

Blackstone

Mortgage Trust

Blackstone

Mortgage Trust, Inc.

2Q 2023 Earnings Release & Company
Supplemental

JULY 2023

- 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, with 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 with growth-oriented business plans well positioned for today's environment


Secure Balance Sheet

- Diversified balance sheet structured to withstand volatility with term-matched financings, substantial liquidity, and no capital markets mark-to-market provisions


Note: The information in this deck is as of June 30, 2023, 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


 Current income


 Downside protection


 High-quality collateral


 Consistent results


What BXMT Has Delivered

 100% floating rate loans with term-matched financings

 11.1% dividend yield⁽¹⁾

 64% loan-to-value⁽²⁾

 Institutional assets well-positioned within their markets

 Paid \$0.62 per share dividend for the past 32 consecutive quarters

(1) Based on share price of \$22.42 as of July 25, 2023 and an annualized dividend of \$0.62 per share per quarter.

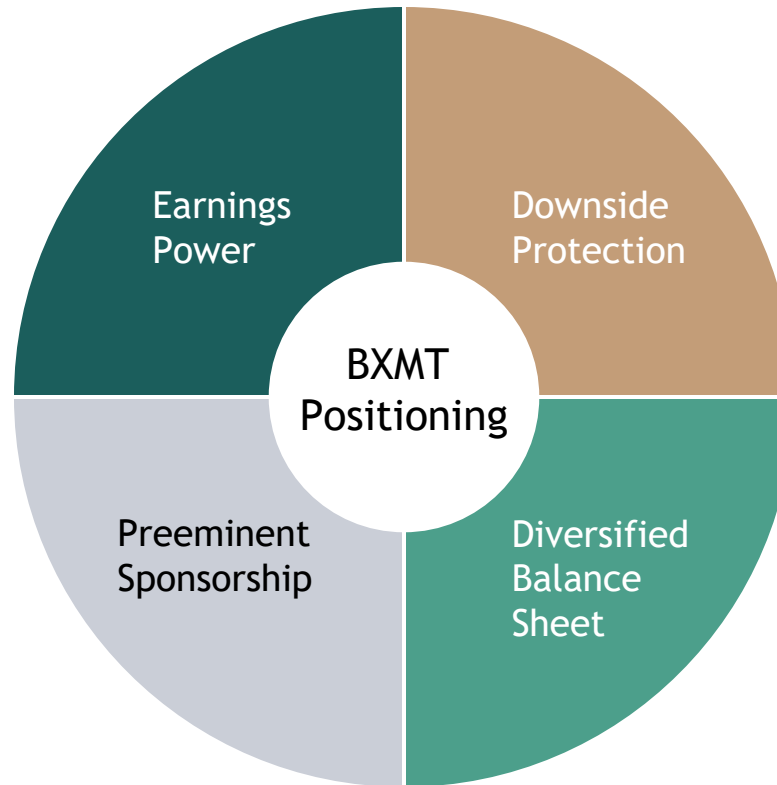
(2) Reflects weighted average loan-to-value ("LTV") as of the date investments were originated or acquired by BXMT.

BXMT MARKET POSITIONING

- BXMT's business is well-positioned in the current environment with a stable balance sheet, strong, consistent cash flow, and credit performance well-insulated from volatility

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- Predictable cash flow from large, floating-rate loan portfolio providing robust dividend coverage

-
- Blackstone sponsorship provides unique access to attractive investments globally, and a breadth of resources to inform risk management decisions



-
- Low-leverage loans protect basis; retained excess earnings provide additional credit insulation

-
- Diversified funding sources, match-funded financing structures, and substantial liquidity

- Blackstone is the largest global alternative asset manager

37 yr
investment
record

\$1T
assets under
management

50+
investing
strategies

Real Estate \$333B

- Opportunistic
- Core+
- Debt

Hedge Fund Solutions \$78B

- Portfolio Solutions
- Special Situations
- GP Participation



Private Equity \$295B

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

Credit & Insurance \$295B

- Private Credit
- Liquid Credit
- Other Credit and Insurance

Note: Assets under management ("AUM") are estimated and unaudited. "AUM" 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. Credit & Insurance AUM is a combined figure that includes Blackstone Credit ("BXC"), Asset Based Finance, Harvest Fund Advisors ("Harvest"), and Blackstone Insurance Solutions ("BIS") businesses. For more information, please see "Important Disclosure Information".

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

\$23.1B
loan portfolio⁽¹⁾

BREDS Drawdown Strategy

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

\$17.2B
investor capital⁽²⁾

Insurance

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

\$44.0B
investor capital

Note: Investor capital includes co-investments and Blackstone's GP and side-by-side commitments, as applicable.

(1) Based on Net Loan Exposure, which reflects total loan exposure net of syndications and CECL reserves. See Appendix for definition.

(2) Investor capital also includes Real Estate Securities (\$2.2 billion) and other funds (\$241 million).

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

Blackstone Advantage

Global Business

- 889 professionals
- 12 global offices

Scale Capital

- \$333 billion RE AUM
- \$49.2 billion raised in LTM

Long View

- Long term capital commitments

Constant Communication

Weekly

- Partners' Meeting
- Global ICMs
- Investment Review Committees

Quarterly

- Board Meetings
- Portfolio Asset Review

Annual

- Regional Strategy Session

Integrated Perspective

1

global real estate
platform

1

investment process—
same people,
same process

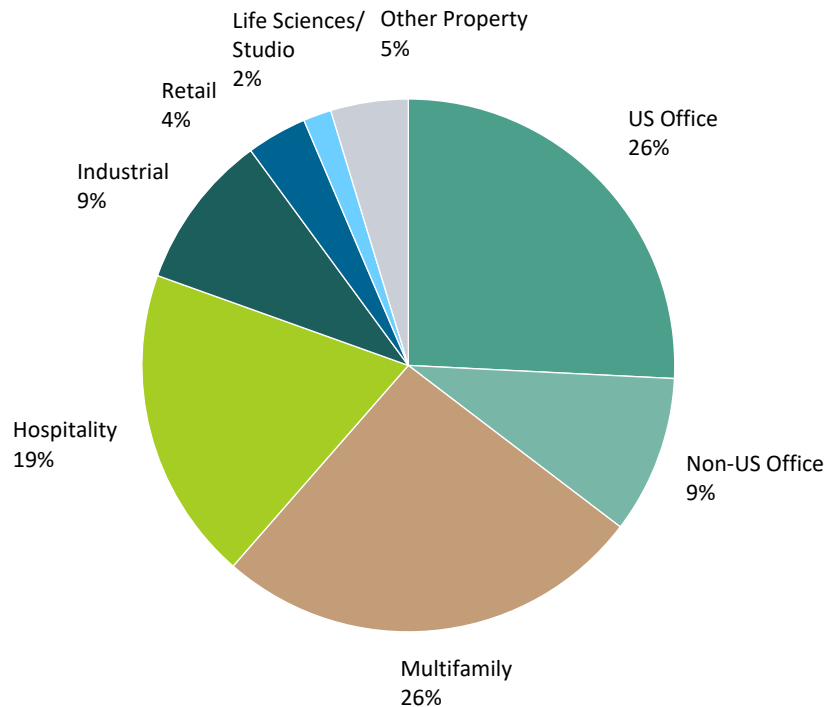
BXMT TARGET INVESTMENTS

Loan Size	\$50 million to \$500+ million
Collateral	First mortgages on stabilized or value-add assets
Property Type	All commercial property types
Geographies	North America, Western Europe and Australia
Loan to Value	Last dollar 50% to 75%
Rate	SOFR + 3.25% 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

