

**Blackstone**

Mortgage Trust

# **Blackstone Mortgage Trust, Inc.**

## **2Q 2022 Earnings Release & Company Supplemental**

**AUGUST 2022**

- Blackstone Mortgage Trust is a publicly-traded commercial mortgage REIT focused on senior lending in North America, Europe, and Australia

### Preeminent Sponsorship

- BXMT is managed by Blackstone, the largest real estate private equity business in the world, providing access to all the resources of the Blackstone Real Estate platform

### Senior Lending

- BXMT originates senior loans with conservative leverage, backed by institutional-quality real estate that can capture rental growth in an inflationary environment

### Floating Rate

- With a 99.9% floating rate loan portfolio, BXMT is positioned to significantly benefit from higher rates while maintaining book value stability

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Note: The information in this deck is as of June 30, 2022, unless otherwise stated. Opinions expressed reflect the current opinions of BXMT as of the date appearing in the materials only and are based on BXMT's opinions of the current market environment, which is subject to change. BXMT's manager is a subsidiary of Blackstone.

### What You Want



Interest rate protection



Income generation



Downside protection



Investing in sectors outpacing inflation



Consistent results

### What BXMT Has Delivered



99.9% floating rate loans  
with term-matched financings



9.9% yield on book<sup>(1)</sup>



64% loan-to-value



Transitional assets well-positioned to  
capture income growth



Paid \$0.62 per share dividend for the  
past 28 consecutive quarters

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(1) Yield on book calculated as annualized 2Q '22 distributable earnings of \$0.67 per share over book value per share of \$27.17.

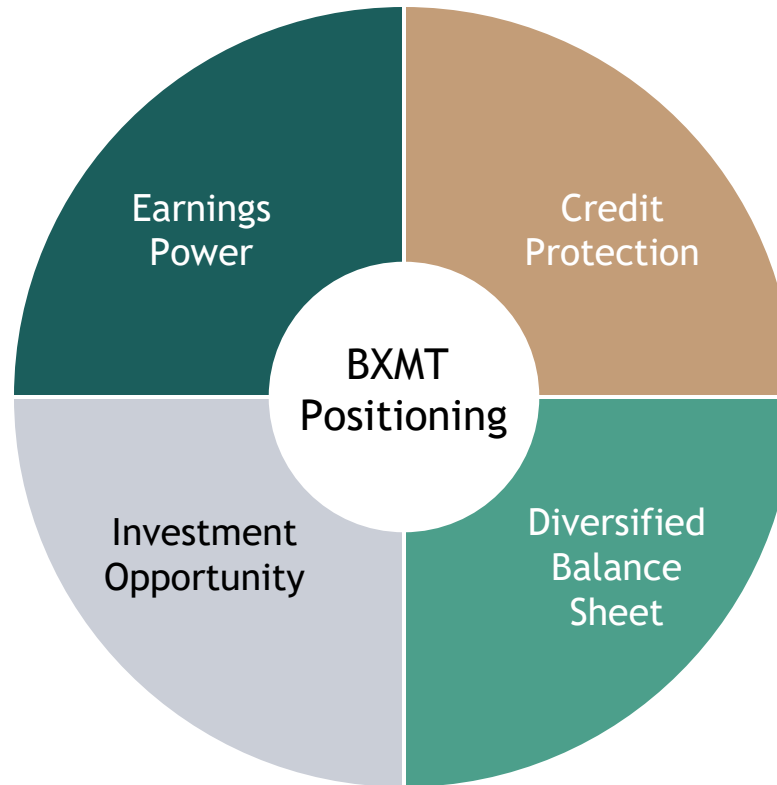
## BXMT MARKET POSITIONING

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- BXMT's business is well-positioned in the current environment, with earnings set to benefit from rising rates and an opportunistic investment backdrop, and credit performance well-insulated from volatility

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- Predictable cash flow from large, floating-rate loan portfolio positioned to benefit from additional growth and higher rates

- 
- Blackstone sponsorship provides unique access to attractive investments globally



- 
- Low-leverage portfolio well-protected from inflation

- 
- Diversified funding sources and stable, match-funded financing structure

- Blackstone is the world's largest global alternative asset manager with market-leading businesses

**36 yr**  
investment  
record

**\$941B**  
assets under  
management

**100%**  
alternatives  
focused

### Real Estate \$320B

- Opportunistic
- Core+
- Debt

### Hedge Fund Solutions \$80B

- Portfolio Solutions
- Direct Investing
- GP Participation
- Crossover Growth Equity



### Private Equity \$276B

- Corporate Private Equity
- Secondaries
- Tactical Opportunities
- Infrastructure
- Life Sciences
- Growth

### Credit & Insurance \$265B

- Private Debt
- Liquid Credit
- Insurance Solutions

Note: Totals may not sum due to rounding. Assets under management ("AUM") is estimated and unaudited. There can be no assurance that any Blackstone fund or investment will achieve its objectives or avoid substantial losses. Real Estate AUM, as used herein, includes co-investments and Blackstone's GP and side-by-side commitments, as applicable. Credit AUM is a combined figure that includes Blackstone Credit ("BXC"), Harvest Fund Advisors ("Harvest"), and Blackstone Insurance Solutions ("BIS") businesses.

- Blackstone is the largest owner of commercial real estate globally

### BREP

Global opportunistic  
real estate



**\$123B**  
investor capital

### Core+

Income-producing, substantially  
stabilized, global real estate



**\$143B**  
investor capital

### BREDS

Global performing real estate debt  
and securities



**\$54B**  
investor capital

Note: As of June 30, 2022. Largest owner based on estimated market value per Real Capital Analytics and excludes governmental entities and religious organizations. “Investor capital” includes co-investments and Blackstone’s GP and side-by-side commitments, as applicable. **Past performance is not necessarily indicative of future results.** There can be no assurance that any Blackstone fund or investment will achieve its objectives or avoid substantial losses. See “Important Disclosure Information”, including “Fund Definitions”.

## BREDS OVERVIEW

- BXMT is the senior floating-rate lending vehicle within BREDS, and benefits from the cross-market knowledge and relationships generated across the BREDS business

### Blackstone Mortgage Trust ("BXMT")

- Originates senior loans on core assets to well-capitalized sponsors
- Downside protection and income orientation
- Dividends generated from interest income

**\$26.5B**  
loan portfolio<sup>(1)</sup>

### BREDS Drawdown Funds

- Investments across real estate debt including mezzanine loans, real estate securities, residential and commercial mortgages and corporate credit
- Consistent, attractive risk-adjusted returns
- Traditional closed-end fund structure

**\$14.1B**  
investor capital<sup>(2)</sup>

### Insurance

- Direct originations and sourcing solutions across high-quality real estate for insurance companies
- Liquid securities, and residential and commercial mortgages, primarily fixed rate

**\$32.4B**  
investor capital

Note: BREDS Drawdown Funds refers to BREDS I-IV and BREDS HG. Investor capital includes co-investments and Blackstone's GP and side-by-side commitments, as applicable. This product is subject to the risk of capital loss and investors may not get back the amount originally invested. **Past performance is not necessarily indicative of future results.** There can be no assurance that any Blackstone fund or investment will achieve its objectives or avoid substantial losses. See "Important Disclosure Information", including "Fund Definitions".

(1) Includes \$1.5 billion of Non-Consolidated Senior Interests.

(2) Investor capital includes Real Estate Securities ("RE Securities") (\$2.0 billion) and other funds (\$297 million).

- Nearly 900 people in 12 offices, across one fully integrated real estate platform

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### Blackstone Advantage

#### Global Business

- 889 professionals
- 12 global offices

#### Scale Capital

- \$320 billion RE AUM
- \$124 billion raised in LTM

#### Long View

- Long term capital commitments

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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

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global real estate  
platform









1

investment process—  
same people,  
same process




- BXMT's unique investment process is complemented by a fully-integrated corporate infrastructure
- Overseen by a cycle-tested leadership team with 70+ years of combined Blackstone Real Estate experience<sup>(1)</sup>

## BXMT Officers

 <b>Katie Keenan</b> Chief Executive Officer 10 Years	 <b>Austin Peña</b> Executive Vice President 9 Years	 <b>Tony Marone</b> Chief Financial Officer 14 Years	 <b>Leon Volchyok</b> Chief Legal Officer & Secretary 9 Years	 <b>Weston Tucker</b> Head of Investor Relations 14 Years
 <b>Robert Sitman</b> Head of Loan Asset Management 8 Years	 <b>Paul Kolodziej</b> Head of Accounting 6 Years	 <b>Courtney Cheng</b> Vice President of Finance 7 Years		

## BREDS Investment Committee

 <b>Kathleen McCarthy</b> Global Co-Head Real Estate 12 Years	 <b>Kenneth Caplan</b> Global Co-Head Real Estate 25 Years	 <b>Michael Nash</b> Executive Chairman of the Board of BXMT 15 Years	 <b>Jonathan Pollack</b> Global Head of Structured Finance 7 Years	 <b>Nadeem Meghji</b> Head of Real Estate Americas 14 Years
 <b>Stephen Plavin</b> Senior Managing Director 24 Years	 <b>Tim Johnson</b> Global Head of BREDS 11 Years	 <b>Rob Harper</b> Head of Real Estate Asset Management 20 Years	 <b>Will Skinner</b> Global COO of Structured Finance 9 Years	 <b>Michael Wiebolt</b> Head of Structured Finance Securities 5 Years

## BREDS Dedicated Team

<b>57</b> Originations (U.S.)	<b>22</b> Originations (Europe, Australia)	<b>27</b> Asset Management	<b>9</b> Capital Markets	<b>45</b> Finance
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Note: Years refers to time worked at Blackstone.

