



## First Quarter 2023 Earnings Presentation

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# Company Highlights

Loan Portfolio	\$2.2 billion outstanding principal balance	98% Senior Loans	Earnings and Dividends	\$0.27 Q1 Distributable Earnings <sup>(2)</sup> per diluted common share, impacted by \$0.10 per diluted common share realized loss	
	\$92.3 million CECL reserve equates to 4% of loans held for investment <sup>(1)</sup> , with \$43.9 million, or 48% of the total reserve, consisting of specific CECL reserves on two risk rated 5 loans			Declared Q2 2023 regular dividend of \$0.33 plus \$0.02 supplemental dividend per common share	
Balance Sheet Positioning	1.9x Net Debt to Equity Ratio <sup>(3)</sup>	\$153.8 million cash balance, representing 21% of stockholders' equity	Ares Sponsorship	\$360.3 billion ARES AUM	\$49.2 billion ARES real estate platform AUM
	No spread based mark to market provisions			Benefits from market intelligence and deep relationships	

As of March 31, 2023, unless otherwise noted. Past performance is not indicative of future results. There is no guarantee or assurance investment objectives will be achieved. Diversification does not ensure profit or protect against market loss.

1. Based on outstanding principal balance.
2. Distributable Earnings is a non-GAAP financial measure. See page 19 for Distributable Earnings definition and page 18 for the Reconciliation of Net Income to Non-GAAP Distributable Earnings.
3. Net debt to equity ratio is calculated as (i) \$1.7 billion of outstanding borrowings less \$153.8 million of cash, (ii) divided by total stockholders' equity excluding CECL reserve of \$92.3 million at March 31, 2023. Net debt to equity ratio including the CECL reserve is 2.1x. Excluding the impact of cash on the outstanding borrowings, the total debt to equity ratio excluding the CECL reserve is 2.1x and including the CECL reserve is 2.4x.

# Summary of Q1 2023 Results and Activity

<b>Earnings Results</b>	<ul style="list-style-type: none"> <li>GAAP net loss of \$0.12 per diluted common share<sup>(1)</sup></li> <li>Distributable Earnings of \$0.27 per diluted common share<sup>(2)</sup> <ul style="list-style-type: none"> <li>Distributable Earnings was impacted by a \$5.6 million, or \$0.10 per diluted common share, realized loss on the sale of a residential senior loan, consistent with the specific CECL reserve as of Q4 2022</li> </ul> </li> <li>Book value per common share of \$13.15, or \$14.84 per common share excluding the CECL reserve</li> <li>Cash dividend of \$0.33 per common share and supplemental cash dividend per common share of \$0.02<sup>(3)</sup></li> </ul>
<b>Portfolio Activity</b>	<ul style="list-style-type: none"> <li>\$26.4 million in new principal funded<sup>(4)</sup></li> <li>\$82.6 million in loan repayments and sales</li> <li>Transfer of a \$27.4 million defaulted senior office loan to held for sale at fair value equal to its prior period loan amount. Subsequent to quarter end, we closed on the sale of this loan equal to the loan amount</li> </ul>
<b>Balance Sheet Positioning</b>	<ul style="list-style-type: none"> <li>Available capital of \$228.8 million<sup>(5)</sup></li> <li>Moderate leverage with net debt to equity ratio of 1.9x<sup>(6)</sup></li> <li>No direct exposure to regional banks that were impacted by the recent strain on the banking system</li> </ul>
<b>Recent Developments</b>	<ul style="list-style-type: none"> <li>On May 2, 2023, declared a cash dividend for the second quarter 2023 of \$0.33 per common share and a supplemental cash dividend of \$0.02 per common share</li> </ul>

Note: As of March 31, 2023, unless otherwise noted.

1. Inclusive of \$0.38 provision per diluted common share for Q1 2023 for CECL.

2. Distributable Earnings is a non-GAAP financial measure. See page 19 for Distributable Earnings definition and page 18 for the Reconciliation of Net Income to Non-GAAP Distributable Earnings.

3. There is no assurance dividends will continue at these levels or at all.

4. Outstanding principal funded represents funding on previously closed loans.

5. Available capital includes \$153.8 million of unrestricted cash and \$75.0 million of available financing proceeds under the secured revolving funding agreement with City National Bank ("CNB Facility").

6. Net debt to equity ratio is calculated as (i) \$1.7 billion of outstanding borrowings less \$153.8 million of cash, (ii) divided by total stockholders' equity excluding CECL reserve of \$92.3 million at March 31, 2023. Net debt to equity ratio including the CECL reserve is 2.1x. Excluding the impact of cash on the outstanding borrowings, the total debt to equity ratio excluding the CECL reserve is 2.1x and including the CECL reserve is 2.4x.

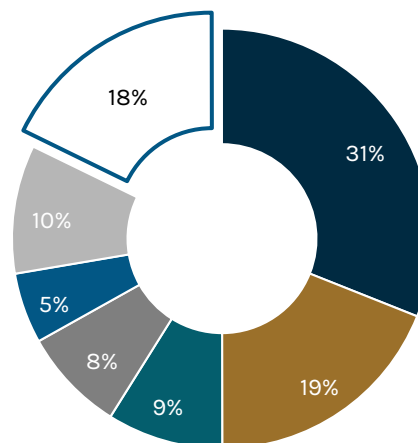
# Loan Portfolio Positioning and Performance

## Loans Held for Investment Portfolio Metrics<sup>(1)</sup>

Outstanding principal balance <sup>(2)</sup>	\$2.2 billion
Number of loans	53
Percentage of senior loans <sup>(4)</sup>	98%
Weighted average unleveraged effective yield <sup>(5)</sup>	9.2%
Senior loan investment capacity from cash <sup>(6)</sup>	\$475 million

