

Blackstone

Mortgage
Trust

Blackstone Mortgage Trust, Inc.

Q4 2023 Company Presentation

FEBRUARY 2024

- Blackstone Mortgage Trust (BXMT) 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's portfolio focuses on senior secured loans with a weighted-average origination LTV of 64%,⁽¹⁾ collateralized by institutional-quality real estate across sectors and markets

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 December 31, 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.

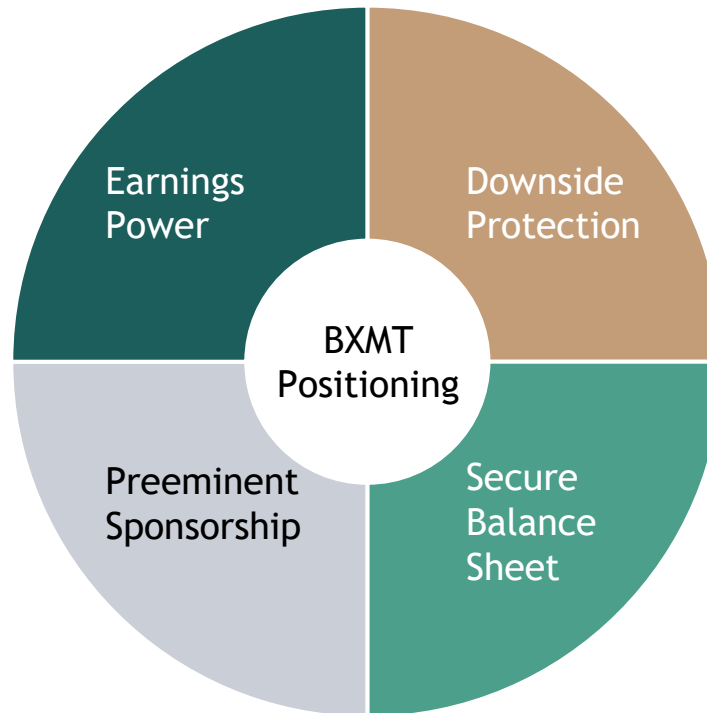
(1) Reflects weighted average loan-to-value ("LTV") as of the date investments were originated or acquired by BXMT.

BXMT MARKET POSITIONING

- BXMT is well-positioned to navigate the current environment with a senior, floating-rate portfolio generating robust cash flow, and a strong balance sheet with substantial liquidity

Strong current income supporting dividend coverage and book value

Senior loan positions with significant structural protection and embedded credit enhancement



Blackstone sponsorship provides a breadth of experience and resources to manage risk and assess opportunities

Well-structured, match-funded debt with substantial liquidity and no near-term debt maturities

- Blackstone is the largest global alternative asset manager⁽¹⁾

38yr
investment
record

\$1T
assets under
management

60+
investing
strategies

Real Estate \$337B

- Opportunistic
- Core+
- Debt

Credit & Insurance \$319B

- Private Credit
- Liquid Credit
- Other Credit and Insurance

Private Equity \$304B

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

Hedge Fund Solutions \$80B

- Portfolio Solutions
- Special Situations
- GP Participation



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 does not predict future returns.** 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. The ABF, BIS and BXC business units will be consolidated to form the BXCI business unit following a transition period that is expected to be completed by year end. For more information, please see “Important Disclosure Information”.

(1) Based on Blackstone analysis of company earnings presentations and calls, as of December 31, 2023 or latest publicly available data.

REAL ESTATE CREDIT OVERVIEW

- BXMT's senior floating-rate lending business benefits from cross-market knowledge and insights from across the Real Estate Credit business

Blackstone Mortgage Trust ("BXMT")

\$22.0B
loan portfolio⁽¹⁾

- Originates senior floating-rate loans on institutional-quality assets
- Downside protection and income orientation
- Dividends generated from interest income

BREDS Drawdown Strategy

\$27.7B
investor capital⁽²⁾

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

Insurance

\$50.2B
investor capital

- Direct sourcing and origination of high-quality real estate investments for insurance companies
- Liquid securities and residential / commercial mortgages; primarily fixed rate

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

(1) Based on Net Loan Exposure. See Appendix for definition.

(2) Investor capital also includes BREDS Signature (\$10.0B), Real Estate Securities (\$2.1B), and other funds (\$238M).

- One fully integrated real estate platform across 12 global offices

Blackstone Advantage

Global Business

- 850+ professionals
- 12 global offices

Scale Capital

- \$337B RE AUM
- \$53.9B 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 Sessions

Integrated Perspective

1

global real estate platform

1

investment process — same people, same process

- BXMT originates loans that are sized and structured to capitalize value-add business plans to drive cash flow growth and long-term value creation
 - BXMT's loans are repaid when Sponsors sell or refinance assets, typically following execution of business plan
-

BXMT Lending Strategy

Senior Asset-Backed Lending

First-lien claim secured by tangible commercial real estate properties with hard asset value

Institutional Real Estate

Assets well-suited for institutional debt and equity capital sources

Value-Add Business Plans

Loans designed to support business plans aimed at growing property cash flows and value over time

Stringent Underwriting & Asset Management

Rigorous processes informed by knowledge and experience of the Blackstone Real Estate platform

Sophisticated Borrowers

Experienced, well-capitalized borrowers who can support assets through periods of volatility

Structural Protections

Loans generally include performance tests, cash sweeps, guarantees or other structural enhancements

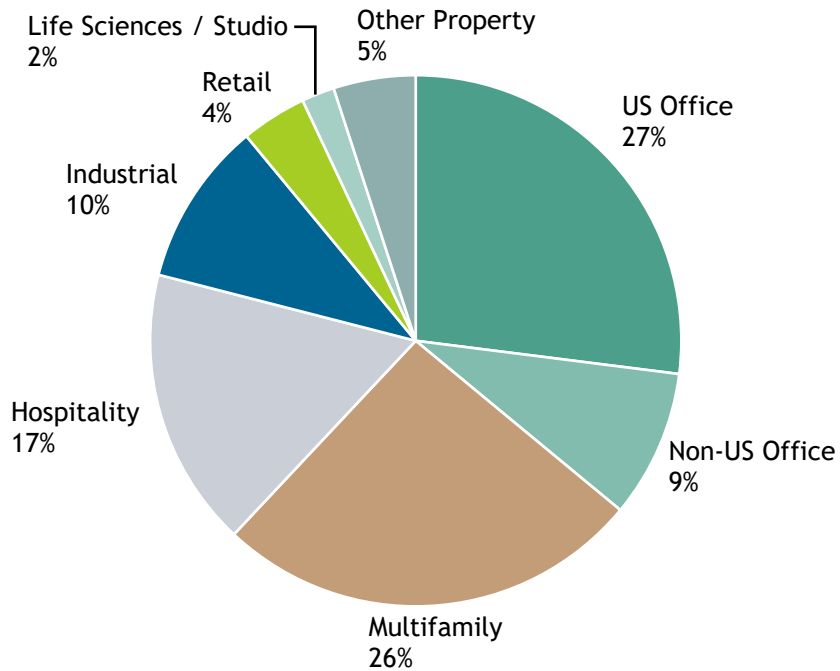
BXMT TARGET INVESTMENTS

Loan Size	\$50M to \$500M+
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

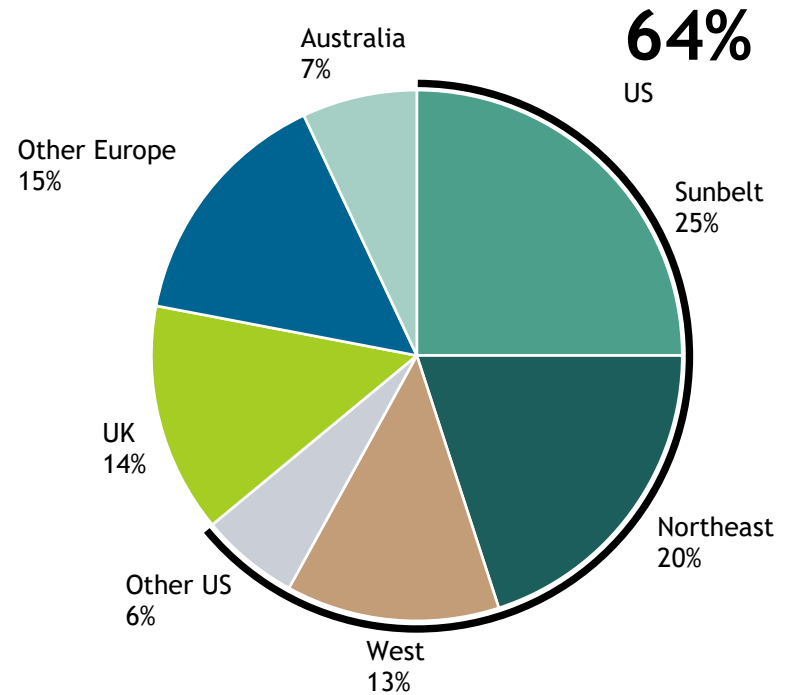
PORTFOLIO OVERVIEW

- Well-diversified, fully-scaled \$22.0B portfolio⁽¹⁾ secured by institutional-quality assets typically undergoing value-add business plans
- Loans backed by assets across sectors, including US Office (27%), Multifamily (26%), and Hospitality (17%)