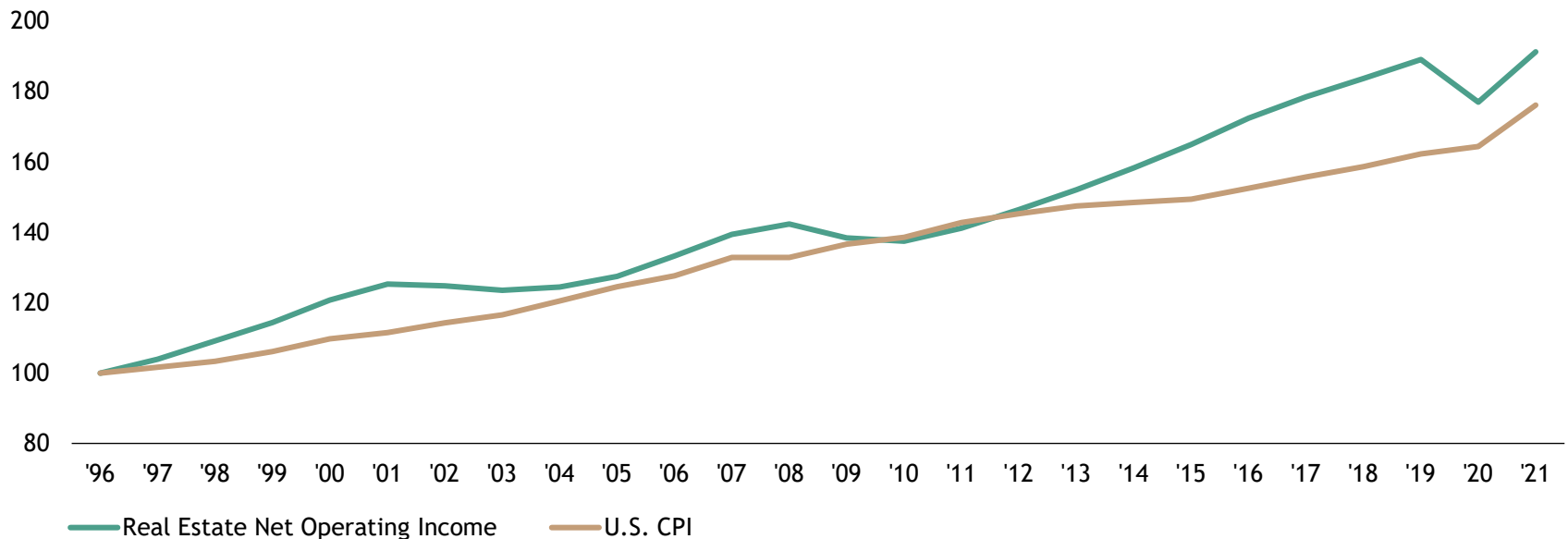
(1) Represents combined years of Blackstone Real Estate experience for eight BXMT officers; Includes years at companies that Blackstone subsequently acquired, as applicable.

## INFLATION PROTECTION

- Real estate NOI has historically outpaced inflation, augmenting the credit support for our loan portfolio even as rates rise
- BXMT has a low-leverage real estate loan portfolio with a focus on growth markets and transitional business plans that are well positioned to capitalize on an inflationary environment

### Real Estate Income and Inflation

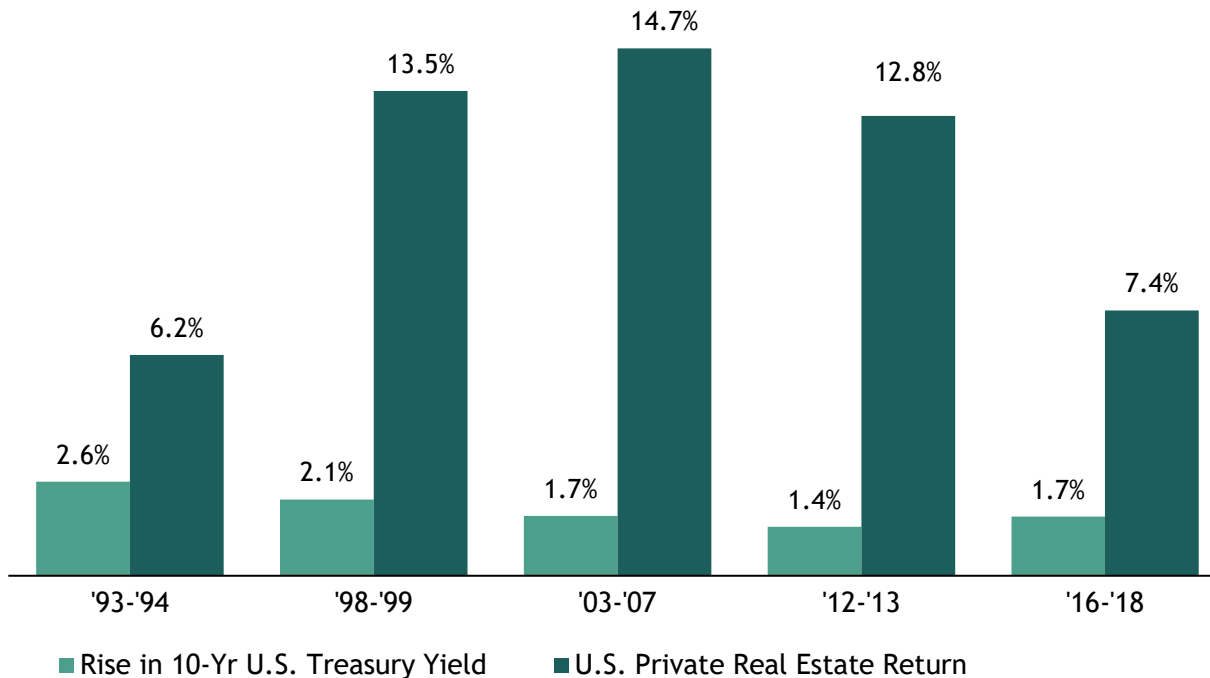
Indexed, 1996=100



Note: Green Street Advisors, Bureau of Labor Statistics as of December 31, 2021. Represents BXMT's view of the current market environment as of the date appearing in this material only. **Past performance does not guarantee future results.** See "Important Disclosure Information-Trends". Net operating income (NOI) growth represents the average NOI growth by year across the equal-weighted average of the asset-weighted average of the apartment, industrial, mall, office and strip retail sectors. The Consumer Price Index (CPI) measures changes in the prices paid by urban consumers for a representative basket of goods and services. NOI may not be correlated to or continue to keep pace with inflation.

## INFLATION PROTECTION

- U.S. private real estate values generally have increased during periods of rising interest rates
- BXMT's loans start with a substantial equity cushion, creating a well-protected credit position that is further enhanced by value-add business plans



64%

BXMT's current  
portfolio  
Loan-to-Value<sup>(1)</sup>

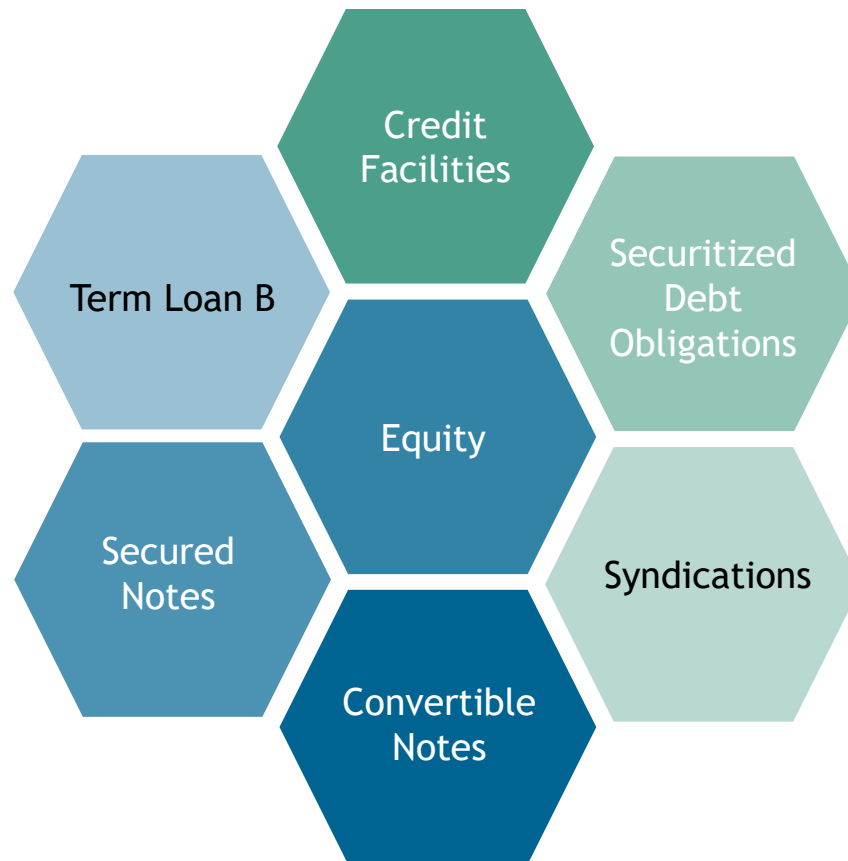
Note: Morningstar, NCREIF as of March 31, 2021. Represents BXMT's view of the current market environment as of the date appearing in this material only. **Past performance does not guarantee future results.** See "Important Disclosure Information-Trends". The time periods above (1993-1994, 1998-1999, 2003-2007, 2012-2013, 2016-2018) constitute select episodes over the 25-year period from 1993 to 2018 when treasury yields increased by more than 135bps. From December 2008 to April 2010, the 10-Yr U.S. Treasury Yield increased by 1.4% and the U.S. Private Real Estate Return decreased by 4.6%. U.S. Private Real Estate Return is represented by the NFI-ODCE index annualized return; annualized returns refer to specific time period plus one additional year. The NFI-ODCE reflects the returns of diversified, private core, open-end funds that invest in private real estate, including leverage and fund expenses but excluding management and advisory fees. Returns net of management and advisory fees would be materially lower. The funds in the NFI-ODCE index typically employ lower risk investment strategies, utilize low leverage and generally represent equity ownership positions in stable U.S. operating properties diversified across regions and property types. The annualized return for the NFI-ODCE for the time periods shown (1993-2018) is 8.9%. An investment in BXMT is different from the NFI-ODCE. It is not possible to invest directly in an index. An investment in BXMT is not a direct investment in real estate, and has material differences from a direct investment in real estate, including those related to fees and expenses, liquidity and tax treatment. The rise in the 10-Yr U.S. Treasury Yield is represented by the peak and trough 10-Yr U.S. Treasury Yield during each timeframe presented.

(1) Reflects weighted average loan-to-value ("LTV") as of the date investments were originated or acquired by BXMT.