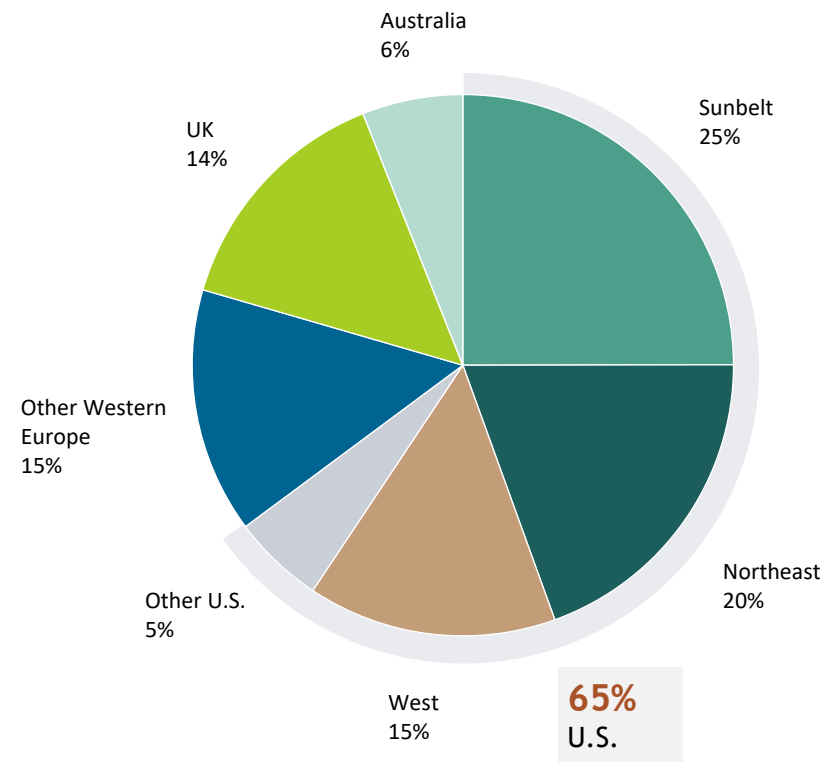
PORTFOLIO OVERVIEW

- Fully-scaled \$23.1 billion portfolio⁽¹⁾ is well diversified by collateral and geography, and secured by institutional assets with growth-oriented business plans well-positioned for the current environment

Collateral Diversification⁽¹⁾



Geographic Distribution⁽¹⁾

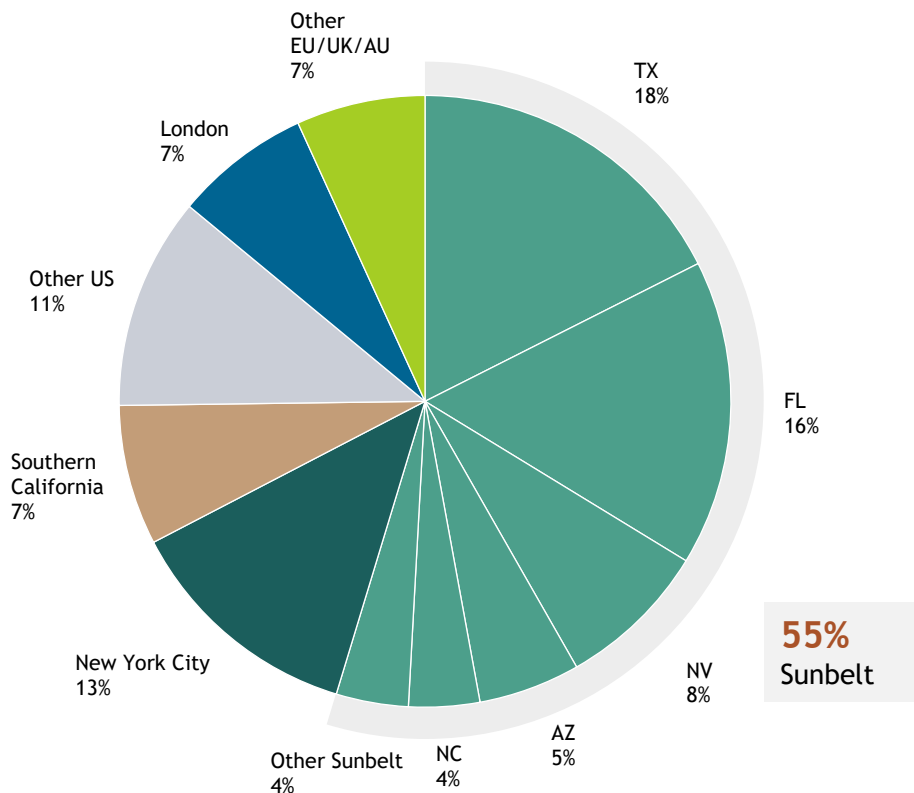


(1) Based on Net Loan Exposure, which reflects total loan exposure net of syndications and CECL reserves. See Appendix for definition.

MULTIFAMILY PORTFOLIO

- 75% of the multifamily portfolio is located in the Sunbelt, New York City, and Southern California
- BXMT's multifamily assets are located in markets exhibiting higher rental growth relative to the U.S. average, with less competitive new supply under construction than their respective markets

Geographic Diversification⁽¹⁾



Strong Fundamentals in BXMT U.S. Markets

35%

higher annual market rent growth⁽²⁾

22%

less submarket supply⁽³⁾

55%
Sunbelt

(1) Based on Net Loan Exposure, which reflects total loan exposure net of syndications and CECL reserves. See Appendix for definition.

(2) Source: Axiometrics. Represents the average annualized compounded market rent growth over a 2-year period for BXMT's U.S. traditional multifamily portfolio markets, weighted by net loan exposure, compared to the overall U.S. market rent growth over the same period. Based on 3-month trailing market rent data as of May 2023.

(3) Source: Axiometrics. Reflects average annual new supply expected to deliver over the next 24 months as a % of total existing supply within a 3-mile radius of BXMT's U.S. traditional multifamily portfolio assets, weighted by net loan exposure, compared with new supply expected to deliver in the same time period within their respective MSA. Market data as of May 2023.

- The four largest multifamily loans typify the BXMT portfolio, with a concentration in Sunbelt markets and New York City, where rent growth has shown strong momentum

Largest Multifamily Loans⁽¹⁾



Greenpoint Landing
Brooklyn, NY
\$441mm

- Highly-amenitized, waterfront location
- 58% LTV⁽²⁾
- 30% affordable units



New Construction
Core Market



Hollingsworth
Manhattan, NY
\$302mm

- Highly-amenitized core asset
- 59% LTV⁽²⁾
- Comprehensive renovation completed



Newly Renovated
Core Market



Provident Portfolio
Various, TX
\$275mm

- Fully leased, strong rent growth
- 74% LTV⁽²⁾
- Proximity to employment and retail centers



Crossed Portfolio
Growth Markets



Branch Portfolio
Dallas, TX
\$255mm

- Fully leased, well-located assets
- 72% LTV⁽²⁾
- Sponsor to complete interior and technology upgrades



Recently Built
Fully Leased

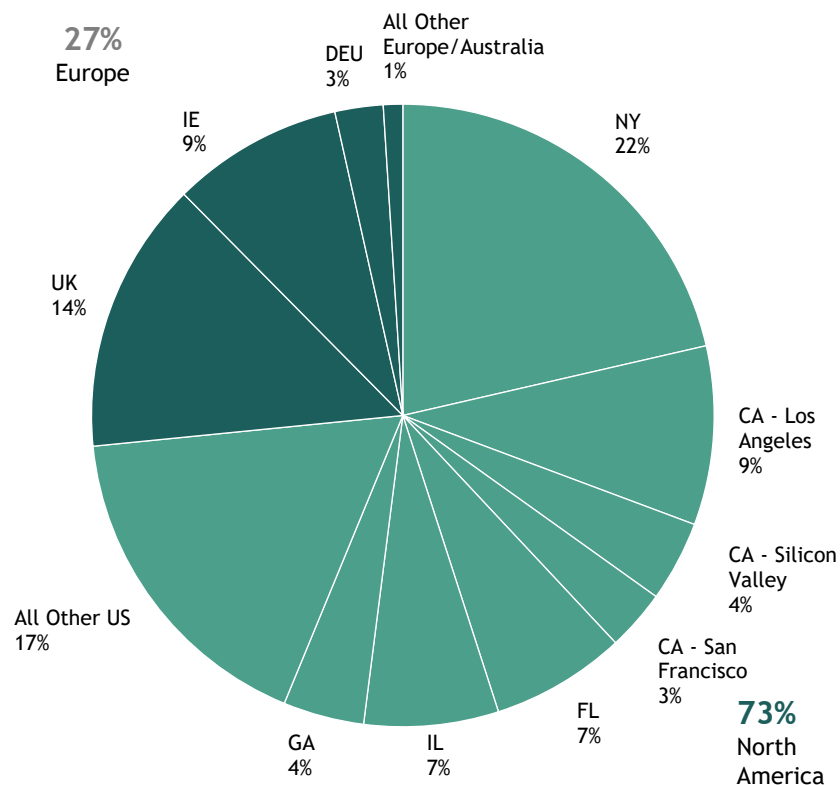
(1) Largest multifamily loans by Gross Loan Exposure; loan amounts reflect total outstanding principal balance of each loan, which may include portions of loans allocated to non-multifamily components.