Collateral Diversification⁽¹⁾



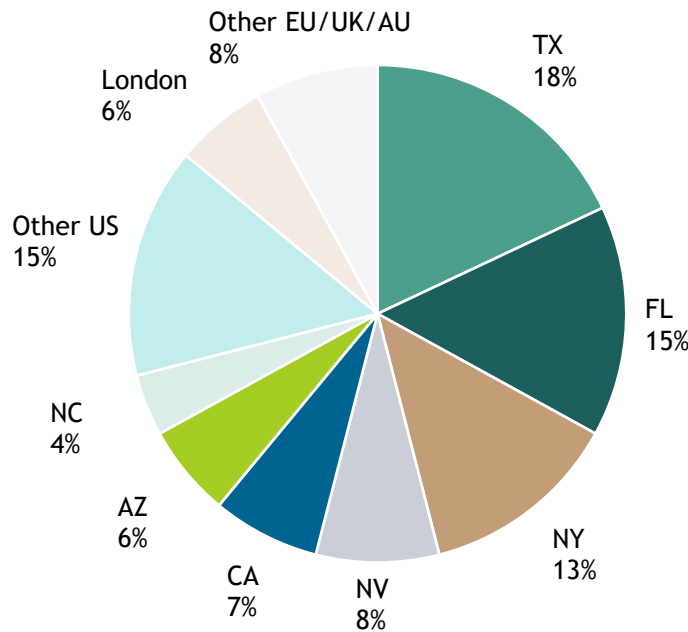
Geographic Distribution⁽¹⁾



(1) Based on Net Loan Exposure. See Appendix for definition.

- BXMT’s multifamily collateral is located in submarkets that have seen 30% rent growth since origination with less new supply under construction than their broader respective MSAs
- 99% performing multifamily portfolio diversified across core cities and Sunbelt markets

Geographic Distribution⁽¹⁾



Multifamily Portfolio Highlights

67%
weighted-average
LTV⁽²⁾

99%
performing⁽¹⁾




30%
total submarket
rent growth⁽³⁾
since Q1'21

62%
less submarket supply⁽⁴⁾
vs. MSA

(1) Based on Net Loan Exposure. See Appendix for definition.
 (2) Reflects weighted-average loan-to-value (“LTV”) as of the date investments were originated or acquired by BXMT.
 (3) Source: Axiometrics. Represents the total growth in average rents over the three-month periods ending March 31, 2021 and September 30, 2023 of assets within a 3-mile radius of BXMT’s US traditional multifamily portfolio markets, weighted by net loan exposure.
 (4) 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 US 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 September 2023.

OFFICE PORTFOLIO

- 30% of BXMT's total office is either outperforming (risk rated 1-2) or already impaired (risk rated 5) with reserves reflected on BXMT's balance sheet
- Risk rated 3 loans are concentrated in newer-vintage assets and/or better markets; risk rated 4 loans are performing loans, but concentrated in older-vintage assets and/or weaker markets

Risk Rating	Net Loan Exposure	Collateral Profile
1-2	\$1.5B 7% of portfolio	<ul style="list-style-type: none"> 96% new construction⁽¹⁾ 55% w.a. origination LTV⁽²⁾ 0% Chicago, SF Bay Area, Houston, Washington, D.C.⁽³⁾
3	\$3.6B 17% of portfolio	<ul style="list-style-type: none"> 57% new construction⁽¹⁾ 66% w.a. origination LTV⁽²⁾ 53% Europe and 17% Sunbelt; just 8% Chicago, SF Bay Area, Houston, Washington, D.C.⁽³⁾ <div style="display: flex; justify-content: space-around; align-items: flex-end;"> <div style="text-align: center;">  New Construction </div> <div style="text-align: center;">  Europe </div> <div style="text-align: center;">  Sunbelt </div> </div>
4	\$2.0B 9% of portfolio	<ul style="list-style-type: none"> 100% performing 52% of loans modified in 2023 with over \$300M new equity committed 73% pre-2015 vintage⁽⁴⁾
5	\$0.8B 4% of portfolio	<ul style="list-style-type: none"> Impaired and income not recognized in BXMT's earnings 26% CECL reserves in place 92% pre-2015 vintage⁽⁴⁾

(1) Represents assets newly built or substantially renovated in 2015 or later; weighting based on gross loan exposure of portfolio.

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

(3) Weighting based on gross loan exposure of portfolio; Washington D.C. excludes Reston, VA.

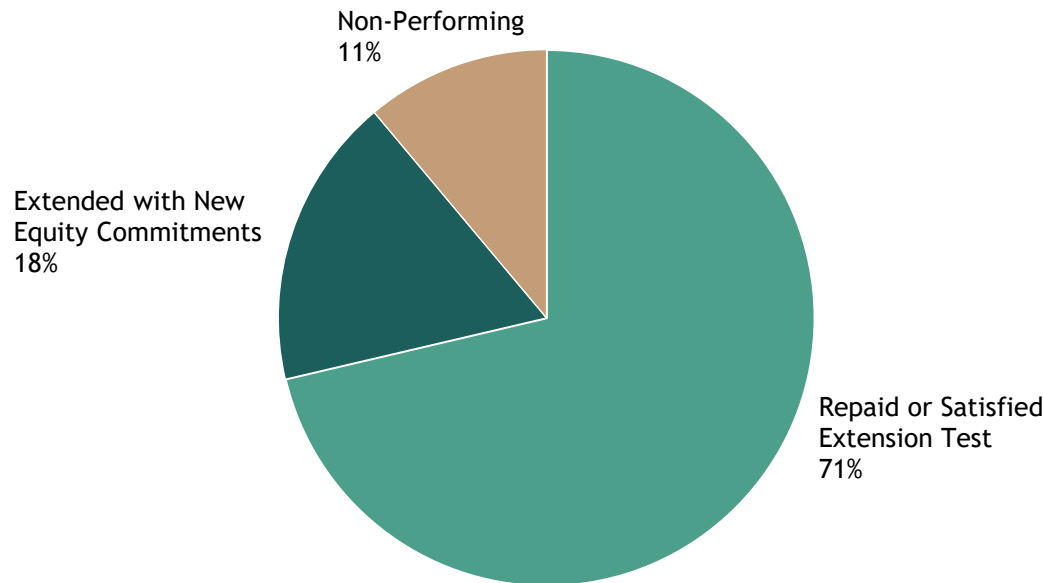
(4) Based on year of completion for new assets or year of renovation for substantially renovated assets.

LOAN MATURITIES

- 89% of the \$9.8B of loans that reached maturity or an extension test during the last 12 months were repaid, satisfied extension performance tests, or extended with new equity commitments
 - Loans that did not extend based on performance tests or new equity are deemed non-performing and impaired
-

2023 Loan Maturity Outcomes

Based on Gross Loan Exposure



\$8.7B

loans repaid, satisfied extension tests, or extended with new equity commitments

\$4.7B

office loans repaid or satisfied extension performance tests

\$160M+

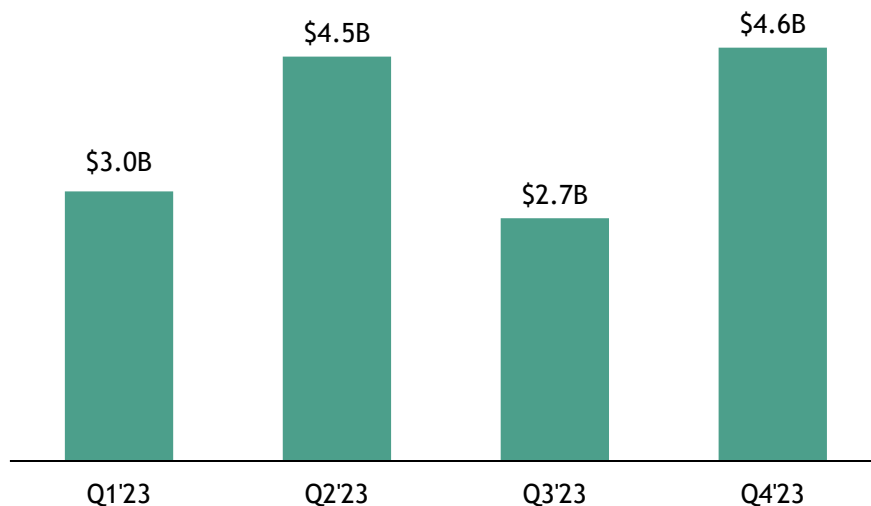
new equity commitments on \$1.7B of loan extensions

BORROWER INTEREST RATE CAPS

- In 2023, rate caps on \$14.7B of loans expired and 93% were replaced with new rate caps or interest guarantees; new caps have a 3.7% weighted-average strike price⁽¹⁾ vs. 3.1% at expiration
- 97% of BXMT's performing loans have rate caps (weighted-average strike price of 3.3%)⁽¹⁾ or interest guarantees

Borrower Rate Cap Expirations

Based on Gross Loan Exposure



93%

rate cap expirations replaced with new rate caps or guarantees

3.3%

w.a. strike price⁽¹⁾ of borrower rate caps on current performing portfolio

	Q1'23	Q2'23	Q3'23	Q4'23
w.a Strike Expiration ⁽¹⁾	3.3%	3.0%	3.2%	3.0%
w.a Strike Renewed ⁽¹⁾	3.9%	3.7%	3.9%	3.6%
Average 1M SOFR	4.6%	5.0%	5.3%	5.3%

(1) Represents strike price weighted by BXMT's gross loan exposure to each loan with an underlying interest rate cap.