## ROBUST CAPITALIZATION

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- BXMT's fully-scaled business affords it consistent access to a wide variety of asset-level and corporate capital options, supporting efficient execution throughout market environments

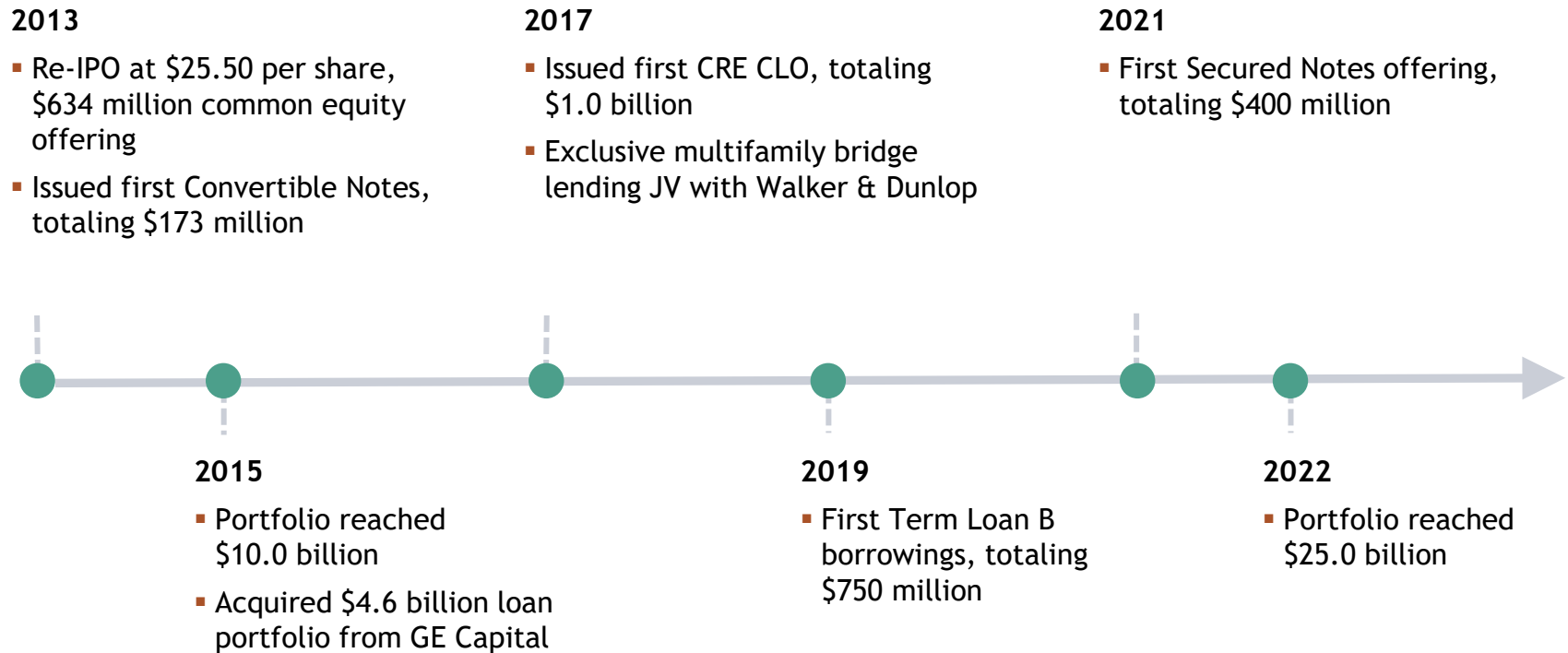


- Integrity of BXMT's liability structure is a risk management imperative
  - ✓ Term-matched: debt maturities correspond to asset repayments
  - ✓ Index-matched: eliminate interest rate risk
  - ✓ Currency-matched: hedge foreign exchange exposure
  - ✓ Prioritize lower cost over incremental leverage to optimize current income
  - ✓ No capital markets and limited credit MTM provisions protect liquidity

## BXMT TRACK RECORD OF INNOVATION

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- BXMT's innovative approach and strong positioning has enabled consistent growth and continued optimization on both sides of the balance sheet



## 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>
High 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 BXMT's current views as of the date appearing in this material only and are not based on any index or other established categorization.

## BXMT TARGET INVESTMENTS

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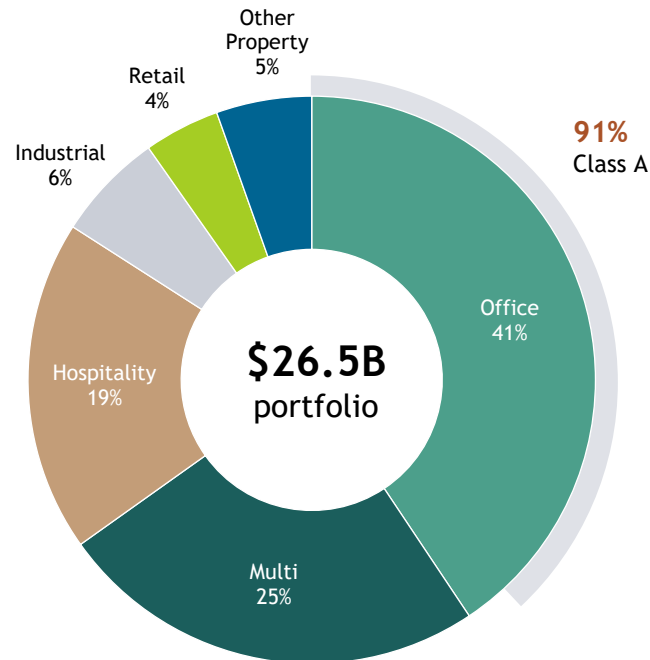
<b>Loan Size</b>	\$50 million to \$500+ million
<b>Collateral</b>	First mortgages on stabilized or transitional assets
<b>Property Type</b>	All commercial property types
<b>Geographies</b>	North America, Western Europe and Australia
<b>Loan to Value</b>	Last dollar 50% to 75%
<b>Rate</b>	Libor + 3.00%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



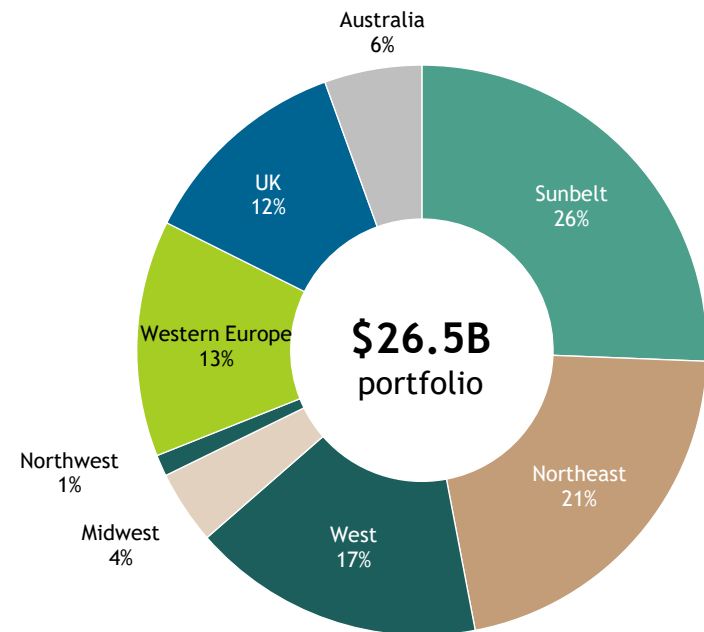
## PORTFOLIO OVERVIEW

- Fully-scaled portfolio is well diversified by collateral and geography, and secured by institutional assets with growth-oriented business plans best positioned for an inflationary environment

### Collateral Diversification



### Geographic Distribution

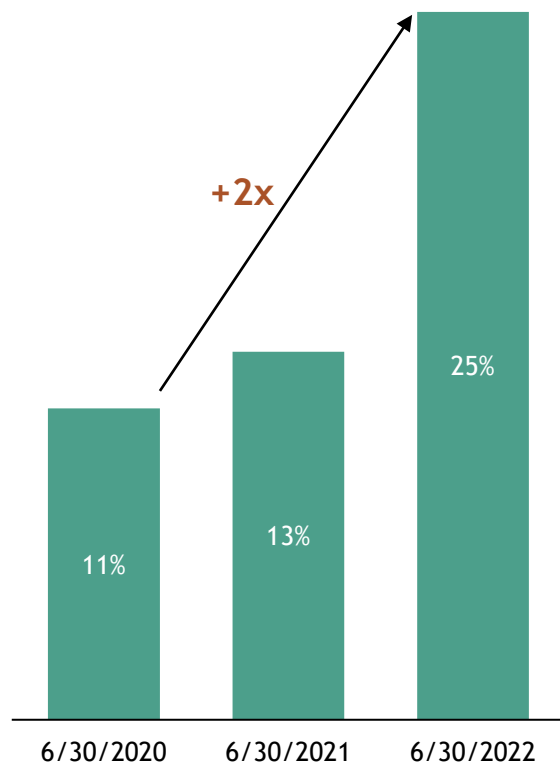


## MULTIFAMILY PORTFOLIO

- BXMT multifamily exposure more than doubled in the past two years to 25% of the loan portfolio, as BXMT accelerated lending activity in the sector
- Primary focus on Sunbelt markets and New York City, where rent growth has shown strong momentum

### Multifamily Loans

(% of total portfolio)



### Largest Multifamily Loans



#### **Greenpoint Landing** *Brooklyn, NY*

- New multifamily development in Brooklyn
- Highly-amenitized, waterfront location
- \$500mm loan / 58% LTV
- 30% affordable units



#### **Provident Portfolio** *Various, TX*

- Portfolio of multifamily assets in Austin/Dallas
- Fully leased with strong market rent growth
- \$280mm loan / 74% LTV
- Proximity to employment nodes and shopping



#### **Sunbelt Multifamily Portfolio** *Various, US*

- Portfolio of multifamily assets in Sunbelt markets
- Fully leased with value-add renovation business plan
- \$264mm loan / 75% LTV
- Nashville, Phoenix, Tampa, and Atlanta

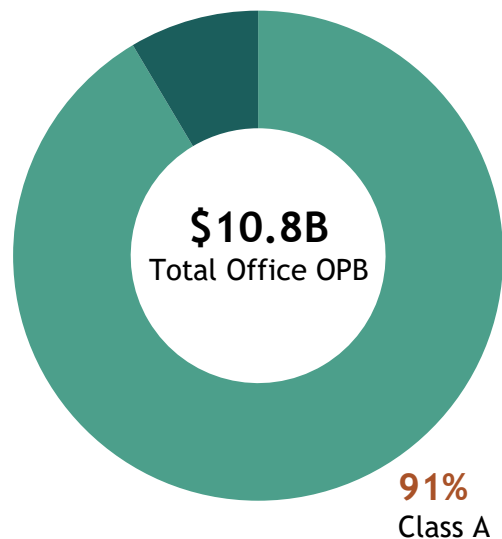


#### **Branch Portfolio** *Dallas, TX*

- 4 high-quality, recently built multifamily assets
- Well-occupied with good locations in Dallas
- \$259mm loan / 72% LTV
- Business plan for interior and technology upgrades