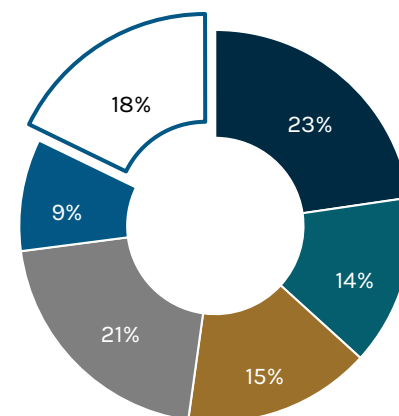
## Diverse Loans Held for Investment Portfolio

By Asset Type<sup>(3)</sup>



■ Office  
 ■ Multifamily  
 ■ Mixed-Use  
 ■ Industrial  
 ■ Residential/Condo  
 ■ Other  
 ■ Senior Loan Investment Capacity from Cash<sup>(6)</sup>

By Geography<sup>(3)</sup>



■ Southeast  
 ■ West  
 ■ Midwest  
 ■ Mid-Atlantic / Northeast  
 ■ Southwest  
 ■ Senior Loan Investment Capacity from Cash<sup>(6)</sup>

Note: As of March 31, 2023, unless otherwise noted. Past performance is not indicative of future results. Diversification does not ensure profit or protect against market loss.

1. Unless otherwise noted, includes only loans held for investment and excludes \$27.4 million of loans held for sale and \$28.0 million of AAA rated CRE debt securities purchased in 2022.

2. Weighted average unpaid principal balance of loan portfolio of \$2.262 billion during Q1 2023.

3. Based on outstanding principal balance of loans held for investment and senior loan investment capacity from cash.

4. Based on outstanding principal balance.

5. Excludes impact of five loans on non-accrual status. Including the five non-accrual loans, total weighted average unleveraged effective yield for total loans held for investment is 8.5%.

6. Our senior loan investment capacity from cash is assuming that we use all available unrestricted cash of \$153.8 million as of March 31, 2023 to originate new senior loans and we are able to leverage such amount under our Secured Funding Agreements at our total debt to equity ratio of 2.1x excluding the CECL reserve.

# Q1 2023 Loan Activity

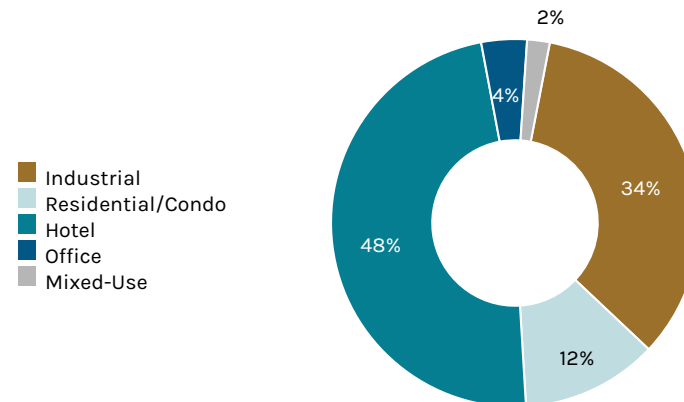
## Loan Repayments and Sales

**Total repayments and sales<sup>(1)</sup>                      \$82.6 million**

**Number of repayments and sales<sup>(2)</sup>                      6**

**Repayments and sales as a  
percentage of total loan portfolio                      4%**

## Loan Repayments and Sales by Property Type



Note: As of March 31, 2023, unless otherwise noted. Past performance is not indicative of future results. Diversification does not ensure profit or protect against market loss.

1. Includes \$65.8 million in full and \$7.0 million in partial loan repayments, respectively, and \$9.8 million in loan sales.

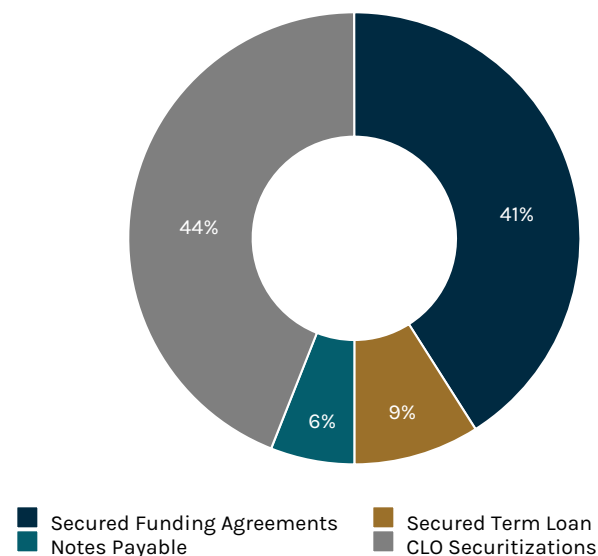
2. Excludes one loan transferred from held for investment portfolio to held for sale.

# Well-Positioned Balance Sheet

## Financing Metrics

Total capacity across all financings <sup>(1)</sup>	\$2.3 billion
Sources of financing <sup>(2)</sup>	8
Outstanding principal borrowings	\$1.7 billion
Percentage of non-recourse financing <sup>(3)</sup>	44%
Net debt to equity ratio <sup>(4)</sup>	1.9x
Spread based mark to market provisions <sup>(5)</sup>	None

