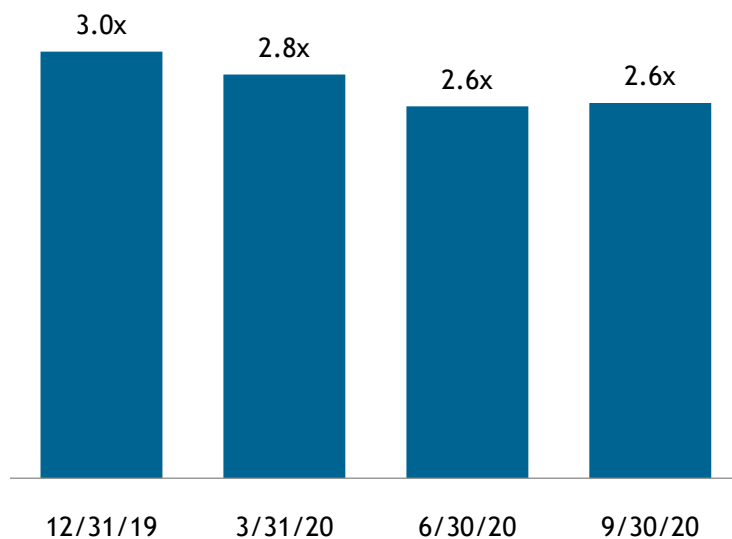
(1) Includes loans modified during the six months ended September 30, 2020 as a result of COVID-19; excludes ordinary course loan modifications during the period.

(2) Cash-in modifications includes loan modifications involving an additional financial commitment from sponsors in the form of loan paydowns, guaranties, additional equity, or other, similar provisions.

## CAPITALIZATION

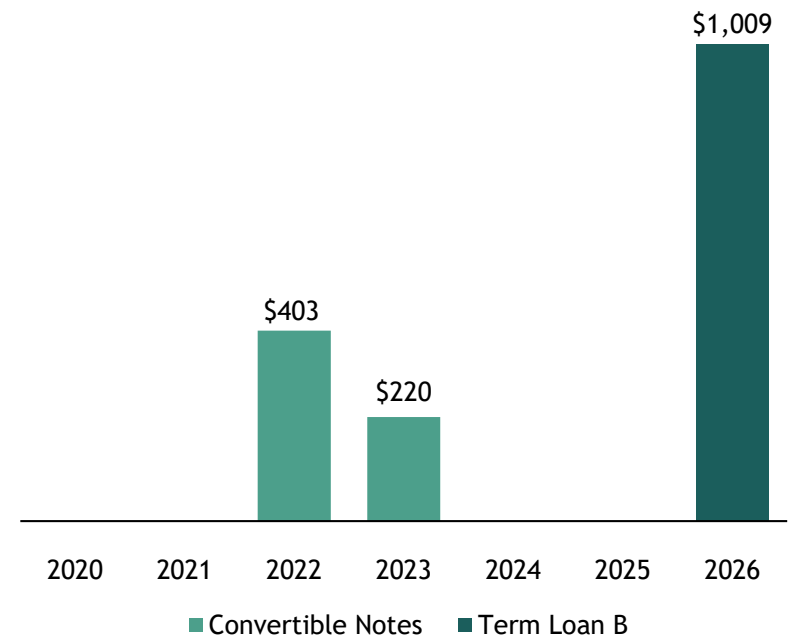
- Maintained substantial liquidity of \$1.2 billion<sup>(1)</sup> at quarter end and a consistent debt-to-equity ratio<sup>(2)</sup> of 2.6x
- Majority of corporate debt has over 5 years of remaining term, with no maturities prior to 2022

### Debt-to-Equity Ratio<sup>(2)</sup>



### Corporate Debt<sup>(3)</sup>

(outstanding balance; \$ in millions)



(1) Total liquidity primarily includes \$427 million of cash and \$806 million of available borrowings under credit facilities.

(2) Represents (i) total outstanding secured debt agreements, secured term loans and convertible notes, less cash, to (ii) total equity.

(3) Excludes \$11 million per annum of scheduled amortization payments under the Term Loan B.

# Appendix

## Operating Results

(\$ in millions)

	GAAP Net Income	Adjustments	Core Earnings
Interest income	\$193.9	\$ -	\$193.9
Interest expense	(79.0)	(0.2)	(79.2)
Management and incentive fees	(19.0)	-	(19.0)
General and administrative expenses and taxes	(2.6)	-	(2.6)
Decrease in current expected credit loss reserve	6.1	(6.1)	-
Non-cash compensation	(8.6)	8.6	-
Realized hedging and foreign currency income, net <sup>(1)</sup>	-	-	-
Net income attributable to non-controlling interests	(0.9)	0.1	(0.8)
<b>Total</b>	<b>\$89.9</b>	<b>\$2.4</b>	<b>\$92.3</b>