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

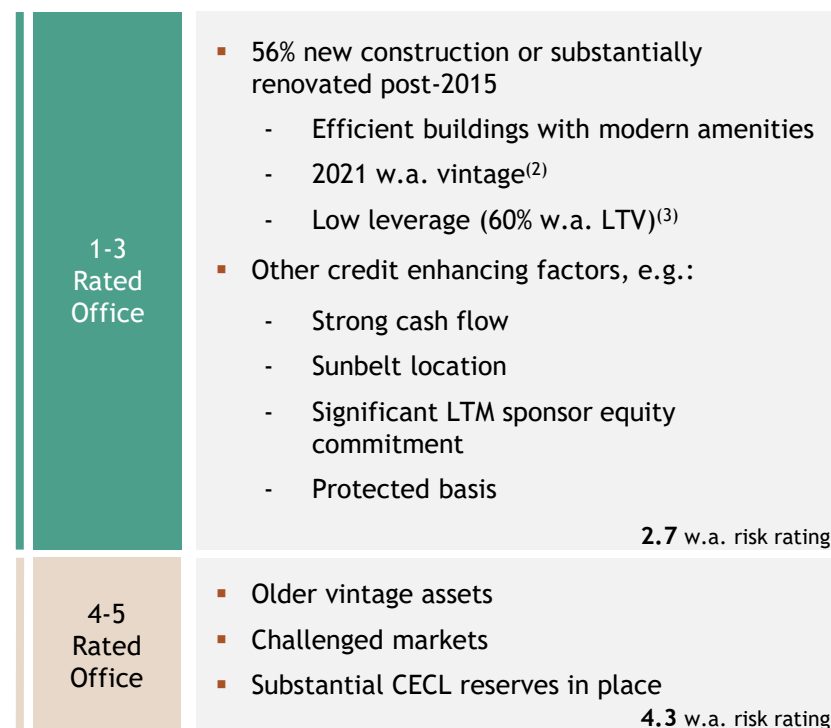
OFFICE PORTFOLIO

- BXMT's office portfolio largely consists of loans on newly constructed or substantially renovated assets and/or those that benefit from other credit enhancing qualities
- US Office represents 26% of overall portfolio; 4- & 5- rated office represents 10% of overall portfolio

Geographic Diversification⁽¹⁾



Office Portfolio Segmentation



(1) Based on Net Loan Exposure, which reflects total loan exposure net of syndications and CECL reserves. See Appendix for definition.

(2) Based on year of completion for new assets or year of renovation for substantially renovated assets; weighting based on gross loan exposure of portfolio.

(3) Reflects weighted average loan-to-value ("LTV") as of the date investments were originated or acquired by BXMT; weighting based on gross loan exposure of portfolio.

- BXMT's four largest office loans exemplify its targeted credit profile: low-leverage loans backed by highly-amenitized, well-located assets and best-in-class sponsors

Largest Office Loans⁽¹⁾



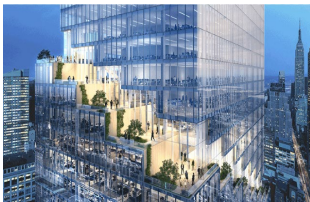
Dublin Portfolio

Dublin, IE
\$1.1B

- Crossed portfolio of office & logistics assets
- 74% LTV⁽²⁾
- Certain assets LEED Platinum or Gold



Fully Leased
Growth Market



The Spiral

New York, NY
\$1.1B

- HQ of Pfizer in Hudson Yards
- 48% LTV⁽²⁾
- LEED Gold; Bjarke Ingels designed



Trophy Quality
New Construction



Burbank Studios

Los Angeles, CA
\$699mm

- 1.5mm SF office and studio campus; regional HQ of Warner Brothers
- 59% LTV⁽²⁾
- Pursuing LEED Gold; Frank Gehry designed



New Construction
Strong Market



Lumen

Los Angeles, CA
\$374mm

- 568k SF office in West LA
- 69% LTV⁽²⁾
- New-build property offering market-leading amenities



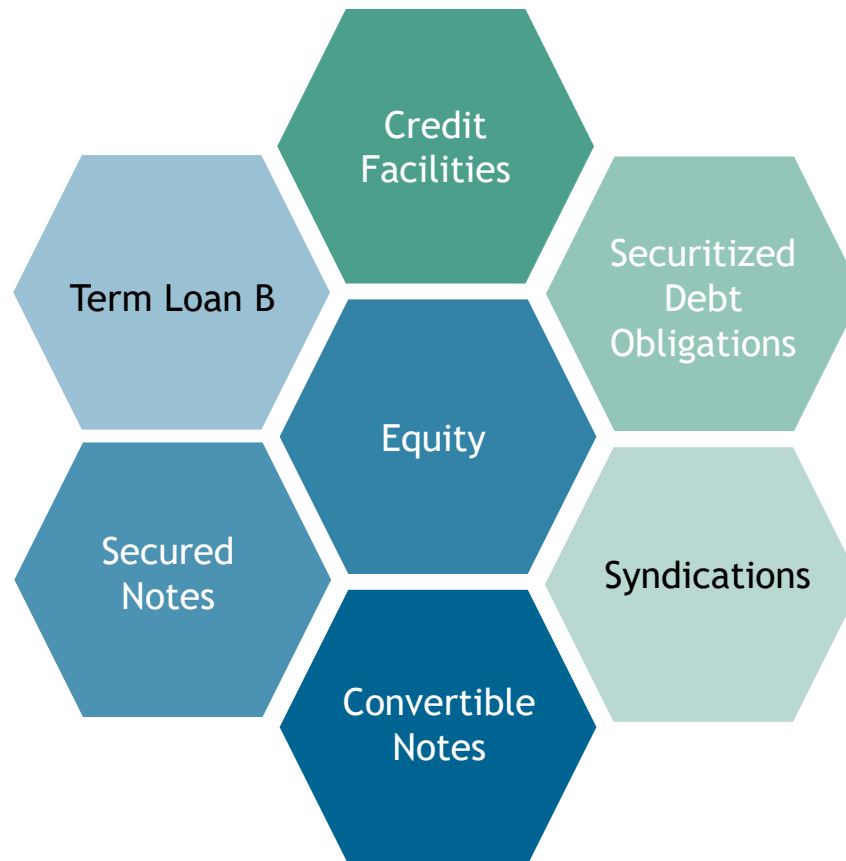
New Construction
Highly Amenitized

(1) Largest office loans by Gross Loan Exposure; loan amounts reflect total outstanding principal balance of each loan, which may include portions of loans allocated to non-office components.