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
-



ROBUST CAPITALIZATION

- BXMT's capital structure prioritizes risk management and balance sheet stability



No capital markets and limited credit MTM provisions protect liquidity



Prioritize lower cost over incremental leverage to optimize current income



Term-matched: debt maturities correspond to asset repayments



Index-matched: eliminate interest rate risk

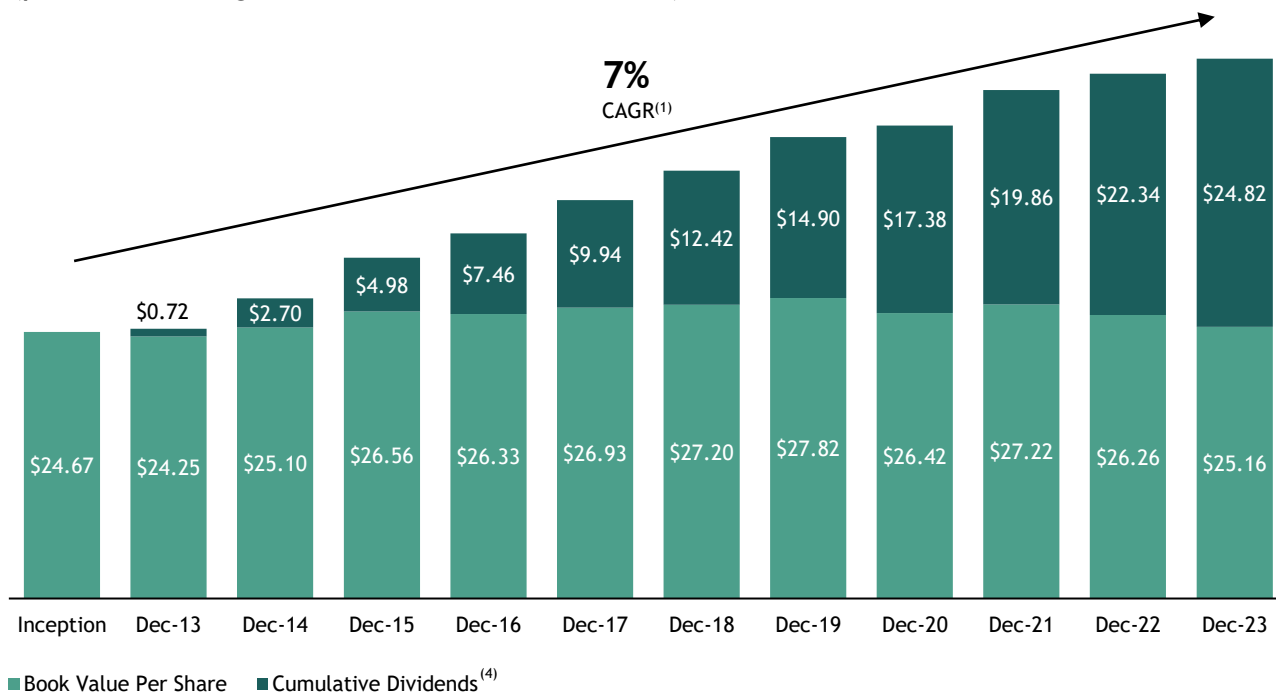


Currency-matched: hedge foreign currency exposure

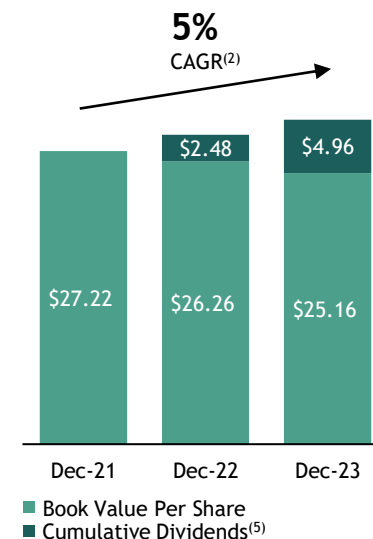
SHAREHOLDER RETURN

- 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 5%⁽²⁾ over the past two years despite credit headwinds
- BXMT has paid a \$0.62 per share dividend for 34 consecutive quarters; excess earnings have added to book value and supported economic returns⁽³⁾ for shareholders

Economic Return⁽³⁾ since Inception (per share change in book value and dividends)



2-Year Return⁽³⁾ (per share change in book value and dividends)



(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 December 31, 2021.

(3) Reflects the change in book value per share plus the aggregate dividends declared per share over the relevant period.

(4) Reflects cumulative dividends per share since inception.

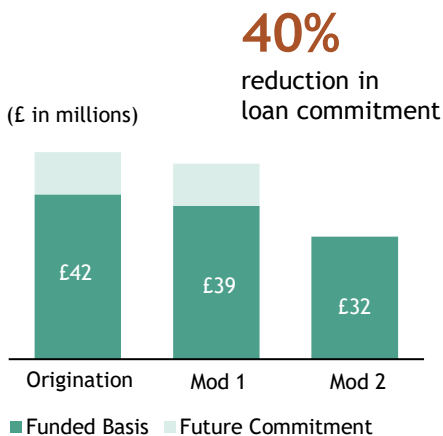
(5) Reflects cumulative dividends per share since December 31, 2021.

Case Studies

- BXMT proactively manages assets to reduce credit risk over time, enhancing outcomes even when business plans face challenges
- BXMT loans carry structural benefits such as extension tests, guarantees, and approvals over major decisions, which facilitate risk management over time

London Office

In Q4 2023, a £32M loan on a vacant London office building was fully repaid at par; since origination in 2019, BXMT completed two loan modifications, securing £10M of loan repayments



- **Q2 2019: Origination**
 - Originated £53M (£42M funded at close), 61% LTV senior loan for acquisition and refurbishment of an 89k sf, 2004 vintage Class A office building in the City of London
 - Business plan to renovate asset following prior tenant vacate & deliver to WeWork under full building 15-year lease
 - Loan was sized, underwritten & structured to account for downside scenario where WeWork failed
- **Q4 2020: Loan Modification #1**
 - Prior tenant relocation delayed due to COVID-19 pandemic
 - Modification allowed 1-year lease extension in exchange for **£8M incremental equity commitment**, including **£3M loan repayment**
- **Q2 2023: Loan Modification #2**
 - Given deterioration of WeWork credit and broader office market challenges, Sponsor opted to terminate lease and pursue a sale of the vacant asset
 - Termination required BXMT consent given **lease approval rights**
 - BXMT approved a short-term extension to facilitate sale in exchange for a **£7M repayment and cancellation of £11M future funding**
- **Q4 2023: Repayment**
 - Asset sold for £49M to institutional buyer, resulting in a **full par repayment** of BXMT's loan
 - Sale price at 1.5x+ of BXMT's basis, implying exit LTV of 66%



Dallas Multifamily (Risk Rated 1)

- \$35M floating-rate first mortgage loan originated in Q4 2021
- Recently built (2017 vintage), 200-unit multifamily asset targeting 55+ market
- Property was 89% leased at origination with a business plan to complete lease-up to and stabilize the property
- 95%+ occupied at rents above BXMT's underwriting
- Final maturity of November 2026



Atlanta Mixed Use (Risk Rated 2)

- \$284M floating-rate first mortgage loan originated in Q4 2018
- Mixed use office and retail in prime location in Midtown, Atlanta
- Sponsor completed \$200M+ redevelopment, added 250k+ sf new-build space including office, an iPic theater, a food hall, and other food, beverage and service-oriented retail
- Strong performance across components, including significant parking revenue
- Final maturity of November 2024



UK Retail Portfolio (Risk Rated 2)

- £135M floating-rate first mortgage loan originated in Q1 2022
- Crossed portfolio of predominantly grocery-anchored retail-warehouse assets
- 97%+ occupied
- Final maturity of August 2027



Denmark Industrial Portfolio (Risk Rated 3)