## Diversified Sources of Financing<sup>(3)</sup>



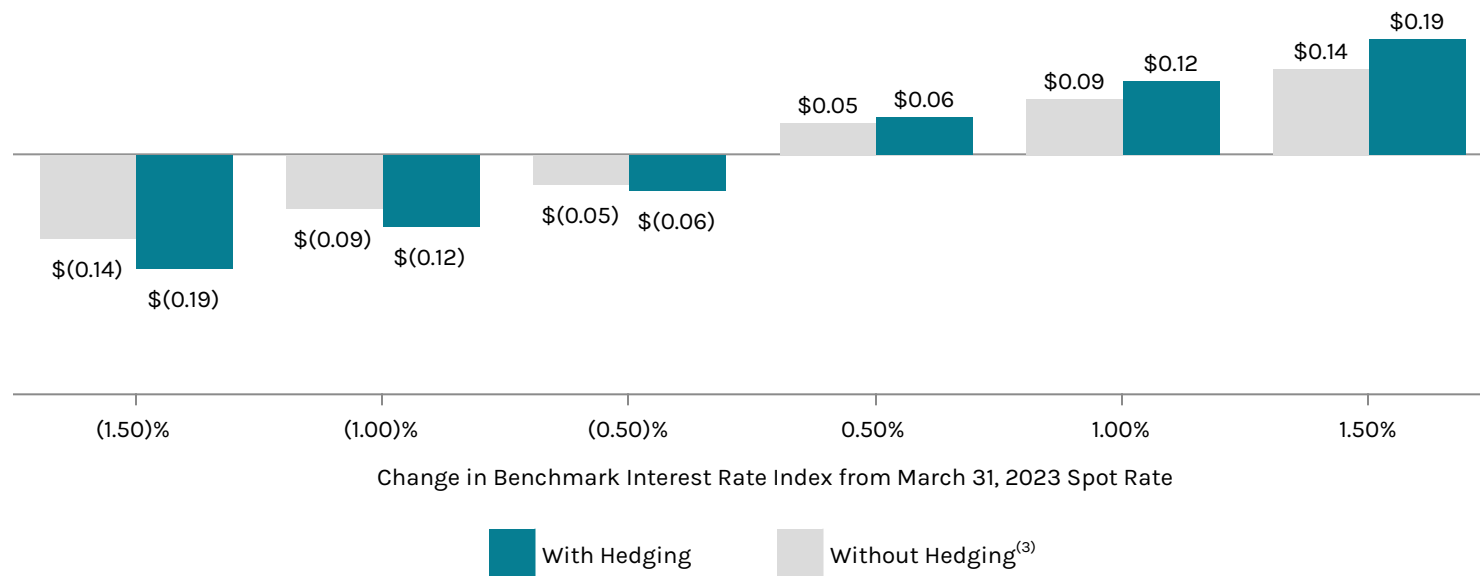
Note: As of March 31, 2023, unless otherwise noted. Diversification does not ensure profit or protect against market loss.

1. Weighted average unpaid principal balance of \$1.703 billion across all financings for Q1 2023.
2. Excludes Notes Payable. See page 11 for additional details on sources of financing.
3. Based on outstanding principal balance.
4. Net debt to equity ratio is calculated as (i) \$1.7 billion of outstanding borrowings less \$153.8 million of cash, (ii) divided by total stockholders' equity excluding CECL reserve of \$92.3 million at March 31, 2023. Net debt to equity ratio including the CECL reserve is 2.1x. Excluding the impact of cash on the outstanding borrowings, the total debt to equity ratio excluding the CECL reserve is 2.1x and including the CECL reserve is 2.4x.
5. Secured funding agreements are not subject to mark-to-market provisions based on changes in market borrowing spreads but are subject to remargining provisions based on the credit performance of our loans.

# Interest Rate Sensitivity to Benchmark Interest Rate Index<sup>(1)</sup> Changes

(\$ per diluted  
common share)

Annual estimated change in Distributable Earnings per diluted common share<sup>(2)</sup>



97% of loans are interest rate sensitive versus 80% of total debt is interest rate sensitive<sup>(4)</sup>

Note: As of March 31, 2023, unless otherwise noted.

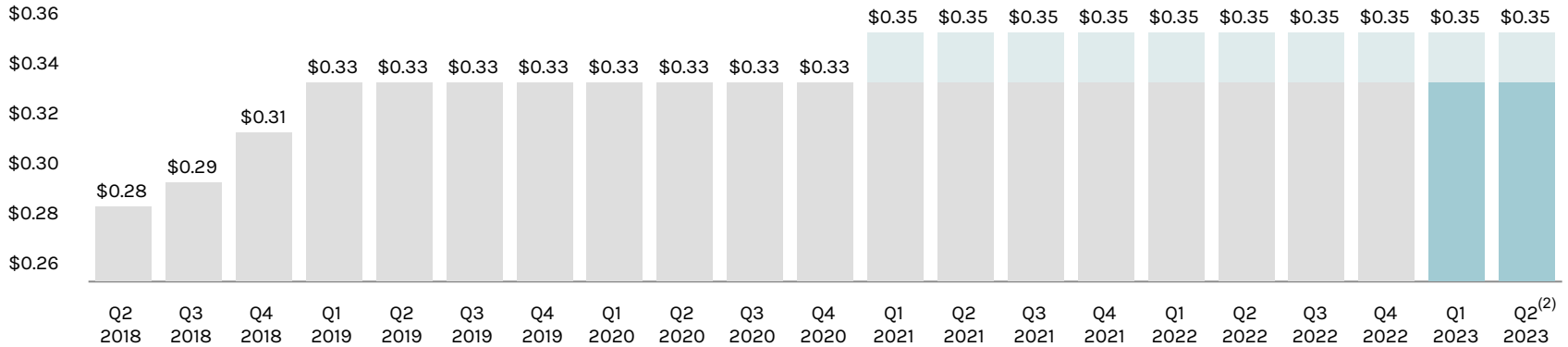
1. Benchmark Interest Rate Index represents the interest rates indexed to LIBOR and SOFR.
2. The chart estimates the hypothetical changes in Distributable Earnings per diluted common share for the twelve month period ended March 31, 2023, assuming (1) an immediate increase or decrease in 30-day Benchmark Interest Rate Index as of March 31, 2023, (2) no change in the outstanding principal balance of our loans held for investment portfolio, available-for-sale debt securities and borrowings as of March 31, 2023 and (3) no changes in the notional amount of the interest rate swap agreement entered into as of March 31, 2023.
3. Represents the hypothetical impact to Distributable Earnings per diluted common share had we not entered into interest rate swap agreement as of the reporting date.
4. Based on LIBOR and SOFR rates as of March 31, 2023 and LIBOR and SOFR floors in place.