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

ROBUST CAPITALIZATION

- BXMT's large-scale business and strong track record afford it consistent access to a wide variety of asset-level and corporate capital options, supporting efficient execution and balance sheet stability throughout market environments



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

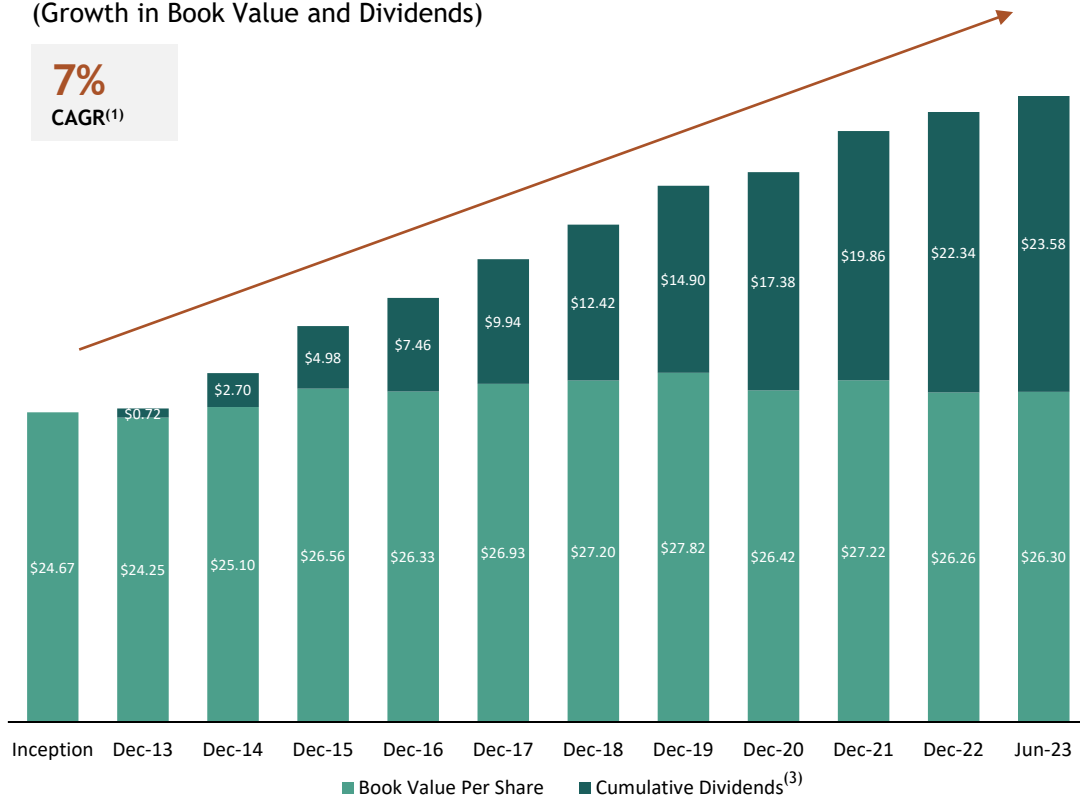
SHAREHOLDER RETURN

- BXMT has a long track record of delivering strong returns to shareholders, achieving a compounded annual return on book value of 7%⁽¹⁾ since inception in May 2013, and 8%⁽²⁾ over the past two years
- BXMT has paid a quarterly dividend per share of \$0.62 for the past 32 quarters; tailwinds from rising rates are generating excess earnings, which support book value stability and shareholder return

Return on Book Since Inception

(Growth in Book Value and Dividends)

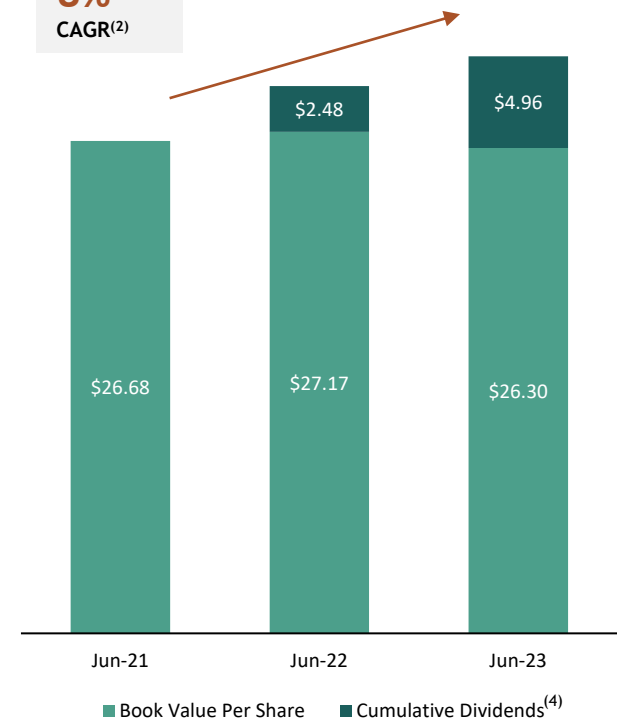
7%
CAGR⁽¹⁾



2- Year Return on Book

(Growth in Book Value and Dividends)

8%
CAGR⁽²⁾



(1) Represents compounded annual return based on the change in book value per share and dividends paid per share, since inception.

(2) Represents compounded annual return based on the change in book value per share and dividends paid per share, since June 30, 2021.

(3) Reflects cumulative dividends since inception.

(4) Reflects cumulative dividends since June 30, 2021.

BXMT 2Q 2023 Earnings Release

- Continued portfolio performance yielded GAAP EPS of \$0.59 and Distributable EPS⁽¹⁾ of \$0.79; strong earnings provide robust dividend coverage and support book value
- Well positioned to navigate volatility with a diversified balance sheet, substantial liquidity, and term-matched financings

Earnings Power

Strong earnings generated by senior, floating-rate portfolio

\$0.79

2Q Distributable EPS⁽¹⁾

127%

2Q dividend coverage⁽²⁾

Balance Sheet Strength

Well-structured, match-funded liabilities with substantial liquidity

\$1.8B

liquidity

\$0

corporate debt maturities until 2026

Credit Performance

High-quality collateral supports continued loan performance and repayment activity

\$1.5B

2Q repayments

\$26.30

book value per share, +\$0.04 YTD

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

(2) Reflects ratio of Distributable Earnings per share to dividends declared per share for the three months ended June 30, 2023. See Appendix for a reconciliation to GAAP net income.

SECOND QUARTER RESULTS

Earnings

- 2Q GAAP basic earnings per share of \$0.59 and Distributable Earnings⁽¹⁾ per share of \$0.79
- Paid 2Q dividend of \$0.62 per share, equating to an 11.1% annualized dividend yield;⁽²⁾ substantial dividend coverage⁽²⁾ of 127%
- Book value increased to \$26.30 per share as retained excess earnings more than offset increase in CECL reserve

Portfolio

- \$23.1 billion loan portfolio⁽³⁾ secured by institutional quality real estate, with a weighted average origination LTV⁽⁴⁾ of 64%
- Collected \$1.5 billion of repayments in 2Q, including two loan sales at 99.8% of par
- Repayments diversified across asset classes, including \$354 million of office loans

Credit

- 96% performing portfolio⁽³⁾ continues to generate robust cash flow; \$30 million of excess Distributable Earnings⁽⁵⁾ added to book value in 2Q
- Upgraded 8 loans and downgraded 7 loans in 2Q; stable weighted average risk rating of 2.9
- CECL reserve of \$380 million is 2.7x prior year level; significant reserves established on 5-risk rated office loans, averaging 20% of outstanding principal balance

Capitalization & Liquidity

- Stable, match-funded financing structures with no capital markets mark-to-market provisions; no corporate debt maturities until 2026
- Increased liquidity to record level of \$1.8 billion and reduced leverage ratio by 0.1x
- Capital structure diversified across various funding sources, inclusive of 15 credit facility counterparties; ample financing capacity to support new investments

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

(2) Dividend yield based on share price of \$22.42 as of July 25, 2023. Dividend coverage reflects ratio of Distributable Earnings per share to dividends declared per share for the three months ended June 30, 2023. See Appendix for definition and reconciliation to GAAP net income.

(3) Based on Net Loan Exposure, which reflects total loan exposure net of syndications and CECL reserves. See Appendix for definition.