- BXMT's high-quality office portfolio is 91% collateralized by Class A properties
- The four largest office loans comprise 26% of BXMT's office portfolio and exemplify our targeted credit profile: low leverage loans backed by highly-amenitized assets, best-in-class sponsors, and strong locations

### Office Loans

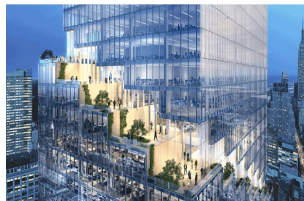


### Largest Office Loans



#### **Project Gloss** *Dublin, IE*

- Portfolio of Office & Logistics assets
- Fully leased asset
- \$1.1B loan / 74% LTV
- Certain assets LEED Platinum Certified



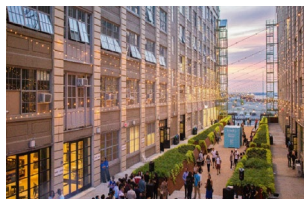
#### **The Spiral** *New York, NY*

- Class-A Office construction in Hudson Yards
- Future HQ of Pfizer
- \$1.5B loan / 48% LTV
- Pursuing LEED Silver Certification



#### **Burbank** *Los Angeles, CA*

- 699k SF Studio construction
- Future regional HQ of Warner Bros.
- \$746mm loan / 59% LTV
- Pursuing LEED Gold Certification



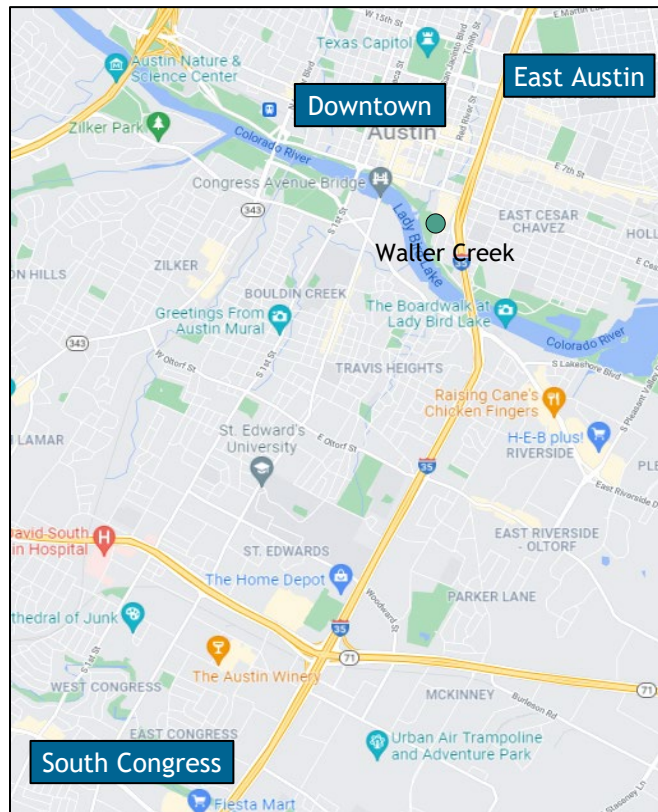
#### **Industry City** *Brooklyn, NY*

- 5.8mm SF creative office and retail hub
- Destination, well-amenitized, high-cash flowing asset
- \$475mm loan / 50% LTV
- Strong transit connectivity and unique offerings



## SAMPLE TRANSACTION: WALLER CREEK

- \$675 million floating rate, first mortgage loan secured by a 74-story mixed-use tower in Austin, TX
  - 53% LTV<sup>(1)</sup> loan to finance the Sponsor's construction of the project, which consists of office, multifamily, and hotel components
  - Project will seek LEED Gold and WELL Bronze certifications and provide best-in-class amenities
- Trophy development at the intersection of Downtown and the Rainey Street District in Austin, the fastest growing major metro area in the U.S. in the last 3 years<sup>(2)</sup>



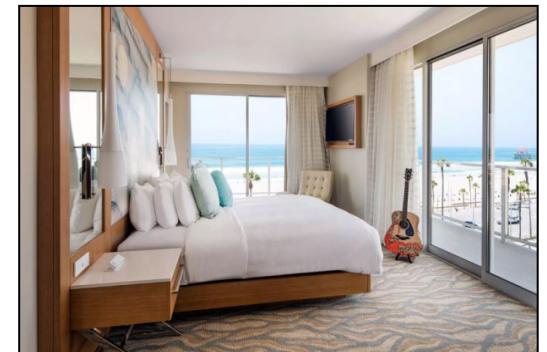
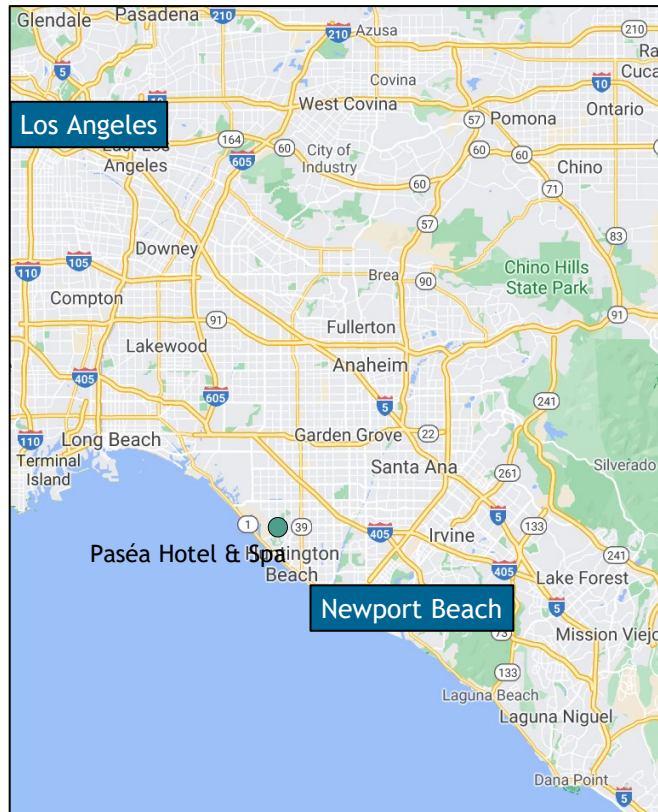
(1) Reflects weighted average loan-to-value ("LTV") as of the date investments were originated or acquired by BXMT.

(2) Source: STI: PopStats as of 6/30/2022.



## 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<sup>(1)</sup>
  - First beachfront hotel with unobstructed views built in Ocean County since 2009
- Premier asset in an irreplaceable location in a drive-to market, catering to transient leisure demand

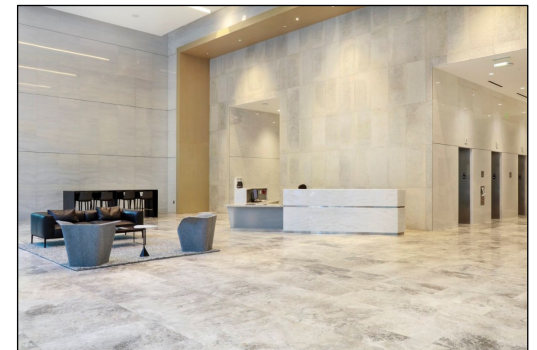
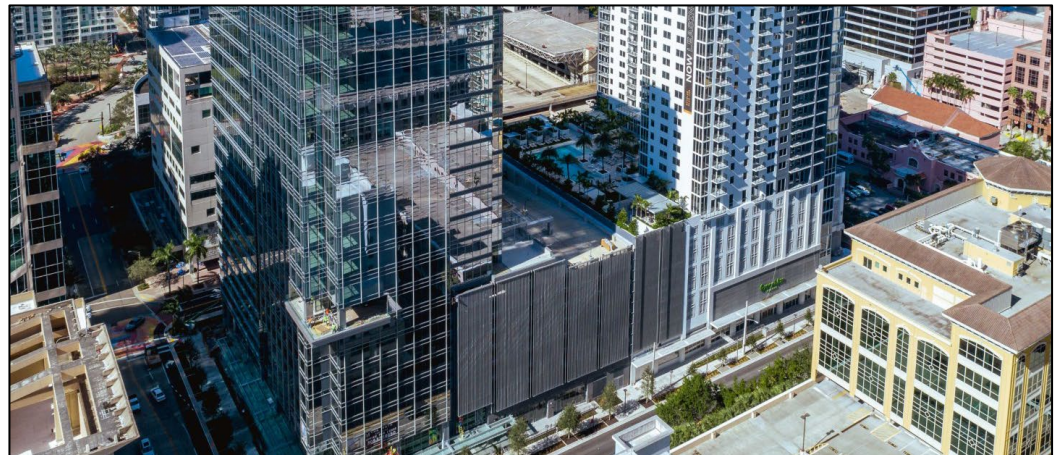
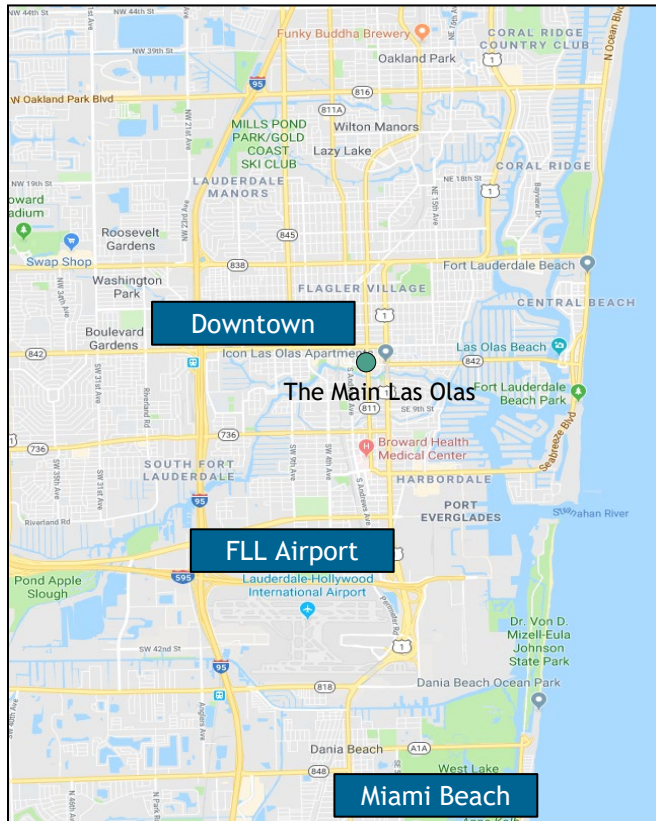


(1) Reflects weighted average loan-to-value ("LTV") as of the date investments were originated or acquired by BXMT.