**\$0.61**

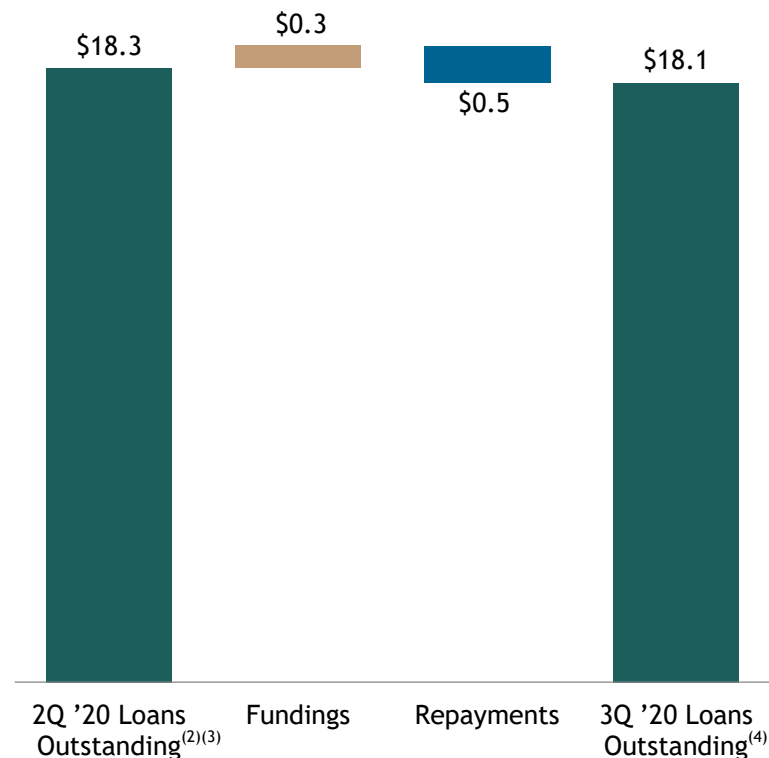
net income per share

**\$0.63**

core earnings per share

## Net Fundings

(\$ in billions)



(1) Primarily represents realized gains on the repatriation of unhedged foreign currency. These amounts are not included in GAAP net income, but rather as a component of Other Comprehensive Income in our consolidated financial statements.

(2) Includes the impact of changes in foreign currency rates and related hedges for non-USD investments of \$0.3 billion for the three months ending September 30, 2020.

(3) Includes \$740 million of Non-Consolidated Senior Interests and investment exposure to the \$857 million 2018 Single Asset Securitization through an \$82 million subordinate interest.

(4) Includes \$716 million of Non-Consolidated Senior Interests and investment exposure to the \$808 million 2018 Single Asset Securitization through a \$79 million subordinate interest.

## Portfolio Details<sup>(1)</sup>

(\$ in millions)

	Loan Type	Origination Date <sup>(2)</sup>	Total Loan <sup>(3)</sup>	Principal Balance <sup>(3)</sup>	Net Book Value	Cash Coupon	All-in Yield	Maximum Maturity <sup>(4)</sup>	Location	Property Type	Loan Per SQFT / Unit / Key	Origination LTV <sup>(2)</sup>
Loan 1	Senior loan	8/14/2019	\$ 1,264	\$ 1,264	\$ 1,256	L + 2.50 %	L + 2.83 %	12/23/2024	Dublin - IE	Office	\$460 / sqft	74 %
Loan 2	Senior loan	3/22/2018	995	995	992	L + 3.15 %	L + 3.37 %	3/15/2023	Diversified - Spain	Mixed-Use	n/a	71 %
Loan 3	Senior loan	11/25/2019	724	646	646	L + 2.30 %	L + 3.18 %	12/9/2024	New York	Office	\$925 / sqft	65 %
Loan 4	Senior loan	5/11/2017	647	616	615	L + 3.40 %	L + 3.57 %	6/10/2023	Washington DC	Office	\$302 / sqft	62 %
Loan 5	Senior loan	8/22/2018	363	357	356	L + 3.15 %	L + 3.49 %	8/9/2023	Maui	Hospitality	\$463,671 / key	61 %
Loan 6	Senior loan	10/23/2018	352	347	347	L + 3.40 %	L + 3.67 %	1/23/2022	New York	Mixed-Use	\$588 / sqft	65 %
Loan 7	Senior loan	4/11/2018	355	345	344	L + 2.85 %	L + 3.10 %	5/1/2023	New York	Office	\$437 / sqft	71 %
Loan 8	Senior loan <sup>(3)</sup>	8/6/2015	315	315	58	5.75 %	5.81 %	10/29/2022	Diversified - EUR	Other	n/a	71 %
Loan 9	Senior loan	1/11/2019	310	310	307	L + 4.35 %	L + 4.70 %	1/11/2026	Diversified - UK	Other	\$306 / sqft	74 %
Loan 10	Senior loan	11/30/2018	286	286	285	n/m <sup>(5)</sup>	n/m <sup>(5)</sup>	8/9/2025	New York	Hospitality	\$306,870 / key	73 %
Loan 11	Senior loan	2/27/2020	300	282	279	L + 2.70 %	L + 3.03 %	3/9/2025	New York	Mixed-Use	\$884 / sqft	59 %
Loan 12	Senior loan	7/31/2018	280	278	277	L + 3.10 %	L + 3.52 %	8/9/2022	San Francisco	Office	\$701 / sqft	50 %
Loan 13	Senior loan <sup>(3)</sup>	8/7/2019	746	270	52	L + 3.12 %	L + 3.55 %	9/9/2025	Los Angeles	Office	\$183 / sqft	59 %
Loan 14	Senior loan	12/11/2018	310	257	255	L + 2.55 %	L + 2.96 %	12/9/2023	Chicago	Office	\$216 / sqft	78 %
Loan 15	Senior loan	11/30/2018	254	248	247	L + 2.80 %	L + 3.17 %	12/9/2023	San Francisco	Hospitality	\$364,513 / key	73 %
Loans 16 - 123	Senior loan <sup>(3)</sup>	Various	13,973	10,453	10,151	L + 3.31 <sup>(6)</sup>	L + 3.65 <sup>(6)</sup>	Various	Various	Various	Various	62 %
CECL reserve					(177)							
Total/Wtd. avg.			\$ 21,475	\$ 17,270	\$ 16,292	L + 3.22 <sup>(6)</sup>	L + 3.58 <sup>(6)</sup>	3.3 yrs	65 %			