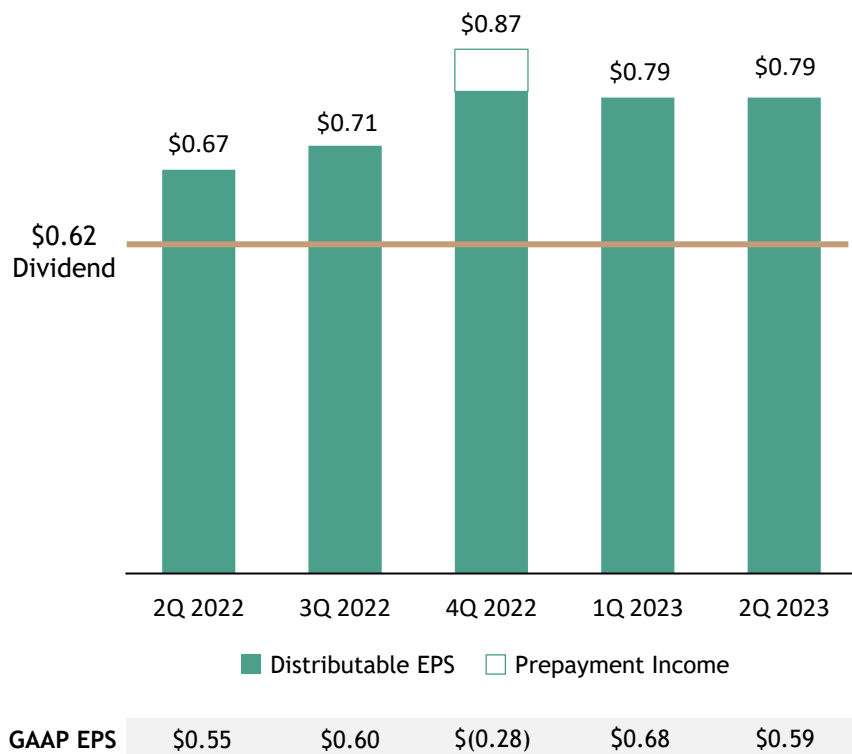
(4) Reflects weighted average loan-to-value ("LTV") as of the date investments were originated or acquired by BXMT based on total loan exposure.

(5) Represents Distributable Earnings in excess of dividends declared for the three months ending June 30, 2023. See Appendix for reconciliation to GAAP net income, which was \$5 million less than dividends declared.

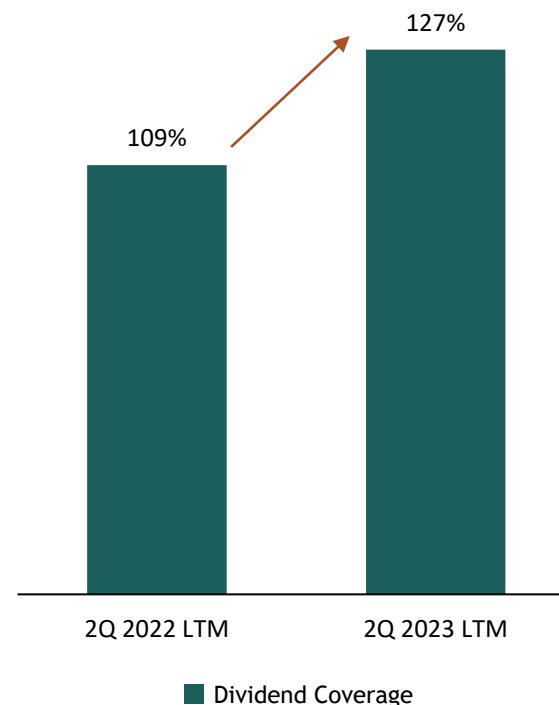
EARNINGS

- 2Q Distributable Earnings grew 18% year-over-year⁽¹⁾ and are currently at record levels on a trailing 12-month basis
- Dividend well covered at 127% over the last 12 months

Earnings Per Share⁽¹⁾



Dividend Coverage⁽²⁾



(1) Reflects change in Distributable Earnings per share in the three months ending June 30, 2023 compared to the prior period. See Appendix reconciliation to GAAP net income, which grew by 7%.

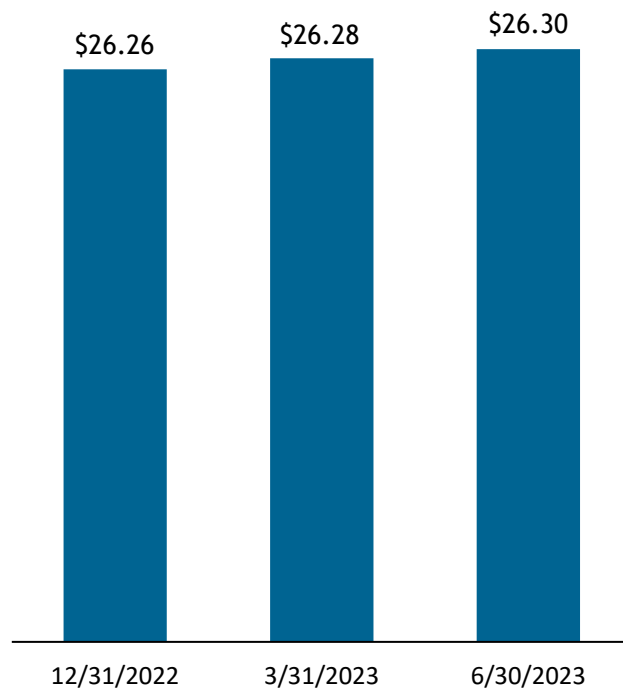
(2) Reflects ratio of Distributable Earnings per share to dividends declared per share for the respective periods. See Appendix for definition and reconciliation to GAAP net income.

EARNINGS

- Excess earnings add to book value, which increased year-to-date notwithstanding an 11% increase in CECL reserves over the period
- Specific reserves represent 20% of impaired loan balance

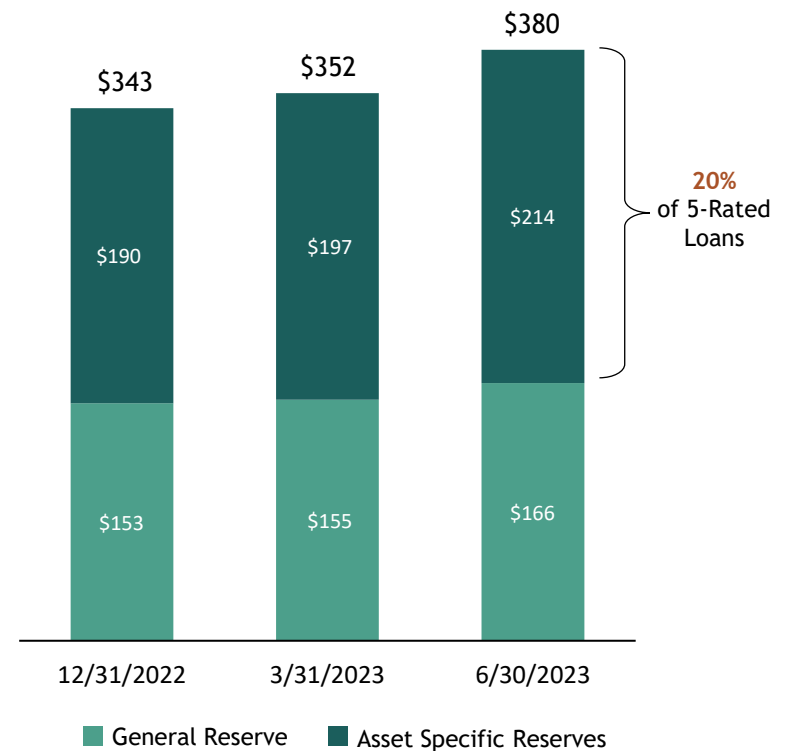
Stable Book Value

(\$ per share)