## SAMPLE TRANSACTION: THE MAIN LAS OLAS

- \$155 million floating rate, first mortgage loan secured by The Main Las Olas
  - First new office building in Downtown Ft Lauderdale, FL since 2007; 55% LTV<sup>(1)</sup>
- The Class A, LEED Gold office property is centrally located with close proximity to hotel, retail, and dining options on Las Olas Blvd and is fully leased



(1) Reflects weighted average loan-to-value ("LTV") as of the date investments were originated or acquired by BXMT.



## 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<sup>(1)</sup> and 98% occupied residential units
  - Initial funding of €87 million with €20 million of future funding for additional building improvements
- Assets are well-located in city centers of four regional Dutch cities, generally within a 1-hour commute from Amsterdam



(1) Reflects weighted average loan-to-value ("LTV") as of the date investments were originated or acquired by BXMT.

# **BXMT 2Q 2022 Earnings Release**



- 2Q EPS of \$0.55; Distributable EPS<sup>(1)</sup> of \$0.67 with strong earnings momentum driven by floating-rate, performing senior loan portfolio
- Strategically positioned for opportunistic market environment with strong liquidity and diversified, well-structured balance sheet

### Robust Earnings

Fully-scaled \$26.5 billion<sup>(2)</sup> portfolio positively correlated to rising rates

**\$0.67**

2Q Distributable EPS<sup>(1)</sup>

**+11%**

YoY LTM Distributable EPS<sup>(1)</sup>

### Protected Credit

Well-insulated basis in high quality assets owned by strong, institutional sponsors

**64%**

w.a. origination LTV<sup>(3)</sup>

**100%**

interest collections

### Fortified Balance Sheet

Continued access to diverse sources of capital on favorable terms

**\$1.5B**

liquidity

**\$2.4B**

2Q new financing capacity

(1) YoY LTM GAAP EPS of (6)%; see Appendix for a definition and reconciliation to GAAP net income.

(2) Includes \$1.5 billion of Non-Consolidated Senior Interests.

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

### Earnings

- 2Q GAAP basic earnings per basic share of \$0.55 and Distributable Earnings<sup>(1)</sup> per share of \$0.67; paid \$0.62 per share dividend, 108% dividend coverage in 2Q
- 99.9% floating rate portfolio positioned to create inflation-protected earnings stream positively correlated to rising rates
- A 100bps increase in base rates from the 2Q average would generate \$0.15 per share of incremental earnings annually from the current portfolio<sup>(2)</sup>

### Investments

- 2Q originations of \$3.0 billion backed by top sponsors and high-quality assets, in high-conviction sectors such as travel and leisure, multifamily, industrial, and new-build office
- Continued portfolio growth, with \$2.8 billion of loan fundings driving a net \$1.4 billion increase in investments outstanding
- 2Q originations averaged 59% LTV with a \$313 million average loan size

### Portfolio

- \$26.5 billion senior loan portfolio<sup>(3)</sup> secured by institutional quality real estate, with a weighted average origination LTV<sup>(4)</sup> of 64%
- Collateral assets with transitional value-add business plans continue to be well-positioned for NOI growth in an inflationary, higher rate environment
- Consistent credit with no risk rating downgrades and 100% interest collections

### Capitalization

- Strong execution across a variety of asset-level financing sources, with \$1.0 billion of additional credit facility capacity and \$897 million of syndications
- Raised \$500 million, 7-year Term Loan B; stable corporate debt structure with minimal near-term maturities
- Well-positioned to capture opportunities in the current investment environment, with quarter-end liquidity of \$1.5 billion

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

(2) Reflects the earnings impact, net of incentive fees, of an increase in the various floating-rate indices referenced by our portfolio as of June 30, 2022, assuming no change in credit spreads, portfolio composition, or asset performance.

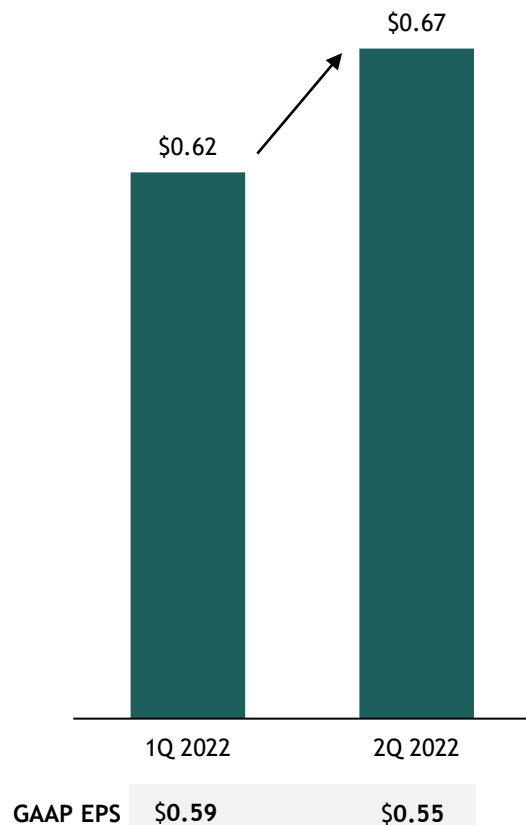
(3) Includes \$1.5 billion of Non-Consolidated Senior Interests.

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

## EARNINGS

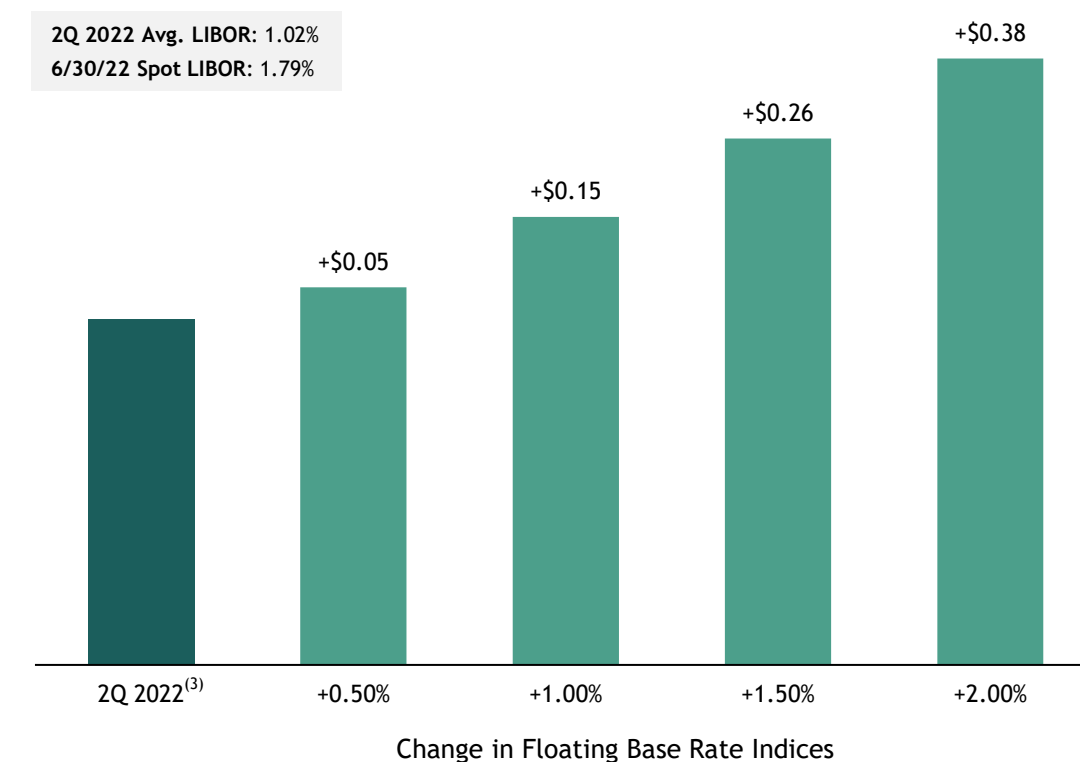
- Rising rates accelerated earnings power of floating-rate loan portfolio, resulting in significant earnings growth
- Positive earnings correlation to rising rates; an increase in base rates of 100bps generates an incremental \$0.15 of earnings per share annually<sup>(1)</sup>

### Earnings Per Share<sup>(2)</sup>



### Earnings Sensitivity to Rising Rates<sup>(1)</sup>

Annual Incremental EPS on Net Floating Rate Portfolio



(1) Reflects the earnings impact, net of incentive fees, of an increase in the various floating-rate indices referenced by our portfolio as of June 30, 2022, assuming no change in credit spreads, portfolio composition, or asset performance.

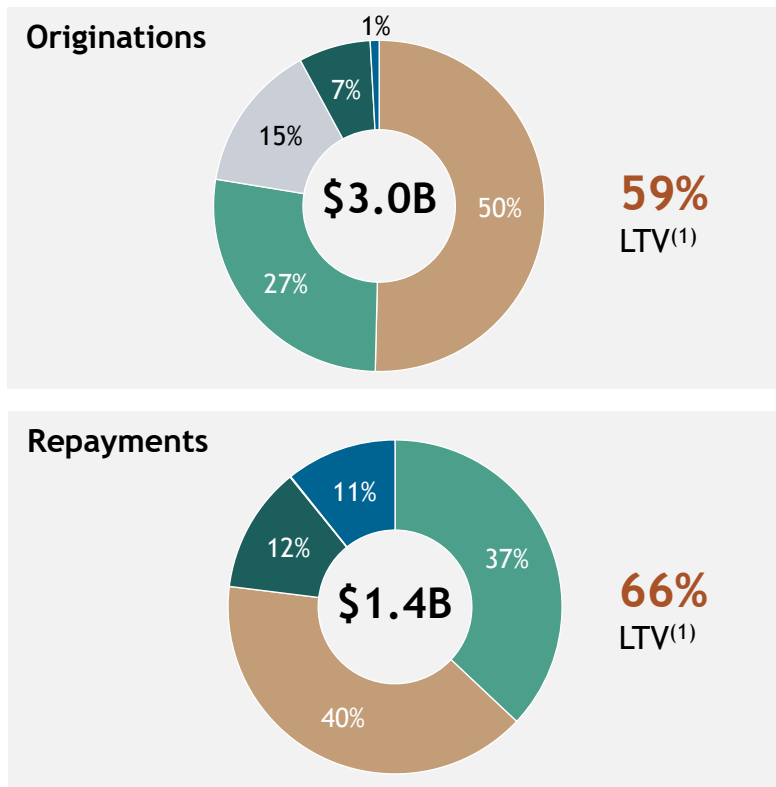
(2) Reflects Distributable Earnings per share. See Appendix for a definition and reconciliation to GAAP net income.