- €126M floating-rate first mortgage loan originated in Q1 2022
- Crossed portfolio of 18 logistics assets totaling 164k sqm
- Business plan to lease-up vacancy and raise rents to market levels as leases roll
- 98%+ occupied with strong NOI growth post-origination
- Final maturity of February 2027



Miami Office (Risk Rated 3)

- \$111M floating-rate first mortgage loan originated in Q4 2021
- New-build (2020 vintage) office asset in growing Wynwood submarket
- Business plan to complete lease-up to stabilize the asset
- Occupancy has increased from 16% to 74%+ at rents above BXMT's underwriting
- Final maturity of January 2027



Chicago Office (Risk Rated 4)

- \$294M floating-rate first mortgage loan originated in Q4 2018
- 1.2M sf office asset in prime West Loop location
- Sponsor completed \$18M renovation and has signed 325k+ sf of leases in last two years
 - Recently executed 179k sf renewal, including 83k sf expansion, of largest tenant
- Property is 70% occupied, with significant leasing pipeline
- Recently extended with \$21M of incremental Sponsor equity
- Final maturity of December 2026

BXMT Q4 and FY 2023 Earnings Release

BXMT HIGHLIGHTS

- 2023 GAAP EPS of \$1.43 and Distributable EPS^(a) of \$3.05, supporting dividend coverage and book value
- Prudent balance sheet management with diversified capital structure, no near-term corporate debt maturities, and substantial liquidity maintained throughout the year
- 4Q GAAP EPS of \$(0.01) and Distributable EPS^(a) of \$0.69

Earnings Power

Floating rate portfolio generated record earnings in 2023

\$3.05

2023 Distributable EPS^(a)

123%

2023 dividend coverage⁽¹⁾

Balance Sheet Strength

Well-structured, match-funded liabilities with substantial liquidity

\$1.7B

year-end liquidity

\$0

corporate debt maturities until 2026

Credit Performance

High-quality collateral drove loan performance and repayment activity

\$3.8B

2023 repayments

93%

performing loans^(b)

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(1) Reflects ratio of Distributable Earnings per share to dividends declared per share for the year ended December 31, 2023. See Appendix for a reconciliation to GAAP net income, which covered 58% of the dividend in the same period.

FOURTH QUARTER AND FULL YEAR 2023 RESULTS

Earnings

- 4Q GAAP basic loss per share of \$(0.01) and Distributable Earnings^(a) per share of \$0.69; 99.7% of interest income^(c) recognized by BXMT was paid current
- Book value per share of \$25.16; excess Distributable Earnings⁽¹⁾ added \$0.57 per share to book value during 2023, partially offsetting impact of reserves
- Paid 4Q dividend of \$0.62 per share, equating to a 13.7% annualized dividend yield;^(d) substantial dividend coverage⁽²⁾ of 111% in 4Q

Portfolio

- \$22.0B portfolio^(b) of 178 senior loans, collateralized by institutional quality real estate and diversified across sectors and markets; weighted-average origination LTV of 64%^(e)
- Collected \$0.6B of repayments in Q4 and \$3.8B in 2023, reflecting liquidity for collateral assets; \$1.0B of 2023 repayments in office (26% of total repayments), including three loans in Q4
- In 2023, borrower rate caps on \$14.7B of loans expired, and 93% were replaced with new rate caps or interest guarantees; 97% of BXMT's performing loans have rate caps (w.a. strike price of 3.3%)^(f) or interest guarantees

Credit

- 93% performing portfolio^(b) generated record interest income in 2023; multifamily loans are 99.4% performing
- Stable weighted-average risk rating of 3.0; includes 19% 4- & 5-risk rated loans (vs. 18% last quarter)
- CECL reserves of \$592M included in book value; significant reserves established on 5-risk rated loans, implying collateral value decline of over 50% from origination

Capitalization and Liquidity

- Stable, match-funded financing structures with no capital markets mark-to-market provisions
- Maintained consistently strong liquidity over the year with \$1.7B at year-end, while reducing leverage^(g) to 3.7x from 3.8x in 2023
- No corporate debt maturities until 2026; net future funding commitments^(h) of \$1.2B are spread over a weighted-average term of 2.6 years, and approximately 90% are tied to leasing costs or capital expenditures

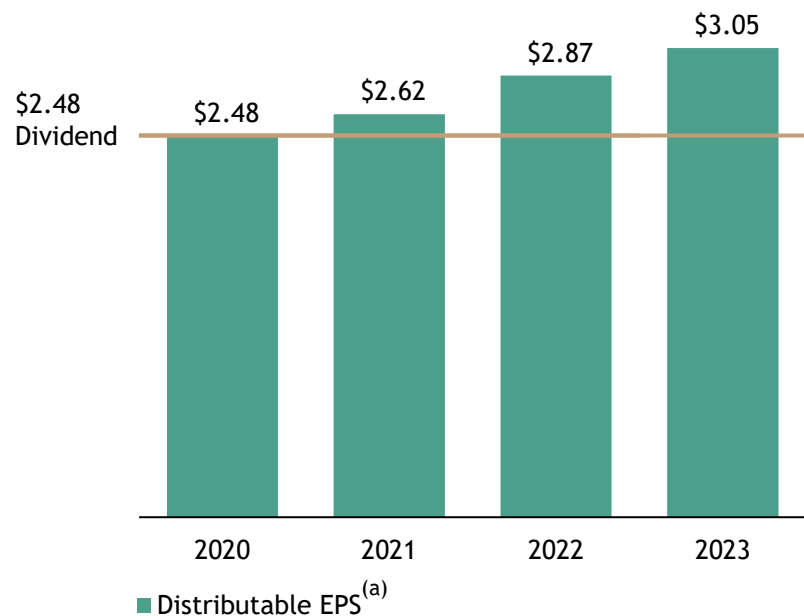
(1) Represents Distributable Earnings per share in excess of dividends per share declared for the year ended December 31, 2023. See Appendix for reconciliation to GAAP net income, which was \$(1.05) per share less than dividends per share declared.

(2) Dividend coverage reflects ratio of Distributable Earnings per share to dividends declared per share for the three months ended December 31, 2023. See Appendix for definition and reconciliation to GAAP net loss for the period, which was less than the dividend in the same period.

EARNINGS

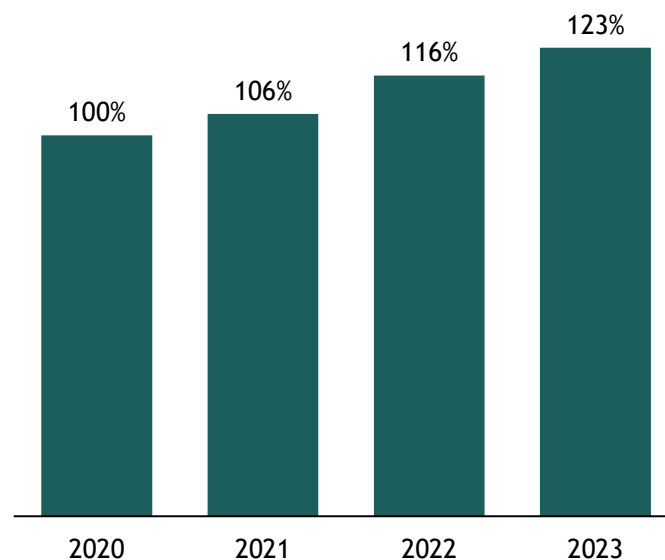
- Higher rates drove record Distributable Earnings in 2023, up 6% year over year;⁽¹⁾ GAAP earnings impacted by higher CECL reserves
- BXMT has consistently covered its dividend with Distributable Earnings throughout various interest rate environments, including record coverage⁽²⁾ of 123% in 2023

Earnings Per Share



GAAP EPS	2020	2021	2022	2023
	\$0.97	\$2.77	\$1.46	\$1.43

Dividend Coverage⁽²⁾



GAAP Coverage	2020	2021	2022	2023
	39%	112%	59%	58%

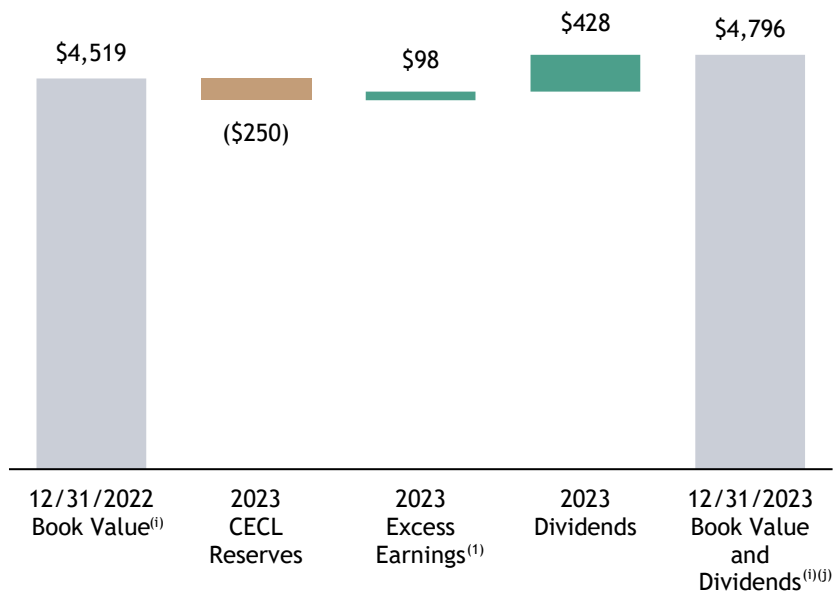
(1) Reflects change in Distributable Earnings per share for the year ended December 31, 2023 compared to the prior period. See Appendix for reconciliation to GAAP net income, which declined by 2%.
 (2) Reflects ratio of Distributable Earnings per share to dividends declared per share for the year ended December 31, 2023. See Appendix for a reconciliation to GAAP net income, which covered 58% of the dividend in the same period.