(1) Portfolio excludes our \$79 million subordinate interest in the \$808 million 2018 Single Asset Securitization.

(2) Date loan was originated or acquired by us, and the LTV as of such date. Origination dates are subsequently updated to reflect material loan modifications.

(3) In certain instances, loans are financed through the non-recourse sale of a senior loan interest that is not included in the consolidated financial statements. As of September 30, 2020, five loans in the portfolio have been financed with an aggregate \$716 million of Non-Consolidated Senior Interests, which are included in the table above.

(4) Maximum maturity assumes all extension options are exercised; however, floating rate loans generally may be repaid prior to their final maturity without penalty.

(5) This loan is accounted for under the cost-recovery method.

(6) Consists of both floating and fixed rates. Coupon and all-in yield assume applicable floating benchmark rates for weighted-average calculation. Excludes loans under the cost-recovery method.

## Consolidated Balance Sheets

(\$ in thousands, except per share data)

	September 30, 2020	December 31, 2019
<b>Assets</b>		
Cash and cash equivalents	\$427,028	\$150,090
Loans receivable	16,468,703	16,164,801
Current expected credit loss reserve	(177,026)	—
Loans receivable, net	16,291,677	16,164,801
Other assets	158,099	236,980
<b>Total assets</b>	<b>\$16,876,804</b>	<b>\$16,551,871</b>
<b>Liabilities and equity</b>		
Secured debt agreements, net	\$8,973,810	\$10,054,930
Securitized debt obligations, net	2,168,083	1,187,084
Secured term loans, net	1,043,441	736,142
Convertible notes, net	615,541	613,071
Other liabilities	171,977	175,963
<b>Total liabilities</b>	<b>12,972,852</b>	<b>12,767,190</b>
Commitments and contingencies	—	—
<b>Equity</b>		
Class A common stock, \$0.01 par value	1,462	1,350
Additional paid-in capital	4,693,982	4,370,014
Accumulated other comprehensive income (loss)	9,645	(16,233)
Accumulated deficit	(821,725)	(592,548)
<b>Total Blackstone Mortgage Trust, Inc. stockholders' equity</b>	<b>3,883,364</b>	<b>3,762,583</b>
Non-controlling interests	20,588	22,098
<b>Total equity</b>	<b>3,903,952</b>	<b>3,784,681</b>
<b>Total liabilities and equity</b>	<b>\$16,876,804</b>	<b>\$16,551,871</b>

## Consolidated Statements of Operations

(\$ in thousands, except per share data)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Income from loans and other investments				
Interest and related income	\$193,939	\$213,873	\$590,797	\$662,001
Less: Interest and related expenses	78,978	111,957	268,070	347,536
Income from loans and other investments, net	114,961	101,916	322,727	314,465
Other expenses				
Management and incentive fees	18,985	17,502	58,758	58,276
General and administrative expenses	11,242	9,741	34,320	28,951
Total other expenses	30,227	27,243	93,078	87,227
Decrease (increase) in current expected credit loss reserve	6,055	-	(173,466)	-
Income before income taxes	90,789	74,673	56,183	227,238
Income tax provision (benefit)	20	(721)	192	(573)
<b>Net income</b>	<b>\$90,769</b>	<b>\$75,394</b>	<b>\$55,991</b>	<b>\$227,811</b>
Net income attributable to non-controlling interests	(909)	(497)	(1,937)	(1,176)
<b>Net income attributable to Blackstone Mortgage Trust, Inc.</b>	<b>\$89,860</b>	<b>\$74,897</b>	<b>\$54,054</b>	<b>\$226,635</b>
Per share information (basic and diluted)				
Weighted-average shares of common stock outstanding	146,484,651	134,536,683	140,157,620	128,485,701
<b>Net income per share of common stock</b>	<b>\$0.61</b>	<b>\$0.56</b>	<b>\$0.39</b>	<b>\$1.76</b>