# History of Growing and Consistent Dividends

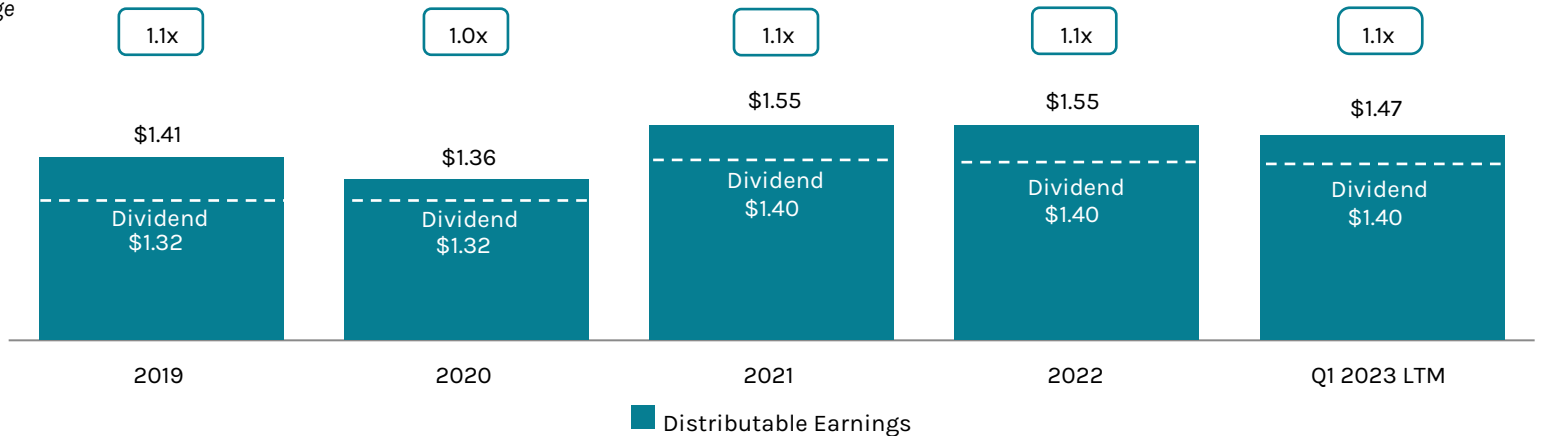
## Dividend History<sup>(1)</sup>

Dividends  
(per common share)



## Full Dividend Coverage from Distributable Earnings

Dividend Coverage  
(per diluted  
common share)



1. There is no assurance that dividends will be paid at historical levels or at all.

2. Dividend declared but not paid. Q2 2023 dividend and supplemental cash dividend will be payable on July 18, 2023 to common stockholders of record as of June 30, 2023.



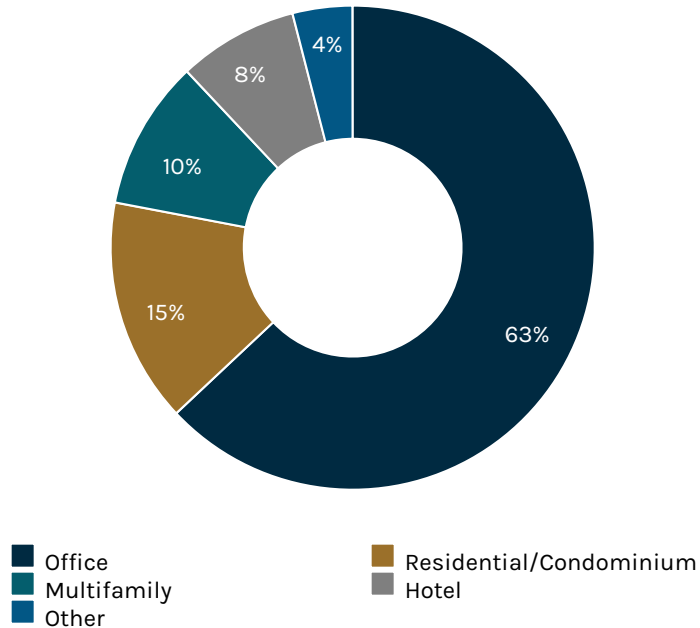
# Appendix

# Current Expected Credit Losses

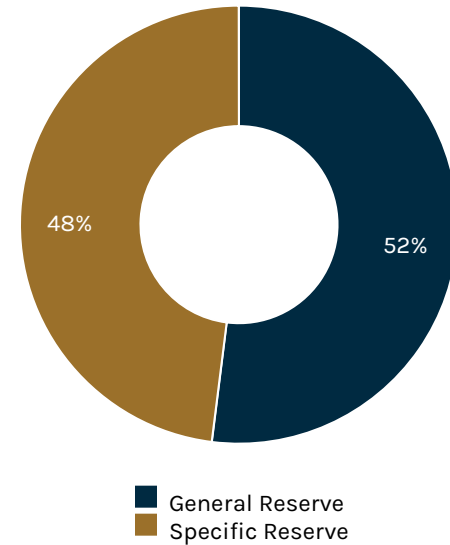
(\$ in thousands)		
Balance at 12/31/2022	\$	71,307
Provision for CECL		21,019
<b>Balance at 3/31/2023</b>	<b>\$</b>	<b>92,326</b>

- Increase in total CECL reserve of \$21.0 million (bifurcated between an increase in funded commitments provision of \$21.5 million partially offset by a decrease in unfunded commitments provision of \$0.5 million)
- As of March 31, 2023, the total CECL reserve includes specific reserves of \$43.9 million, including \$38.3 million on a senior office loan and \$5.6 million on a senior hotel loan