(3) Represents respective average indices for the three months ended June 30, 2022; average 1M USD LIBOR was 1.02% and 1M SOFR was 0.93%.

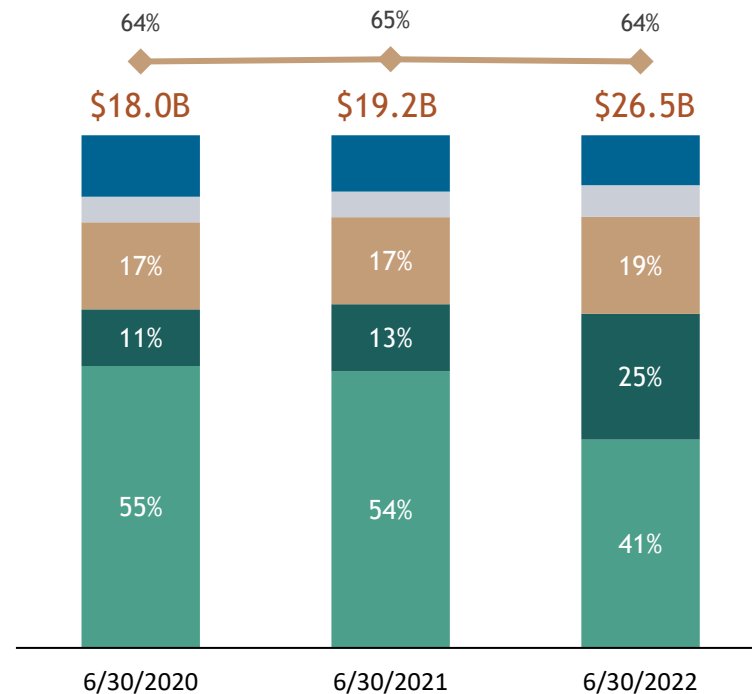
## INVESTMENTS

- Investments concentrated in high-conviction sectors well-positioned to capture NOI growth in an inflationary environment, including hospitality, industrial, multifamily, and new-build office
- Consistent focus on low-leverage lending, with 2Q originations averaging 59% LTV

### 2Q Portfolio Activity



### Portfolio Composition

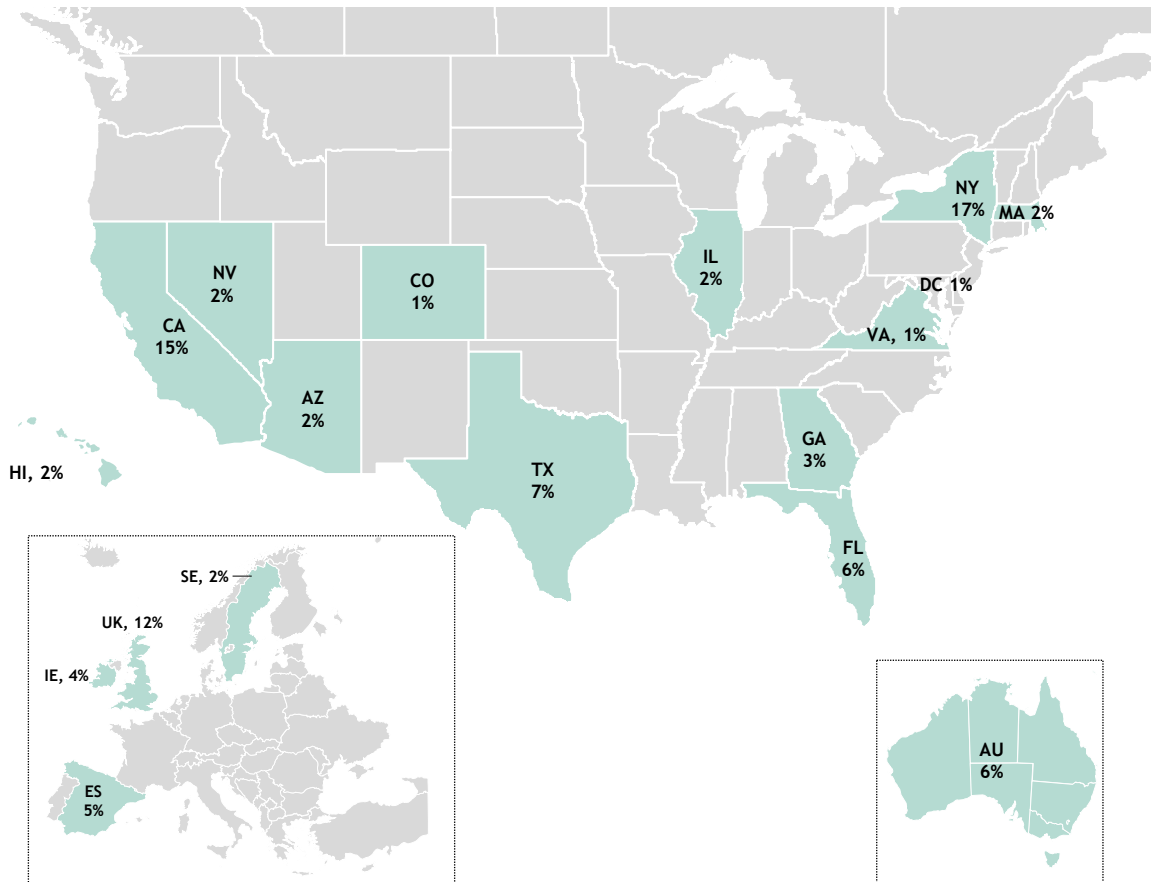


Office Multifamily Hospitality Industrial Other Weighted Average LTV<sup>(1)</sup>

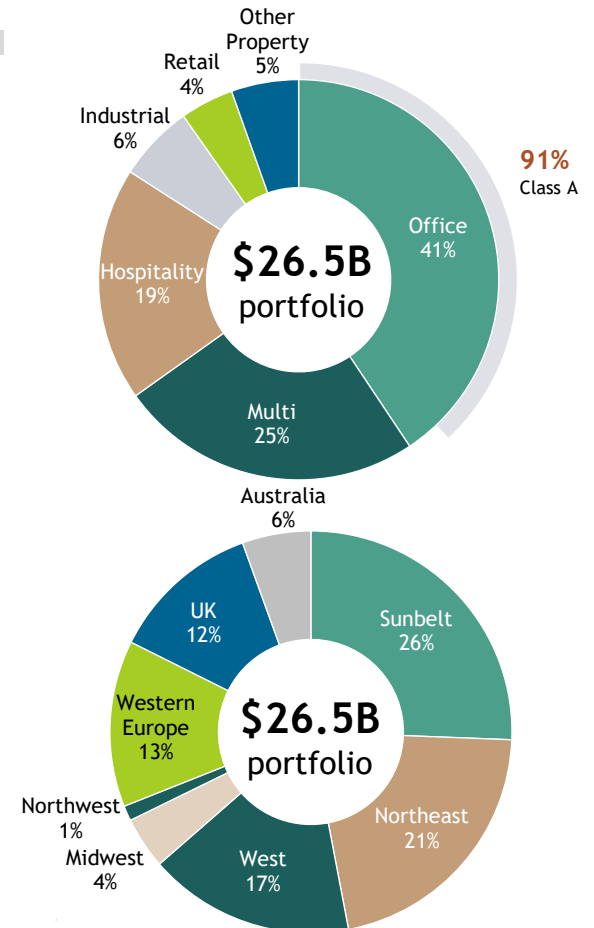
(1) Reflects weighted average LTV as of the date investments were originated or acquired by BXMT.

- Fully-scaled portfolio of 205 loans secured by institutional assets, with growth-oriented transitional business plans well positioned for an inflationary environment

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



## Collateral Diversification



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

## CAPITALIZATION

- Diversified balance sheet affords strong execution across a variety of financing markets
- Long-dated maturity schedule, with only \$220 million of debt maturities prior to 2026

### 2Q Financing Activity

**\$1.0B**

credit facility capacity  
upsized across 3 lenders

**\$1.6B**

asset financings closed across  
7 credit facility lenders

**\$897mm**

syndications closed  
across 3 loans

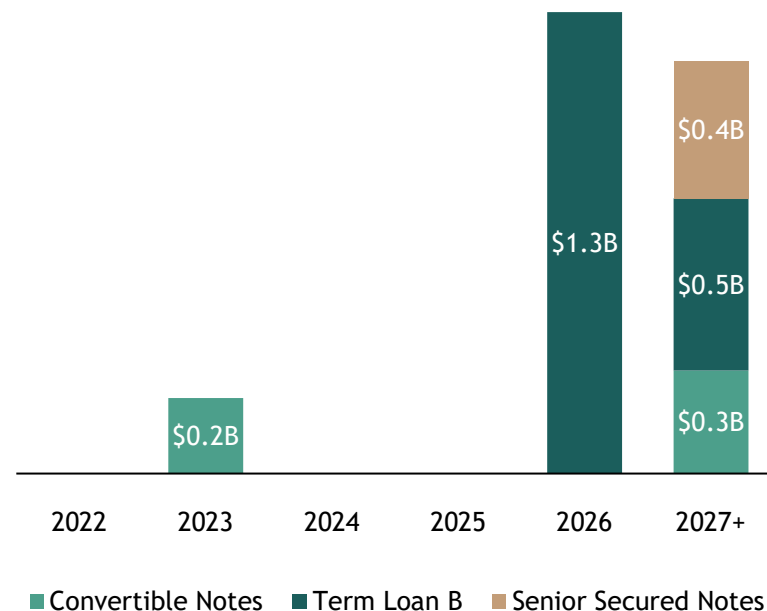
**\$500mm**

7-year  
Term Loan B

**\$1.5B**

current liquidity

### Corporate Debt Maturities<sup>(1)</sup>



(1) Excludes \$18.7 million per annum of scheduled amortization payments under the Term Loan B.