## Per Share Calculations

(in thousands, except per share data)

### Core Earnings Reconciliation

	Three Months Ended	
	September 30, 2020	June 30, 2020
Net income <sup>(1)</sup>	\$89,860	\$17,544
(Decrease) increase in current expected credit loss reserve	(6,055)	56,819
Non-cash compensation expense	8,649	8,652
Realized hedging and foreign currency (loss) income, net <sup>(2)</sup>	(7)	1,810
Other items	(240)	210
Adjustments attributable to non-controlling interests, net	143	139
<b>Core Earnings</b>	<b>\$92,350</b>	<b>\$85,174</b>
Weighted-average shares outstanding, basic and diluted	146,485	138,299
<b>Core Earnings per share, basic and diluted</b>	<b>\$0.63</b>	<b>\$0.62</b>

### Book Value per Share

	Three Months Ended	
	September 30, 2020	June 30, 2020
Stockholders' equity	\$3,883,364	\$3,874,763
Shares		
Class A common stock	146,197	146,197
Deferred stock units	294	281
<b>Total outstanding</b>	<b>146,491</b>	<b>146,478</b>
<b>Book value per share</b>	<b>\$26.51</b>	<b>\$26.45</b>

### Earnings per Share

	Three Months Ended	
	September 30, 2020	June 30, 2020
Net income <sup>(1)</sup>	\$89,860	\$17,544
Weighted-average shares outstanding, basic and diluted	146,485	138,299
<b>Earnings per share, basic and diluted</b>	<b>\$0.61</b>	<b>\$0.13</b>

(1) Represents net income attributable to Blackstone Mortgage Trust, Inc.

(2) Represents realized gains on the repatriation of unhedged foreign currency. These amounts were not included in GAAP net income, but rather as a component of Other Comprehensive Income in our consolidated financial statements.

## Reconciliation of Net Income to Core Earnings

(in thousands, except per share data)

	Three Months Ended,		
	Sept 30, 2020	June 30, 2020	Mar 31, 2020
Net income (loss) <sup>(1)</sup>	89,860	17,544	(53,350)
(Decrease) increase in current expected credit loss reserve	(6,055)	56,819	122,702
Non-cash compensation expense	8,649	8,652	8,678
Realized hedging and foreign currency (loss) income, net <sup>(2)</sup>	(7)	1,810	8,467
Other items	(240)	210	596
Adjustments attributable to non-controlling interests, net	143	139	(561)
Core Earnings	92,350	85,174	86,532
Weighted-average shares outstanding, basic and diluted	146,485	138,299	135,619
<b>Net income (loss) per share, basic and diluted</b>	<b>\$0.61</b>	<b>\$0.13</b>	<b>(\$0.39)</b>
<b>Core Earnings per share, basic and diluted</b>	<b>\$0.63</b>	<b>\$0.62</b>	<b>\$0.64</b>

(1) Represents net (loss) income attributable to Blackstone Mortgage Trust, Inc.

(2) For the three months ended September 30, 2020 and June 30, 2020, represents realized gains on the repatriation of unhedged foreign currency. For the three months ended March 31, 2020, primarily represents the forward points earned on our foreign currency forward contracts, which reflect the interest rate differentials between the applicable base rate for our foreign currency investments and USD LIBOR. These forward contracts effectively convert the rate exposure to USD LIBOR, resulting in additional interest income earned in U.S. dollar terms. These amounts were not included in GAAP net income, but rather as a component of Other Comprehensive Income in our consolidated financial statements.

## DEFINITIONS

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**Core Earnings:** Blackstone Mortgage Trust, Inc. (“BXMT”) discloses Core Earnings in this presentation. Core Earnings is a financial measure that is calculated and presented on the basis of methodologies other than in accordance with generally accepted accounting principles in the United States of America (“GAAP”).

Core Earnings is a non-GAAP measure, which we define as GAAP net income (loss), including realized gains and losses not otherwise included in GAAP net income (loss), and excluding (i) non-cash equity compensation expense, (ii) depreciation and amortization, (iii) unrealized gains (losses), (iv) net income (loss) attributable to our legacy portfolio, and (v) certain non-cash items. Core Earnings may also be adjusted from time to time to exclude one-time events pursuant to changes in GAAP and certain other non-cash charges as determined by our Manager, subject to approval by a majority of our independent directors. During the nine months ended September 30, 2020, we recorded a \$173.5 million increase in current expected credit loss reserve, or CECL reserve, which has been excluded from Core Earnings consistent with other unrealized gains (losses) pursuant to our existing policy for reporting Core Earnings and the terms of the management agreement between our Manager and us.

We believe that Core Earnings provides meaningful information to consider in addition to our net income and cash flow from operating activities determined in accordance with GAAP. This adjusted measure helps us to evaluate our performance excluding the effects of certain transactions and GAAP adjustments that we believe are not necessarily indicative of our current loan portfolio and operations. Although, according to the management agreement between our Manager and us, or our Management Agreement, we calculate the incentive and base management fees due to our Manager using Core Earnings before our incentive fee expense, we report Core Earnings after incentive fee expense, as we believe this is a more meaningful presentation of the economic performance of our Class A common stock.