Current Expected Credit Loss Reserve  
by Property Type



Current Expected Credit Loss Reserve  
by Reserve Type



# Additional Details on Sources of Funding

(\$ in millions)					
Financing Sources	Total Commitments	Outstanding Balance	Pricing Range	Mark-to-Market	
Secured Funding Agreements					
Wells Fargo Facility	\$450.0	\$261.1	Base Rate <sup>(1)</sup> +1.50 to 3.75%	Credit	
Citibank Facility	325.0	236.2	Base Rate <sup>(1)</sup> +1.50 to 2.10%	Credit	
CNB Facility	75.0	—	SOFR+2.65%	Credit	
Morgan Stanley Facility	250.0	200.9	SOFR+1.60 to 3.10%	Credit	
MetLife Facility	180.0	—	Base Rate <sup>(1)</sup> +2.10 to 2.50%	Credit	
Subtotal	\$1,280.0	\$698.2			
Asset Level Financing					
Notes Payable	\$105.0	\$105.0	SOFR + 2.00%	Credit	
Capital Markets					
Secured Term Loan	\$150.0	\$150.0	4.50% (Fixed)	Credit	
2017-FL3 Securitization	445.6	445.6	LIBOR+ 1.70%	None	
2021-FL4 Securitization	291.3	291.3	LIBOR+ 1.45%	None	
Subtotal	\$886.9	\$886.9			
Total Debt	\$2,271.9	\$1,690.1			

Note: As of March 31, 2023.

1. The base rate is LIBOR for loans pledged prior to December 31, 2021 and SOFR for loans pledged subsequent to December 31, 2021.

# Loans Held for Investment Portfolio Details

(\$ in millions)

#	Loan Type	Location	Origination Date	Current Loan Commitment	Outstanding Principal	Carrying Value	Interest Rate	LIBOR/ SOFR Floor	Unleveraged Effective Yield	Maturity Date	Payment Terms <sup>(1)</sup>
<b>Office Loans:</b>											
1	Senior	IL	Nov 2020	\$155.7	\$155.7	\$154.0	(2)	1.5%	7.1% <sup>(2)</sup>	Mar 2025	I/O
2	Senior	Diversified	Jan 2020	122.4	120.4	120.2	S+3.75%	1.6%	8.8%	Jan 2024	P/I
3	Senior	AZ	Sep 2021	115.7	78.0	77.6	L+3.50%	0.1%	8.8%	Oct 2024	I/O
4	Senior	NY	Jul 2021	81.0	70.2	69.6	L+3.85%	0.1%	9.1%	Aug 2025	I/O
5	Senior	NC	Mar 2019	68.9	68.9	68.7	S+4.35%	2.3%	9.5%	Mar 2024	P/I
6	Senior	NC	Aug 2021	85.0	67.3	66.9	S+3.65%	0.2%	8.9%	Aug 2024	I/O
7	Senior	IL	May 2018	58.9	56.9	53.8	S+3.95%	2.0%	—% <sup>(3)</sup>	Jun 2023	I/O
8	Senior	IL	Dec 2022	56.0	56.0	55.5	S+4.25%	3.0%	9.6%	Jan 2025	I/O
9	Senior	GA	Nov 2019	48.6	48.6	48.5	S+3.15%	1.9%	8.3%	Dec 2023	P/I
10	Senior	CA	Oct 2019	33.2	33.2	32.6	S+3.45%	1.9%	—% <sup>(3)</sup>	Nov 2023	I/O
11	Senior	MA	Apr 2022	82.2	26.8	26.1	S+3.75%	—%	9.9%	Apr 2025	I/O
12	Senior	CA	Nov 2018	22.9	22.9	22.8	S+3.50%	2.3%	8.6%	Nov 2023	I/O
13	Subordinate	NJ	Mar 2016	18.5	18.5	17.4	12.00%	—%	—% <sup>(3)</sup>	Jan 2026	I/O
<b>Total Office</b>				<b>\$949.0</b>	<b>\$823.4</b>	<b>\$813.7</b>					

Note: As of March 31, 2023.

1. I/O = interest only, P/I = principal and interest.
2. The Illinois loan is structured as both a senior and mezzanine loan with the Company holding both positions. The senior position has a per annum interest rate of S + 2.25% and the mezzanine position has a fixed per annum interest rate of 10.00%. The mezzanine position of this loan, which had an outstanding principal balance of \$41.8 million as of March 31, 2023, was on non-accrual status as of March 31, 2023 and therefore, the Unleveraged Effective Yield presented is for the senior position only as the mezzanine position is non-interest accruing.
3. Loan was on non-accrual status as of March 31, 2023 and the Unleveraged Effective Yield is not applicable.

# Loans Held for Investment Portfolio Details

(\$ in millions)											
#	Loan Type	Location	Origination Date	Current Loan Commitment	Outstanding Principal	Carrying Value	Interest Rate	LIBOR/ SOFR Floor	Unleveraged Effective Yield	Maturity Date	Payment Terms <sup>(1)</sup>
Multifamily Loans:											
14	Senior	NY	May 2022	\$133.0	\$132.2	\$131.0	S+3.90%	0.2%	9.2%	Jun 2025	I/O
15	Senior	TX	Jun 2022	100.0	100.0	99.2	S+3.50%	1.5%	9.1%	Jul 2025	I/O
16	Senior	TX	Nov 2021	68.8	68.1	67.7	S+2.95%	—%	8.1%	Dec 2024	I/O
17	Senior <sup>(2)</sup>	SC	Dec 2021	67.0	67.0	66.8	L+2.90%	0.1%	8.0%	Nov 2024	I/O
18	Senior	CA	Nov 2021	31.7	31.7	31.5	S+3.00%	—%	8.1%	Dec 2025	I/O
19	Senior	PA	Dec 2018	30.2	29.4	29.3	S+4.00%	1.3%	9.1%	Dec 2023	I/O
20	Senior	WA	Dec 2021	23.1	23.1	23.0	S+3.00%	—%	8.0%	Nov 2025	I/O
21	Senior	TX	Oct 2021	23.1	22.4	22.2	S+2.60%	—%	7.8%	Oct 2024	I/O
22	Subordinate	SC	Aug 2022	20.6	20.6	20.5	S+9.53%	1.5%	14.7%	Sep 2025	I/O
23	Senior	WA	Feb 2020	18.8	18.8	18.7	S+3.10%	1.6%	8.4%	Sep 2023	I/O
Total Multifamily				\$516.3	\$513.3	\$509.9					
Mixed-Use Loans:											
24	Senior	FL	Feb 2019	\$82.7	\$82.7	\$82.7	L+4.25%	1.5%	9.1%	Feb 2023 <sup>(3)</sup>	I/O
25	Senior	NY	Jul 2021	78.3	75.0	74.7	S+3.75%	—%	8.9%	Jul 2024	I/O
26	Senior	CA	Feb 2020	37.9	37.9	37.9	L+4.10%	1.7%	9.0%	Mar 2023 <sup>(4)</sup>	I/O
27	Senior	TX	Sep 2019	35.3	35.3	35.2	S+3.85%	0.7%	8.9%	Sep 2024	I/O
Total Mixed-Use				\$234.2	\$230.9	\$230.5					

Note: As of March 31, 2023.