# Appendix

## 2Q 2022 Operating Results

(\$ in millions)

	GAAP Net Income	Adjustments	Distributable Earnings
Interest income	\$283.7	\$ -	\$283.7
Interest expense	(136.6)	(0.1)	(136.7)
Management and incentive fees	(27.1)	-	(27.1)
General and administrative expenses and taxes	(4.7)	-	(4.7)
Increase in current expected credit loss reserve	(13.0)	13.0	-
Non-cash compensation	(8.4)	8.4	-
Realized hedging and foreign currency loss, net <sup>(1)</sup>	-	(0.8)	(0.8)
Net income attributable to non-controlling interests	(0.6)	(0.1)	(0.7)
<b>Total</b>	<b>\$93.3</b>	<b>\$20.4</b>	<b>\$113.7</b>

# \$0.55

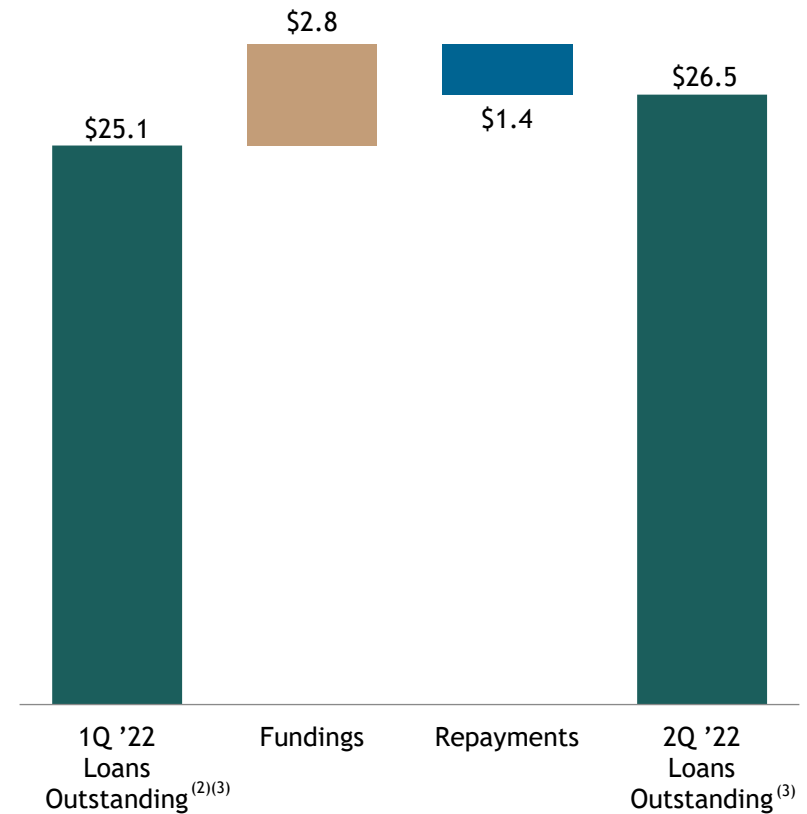
net income per share

# \$0.67

distributable earnings per share

## Net Fundings

(\$ in billions)



(1) Primarily represents the repatriation of net interest income earned during the quarter from non-USD investments. The difference between the value of such income on the date of conversion to USD and our cumulative basis in such income is not included in GAAP net income, but rather as a component of Other Comprehensive Income on our consolidated balance sheet.

(2) Adjusted to reflect \$499 million of non-cash fluctuations in foreign currency rates during the period for comparability to our total loan portfolio as of June 30, 2022.

(3) Includes \$1.5 billion of Non-Consolidated Senior Interests.



## Portfolio Details

(\$ in millions)

	Loan Type	Origination Date <sup>(1)</sup>	Total Loan <sup>(2)</sup>	Principal Balance <sup>(2)</sup>	Net Book Value	Cash Coupon	All-in Yield	Maximum Maturity <sup>(3)</sup>	Location	Property Type	Loan Per SQFT / Unit / Key	Origination LTV <sup>(1)</sup>
Loan 1	Senior Loan	8/14/2019	\$ 1,141	\$ 1,040	\$ 1,036	+ 2.59 %	+ 3.22 %	12/23/2024	Dublin - IE	Office	\$381 / sqft	74 %
Loan 2	Senior Loan	6/24/2022	913	913	904	+ 4.75 %	+ 5.07 %	6/21/2029	Diversified - AU	Hospitality	\$416 / sqft	59 %
Loan 3	Senior Loan	4/9/2018	1,487	702	692	+ 4.81 %	+ 5.68 %	6/9/2025	New York	Office	\$525 / sqft	48 %
Loan 4	Senior Loan <sup>(2)</sup>	12/9/2021	770	685	393	+ 2.65 %	+ 2.82 %	12/9/2026	New York	Mixed-Use	\$226 / sqft	50 %
Loan 5	Senior Loan	3/22/2018	683	683	682	+ 3.25 %	+ 3.31 %	3/15/2026	Diversified - Spain	Mixed-Use	n / a	71 %
Loan 6	Senior Loan <sup>(2)</sup>	8/7/2019	746	593	119	+ 3.12 %	+ 3.60 %	9/9/2025	Los Angeles	Office	\$401 / sqft	59 %
Loan 7	Senior Loan	3/30/2021	486	486	482	+ 3.20 %	+ 3.41 %	5/15/2026	Diversified - SE	Industrial	\$90 / sqft	76 %
Loan 8	Senior Loan <sup>(2)</sup>	12/17/2021	448	440	88	+ 3.95 %	+ 4.35 %	1/9/2026	Diversified - US	Other	\$13,716 / unit	61 %
Loan 9	Senior Loan	8/22/2018	363	363	363	+ 3.15 %	+ 3.28 %	8/9/2023	Maui	Hospitality	\$471,391 / key	61 %
Loan 10	Senior Loan	7/23/2021	500	348	343	+ 4.00 %	+ 4.44 %	8/9/2027	New York	Multi	\$467,033 / unit	58 %
Loan 11	Senior Loan	4/11/2018	355	345	344	+ 2.85 %	+ 3.10 %	5/1/2023	New York	Office	\$437 / sqft	71 %
Loan 12	Senior Loan <sup>(2)</sup>	11/22/2019	470	328	65	+ 3.70 %	+ 4.17 %	12/9/2025	Los Angeles	Office	\$328 / sqft	69 %
Loan 13	Senior Loan	9/23/2019	367	328	326	+ 3.00 %	+ 3.22 %	11/15/2024	Diversified - Spain	Hospitality	\$179,097 / key	62 %
Loan 14	Senior Loan	10/25/2021	311	311	308	+ 4.30 %	+ 4.62 %	10/25/2024	Diversified - AU	Hospitality	\$153,098 / key	56 %
Loan 15	Senior Loan	5/6/2022	305	305	302	+ 3.50 %	+ 3.79 %	5/6/2027	Diversified - UK	Industrial	\$95 / sqft	53 %
Loans 16 - 205	Senior Loans <sup>(2)(4)</sup>	Various	22,468	18,641	18,387	+ 3.20 %	+ 3.55 %	Various	Various	Various	Various	65 %
CECL reserve					(133)							
Total/Wtd. avg.			\$ 31,811	\$ 26,509	\$ 24,699	+ 3.29 %	+ 3.65 %	3.5 yrs				64 %

(1) 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.

(2) Includes \$1.5 billion of Non-Consolidated Senior Interests.

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

(4) Includes one loan accounted for under the cost-recovery method.

## Consolidated Balance Sheets

(\$ in thousands, except per share data)

	June 30, 2022	December 31, 2021
<b>Assets</b>		
Cash and cash equivalents	\$283,580	\$551,154
Loans receivable	24,831,546	22,003,017
Current expected credit loss reserve	(133,024)	(124,679)
<b>Loans receivable, net</b>	<b>\$24,698,522</b>	<b>\$21,878,338</b>
Other assets	461,145	273,797
<b>Total assets</b>	<b>\$25,443,247</b>	<b>\$22,703,289</b>
<b>Liabilities and equity</b>		
Secured debt, net	\$13,905,949	\$12,280,042
Securitized debt obligations, net	2,841,901	2,838,062
Asset-specific debt, net	860,007	393,824
Loan participations sold, net	225,884	—
Term loans, net	1,809,942	1,327,406
Senior secured notes, net	394,562	394,010
Convertible notes, net	512,994	619,876
Other liabilities	229,021	231,358
<b>Total liabilities</b>	<b>\$20,780,260</b>	<b>\$18,084,578</b>
Commitments and contingencies	—	—
<b>Equity</b>		
Class A common stock, \$0.01 par value	\$1,703	\$1,682
Additional paid-in capital	5,440,364	5,373,029
Accumulated other comprehensive income	7,078	8,308
Accumulated deficit	(811,554)	(794,832)
<b>Total Blackstone Mortgage Trust, Inc. stockholders' equity</b>	<b>\$4,637,591</b>	<b>\$4,588,187</b>
Non-controlling interests	25,396	30,524
<b>Total equity</b>	<b>\$4,662,987</b>	<b>\$4,618,711</b>
<b>Total liabilities and equity</b>	<b>\$25,443,247</b>	<b>\$22,703,289</b>

## Consolidated Statements of Operations

(\$ in thousands, except per share data)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Income from loans and other investments				
Interest and related income	\$283,687	\$196,303	\$518,119	\$383,827
Less: Interest and related expenses	136,619	82,352	237,333	160,723
<b>Income from loans and other investments, net</b>	<b>\$147,068</b>	<b>\$113,951</b>	<b>\$280,786</b>	<b>\$223,104</b>
Other expenses				
Management and incentive fees	\$27,065	\$21,545	\$50,551	\$40,752
General and administrative expenses	12,409	10,669	24,769	21,267
<b>Total other expenses</b>	<b>\$39,474</b>	<b>\$32,214</b>	<b>\$75,320</b>	<b>\$62,019</b>
(Increase) decrease in current expected credit loss reserve	(12,983)	50,906	(10,446)	52,199
<b>Income before income taxes</b>	<b>\$94,611</b>	<b>\$132,643</b>	<b>\$195,020</b>	<b>\$213,284</b>
Income tax provision	746	175	892	276
<b>Net income</b>	<b>\$93,865</b>	<b>\$132,468</b>	<b>\$194,128</b>	<b>\$213,008</b>
Net income attributable to non-controlling interests	(615)	(873)	(1,191)	(1,511)
<b>Net income attributable to Blackstone Mortgage Trust, Inc.</b>	<b>\$93,250</b>	<b>\$131,595</b>	<b>\$192,937</b>	<b>\$211,497</b>
Per share information (basic)				
<b>Net income per share of common stock, basic</b>	<b>\$0.55</b>	<b>\$0.89</b>	<b>\$1.14</b>	<b>\$1.44</b>
Weighted-average shares of common stock outstanding, basic	170,665,601	147,342,822	169,963,730	147,339,895
Per share information (diluted)				
<b>Net income per share of common stock, diluted</b>	<b>\$0.54</b>	<b>\$0.89</b>	<b>\$1.12</b>	<b>\$1.44</b>
Weighted-average shares of common stock outstanding, diluted	185,009,805	147,342,822	180,332,341	147,339,895