Core Earnings does not represent net income or cash generated from operating activities and should not be considered as an alternative to GAAP net income, or an indication of our GAAP cash flows from operations, a measure of our liquidity, or an indication of funds available for our cash needs. In addition, our methodology for calculating Core Earnings may differ from the methodologies employed by other companies to calculate the same or similar supplemental performance measures, and accordingly, our reported Core Earnings may not be comparable to the Core Earnings reported by other companies.

**Non-Consolidated Senior Interests:** Senior interests in loans originated and syndicated to third parties. These non-recourse loan participations, which are excluded from the GAAP balance sheet, constitute additional financing capacity and are included in discussions of the loan portfolio.

**Non-Consolidated Securitized Debt Obligations:** Senior securitized debt held by third-parties in the 2018 Single Asset Securitization. These non-recourse securitized debt obligations, which are excluded from the GAAP balance sheet, constitute additional financing capacity and are included in discussions of the loan portfolio.

# Company Supplemental

- Blackstone Mortgage Trust, Inc. (NYSE: BXMT) is a best-in-class commercial mortgage REIT that originates senior mortgage loans on institutional quality real estate assets in North America, Europe and Australia

### **Superior Sponsorship**

Affiliation with BX, largest real estate private equity business in the world

### **Senior Lending Focused**

Attractive current income, conservative credit and efficient leverage to drive returns

### **Large-Scale Portfolio**

Institutional quality real estate located in major markets

### **Stable Balance Sheet**

Long duration liabilities, with no capital markets mark-to-market

- BXMT has maintained strong, consistent credit performance and earnings power through the COVID period, while actively enhancing balance sheet liquidity and market leading capital structure

### Credit

**99%**

interest  
collection

Interest collection since March reflects the stability of the portfolio

### Liquidity

**\$1.2B**

total  
liquidity<sup>(1)</sup>

Maintained ample liquidity for offense and defense

### Capital Markets

**\$1.4B**

new  
capital

Raised new capital through CLO, Term Loan B and equity markets

### Earnings

**102%**

dividend  
coverage<sup>(2)</sup>


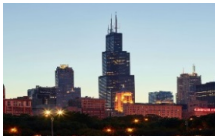






Stable income stream against volatile backdrop

(1) Total liquidity primarily includes \$427 million of cash and \$806 million of available borrowings under credit facilities as of September 30, 2020.

(2) Reflects ratio of Core Earnings to dividends declared for the nine months ended September 30, 2020.

- As one of the largest owners of real estate in every sector and geography, Blackstone's unparalleled reach across the real estate market drives proprietary insight which enables best-in-class investment performance
- BXMT's underwriting and credit process is fully integrated with the Blackstone platform, resulting in highly-informed investment decisions

## Current Holdings<sup>(1)</sup>

Office	<b>223M</b> square feet		
Industrial	<b>872M</b> square feet		
Hotel	<b>116k</b> owned keys		
Residential	<b>255k</b> units		

## Portfolio Companies



Note: In addition to wholly-owned assets, figures include leased assets, collateral, assets managed through stakes in publicly-traded companies and assets owned through joint-ventures (reflected at 100%), as applicable. Excludes other assets. See "Important Disclosure Information".

(1) As of September 30, 2020. Numerical data relating to Blackstone includes activities of Blackstone Real Estate's public & private portfolio companies (unless otherwise noted).

- 550+ people in 11 offices, across one fully integrated real estate platform

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### Blackstone Advantage

#### Global Business

- 594 professionals
- 11 global offices

#### Scale Capital

- \$174 billion RE AUM
- \$29 billion raised in LTM

#### Long View

- Long term capital commitments
- Never a forced seller

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### Constant Communication

#### Weekly

- Partners' Meeting
- Global ICMs
- Investment Review Committees

#### Quarterly

- Board Meetings
- Portfolio Asset Review

#### Annual

- Regional Strategy Session

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### Integrated Perspective

1

global real estate  
platform

1

investment process—  
same people,  
same process

- Blackstone's unique investment process is complemented by fully-integrated corporate infrastructure