1. I/O = interest only, P/I = principal and interest.
2. Loan commitment is allocated between a multifamily property (\$60.5 million) and an office property (\$6.5 million).
3. As of March 31, 2023, the senior Florida loan, which is collateralized by a mixed-use property, is in maturity default due to the failure of the borrower to repay the outstanding principal balance of the loan by the February 2023 maturity date.
4. As of March 31, 2023, the senior California loan, which is collateralized by a mixed-use property, is in maturity default due to the failure of the borrower to repay the outstanding principal balance of the loan by the March 2023 maturity date.

# Loans Held for Investment Portfolio Details

(\$ in millions)											
#	Loan Type	Location	Origination Date	Current Loan Commitment	Outstanding Principal	Carrying Value	Interest Rate	LIBOR/ SOFR Floor	Unleveraged Effective Yield	Maturity Date	Payment Terms <sup>(1)</sup>
Industrial Loans:											
28	Senior	IL	May 2021	\$100.7	\$98.2	\$97.8	L+4.55%	0.2%	9.8%	May 2024	I/O
29	Senior	FL	Dec 2021	25.5	25.5	25.4	L+2.90%	0.1%	8.0%	Dec 2025	I/O
30	Senior	NJ	Jun 2021	28.3	24.6	24.4	L+3.75%	0.3%	9.3%	May 2024	I/O
31	Senior <sup>(3)</sup>	CO	Jul 2021	23.6	23.6	23.5	(2)	0.3%	12.2%	Feb 2024	I/O
32	Senior	CA	Aug 2019	19.6	19.6	19.5	S+3.85%	2.0%	8.9%	Sep 2024	I/O
33	Senior <sup>(2)</sup>	TX	Nov 2021	10.0	10.0	9.9	S+5.35%	0.2%	10.5%	Dec 2024	I/O
34	Senior <sup>(2)</sup>	TN	Oct 2021	6.4	6.4	6.4	S+5.60%	0.2%	10.8%	Nov 2024	I/O
35	Senior	FL	Feb 2022	4.0	4.0	4.0	S+5.75%	0.3%	11.0%	Mar 2025	I/O
Total Industrial				\$218.1	\$211.9	\$210.9					
Residential/Condominium Loans:											
36	Senior <sup>(4)</sup>	NY	Mar 2022	\$91.1	\$76.2	\$75.9	S+8.95%	0.4%	15.6%	Oct 2023	I/O
37	Senior	FL	Jul 2021	75.0	74.5	74.4	S+5.35%	—%	10.7%	Jul 2023	I/O
Total Residential/Condominium				\$166.1	\$150.7	\$150.3					
Hotel Loans:											
38	Senior	CA	Mar 2022	\$60.8	\$40.2	\$39.8	S+4.20%	—%	9.5%	Mar 2025	I/O
39	Senior	NY	Mar 2022	55.7	36.5	36.1	S+4.40%	0.1%	9.6%	Mar 2026	I/O
40	Senior <sup>(5)</sup>	IL	Apr 2018	35.0	35.0	29.5	S+4.00%	0.3%	—% <sup>(6)</sup>	May 2024	I/O
Total Hotel				\$151.5	\$111.7	\$105.4					

Note: As of March 31, 2023.

1. I/O = interest only, P/I = principal and interest.
2. Loans are a cross-collateralized portfolio with affiliates of the same borrower.
3. At origination, the Colorado loan was structured as a senior loan and in January 2022, the Company also originated the mezzanine loan. The senior loan, which had an outstanding principal balance of \$19.8 million as of March 31, 2023, accrues interest at a per annum rate of L + 6.75% and the mezzanine loan, which had an outstanding principal balance of \$3.8 million as of March 31, 2023, accrues interest at a per annum rate of S + 8.50%.
4. This senior mortgage loan refinanced the previously existing \$53.3 million senior mortgage loan that was held by the Company. The senior New York loan is currently in default due to the failure of the borrower to reach certain construction milestones.
5. The senior Illinois loan is currently in default due to the failure of the borrower to make certain contractual reserve deposits by the May 2022 due date and due to the borrower not making its contractual interest payments due subsequent to the January 2023 interest payment date.
6. Loan was on non-accrual status as of March 31, 2023 and the Unleveraged Effective Yield is not applicable.