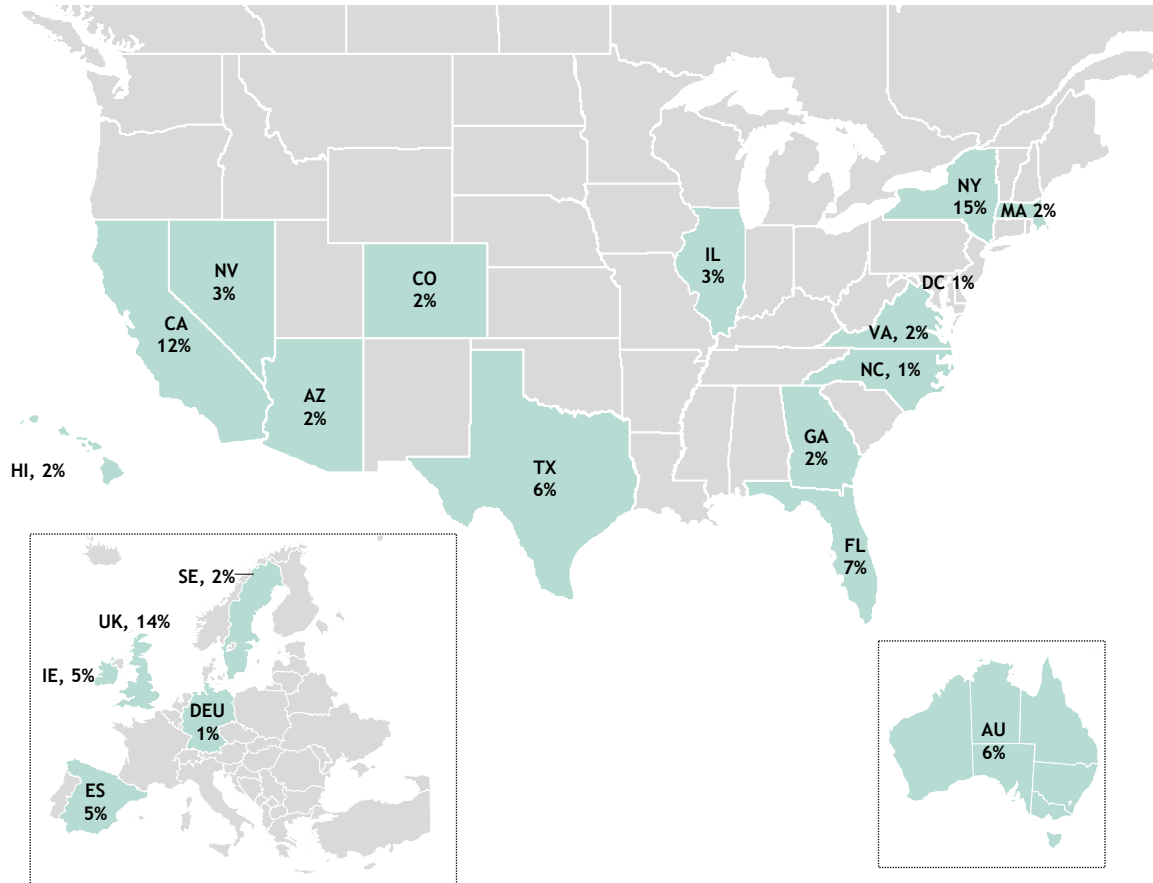
CECL Reserve

(\$ in millions)

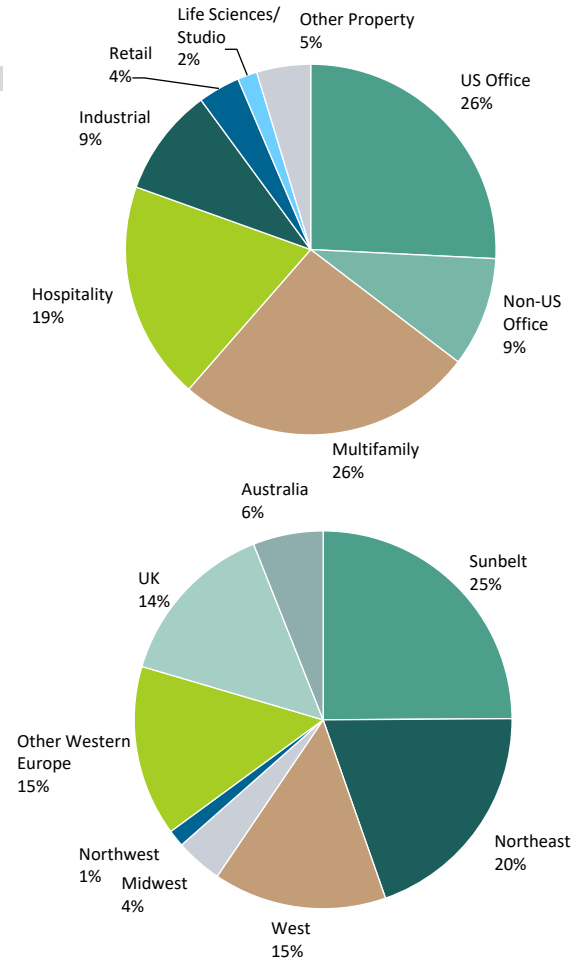


- Well-diversified portfolio of 191 senior loans, secured by institutional assets across sectors and markets

Geographic Footprint⁽¹⁾⁽²⁾



Collateral Diversification⁽²⁾



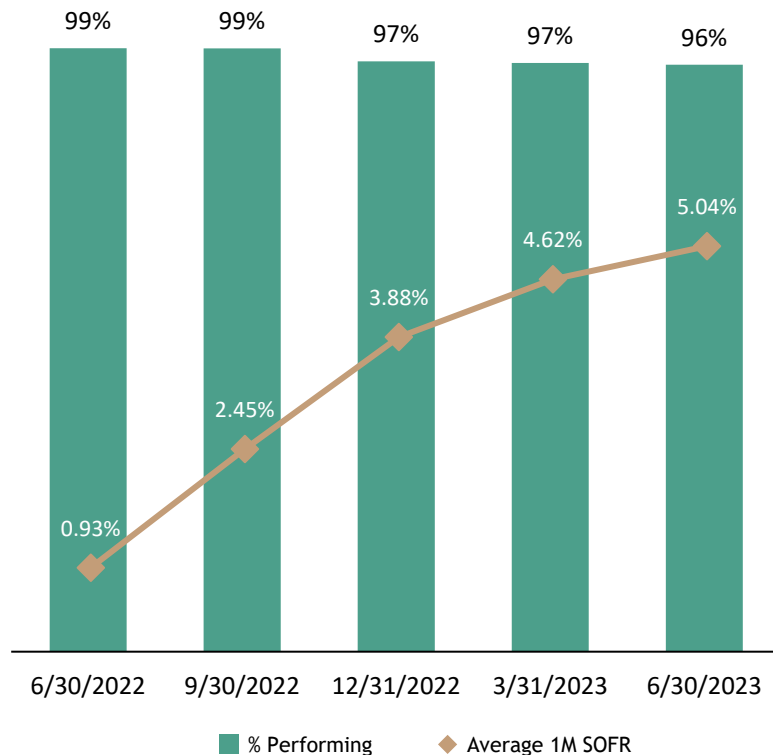
(1) States and countries comprising less than 1% of total loan portfolio are excluded.

(2) Based on Net Loan Exposure, which reflects total loan exposure net of syndications and CECL reserves. See Appendix for definition.