EARNINGS

- Strong current income generated by BXMT's portfolio offset the impact of higher reserves and supported a positive economic return⁽ⁱ⁾
- Book value down 3% year-over-year notwithstanding \$250M increase in CECL reserves during the period

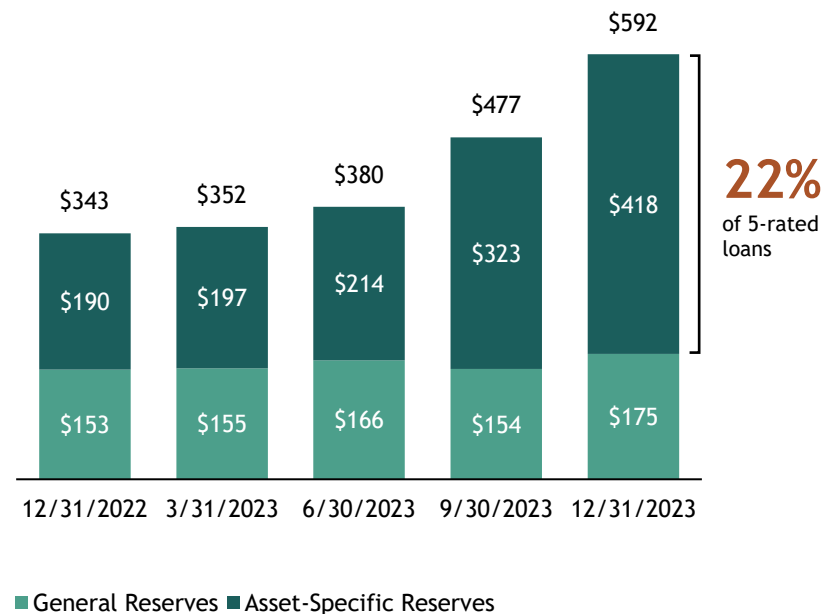
Economic Return⁽ⁱ⁾

(\$ in millions)



CECL Reserves

(\$ in millions)



Per Share

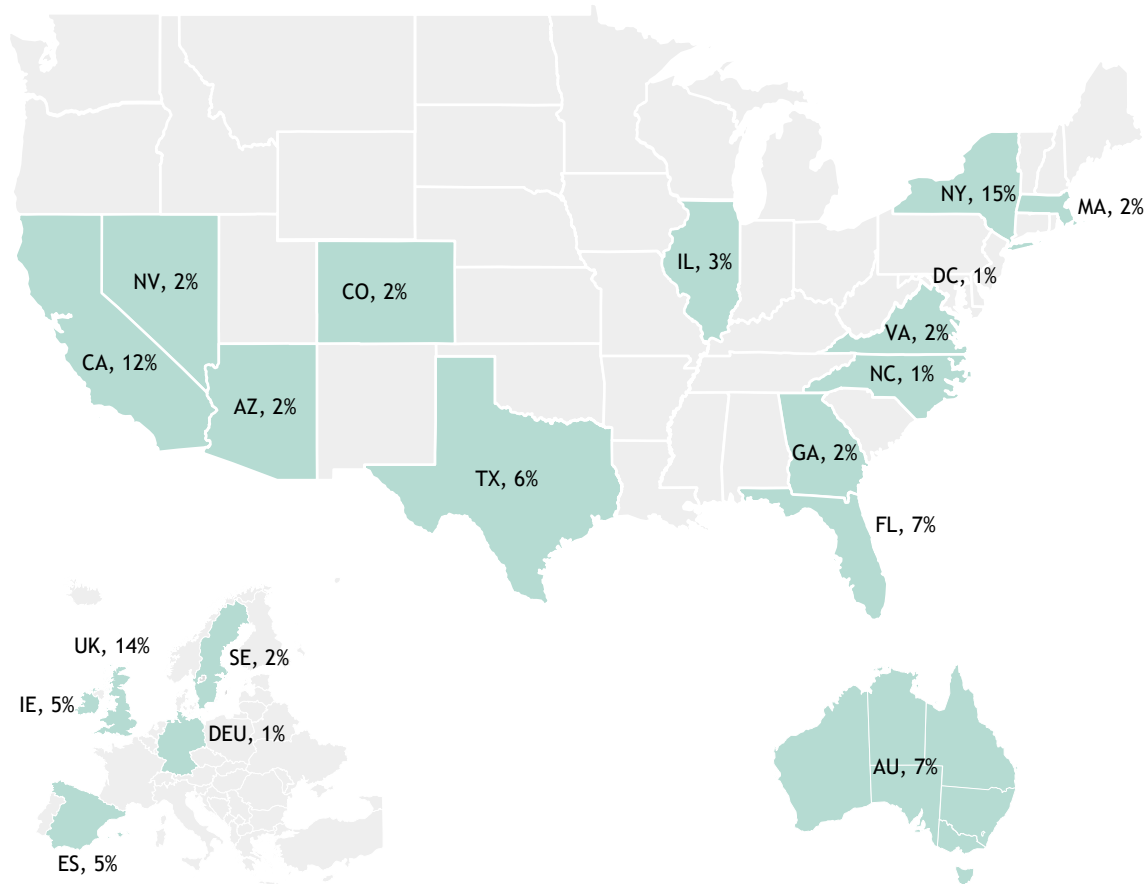
\$26.26	\$27.64 ^(k)
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(1) Represents Distributable Earnings in excess of dividends declared for the year ended December 31, 2023. See Appendix for reconciliation to GAAP net income, which was \$(181)M less than dividends declared.

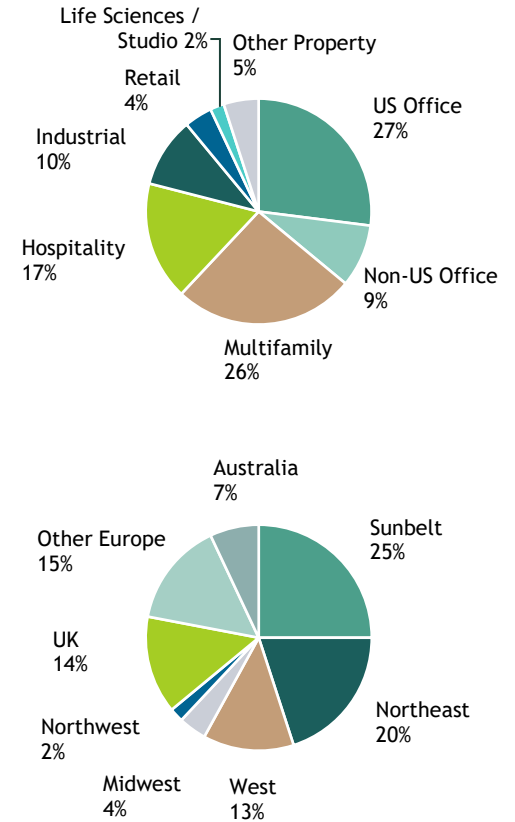
PORTFOLIO

- Well-diversified portfolio of 178 senior loans, secured by institutional-quality assets across sectors and markets

Geographic Footprint^{(b)(1)}



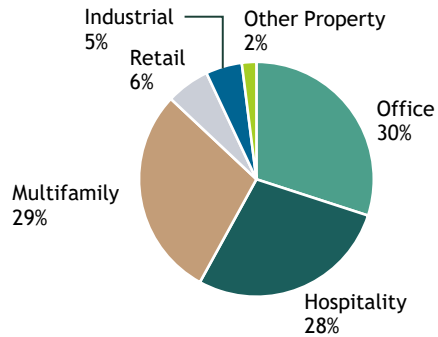
Collateral Diversification^{(b)(m)}



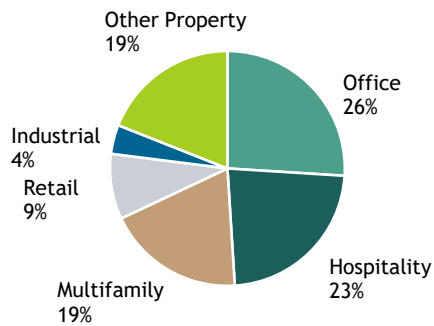
- BXMT collected \$0.6B of repayments in Q4 and \$3.8B throughout 2023, including \$1.0B of office repayments
- Repayments have consistently exceeded fundings on the existing portfolio; future fundings have remained predictable and limited over time