# Loans Held for Investment Portfolio Details

(\$ in millions)											
#	Loan Type	Location	Origination Date	Current Loan Commitment	Outstanding Principal	Carrying Value	Interest Rate	LIBOR/ SOFR Floor	Unleveraged Effective Yield	Maturity Date	Payment Terms <sup>(1)</sup>
Self Storage Loans:											
41	Senior	PA	Mar 2022	\$18.2	\$18.2	\$18.1	L+2.90%	1.0%	8.1%	Dec 2025	I/O
42	Senior	NJ	Aug 2022	17.6	17.6	17.4	S+2.90%	1.0%	8.5%	Apr 2025	I/O
43	Senior	WA	Aug 2022	11.5	11.5	11.4	S+2.90%	1.0%	8.4%	Mar 2025	I/O
44	Senior	MA	Mar 2022	8.5	8.5	8.5	L+2.90%	0.9%	7.9%	Dec 2024	I/O
45	Senior	TX	Apr 2022	8.0	8.0	8.0	L+2.90%	0.9%	8.0%	Aug 2024	I/O
46	Senior	MA	Apr 2022	7.7	7.7	7.7	L+2.90%	0.9%	8.0%	Nov 2024	I/O
47	Senior	MA	Apr 2022	6.7	6.6	6.6	L+2.90%	0.9%	8.0%	Oct 2024	I/O
48	Senior	MO	Jan 2021	6.5	6.5	6.5	L+3.00%	1.3%	8.0%	Dec 2023	I/O
49	Senior	NJ	Mar 2022	5.9	5.9	5.9	L+2.90%	0.9%	8.2%	Jul 2024	I/O
50	Senior	IL	Jan 2021	5.6	5.6	5.6	S+3.10%	0.9%	8.2%	Dec 2023	I/O
51	Senior	TX	Mar 2022	2.9	2.9	2.9	L+2.90%	0.9%	7.9%	Sep 2024	I/O
Total Self Storage				\$99.1	\$99.0	\$98.6					
Student Housing Loans:											
52	Senior	CA	Jun 2017	\$34.5	\$34.5	\$34.5	S+3.95%	0.5%	8.8%	Jul 2023	I/O
53	Senior	AL	Apr 2021	19.5	19.5	19.4	S+3.95%	0.1%	9.1%	May 2024	I/O
Total Student Housing				\$54.0	\$54.0	\$53.9					
Loan Portfolio Total/Weighted Average				\$2,388.3	\$2,194.9	\$2,173.2	1.0% <sup>(2)</sup>		8.5%		

Note: As of March 31, 2023.

1. I/O = interest only, P/I = principal and interest.

2. The weighted average floor is calculated based on loans with LIBOR or SOFR floors.



# Consolidated Balance Sheets

(\$ in thousands, except share and per share data)	As of	
	3/31/2023	12/31/2022
<b>ASSETS</b>		
Cash and cash equivalents	\$ 153,764	\$ 141,278
Loans held for investment (\$846,718 and \$887,662 related to consolidated VIEs, respectively)	2,173,205	2,264,008
Current expected credit loss reserve	(87,502)	(65,969)
Loans held for investment, net of current expected credit loss reserve	2,085,703	2,198,039
Loans held for sale, at fair value	27,375	—
Investment in available-for-sale debt securities, at fair value	28,007	27,936
Other assets (\$2,959 and \$2,980 of interest receivable related to consolidated VIEs, respectively; \$128,334 and \$129,495 of other receivables related to consolidated VIEs, respectively)	149,471	155,749
<b>Total assets</b>	<b>\$ 2,444,320</b>	<b>\$ 2,523,002</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
<b>LIABILITIES</b>		
Secured funding agreements	\$ 698,153	\$ 705,231
Notes payable	104,509	104,460
Secured term loan	149,247	149,200
Collateralized loan obligation securitization debt (consolidated VIEs)	735,839	777,675
Due to affiliate	3,899	5,580
Dividends payable	19,346	19,347
Other liabilities (\$1,942 and \$1,913 of interest payable related to consolidated VIEs, respectively)	15,024	13,969
<b>Total liabilities</b>	<b>1,726,017</b>	<b>1,775,462</b>
<b>STOCKHOLDERS' EQUITY</b>		
Common stock, par value \$0.01 per share, 450,000,000 shares authorized at March 31, 2023 and December 31, 2022 and 54,606,826 and 54,443,983 shares issued and outstanding at March 31, 2023 and December 31, 2022, respectively	537	537
Additional paid-in capital	813,748	812,788
Accumulated other comprehensive income	3,129	7,541
Accumulated earnings (deficit)	(99,111)	(73,326)
<b>Total stockholders' equity</b>	<b>718,303</b>	<b>747,540</b>
<b>Total liabilities and stockholders' equity</b>	<b>\$ 2,444,320</b>	<b>\$ 2,523,002</b>

# Consolidated Statements of Operations

(\$ in thousands, except share and per share data)	For the Three Months Ended				
	3/31/2023	12/31/2022	9/30/2022	6/30/2022	3/31/2022
<b>Revenue:</b>					
Interest income	\$ 49,500	\$ 52,552	\$ 45,633	\$ 38,621	\$ 33,364
Interest expense	(22,999)	(22,144)	(18,362)	(13,475)	(12,013)
Net interest margin	26,501	30,408	27,271	25,146	21,351
Revenue from real estate owned	—	—	—	—	2,672
Total revenue	26,501	30,408	27,271	25,146	24,023
<b>Expenses:</b>					
Management and incentive fees to affiliate	3,010	4,290	3,868	3,766	2,974
Professional fees	771	630	842	1,100	778
General and administrative expenses	1,685	1,777	1,416	1,587	1,613
General and administrative expenses reimbursed to affiliate	732	1,136	1,011	796	834
Expenses from real estate owned	—	—	—	—	4,309
Total expenses	6,198	7,833	7,137	7,249	10,508
Provision for current expected credit losses	21,019	19,402	19,485	7,768	(594)
Realized losses on loans sold	5,613	—	—	—	—
Gain on sale of real estate owned	—	—	—	—	2,197
<b>Income (loss) before income taxes</b>	<b>(6,329)</b>	<b>3,173</b>	<b>649</b>	<b>10,129</b>	<b>16,306</b>
Income tax expense, including excise tax	110	264	5	98	105
<b>Net income (loss) attributable to common stockholders</b>	<b>\$ (6,439)</b>	<b>\$ 2,909</b>	<b>\$ 644</b>	<b>\$ 10,031</b>	<b>\$ 16,201</b>
<b>Earnings per common share:</b>					
Basic earnings (loss) per common share	\$ (0.12)	\$ 0.05	\$ 0.01	\$ 0.20	\$ 0.34
Diluted earnings (loss) per common share	\$ (0.12)	\$ 0.05	\$ 0.01	\$ 0.20	\$ 0.34
<b>Weighted average number of common shares outstanding:</b>					
Basic weighted average shares of common stock outstanding	54,591,650	54,427,041	54,415,545	50,562,559	47,204,397
Diluted weighted average shares of common stock outstanding	54,591,650	54,894,888	54,846,756	50,999,505	47,654,549
<b>Dividends declared per share of common stock<sup>(1)</sup></b>	<b>\$ 0.35</b>	<b>\$ 0.35</b>	<b>\$ 0.35</b>	<b>\$ 0.35</b>	<b>\$ 0.35</b>