### BREDS Investment Committee

**Kenneth Caplan**

BX Global Co-Head of Real Estate,  
Senior Managing Director

**Kathleen McCarthy**

BX Global Co-Head of Real Estate,  
Senior Managing Director

**Nadeem Meghji**

Head of Real Estate Americas,  
Senior Managing Director

**Stephen Plavin**

Chief Executive Officer of BXMT,  
Senior Managing Director

**Michael Nash**

Executive Chairman of BXMT,  
Senior Managing Director

**Jonathan Pollack**

Global Head of BREDS,  
Senior Managing Director

**Tim Johnson**

Global Head of Originations,  
Senior Managing Director

**Michael Wiebolt**

Head of BREDS Liquid Strategies,  
Senior Managing Director

**Rob Harper**

Head of BX Real Estate US Asset Management,  
Senior Managing Director

### BXMT Officers

**Katie Keenan**

President,  
Managing Director

**Tony Marone**

Chief Financial Officer,  
Managing Director

**Weston Tucker**

Head of Investor Relations,  
Senior Managing Director

**Douglas Armer**

EVP Capital Markets, Treasurer,  
Managing Director

**Thomas Ruffing**

Head of Loan Asset Management,  
Managing Director

**Leon Volchyok**

Head of Legal & Compliance and Secretary,  
Managing Director

### Originations (U.S.)

41 professionals

**Michael Eglit**

Managing Director

**Jimmy Yung**

Managing Director

**Austin Pena**

Managing Director

**J.T. Sizemore**

Managing Director

### Originations (Europe)

15 professionals

**Michael Zerda**

Managing Director

**Michael Nagelberg**

Managing Director

### Capital Markets / AM / Finance

55 professionals

**Nicholas Menzies**

Capital Markets, Managing Director

**Rob Sitman**

Asset Management, Managing Director

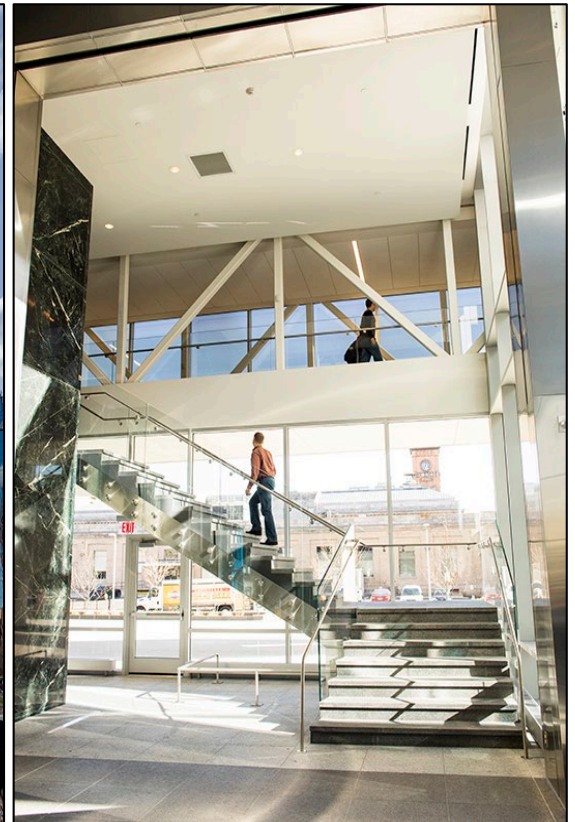
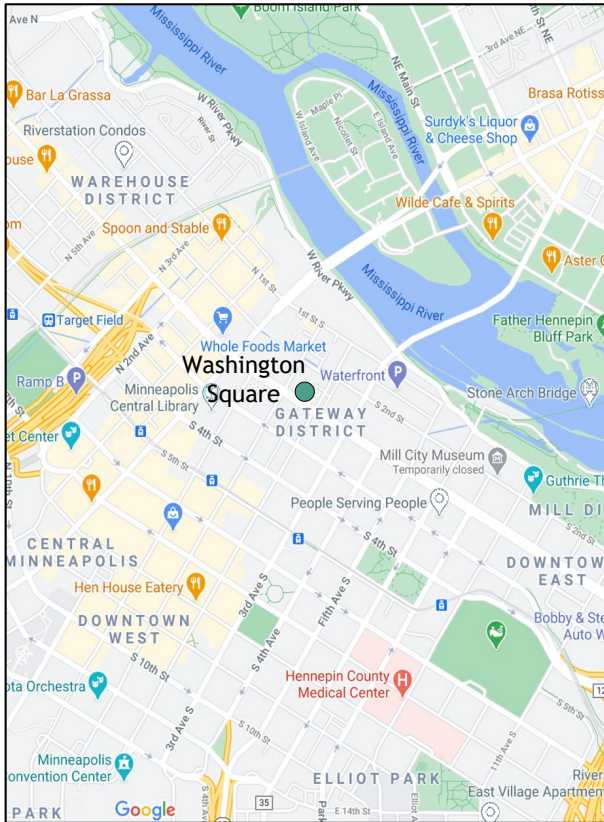
## TARGET INVESTMENTS

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Loan Size	\$50 million to \$500+ million
Collateral	First mortgages on stabilized or transitional assets
Property Type	All commercial property types
Geographies	North America, Europe and Australia
Loan to Value	Last dollar 50% to 75%
Rate	Libor + 3.00% and higher, scaled to risk
Term	3 to 5 years
Amortization	Typically interest only
Fees	Typically 1.0% origination fee and 0.25% to 0.50% extension fees
Prepayment	12 to 24 months of spread maintenance