Repayment Activity

\$0.6B
Q4 2023
repayments

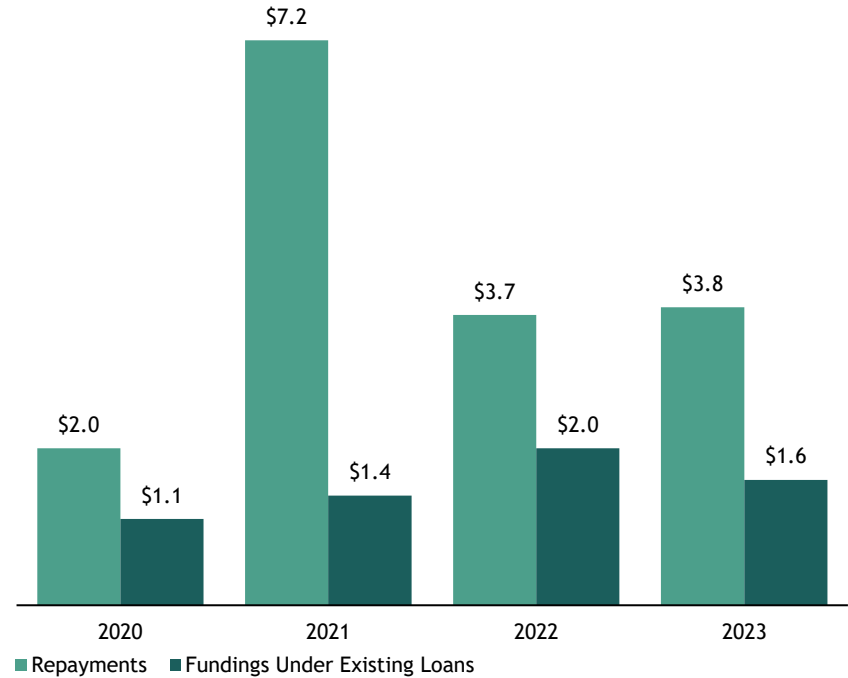


\$3.8B
2023
repayments



Repayments and Fundings Under Existing Loans⁽ⁿ⁾

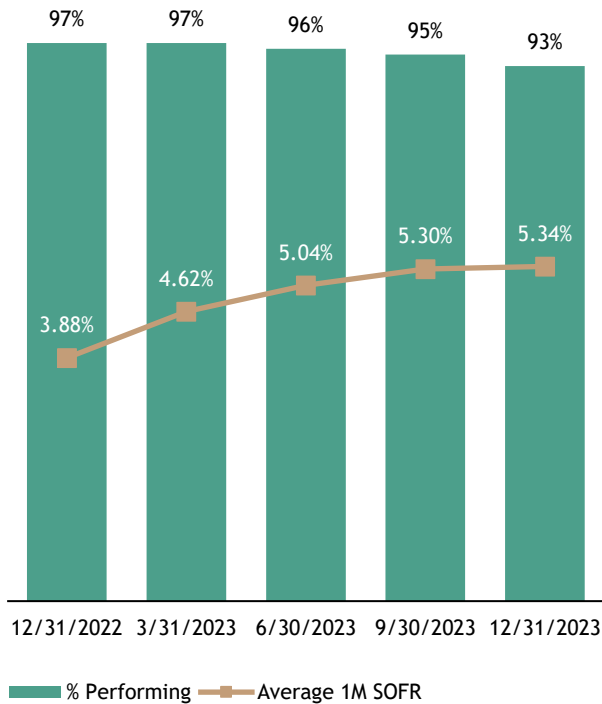
(\$ in billions)



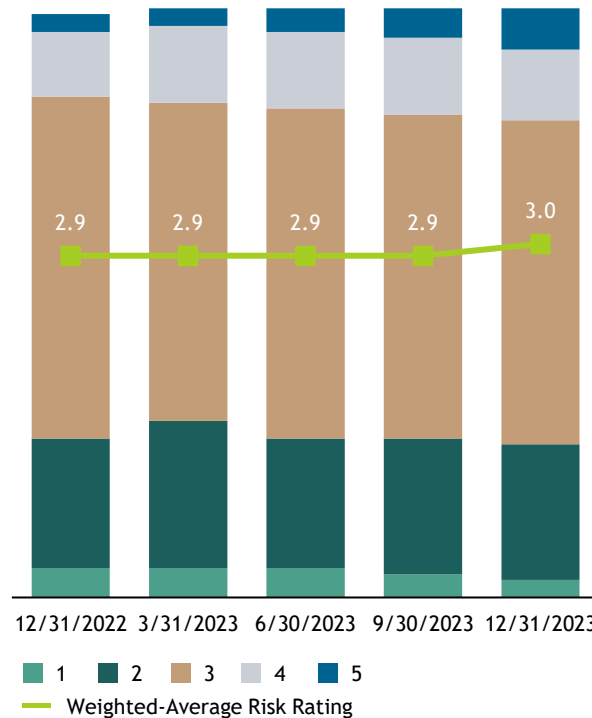
CREDIT

- BXMT's loan portfolio has demonstrated resilience through market volatility and rapidly increasing interest rates over the course of the year, resulting in 93% performance^(b) at year-end
- Stable weighted-average risk rating of 3.0 as most assets continue to demonstrate positive business plan performance, offsetting a limited number of more challenged assets

Performing Portfolio^(b)



Weighted-Average Risk Rating^(b)



22%

loans repaid or upgraded in 2023^{(b)(o)}

15%

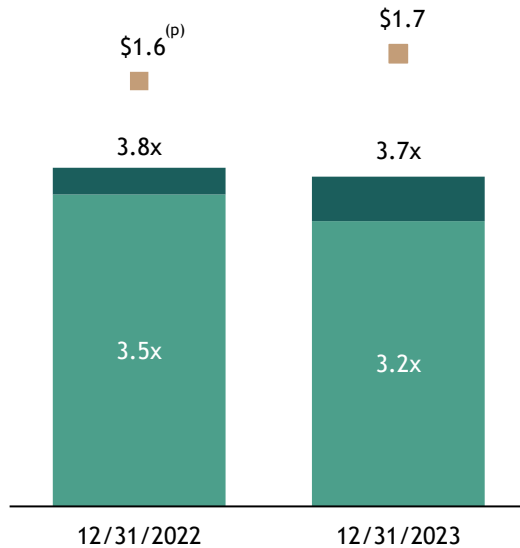
loans downgraded in 2023^{(b)(o)}

CAPITALIZATION

- During the year, BXMT reduced leverage and grew liquidity to \$1.7B at year-end, a near record level
- 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 & Liquidity

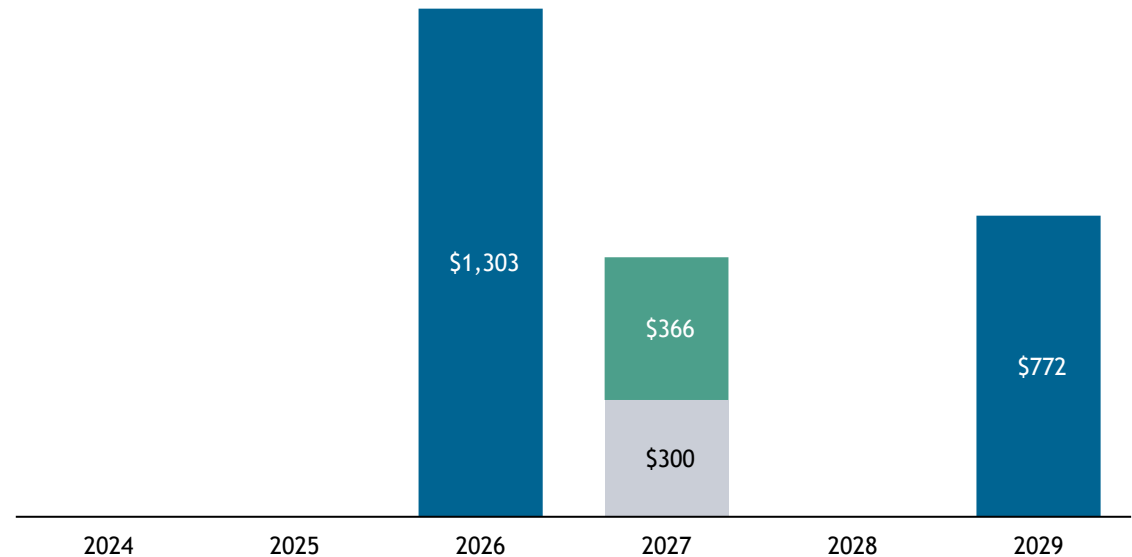
(\$ in billions)