1. There is no assurance dividends will continue at these levels or at all.

# Reconciliation of Net Income to Non-GAAP Distributable Earnings

(\$ in thousands, except per share data)	For the Three Months Ended					
	3/31/2023	12/31/2022	9/30/2022	6/30/2022	3/31/2022	
Net income (loss) attributable to common stockholders	\$ (6,439)	\$ 2,909	\$ 644	\$ 10,031	\$ 16,201	
Stock-based compensation	960	738	673	699	766	
Incentive fees to affiliate	—	1,264	855	965	358	
Depreciation of real estate owned	—	—	—	—	(2,385)	
Provision for current expected credit losses	21,019	19,402	19,485	7,768	(594)	
Realized gain on termination of interest rate cap derivative <sup>(1)</sup>	(457)	(422)	(354)	(264)	1,960	
<b>Distributable Earnings</b>	<b>\$ 15,083</b>	<b>\$ 23,891</b>	<b>\$ 21,303</b>	<b>\$ 19,199</b>	<b>\$ 16,306</b>	
Net income (loss) attributable to common stockholders	\$ (0.12)	\$ 0.05	\$ 0.01	\$ 0.20	\$ 0.34	
Stock-based compensation	0.02	0.01	0.01	0.01	0.02	
Incentive fees to affiliate	—	0.02	0.02	0.02	0.01	
Depreciation of real estate owned	—	—	—	—	(0.05)	
Provision for current expected credit losses	0.39	0.36	0.36	0.15	(0.01)	
Realized gain on termination of interest rate cap derivative <sup>(1)</sup>	(0.01)	(0.01)	(0.01)	(0.01)	0.04	
<b>Basic Distributable Earnings per common share</b>	<b>\$ 0.28</b>	<b>\$ 0.44</b>	<b>\$ 0.39</b>	<b>\$ 0.38</b>	<b>\$ 0.35</b>	
Net income (loss) attributable to common stockholders	\$ (0.12)	\$ 0.05	\$ 0.01	\$ 0.20	\$ 0.34	
Stock-based compensation	0.02	0.01	0.01	0.01	0.02	
Incentive fees to affiliate	—	0.02	0.02	0.02	—	
Depreciation of real estate owned	—	—	—	—	(0.05)	
Provision for current expected credit losses	0.38	0.35	0.36	0.15	(0.01)	
Realized gain on termination of interest rate cap derivative <sup>(1)</sup>	(0.01)	(0.01)	(0.01)	(0.01)	0.04	
<b>Diluted Distributable Earnings per common share</b>	<b>\$ 0.27</b>	<b>\$ 0.44</b>	<b>\$ 0.39</b>	<b>\$ 0.38</b>	<b>\$ 0.34</b>	

1. For the three months ended March 31, 2023, December 31, 2022, September 30, 2022, and June 30, 2022, Distributable Earnings includes \$0.5 million, \$0.4 million, \$0.4 million and \$0.3 million, respectively, adjustment to reverse the impact of the \$2.0 million realized gain from the termination of the interest rate cap derivative that was amortized into GAAP net income.

# Glossary

<b>Ares Warehouse</b>	The Ares Warehouse represents a real estate debt warehouse investment vehicle maintained by an affiliate of ACREM. The Ares Warehouse holds Ares Management originated commercial real estate loans, which are made available to purchase by other investment vehicles, including ACRE and other Ares Management managed investment vehicles.
<b>Distributable Earnings</b>	Distributable Earnings is a non-GAAP financial measure that helps the Company evaluate its financial performance excluding the effects of certain transactions and GAAP adjustments that it believes are not necessarily indicative of its current loan origination portfolio and operations. To maintain the Company's REIT status, the Company is generally required to annually distribute to its stockholders substantially all of its taxable income. The Company believes the disclosure of Distributable Earnings provides useful information to investors regarding the Company's ability to pay dividends, which the Company believes is one of the principal reasons investors invest in the Company. The presentation of this additional information is not meant to be considered in isolation or as a substitute for financial results prepared in accordance with GAAP. Distributable Earnings is defined as net income (loss) computed in accordance with GAAP, excluding non-cash equity compensation expense, the incentive fees the Company pays to its Manager, depreciation and amortization (to the extent that any of the Company's target investments are structured as debt and the Company forecloses on any properties underlying such debt), any unrealized gains, losses or other non-cash items recorded in net income (loss) for the period, regardless of whether such items are included in other comprehensive income or loss, or in net income (loss), one-time events pursuant to changes in GAAP and certain non-cash charges after discussions between the Company's manager and the Company's independent directors and after approval by a majority of the Company's independent directors. Loan balances that are deemed to be uncollectible are written off as a realized loss and are included in Distributable Earnings. Distributable Earnings is aligned with the calculation of "Core Earnings," which is defined in the Management Agreement and is used to calculate the incentive fees the Company pays to its Manager.
<b>Unleveraged Effective Yield</b>	Unleveraged effective yield is the compounded effective rate of return that would be earned over the life of the investment based on the contractual interest rate (adjusted for any deferred loan fees, costs, premiums or discounts) and assumes no dispositions, early prepayments or defaults.
<b>Weighted Average Unleveraged Effective Yield</b>	Weighted average unleveraged effective yield is calculated based on the average of unleveraged effective yield of all loans held by the Company as weighted by the outstanding principal balance of each loan.