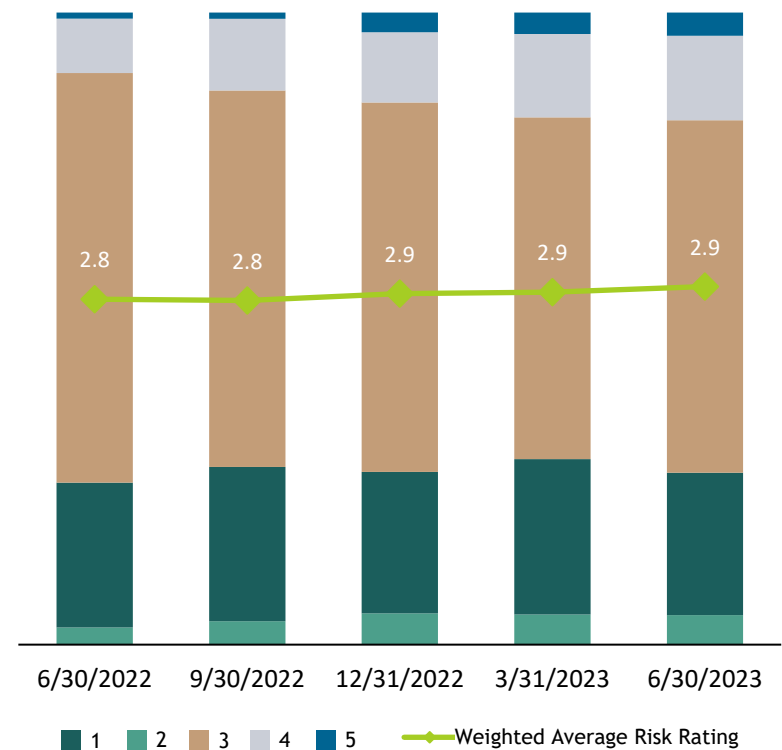
CREDIT

- BXMT's loan portfolio has demonstrated resilience through market volatility and rapidly increasing interest rates; 96% performance reflects strong overall credit quality
- Stable weighted average risk rating of 2.9 as most assets continue to achieve positive business plan performance, offsetting limited universe of more challenged situations

Performing Portfolio⁽¹⁾



Weighted Average Risk Rating⁽¹⁾



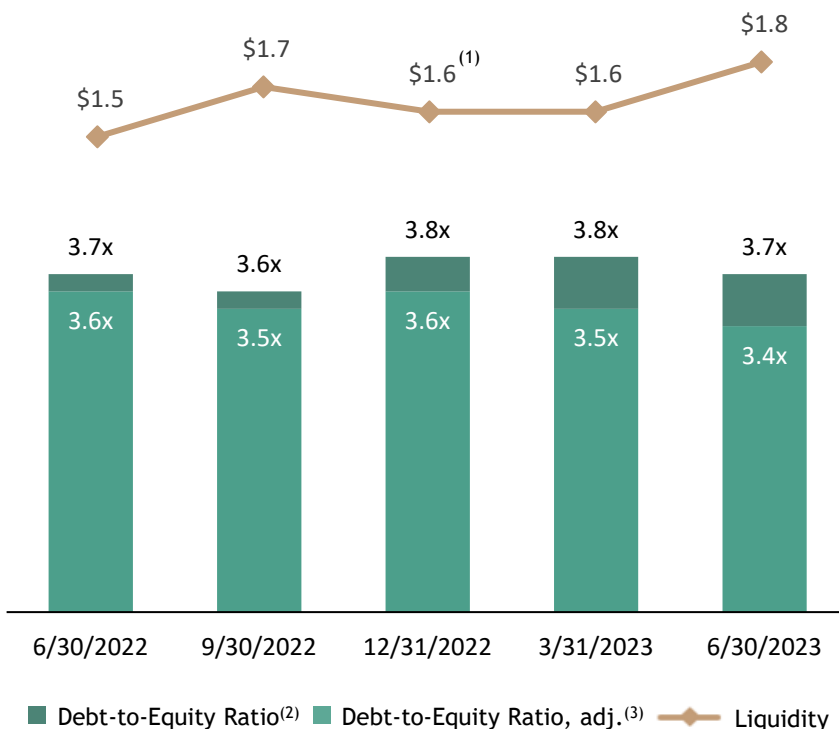
(1) Based on Net Loan Exposure, which reflects total loan exposure net of syndications and CECL reserves. See Appendix for definition.

CAPITALIZATION

- Reduced leverage by 0.1x quarter-over-quarter while increasing liquidity to record level of \$1.8 billion
- Well-structured balance sheet positioned to withstand volatility with no capital markets mark-to-market provisions, limited credit mark-to-market, and no corporate debt maturities until 2026

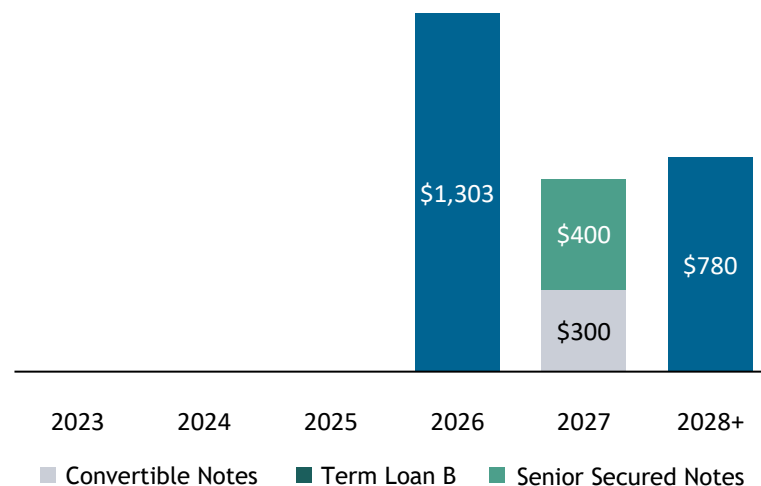
Debt to Equity and Liquidity

(\$ in billions)



Corporate Debt Maturities⁽⁴⁾

(\$ in millions)



(1) Liquidity as of December 31, 2022, net of \$220 million for convertible notes that matured in March 2023.

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

(3) Represents (i) total outstanding secured debt, asset-specific debt, term loans, senior secured notes, and convertible notes, less cash, to (ii) total equity, excluding our aggregate CECL reserve.

(4) Excludes \$22 million per annum of scheduled amortization payments under the Term Loan B.

Appendix

Portfolio Details

(\$ in millions)

	Loan Type	Origination Date ⁽¹⁾	Total Loan ⁽²⁾	Principal Balance ⁽²⁾	Net Book Value	Cash Coupon	All-in Yield ⁽³⁾	Maximum Maturity ⁽⁴⁾	Location	Property Type	Loan Per SQFT / Unit / Key	Origination LTV ⁽¹⁾
Loan 1	Senior Loan	8/14/2019	\$ 1,155	\$ 1,059	\$ 1,056	+ 3.05 %	+ 3.78 %	12/23/2024	Dublin - IE	Mixed-Use	\$346 / sqft	74 %
Loan 2	Senior Loan	4/9/2018	1,487	1,057	1,054	+ 4.45 %	+ 4.75 %	6/9/2025	New York	Office	\$524 / sqft	48 %
Loan 3	Senior Loan	6/24/2022	882	882	874	+ 4.75 %	+ 5.07 %	6/21/2029	Diversified - AU	Hospitality	\$401 / sqft	59 %
Loan 4	Senior Loan ⁽²⁾	8/7/2019	746	699	142	+ 3.22 %	+ 3.72 %	9/9/2025	Los Angeles	Office	\$473 / sqft	59 %
Loan 5	Senior Loan	3/22/2018	630	630	630	+ 3.25 %	+ 3.31 %	3/15/2026	Diversified - Spain	Mixed-Use	n / a	71 %
Loan 6	Senior Loan	3/30/2021	459	459	456	+ 3.20 %	+ 3.41 %	5/15/2026	Diversified - SE	Industrial	\$85 / sqft	76 %
Loan 7	Senior Loan	7/23/2021	500	441	437	+ 4.10 %	+ 4.55 %	8/9/2027	New York	Multi	\$592,256 / unit	58 %
Loan 8	Senior Loan ⁽²⁾	11/22/2019	470	374	75	+ 3.78 %	+ 4.25 %	12/9/2025	Los Angeles	Office	\$685 / sqft	69 %
Loan 9	Senior Loan	8/22/2018	363	363	363	+ 3.42 %	+ 3.42 %	8/9/2023	Maui	Hospitality	\$471,391 / key	61 %
Loan 10	Senior Loan	12/9/2021	385	356	356	+ 2.76 %	+ 2.89 %	12/9/2026	New York	Mixed-Use	\$123 / sqft	50 %
Loan 11	Senior Loan	9/23/2019	382	356	355	+ 3.00 %	+ 3.23 %	8/15/2024	Diversified - Spain	Hospitality	\$126,793 / key	62 %
Loan 12	Senior Loan	4/11/2018	345	335	335	+ 2.25 %	+ 2.28 %	5/1/2025	New York	Office	\$424 / sqft	71 %
Loan 13	Senior Loan	5/6/2022	307	307	305	+ 3.50 %	+ 3.79 %	5/6/2027	Diversified - UK	Industrial	\$97 / sqft	53 %
Loan 14	Senior Loan	2/27/2020	303	302	302	+ 2.70 %	+ 2.94 %	3/9/2025	New York	Multi	\$795,074 / unit	59 %
Loan 15	Senior Loan	10/25/2021	300	300	298	+ 4.00 %	+ 4.32 %	10/25/2024	Diversified - AU	Hospitality	\$147,797 / key	56 %
Loans 16 - 191	Senior Loans ⁽²⁾	Various	20,556	17,836	17,445	+ 3.31 %	+ 3.66 %	Various	Various	Various	Various	65 %
CECL reserve					(364)							
Total/Wtd. avg.			\$ 29,270	\$ 25,756	\$ 24,119	+ 3.39 %	+ 3.73 %	2.7 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) Certain loans include an aggregate \$1.2 billion of Non-Consolidated Senior Interests as of June 30, 2023.