- Debt-to-Equity Ratio^(g)
- Debt-to-Equity Ratio, adj.^(q)
- Liquidity

Corporate Debt Maturities^(r)

(\$ in millions)



- Term Loan B
- Convertible Notes
- Senior Secured Notes

I. Appendix

Portfolio Details

(\$ in millions)

	Loan Type	Origination Date ^(s)	Total Loan ^(t)	Principal Balance ^(t)	Net Book Value	Cash Coupon ^(u)	All-in Yield ^(u)	Maximum Maturity ^(v)	Location	Property Type	Loan Per sf / Unit/Key	Origination LTV ^(s)
Loan 1	Senior Loan	4/9/2018	\$1,487	\$1,156	\$1,155	+4.29%	+4.60%	6/9/2025	New York	Office	\$408/sf	48%
Loan 2	Senior Loan	8/14/2019	1,086	1,000	996	+3.03%	+3.78%	12/23/2024	Dublin - IE	Mixed-Use	\$332/sf	74%
Loan 3	Senior Loan	6/24/2022	901	901	895	+4.75%	+5.07%	6/21/2029	Diversified - AU	Hospitality	\$410/sf	59%
Loan 4	Senior Loan	3/22/2018	612	612	611	+3.25%	+3.31%	3/15/2026	Diversified - Spain	Mixed-Use	N/A	71%
Loan 5	Senior Loan ^(t)	8/7/2019	571	571	116	+3.22%	+3.46%	9/9/2025	Los Angeles	Office	\$712/sf	59%
Loan 6	Senior Loan	3/30/2021	477	477	474	+3.20%	+3.41%	5/15/2026	Diversified - SE	Industrial	\$91/sf	76%
Loan 7	Senior Loan	7/23/2021	480	462	459	+3.60%	+4.04%	8/9/2027	New York	Multi	\$619,756/unit	58%
Loan 8	Senior Loan ^(t)	11/22/2019	470	385	77	+3.78%	+4.13%	12/9/2025	Los Angeles	Office	\$705/sf	69%
Loan 9	Senior Loan	12/9/2021	385	368	367	+2.76%	+3.00%	12/9/2026	New York	Mixed-Use	\$127/sf	50%
Loan 10	Senior Loan	9/23/2019	386	361	361	+3.00%	+3.27%	8/16/2024	Diversified - Spain	Hospitality	\$128,685/key	62%
Loan 11	Senior Loan	4/11/2018	345	338	338	+2.25%	+2.28%	5/1/2025	New York	Office	\$429/sf	71%
Loan 12	Senior Loan	10/25/2021	307	307	306	+4.00%	+4.32%	10/25/2024	Diversified - AU	Hospitality	\$151,079/key	56%
Loan 13	Senior Loan	7/15/2021	316	304	301	+4.25%	+4.75%	7/16/2026	Diversified - EUR	Hospitality	\$232,169/key	53%
Loan 14	Senior Loan	5/6/2022	303	303	301	+3.50%	+3.79%	5/6/2027	Diversified - UK	Industrial	\$96/sf	53%
Loan 15	Senior Loan	2/27/2020	303	302	302	+2.70%	+2.94%	3/9/2025	New York	Multi	\$795,074/unit	59%
Loans 16 – 178	Senior Loans ^(t)	Various	19,354	17,124	16,728	+3.18%	+3.50%	Various	Various	Various	Various	65%
CECL reserve					(577)							
Total/Wtd. avg.			\$27,783	\$24,971	\$23,210	+3.31%	+3.66%	2.4 yrs				64%

Consolidated Balance Sheets

(\$ in thousands, except per share data)

	December 31, 2023	December 31, 2022
Assets		
Cash and cash equivalents	\$350,014	\$291,340
Loans receivable	23,787,012	25,017,880
Current expected credit loss reserve	(576,936)	(326,137)
Loans receivable, net	\$23,210,076	\$24,691,743
Other assets	476,088	370,902
Total assets	\$24,036,178	\$25,353,985
Liabilities and equity		
Secured debt, net	\$12,683,095	\$13,528,164
Securitized debt obligations, net	2,505,417	2,664,010
Asset-specific debt, net	1,000,210	942,503
Loan participations sold, net	337,179	224,232
Term loans, net	2,101,632	2,114,549
Senior secured notes, net	362,763	395,166
Convertible notes, net	295,847	514,257
Other liabilities	362,531	426,904
Total liabilities	\$19,648,674	\$20,809,785
Commitments and contingencies	—	—
Equity		
Class A common stock, \$0.01 par value	\$1,732	\$1,717
Additional paid-in capital	5,507,459	5,475,804
Accumulated other comprehensive income	9,454	10,022
Accumulated deficit	(1,150,934)	(968,749)
Total Blackstone Mortgage Trust, Inc. stockholders' equity	\$4,367,711	\$4,518,794
Non-controlling interests	19,793	25,406
Total equity	\$4,387,504	\$4,544,200
Total liabilities and equity	\$24,036,178	\$25,353,985

Consolidated Statements of Operations

(\$ in thousands, except per share data)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2023	2022	2023	2022
Income from loans and other investments				
Interest and related income	\$505,003	\$462,278	\$2,037,621	\$1,338,954
Less: Interest and related expenses	351,238	271,196	1,366,956	710,904
Income from loans and other investments, net	\$153,765	\$191,082	\$670,665	\$628,050
Other expenses				
Management and incentive fees	\$26,342	\$33,830	\$119,089	\$110,292
General and administrative expenses	13,254	14,492	51,143	52,193
Total other expenses	\$39,596	\$48,322	\$170,232	\$162,485
Increase in current expected credit loss reserve	(115,261)	(188,811)	(249,790)	(211,505)
Gain on extinguishment of debt	75	—	4,616	—
(Loss) Income before income taxes	(\$1,017)	(\$46,051)	\$255,259	\$254,060
Income tax provision	698	938	5,362	3,003
Net (loss) income	(\$1,715)	(\$46,989)	\$249,897	\$251,057
Net income attributable to non-controlling interests	(661)	(551)	(3,342)	(2,415)
Net income attributable to Blackstone Mortgage Trust, Inc.	(\$2,376)	(\$47,540)	\$246,555	\$248,642
Per share information (basic)				
Net income per share of common stock, basic and diluted	(\$0.01)	(\$0.28)	\$1.43	\$1.46
Weighted-average shares of common stock outstanding, basic	172,824,083	171,604,533	172,672,038	170,631,410

Quarterly Per Share Calculations

(in thousands, except per share data)

		Three Months Ended December 31, 2023	Three Months Ended September 30, 2023
Distributable Earnings Reconciliation	Net (loss) income ^(w)	(\$2,376)	\$29,524
	Increase in current expected credit loss reserve	115,261	96,900
	Non-cash compensation expense	7,729	7,610
	Realized hedging and foreign currency (loss) gain, net ^(x)	(1,557)	32
	Adjustments attributable to non-controlling interests, net	(83)	118
	Other items	8	—
	Distributable Earnings	\$118,982	\$134,184
	Weighted-average shares outstanding, basic ^(y)	172,824	172,648
Distributable Earnings per share, basic	\$0.69	\$0.78	

		December 31, 2023	September 30, 2023
Book Value per Share	Stockholders' equity	\$4,367,711	\$4,470,870
	Shares		
	Class A common stock	173,210	172,296
	Deferred stock units	359	349
	Total outstanding	173,569	172,645
	Book value per share	\$25.16	\$25.90

		Three Months Ended December 31, 2023	Three Months Ended September 30, 2023
Earnings per Share	Net (loss) income ^(w)	(\$2,376)	\$29,524
	Weighted-average shares outstanding, basic	172,824	172,648
	Per share amount, basic	(\$0.01)	\$0.17
	Diluted earnings	(\$2,376)	\$29,524
	Weighted-average shares outstanding, diluted	172,824	172,648
	Per share amount, diluted	(\$0.01)	\$0.17

Reconciliation of Net Income to Distributable Earnings

(in thousands, except per share data)

	Twelve Months Ended			
	December 31, 2023	December 31, 2022	December 31, 2021	December 31, 2020
Net income ^(w)	\$246,555	\$248,642	\$419,193	\$137,670
Charge-offs of current expected credit loss reserve ^(z)	—	—	(14,427)	—
Increase (decrease) in current expected credit loss reserve	249,790	211,505	(39,864)	167,653
Non-cash compensation expense	30,655	33,414	31,647	34,532
Realized hedging and foreign currency (loss) gain, net ^(x)	(766)	(3,239)	(521)	10,852
Adjustments attributable to non-controlling interests, net	(35)	(361)	132	(204)
Other items	71	(131)	561	1,487
Distributable Earnings	\$526,270	\$489,830	\$396,721	\$351,990
Weighted-average shares outstanding, basic ^(y)	172,672	170,631	151,522	141,796
Net income per share, basic	\$1.43	\$1.46	\$2.77	\$0.97
Distributable Earnings per share, basic	\$3.05	\$2.87	\$2.62	\$2.48

Reconciliation of Adjusted Equity

(\$ in thousands)

	December 31, 2023	December 31, 2022
Total equity	\$4,387,504	\$4,544,200
Add back: aggregate CECL reserve	592,307	342,517
Adjusted Equity	\$4,979,811	\$4,886,717

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 is defined as GAAP net income (loss), including realized gains and losses not otherwise recognized in current period 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 BXMT’s manager, subject to approval by a majority of its independent directors. Distributable Earnings mirrors the terms of BXMT’s management agreement between BXMT’s Manager and BXMT, for purposes of calculating its incentive fee expense.