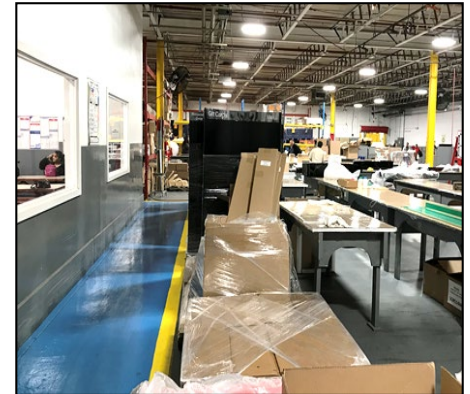
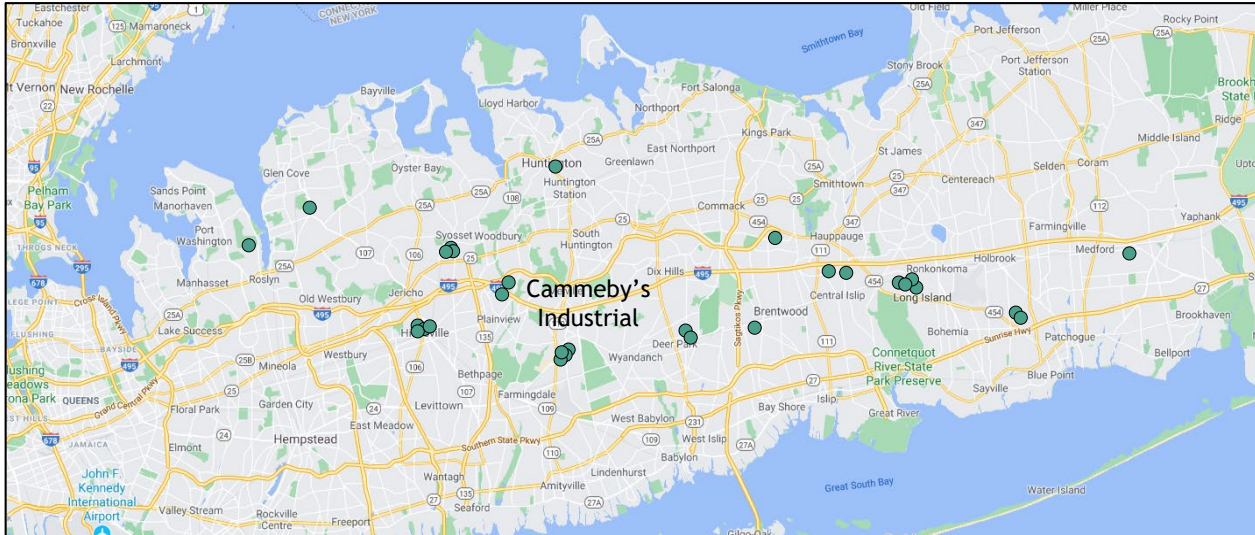
## SAMPLE TRANSACTION: WASHINGTON SQUARE

- \$146 million floating rate, first mortgage loan secured by Washington Square in Minneapolis, MN
  - Three well-located, newly renovated class A office buildings and parking garage; 64% LTV and 85% occupied
  - Initial funding of \$121 million with \$25 million future funding for building improvements and leasing
- Blackstone offered a solution for a repeat borrower to refinance and fund remaining renovations



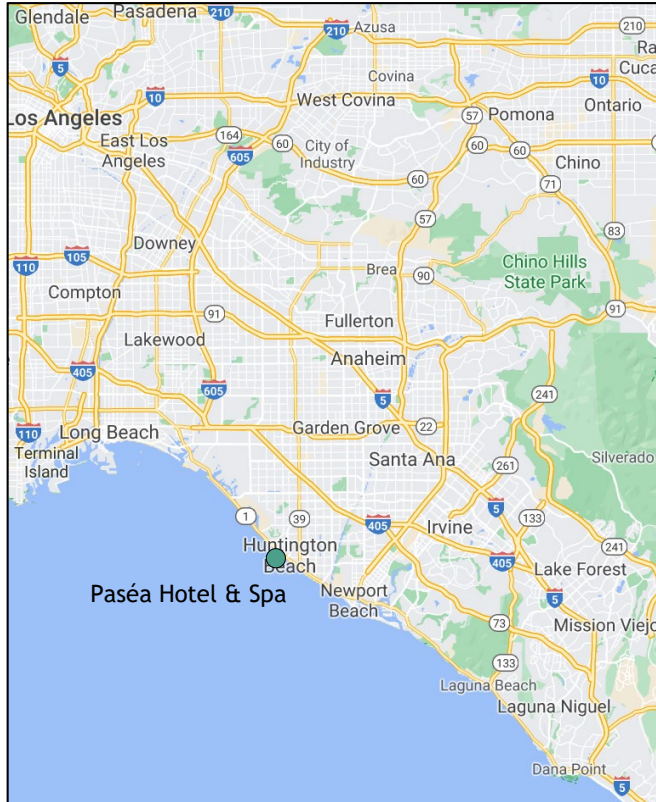
## SAMPLE TRANSACTION: CAMMEBY'S INDUSTRIAL PORTFOLIO

- \$243 million floating rate, first mortgage loan secured by crossed infill industrial portfolio
  - Consists of fully-leased 37 building, 3.8mm SF portfolio located in Long Island, NY; 70% LTV and 91% occupied
  - Includes \$24 million to finance the acquisition of portfolio add-ons and future capital improvements
- Stable cash flows and benefits from close proximity to thoroughfares and dense population centers