(3) The weighted-average cash coupon and all-in yield are expressed as a spread over the relevant floating benchmark rates. Excludes loans accounted for under the cost-recovery method.

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

Consolidated Balance Sheets

(\$ in thousands, except per share data)

	June 30, 2023	December 31, 2022
Assets		
Cash and cash equivalents	\$482,856	\$291,340
Loans receivable	24,482,749	25,017,880
Current expected credit loss reserve	(363,875)	(326,137)
Loans receivable, net	\$24,118,874	\$24,691,743
Other assets	260,906	370,902
Total assets	\$24,862,636	\$25,353,985
Liabilities and equity		
Secured debt, net	\$13,431,039	\$13,528,164
Securitized debt obligations, net	2,666,414	2,664,010
Asset-specific debt, net	870,147	942,503
Loan participations sold, net	235,857	224,232
Term loans, net	2,108,015	2,114,549
Senior secured notes, net	395,760	395,166
Convertible notes, net	295,208	514,257
Other liabilities	294,007	426,904
Total liabilities	\$20,296,447	\$20,809,785
Commitments and contingencies	—	—
Equity		
Class A common stock, \$0.01 par value	\$1,723	\$1,717
Additional paid-in capital	5,491,640	5,475,804
Accumulated other comprehensive income	10,740	10,022
Accumulated deficit	(963,441)	(968,749)
Total Blackstone Mortgage Trust, Inc. stockholders' equity	\$4,540,662	\$4,518,794
Non-controlling interests	25,527	25,406
Total equity	\$4,566,189	\$4,544,200
Total liabilities and equity	\$24,862,636	\$25,353,985

Consolidated Statements of Operations

(\$ in thousands, except per share data)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2023	2022	2023	2022
Income from loans and other investments				
Interest and related income	\$521,892	\$283,687	\$1,013,276	\$518,119
Less: Interest and related expenses	344,549	136,619	661,746	237,333
Income from loans and other investments, net	\$177,343	\$147,068	\$351,530	\$280,786
Other expenses				
Management and incentive fees	\$32,815	\$27,065	\$63,865	\$50,551
General and administrative expenses	13,022	12,409	25,887	24,769
Total other expenses	\$45,837	\$39,474	\$89,752	\$75,320
Increase in current expected credit loss reserve	(27,807)	(12,983)	(37,630)	(10,446)
Income before income taxes	\$103,699	\$94,611	\$224,148	\$195,020
Income tax provision	1,202	746	3,095	892
Net income	\$102,497	\$93,865	\$221,053	\$194,128
Net income attributable to non-controlling interests	(846)	(615)	(1,645)	(1,191)
Net income attributable to Blackstone Mortgage Trust, Inc.	\$101,651	\$93,250	\$219,408	\$192,937
Per share information (basic)				
Net income per share of common stock, basic	\$0.59	\$0.55	\$1.27	\$1.14
Weighted-average shares of common stock outstanding, basic	172,615,385	170,665,601	172,606,914	169,963,730
Per share information (diluted)				
Net income per share of common stock, diluted	\$0.58	\$0.54	\$1.25	\$1.12
Weighted-average shares of common stock outstanding, diluted	180,886,445	185,009,805	180,877,974	180,332,341

Quarterly Per Share Calculations

(in thousands, except per share data)

Distributable Earnings Reconciliation

	Three Months Ended	
	June 30, 2023	March 31, 2023
Net income ⁽¹⁾	\$101,651	\$117,757
Increase in current expected credit loss reserve	27,807	9,823
Non-cash compensation expense	7,665	7,655
Realized hedging and foreign currency (loss) gain, net ⁽²⁾	(130)	889
Adjustments attributable to non-controlling interests, net	(42)	(29)
Other items	43	18
Distributable Earnings	\$136,994	\$136,113
Weighted-average shares outstanding, basic	172,615	172,598
Distributable Earnings per share, basic	\$0.79	\$0.79

Book Value per Share

	Three Months Ended	
	June 30, 2023	March 31, 2023
Stockholders' equity	\$4,540,662	\$4,535,227
Shares		
Class A common stock	172,310	172,284
Deferred stock units	340	316
Total outstanding	172,650	172,601
Book value per share	\$26.30	\$26.28

Earnings per Share

	Three Months Ended	
	June 30, 2023	March 31, 2023
Net income ⁽¹⁾	\$101,651	\$117,757
Weighted-average shares outstanding, basic	172,615	172,598
Per share amount, basic	\$0.59	\$0.68
Diluted earnings	\$105,207	\$121,313
Weighted-average shares outstanding, diluted	180,886	180,869
Per share amount, diluted	\$0.58	\$0.67

(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)

	Three Months Ended,			
	Jun 30, 2023	Mar 31, 2023	Dec 31, 2022	Sep 30, 2022
Net income ⁽¹⁾	\$101,651	\$117,757	(\$47,540)	\$103,246
Increase in current expected credit loss reserve	27,807	9,823	188,811	12,248
Non-cash compensation expense	7,665	7,655	8,128	8,219
Realized hedging and foreign currency (loss) gain, net ⁽²⁾	(130)	889	(511)	(1,698)
Adjustments attributable to non-controlling interests, net	(42)	(29)	(268)	(43)
Other items	43	18	(25)	(10)
Distributable Earnings	\$136,994	\$136,113	\$148,595	\$121,962
Weighted-average shares outstanding, basic	172,615	172,598	171,605	170,972
Net income per share, basic	\$0.59	\$0.68	(\$0.28)	\$0.60
Distributable Earnings per share, basic	\$0.79	\$0.79	\$0.87	\$0.71

(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 (cont.)

(in thousands, except per share data)

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

(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.

DEFINITIONS

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.

Net Loan Exposure: Reflects total loan exposure net of syndications and CECL reserves. Syndications include (i) non-consolidated senior interests, (ii) loan participations sold, and (iii) term-matched, non-recourse, non-mark-to-market asset specific debt.

1M SOFR: Represents 1-Month Term SOFR, which is an interest rate based on the Secured Overnight Financing Rate (SOFR), calculated and published for a 1-month tenor.

FORWARD-LOOKING STATEMENTS AND IMPORTANT DISCLOSURE INFORMATION

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. 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. 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.

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, 2022, 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. 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.