BXMT’s CECL reserves have been excluded from Distributable Earnings consistent with other unrealized gains (losses) pursuant to its existing policy for reporting Distributable Earnings. BXMT expects to only recognize such potential credit losses in Distributable Earnings if and when such amounts are realized and deemed non-recoverable upon a realization event. This is generally at the time a loan is repaid, or in the case of foreclosure, when the underlying asset is sold, but realization and non-recoverability may also be concluded if, in BXMT’s determination, it is nearly certain that all amounts due will not be collected. The timing of any such credit loss realization in BXMT’s Distributable Earnings may differ materially from the timing of CECL reserves or charge-offs in BXMT’s consolidated financial statements prepared in accordance with GAAP. The realized loss amount reflected in Distributable Earnings will equal the difference between the cash received, or expected to be received, and the book value of the asset, and is reflective of its economic experience as it relates to the ultimate realization of the loan.

BXMT believes that Distributable Earnings provides meaningful information to consider in addition to net income (loss) and cash flow from operating activities determined in accordance with GAAP. BXMT believes Distributable Earnings is a useful financial metric for existing and potential future holders of its class A common stock as historically, over time, Distributable Earnings has been a strong indicator of its dividends per share. As a REIT, BXMT generally must distribute annually at least 90% of its net taxable income, subject to certain adjustments, and therefore BXMT believes its dividends are one of the principal reasons stockholders may invest in BXMT’s class A common stock. Distributable Earnings helps BXMT to evaluate its performance excluding the effects of certain transactions and GAAP adjustments that BXMT believes are not necessarily indicative of BXMT’s current loan portfolio and operations and is a performance metric BXMT considers when declaring its dividends.

Distributable Earnings does not represent net income (loss) or cash generated from operating activities and should not be considered as an alternative to GAAP net income (loss), or an indication of GAAP cash flows from operations, a measure of BXMT’s liquidity, or an indication of funds available for its cash needs. In addition, the 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, BXMT’s reported Distributable Earnings may not be comparable to the Distributable Earnings reported by other companies.

Adjusted Equity: BXMT discloses Adjusted Equity in this presentation. Adjusted Equity is a financial measure that is calculated and presented on the basis of methodologies other than in accordance with GAAP. Adjusted Equity reflects BXMT’s total equity, excluding the aggregate CECL reserve on loans receivable and unfunded commitments.

BXMT believes that Adjusted Equity provides meaningful information to consider in addition to its total equity determined in accordance with GAAP in the context of assessing its debt-to-equity and total leverage ratios. The adjusted debt-to-equity and total leverage ratios are metrics used, in addition to unadjusted debt-to-equity and total leverage ratios, when evaluating BXMT’s capitalization structure, as Adjusted Equity excludes the unrealized impact of BXMT’s CECL reserve, which may vary from quarter-to-quarter as its loan portfolio changes and market and economic conditions evolve. BXMT believes these ratios, and therefore Adjusted Equity, are useful financial metrics for existing and potential future holders of its class A common stock to consider when evaluating how BXMT’s business is capitalized and the relative amount of leverage in its business.

Adjusted Equity does not represent BXMT’s total equity and should not be considered as an alternate to GAAP total equity. In addition, BXMT’s methodology for calculating Adjusted Equity may differ from methodologies employed by other companies to calculate the same or similar supplemental measures, and accordingly, BXMT’s reported Adjusted Equity may not be comparable to the Adjusted Equity 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: Represents loans that are included in BXMT’s consolidated financial statements, net of (i) asset specific debt, (ii) participations sold, (iii) cost-recovery proceeds, and (iv) CECL reserves on its loans receivable.

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.

ENDNOTES

- a. Represents Distributable Earnings per share. See Appendix for definition and reconciliation to GAAP net income.
- b. Based on Net Loan Exposure. See Appendix for definition.
- c. GAAP interest income includes amortization of fees, primarily origination and extension fees that are received in advanced and amortized over the applicable loan term.
- d. Dividend yield based on share price of \$18.12 as of February 13, 2024.
- e. Reflects weighted-average loan-to-value (“LTV”) as of the date investments were originated or acquired by BXMT.
- f. Strike price weighted by BXMT’s gross loan exposure to each loan with an underlying rate cap.
- g. Represents debt-to-equity ratio, which is the ratio of (i) total outstanding secured debt, asset-specific debt, term loans, senior secured notes, and convertible notes, in each case excluding unamortized deferred financing costs and discounts, less cash, to (ii) total equity.
- h. Reflects \$2.4B of gross unfunded loan commitments, net of \$1.3B of committed or identified financing for those commitments.
- i. Economic return is the change in stockholders’ equity, which is also referred to as Book Value, plus the aggregate dividends declared for the applicable period. Stockholders’ equity was \$4.5B as of December 31, 2022, aggregate dividends declared during the year ended December 31, 2023 were \$428M, and stockholders’ equity was \$4.4B as of December 31, 2023.
- j. Total as of December 31, 2023 also includes \$1M of unrealized foreign currency gains during the period.
- k. Represents book value per share of \$25.16 as of December 31, 2023, and 2023 dividends per share of \$2.48.
- l. States and countries comprising less than 1% of total loan portfolio are excluded.
- m. Assets with multiple components are proportioned into relevant collateral types based on allocated value of each collateral type.
- n. Excludes fundings of new loan originations of \$1.0B, \$11.6B, and \$5.1B, for the years ended December 31, 2020, December 31, 2021, December 31, 2022, respectively. No fundings of new loan originations for the year ended December 31, 2023.
- o. Reflects the amount of loans repaid, upgraded, or downgraded during the year ended December 31, 2023, in each case relative to the sum of (i) loans outstanding as of December 31, 2023 and (ii) loans repaid during the year ended December 31, 2023.
- p. Liquidity as of December 31, 2022, net of \$220M for convertible notes that matured in March 2023.
- q. Represents adjusted debt-to-equity ratio, which is the ratio of (i) total outstanding secured debt, asset-specific debt, term loans, senior secured notes, and convertible notes, in each case excluding unamortized deferred financing costs and discounts, less cash, to (ii) Adjusted Equity. See Appendix for definition of Adjusted Equity and reconciliation to GAAP total equity.
- r. Excludes 1.0% per annum of scheduled amortization payments under the Term Loan B.
- s. Date loan was originated or acquired by us, and the LTV as of such date, excluding any junior participations sold. Origination dates are subsequently updated to reflect material loan modifications.
- t. Certain loans include an aggregate \$1.1B of Non-Consolidated Senior Interests which are not included in BXMT’s consolidated financial statements and exclude \$100.9M of junior loan interests that BXMT has sold, but that remain included in BXMT’s consolidated financial statements as of December 31, 2023. Total loan includes unfunded commitments.
- u. 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.
- v. Maximum maturity assumes all extension options are exercised; however, floating rate loans generally may be repaid prior to their final maturity without penalty.
- w. Represents net income attributable to Blackstone Mortgage Trust, Inc.
- x. Represents realized gains and losses on the repatriation of unhedged foreign currency. The difference between the value of such foreign currency on the date of conversion to USD and BXMT’s cumulative basis in such foreign currency is not included in GAAP net income, but rather as a component of other comprehensive income on BXMT’s consolidated financial statements.
- y. The weighted-average shares outstanding, basic, exclude shares issuable from a potential conversion of its convertible notes. Consistent with the treatment of other unrealized adjustments to Distributable Earnings, these potentially issuable shares are excluded until a conversion occurs.
- z. 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 BXMT’s current expected credit loss reserve.

FORWARD-LOOKING STATEMENTS & IMPORTANT DISCLOSURE INFORMATION

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, 2023, 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.

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 US real estate strategy for income-focused individual investors.

Case Studies. The selected investment examples, case studies and/or transaction summaries presented or referred to herein may not be representative of all transactions of a given type or of investments generally and are intended to be illustrative of the types of investments that have been made or may be made by BXMT in employing such BXMT's investment strategies. It should not be assumed that BXMT will make equally successful or comparable investments in the future.