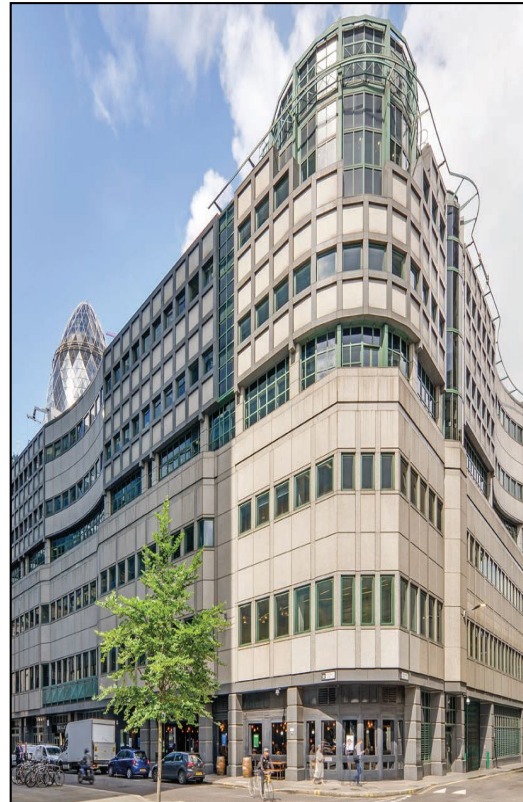
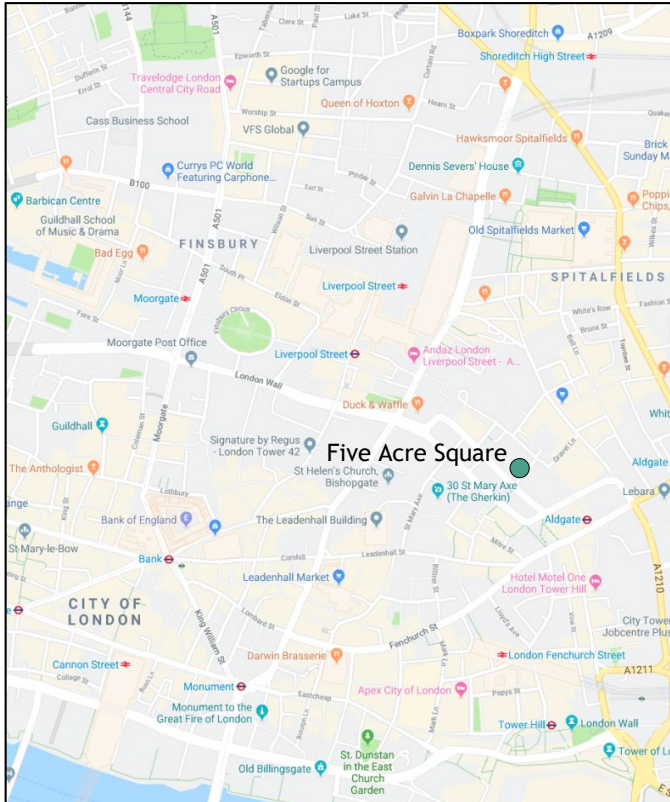
## SAMPLE TRANSACTION: PASÉA HOTEL & SPA

- \$133 million floating rate, first mortgage loan secured by Paséa Hotel & Spa
  - Newly-built 250-key beachfront hotel located in Huntington Beach, CA; 59% LTV
- Premier asset in an irreplaceable location in a drive-to market, catering to transient demand



## SAMPLE TRANSACTION: FIVE ACRE SQUARE

- £112 million floating rate, first mortgage loan secured by Five Acre Square in London
  - Well-located 201k SF prime office building; 70% LTV with strong sponsorship
- Long-let, freehold asset with close proximity to amenities and transportation hubs



## SAMPLE TRANSACTION: DUTCH MULTIFAMILY

- €107 million floating rate, first mortgage loan secured by a portfolio of residential and office assets
  - 819 residential units and 2 office buildings; 65% LTV and 98% occupied residential units
  - Initial funding of €87 million with €20 million future funding for additional building improvements
- Assets are well-located in city centers of four regional Dutch cities, within a ~1-hour commute from Amsterdam



## BXMT RELATIVE VALUE

- Blackstone provides compelling relative value compared to other listed real estate products

	<b>Blackstone</b> Mortgage Trust	<b>Other Comm</b> <b>mREITs</b>	<b>Agency Resi</b> <b>mREITs</b>	<b>Equity</b> <b>REITs</b>
Dividend Yield	✓	✓	✓	✗
Senior Loans	✓	✗	✓	✗
Floating Rate	✓	✓	✗	✗
Low Earnings Volatility	✓	✗	✗	✓

Note: The composition of the various categories of REITs being compared with BXMT, as well as the characteristics compared, reflect our current views as of the date appearing in this material only and are not based on any index or other established categorization.