## Quarterly Per Share Calculations

(in thousands, except per share data)

### Distributable Earnings Reconciliation

	Three Months Ended	
	June 30, 2022	March 31, 2022
Net income <sup>(1)</sup>	\$93,250	\$99,687
Increase (decrease) in current expected credit loss reserve	12,983	(2,537)
Non-cash compensation expense	8,418	8,650
Realized hedging and foreign currency loss, net <sup>(2)</sup>	(829)	(200)
Other items	(65)	(30)
Adjustments attributable to non-controlling interests, net	(46)	(4)
<b>Distributable Earnings</b>	<b>\$113,711</b>	<b>\$105,566</b>
Weighted-average shares outstanding, basic	170,666	169,254
<b>Distributable Earnings per share, basic</b>	<b>\$0.67</b>	<b>\$0.62</b>

### Book Value per Share

	Three Months Ended	
	June 30, 2022	March 31, 2022
Stockholders' equity	\$4,637,591	\$4,642,938
Shares		
Class A common stock	170,295	170,283
Deferred stock units	391	371
<b>Total outstanding</b>	<b>170,686</b>	<b>170,654</b>
<b>Book value per share</b>	<b>\$27.17</b>	<b>\$27.21</b>

### Earnings per Share

	Three Months Ended	
	June 30, 2022	March 31, 2022
Net income <sup>(1)</sup>	\$93,250	\$99,687
Weighted-average shares outstanding, basic	170,666	169,254
<b>Per share amount, basic</b>	<b>\$0.55</b>	<b>\$0.59</b>
Diluted earnings	\$99,163	\$102,087
Weighted-average shares outstanding, diluted	185,010	175,603
<b>Per share amount, diluted</b>	<b>\$0.54</b>	<b>\$0.58</b>

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

(2) Primarily represents the repatriation of net interest income earned during the quarter from non-USD investments. The difference between the value of such income on the date of conversion to USD and our cumulative basis in such income is not included in GAAP net income, but rather as a component of Other Comprehensive Income on our consolidated balance sheet.

## Reconciliation of Net Income to Distributable Earnings

(in thousands, except per share data)

	LTM	Three Months Ended,			
	Jun 30, 2022	Jun 30, 2022	Mar 31, 2022	Dec 31, 2021	Sep 30, 2021
Net income <sup>(1)</sup>	\$400,634	\$93,250	\$99,687	\$123,940	\$83,757
Charge-offs of current expected credit loss reserve <sup>(2)</sup>	(14,427)	—	—	(14,427)	—
Increase (decrease) in current expected credit loss reserve	22,781	12,983	(2,537)	9,568	2,767
Non-cash compensation expense	32,611	8,418	8,650	7,463	8,080
Realized hedging and foreign currency loss, net <sup>(3)</sup>	(2,465)	(829)	(200)	(668)	(768)
Other items	141	(65)	(30)	120	116
Adjustments attributable to non-controlling interests, net	(119)	(46)	(4)	(30)	(39)
<b>Distributable Earnings</b>	<b>\$439,156</b>	<b>\$113,711</b>	<b>\$105,566</b>	<b>\$125,966</b>	<b>\$93,913</b>
Weighted-average shares outstanding, basic	162,741	170,666	169,254	162,057	149,215
<b>Net income per share, basic</b>	<b>\$2.46</b>	<b>\$0.55</b>	<b>\$0.59</b>	<b>\$0.76</b>	<b>\$0.56</b>
<b>Distributable Earnings per share, basic</b>	<b>\$2.70</b>	<b>\$0.67</b>	<b>\$0.62</b>	<b>\$0.78</b>	<b>\$0.63</b>

	LTM	Three Months Ended,			
	Jun 30, 2021	Jun 30, 2021	Mar 31, 2021	Dec 31, 2020	Sep 30, 2020
Net income <sup>(1)</sup>	\$384,973	\$131,595	\$79,902	\$83,616	\$89,860
Decrease in current expected credit loss reserve	(64,067)	(50,906)	(1,293)	(5,813)	(6,055)
Non-cash compensation expense	33,308	8,020	8,085	8,554	8,649
Realized hedging and foreign currency income (loss), net <sup>(3)</sup>	1,491	744	172	582	(7)
Other items	1,005	194	130	921	(240)
Adjustments attributable to non-controlling interests, net	418	248	(47)	74	143
<b>Distributable Earnings</b>	<b>\$357,128</b>	<b>\$89,895</b>	<b>\$86,949</b>	<b>\$87,934</b>	<b>\$92,350</b>
Weighted-average shares outstanding, basic	146,957	147,343	147,337	146,675	146,485
<b>Net income per share, basic</b>	<b>\$2.61</b>	<b>\$0.89</b>	<b>\$0.54</b>	<b>\$0.57</b>	<b>\$0.61</b>
<b>Distributable Earnings per share, basic</b>	<b>\$2.43</b>	<b>\$0.61</b>	<b>\$0.59</b>	<b>\$0.60</b>	<b>\$0.63</b>

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

(2) Represents a realized loss related to loan principal amounts deemed nonrecoverable following a realization event during the three months ended December 31, 2021. This amount was previously recognized as a component of GAAP net income as an increase in our current expected credit loss reserve.

(3) Primarily represents the repatriation of net interest income earned during the quarter from non-USD investments. The difference between the value of such income on the date of conversion to USD and our cumulative basis in such income is not included in GAAP net income, but rather as a component of Other Comprehensive Income on our consolidated balance sheet.

## DEFINITIONS

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**Distributable Earnings.** Blackstone Mortgage Trust, Inc. (“BXMT”) discloses Distributable Earnings in this presentation. Distributable 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”).

Distributable 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), and (iv) certain non-cash items. Distributable 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.

We believe that Distributable 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. We believe Distributable Earnings is a useful financial metric for existing and potential future holders of our class A common stock as historically, over time, Distributable Earnings has been a strong indicator of our dividends per share. Distributable Earnings mirrors the terms of our management agreement between our Manager and us for purposes of calculating our incentive fee expense.

Distributable 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 Distributable Earnings may differ from the methodologies employed by other companies to calculate the same or similar supplemental performance measures, and accordingly, our reported Distributable Earnings may not be comparable to the Distributable 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.

## IMPORTANT DISCLOSURE INFORMATION

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All rights to the trademarks and/or logos presented herein belong to their respective owners and Blackstone's use hereof does not imply an affiliation with, or endorsement by, the owners of these logos. Opinions expressed reflect the current opinions of BXMT as of the date appearing in this document only and are based on the BXMT's opinions of the current market environment, which is subject to change. References herein to "Blackstone Mortgage Trust," "Company," "we," "us," or "our" refer to Blackstone Mortgage Trust, Inc. and its subsidiaries unless the context specifically requires otherwise.

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 BXMT's current views with respect to, among other things, its operations and financial performance, its business plans and the impact of the current macroeconomic environment, including interest rate changes. 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, 2021, as such factors may be 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.

**Trends.** There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict or guarantee, and are not necessarily indicative of, future events or results.

**Fund Definitions.** As used herein, each reference to a specific BREP or BREDS fund also includes any parallel or alternative vehicles formed in connection therewith, any supplemental capital vehicles formed in connection with any investments made thereby, any separately managed accounts thereof, and any vehicles formed in connection with Blackstone's side-by-side or additional general partner investments relating thereto (other than with respect to BREDS I, II and III). "Pre-BREP" reflects pre-Blackstone Real Estate Partners investments; "BREP I" reflects Blackstone Real Estate Partners L.P.; "Co-Investment" reflects co-investment vehicles related to the BREP Funds; "BREP II" reflects Blackstone Real Estate Partners II L.P.; "BREP III" reflects Blackstone Real Estate Partners III L.P.; "BREP IV" reflects Blackstone Real Estate Partners IV L.P.; "BREP V" reflects Blackstone Real Estate Partners V L.P.; "BREP VI" reflects Blackstone Real Estate Partners VI L.P.; "BREP VII" reflects Blackstone Real Estate Partners VII L.P.; "BREP VIII" reflects Blackstone Real Estate Partners VIII L.P.; "BREP IX" reflects Blackstone Real Estate Partners IX L.P. (collectively, the "BREP Global Funds"); "BREP International" reflects Blackstone Real Estate Partners International L.P.; "BREP International II" reflects Blackstone Real Estate Partners International II L.P.; "BREP Europe III" reflects Blackstone Real Estate Partners Europe III L.P.; "BREP Europe IV" reflects Blackstone Real Estate Partners Europe IV L.P.; "BREP Europe V" reflects Blackstone Real Estate Partners Europe V L.P.; "BREP Europe VI" reflects Blackstone Real Estate Partners Europe VI SCS (collectively, the "BREP Europe Funds"); "BREP Asia I" reflects Blackstone Real Estate Partners Asia L.P.; "BREP Asia II" reflects Blackstone Real Estate Partners Asia II L.P. (collectively, the "BREP Asia Funds"); "BREP Asia" reflects all BREP opportunistic investments in Asia, including co-investments, the applicable global fund share and investments made prior to BREP Asia I; "BREP" reflects Pre-BREP, Co-Investment, the BREP Global Funds, the BREP Europe Funds, the BREP Asia Funds and separately managed accounts investing alongside those funds; BREDS I" reflects several pre-BREDS II investment vehicles structured as drawdown funds which employed overlapping investment strategies; "BREDS II" reflects Blackstone Real Estate Debt Strategies II L.P.; "BREDS III" reflects Blackstone Real Estate Debt Strategies III L.P. "BREDS IV" reflects Blackstone Real Estate Debt Strategies IV L.P.; "BREDS HG" reflects Blackstone Real Estate Debt Strategies High Grade L.P. and any parallel or alternative vehicles formed in connection therewith; "BREDS" reflects BREDS I, BREDS II, BREDS III, BREDS IV and BREDS HG (collectively, the "BREDS Drawdown Funds"), as well as Blackstone Mortgage Trust, Inc. ("BXMT"), and the BREDS funds and separately managed accounts investing in liquid real estate related debt; and "BPP" reflects U.S. Core +, BPP Europe, BPP Asia, BPP Life Sciences, co-investments, supplemental vehicles, separately managed accounts and the BPP global investment vehicles (collectively, the "BPP Global Strategy"), as well as a U.S. real estate strategy for income-focused individual investors.